

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): June 14, 2022

POWERFLEET, INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-39080
(Commission
File Number)

83-4366463
(IRS Employer
Identification No.)

123 Tice Boulevard, Woodcliff Lake, New Jersey
(Address of Principal Executive Offices)

07677
(Zip Code)

Registrant's telephone number, including area code (201) 996-9000

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, par value \$0.01 per share	PWFL	The Nasdaq Global Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01. Regulation FD Disclosure.

As previously announced, PowerFleet, Inc. (the "Company" or "PowerFleet") will host its inaugural Investor Day on Tuesday, June 14, 2022 from 11:30 a.m. to 2:30 p.m. Eastern time, during which it will utilize an investor presentation. A copy of the investor presentation is being furnished as Exhibit 99.1 and is incorporated herein by reference. A replay of the presentation will be available in the investor relations section of the Company's website at <https://ir.powerfleet.com/>.

The information in this report is being furnished pursuant to Item 7.01 of Form 8-K. In accordance with General Instruction B.2. of Form 8-K, the information in this report, including Exhibit 99.1, shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as may be expressly set forth by specific reference in such a filing.

Cautionary Note Regarding Forward-Looking Statements

This Current Report on Form 8-K (including the Exhibit hereto) contains forward-looking statements within the meaning of federal securities laws. Forward-looking statements include statements with respect to PowerFleet's beliefs, plans, goals, objectives, expectations, anticipations, assumptions, estimates, intentions, and future performance, and involve known and unknown risks, uncertainties and other factors, which may be beyond PowerFleet's control, and which may cause its actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. All statements other than statements of historical fact are statements that could be forward-looking statements. For example, forward-looking statements include statements regarding prospects for additional customers; potential contract values; market forecasts; projections of earnings, revenues, synergies, accretion, or other financial information; emerging new products; and plans, strategies, and objectives of management for future operations, including growing revenue, controlling operating costs, increasing production volumes, and expanding business with core customers. The risks and uncertainties referred to above include, but are not limited to, future economic and business conditions, the ability to recognize the anticipated benefits of the acquisition of Pointer, which may be affected by, among other things, the loss of key customers or reduction in the purchase of products by any such customers, the failure of the market for PowerFleet's products to continue to develop, the possibility that PowerFleet may not be able to

integrate successfully the business, operations and employees of I.D. Systems and Pointer, the inability to protect PowerFleet's intellectual property, the inability to manage growth, the effects of competition from a variety of local, regional, national and other providers of wireless solutions, and other risks detailed from time to time in PowerFleet's filings with the Securities and Exchange Commission, including PowerFleet's annual report on Form 10-K for the year ended December 31, 2021. These risks could cause actual results to differ materially from those expressed in any forward-looking statements made by, or on behalf of, PowerFleet. Unless otherwise required by applicable law, PowerFleet assumes no obligation to update the information contained in this report, and expressly disclaims any obligation to do so, whether a result of new information, future events, or otherwise.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Description
99.1	Investor Presentation
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

POWERFLEET, INC.

By: /s/ Steve Towe
Name: Steve Towe
Title: Chief Executive Officer

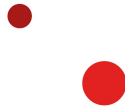
Date: June 14, 2022



Reimagined

The Data Driven SaaS IoT Company

Investor Day
June 14, 2022



Agenda

- PowerFleet overview
- Product, software and AI data solutions strategy
- Go To Market and commercial strategy
- Israel Innovation Center
- Business improvement plan
- Q&A



Company Overview



PowerFleet was founded in 1993 (ID Systems) and is headquartered in Woodcliff Lake, NJ with offices in **Israel, Germany, South Africa, United Kingdom, Brazil, Mexico and Argentina.**

PowerFleet is a global SaaS leader in providing **mission critical data insights** and visibility to Mobile Asset Operations through Seamless Transportation Supply Chain Technologies focused on Logistics, Industrial, Fleet and Connected Car solutions.

A pioneer in the telematics IoT industry, PowerFleet has **595,000 global subscribers** with strategic 20-year relationships with some of the most well-known brands in the world.

A true global presence
with strong Foundations

750
Employees

8,000
Enterprise Customers

595,000
Subscribers

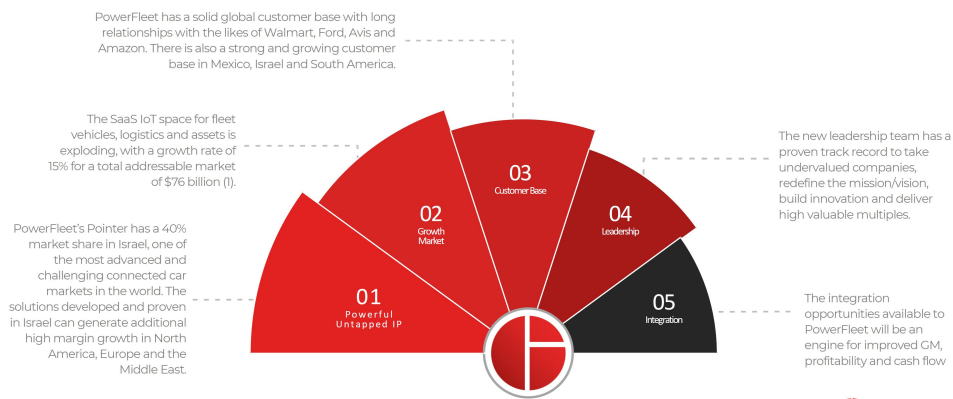
126.2m
2021 Revenue



Investment overview

- PowerFleet has world class SaaS IoT solutions that are ready to fuel immediate growth in the North America and European markets representing a significant upside opportunity.
- PowerFleet is shifting from core telematics to move up the IoT chain and provide data and AI powered solutions and business insights in a one-stop-shop model for all asset types in a customer's estate.
- The global market for IoT is exploding and experiencing >20% CAGR.
- PowerFleet has significant room for margin and profit expansion with full integration of acquired companies and rationalization of technology.
- 8,000 enterprise customers around the world with high customer satisfaction and low churn (93% renewal) provide expansive opportunity for ARPU and wallet share.

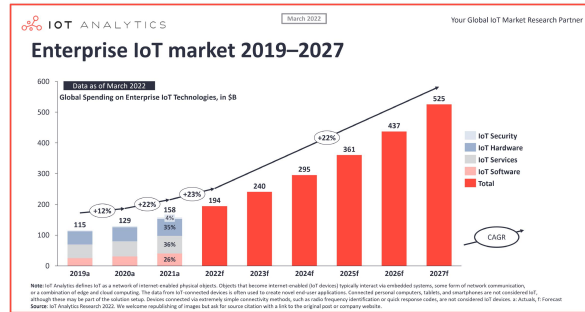
Key Investment Highlights & Considerations



(1) Allied Market Research

Large TAM and High Growth Market

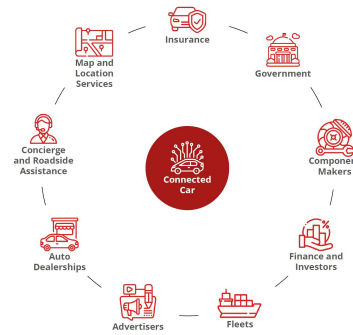
Enterprise IoT market 2019 - 2027 22% Enterprise IoT Market Growth



Connected Vehicle Data Buyers

- The global connected car market was valued at \$63.03 billion in 2019, and is projected to reach \$225.16 billion by 2027, registering a CAGR of 17.1%. (1)
- The existing market for connected vehicle is largely for anonymized insights from vehicles which might be used to give roadway conditions, analyze traffic congestions and trip paths, and provide information from the driver. Connected vehicle data is creating a new set of buyers and personas looking to monetize and create added value services. (2)

1. Allied Market Research – Connected Car Market Statistics
2. Gartner – Connected Car Data



Industry Tailwinds

- Maturing technologies such as AI, 5G, and cloud as well as the role that IoT plays in reaching sustainability goals.
- The tight global trade market has put a premium on the ability to track key assets that move freight around the world driving high demand.
- Historically, recessions have put a positive spotlight on IoT technologies as companies seek to reduce waste, improve margins and gain competitive advantage during these times.
- In every market where we compete, both geographically and product-wise, we see high growth rates over the next 5 years.
- The current labor shortage is driving rapid adoption of automation technologies that can enhance customer service and deliver on expected demand.



Proven and powerful innovation will drive SaaS growth in new geographies





Car Leasing
Transformed the leasing market in Mexico and South America with PPAFL IoT data and analytics.
Manage asset control, payment and location.
Advanced maintenance program based on actual data instead of OEM recommendations lowers cost to maintain fleet.

Insurance Market
Live data helps AXA understand vehicle usage times, locations and routes.
Heat maps to determine where vehicles are most likely to be robbed or stolen.
Driver data to assign risk profiles and appropriate premiums.
Improved customer loyalty and higher revenue.

EV Market
Growing EV community to share charging stations.
Real time connection to battery to manage "range anxiety".
Simultaneously track multiple data points to assist with unique EV safety and maintenance needs.

Connected Vehicle
Advanced driver safety features, accident alert and business intelligence.
Accident reconstruction.
Real time diagnostics and maintenance planning.
Driver behavior.
40% market share in Israel.




PowerFleet

AVIS
Vehicle
Our solution helped launch their connected car solution with advanced fuel management and remote capabilities.
The connected car program has helped improve customer loyalty, efficiency and profitability.

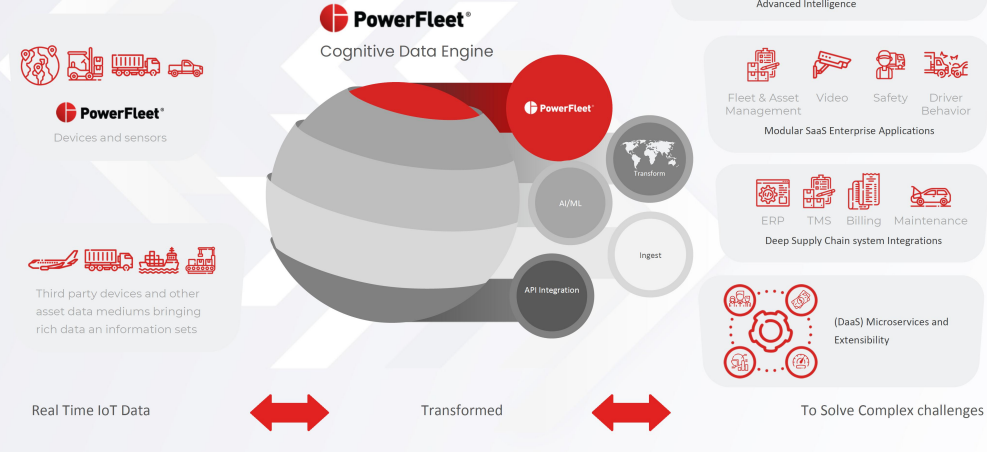
Logistics
Flexivan was a 2016 start up that is now the #3 player in the global chassis market.
With PowerFleet's IoT data platform solutions, they redefined the chassis market.

Industrial
Added advanced safety features to our Industrial platform with an AI-based Pedestrian Safety and Warning System.
With Warehouses quickly becoming high traffic, high volume facilities, worker safety is becoming increasingly important.



Digital transformation and integrated AI SaaS platform lead growth for the future

IoT Multiple Data Capture Points with Fast Integration



Seamless supply chain integration portfolio

26
EV
Integrations

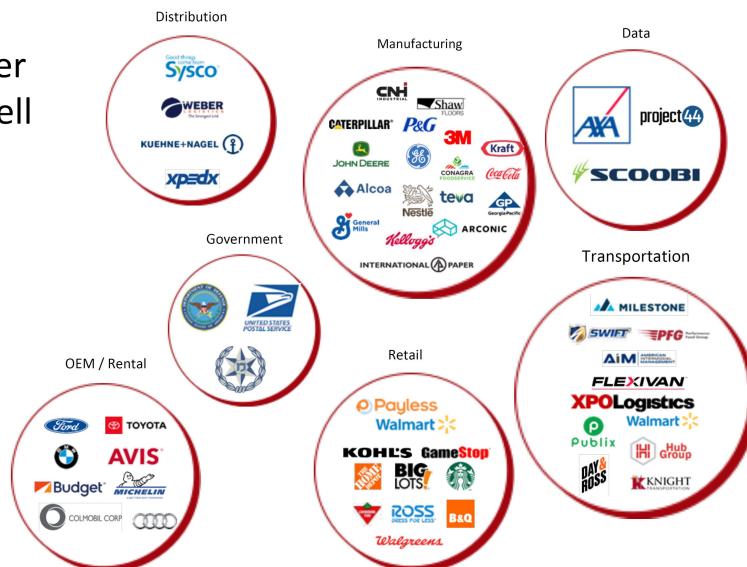
172
Total
Integrations



Diverse customer base - high upsell and cross sell

8,000

enterprise companies have chosen our combined solutions to power their IoT and M2M mobility needs in both B2B and B2B2C space



PowerFleet Reimagined: the new leadership team



CEO
STEVE TOWE

Steve has more than 25 years of strategic leadership experience on the global SaaS IoT and Enterprise Software stage. Most notably, he served as Chief Commercial Officer of Masternaut, a global telematics provider and most recently as President of Aptos, a global leader in omni-channel SaaS retail.



Chief Technology Officer
JIM ZEITUNIAN

Jim brings a wealth of experience in delivering best in class solutions in the supply chain industry, most recently at Llamasoft, an AI-powered supply chain design & planning leader. Jim has a reputation for building world class R&D teams and delivering innovative SaaS solutions on a global scale.



Chief Revenue Officer
PATRICK MALEY

Patrick has a 25-year history helping SaaS software companies drive innovative and effective Go To Market programs that build market awareness and win deals—most recently as CMO at BluJay Solutions, a global trade management software company and President at MAM Software, an ERP solution for the automotive aftermarket.



Chief Transformation Officer
MELISSA INGRAM

Melissa has a strong history driving corporate transformation at global companies such as British Telecom, a multinational telecommunications company and most recently at Aptos, a global leader in omni-channel SaaS retail where she helped drive gross margin expansion, profit improvement and key corporate development initiatives.



PowerFleet Reimagined: leadership team



Pointer Israel, CEO
Ilan Goldstein

Over the last 17 years, Ilan has led the Pointer Israel transformation from an SVR focused company to a fleet management company and more recently to a world-class sustainable IoT solutions company. In the process, market share increased from 11% to 40% in Israel.



SVP Head of Product
William Sandoval

William has 25 years of experience leading product strategy, technological innovation, and product development execution. Prior to PowerFleet, he held leadership positions at Philips, Honeywell and Ingersoll Rand. William has vast international experience leading and working with development teams in Europe, China, and Latin America.



Pointer Mexico, CEO
Eduardo Chavez

Eduardo joined 6 years ago and led Pointer Mexico into an accelerated growth period, signing several iconic customers wins such as Coca Cola, FEMSA and Brinks. In the last 3 years, Eduardo's team doubled the size of our Mexican operation and have become one of the top and most reliable companies for advanced fleet management in the country.



Group Financial Leader
Joaquin Fong

Joaquin has over 25 years of experience in accounting including 10 years of experience with PowerFleet. Joaquin began his career in public accounting including KPMG LLP and is a Certified Public Accountant.



The new PowerFleet – a change in emphasis

PowerFleet – the automotive IoT SaaS company, global leader in Unified Mobile Asset Operations and Seamless Transportation Supply Chain Technologies



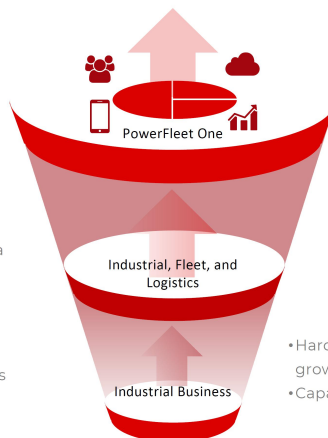
Product, software and AI data solutions strategy

The PowerFleet Evolution

- Creating a unified platform experience
- Module offerings specific to business problems, unified operations, seamless integration leveraging data, AI/ML

• Multiple software solutions across a wide spectrum of industrial, fleet and logistics

- Hardware based business
- On-premise enterprise implementations
- Point specific software solutions



- Continued feature expansion
- Actively investing in cloud service providers
- Acquisition of Pointer enabling global fleet expansion

- Hardware improvements, feature growth and movement to the cloud
- Capabilities fueled through acquisition

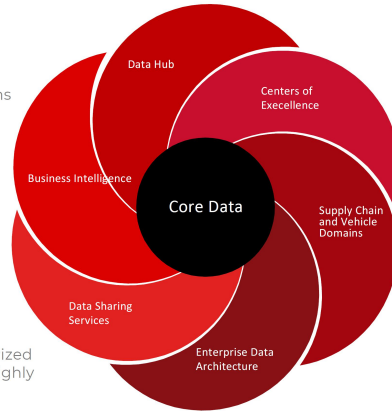
Data First – Capabilities Based Architecture

Business Intelligence

World class BI tools and solutions solving the market needs of the business problems we are asked to solve.

Technology

Leveraging modern, containerized technology to enable AI/ML, highly scalable data systems



People

Enabling people access to the data they need in the manner that they need it.

Business Solutions

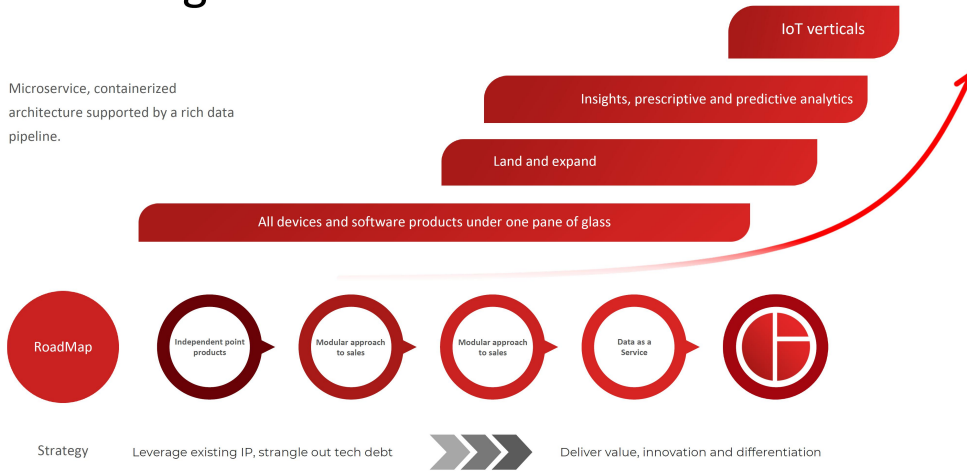
Deep, seamless integration with ERP, partners and integrations around issues like:

- Plan vs Actual
- Purchasing
- Inventory
- Demand
- Warehouse
- Transportation

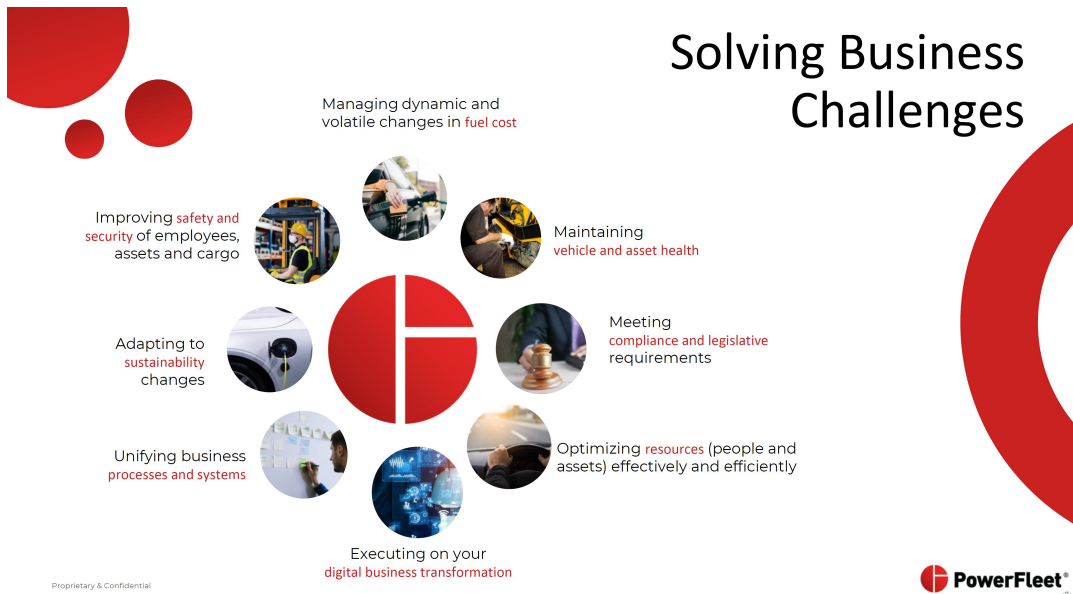


Delivering value now

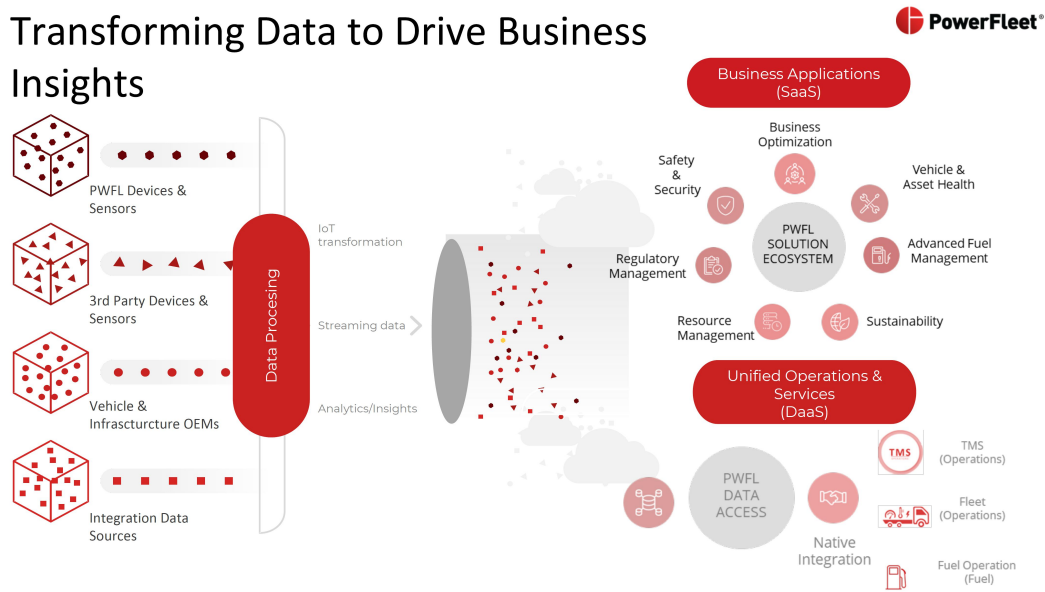
Microservice, containerized architecture supported by a rich data pipeline.



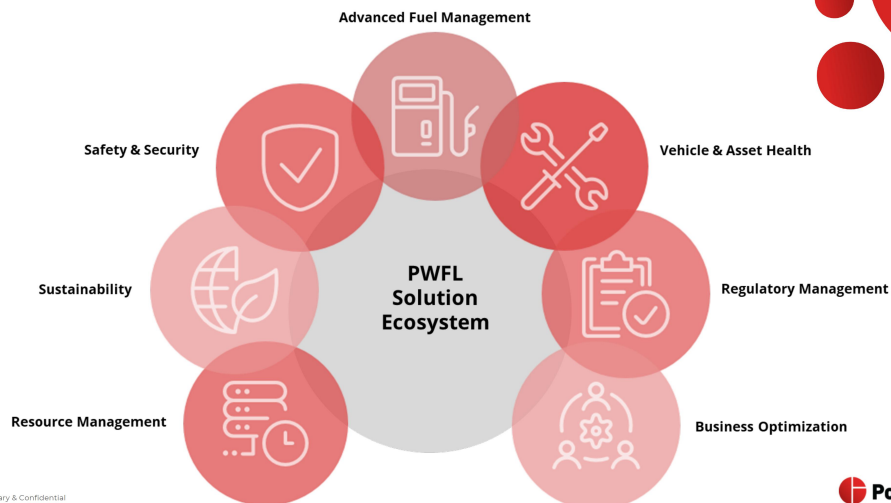
Solving Business Challenges



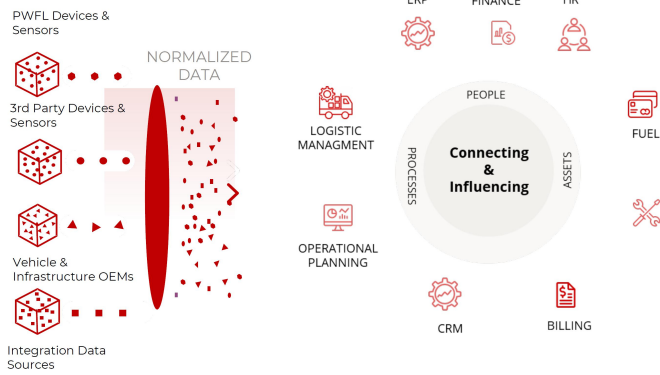
Transforming Data to Drive Business Insights



Business Applications (SaaS)



Business Unified Operations & Services (DaaS)



Seamless integration through data insights

- Driving greater operational awareness
- Improving crisis response
- Creating collaboration across functional departments
- Enabling sharing of information
- Coordination of daily activities and processes



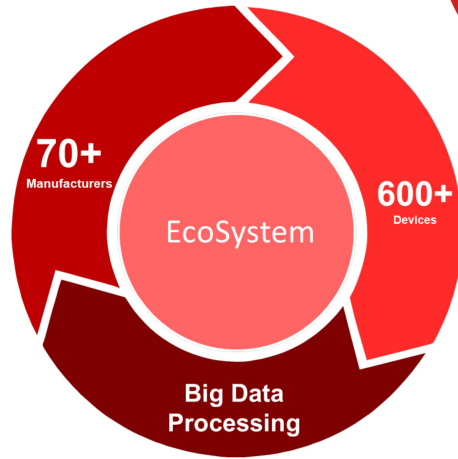
Product demonstrations



Unified IoT Data

Data Democratization

- Any Device
- Flexibility to Choose
- Rapid Integration | Onboarding



IoT Demo Video



Safety & Security

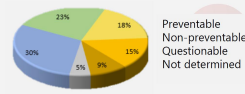
Insurance Claims Management

- Preventing Incidents
- Meeting & Maintaining High Safety Standards
- Reducing Cost

Accident by Type

- Rear hit by other vehicle
- Roll over
- Rear hit to other vehicle
- Speeding
- Changing lanes
- Not paying attention
- Sideswiped
- Other
- Hit while parked

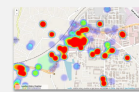
Risk Prevention



Accidents over Time



Accidents by Location



Accident Probability



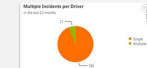
Accident Frequency...



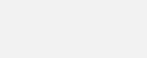
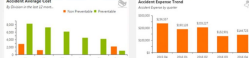
Risk by mileage...



Risk by driver...



Accident Costs & Risk Mitigation



Safety & Security

Incident Response

- Improving Crisis Response
- Maximizing Visibility
- Gathering Evidence
- Enabling Exoneration

Collision Data

- Severity
- Vehicle Status
- Rollover event
- Duration
- Speed (before & after)
- Impact direction & location
- Impact G force

Vehicle Damage Analysis



"Impact of 11.23G at front of vehicle"

Collision Location & Environmental Conditions



- Temperature
- Weather (Dry, Raining, Snowing)
- Road Type (Rural, Urban)
- Road Conditions (Dry, Wet, Damp)
- Darkness %

Driver Information & Status

Vehicle Information



Event Replay



Acceleration & Speed Replay



Live & Recorded Video

Advanced Fuel Management

Fuel Operations

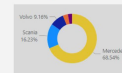
- Managing Cost Volatility
- Understanding Fleet Dynamics
- Reducing Cost

Fleet Analysis

Daily Fuel Consumption by Make



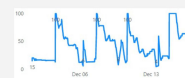
Fuel Consumption by Make/Model



Miles, Trips, and MPG by Month



Fuel Level by Day



Maneuver Statistics




Fuel Consumption Ranking (Fleet)

LicensePlate	Gallons	Miles	MPG	Trips	Miles/Trip	Gal/Mile
HR41VZGP	11056	84062	7.58	2505	33.28	0.13
HR87KZGP	6919	32630	4.72	1577	34.63	0.13
JD98FTGP	11757	87447	7.46	2115	41.35	0.13
JCR7HTGP	7631	56335	7.38	1873	30.08	0.14
MCT3J3FS	3093	32005	10.34	1152	14.56	0.14

Fuel Consumption Ranking (Drivers)

Name	Gallons	Miles	MPG	Trips	Miles/Trip	Gal/Mile	Event
Tubelwa	5737	33545	5.81	1693	17.66	0.17	
Zulu	8478	46164	5.45	2545	18.15	0.18	
Mahanga	8142	44102	5.42	2548	15.49	0.19	
Machleke	3608	48415	13.42	2048	15.78	0.18	
Nelike	6569	48347	7.36	3445	13.45	0.19	

Fuel Demo Video




Sustainability


EV Connectivity

- Connecting Any EV & EV Infrastructure
- Meeting Sustainability Goals
- Transforming Large Sets of Data to Actionable Insights
- Optimizing TCO


Location & Routing



EV Location



EV Charging Station Location & Routing



EV Charging Station Detailed Information

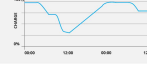
Charging Estimates

Connection Fee	Cost per KWH	Estimated Cost per Mile	Estimated Charging Time	Charging Time	kWH Added	Miles Added	Charge Cost	Cost per Mile


Charging Actuals

Connection Fee	Cost per KWH	Estimated Cost per Mile	Estimated Charging Time	Charging Time	kWH Added	Miles Added	Charge Cost	Cost per Mile


Charge History



Cost History




Sustainability



EV Dashboard

<ul style="list-style-type: none"> - A/C - Accelerator Pedal Position - Air Bag Light - ABS Switch - Anti-Lock Regulator - Blinker State - Cable Charge Status - Connect to OBD Port - Door Driver 	<ul style="list-style-type: none"> - Door lock status - Door passenger - Door rear left/right - Electric Power Steering Light - Electronic Stability Program Light - Head light - Meter Speed - Parking Brake Switch 	<ul style="list-style-type: none"> - Range Vehicle in KM - Real ground vehicle speed - Fuel Light Check Engine - Seat belt - Serial of ECU - SCS light - State of Charge - Total Vehicle Distance - TPMS Light 1
<ul style="list-style-type: none"> - TPMS Light 2 - Transmission selected gear - Trunk - Tire front left pressure - Tire rear left pressure - Tire front right pressure - Tire rear right pressure - Vehicle Speed 		



3

4

EV Demo Video



The Reimagined Go To Market and commercial strategy

Go To Market Strategy



- Brand and Messaging Framework**
- Educating the market on the new PowerFleet
 - Global, consistent and compelling message and position



- Cross Sell and Upsell**
- Leverage our strong and global customer base to increase stickiness and raise ARPU
 - Leverage platform investment for to move up the chain and engage the C-suite



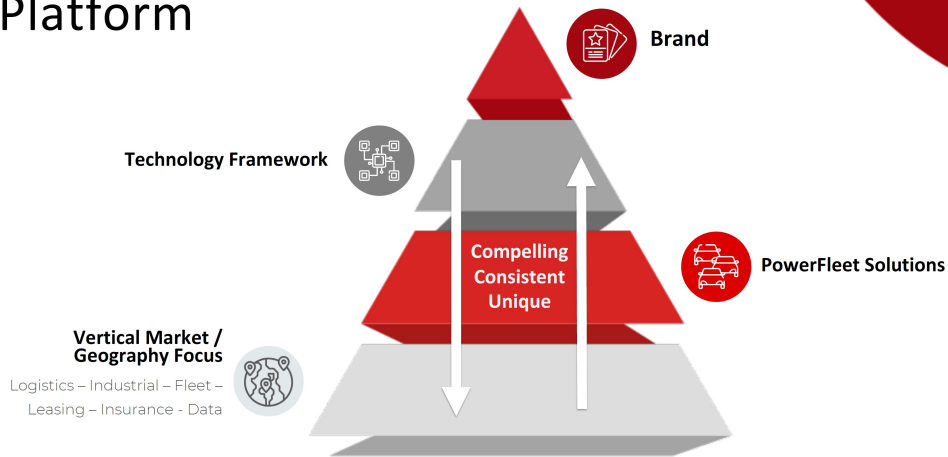
- Account Based Everything (ABX)**
- Focused and disciplined method to go to market
 - Orchestrate the lead to sale process for scale and productivity



- Recruit Talent**
- This business is all about people
 - Intense focus on finding the right talent to come on the journey

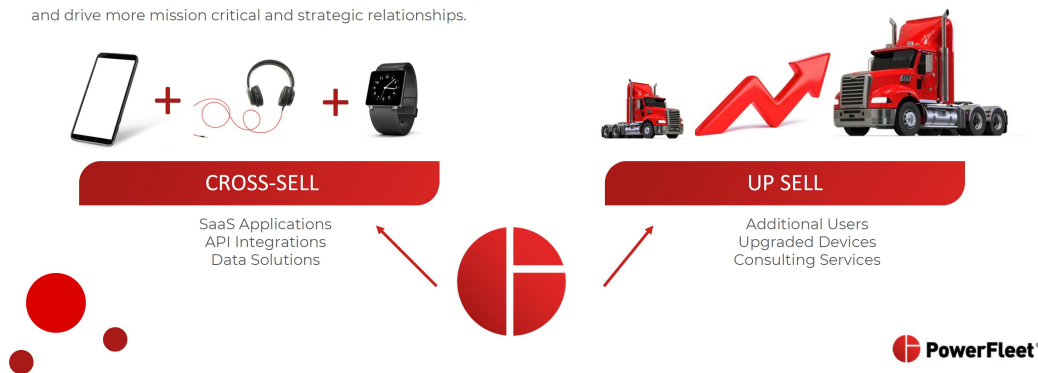


Strong Brand and Messaging Platform



Cross Sell and Upsell to the Customer Base

PowerFleet has a large customer base with high customer satisfaction levels that will invest in the right future solutions. Our platform will help us reach the C-Suite and drive more mission critical and strategic relationships.

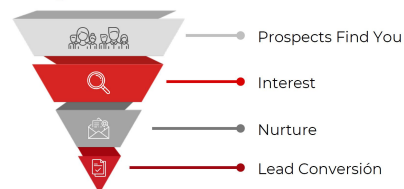


Global Account Based Marketing Program

- Account Based Marketing is a scalable, cost effective and far more efficient way to engage with your target audience.
- We will deploy an ABM to allow us to build high performance lead generation campaigns for all target markets around the world.
- The ABM workstream involves the entire sales and marketing organization with clear responsibility for all parties. We call it Account Based Everything (ABX)!

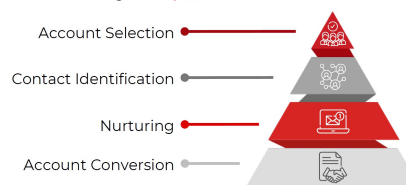
Lead Generation

Fishing with **nets**



Account-Based Marketing

Fishing with **spears**



Recruit Top Commercial Talent

- Transformations require top level talent with creativity, drive and insight. We are focused on bringing on top performers that want to be a part of an exciting and career building journey.
- We will be adding SaaS experienced inside and outside sales talent along with digital marketing and content resources across North America, Europe and the Middle East.
- We expect to have the expanded team partly in place by the fall and fully staffed to start the year in 2023.
- The process is in full swing with key new hires expected to be on board in the next few months.



Customer Success Stories



SUCCESS PROJECT:

FLEXIVAN™

Powered by **AIM360**

A 2016 start up, Flexivan has grown to be the 3rd largest player in the chassis industry. They are data scientists at heart and understood the role real-time data can play to transform a sleepy business.



The Importance of the Chassis in Global Trade

Containers won't move without a chassis and they can be in short supply when peak times hit. This is the difference between having your shipment arrive on time or having it stuck at the port and be left with an unhappy customer. Flexivan understands the need for high chassis availability and uses PowerFleet IoT to drive the data insights needed to meet demand.



Driving Customer Satisfaction with Real Time Insight and Support

Flexivan is constantly finding new ways to use their IoT data to help improve visibility and service to their customers. They are lowering costs and improving service times which has led to dramatic growth.



“We have been working with PowerFleet since 2016 and consider them a critical partner.

We like where they are going regarding a unified IoT perspective and look forward to using our data to drive deeper insights into our business.”



Nathaniel “Than” Seeds
Chief Operating Officer



SUCCESS PROJECT:

Walmart

Save money. Live better.

Real Time End to End Visibility

One reason Walmart performed so well during the pandemic demand spikes and whipsaws, was their commitment to using PowerFleet's IoT devices to track containers in real time from origin to destination.



The world's largest retailer continues to drive innovation and demand supply chain excellence. They have been a long-time strategic partner for PowerFleet with 44,000 IoT devices helping track their containers, fleets and industrial assets.



Asset Utilization

As assets became scarce at ports, Walmart was able to track and improve utilization by using advanced cameras and sensors that ensured assets were not lost, idle or underutilized.



SUCCESS PROJECT:

AVIS

A market leader in the car rental industry, \$5.2 billion Avis does business in 165 countries and partnered with PowerFleet in 2011 to launch their smart car initiative. PowerFleet is a strategic partner and supports the rollout of their connected car program.



QuickPass

Avis' QuickPass program automates the check-in and check-out process for a seamless and contactless experience. It helps improve customer satisfaction and lowers labor costs.



Driving Improvements in Fuel Management

With advanced sensors and technology to track fuel usage and levels when customers return, PowerFleet enables Avis to recoup millions of potentially lost dollars with advanced fuel management.



“Due to strong consumer feedback and efficiency we’ve seen in our workflow, we are dedicating additional resources to expand our Avis QuickPass offering.

For those unfamiliar with this product, it enables our preferred customers upon arrival to select from a choice of vehicles on their phone, proceed directly to their car, and then utilize a unique QR code to exit via our automated Express Exit for a completely contactless experience.”



Joe Ferraro
CEO
Avid Budget Group
(Earnings Call – May 2022)





SUCCESS PROJECT:

AXA Seguros is the 2nd largest insurance firm in Mexico. They selected Powerfleet as their technology partner to improve their offering to commercial fleets, through vehicle theft prevention and risk level improvement, as well to increase their profitability in the segment.



A powerful value proposition for their customers.

With real time data and heat maps to routes where theft is most likely to happen, AXA can notify their customers when they are approaching a dangerous location. Delivering a 20% higher vehicle recovery rate vs. the industry average, AXA offers a very attractive package for the customers that uses the service, through the exemption of the total deductible for theft up to 50%.



Helping improve operations and risk level reduction through advanced telematics.

With the use of sensors, telematics and video technology we are helping their customers to improve driving behavior and prevent accidents. AXA uses all this data for contract renewals and insurance fees to improve their profitability without losing competitiveness.

SUCCESS PROJECT:



A 2016 start up that took the Mexican car leasing market by storm, this unicorn now boasts an \$8b market valuation. Their approach is to use the connected car and real-time data to rethink maintenance, upselling, safety and customer loyalty. PowerFleet is their strategic partner and has been with them from the beginning.



Building lifetime customers with Connected Car data

Kavak uses data to build a lifetime relationship with their customers and effectively manage a massive fleet. They use live data to build the most efficient maintenance plan and can track the location of their assets with full control over access.



Helping them to improve their operations.

With the use of our technology they improved their vehicle inventory management, spare parts and maintenance purchases planning. Also, for all their leasing plans, we play a key role in their collection process, from pushing active in-vehicle notifications to immobilizing the vehicle if needed.



Pointer Expertise

Real-Time Connectivity for Management and Monitoring Purposes

Stolen Vehicle Recovery (SVR)



FM - Fleet Management



Driver's Behavior (PAUD)



Location-based Services



IoT Solutions



Electric Vehicles



Inspirational collaboration projects

Waze

Interface in the start-up phase. Anonymous location of vehicles for identifying traffic loads.



Decell

An interface for transmitting anonymous information about the potential exposure to an advertising campaign on top of outdoor advertising Billboard.



NavTec (now 'here')

From the Netherlands - mapping in Israel.



Mobileye

Backup to the optics system in the autonomous vehicle according to regulatory requirements. Pointer sending the traffic light status.



Microsoft

Developing a Driver Behavior Algorithm for insurance companies. Pointer provided anonymous daily information of 70 million driving events.



Israel Innovation Center – use cases



Innovation - Pointer IoT

Israel Case Studies



A leading ag-tech company that develops innovative "vertical fields" solutions for the urban ecosystem. (Ultraviolet & Humidity)



The Ministry of Health launched an operation that was carried out in a race against time to vaccinate children for COVID-19.



Pharmaceutical trading house company – storage and transportation of medicines and drugs for pets and other animals.



One of Israel's biggest healthcare providers, Maccabi HMO, tracking cooling boxes containing pathological samples. Inland shipments from healthcare centers to a central lab.



SUCCESS PROJECT:



The Israeli Police contracted with PowerFleet to help manage their 7,500 police vehicles for the next four years – comprised of 61 different vehicle types. PowerFleet's Fleet Management meets the incredibly varied needs of this high-performance security organization.



Automated Intelligence for Optimal Performance

The solution also includes real-time alerts for leaving a pre-defined area or geofence and speeding as well as a dedicated in-car driver interface in some of the vehicles for documenting private travel.



Real Time Tracking

The solution will provide travel logs, using geo-tracking, to record all vehicle events including engine on/off status, location, vehicle movement, route, speed, time spent parked and battery status.



Electric Vehicle

137 different parameters by monitoring diagnostics

The engineers from the automaker Geely were amazed by Pointer's monitoring capabilities

- All through one telematics unit, Pointer "CelloCan".
- Includes critical battery status.
- The data is transferred to the cloud.
- Allows the manufacturer to investigate an epidemic fault in additional vehicles – prevention event.
- Sending alerts regarding dangerous faults and performing a recall.



Cyber alert and prevention



Enigmatos & Arilu

Cyber Protected Bus

Dan, one of Israel's largest transportation companies, will invest in the cyber company Enigmatos and will be the first in the world to protect its bus fleet from cyber attacks



Israel Regulation by 2025
Trucks carrying hazardous materials
Buses
Private vehicles

NOW IS THE TIME TO GET INTO THE CYBER FIELD



IAI Will Lead Consortium to Establish and Run Israel's National Cyber Infrastructure Center for Intelligent Traffic & Transportation Systems

Apr 20, 2021

The center will be built in cooperation with the Israeli Ministry of Transportation, the Israel National Cyber Directorate and Ayalon Highways

Israel Aerospace Industries (IAI) will lead a consortium of companies to establish and operate the National Cyber Infrastructure Center for Intelligent Traffic & Transportation Systems (ITIS), to be located in the city of BeerSheva. The consortium will work in cooperation with the Israeli Ministry of Transportation, the Ayalon Highways Company and Israel's National Cyber Directorate. The consortium, led by IAI, includes **Enigmatos**, Alstom and IBI Group, as well as the University of Ben-Gurion in the Negev, as a strategic partner.

Strauss group– the dairy Industry

A huge potential for the IoT future

Senior Manager at Danone group:
"The Nano & MultiSense solution is
so simple and so smart. A genius
solution"



You must look
behind the wall



Defibrillators Project

Because it's crucial to "get out of the box"

It all started with a visit to the MDA call center



1,500 boxes type A: 5 year agreement

2,500 boxes type B: 1 year agreement

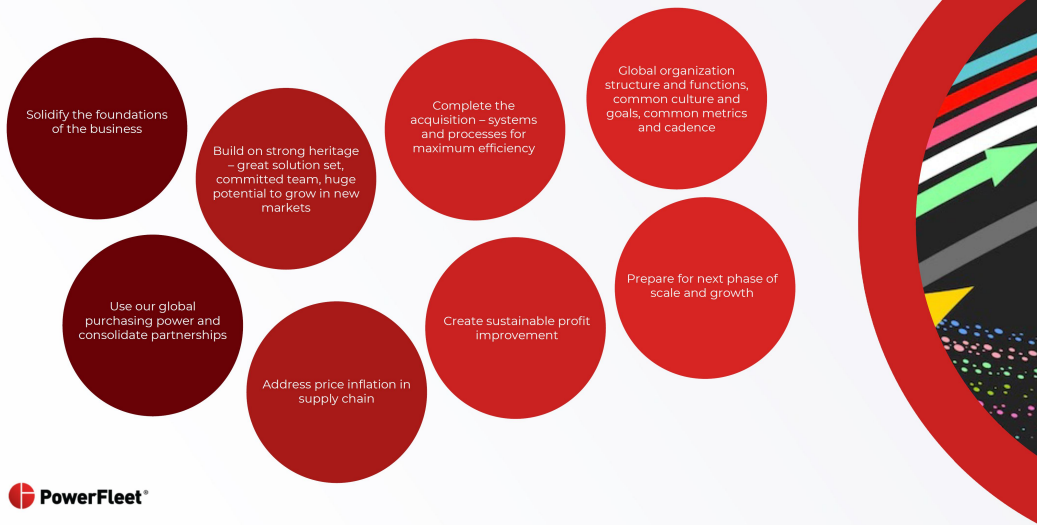
Additional 2,000 units planned for 2022



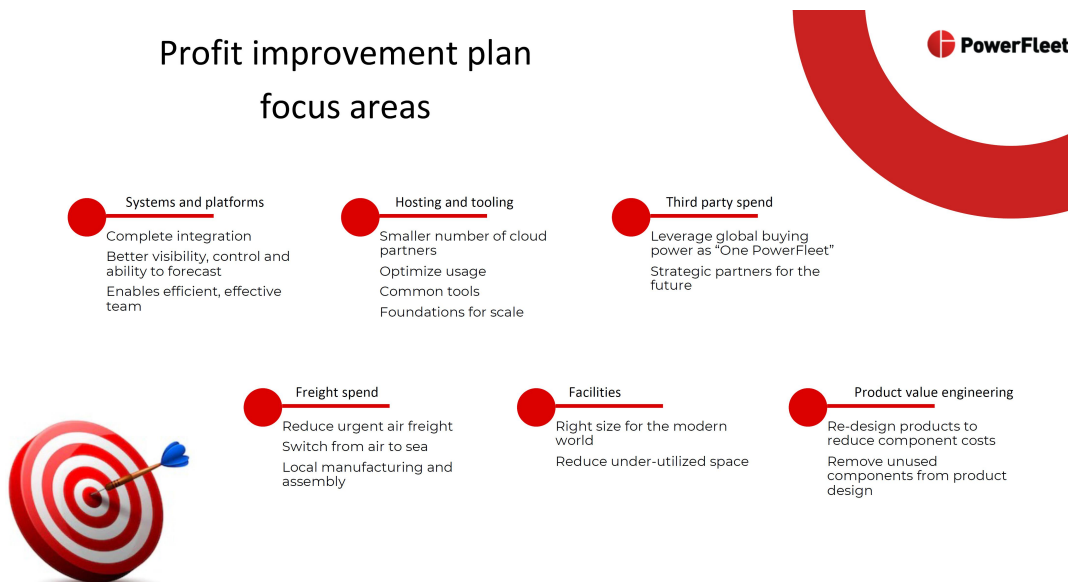
Business improvement plan



Why change?



Profit improvement plan focus areas



The Target



Revenue
\$200m+

Recurring
Revenue
50%
\$100m

Gross
Profit
55%
\$110m

Adjusted
EBITDA
25%
\$50m

