

TELEMATICS JOURNAL



DAKAR RALLY

Vaidotas Žala: 2022 Dakar Rally is only a pitstop in a longer journey

AROUND THE GLOBE
IoT GROUP NEWS
LATEST USE CASES

2022 JUNE | VOL. 2

 **TELTONIKA** | Telematics

FOLLOWING YOUR POSITIVE FEEDBACK

Dear reader,

We are pleased and proud to present the Telematics Journal Vol. 2 for your attention and appreciation. The first edition, launched in December 2021, has been met with strong interest from our customers and business partners worldwide and had impressively positive feedback. As you may expect, our team worked hard to fulfil your expectations bringing value to your business once again.

By now, Teltonika IoT Group diversification into niche specific profit centres has been successfully completed. As a result, we have continued to expand our business globally and significantly increased our income.

But we are not stopping there... Teltonika Telematics has reviewed its range of GPS devices and, at the beginning of this year, introduced not only new product categories but also specialised and highly skilled project development teams behind each of them.

What's in it for you, then? Well, we carry out even more in-depth market analysis to keep track of the latest trends and spot emerging demand to offer you competitive products. Secondly, we tirelessly search for the most suitable suppliers of electronic components to ensure reasonable prices for you and forecast sales to optimise the production process. Last but not the least, we work continuously to improve the efficiency of our customer support service to respond to the needs of you, our customers and our business partners, and to meet your expectations.

In this edition, you will find an overview of the relevant telematics market situation, information on recently launched products, insights into new projects, captivating interviews with a driver of the Teltonika Racing team and industry experts, news from Teltonika IoT Group headquarters and subsidiaries, curious customer satisfaction survey details, latest vehicle telematics use cases, funny quiz and more...

Happy reading!



ANTANAS ŠEIGŽDA
CEO, Teltonika Telematics

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IN FOCUS

TELTONIKA RACING TEAM DRIVER VAIDOTAS ŽALA: “2022 DAKAR RALLY IS ONLY A PITSTOP IN A LONGER JOURNEY”

The legendary race that gives thrills to millions of fans around the world? Of course, that’s the one and only Dakar Rally! This year, Teltonika Racing team hit the sand with Vaidotas Žala behind the wheel and Paulo Fiuza at the co-driver’s seat. The team successfully reached the finish line taking the No. 11 place. As the dust has already settled, we asked Vaidotas Žala about his impressions of the 2022 Dakar Rally, how preparation for the year 2023 is going on, and ways to handle extreme pressure and tension.

Vaidotas, this is the 7th time you are taking part in the Dakar Rally. How was the race this year different from the previous rallies?

2022 Dakar Rally was extremely important for us. After the difficult previous races, it was essential for us to finish successfully and with a decent result. The competitive environment was harsh, because FIA, or the International Automobile Federation, introduced substantial technical changes to the fastest car T1 category and regulators

opted for the significant increase in wheel travel and much bigger wheels – 32 to 37 inch increase.

We entered the race with a previous generation vehicle, hence it was tough for us to keep up with the fastest guys. We finished in the 11th position after the intense battle at the ultimate stage. It is a great feeling to be back on lucky strike!

Were there any unexpected moments during the race that you did not see coming? What did you learn from Dakar this year in general?

The biggest mystery was the regulatory change in technical specification. Nobody knew if the updated cars will be faster and more importantly – if they would be reliable. Dakar covers a massive race distance of almost 5,000 racing kilometers. It is not enough to be fast during some stages. Even a single technical issue can lay a hefty price on the final result.

To our surprise, the new T1+ category vehicles were very fast. Not all of them were reliable, but the outcome was clear. T1 category is dead and top pilots have to find a way to race in a new specification

T1+ vehicles, so the biggest lesson was that we need to find a new vehicle for 2023 Dakar.

How about the most difficult part for you personally? What was it?

The most difficult part is to keep up morale throughout the race. There are tricky days, when the daily result is not up to our expectations. For example, one day we lost half an hour whilst changing a broken driveshaft.

These moments are not easy, as in some stages TOP20 cars are separated by 12 minutes. Then it takes some effort to dust ourselves off and begin the next day with a fresh start. Otherwise, in trying to make up the time deficit there is a fine line between a race finish and a costly crash of the car.

The team finished taking the No. 11 spot – the highest for you so far. How do you feel about this achievement? Is it above or below your personal expectations?

The result was rather accurate to our expectations. For this year, our key objective was to finish without issues and we adjusted our average speed accordingly. It is only a pitstop in a longer journey, and definitely it is not a limit for our dreams. We aim high and we work hard for it. Next year, we have to start with a better vehicle and shoot into TOP10. The target is very clear.

TELTONIKA RACING



THE 2022 DAKAR RALLY TEAM!





Teltonika equipment was used by the racing team, including vehicle GPS tracker FMC130 in the support truck as well as CAN adapter LV-CAN200 and wireless accessories EYE Beacon and EYE Sensor. Did you find it useful and how?

The full Dakar logistics takes almost 3 months to complete. The race was in the Middle East, therefore, the vehicles were loaded to a ferry more than a month before the start, and the return journey was equally lengthy. The team has minimum 4 support vehicles every year, including service truck 6x6. During the race, support vehicles covered thousands of kilometers in the most remote destinations of Saudi Arabia.

It is essential for us to keep track of all vehicles for safety, efficiency and security. With Teltonika Telematics equipment, our logistics was always visible on the map, we could easily calculate fuel needs and coordinate various units of the team. Also,

we could create interesting online tracking opportunities for the followers of the team.

The 2022 edition is over. How are you preparing for the Dakar Rally 2023?

The key objective is to sell the existing X-raid vehicle and sign up for an updated T1+ vehicle. That requires a considerable increase in the budget as well as the collective sales, marketing and planning efforts of the team. Also, we need to add several summer events for our training purposes. This year, we decided to complete two European Rally Championship events.

The Dakar happens only once a year. In order to preserve my skills, we need to keep racing throughout the year. Finally, it is also a never-ending work on general fitness in order to perform well under extreme conditions. I regularly do Cross-Fit, also, I try keep up with cycling, windsurfing, skiing. Any sports activity is a good way to stay sharp.

Is there still anything that you would like to improve in your driving skills?

There are always ways to improve and it is important to keep training. I enjoy discussing racing techniques and tips with the more experienced drivers. Most secrets are not revealed easily, but I am lucky to have co-drivers who are very skilled in both rally-raid and classic rallying and who also help me progress.

However, the best way to improve one's skills is to race. Increasing kilometers on a racing track always converts into better physical reflexes. I always dedicate 100% of the budget to racing. We want to keep growing.

You are a professional racer. Based on your experience, what would be your advice for everyone on how to handle pressure and tension?

Firstly, I learned to distribute my energy over time. Marathon requires endurance, thus,

” One day we lost half an hour whilst changing a broken driveshaft. These moments are not easy, as in some stages TOP20 cars are separated by 12 minutes.

it is important even in critical situations not to overstretch yourself, as there are more challenges to come. I never dedicate more than 80% of my energy to any single challenge. Because we aim for a good marathon finish, not a single stage win. Keeping a buffer allows us to keep going.

Secondly, there is a way out of even the most difficult situations. I had moments in Dakar, when we spent 48 hours in the stage mode due to severe technical problems. We did not finish our initial two races because of the car failures. These were some dark moments, when continuing seemed like an impossible option. However, in order to reduce stress, I always try to think about the worst possible outcome and get comfortable with it. Then, it is way less stressful to resolve the challenges you face, as there seems only upside in trying so.

CATEGORIES

AROUND THE WORLD OF TELEMATICS IN 7 CATEGORIES

Telematics is the field that constantly evolves – video solutions keep gaining ground in the fleets around the world, governments integrate the latest technologies to make toll collection systems more user-friendly and efficient, usage scenarios are boldly expanded beyond the usual vehicles into fishing and other industries. To keep pace with the latest trends and developments, we have also updated our product categories. Read on to discover what makes each of them special and how they may suit your needs – every category is presented in more detail by the dedicated Product Owner.



FAST & EASY TRACKERS

How Fast & Easy is it? Honestly, ready to track in a few minutes!

This category of GPS trackers stands out with its simplicity of basic tracking. It is a perfect choice for every company that looks forward to expanding its business. No matter if it's a small fleet or a big one, dealing with a single client or carrying out a country-wide project – trackers of this category are ready to handle it significantly faster, saving both time and money.

All the 'know-how' is delivered together with the devices. Clients receive a complete solution, which does not require any specific knowledge or additional background to it. Installation is guaranteed to be swift and simple whatever way you choose among OBD port, cigarette lighter socket or mounting directly on a vehicle's battery – no special tools or skills will be needed!

In short, these devices are quick, accurate and effective – the same as your fleet can be!

AGNIUS PRANIULIS

Product Owner, Fast & Easy

BASIC TRACKERS

Following Teltonika motto Easy Key to IoT, we create solutions that can be used by every business in every market. We do this by aptly matching device integration, configuration and different usage scenarios – that's exactly what the BASIC category stands for, with all its tracking devices being reliable, precise, affordable, and incredibly popular.

Use our trackers in a wide range of scenarios, including basic vehicle track & trace, motorbike tracking, stolen vehicle recovery, insurance telematics, or even electronic toll collection. Thanks to Bluetooth support, it is possible to monitor fuel level by connecting a BLE fuel level sensor and read CAN bus data by connecting an OBDII dongle.

Far from being just basic, this category also offers a Green driving solution, which contributes to environmental sustainability and road safety. No doubt, these products allow our partners to bring considerable additional value to their clients.

ALEKSANDRAS BALIONIS

Product Owner, Basic

ADVANCED TRACKERS

Balance is at the core of the ADVANCED family trackers. When a business searches for an optimal functionality and value, this group of devices is the way to go – with more than 20 options to choose from to fit various needs. The extended interface and feature set covers the majority of use cases, ranging from passenger car businesses and insurance telematics to international logistics and utility services.

The newly introduced devices with a waterproof IP67-certified casing broaden usage scenarios even further. Mining, construction, water transport and other industries that operate

in tough conditions can now benefit from the advanced telematics features, saving time and costs. Robust GPS trackers are made to bring unquestionable value.

As the way world operates is always changing, we are also working on new devices, features and functionalities. Accordingly, the ADVANCED category of devices will grow further, offering even more value-driven solutions.

AUDRIUS GEDUTIS

Product Owner, Advanced

CAN & OBD DATA

TRACKERS

More data – we are all about it! This is how I would describe the essence of our OBD/CAN product program. The devices are smart, sophisticated, feature-rich and deliver more than standard telematics devices do.

Depending on the device you choose, you will be able to get up to 50 additional CAN/OBD parameters, such as fuel level, odometer, engine temperature, oil level and other. This information will be absolutely useful for insurance telematics, car sharing, vehicle maintenance, or private/business mode applications. And this is just a quick glance

at some of the possible scenarios – variety of data makes our devices the best tool for creativity and invention of use cases.

We have 11 hardware products in our OBD/CAN portfolio at the moment, while we are heading into very busy months, which will be packed with new product releases. So, stay tuned – we are going to surprise you!

DONATAS ZINKEVIČIUS

Product Owner, CAN & OBD Data

PROFESSIONAL

TRACKERS

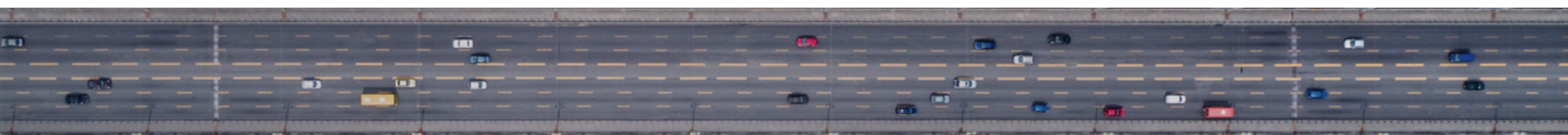
Our PROFESSIONAL category products are like a Swiss knife – one device can become a solution to many problems. This statement is backed up by the fact that our PRO trackers have numerous technological elements allowing to use them from the simplest use cases to the most demanding and complex ones. Features like 2 CAN lines, tachograph live data support and remote file download, multiple analog/digital inputs and outputs, and a possibility to connect trackers to third-party devices via RS232 or RS485 lines make FMx6 series the most universal solution in our telematics portfolio.

International fleets, cold chain logistics, agricultural machines, construction & mining industry as well as emergency and airport vehicles – these are only a few of the use cases that our PRO series trackers can efficiently cover.

Have a challenge that no one has solved yet? Let our PRO tracker have a shot at it!

ROMAN AGAFONOV

Product Owner, Professional



VIDEO TELEMATICS

Combining cameras and GPS trackers, our innovative video solutions have proven to deliver value to any-size fleets. They are ideal to complement the existing vehicle tracking systems, enabling fleet managers to identify and modify risky driving behavior and to receive video evidence of critical incidents.

By providing greater insights into driver behavior, video telematics significantly improves road safety. Meanwhile, the footage of road collisions and information regarding driving events help fleet owners to gain context and identify the causes that led to an incident.

To name just a few, the benefits of video solutions include lower operational costs, increased fuel efficiency, and better fleet management quality on the whole. The main industries that are certain to benefit from them are delivery services, taxi, rental & leasing, car-sharing services, and construction & mining.

ARŪNAS KUGINYS

Product Owner, Video Telematics

SENSORS

Sensors is a brand-new product category that already includes two accessories – EYE Beacon and EYE Sensor. They are named so for a reason – Bluetooth LE accessories extend fleet management capabilities and help to keep an EYE on your assets!

EYE Beacon provides wireless identification and tracking opportunities with the battery lifetime of up to 10 years, while EYE Sensors have 4 integrated sensors for all kinds of usage scenarios. This way, our clients and business partners can easily choose the feature set that is most valuable for them.

EYE products are used with a great success in cold chain to ensure that goods are transported in right temperature, trailer tracking to help our clients effectively manage trailers, and construction field management where our accessories shine in locating tools and preventing thefts. Moreover, EYE products can even find their place in such scenarios as fishing equipment tracking, transporting school children or company staff, and agriculture industry – the potential of applications is nearly limitless!

ROBERT JANUŠKEVIČ,

Product Owner, Sensors

LATEST USE CASES

BIGGER, BETTER, AT THE SAME PRICE - RENEWED TELTONIKA GLOBAL PLAN OF GLOBAL CONNECTIVITY SOLUTION

Did you know that Teltonika Connectivity Solution leverages not only a global mobile network for our customers, but it also has successfully assisted the Teltonika Racing team at the 2022 Dakar Rally?

Even more, we recently presented a significant improvement – the renewed Teltonika Global Plan, a vital part of the Global Connectivity Solution. Having the same abundant data allowance of 500 MB, the same plentiful duration – 5 years from

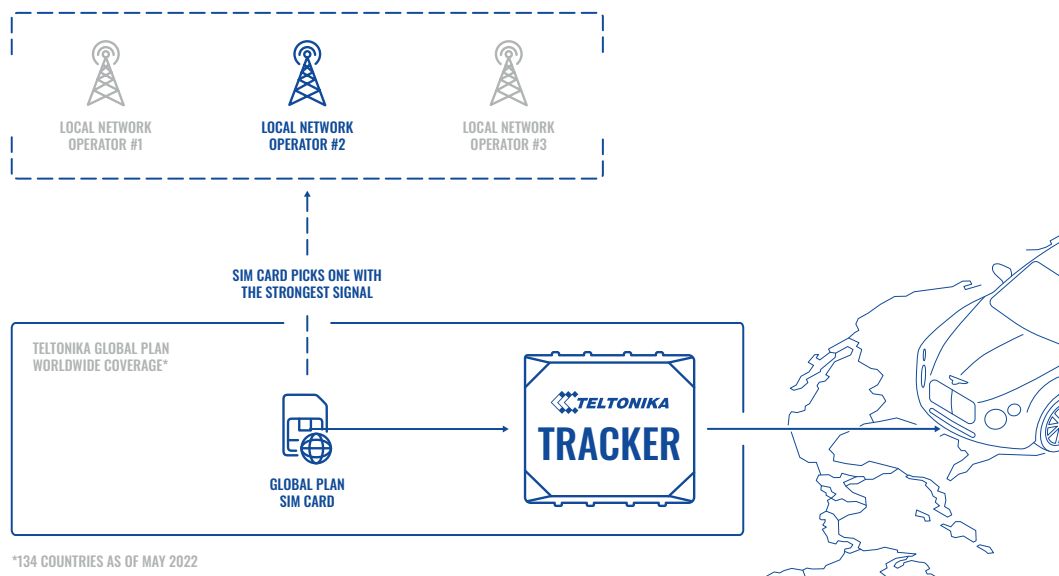
the first use and a vast library of valuable features, its coverage area has increased from 110 to 134 countries and territories around the globe.

The refined Global Plan is already up and running from May 2022 for all our users, both new and current ones, so all Teltonika Telematics customers will enjoy the new, long-awaited destinations immediately. Here are a few relevant use cases to consider...



GLOBAL CONNECTIVITY SOLUTION FOR STOLEN VEHICLE RECOVERY

Vehicle theft and related criminal activity is a costly challenge and, despite some fluctuations, it is still on the rise worldwide. Regrettably, globalisation and uneven technological advances have led to a quite dramatic increase in car theft, making some developing countries the attractive markets for cars stolen abroad. Thanks to the convenient features of the Global Connectivity Solution, Teltonika Telematics is ready to offer a practical solution to address this challenge.

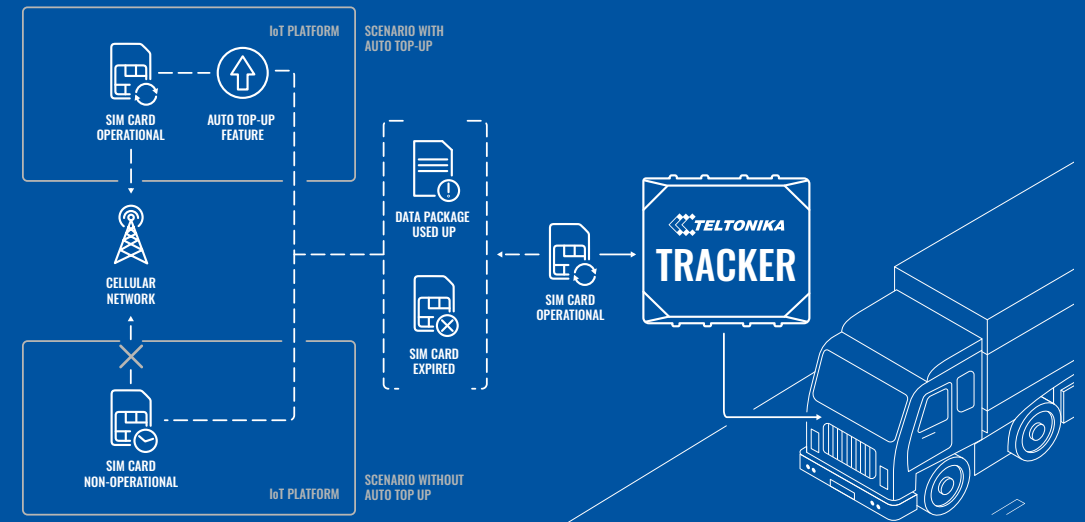


*134 COUNTRIES AS OF MAY 2022



CONTINUOUS NETWORK CONNECTIVITY WITH AUTO TOP-UP FEATURE

Many transport businesses are regulated by governments. For example, lorries must be equipped with digital tachographs so that the data is sent according to a schedule; E-TOLL, modern toll collection solutions, are governed and electronically charged, and reporting is being digitised. Given this, measures should be put in place to facilitate the ease of data transfer and ensure its stability. Fortunately, Teltonika Telematics has a practical solution with the Auto Top-Up feature to help corporate fleets to deal with this.



GLOBAL PLAN BENEFITS

WORLDWIDE NETWORK COVERAGE

Global network coverage includes 134 countries and territories. Up to 3 different network operators are supported.

FREE & UNLIMITED SMS

All SMS messages sent from our IoT Platform to Teltonika vehicle GPS trackers with our SIM cards are now free!

AUTO TOP-UP

No need to monitor SIM card data volume. GPS trackers will always be connected without service interruptions.

ONE SUPPLIER – COMPLETE SOLUTION

The fewer suppliers you have, the more time you save to avoid multiple negotiations and delivery problems. Not anymore!

TELEMATICS IN ACTION

VEHICLE DOUBLE SECURITY - A JOINT TELTONIKA TELEMATICS AND TELTONIKA MOBILITY SOLUTION

For many of us, motor vehicles are the main means of transport and often an integral part of our lives - private or corporate. We need them, we adore them...

But here is an alarming fact from Statista.com - in 2020, New Zealand had the highest number of car thefts in the world, with 1,172 occurrences per 100,000 inhabitants! Even more, in the same year, 810,400 vehicles were stolen in the US alone, with total car

thefts amounting to around \$7.4 billion. The number of vehicle thefts has increased by 11.8% since 2019. The average loss per theft was over \$8,000.

Not only that - the total number of property crimes and violent crimes increased in 2020, following the global pandemic period. This trend is likely to continue in the coming years, given the current economic downturn and rapidly rising inflation rate.

HOW DO THEY DO IT?

Breaking into a vehicle, hot-wiring a car, stealing drivers' keys and taking their vehicles, stealing a running vehicle, taking one from an individual by the use of force, aka carjacking, auto dealer frauds, frosting, joyriding, 'Hanoi burglary', etc. - these are some of the most common types and categories of auto theft crimes. All the more, all types of vehicles are affected - passenger cars, trucks, lorries, two-wheelers, SUVs, ATVs, even snowmobiles...

Unfortunately, the traditional anti-theft methods and recommendations - lock car doors and close windows, put your car in a garage, do not leave valuables, install an audible alarm system and anti-theft device, park a vehicle in well-lit areas, install a vehicle immobilizer system and/or conventional GPS tracking system - do not bring results drivers and corporate fleet owners would expect and count for.

CAN WE HELP? YES, WE CAN!

To tackle the issue, Teltonika Telematics and Teltonika Mobility have launched a vehicle double security solution with 2G GPS trackers.

It includes two separate devices - the autonomous asset tracker TAT100 and any other Teltonika Telematics wired vehicle tracker of your choice with wireless Bluetooth Low Energy connectivity.

HOW IT WORKS

In this case, we install not one, but two separate GPS trackers powered from different sources - one is wired from the car battery and one has a high-capacity internal battery. This comes as an unexpected obstacle for the car thieves, disrupting their whole sinister operation. Because the more cunning criminals usually suspect that a tracking device may be installed in a vehicle, they often look for it to disrupt it one way or another.

But here is a catch - if such a thing would happen and an auto thief would be successful in his/her act, then a second one, the autonomous asset tracker, would wake up from its sleep mode and send data to a dedicated server signalling that the first tracker was compromised and the car is in danger of being stolen.

TWO TRACKERS DOUBLE SECURITY

The idea of a combo of two tracking devices is primarily designed to help car leasing businesses and rental companies to minimise their financial losses to the greatest extent possible. The merger of both sets of features makes the solution unique and, above all, effective.

FMC130 + TAT100



2G CONNECTIVITY SHUTDOWN PROCEEDING VIGOROUSLY. ARE YOU READY?

Mobile operators worldwide have already switched off their 2G networks or are planning to do so in the coming few years. If it's not done yet, now is the time to act and choose alternatives making sure they are right for your IoT projects and business.

A sunset occurs when a technology provider, such as a mobile network operator, discontinues one of its products or services and no longer supports it from the announced date. For example, operators Swisscom (Switzerland), China Unicom (China), and Movistar (Mexico) have switched off 2G in 2021; T-Mobile Netherlands (the Netherlands), T-Mobile Germany (Germany), SK Telecom (South Korea) in 2020, etc.

Did you know that the GSM (Global System for Mobile Communications) launched in

Finland in 1991 has become the world's most widely used wireless technology, with a presence in 219 countries and a market share of more than 90% by mid-2010? Here to say, the 2G mobile network is based on the GSM standard.

On the one hand, it's very practical if you don't need to transfer huge data files and videos. On the other hand - large networks such as Verizon and AT&T are actively pushing 5G deployment and steadily taking the spectrum away from 2G networks, so change is happening, and it is inevitable.

UPCOMING 2G SHUTDOWNS

MAY-2022 ● **T-MOBILE**
The United States and Puerto Rico

DEC-2022 ● **SUNRISE**
Switzerland

DU AND ETISALAT
UAE

VERIZON
The United States and Puerto Rico

WHAT DOES THIS MEAN FOR YOU?

In a nutshell, the 2G technology will be phased out in favour of 4G LTE and beyond. Mobile service providers and operators all over the world are moving on, upgrading to the latest technologies and gradually discontinuing older services to free up transmission frequencies and build infrastructure to support new services such as 4G and 5G networks.

That said, please note that GPS devices that currently only support the 2G mobile network may no longer work afterwards. We would like to strongly advise all our customers and business partners in the respective countries to switch to the Teltonika FMC series of vehicle GPS trackers supporting 4G LTE Cat 1/2G networks. We offer a variety of models to choose from to meet IoT business needs for years to come.

BE IN CONTROL

OF UPCOMING CHANGES

Our legendary FMB920 now has 4G LTE connectivity.

They have everything that their predecessor is appreciated for - time-tested features, future-proof value, and affordable pricing.



FULL OEM OBD DATA READING

GET FREE UPDATE FOR FMX001 TRACKERS



REAL FUEL LEVEL DATA
REAL ODOMETER DATA

LIST OF SUPPORTED VEHICLES
WIDER RANGE OF BUSINESS OPPORTUNITIES

OUR STATS

YOUR OPINION MATTERS - CUSTOMER SATISFACTION SURVEY RESULTS

Good products and top customer service here in Australia.



Partner from Australia



We are very happy to have Mykolas as our Key Account Manager. I have personally known him for 4 years now and have always found him to be very helpful, quick to respond and always courteous.



Partner from Germany



We have experience with Teltonika products to be impactful to our business, and our comment is to keep that momentum on quality, ease of procedure and fastness in delivery.



Partner from Tanzania



I believe Teltonika is a good organisation with exciting products that can be used across different market segments. The local Teltonika team is responsive and able to provide excellent support.



Partner from Malaysia



4,52



Rating of business partnership with Teltonika in 2021

4,13



Teltonika made it easy for me to handle my issues in 2021

4,35



Value for money of Teltonika products, accessories, and solutions

TELEMATICS TRENDS IN INDIA: DESTINATION – VALUE

Establishing three locations, growing the team 20 times, gaining well-deserved trust of clients – the history of Teltonika offices in India is rich and memorable as the country itself. Besides, we are not just witnessing the telematics market’s growth in India – Teltonika is also the driving force behind its expansion and shift to a more value-centered approach.



NISHAD ALI, CEO of Teltonika India

Nishad Ali, CEO of Teltonika India, shares the story full of achievements, events and strong will for continuous progress.

What was the start of Teltonika operations in India? We must have considerably grown over time, right?

Looking back, Teltonika was operating in India through partners until we acquired Kallatra Technologies in December 2017. At that time, we started local operations with a small team of 4 sales people and by now we have grown to 32 people in sales and support. Over time, the office expanded to Bengaluru, Pune and Gurgaon along with the operations office in Mysuru to cover the vast distances between our people and clients. Today, Teltonika India has 79 people complemented by other business units.

What would be the main challenges and achievements of Teltonika in India?

Way back in December 2017 telematics service providers (TSPs) in India basically knew track & trace scenario only. It was almost an impossible task to sell them different values of telematics with the industry penetration being less than 10%. We decided to make presence before we try to change the market and FMB910 model

came to our help. Teltonika India sales professionals did a truly amazing job by increasing our market share 10 times over 3 years. Now our clients listen to us when we talk about a possible new use case. They are eager to follow Teltonika since they believe they are able to grow with us.

Are there any cross-cultural aspects of work and how are they handled?

So far, the journey was all about learning and adapting to changes. Teltonika Telematics, together with the whole Teltonika IoT Group, has helped our people to adapt fast. We did see some resistance, but people sustained and ultimately stayed for long. During the transition, we also had to deal with unlearning, which was a case even for the employees from the similar industries.

What are the trends of telematics in India market?

Years ago, the only factors driving the market were track & trace usage scenario and price. Later it changed to availability and now the trend is towards the value. TSPs in India are

tired of selling telematics as a commodity and they wish to expand their market to selling value. This is where Teltonika comes very helpful to them. Teltonika devices assist our clients in expanding their businesses to a variety of handy use cases. This is achieved by using the extensive features while retaining accuracy and long-term reliability.

There were multiple cases when our partners initially approached us with a goal to find some suitable product for a particular new use case, but they ended up using most of our products in their business. Telematics market is growing steadily in India, and we expect it to be highly accelerating in the coming 3-5 years keeping the trend towards value-selling and total cost of ownership.



MEET OUR TEAM!



How about the key selling points of Teltonika Telematics in India market?

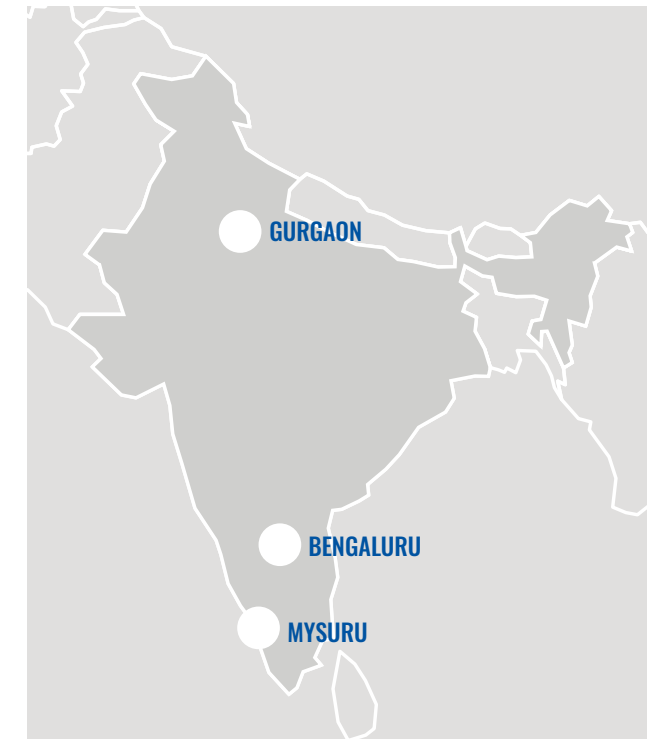
Teltonika is always affordable and highly reliable in meeting the expectations of TSPs and their customers. We moved closer to our customers, helped them solve their problems using our products and let them experience the value. Each customer of Teltonika India has its own unique reasons to consider us as their hardware partner. For example, one of our long-term partners emphasized that our products are easy to use, while another found the comprehensive Wiki pages as one of the reasons to choose Teltonika. We help our clients to solve the pain points of their customers, which results in retaining accounts and fostering cooperation for a long time.

What are our most popular tracking devices and use cases in India market? Why?

FMB920 is the most popular tracker in India market – not just the favorite one among Teltonika clients, but also for many TSPs in general. Thanks to Teltonika quality, reliability and affordability, FMB920 is the preferred choice irrespective of use cases. The tiny form factor makes it the favored product for light vehicles, while truck owners are keen on utilizing driver behavior monitoring possibilities. Besides, support specialists from our clients' companies claim that FOTA WEB, our solution for remote device management, is a true life-saver for them!

Bluetooth Low Energy connectivity gives additional capability to FMB920, which marked the presence in telematics market by increasing the penetration 5 times in 3 years. There are incredible use cases varying from simple agricultural equipment rental to back-up tracker for self-driving cars. The lowest latency and capability to compress data makes FMB920 model a popular choice for GSM service providers. The ability to sleep in multiple combinations is another

big plus of FMB920 for the two-wheeler segment. Responding to the huge success of this best-seller and the excessive demand from our customers not only in India but all around the globe, Teltonika Telematics is already releasing the 4G versions of FMB920 – FMC920 (4G LTE Cat 1) and FMM920 (LTE Cat M1).



GURGAON

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ALL EYES ON EYE ACCESSORIES IN APAC REGION



TADAS KAIRYS

ASIA regional development coordinator, Teltonika Telematics

Launched in October 2021, EYE Sensor and EYE Beacon, Teltonika Bluetooth LE accessories, opened new opportunities for our clients worldwide. Over the following 6 months, Teltonika Telematics team in Asia-Pacific (APAC) region delivered these smart products to more than 70 partners in 15 countries. To be able to do so, the needed certificates were received in

Malaysia, Indonesia and other countries, making sure that local procedures and regulations are thoroughly followed.

As more and more clients were getting familiar with EYE accessories, we decided to conduct a survey, looking forward to receive feedback from our partners regarding the use cases, their first experience with these new products and the plans for the future.

When it comes to EYE Sensor, according to the survey, temperature monitoring in the logistics industry is clearly the most popular use case. The second most prevalent application is temperature and humidity monitoring to ensure safe environment for employees. Among the other use cases, notable mentions go to the detection of opening or closing doors in combination with temperature monitoring as well as non-motorized equipment tracking in mining and agriculture industries.

While EYE Sensor has one strong leader in the use cases, EYE Beacon stands out with its varied usage scenarios. Popular applications include driver identification, waste management, and tracking of trailers, containers, pallets, and various assets. Our survey indicates that BLE devices created a considerable competition to 1-wire accessories as clients are planning to replace them with EYE Beacons for driver identification purposes.

The most common feedback shared by the clients? Easy integration with Teltonika Telematics trackers. It is pleasant to know that the efforts of our R&D team to make EYE devices user-friendly were genuinely successful. Furthermore, EYE APP lifted user experience to another level as proved by numerous positive references.

The survey shows that EYE Beacon and EYE Sensor found their place in the IoT market. These competitive devices notably help our partners to expand their services, offer more comprehensive solutions and achieve all this with greater efficiency.



SMART DESIGN CASING

Robust, compact IP67-rated casing for increased durability with handy mounting points

SET OF SENSORS

Accelerometer, Temperature, Humidity, and Magnetometer for various scenarios

MOBILE APPLICATIONS

Practical Android and iOS compatible apps for quick and hassle-free setup on the go

MOROCCO OFFICE SHINES IN AFRICA



VAIDAS KVIECIAVIČIUS
Head of Regional Development
Coordinators Department,
Teltonika Telematics

How can we help our clients in the most efficient way? By being close and able to hear their needs first-hand! Knowing this, Teltonika Telematics keeps on building local teams in Africa and Morocco office is the one that

demonstrates a remarkable growth. The first employee joined just in April 2021, and the team since then has expanded to over 20 professionals working for the same goal – help local businesses to uncover the value of IoT devices, including the products and solutions of telematics. We are not stopping here and estimate that by the end of 2022 the office team will grow to more than 40 colleagues!

Having a local stock facilitates our product supply in the North African countries and makes it easier to fulfil customer orders efficiently. Besides, our experienced employees are ready to provide customer and tech support in French, Arabic, English and other languages.

We are particularly excited about the Teltonika Morocco Summit 2022 organized by Teltonika Morocco office and to be held on June 23. Dedicated to our existing and potential clients, this event will serve as a perfect occasion to discuss our current collaboration and future prospects. We are expecting participants from Morocco, Tunisia, Senegal, Ivory Coast and other countries.

Let's not forget that Teltonika has also offices in Kenya and South Africa. Covering the continent from the North to the South, we are more flexible, adapt faster and create higher value to local companies. Thanks to our presence in Africa, we are closer to clients than ever!



IMPROVED ADAS

Automated tracking, recording,
monitoring of drivers and events

NOW VIDEO AND PICTURES AVAILABLE ON
EVENTS AND UPON TRIGGERS OR REQUEST

INSTANT DRIVER NOTIFICATIONS ON
EVENTS

ALSO SUPPORTED BY FMB640-FMB641,
FMC640 TRACKERS



YOU'VE GOT MAIL – DELIVERING POST WITH TELEMATICS IN SPAIN

This story is an excellent example of how our solutions make it easy to implement the Internet of Things. Our partners in Spain were faced with the challenge to provide a fleet management service for motorcycles used to deliver mail.

One of our partners specializes in mobility and fleet management solutions, while the other one mainly develops dedicated software for M2M solutions and provides engineering consulting services. They both joined forces to evaluate exhaustively the available telematics device options on the market.

The key factors that ultimately allowed developing the project with Teltonika Telematics included the best configuration possibilities, continuous firmware updates, having similar configuration for different Teltonika devices, capability for remote updates, very low power consumption with different sleep modes, and extensive resources, e.g., Teltonika Wiki Knowledge Base, Crowd Support Forum, and VIP Helpdesk.

The project involved a mixed fleet of 6,000+ gasoline motorcycles, coming with the challenges of short time for implementation, multiple risk variables to control, and strict requirements for IP protection and battery consumption.

A simple and reliable solution was needed, thus, our partners decided to choose the best-selling tracker FMB920, which perfectly suited this project's demands: installation is complete in 8 mins (from receiving a motorcycle to making it ready to go), IP54-rated protection as well as sleep modes and optimized data sending process to reduce battery consumption.

Echoing our vision and mission to make people's lives easier with telematics solutions, we achieve synergy with partners to develop ambitious and high-impact projects. This is how we constantly improve, making sure to provide trust, stability, and understanding at all levels.



HERE'S HOW WE HELP TO TRACK... SANTA CLAUS



Would you like to know when Santa is coming your way? Well, with Teltonika Telematics and our tracking devices everything is possible!

In the UK, Retford Lions Club organizes the annual Santa Claus sleigh tour, which starts in early December and continues each evening for 3-4 hours per day through the month up till Christmas. It brings Santa to Retford and the surrounding areas, serving both as a major fund-raising event for the Lions club as well as an opportunity for the children to meet Santa and receive a small gift.

Traditionally, the schedule was published in the local newspaper, but with things moving online and the exact route being hard to share, our client was asked if there is a way to make it more convenient with the help of modern technologies. The client suggested using Teltonika Telematics GPS tracker and running the services that would allow the Lions club and local people to track the sleigh in the area.

As a result, FMT100 was connected to a vehicle that tows a sleigh on a trailer. The device tracks when plugged in and also allows tracking to be disabled prior to the sleigh being securely parked each evening ensuring there are no security issues. GPS tracking is set to every 10 seconds with data being sent to the dedicated website, which contains both the upcoming schedule as well as the live tracking link for anyone's reference.

Knowing all this, we are sincerely happy to assist in spreading the Christmas spirit!

BIENVENIDOS TO THE NEW OFFICE IN LIMA, PERU



Teltonika is further strengthening worldwide presence – this time by opening a new office in Lima, Peru. Commercial operations in the country started already a while ago, covering partners both in Peru and Ecuador. With a fully-operational office, we will be able to generate more value and meet the needs of our clients even in a more efficient way, especially by having a local stock.

Peru is a very competitive market and yet Teltonika Telematics managed to become a leader in providing vehicle tracking devices and solutions. We achieved this over the last 2 years thanks to high-quality products, excellent support, and effective logistics processes.

Our most popular GPS trackers here are worldwide best-sellers FMB920 and FMB130, while the principal usage scenarios include basic tracking and insurance telematics. Clients note that one of the main reasons why they prefer Teltonika products are easy device management remotely with FOTA WEB solution and general trust in our brand.

Peru, Chile, Brazil, Mexico – with four Teltonika offices in Latin America, rest assured that we have ambitious long-term plans in the region!



MARIO RODRIGUEZ
CEO, Teltonika del Perú

GROWING AND ALWAYS UP-TO-DATE – TELEMATICS IN TURKEY

As the connecting point between Asia and Europe, Turkey is a very active market. Thanks to the geographical location, it has access to telematics innovations and projects from around the globe, no matter if developed in the East or in the West.

This gives us an advantage as we are communicating with partners who are already aware of various developments and ready to adjust them in the Turkish market. It is a real blessing when clients are open-minded, hungry for new ideas, and ready to discuss with you a particular telematics solution even before you start explaining it.

Currently, car sharing is the most popular telematics use case in Turkey. It is quite new not only in the local market here but on the global scale too, thus, inevitably certain

challenges come along the way. However, we are more than ready to deal with them. Close cooperation among our sales managers, engineers and business partners makes anything possible. As a result, projects in the car sharing industry run smoothly and expand each day.

It is a great motivation to work in such a market where partners grow their business with telematics and at the same time help us, as the provider of the related products and solutions, progress too. A perfect case of win-win situation!



ARDA KAYTAN
Marketing and Customer
Relationship Manager



SMALL IN SIZE – BIG IN HELP



Simple yet smart telematics solutions can do wonders by increasing business efficiency and saving costs. This example comes from the construction industry. In the case we are presenting, our client in Germany helps companies save up to EUR 50,000 a year. How is it possible?

In short – by accurately tracking various construction equipment. This way, building site managers can be sure that tools are not lost, stolen or not present for any other reason. Our client implements the solution by using GPS tracker FMT100 as a signal gateway and fixing wireless Bluetooth LE beacons to drill machines, perforators, polishers, heavy machinery,

materials, etc. Then, builders can track their assets on the platform provided by our client.

Beacons are small in size but they bring considerable benefits – precise building site monitoring, efficient theft prevention, increased workforce discipline. Meanwhile, these accessories are very affordable and their integration in software can be done swiftly.

In practice for a while already, the solution proved to be very useful and effective. Our client keeps on growing as construction companies strongly recommend this service in the industry.

PHOTO STORY

CONNECTING WITH PARTNERS IN BENGALURU

On May 4-6, 2022, Teltonika team participated at Connected Vehicle 2022, APAC's biggest conference & exhibition, held in Bengaluru, India. It is always a pleasure to meet our clients and partners in person, present the latest products in telematics, and discuss what value they can bring to various businesses.

SHARING OUR EXPERIENCE AND INSIGHTS



MEET OUR BIG TEAM!

FMB965

WATERPROOF TRACKER FOR MOTORCYCLES

Motorcycle tracking in any weather. A fleet will be tracked and monitored anytime, anywhere, whatever the weather.

TORRENTIAL RAIN AND
MONSOON SEASON

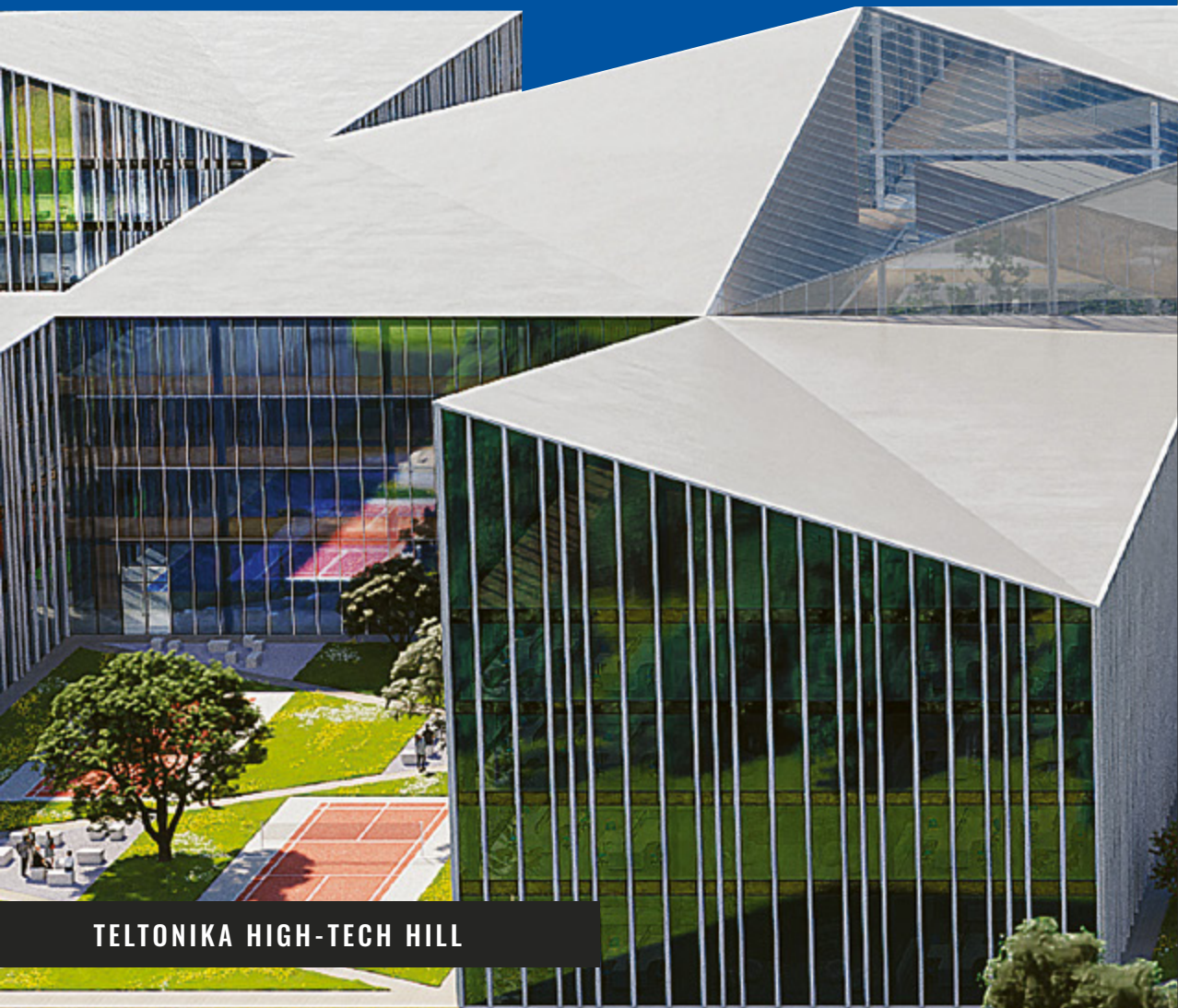
DUST WIND AND
STORM

OFF-ROAD MOTORCYCLE
RACING IN MUD AND DIRT

INVESTMENTS OF TELTONIKA – 10-YEAR PERSPECTIVE

The Internet of Things (IoT) industry develops incredibly fast – and so does Teltonika. Our goal is to grow 10 times over the coming 10 years. Is it even possible, you may ask? We strongly believe this ambitious target is both reasonable

and achievable, so let us share our plans how we expect to reach 33,000 employees worldwide and the annual turnover of 3.5 billion EUR by 2030.



TELTONIKA HIGH-TECH HILL

PROJECTS IN FULL SWING

Some of the projects in our 10-year roadmap are already being implemented at full speed, and Teltonika Technology Centre in Molėtai, Lithuania, is one of them.

At the same time, Teltonika IoT Group office building in Vilnius, Lithuania, is already taking shape, with another 400 highly skilled Teltonika employees to be working here by Q4 2023.

Talking about the new home for all Teltonika company group employees, it is the Teltonika High-Tech Hill project that grabs the spotlight. In the area of 6.5 ha, this building complex in Vilnius, Lithuania, will include multiple new constructions, symbolizing a microchip, the main component of Teltonika's high technology devices. The investment in office buildings of over 220 million EUR will be finalized within several years, with approx. 2,000 workplaces occupied by Teltonika family members.

To meet the growing demand for our products, we are going to expand production volumes. Preparations are currently going on to build a new electronics assembly plant, which will play a game-changing role in our manufacturing capacities, ensuring timely and sufficient supply of Teltonika Telematics devices to the clients around the globe. Besides, a new plastic parts manufacturing facility and printed circuit board factory will emerge, allowing Teltonika to develop products of maximum safety completely in-house and to start the mass production of new devices in a considerably shorter time.

SEMICONDUCTORS, THE NEW GOLD

Semiconductor chips have become a key strategic commodity worldwide, especially considering the recent shortage in supply

and the evident increase in demand. Under such circumstances, Teltonika is determined to play one of the major parts in establishing the semiconductor industry in Lithuania. Such a step is also in line with the EU strategy to retain at least 20% of the chip industry in Europe.

Arvydas Paukštys, the president of the Teltonika company group, highlights the potential of developing the semiconductor industry: "Teltonika will grow 10 times in the next ten years. To maintain continuous production, a steady supply of chips will also be needed. This is why we will build a semiconductor chip design and development centre, a semiconductor chip assembly centre and a semiconductor fabrication plant in Lithuania within 10 years. Together, these centres will enable us to produce 100 million devices a year."

In 10 years, the Teltonika company group will need approx. 1.5 billion semiconductor chips yearly, and the current chip shortage makes it increasingly difficult to ensure sufficient chip supplies. Meanwhile, Lithuania is a strategically perfect location to cultivate this sector, with such advantages as extremely low seismic activity, ample fresh water resources, local quartz sand resources, and the developed chemical industry.

By investing 3 billion EUR in this sector, the Teltonika company group will generate 2 billion EUR to Lithuania's GDP every year. The projects envisaged for implementation over the next 5-10 years include:

SEMICONDUCTOR CHIP DEVELOPMENT LABORATORIES

SEMICONDUCTOR ASSEMBLY AND TEST FACILITY

SEMICONDUCTOR FABRICATION PLANT

SILICA SAND REFINEMENT FOR CHIP PRODUCTION

These investments will create better conditions for the growth of other high value-added technology companies in Europe and will provide ample opportunities to collaborate with the scientists in physics and chemistry.

The above-mentioned projects are just a part of the roadmap planned by Teltonika for the upcoming years. More announcements and investments will follow, making sure that they bring significant benefits to businesses, economies, and societies worldwide – as guided by the main Value of Teltonika to help others.



TELTONIKA TECHNOLOGY CENTRE



TELTONIKA HEAD OFFICE

TEST YOUR DAKAR KNOWLEDGE



How well do you know the Dakar Rally and Teltonika Racing team? Scan the QR code below and test your knowledge by participating in our quiz! Ten questions await you with 4 possible answers in each of them – think well and choose your best shot! The quiz is open until 29 July 2022.

One lucky winner will be awarded with the Teltonika Racing Team T-shirt signed by Vaidotas Žala!

WIN TEAM T-SHIRT



SCAN & PLAY

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