

Energisa Taps Full Potential of Powerfleet's Unity Platform for Driver Safety and Economic Excellence

Powerfleet's data insights empower digital transformation and fleet management evolution for Energisa

WOODCLIFF LAKE, N.J., Feb. 09, 2023 (GLOBE NEWSWIRE) -- [Powerfleet, Inc.](#) (Nasdaq: PWFL) expands its partnership with [Energisa](#), the fifth largest electricity distribution group in Brazil. Following its successful rollout of Powerfleet's fleet management solution, Energisa will continue improving vehicle fleet operations with Unity, [Powerfleet's fleet intelligence platform](#). The relationship exemplifies the rapid growth and capabilities of Powerfleet throughout Brazil and the broader South American market.

"Safe and economical operations are top fleet priorities at Energisa," said Guilherme Roberto de Oliveira, Fleet Coordinator, Energisa. "Relying on conventional methods, such as safety trainings and conversations, isn't enough. Working with Powerfleet allows us to elevate our safety standards, reduce costs, increase longevity of our vehicles, and help the environment with better fuel consumption."

"Our customers are at the heart of what we do at Powerfleet," said Pablo Porto, General Manager for Brazil and Argentina, Powerfleet. "We strive to give executives and fleet managers peace of mind about the safe and efficient use of their vehicles, as well as providing a true partnership that expands as they grow. Playing a key role in Energisa's digital journey epitomizes this. [Unity](#) provides a single source for data intelligence, enabling Energisa to offer efficient services to customers, keep their workforce safe, and reduce operational costs."

To improve driving behavior and safety, Energisa created the 'Conscious Driving Project.' This is based on self-management of driving habits, powered by real-time alerts from Powerfleet. Unity's data insights enable Energisa to analyze driving performance over time to create individual driver scorecards and economy ratings. Powerfleet's fleet management solution instantly notifies drivers of unsafe or uneconomical driving, empowering them to correct their actions.

Additionally, Energisa uses Powerfleet to increase fuel economy through reduction of idling, harsh breaking, and rapid acceleration. Powerfleet's data insights on Energisa's expansive fleet, consisting of more than 5,000 vehicles operating in several states, is pivotal for monitoring for improper use cases and detection of problems in real-time. The result is improved maintenance repair time and costs.

Since implementing Powerfleet, Energisa achieved:

- Improved safety standards from proactive monitoring

- Fuel savings of R\$5.6 million from enhanced fleet performance
- An estimated R\$2 million saved from reduced idling
- Savings of R\$1.43 million from longer duration of utility vehicle parts
- A 53% reduction in the purchase of injection nozzles via diagnostic trouble code (DTC) data

ABOUT ENERGISA

The Energisa Group completed 117 years on February 26, 2022 and is the fifth largest electricity distribution group in the country, serving approximately 8.2 million consumers in eleven states or the equivalent of 10% of the Brazilian population. The Company controls 11 electricity distributors located in the states of Minas Gerais, Sergipe, Paraíba, Rio de Janeiro, Mato Grosso, Mato Grosso do Sul, Tocantins, São Paulo, Paraná, Acre and Rondônia, with a concession area of 2,034 million km², equivalent to 24% of the national territory. The activities of the Energisa Group also include the commercialization and provision of services related to electricity, the performance in the segment of distributed electric power generation, as well as assets in energy transmission, resulting from the acquisitions of 7 lots at auctions (2017, 2018, 2020 e 2021), and 4 operational concessions acquire through the secondary market. For more information, please visit <https://ri.energisa.com.br>.

ABOUT POWERFLEET

Powerfleet (NASDAQ: PWFL; TASE: PWFL) is a global leader of internet of things (IoT) software-as-a-service (SaaS) solutions that optimize the performance of mobile assets and resources to unify business operations. Our data science insights and advanced modular software solutions help drive digital transformation through our customers' and partners' ecosystems to help save lives, time, and money. We help connect companies, enabling customers and their customers to realize more effective strategies and results. Powerfleet's tenured and talented team is at the heart of our approach to partnership and tangible success. The company is headquartered in Woodcliff Lake, New Jersey, with our Pointer Innovation Center (PIC) in Israel and field offices around the globe. For more information, please visit www.powerfleet.com.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This press release 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 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 press release, and expressly disclaims any obligation to do so, whether a result of new information, future events, or otherwise.

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