

REDTAIL TELEMATICS SIGNED NEW AGREEMENT WITH INGENIE LTD

Cambridge, 20th July 2020. Leading Telematics Service Provider Redtail Telematics has signed a new agreement with UK insurance pioneer ingenie as an extension of its supplier arrangement of its professionally installed telematics box, extending the relationship that has existed since ingenie launched in 2011.

Redtail Telematics will continue to exclusively provide ingenie with hardwired telematics devices, complete with full connectivity and data. As part of its suite of telematics solutions, this technology allows ingenie to deliver best-in-class driver coaching and claims management solutions. Further, it underlines Redtail's position as a significant player in the UBI market, supplying devices for over one-fifth of all UK telematic policies (BIBA figures).

Redtail CEO Dr Colin Smithers said "We are delighted that once again ingenie has appointed Redtail Telematics to provide the technology to support ingenie's young driver hard wired fitted box insurance solution. Our hardwired devices and robust data capture technology ensures that ingenie has the most reliable technology to help support their continued growth."

ingenie's CEO Selim Cavanagh commented: "Redtail Telematics has been a valued partner since we created the market for specialist young driver insurance and the new agreement represents a further endorsement of the technology and support that we have received from Redtail Telematics since we launched in 2011."

About Redtail Telematics

A leading Telematics Service provider (TSP) provider of telematics solutions to the usage-based insurance (UBI), automotive, fleet tracking, and stolen vehicle recovery (SVR) sectors globally, Redtail draws on its joint heritage with sister company, Plextek, the communications technology design house, and have together supplied over 6 million devices into the automotive aftermarket in more than 30 countries since 1993.

Redtail Telematics Ltd is headquartered in Cambridge, UK and, together with subsidiary Redtail Telematics Corp in San Diego, California, enjoys the unique benefits among TSPs in designing and manufacturing its own devices as opposed to purchasing them from a technology provider.

However, the company has expanded significantly beyond exclusively offering telematics device design and manufacture to offer a broad set of services – including APIs, portals, apps, all of which underpinned by the capture, analysis, and processing of valuable telematics. In short, a one-stop-shop for insurers and

enterprise customers with control over the whole stack, vital for optimised and customised solutions.

Redtail devices and services are used by Admiral, ingenie, ByMiles, TRACKER UK, Lojack, CalAmp, Concirrus, Acorn and JLR, among others.