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| Date, 01 February 2019   | To: Mr. Joe Simpson  |

Dear Mr. Simpson,

I am writing to you following your motivational speech during the 2019 Revenue Kick Off Meeting of Octo Telematics in Rome. On behalf of our Chairman, our CEO and colleagues who had the chance to attend your presentation, I would like to say how simply outstanding and very well received it was, thank you!

Not only were we struck by the terrible ordeal that you and your climbing partner went through on the slopes and crests of the Siula Grande in 1985 but what impressed us the most was the humble and simple way in which you described how you faced and overcame adversity. The fact that you and your climbing partner conceived the initial challenge to climb for the first time, unaided, an unforgiving mountain in one of the most remote ranges of our planet, speaks volumes about man’s unquenchable drive towards adventure and a freedom that can only be truly conquered by putting oneself to the test.

Your story left us humbled and more aware of our own single and collective inner strength. What you achieved was based on the cornerstones upon which success rests in life: hard work, perseverance and ability to adapt when things change. As you said, you build your own luck. So very true.

Your story has resonated far and wide within our market facing teams and will be a great source of inspiration as we begin our journey towards transformation. We are ready to face our challenges with a greater sense of clarity and purpose, because of your compelling example.

We were honoured that you joined our event. We thank you warmly for having inspired us and wish you all the success you deserve for your future endeavours.

Best regards



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David T. O’ Malley

Chief Revenue Officer

Octo Telematics

