

Quartix

Real-Time Vehicle Tracking

- Strong growth in our US and French fleet subscription bases
- Reduced rate of growth in the UK fleet business being addressed
- Growth across all geographies
- Adjusted EBITDA maintained despite investment in overseas markets
- Insurance installations in line with H1 2017
- Continued investment in fleet across all markets planned for H2
- On track to meet market expectations

	H1 2018	H1 2017*	Change
Fleet installations (units)	15,220	14,324	6%
Fleet subscription base (units)	112,530	96,791	16%
Fleet customer base	12,035	10,076	19%
Fleet attrition (annualised %)	12.0	10.1	
Fleet invoiced recurring revenues (£'m)	8.4	7.6	11%
Fleet revenue (£'m)	9.1	8.3	10%
Insurance installations (units)	23,969	23,947	-
Insurance revenue (£'m)	3.8	3.8	(1%)

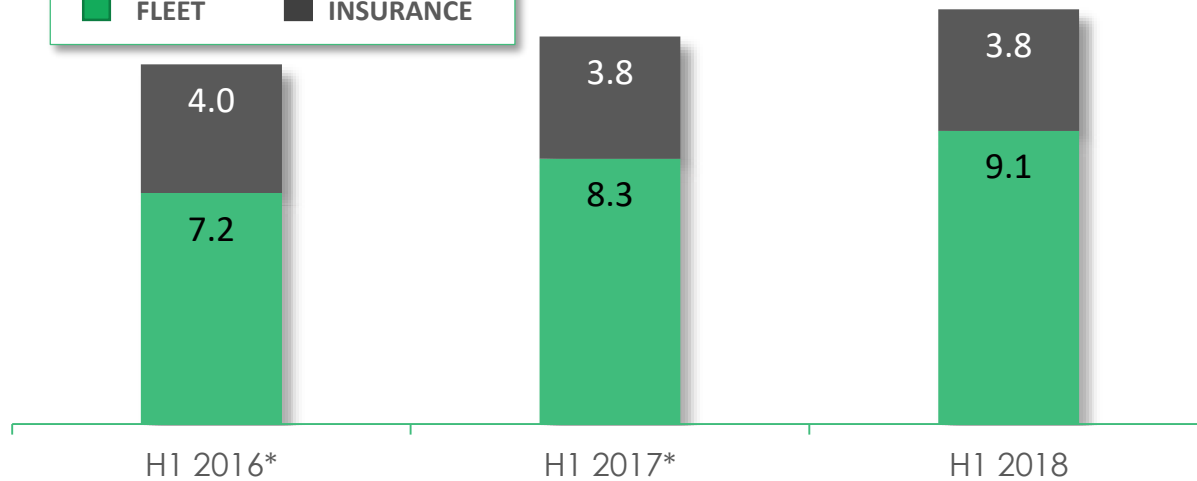
*H1 2017 restated in line with the adoption of IFRS 15 'Revenue from Contracts with Customers'

Performance by Market

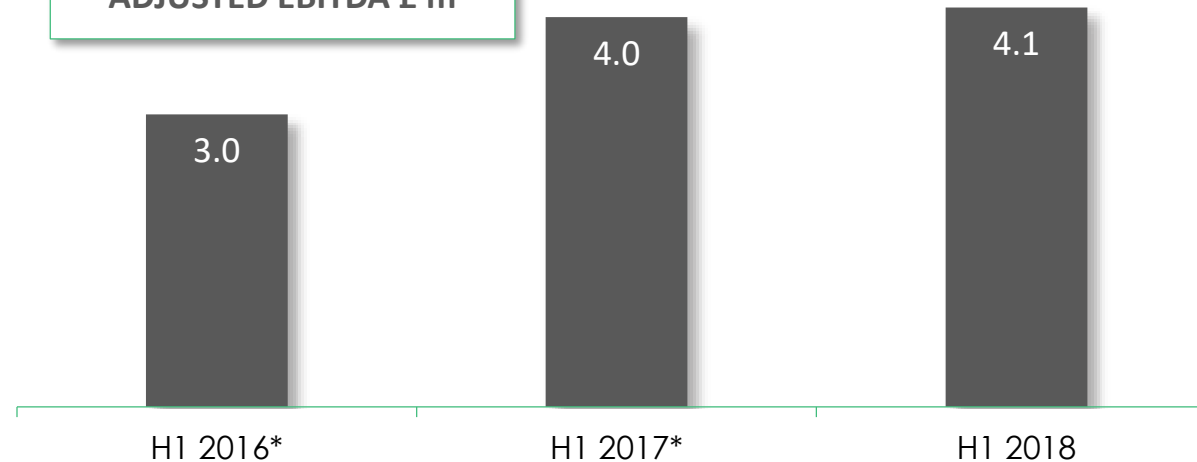
	H1 2018				Variance to June 2017			
	UK	France	USA	Total	UK	France	USA	Total
Fleet Revenue ('m)	£7.3	€1.3	\$0.9	£9.1	7%	24%	35%	10%
Fleet Installations (6m)	9,000	2,820	3,400	15,220	(14%)	61%	62%	6%
Fleet Installed Base	86,300	15,390	10,840	112,530	11%	35%	42%	16%
Fleet Customer Base	8,228	2,101	1,706	12,035	14%	32%	33%	19%
Units per Customer	10.5	7.3	6.4	9.4				
Insurance Revenue ('m)	£3.8	-	-	£3.8	(1%)	-	-	(1%)
Insurance Installations	23,969	-	-	23,969	-	-	-	-

REVENUE BY SECTOR £'m

■ FLEET ■ INSURANCE



ADJUSTED EBITDA £'m



Focus on fleet

PEOPLE

Key staff recruited in US and France

MARKETING

29% increase in marketing investment

GROWTH

60%+ growth in fleet installations in international markets against 2017. 6% growth overall. All costs were written off during the period.

*H1 2016 and H1 2017 restated in line with the adoption of IFRS 15 'Revenue from Contracts with Customers'

	H1 2018*	H1 2017*	Change
Fleet revenue	9,132	8,265	10%
Insurance revenue	3,781	3,803	(1%)
Total revenue	12,913	12,068	7%
Gross profit	8,456	7,628	11%
<i>Gross margin</i>	65%	63%	
Operating profit	3,844	3,768	2%
<i>Operating margin</i>	30%	31%	
Adjusted EBITDA	4,061	4,017	1%
Earnings per share (p)	6.89	6.87	-
Cash generated from operations	3,318	2,881	15%
<i>% Operating profit</i>	86%	76%	

*Figures are in 000s unless otherwise stated; H1 2017 restated in line with the adoption of IFRS 15 'Revenue from Contracts with Customers'

£'m

Proceeds from share issues

0.1

2.8

Free
cash flow

5.3

Dividends
paid (including
supplementary dividend)

7.3

Net cash
at end of
2017

4.9

Net cash
at June
2018

FREE CASH FLOW

£2.8m

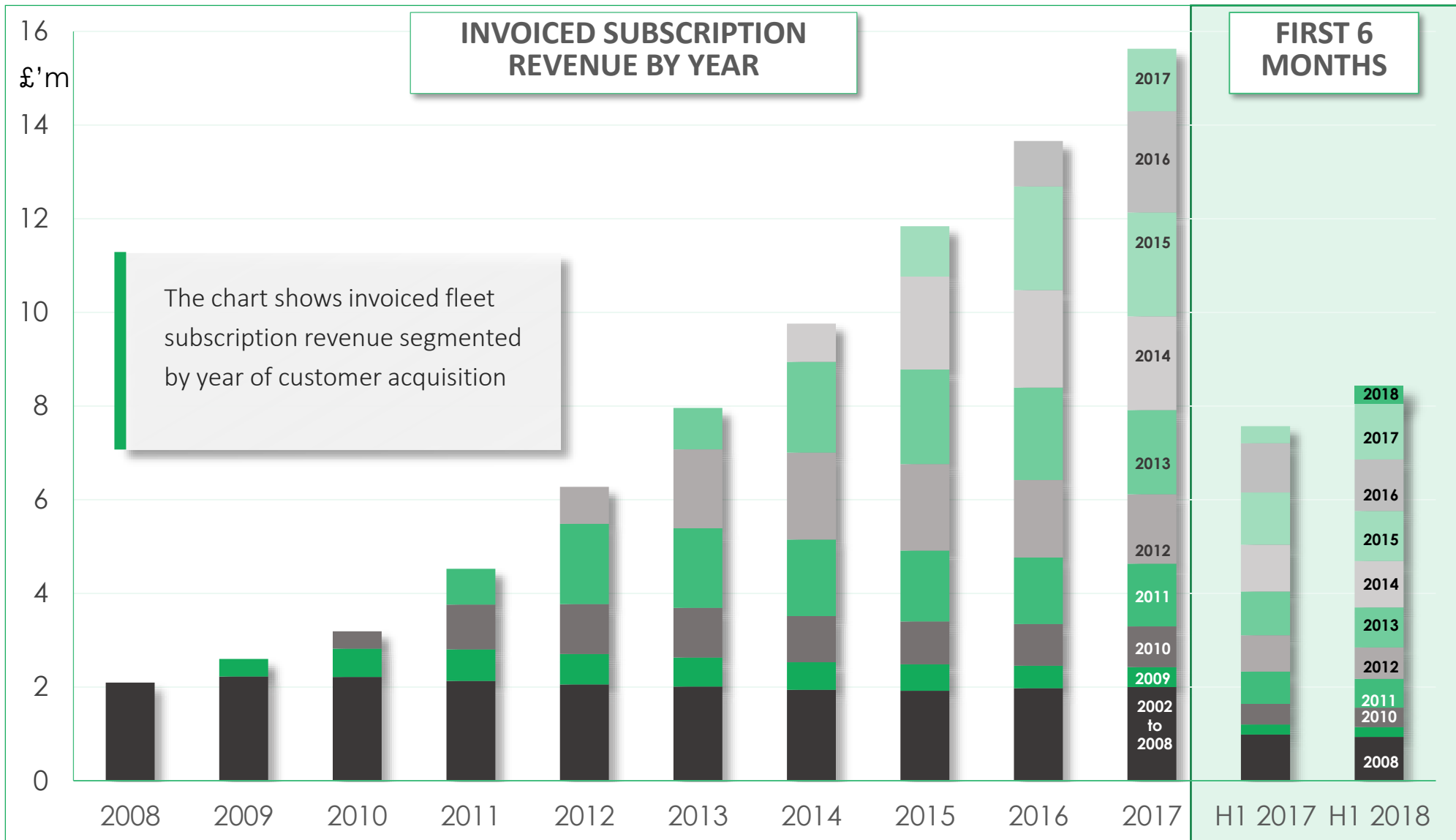
(2017: £2.6m)

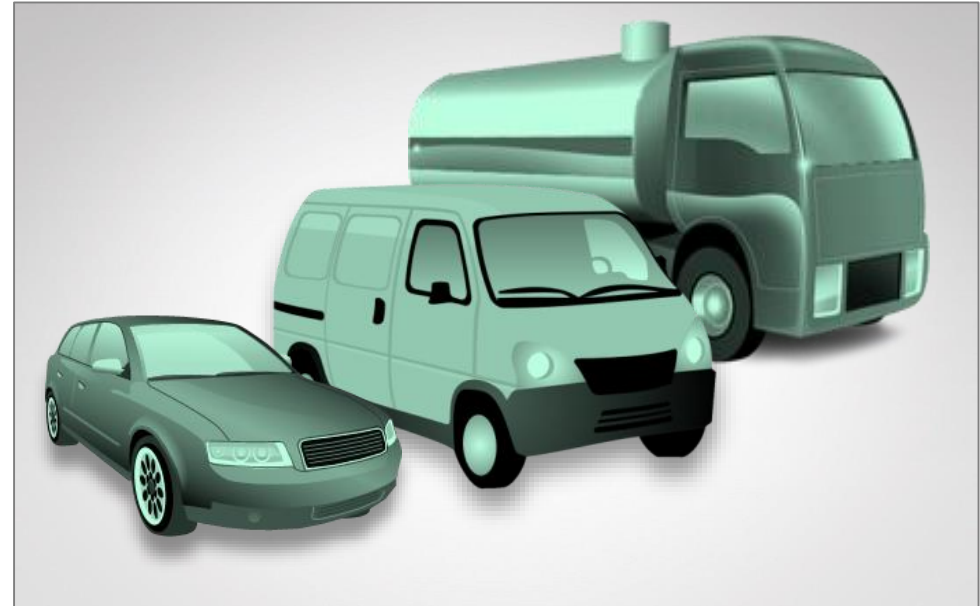
PERIOD END CASH BALANCE

£4.9m

(2017: 4.8m)

Recurring Revenue



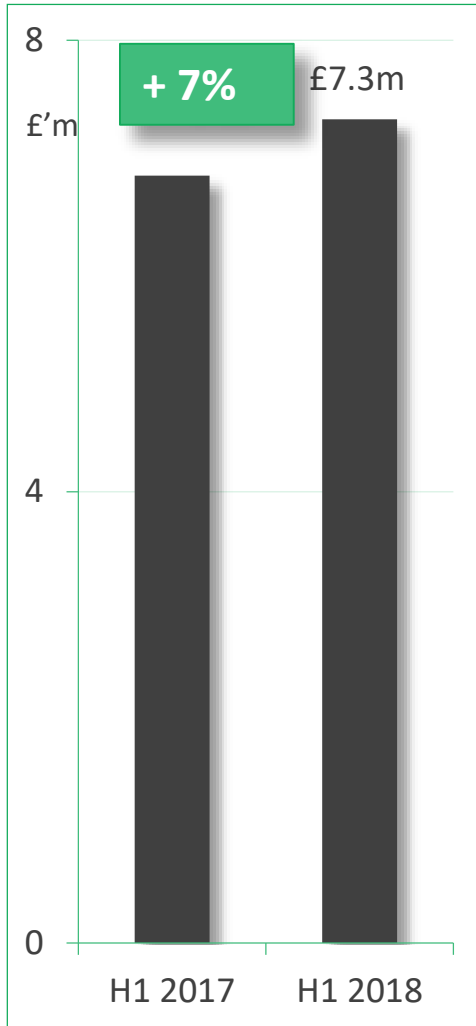


Growth in the fleet subscription base is core to our business model

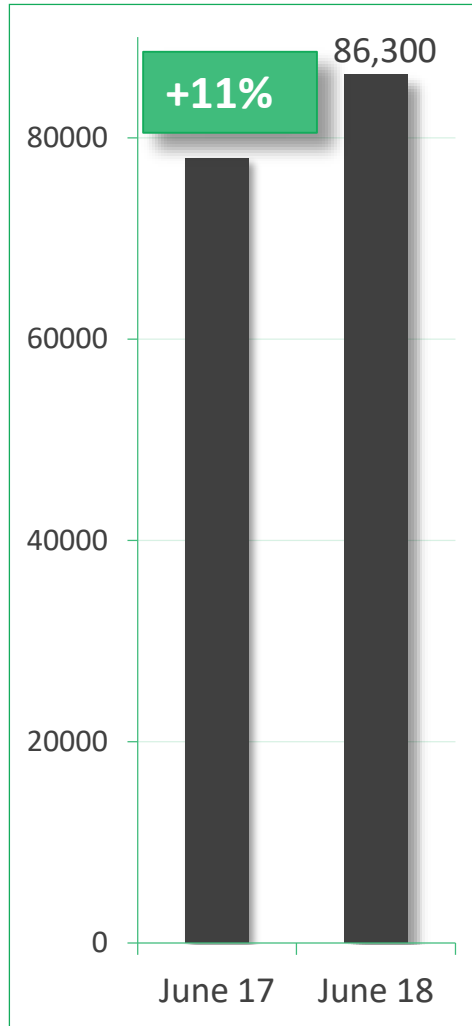
Over the past 5 years we have maintained a CAGR of 21%

Excellent progress made in the USA & France

Further investment planned for 2018



Revenue



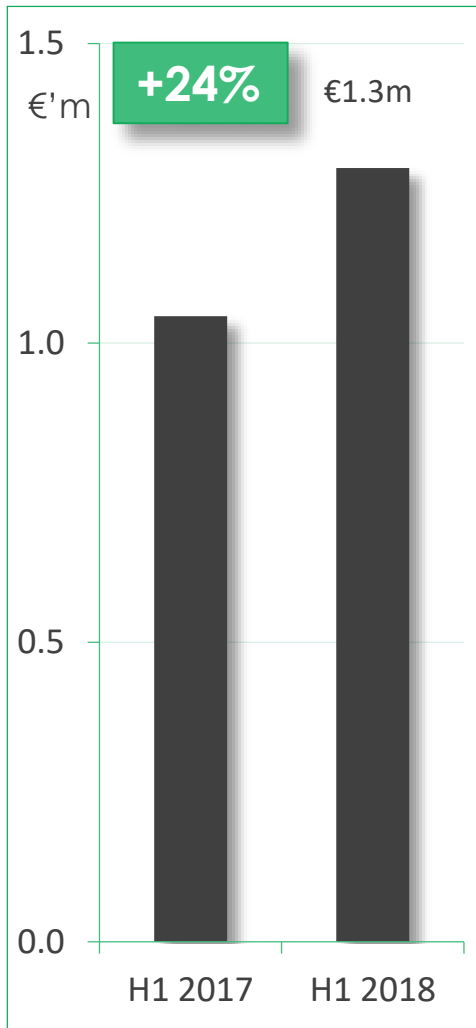
Subscriptions



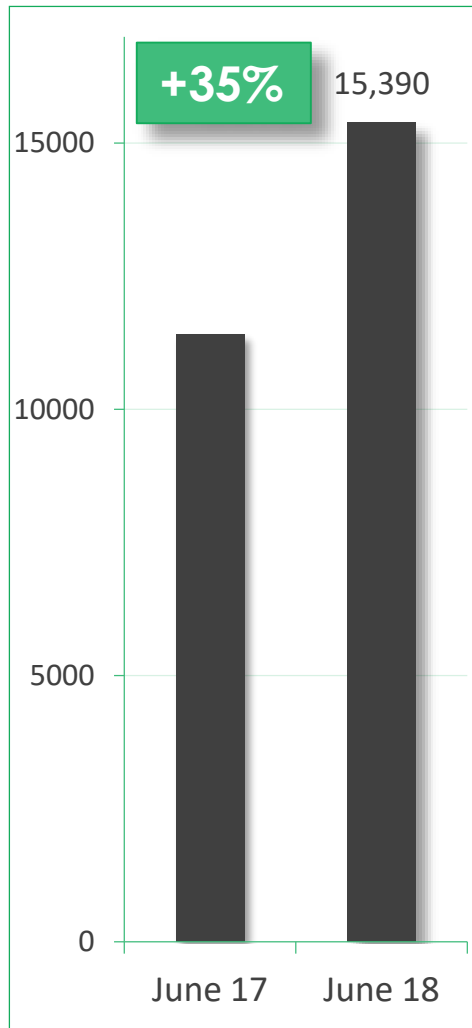
11% increase in installed base since June 2017

14% decrease in new installations in the period

Management action plan in place



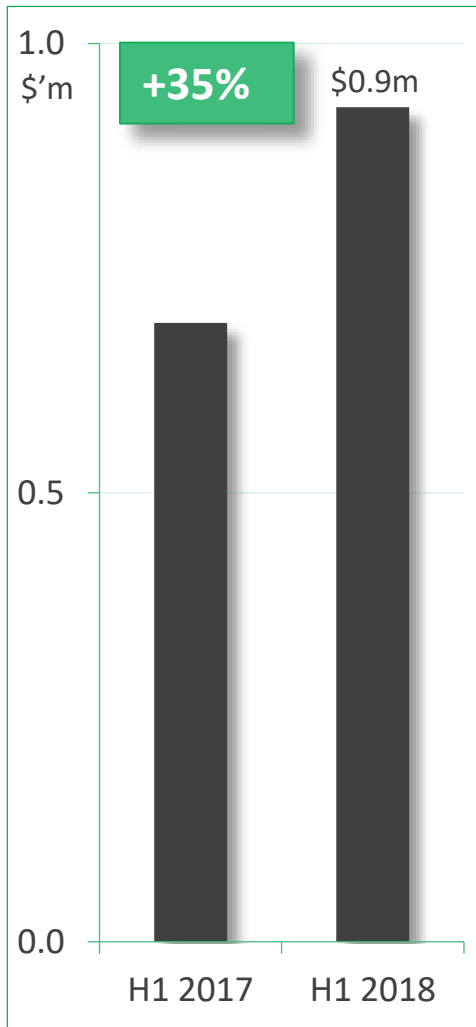
Revenue



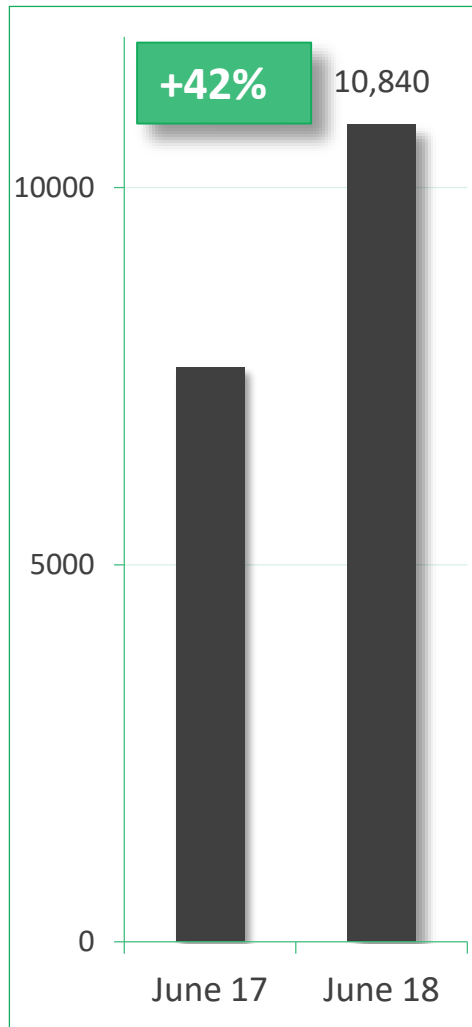
Subscriptions



- Strong progress in subscription base
- Significant progress in distribution
- Continued development of sales team
- Strong end to the period in new customer acquisition



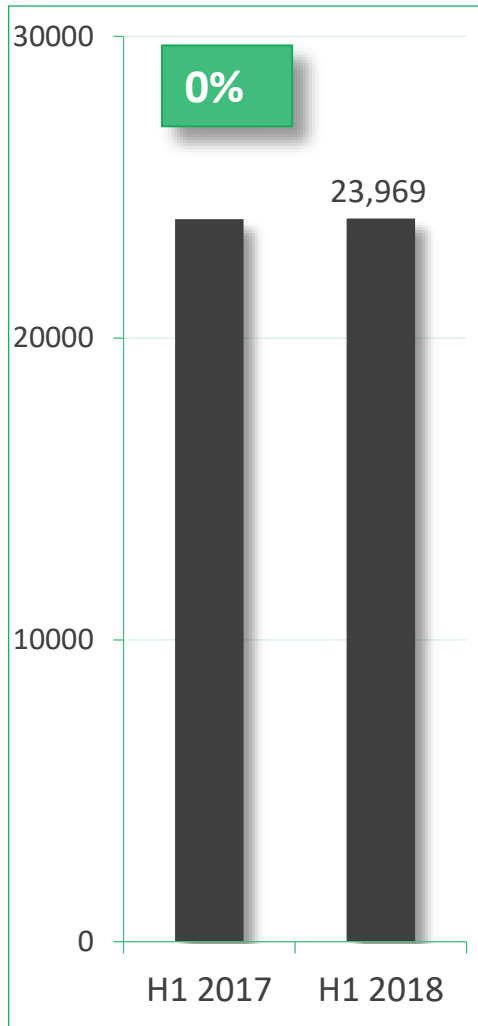
Revenue



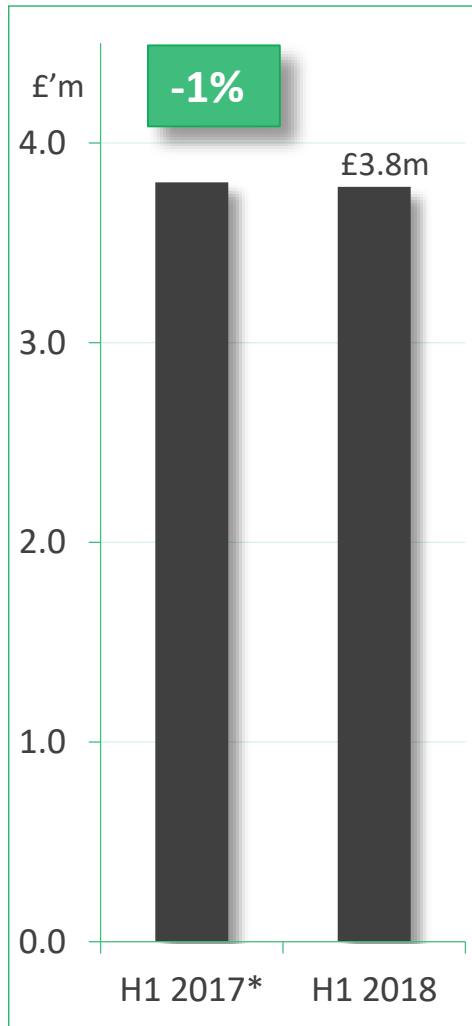
Subscriptions



- Strong growth in subscription base
- New installation partner secured
- Strong performance in direct sales channel
- Further work needed on indirect channels
- Further investment in sales, as well as marketing automation



Installations



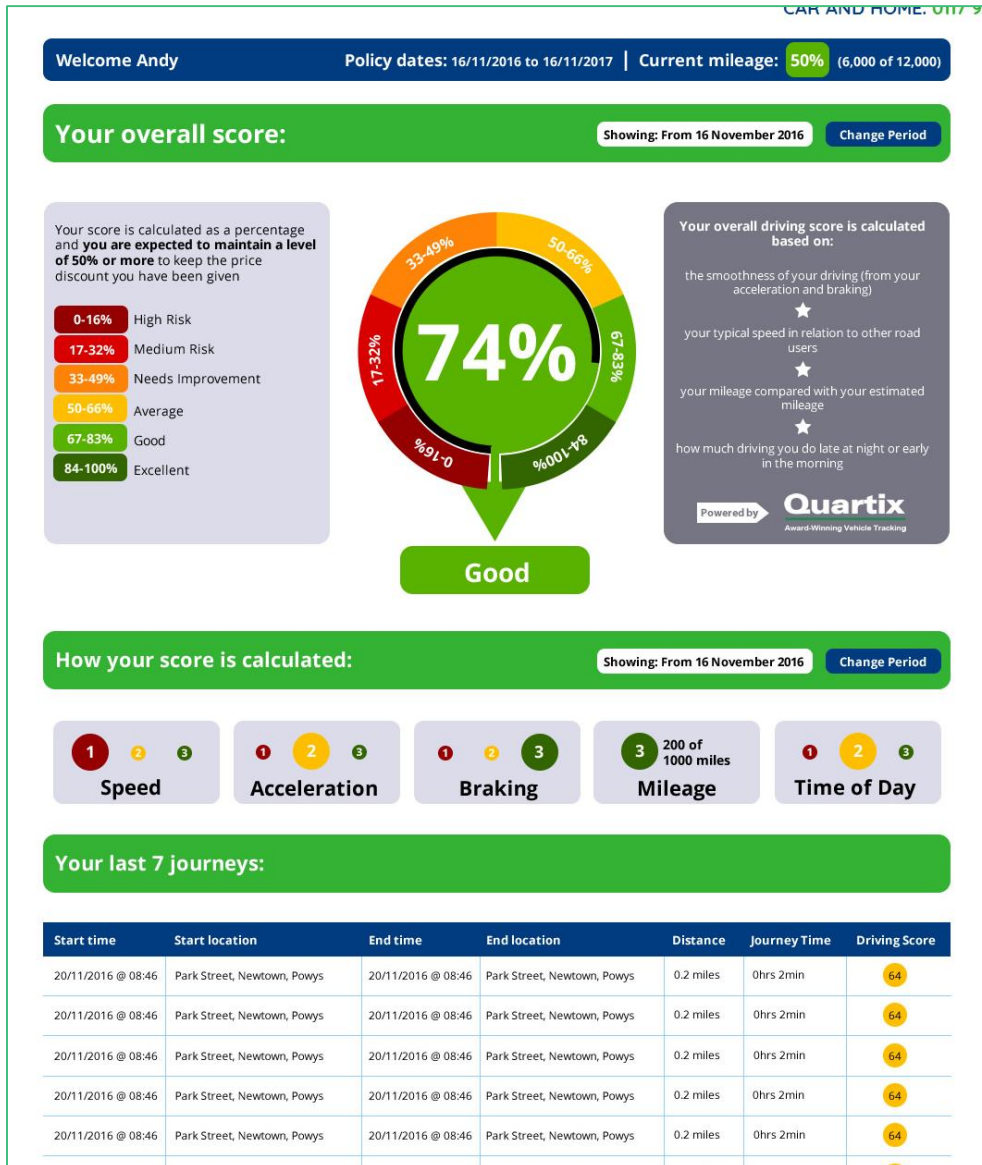
Revenue



Consistent strategy of pursuing business that appropriately values the service and technology

Installations in line with 2017, but H2 2017 saw a pickup

Remains less predictable than fleet



A standard young-driver product for brokers, using our fleet platform

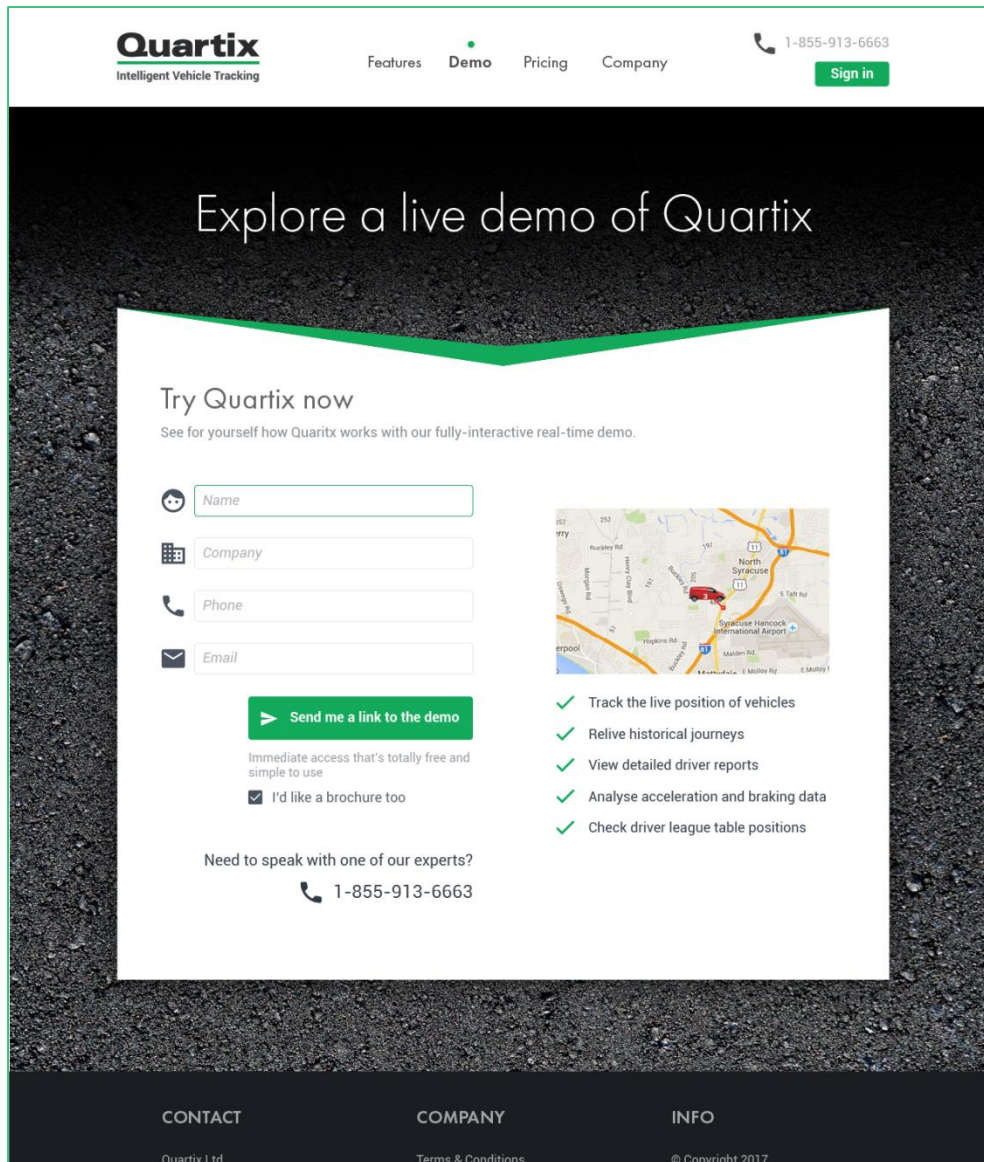
An excellent showcase for our service and technology

Four brokers now live, two more in discussion

Delivering excellent loss ratios so far



Customer Acquisition



The screenshot shows the Quartix website's live demo sign-up page. The header includes the Quartix logo, navigation links (Features, Demo, Pricing, Company), a phone number (1-855-913-6663), and a Sign in button. The main heading is "Explore a live demo of Quartix". Below this, a section titled "Try Quartix now" invites users to see how Quartix works with a fully-interactive real-time demo. It features a form with fields for Name, Company, Phone, and Email, and a "Send me a link to the demo" button. A map of the Syracuse area is shown, with a red car icon indicating a live vehicle position. A list of features is provided, including tracking live position, reliving historical journeys, viewing detailed driver reports, analyzing acceleration and braking data, and checking driver league table positions. A checkbox for "I'd like a brochure too" is also present. At the bottom, there is a contact section with the phone number 1-855-913-6663 and a footer with links for CONTACT, COMPANY, and INFO, along with copyright information.

Quartix
Intelligent Vehicle Tracking

Features Demo Pricing Company 1-855-913-6663 Sign in

Explore a live demo of Quartix

Try Quartix now

See for yourself how Quartix works with our fully-interactive real-time demo.

Name

Company

Phone

Email

[Send me a link to the demo](#)

Immediate access that's totally free and simple to use

☒ I'd like a brochure too

Need to speak with one of our experts?
1-855-913-6663

- Track the live position of vehicles
- Relive historical journeys
- View detailed driver reports
- Analyse acceleration and braking data
- Check driver league table positions

CONTACT COMPANY INFO

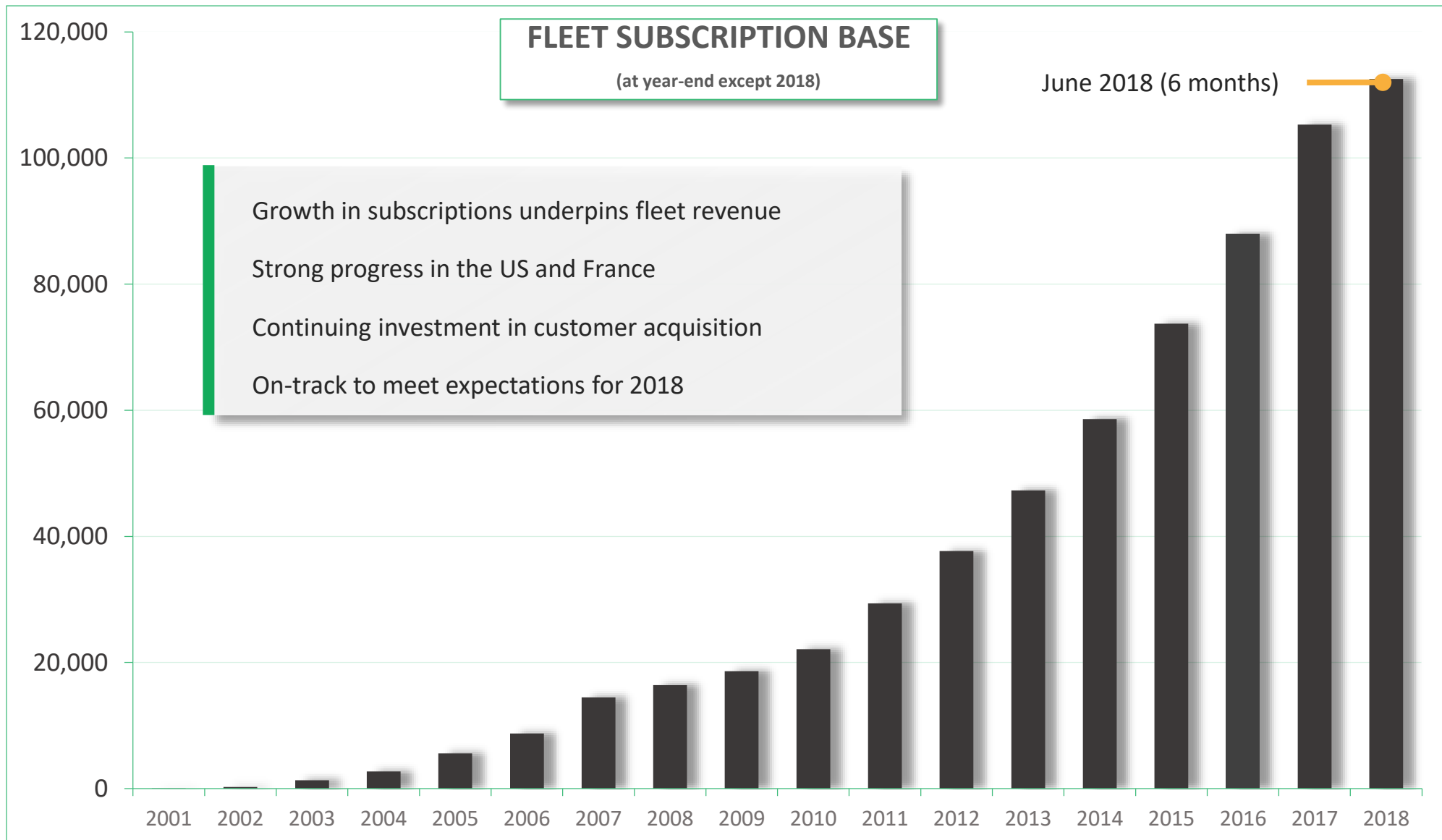
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Cost of customer acquisition key to future growth

Continued investment in CRM and marketing automation planned

Continued focus on channel effectiveness



Quartix

Real-Time Vehicle Tracking

Increased productivity and reduced risk

Fleet customers use our software to:

- Increase capacity
- Improve fuel economy
- Reduce overtime payments
- Eliminate fraud and wastage

Insurers use our data and alerts to:

- Assess risk
- Respond to accidents
- Verify agreed vehicle usage
- Reduce loss ratios



Locating employees

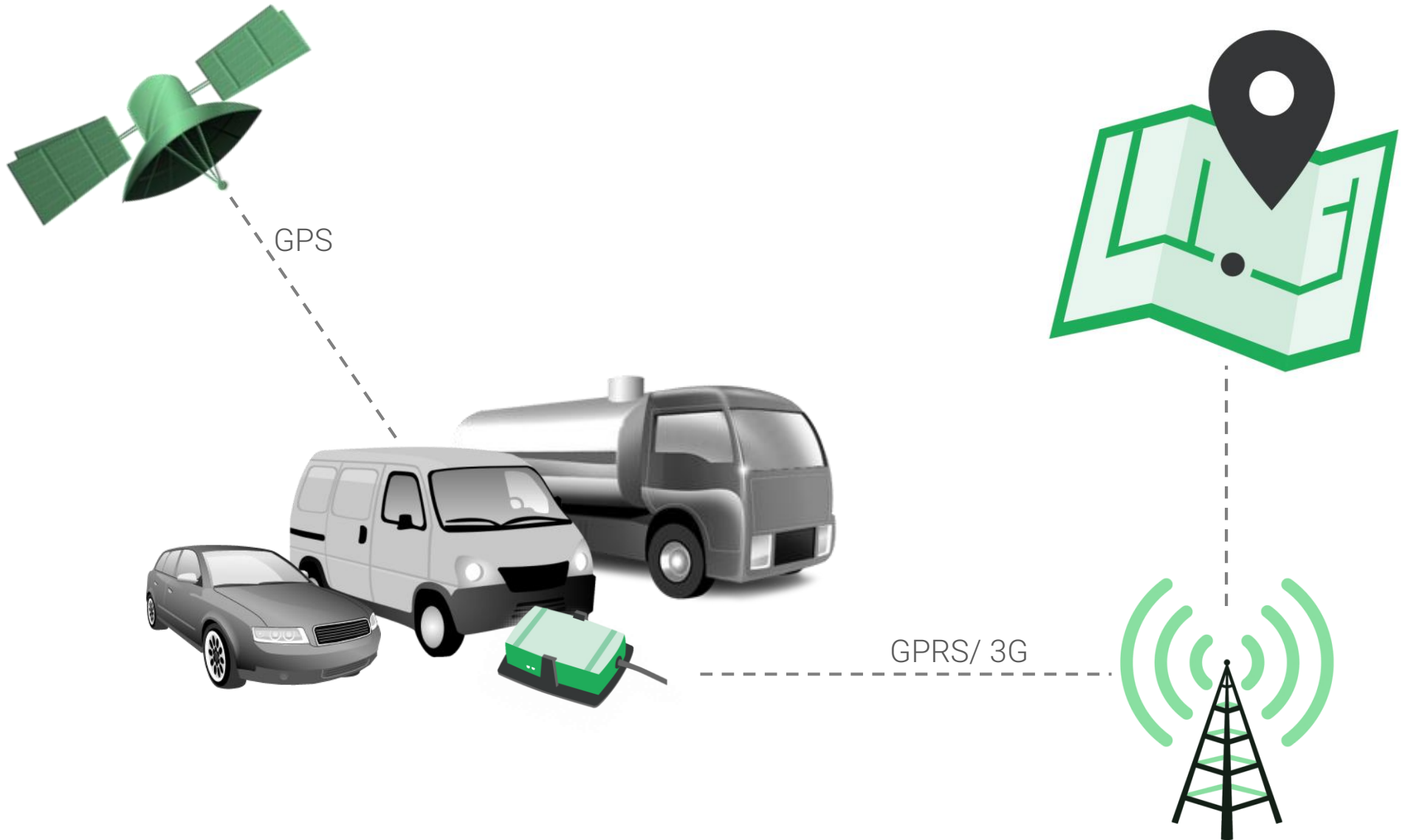
Managing a mobile workforce



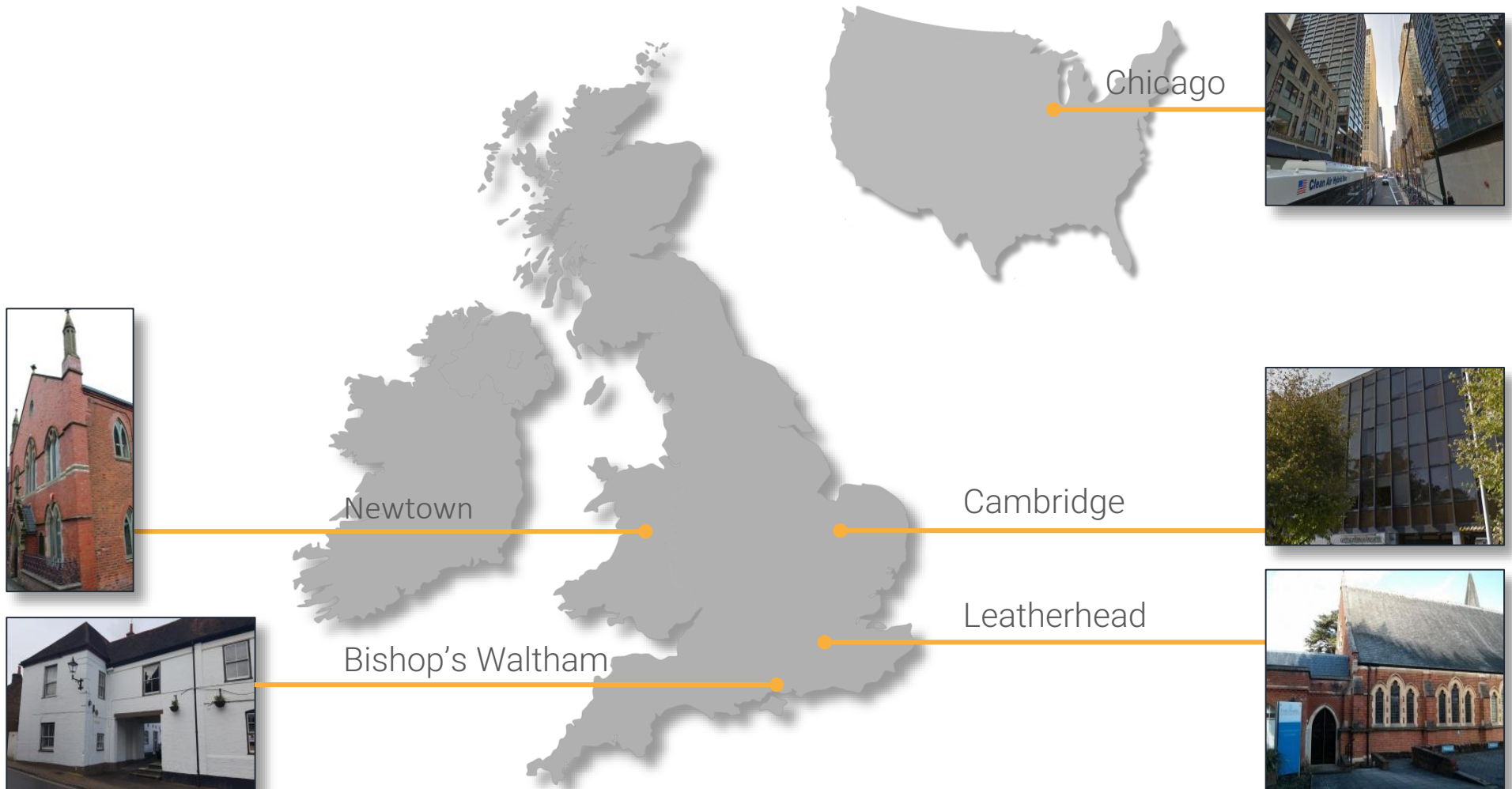
Assessing driving style and risk

Monitoring timesheets





Four UK locations and one in the USA



Quartix

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