

Quartix

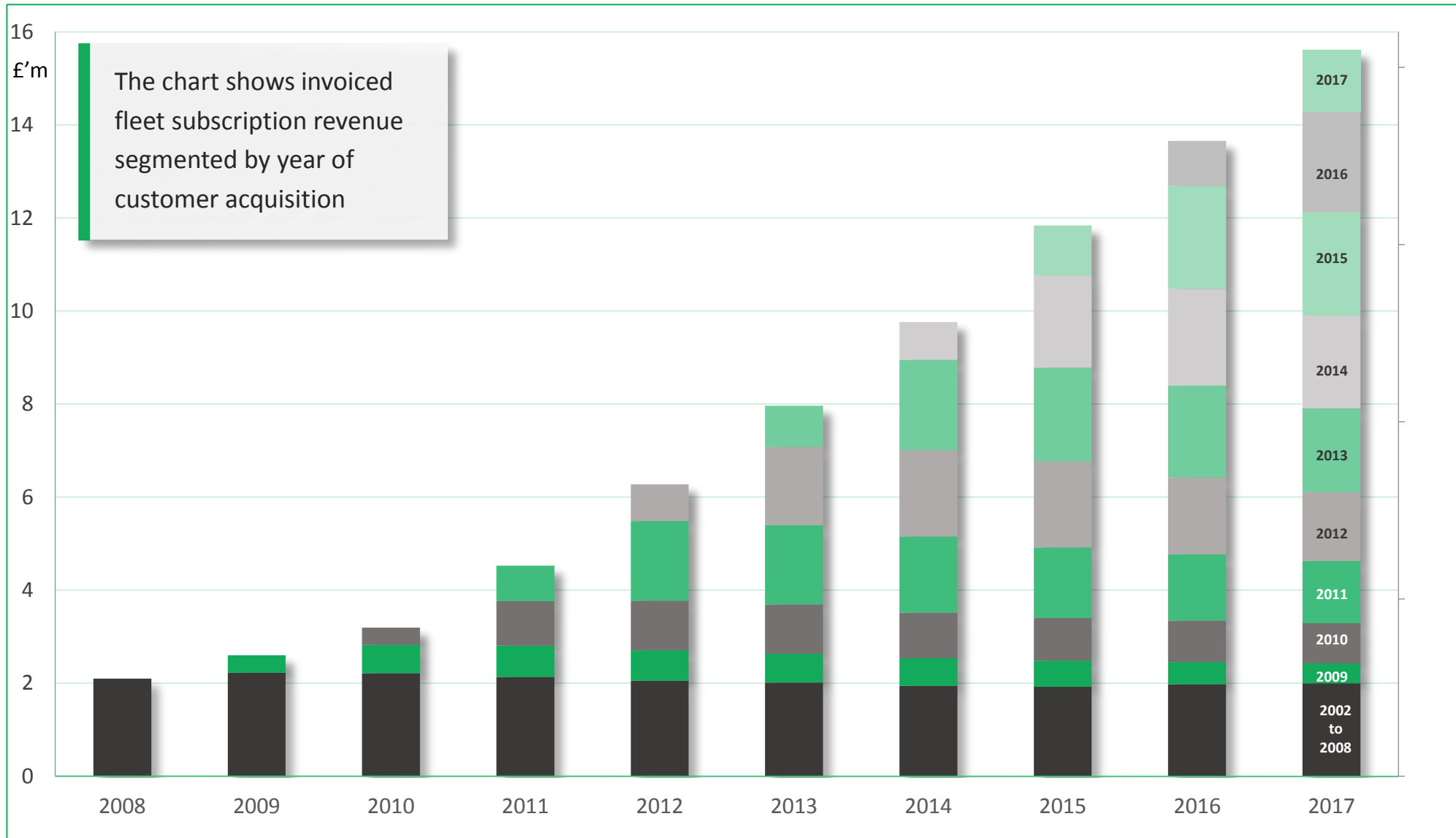
Real-Time Vehicle Tracking

Good growth in fleet installations

- Strong development of our fleet markets
- Good growth in subscription and customer bases
- Good progress in transition away from low-margin insurance volume
- Reinstatement of some insurance volume at higher pricing achieved in second half
- Continued investment in fleet planned for 2018

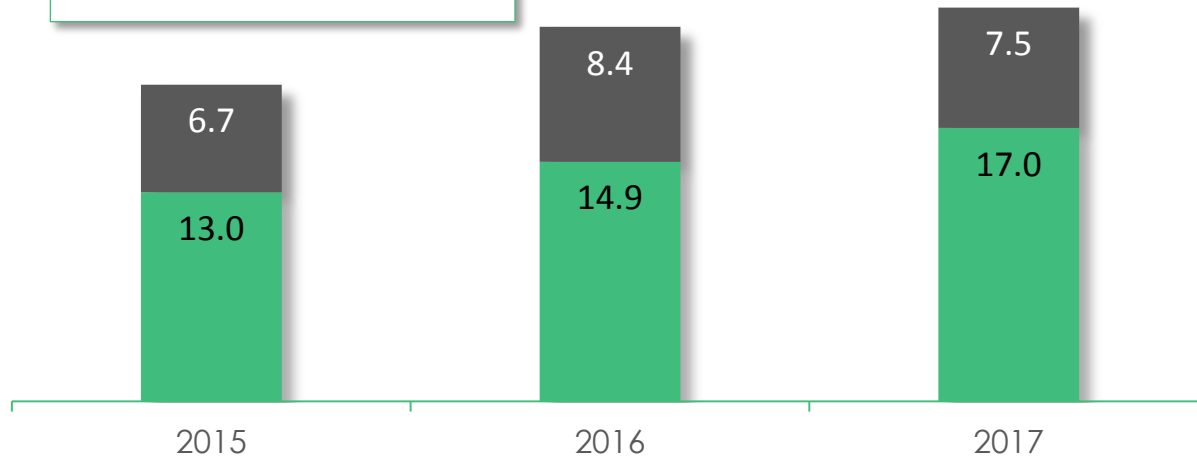
	2017	2016	Change
Fleet installations (units)	27,227	22,224	23%
Fleet subscription base (units)	105,314	87,889	20%
Fleet customer base	10,961	9,105	20%
Fleet attrition (annualised %)	10.1	10.0	
Fleet invoiced recurring revenues (£'m)	15.6	13.6	14%
Fleet revenue (£'m)	17.0	14.9	14%
Insurance installations (units)	57,826	69,300	(17%)
Insurance revenue (£'m)	7.5	8.4	(12%)

Recurring Revenue

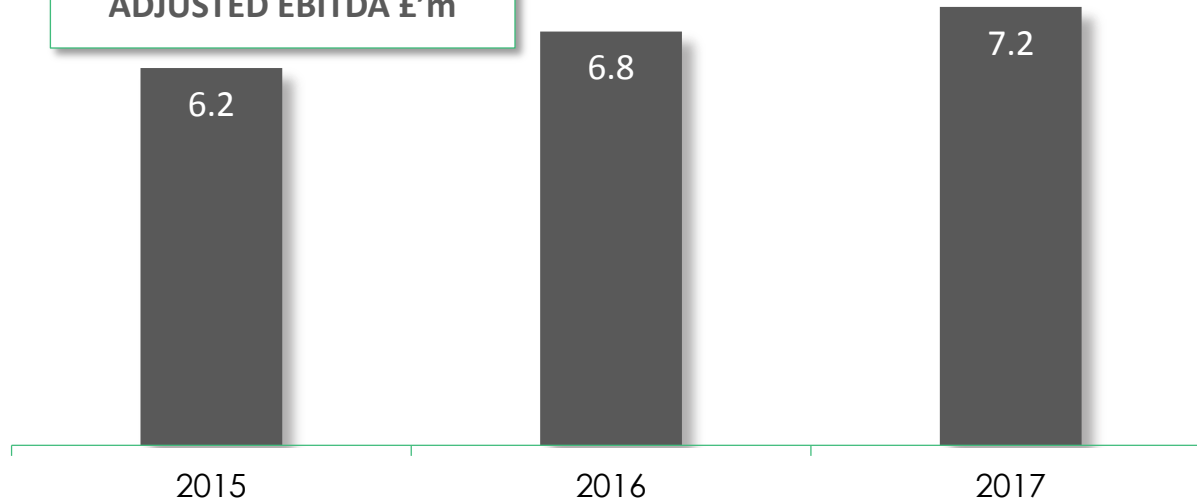


REVENUE BY SECTOR £'m

■ FLEET ■ INSURANCE



ADJUSTED EBITDA £'m



Focus on fleet

PEOPLE

Recruitment of senior management to focus on the fleet business: COO and heads of UK and France

MARKETING

Marketing investment maintained (in line with 2016)

GROWTH

23% more new fleet units were installed than in 2016. These were all expensed in the period.

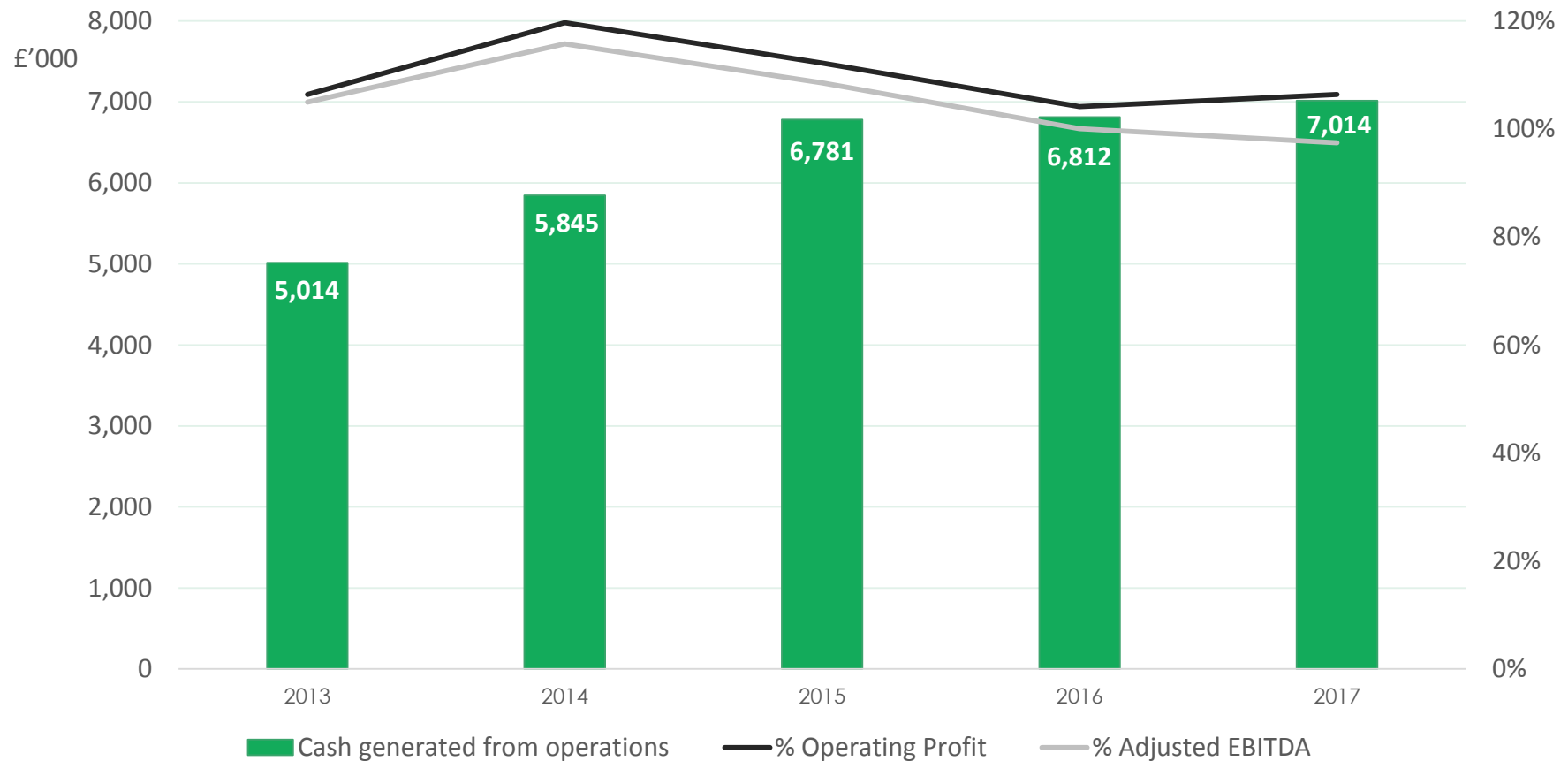
Performance by Market

	2017				Increase / (Decrease)			
	UK	France	USA	Total	UK	France	USA	Total
Fleet Revenue ('m)	£14.0	€2.2	\$1.5	£17.0	9%	24%	66%	14%
Fleet Installed Base	83,210	13,131	8,973	105,314	16%	32%	45%	20%
Fleet Customer Base	7,725	1,776	1,460	10,961	17%	24%	36%	20%
Units per Customer	10.8	7.4	6.1	9.6				
Insurance Revenue ('m)	£7.5	-	-	£7.5	(12%)	-	-	(12%)
Insurance Installations	57,826	-	-	57,826	(17%)	-	-	(17%)

Financial Overview

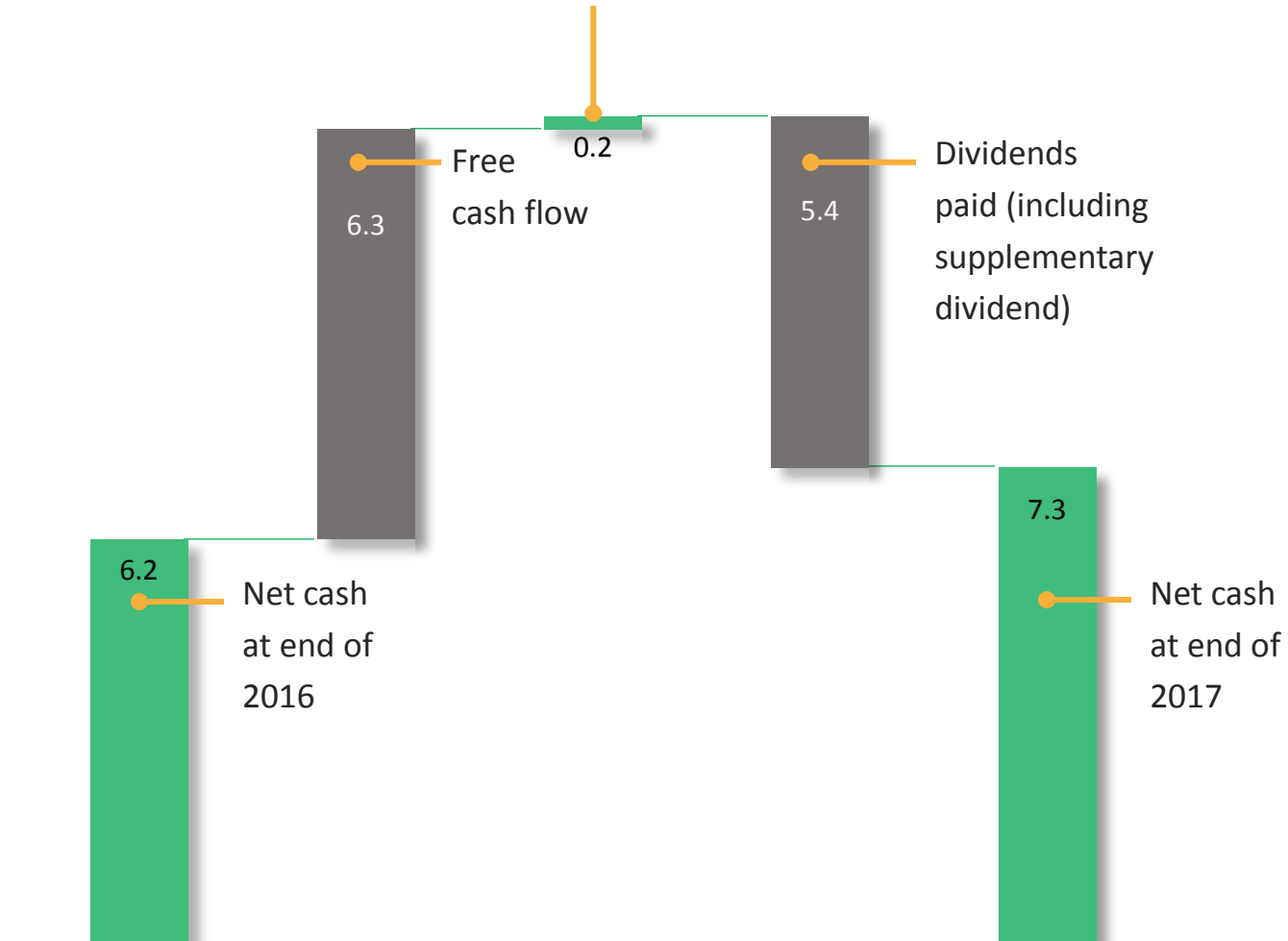
	2017	2016	Change
Fleet revenue	17,030	14,909	14%
Insurance revenue	7,458	8,430	(12%)
Total revenue	24,488	23,339	5%
Gross profit	14,842	14,063	6%
<i>Gross margin</i>	61%	60%	
Operating profit	6,593	6,543	1%
<i>Operating margin</i>	27%	28%	
Adjusted EBITDA	7,199	6,808	6%
Earnings per share (p)	12.27	12.87	(5%)
Cash generated from operations	7,014	6,812	3%
<i>% Operating profit</i>	106%	104%	

CASH GENERATED FROM OPERATIONS



£'m

Proceeds from share issues



FREE CASH FLOW

£6.3m

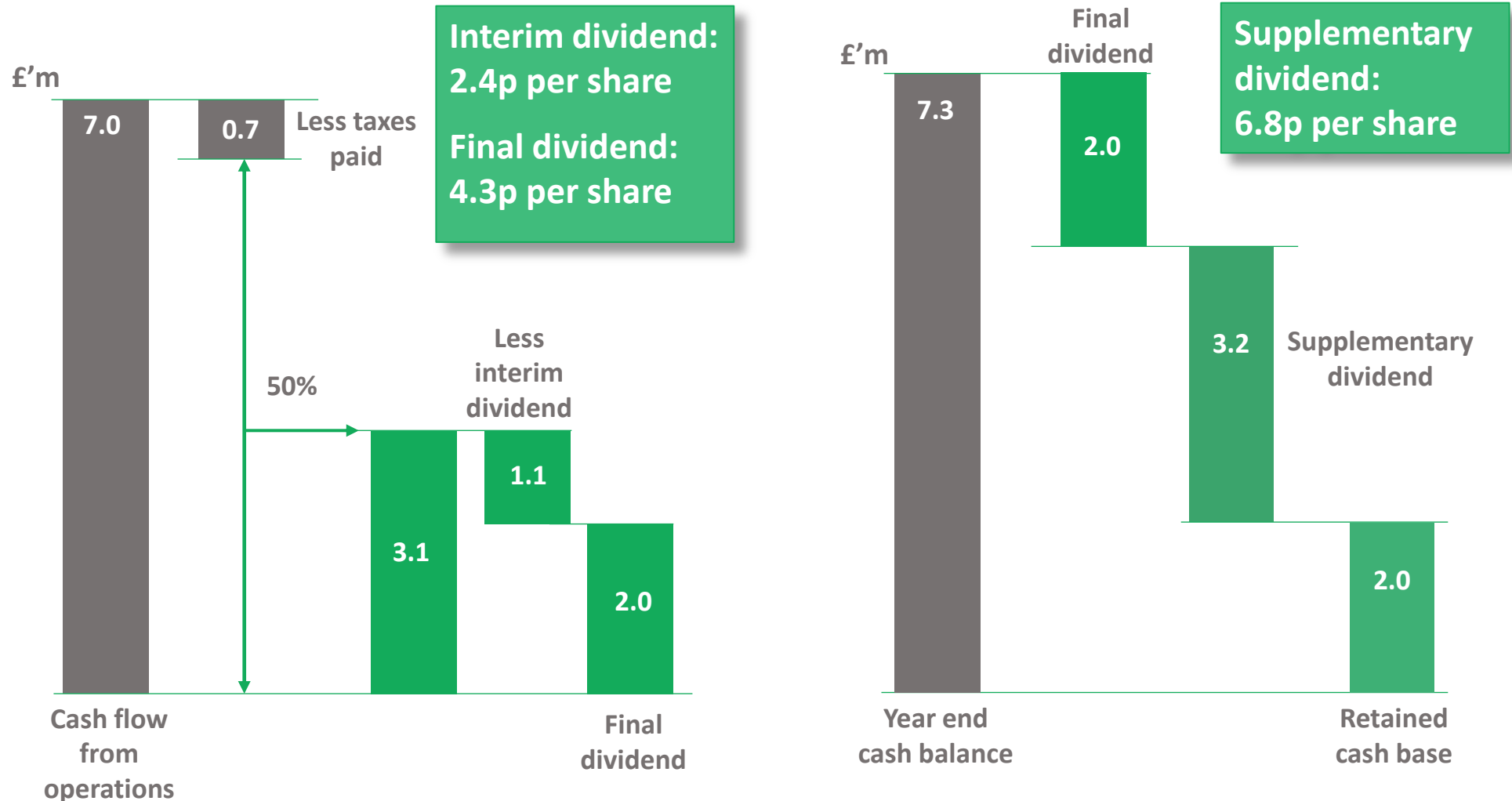
(2016: £6.0m)

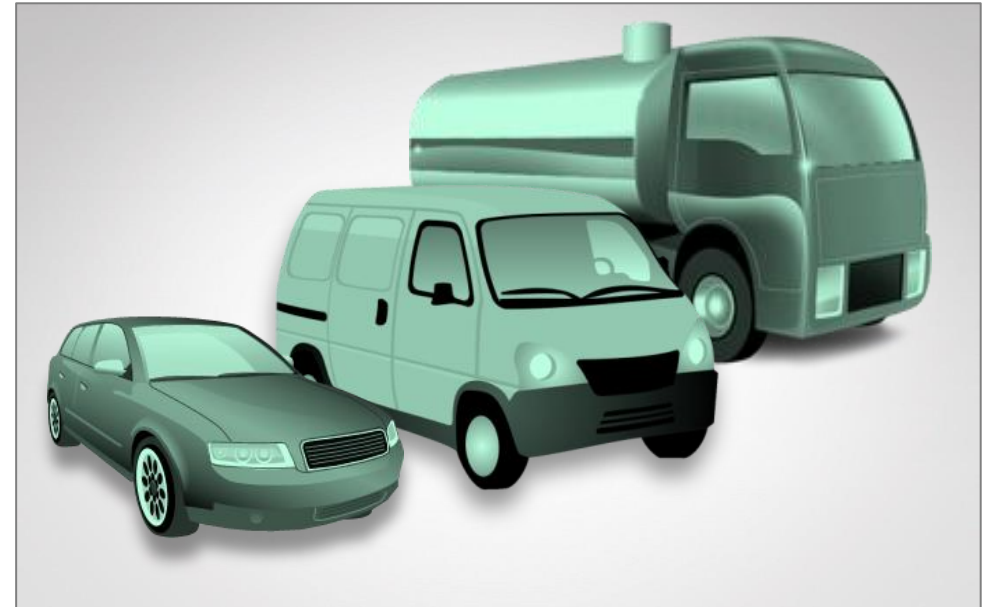
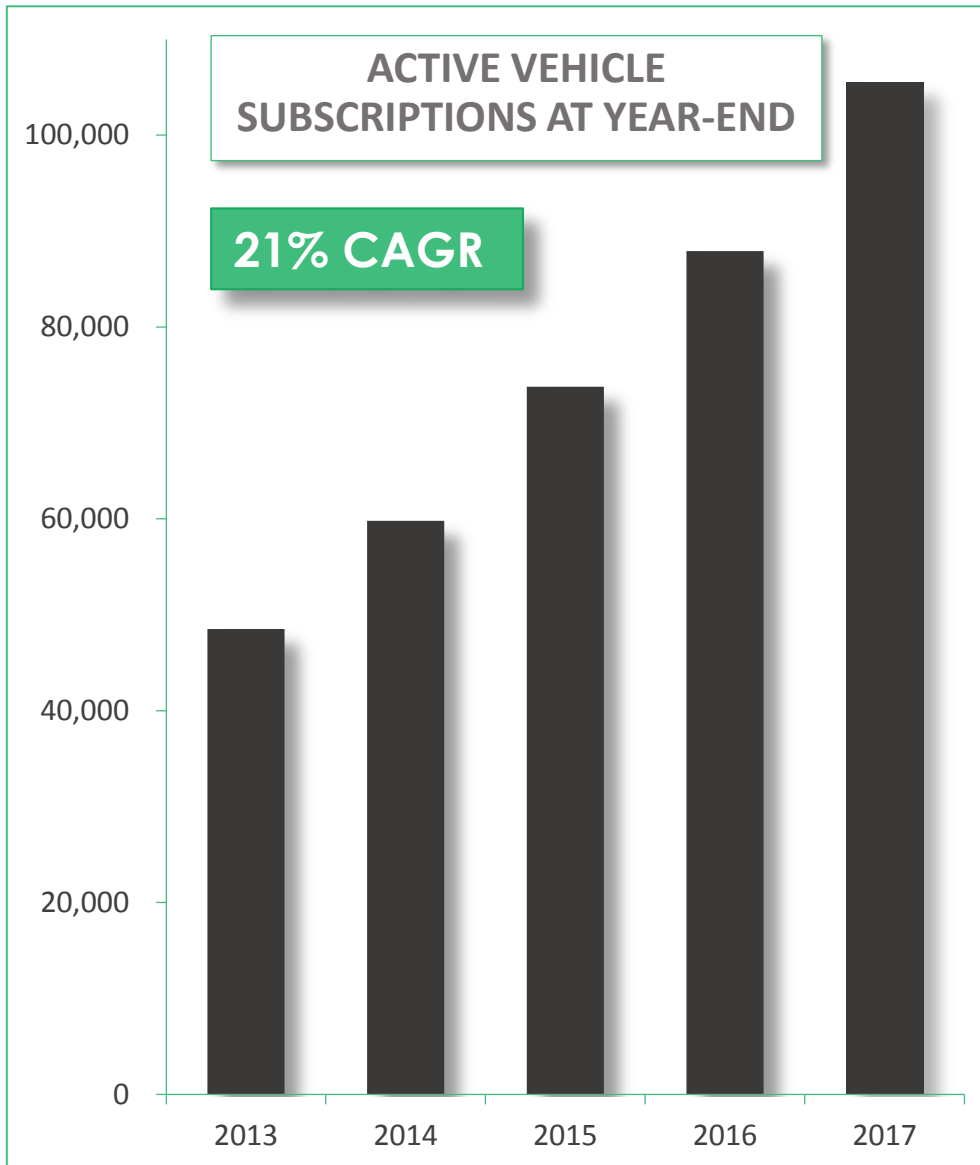
YEAR END CASH BALANCE

£7.3m

(2016: 6.2m)

2017 Dividend



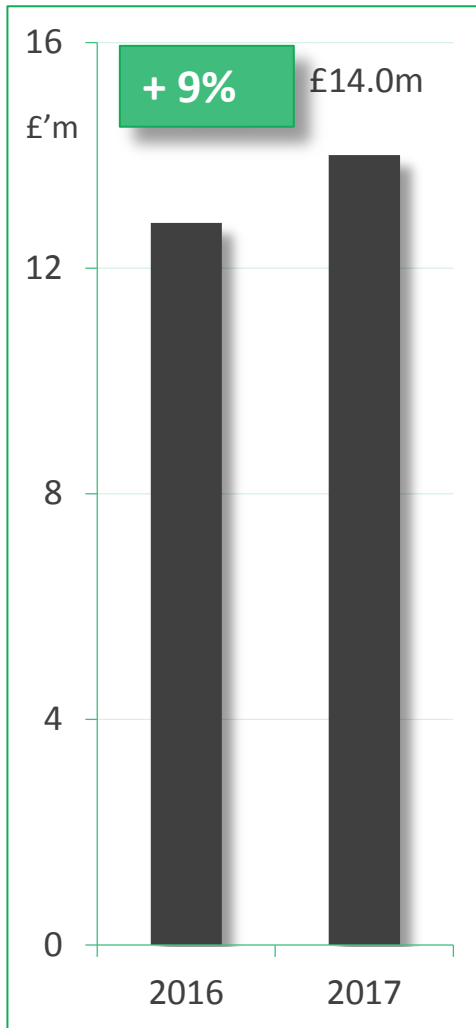


Growth in the fleet subscription base is core to our business model

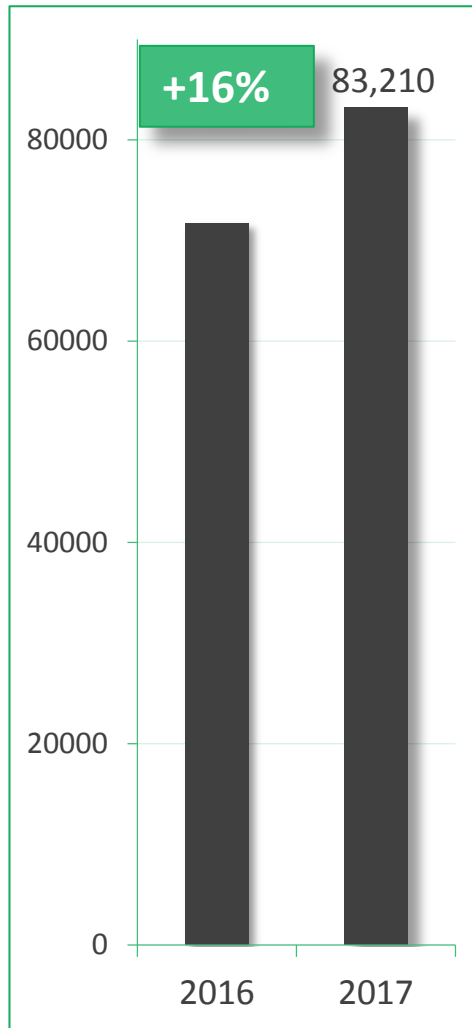
Over the past 5 years we have maintained a CAGR of 21%

Excellent progress made in all three markets

Further investment planned for 2018



Revenue



Subscriptions

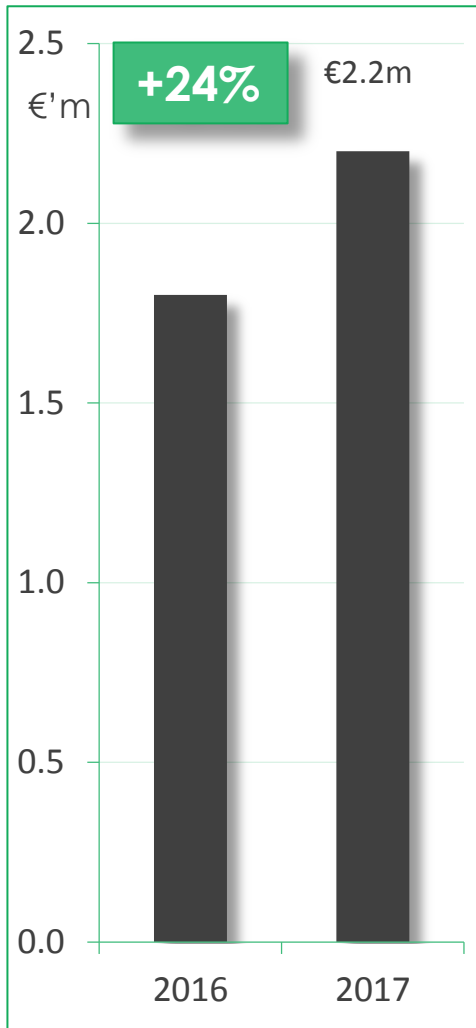


Strong growth in new installations

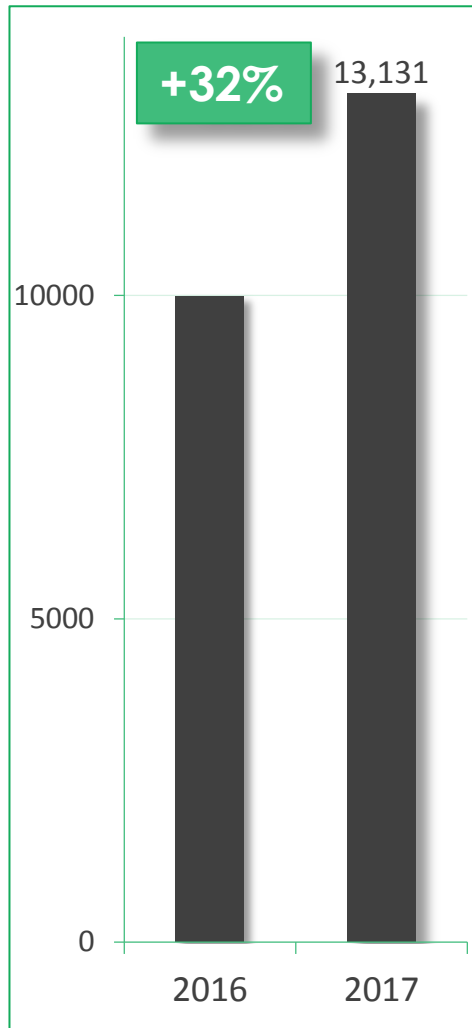
Good performance from each sales channel

Continuing development of sales teams and processes

Additional potential with some larger fleets



Revenue



Subscriptions

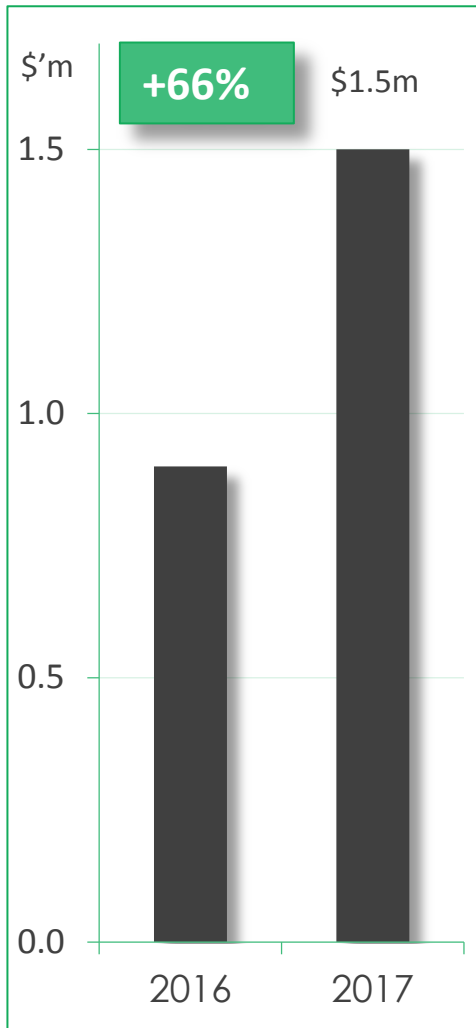


Excellent progress in subscription base

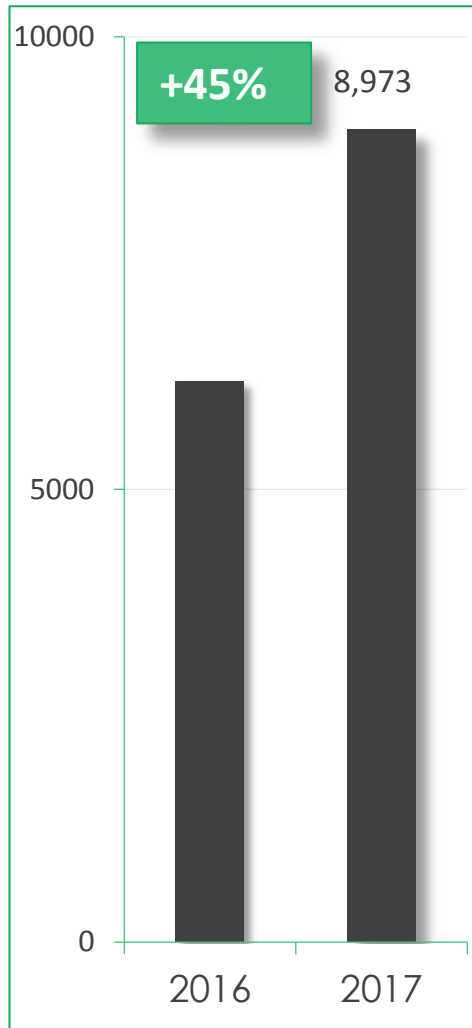
Significant progress in distribution and price comparison channels

Continuing development of sales team

Strong end to the year in new customer acquisition



Revenue



Subscriptions



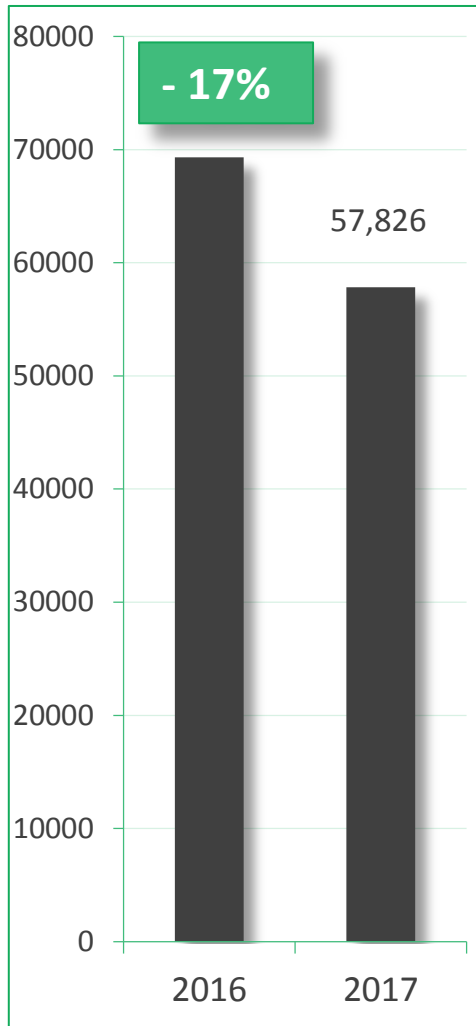
Good growth in subscription base

Strong performance in direct sales channel

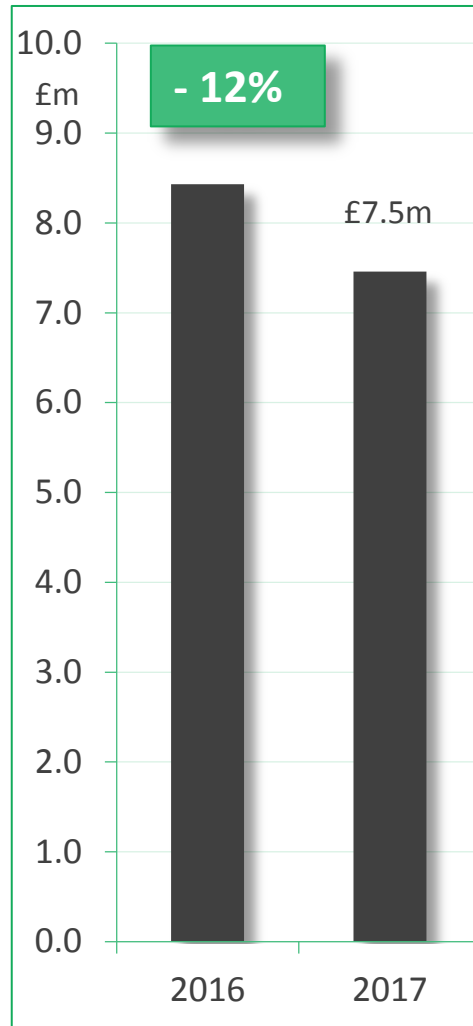
Further work needed on indirect channels

Investment in marketing and sales automation

Continued investment in electronic logging



Installations



Revenue



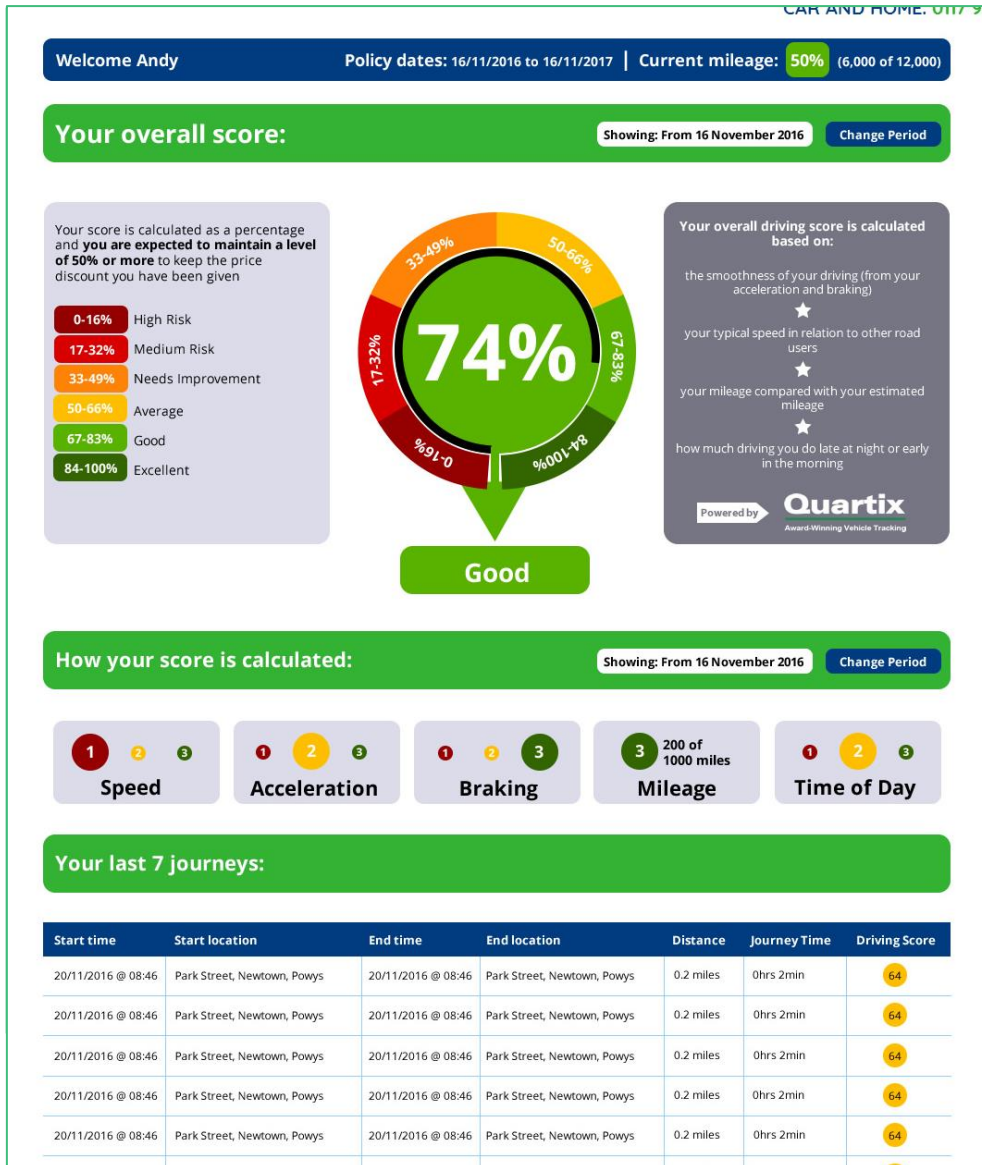
The value of our service and data quality was clearly demonstrated in 2017

Strategic shift from low-margin business resulted in expected reduction in volume

Competitor failed to deliver acceptable standards of quality

Pickup in installations and revenue in H2

Remains less predictable than fleet



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

An excellent showcase for our service and technology

Three brokers now active

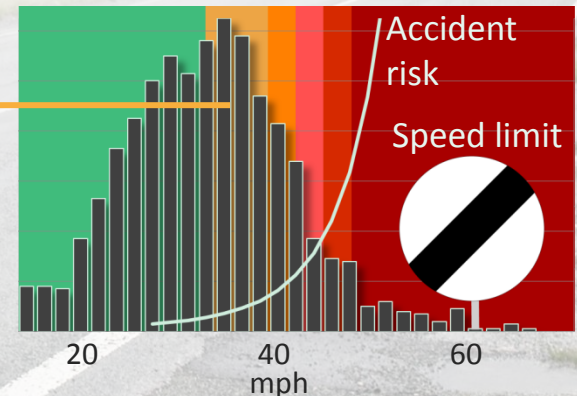
Fleet opportunities for this functionality under evaluation



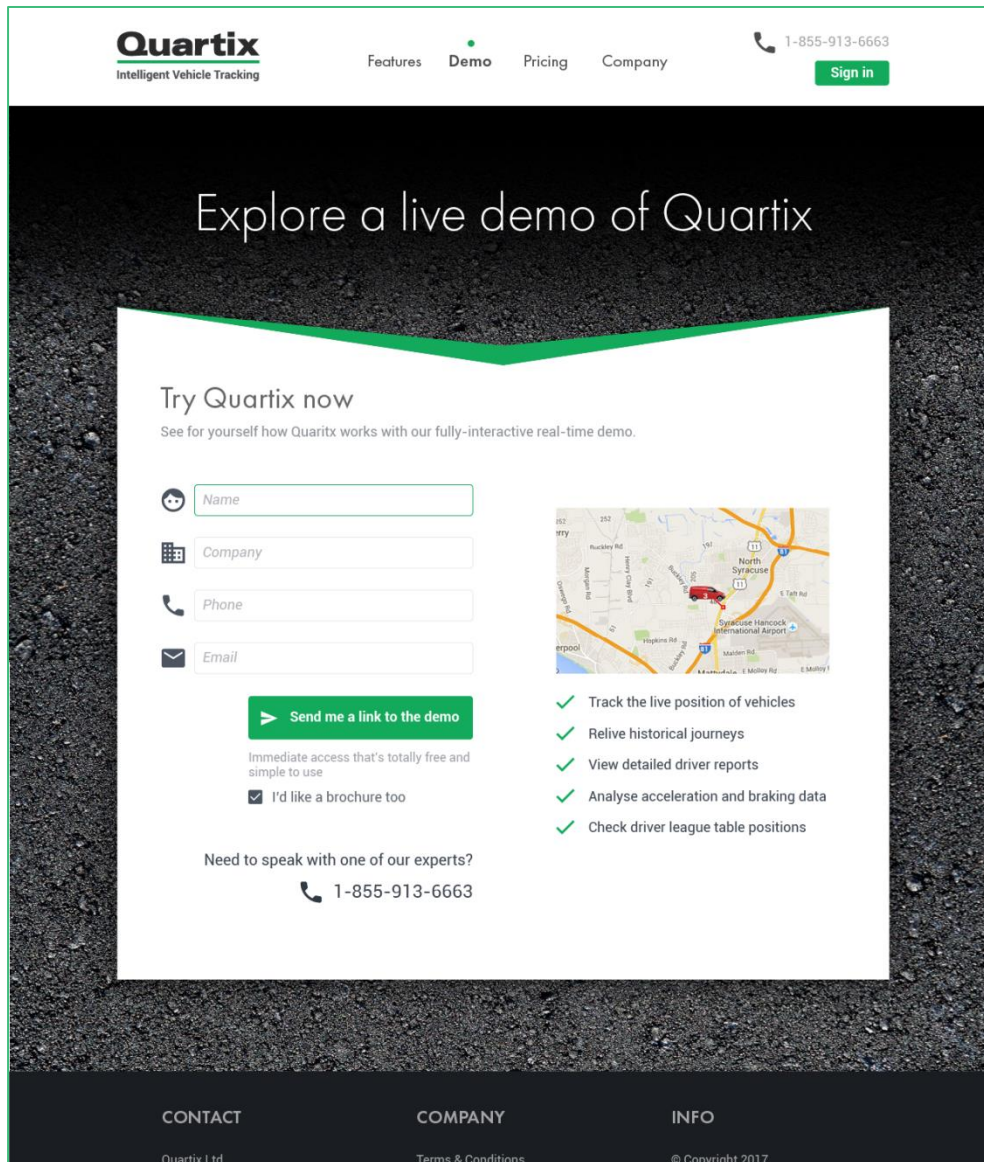
Each data point is assessed against the speed distribution for that stretch of road

A unique Quartix capability which is saving lives

A strong differentiator in both insurance and fleet



Customer Acquisition



The screenshot shows the Quartix website homepage. The header includes the Quartix logo, navigation links for Features, Demo, Pricing, and Company, a phone number 1-855-913-6663, and a Sign in button. The main content area has a large heading "Explore a live demo of Quartix" and a subheading "Try Quartix now". Below this is a form with fields for Name, Company, Phone, and Email. A green button labeled "Send me a link to the demo" is positioned below the form. To the right of the form is a map showing a vehicle's location near North Syracuse. Below the map is a list of features: Track the live position of vehicles, Relive historical journeys, View detailed driver reports, Analyse acceleration and braking data, and Check driver league table positions. At the bottom of the form, there is a checkbox for "I'd like a brochure too" and a link to "Need to speak with one of our experts?" with the phone number 1-855-913-6663. The footer contains links for CONTACT, COMPANY, and INFO, along with copyright information for Quartix Ltd. and Terms & Conditions.

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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Optimisation of customer acquisition cost remains key to future growth

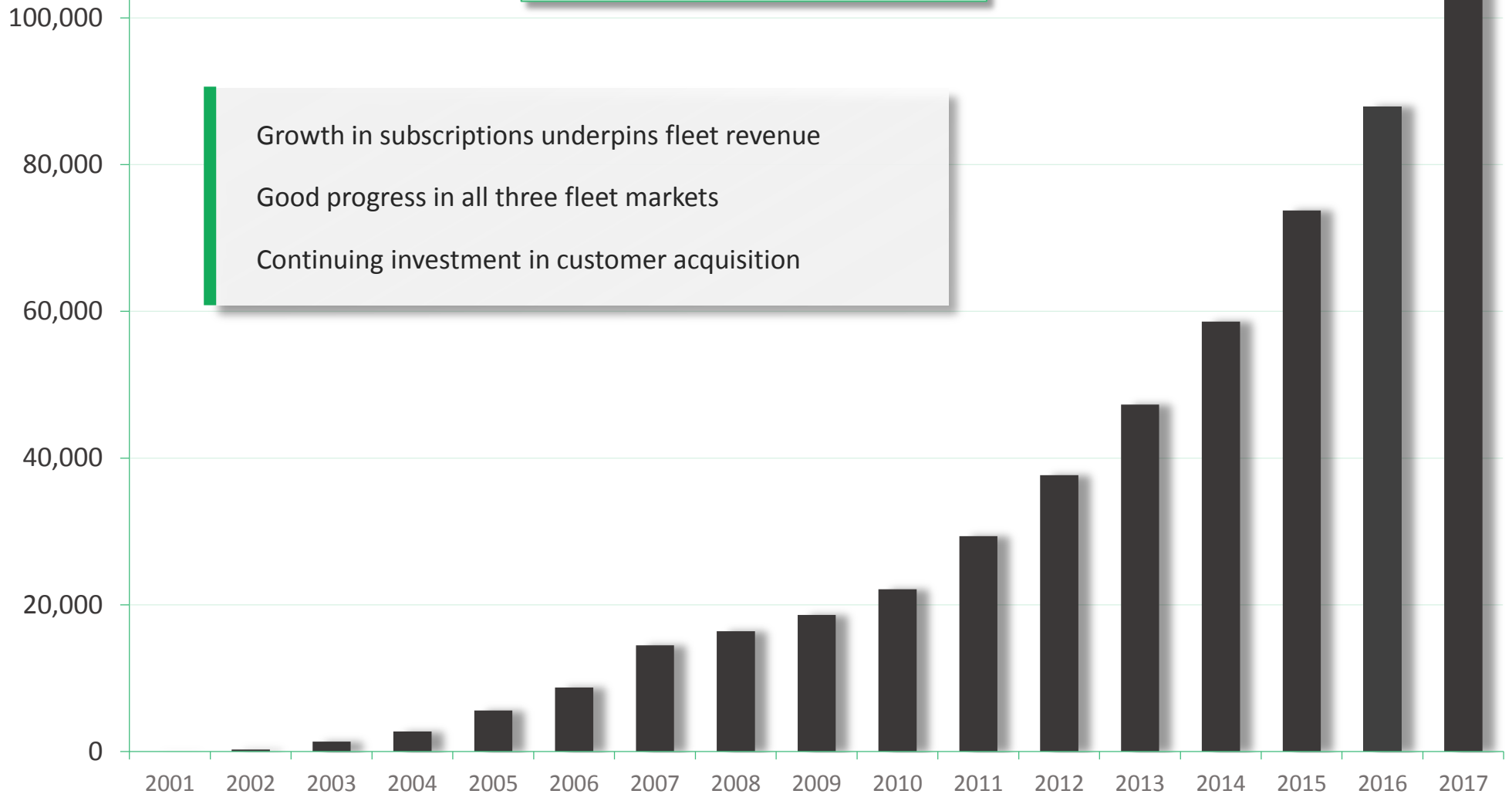
Investment in sales and marketing automation for USA completed in 2017

New USA website launched in December

Strategic focus on channel effectiveness

FLEET SUBSCRIPTION BASE

Growth in subscriptions underpins fleet revenue
Good progress in all three fleet markets
Continuing investment in customer acquisition



Quartix

Real-Time Vehicle Tracking

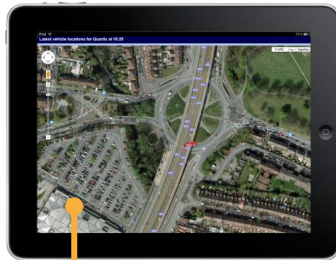
Increased productivity and reduced risk

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



400,000 systems installed since 2001



A UK LEADER

166,000 vehicles currently tracked in the UK:

- 83,000 across 8 insurance companies
- 83,000 across 7,500 UK fleet clients

+3,500 fleet clients in France and USA

22,000 vehicles tracked in France and USA

STRONG FINANCIAL TRACK RECORD

Ranked either 1st or 2nd among London-listed tech companies for financial performance over the past three years by Megabuyte

Strong profitability matched by cash-flow

OWN TECHNOLOGY AND IPR

Developed at three R&D centres in the UK:

Cambridge, Leatherhead and Bishop's Waltham

Long-term relationships



"We have always found Quartix to be customer-focused and approachable. We look forward to continuing our partnership for many years to come."

Phil House, Director, Broadland Guarding Services Ltd.
(Broadland Guards were our first customer: December 2001)

MISSION

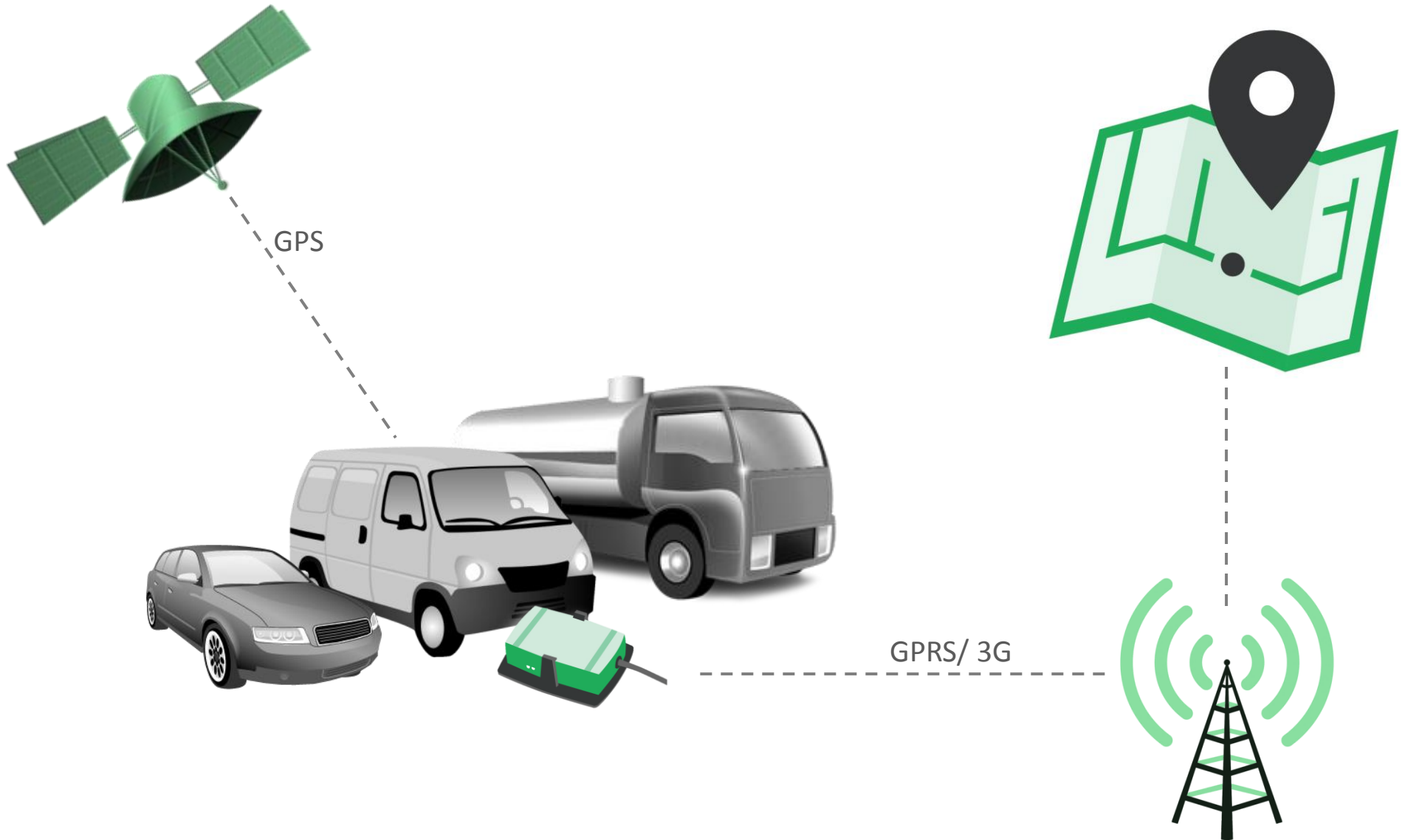
"We provide operational information to maximise productivity and reduce risk for organisations with mobile workforces. Our customers improve their business performance with information delivered quickly and reliably through our web and mobile-based applications and we aim to delight our users with best-in-class service and a continuously improving experience."

VALUES

- Excellent service
- Great relationships
- Simplicity

INVESTMENT IN THE FUTURE

We have the financial strength and expertise to invest in the software tools, reporting capability and service that our customers need.



Real-time tracking

Quartix



LIVE TRACKING

With google maps, streetview and satellite imaging. Also available in mobile apps for iOS and Android

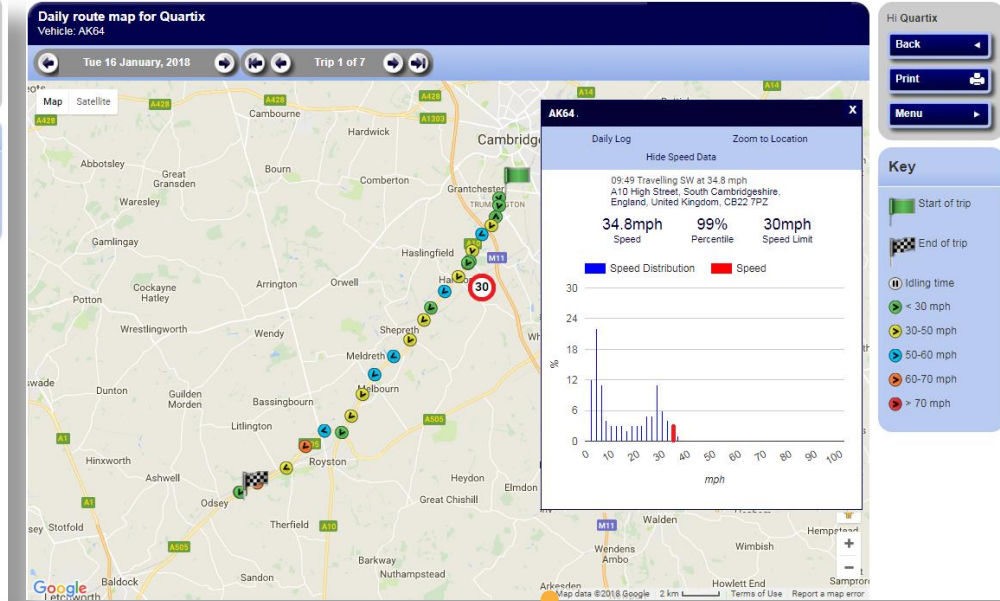
Daily Vehicle Log for demo
QX11 QTX BMW M3
Date: Tue 02 July 2013

Trip	Depart	Arrive	Travel Time	Idling time	Distance (miles)	Average Speed (mph)
1	07:39 Paul Preston - HOME	07:52 Paul Preston - HOME	0:13		2.9	13.4
2	08:52 Paul Preston - HOME	09:49 Church Street, BLACKBURN, BB1 5AF	0:57		28.5	30.0
3	10:19 Church Street, BLACKBURN, BB1 5AF	10:48 Chapel Walks, PRESTON, PR1 2AY	0:29		11.1	23.0
4	11:09 Chapel Walks, PRESTON, PR1 2AY	12:00 M6, Killington, KENDAL, Cumbria, LA8 0NW	0:51		44.6	52.5
5	12:27 M6, Killington, KENDAL, Cumbria, LA8 0NW	12:28 Stopped with Ignition ON at M6, Killington, KENDAL, Cumbria, LA8 0NW	0:01			
6	12:31 M6, Killington, KENDAL, Cumbria, LA8 0NW	12:55 Church Street, LANCASTER, LA1 1NP	0:24	0:03	20.7	44.4
7	13:04 Church Street, LANCASTER, LA1 1NP	13:09 Stopped with Ignition ON at Kingsway, LANCASTER, LA1 1BB	0:05			
8	13:11 Kingsway, LANCASTER, LA1 1BB	13:50 Commercial Road, DARWEN, Lancashire, BB3 0DB	0:39	0:02	35.8	46.7
9	14:19 Commercial Road, DARWEN, Lancashire, BB3 0DB	14:22 Stopped with Ignition ON at Commercial Road, DARWEN, Lancashire, BB3 0DB	0:03			
10	14:23 Commercial Road, DARWEN, Lancashire, BB3 0DB	15:09 Paul Preston - HOME	0:46	0:01	30.4	36.5
11	17:37 Paul Preston - HOME	17:39 Oakworth Road, KEIGHLEY, West Yorkshire, BD211RL	0:02		0.6	18.0
12	18:13 Oakworth Road, KEIGHLEY, West Yorkshire, BD211RL	18:15 Paul Preston - HOME	0:02		0.7	21.0
Totals			4:32	0:06	175.3	37.8

Notes

- Asterisk (*) after departure time indicates previous day's shift.
- New trip threshold 10 metres.
- Stops with ignition on are displayed.
- Travel time excludes idling, average speed calculation includes idling.

The new trip threshold and whether stops with ignition on are displayed can be changed by your administrator or Quartix Technical Support.



ROUTE MAPS

Available online with timing, speed and speed distribution information

TIMESHEETS

Available online or delivered by email in HTML or Excel format

Quartix

Real-Time Vehicle Tracking