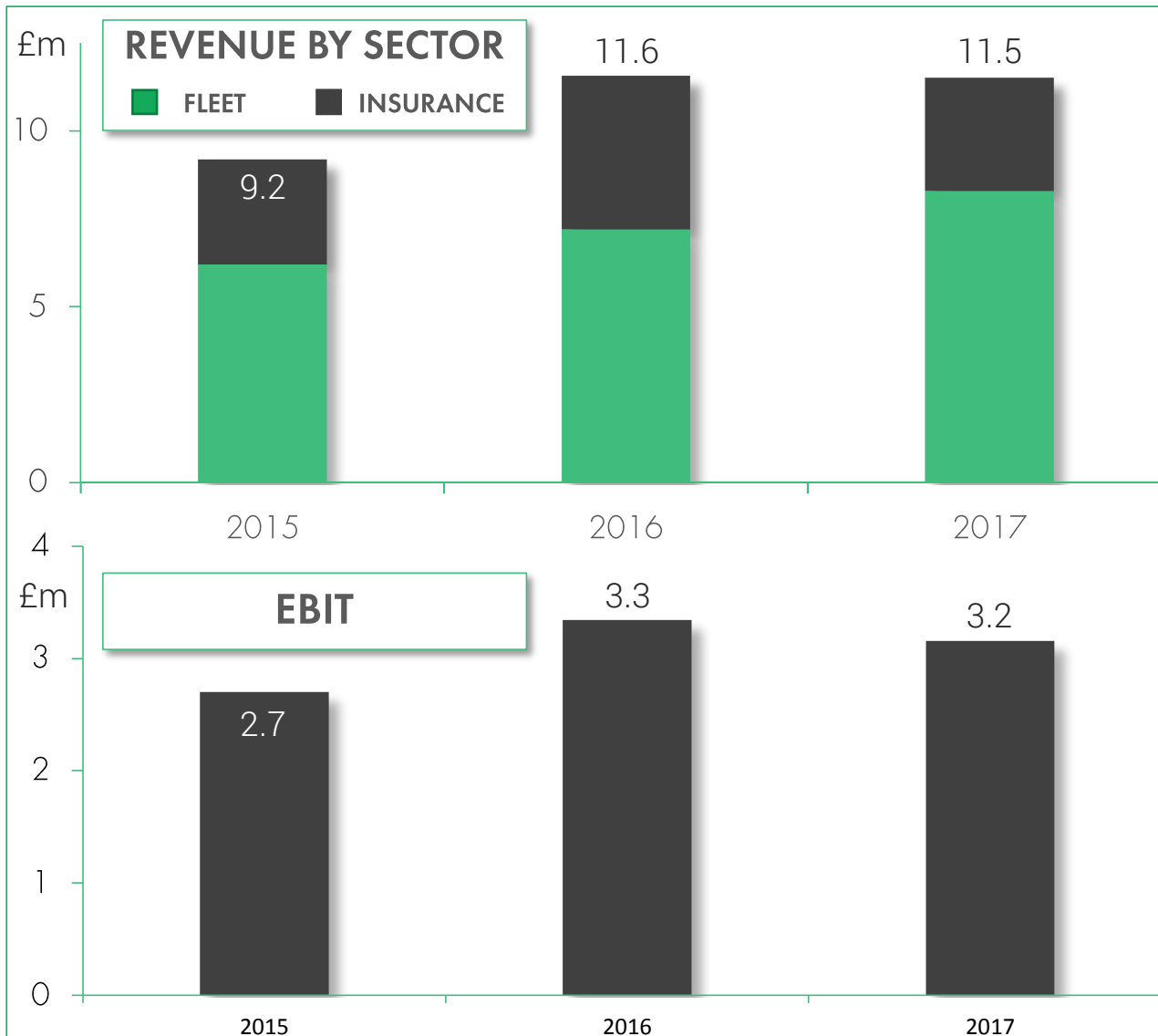


Quartix

Real-Time Vehicle Tracking

Exceptional growth in fleet installations

- Strong development of our fleet markets
- Good growth in subscription and customer bases
- Group gross margin maintained despite large reduction in insurance installations
- Good progress in transition away from low-margin insurance volume
- Reinstatement of some insurance volume at higher pricing expected in second half
- Continued investment in fleet planned for H2
- On track to meet market expectations



Focus on fleet

PEOPLE

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

MARKETING

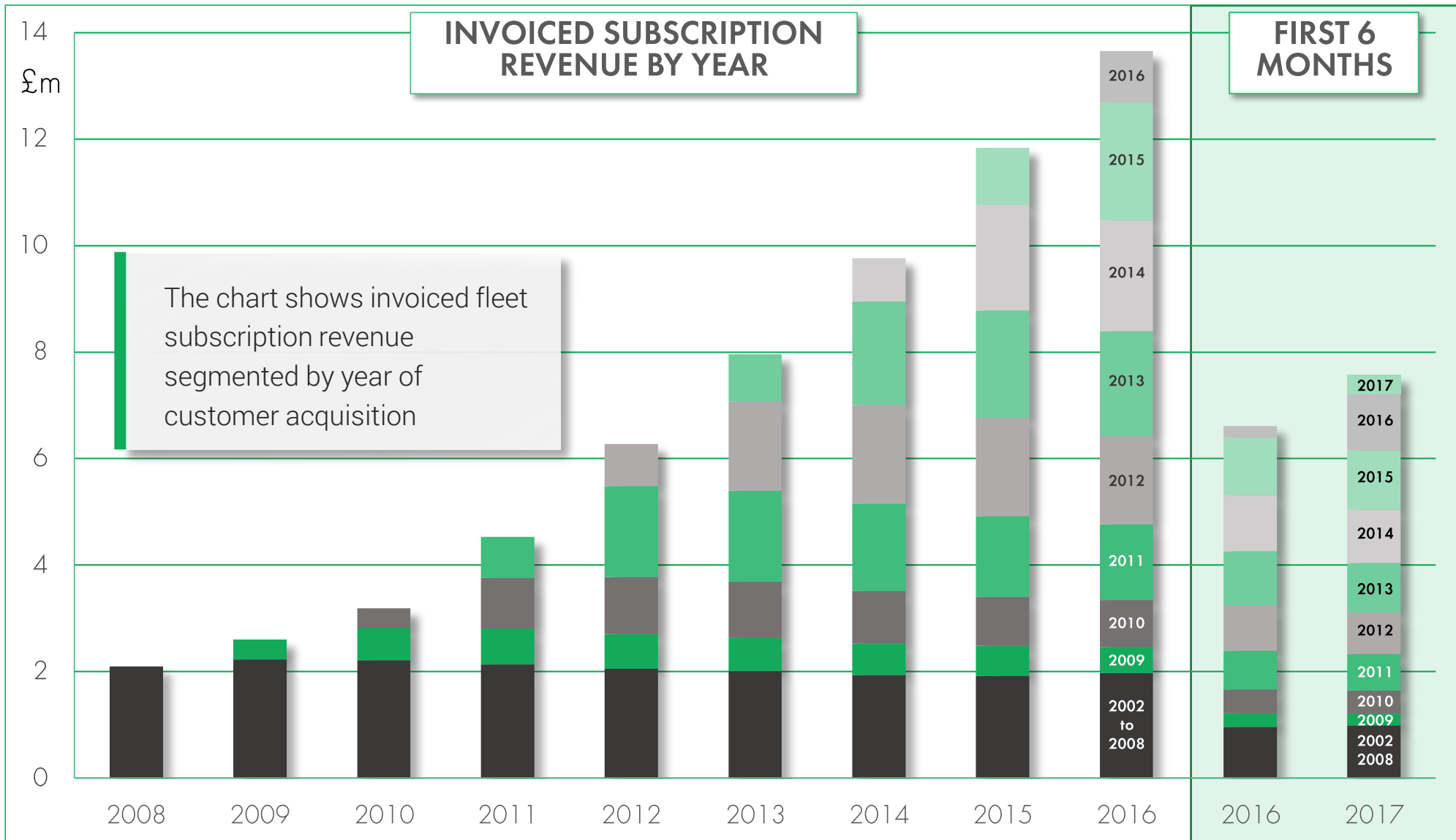
Distribution commissions increased with growth (cost of sales) and marketing expenditure also grew

GROWTH

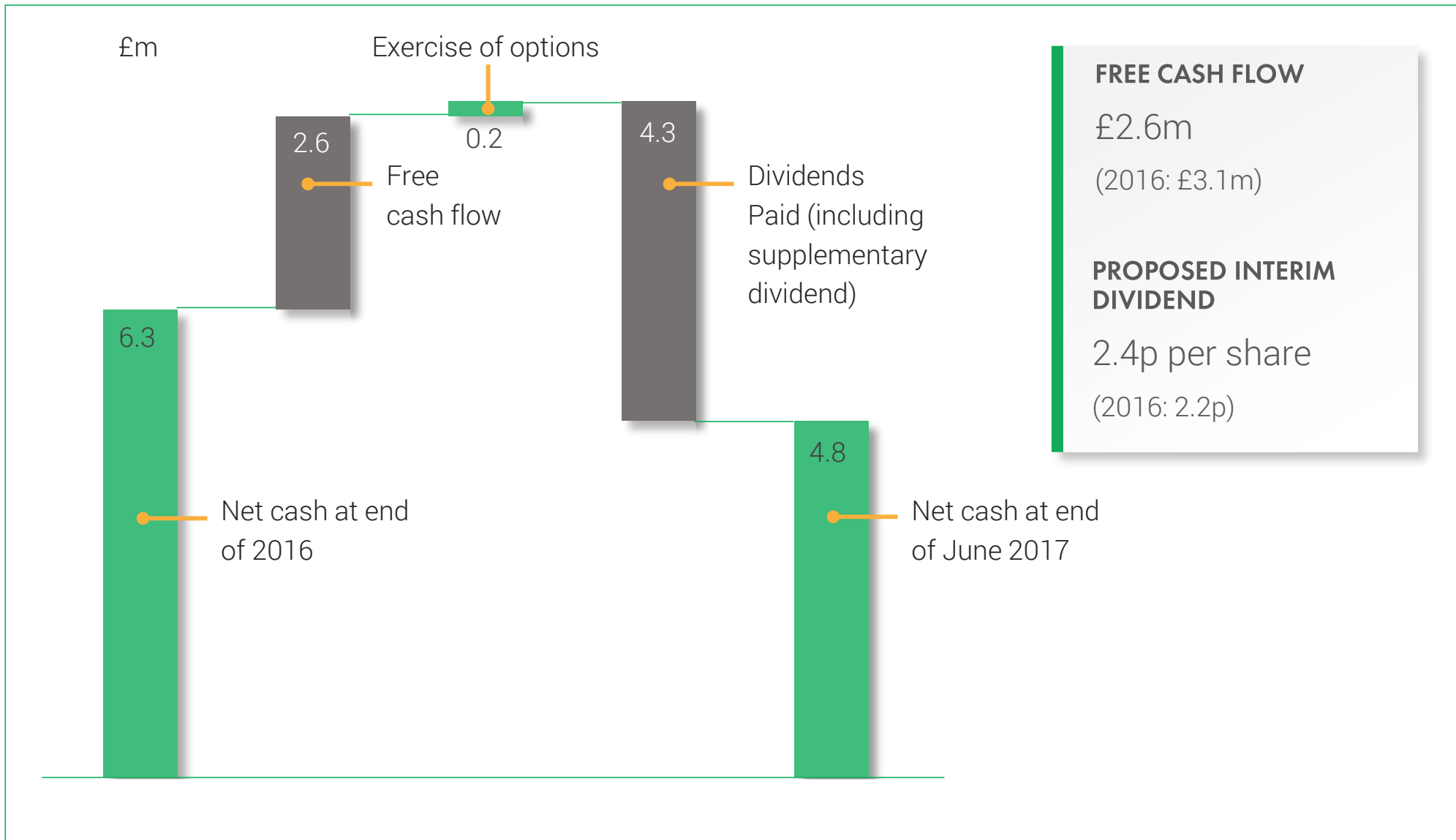
45% more new fleet units were installed than in H1 2016. These were all taken to cost of sales in the period

	June 2017	June 2016	% change
Fleet installations	14,324	9,898	+44.7
Fleet subscription base (units)	96,791	79,214	+22.4
Fleet customer base	10,076	8,212	+22.7
Fleet attrition (annualised %)	10.1	11.3	
Fleet invoiced recurring revenues (£m)	7.57	6.54	+15.7
Fleet revenues (£m)	8.29	7.20	+15.2
Insurance installations	23,947	37,060	-35.4
Insurance revenues (£m)	3.22	4.38	-26.5

Recurring Revenue



Revenues	2017 (6m)	2016 (6m)	% change
Fleet	8,291	7,196	15.2
Insurance	3,219	4,378	-26.5
Total revenue	11,510	11,574	-0.6
Gross profit	7,070	7,091	-0.3
<i>Gross margin</i>	<i>61%</i>	<i>61%</i>	
Operating profit	3,210	3,322	-3.4
<i>Operating margin</i>	<i>28%</i>	<i>29%</i>	
Net profit	2,806	2,782	0.9
Earnings per share (p)	5.92	5.89	0.5
Cash generation from operations	2,881	3,570	-19.3
<i>Operating profit to operating cash conversion</i>	<i>90%</i>	<i>107%</i>	

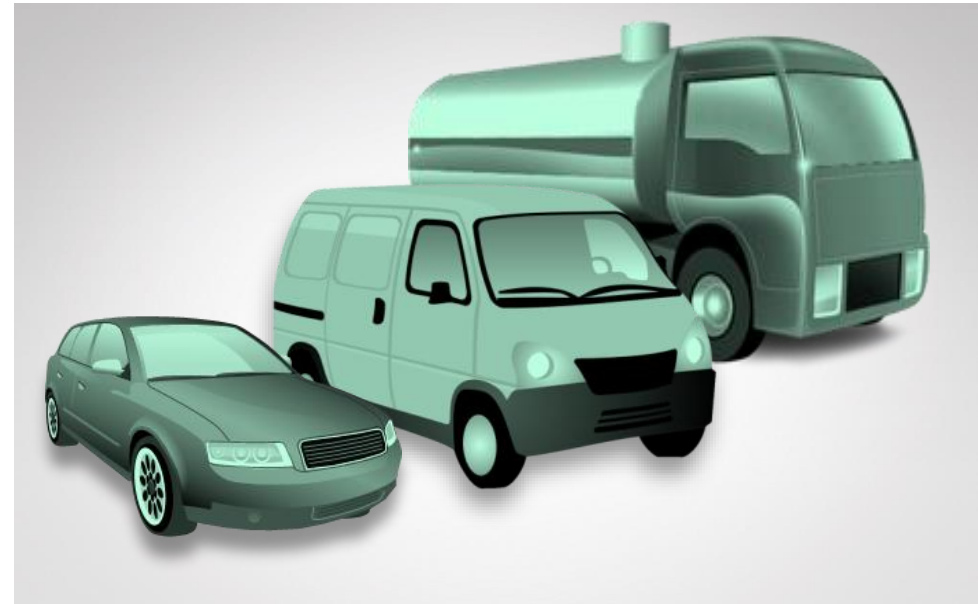


Illustrative example

	£'000
Year end cash balance	7,000
Year end final dividend	2,500
	4,500
Supplementary dividend (amount over £2m)	2,500

Year end cash balances in excess of £2m after the final dividend will be paid as a supplementary dividend.

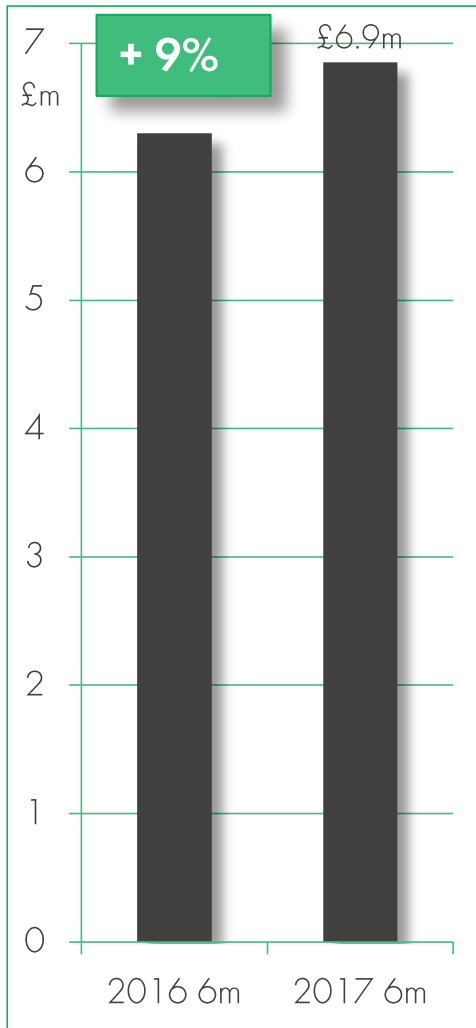
In this example a supplementary dividend of around 5.3p would be paid



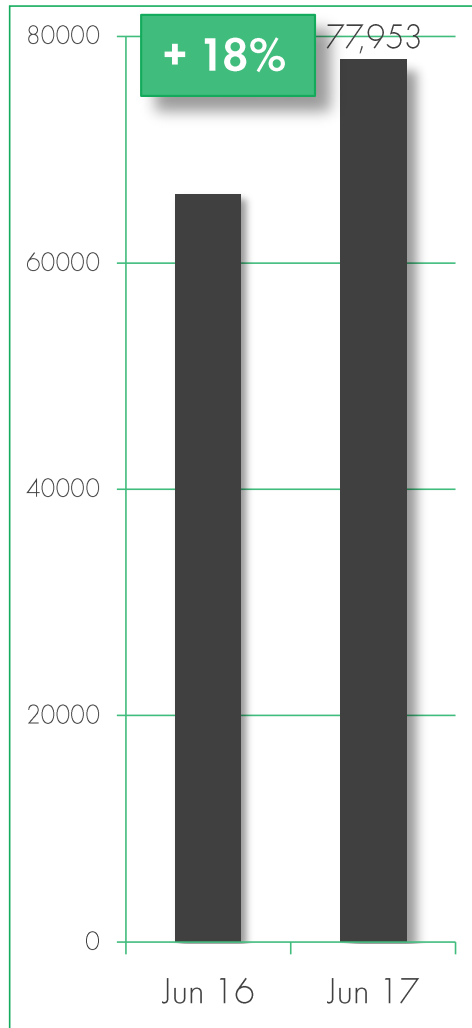
Growth in the fleet subscription base is core to our business model

Over the past 5 years we have maintained a CAGR of 22%

22% also recorded over past 12 months



Revenue



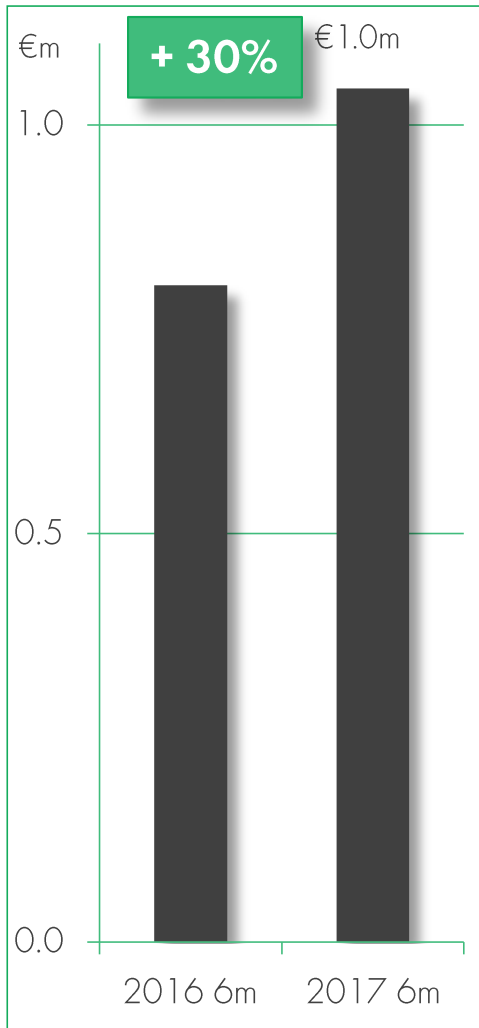
Subscriptions



Strong growth in new installations

Good performance from each sales channel

Continuing development of sales teams and processes



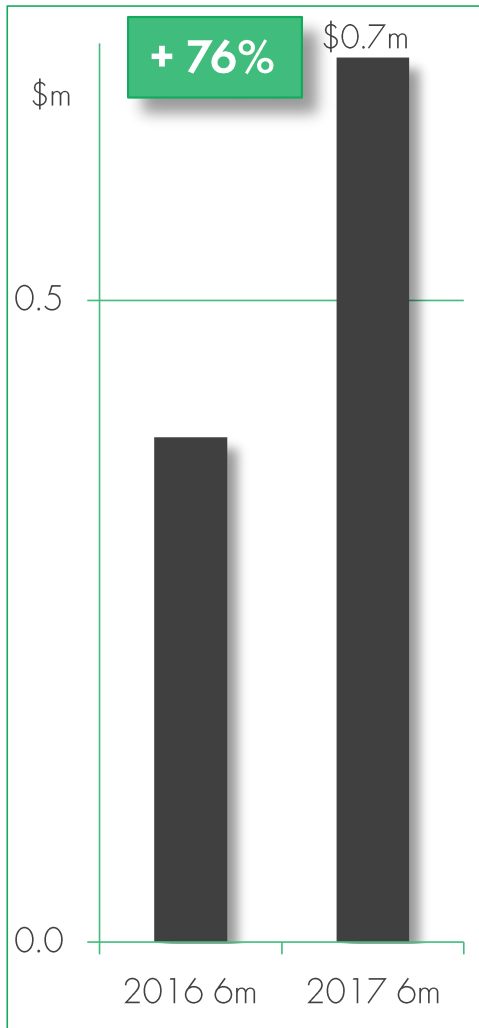
Revenue



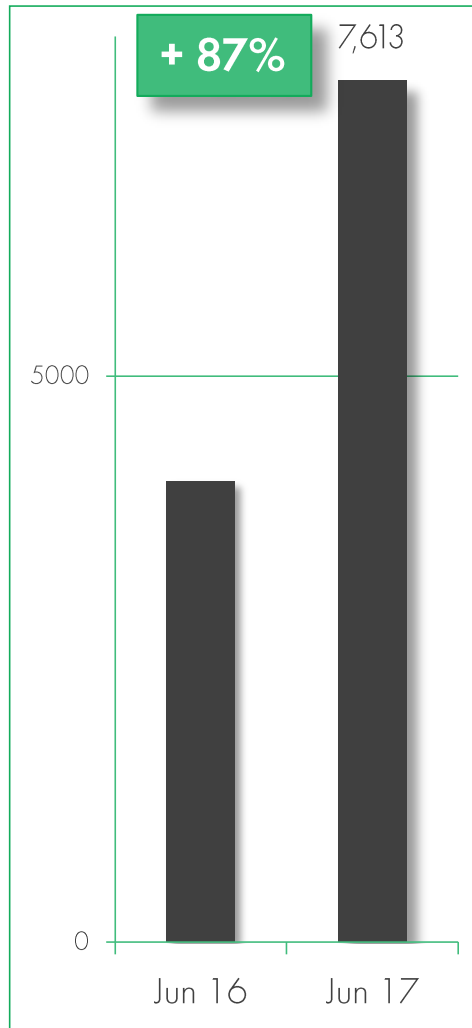
Subscriptions



- Good progress in subscription base
- Significant progress in indirect sales channels
- Continuing development of sales team
- Further work on sales channels underway



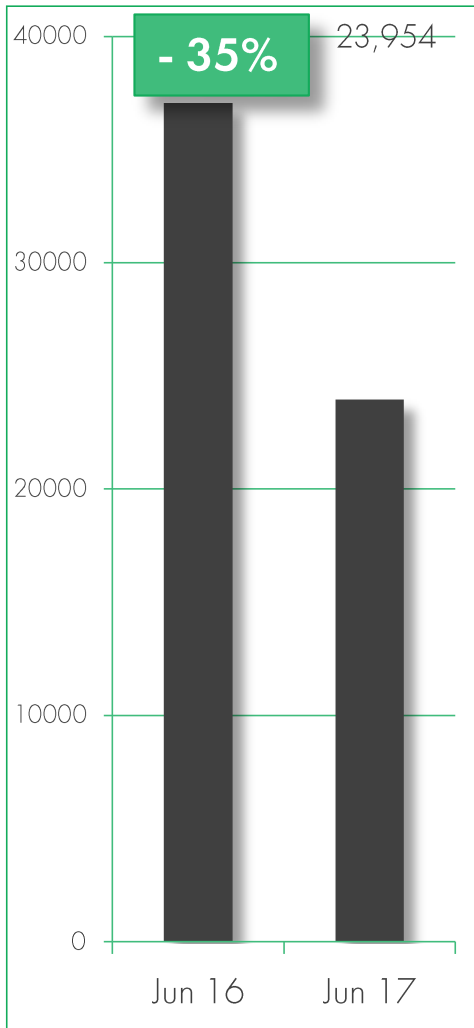
Revenue



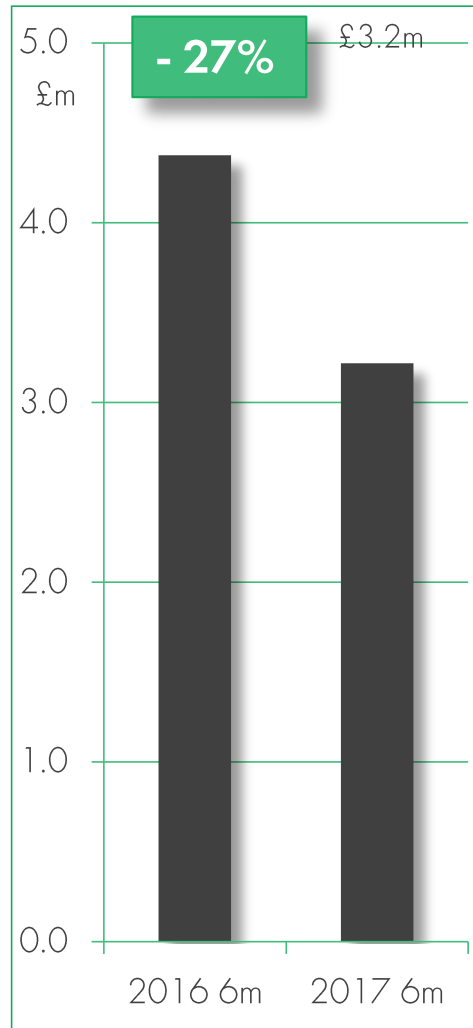
Subscriptions



Excellent growth in subscription base
Investment in driver logging capabilities for the USA
Reseller and price comparison channels being integrated with UK in 2nd half



Installations



Revenue

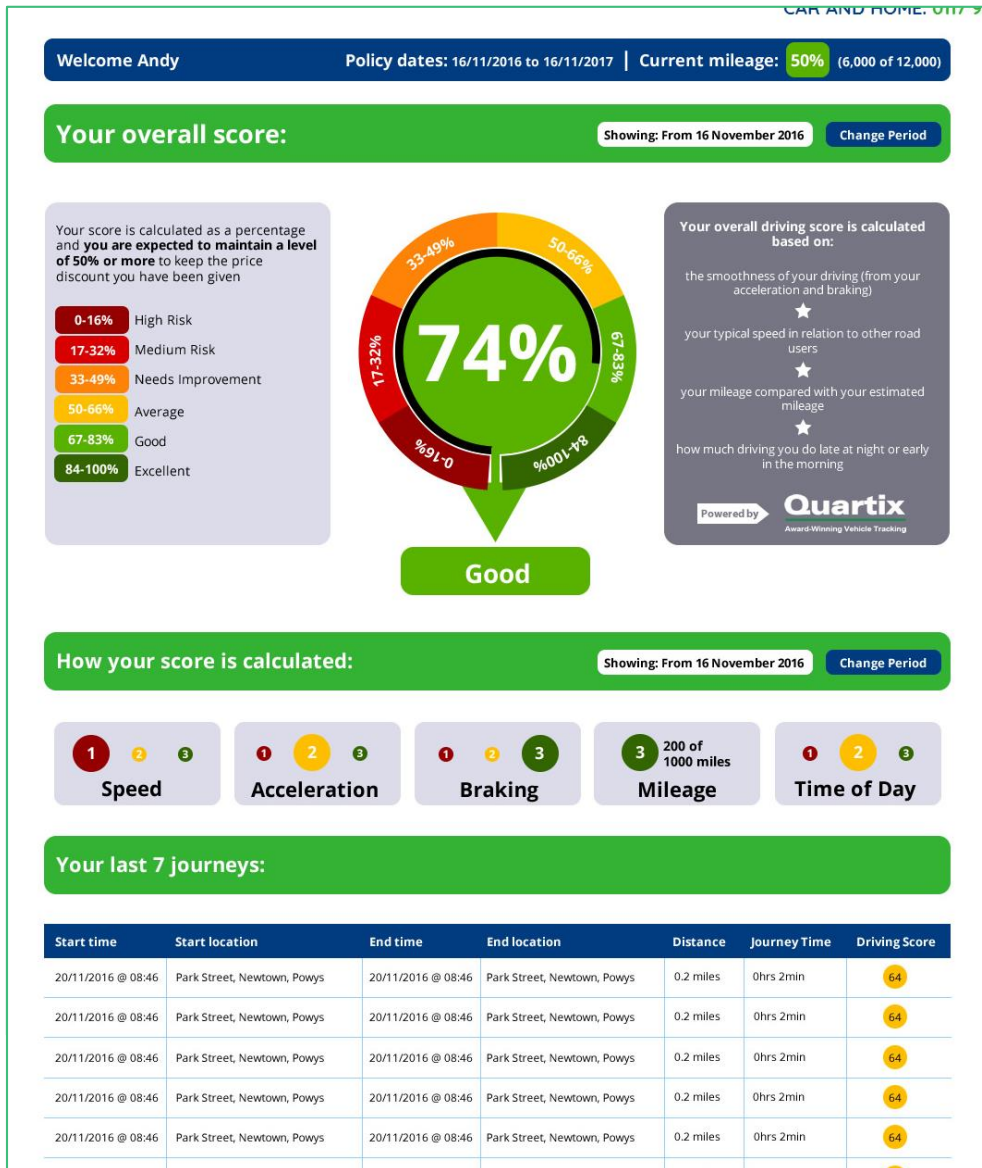


Strategic shift from low-margin business resulted in expected reduction in volume

Alternative supplier failed to deliver acceptable standards of quality

Some of lost volume to be reinstated in H2

Remains less predictable than fleet

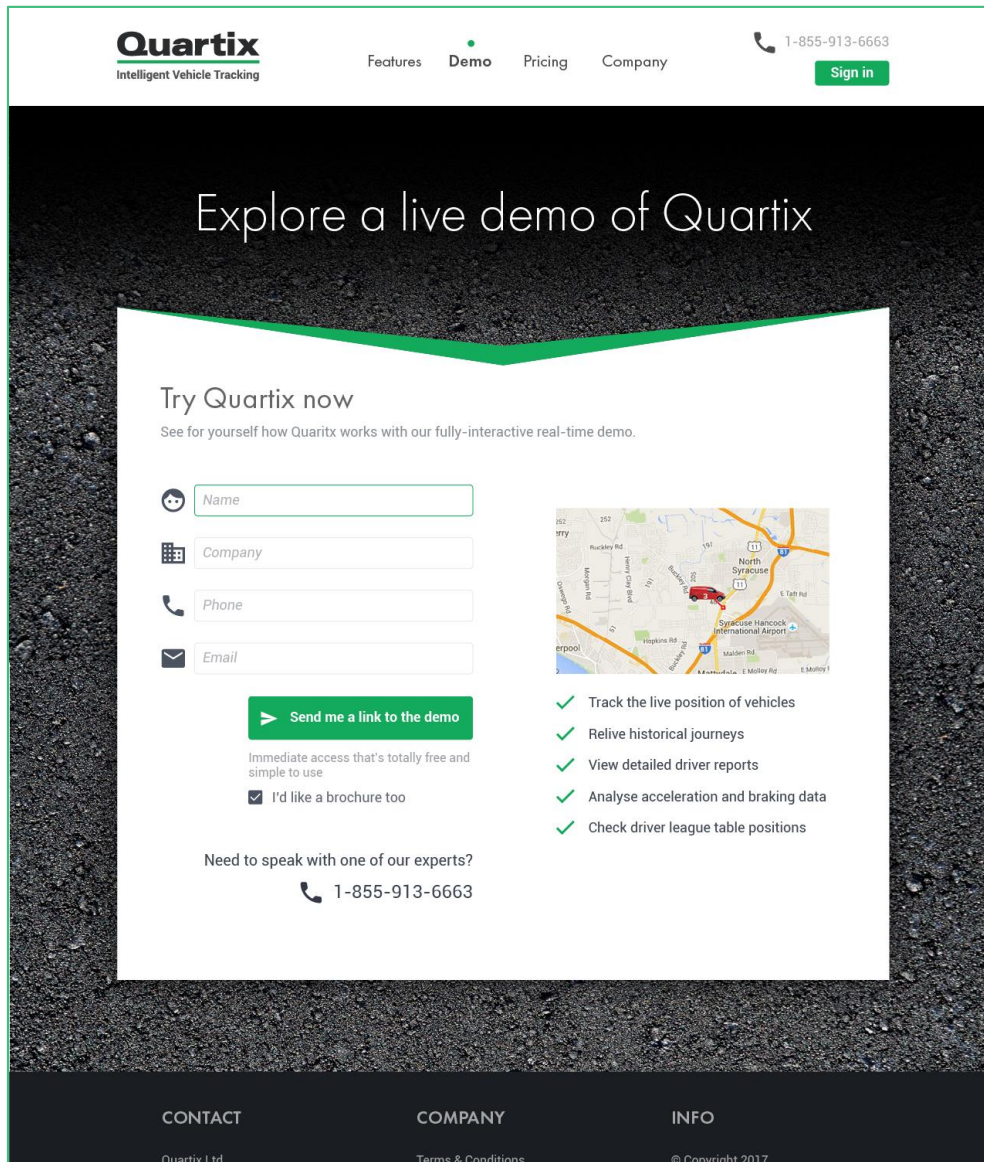


A standard young-driver product for brokers, using our fleet platform

An excellent showcase for our service and technology

Two brokers now live, several in discussion
Delivering excellent loss ratios so far





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 Syracuse Hancock International Airport. 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 contact information section with the text 'Need to speak with one of our experts?' and 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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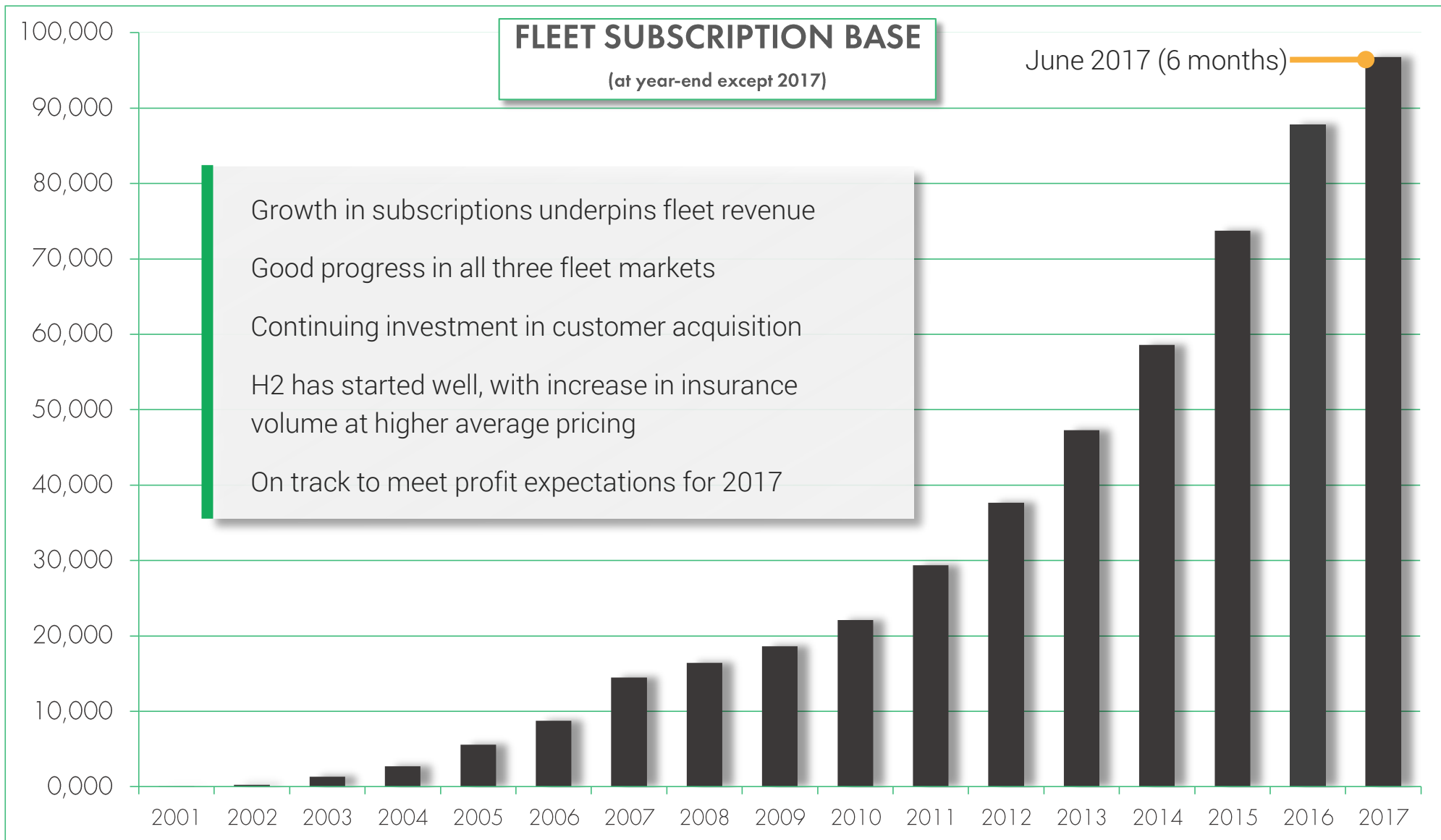


Cost of customer acquisition key to future growth

Continued investment in CRM and marketing automation planned

New website for USA in H2

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

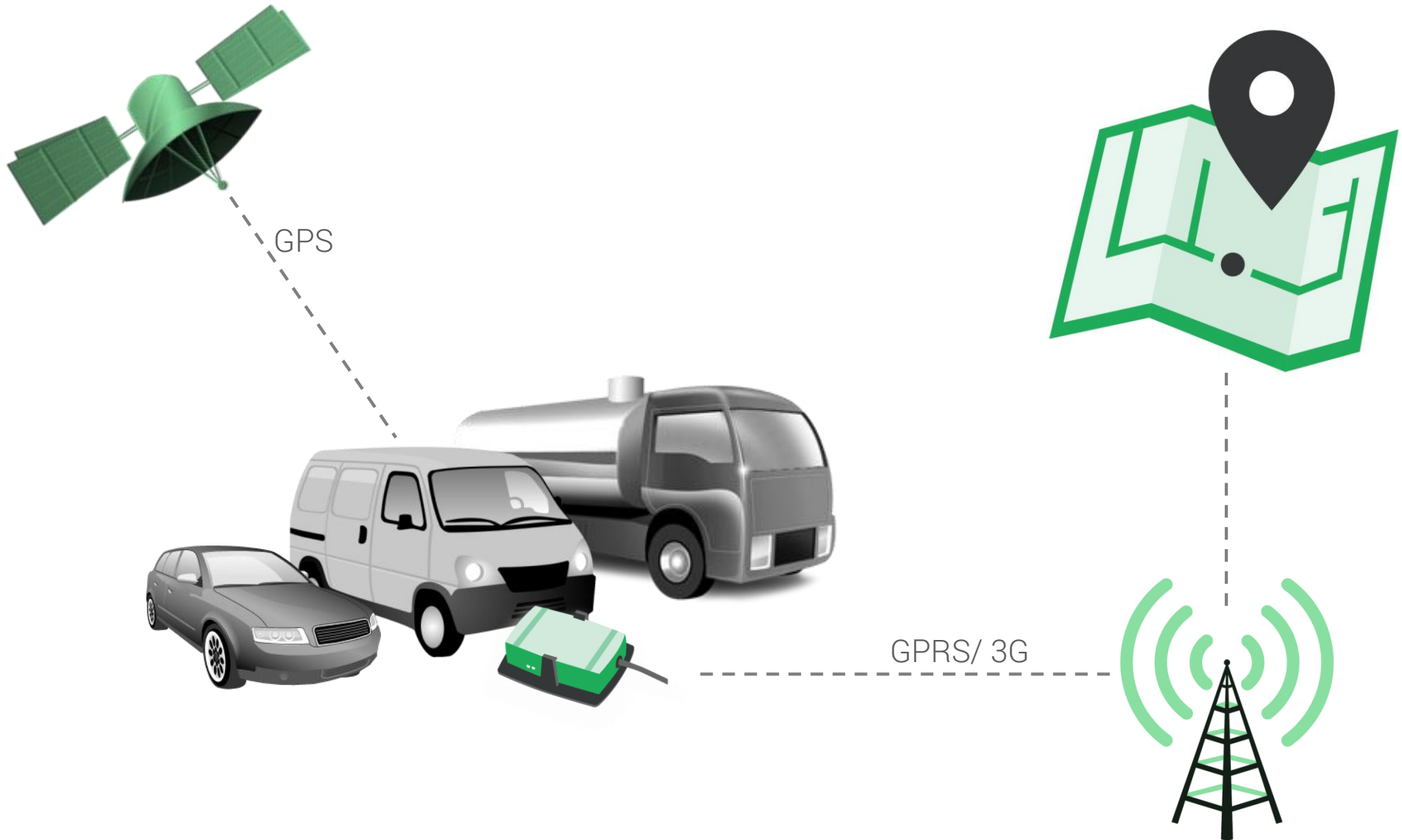
Managing a mobile workforce



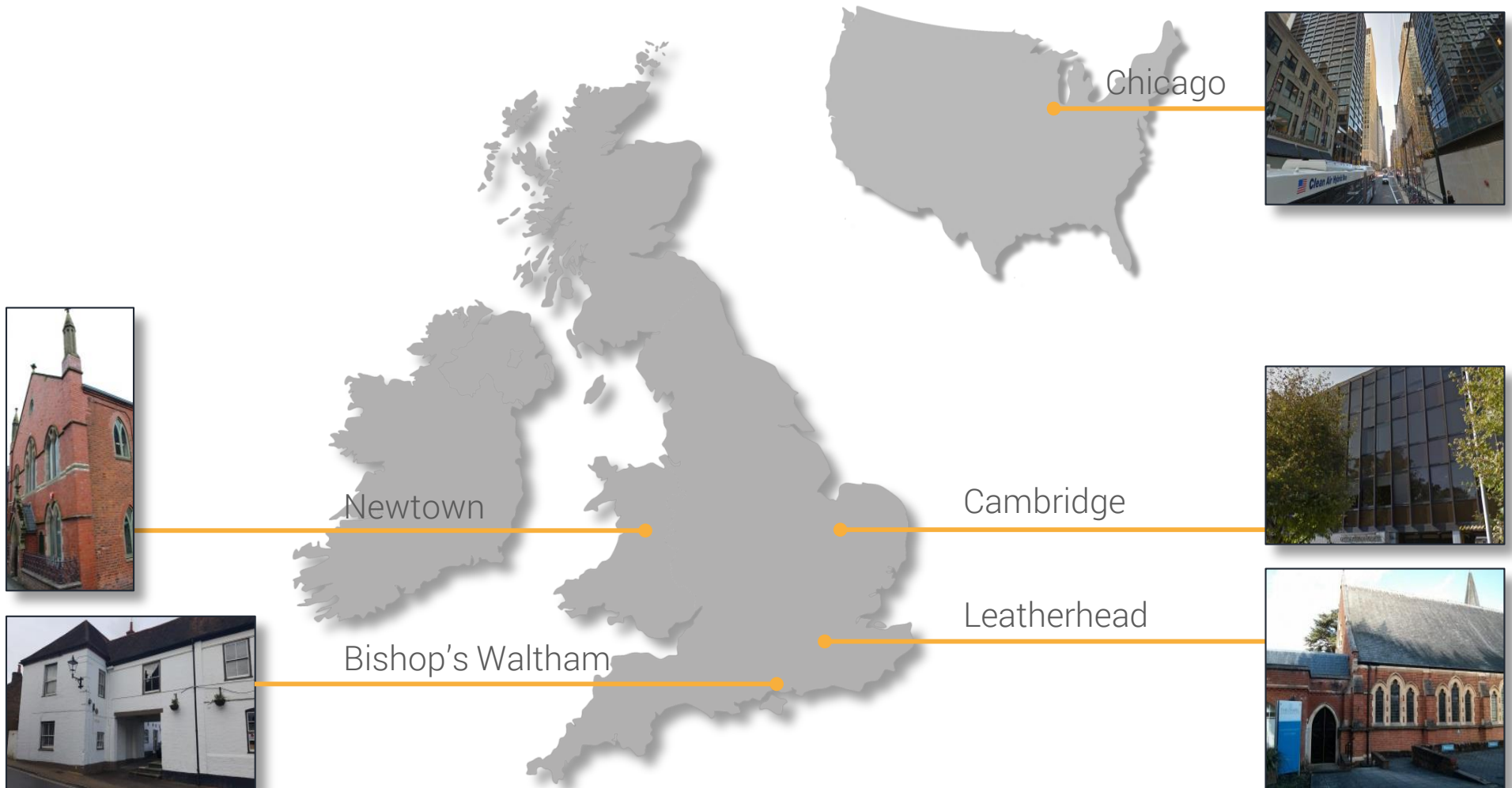
Assessing driving style and risk

Monitoring timesheets





Four UK locations and one in the USA



Quartix

Real-Time Vehicle Tracking