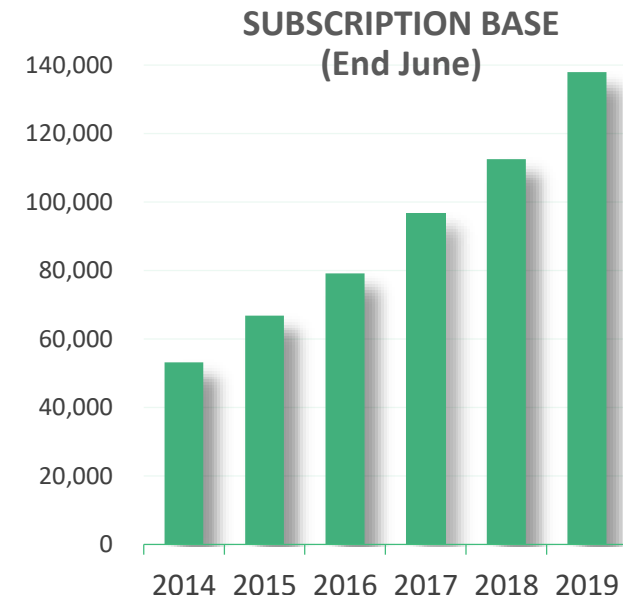
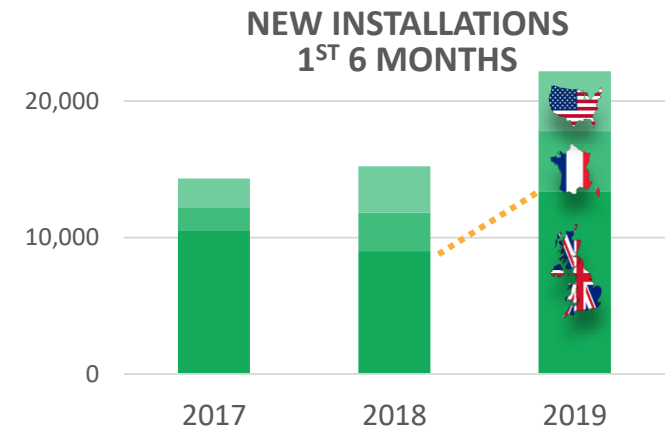


# Quartix

Real-Time Vehicle Tracking

### Investment in fleet drives subscription base growth

- Substantial investments in new installations, R&D, marketing and development of new markets
- New unit installations in H1 increased by 48% to 22,505 units (2018: 15,220)
- UK resumed strong growth: installations up by 49% to 13,360 units (2018: 8,990)
- Subscription base reached 138,000 vehicles, up by 23% over 12 months and continuing the strong growth trend since IPO in 2014 (CAGR over 5 years = 21%)
- Generated free cash flow of £3.2m
- Segmental analysis demonstrates profitability of fleet subscriber base



	H1 2019	H1 2018	Change
Fleet installations (units)	22,505	15,220	+48%
Fleet subscription base (units)	138,081	112,530	+23%
Fleet customer base	14,851	12,035	+23%
Fleet attrition (annualised %)	10.5	12.0	
Fleet invoiced recurring revenues (£'m)	9.4	8.4	+12%
Fleet revenue (£'m)	10.1	9.1	+11%
Fleet subscription base (£'m p.a.) <sup>1</sup>	20.0	17.6	+13%
Fleet subscription base growth (£'m) <sup>2</sup>	1.2	0.7	+71%

1: Calculated at exchange rates applicable at 30 June 2019 and 2018, respectively

2: At interim results, this represents growth in six months; calculated at constant currency rates

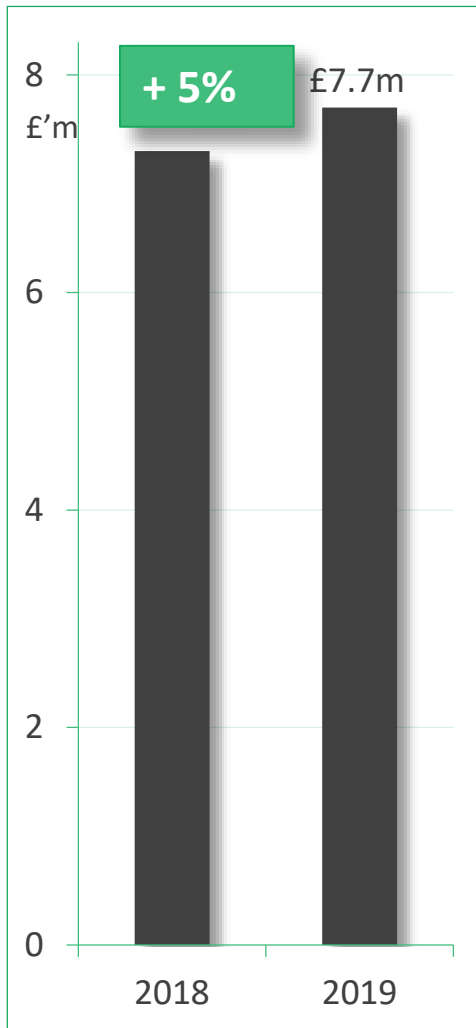
# HY Segmental Analysis

£'m	Customer Acquisition	Fleet Telematics Services	Total Fleet	Insurance	Total Business
Recurring revenue	-	9.4	<b>9.4</b>	-	<b>9.4</b>
Other sales	0.2	0.5	<b>0.7</b>	2.5	<b>3.2</b>
Total revenue	0.2	9.9	<b>10.1</b>	2.5	<b>12.6</b>
Sales & marketing	(2.1)	(0.4)	<b>(2.5)</b>	-	<b>(2.5)</b>
Equipment, installations, carriage	(1.0)	(0.6)	<b>(1.6)</b>	(1.4) <sup>1</sup>	<b>(3.0)</b>
Costs of Service	-	(1.0)	<b>(1.0)</b>	(0.2)	<b>(1.2)</b>
<b>Profit before central fleet costs</b>	<b>(2.9)</b>	<b>7.9</b>	<b>5.0</b>	<b>0.9</b>	<b>5.9</b>
Central fleet costs			<b>(0.4)</b>	-	<b>(0.4)</b>
Segmental profit			<b>4.6</b>	<b>0.9</b>	<b>5.5</b>
Central costs					<b>(2.0)</b>
Adjusted EBITDA					<b>3.5</b>

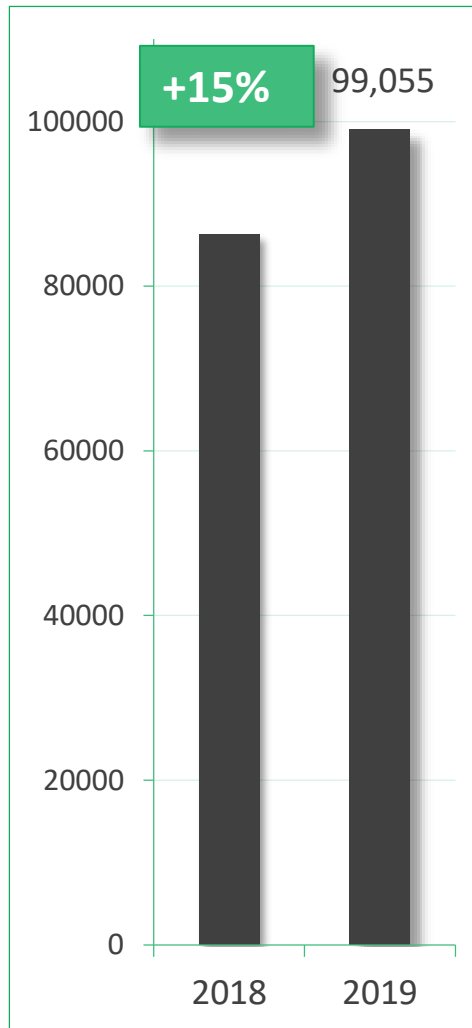
1: Rounded from 1.3 to 1.4 to eliminate rounding differences in casting

	H1 2019	H1 2018	Change
Fleet revenue	10,091	9,132	11%
Insurance revenue	2,461	3,781	(35%)
Total revenue	12,552	12,913	(3%)
Gross profit	7,956	8,456	(6%)
Gross margin	63%	65%	
<b>Operating profit</b>	<b>3,183</b>	<b>3,844</b>	<b>(17%)</b>
Operating margin	25%	30%	
<b>Adjusted EBITDA</b>	<b>3,508</b>	<b>4,061</b>	<b>(14%)</b>
Earnings per share (p)	5.67	6.89	(18%)
<b>Cash generated from operations</b>	<b>3,482</b>	<b>3,318</b>	<b>5%</b>
% Operating profit	109%	86%	

Values stated in £'000s unless otherwise stated



Revenue



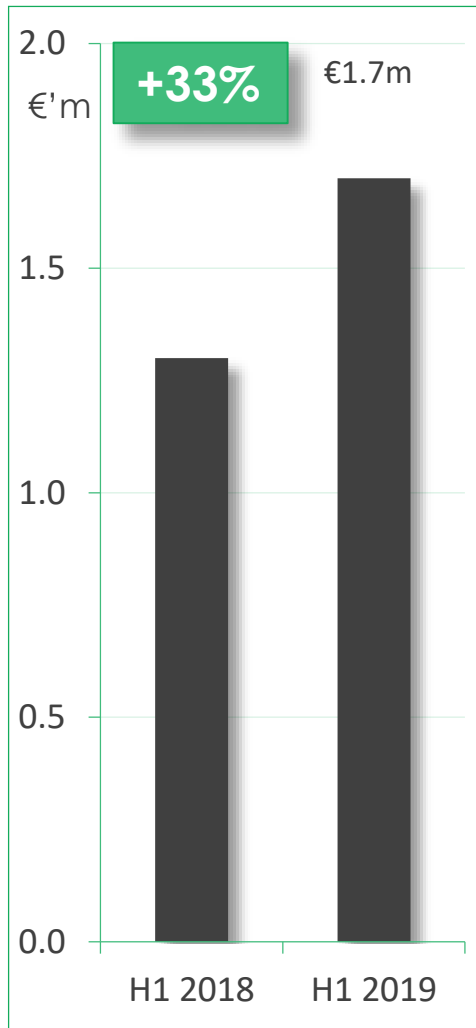
Subscriptions



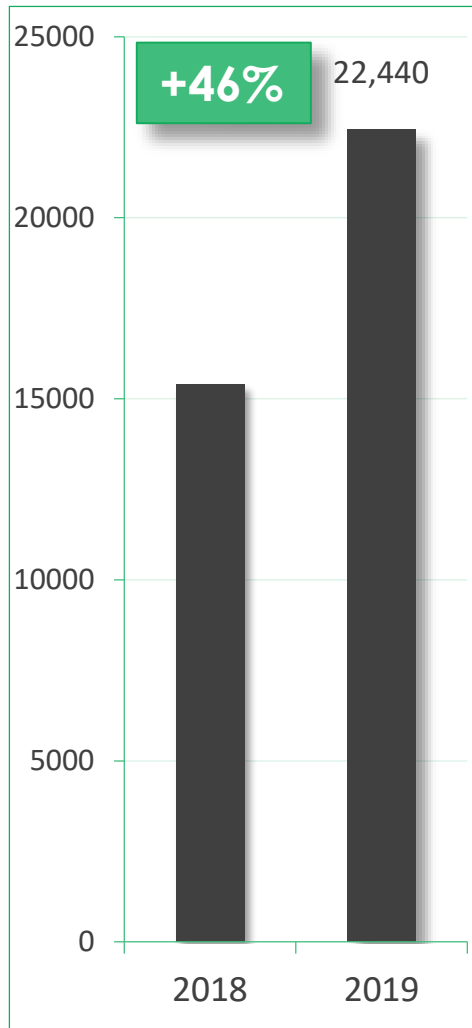
Outstanding performance in new customer and business acquisition

Excellent progress in all sales channels (comparison, telesales, distribution and field)

Significant opportunities to develop our market position further.



Revenue



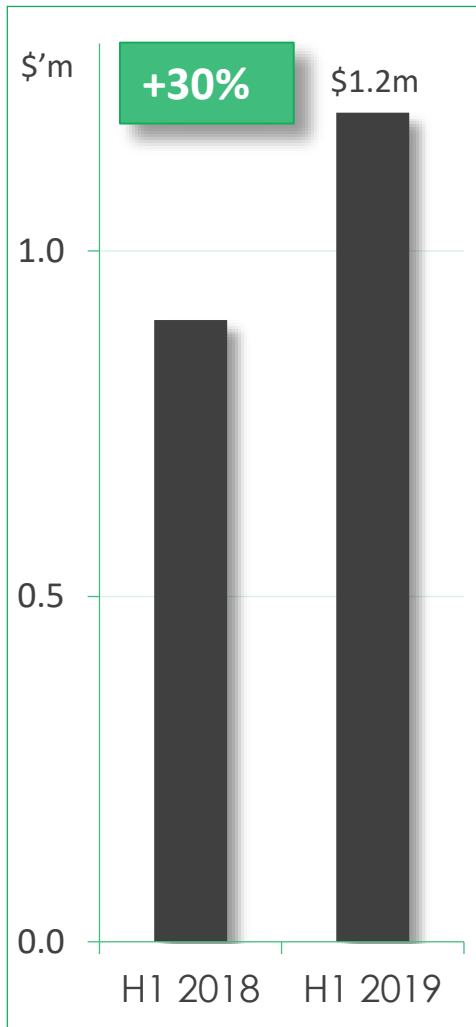
Subscriptions



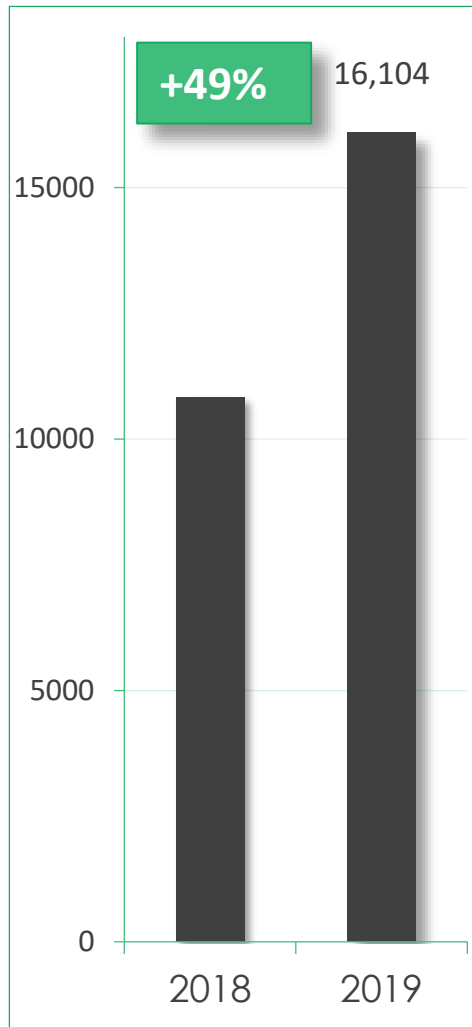
Excellent progress in subscription base, new installations and revenue.

Strong contributions from direct, price comparison and indirect channels

Further investment being made in marketing and sales teams



Revenue



Subscriptions



Excellent progress in the subscription base and revenue

Strong growth in revenues

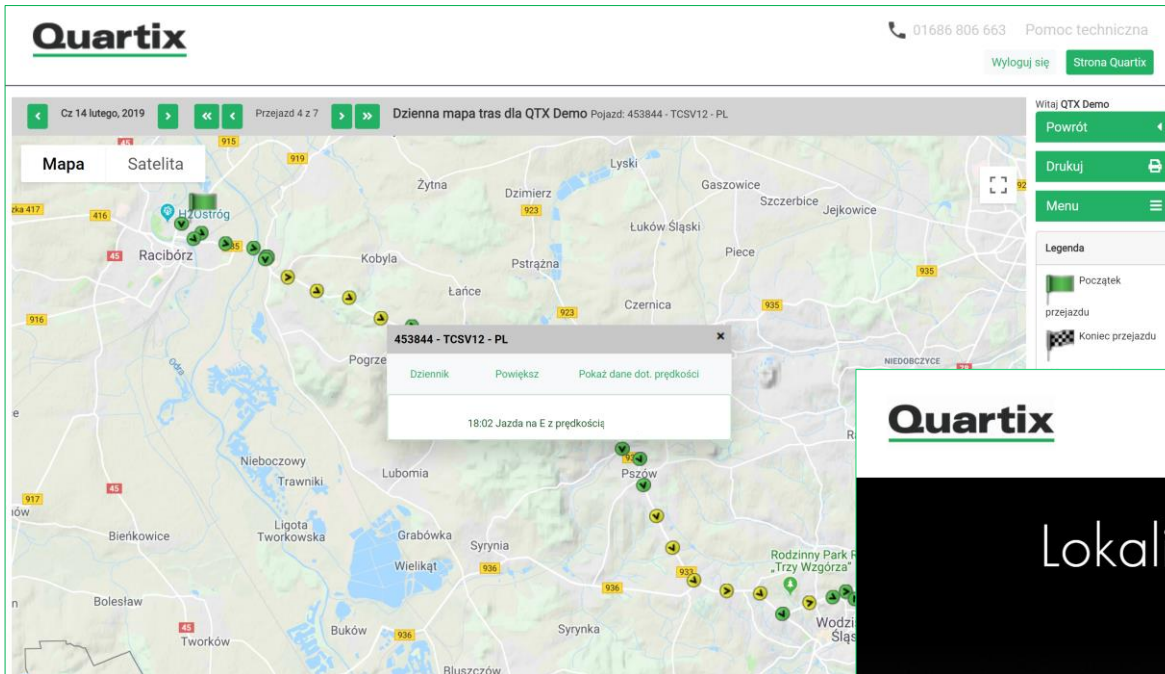
Initial results from development of new distribution channels

Additional sales recruitment at start of 2019



# Fleet Poland/ Spain


**Quartix**




**Quartix** Produkt Więcej Demo Cennik Firma +48 22 116 57 33

Zaloguj się Wersja demo


## Lokalizacja pojazdów w czasie rzeczywistym



Lokalizuj



Analizuj



Oszczędzaj

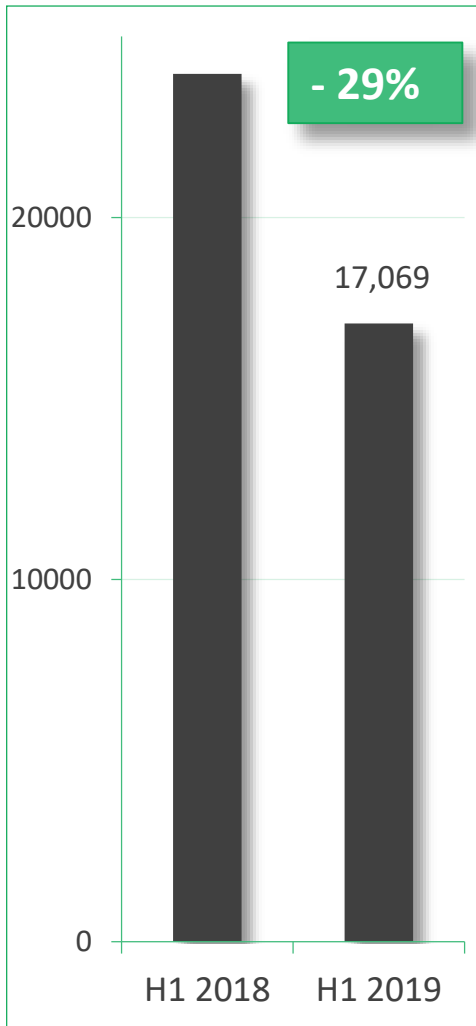
**1 zł dziennie**

Dzierżawa urządzenia w cenie 12-miesięczna umowa Płatność raz na kwartał

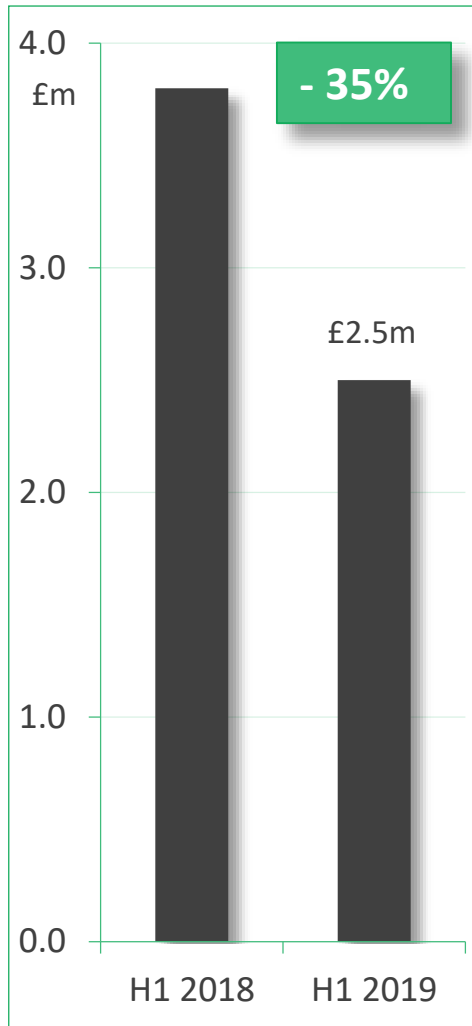
Sales team for Spain and Poland recruited based in Newtown

Website and application launch late February

Recent website releases to provide support for Italy, Ireland and Hispanic customers in USA



Installations



Revenue

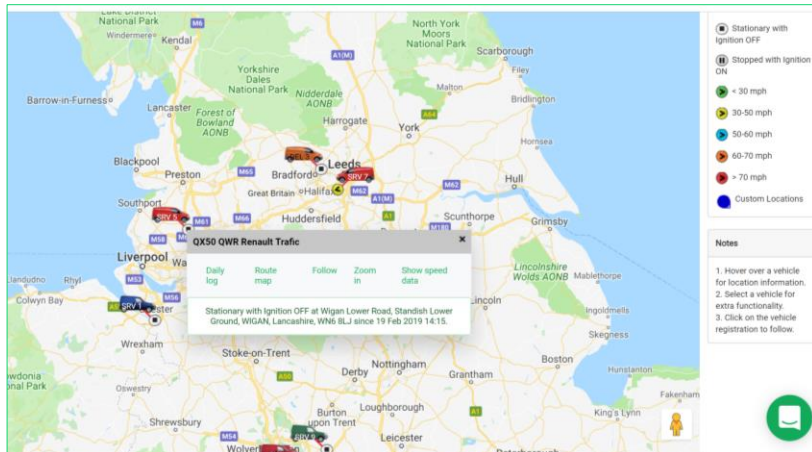
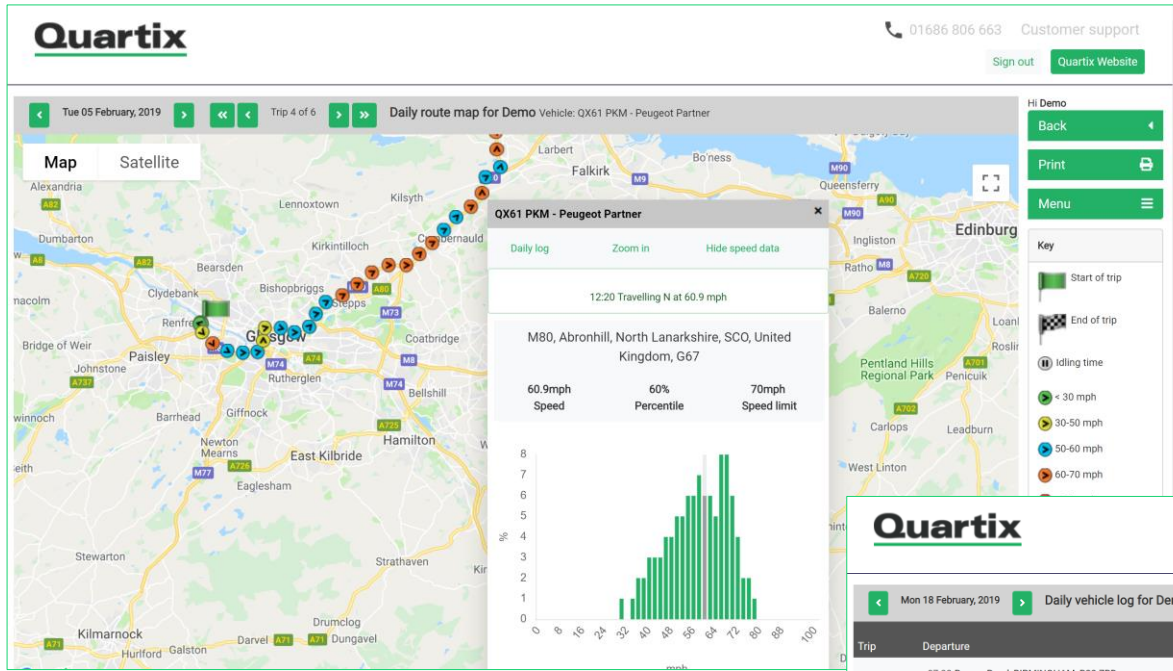


Continued shift from low-margin business resulted in expected reduction in volume

We continue to focus on opportunities where the quality of our service and data delivery are valued

20% of overall revenues, and 17% of segmental contribution before central costs

# “New-look” application



Web and mobile applications updated for release in late 2018

Preparation for new countries, languages and character sets

A strong contributor to growth in new business in 2019



### Plug & Track

The **Quartix Plug & Track** is a self-install option for GPS tracking for cars and vans. It easily plugs into the standard 12v diagnostic port, and in minutes you will be able to access all your telematics data.

The Plug & Track solution will provide a simple way to monitor vehicles, driver timesheets, route taken and driver behaviour analysis.



#### Key benefits

- No installation appointment required
- Easy to change the vehicles used for tracking
- Compatible with most cars and vans
- Supported by internal battery
- Quick and easy over-the-air (OTA) firmware and support upgrades
- Lots of storage space: up to 500 trip events
- Low battery warning alerts
- Tamper detection alerts when:
  - Device is plugged in
  - Device is unplugged
  - Vehicle is moving with ignition off

#### Examples of use

The Quartix Plug and Track installation option is ideal where hardwired solutions are not feasible due to a requirement to move the tracking unit from one vehicle to another. Examples where this would benefit your business:

- Temporary sub-contractors
- Vehicle replacements
- Leased / rented vehicles



### Une solution souple

Il est très facile de transférer soi-même les boîtiers Quartix Connect & Track d'un véhicule à un autre, ce qui en fait le choix idéal pour les prestataires intérimaires et les véhicules en location.

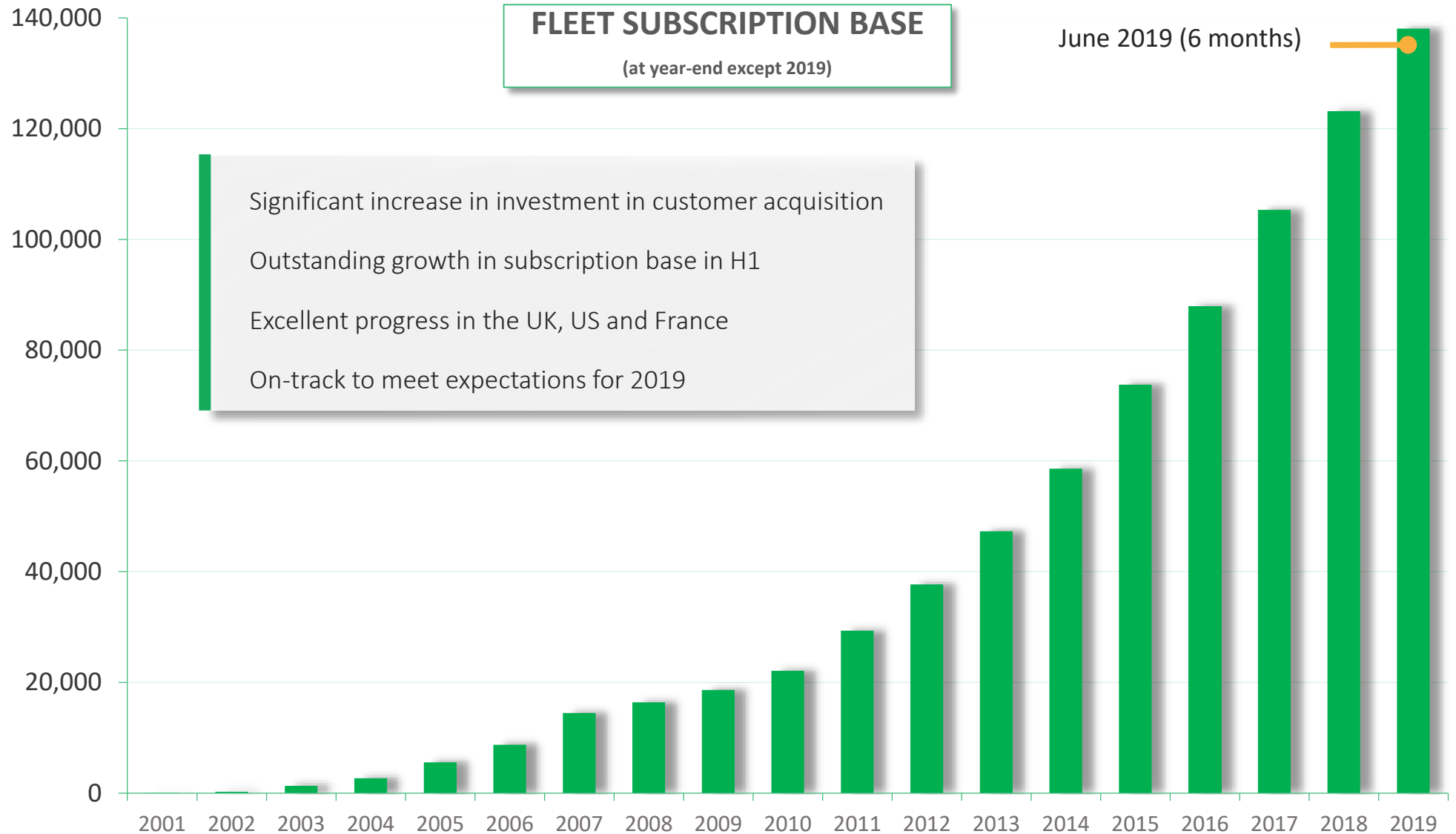
### Avantages & bénéfices

- ✓ Pas de coût d'installation
- ✓ Boîtier dissimulé à l'abri des regards
- ✓ Transferts faciles
- ✓ Mises à jour automatiques
- ✓ Sauvegarde zones blanches (500 trajets)
- ✓ Alertes de déconnexion

User-install products are available in each of our markets: UK, Ireland, France, USA, Poland, Spain and Italy

36% of unit shipments in H1 2019

Next generation 4G tracking system received full approval level in USA



# Quartix

Real-Time Vehicle Tracking

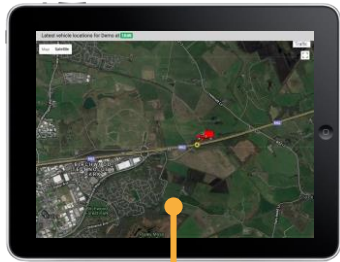
## Increased productivity and reduced risk

### Fleet customers use our software to:

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

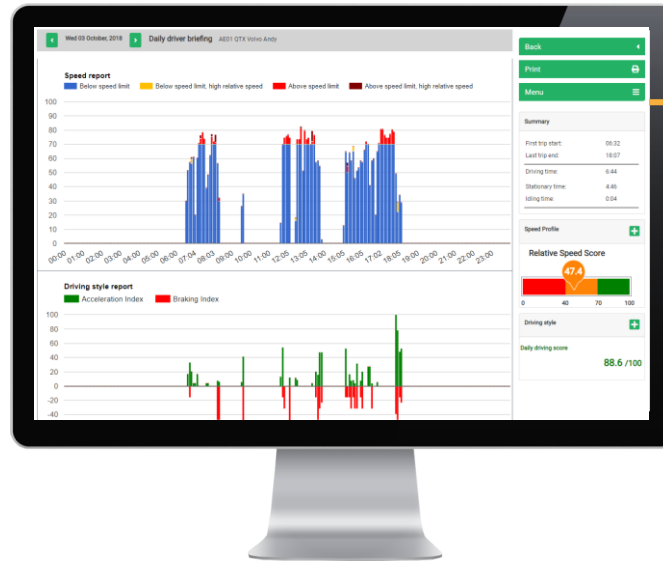
### Insurers use our data and alerts to:

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



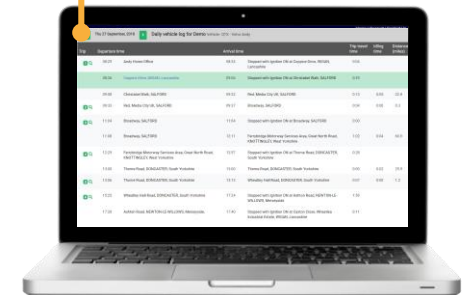
Locating employees

Managing a mobile workforce



Assessing driving style and risk

Monitoring timesheets



>500,000 systems installed since 2001



## A UK LEADER

145,000 vehicles currently tracked in the UK:

- 46,526 across 8 insurance companies
- 99,055 across 9,431 UK fleet clients

5,299 fleet clients in France and USA

121 clients in Ireland, Poland, Spain

38,544 vehicles tracked in France and USA

482 vehicles tracked in Ireland, Poland, Spain

## 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

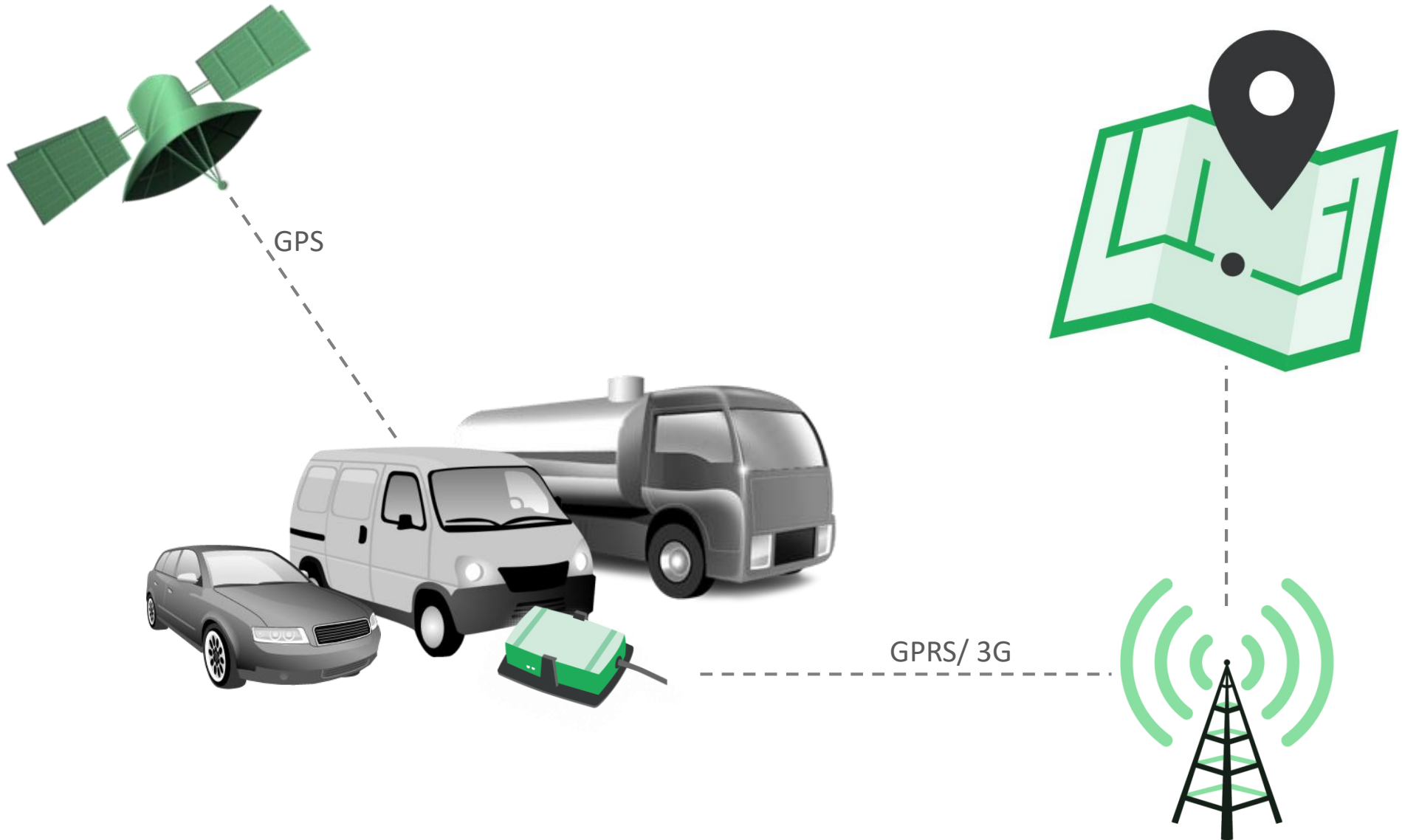
- Excellent service
- Great relationships
- Simplicity

### INVESTMENT IN THE FUTURE

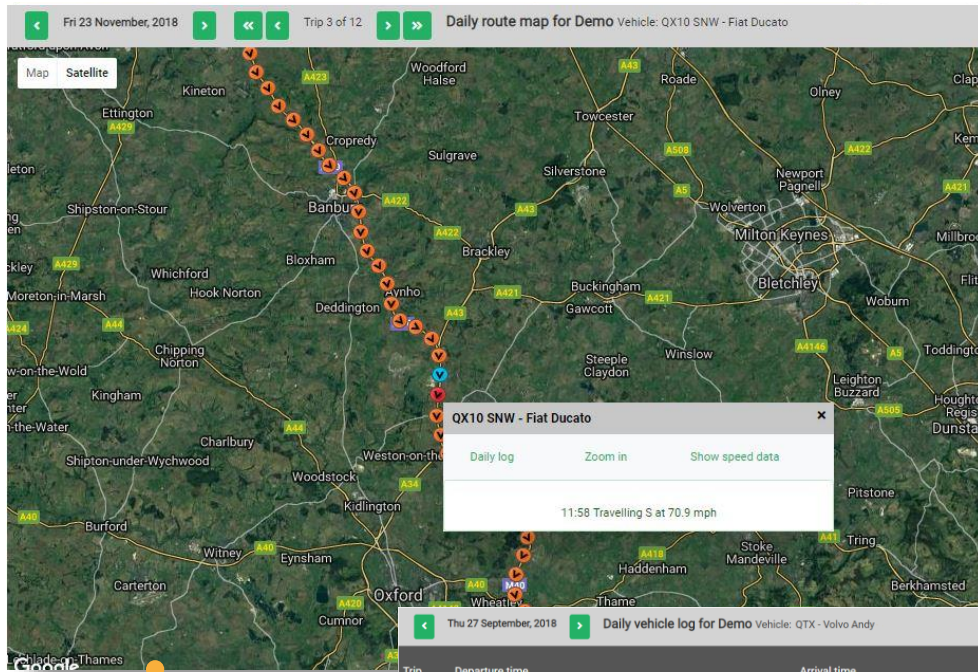
We have the financial strength and expertise to invest in the software tools, reporting capability and service that our customers need.

## 5 key elements

- **Market development:** UK, USA, France and the rest of Europe
- **Cost per unit leadership:** doing more with what we have, right across the business
- **Continuous enhancement to our core software and telematics products:** focusing on the needs of SME customers in the service sector
- **Great service:** providing excellent support for our customers, increasingly through automation and self-service
- **Standardisation:** using the same approach to market strategy, process and product across all regions

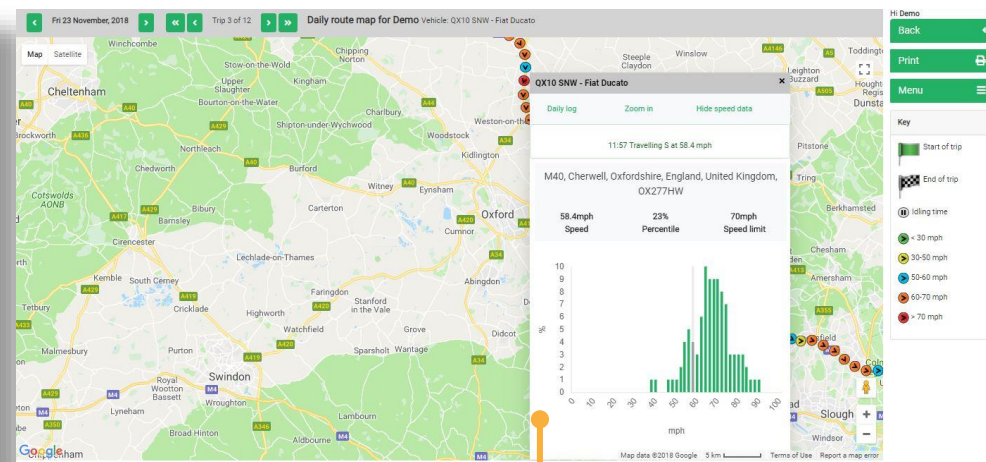


# Real-time tracking



## LIVE TRACKING

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



## ROUTE MAPS

Available online with timing, speed and speed distribution information

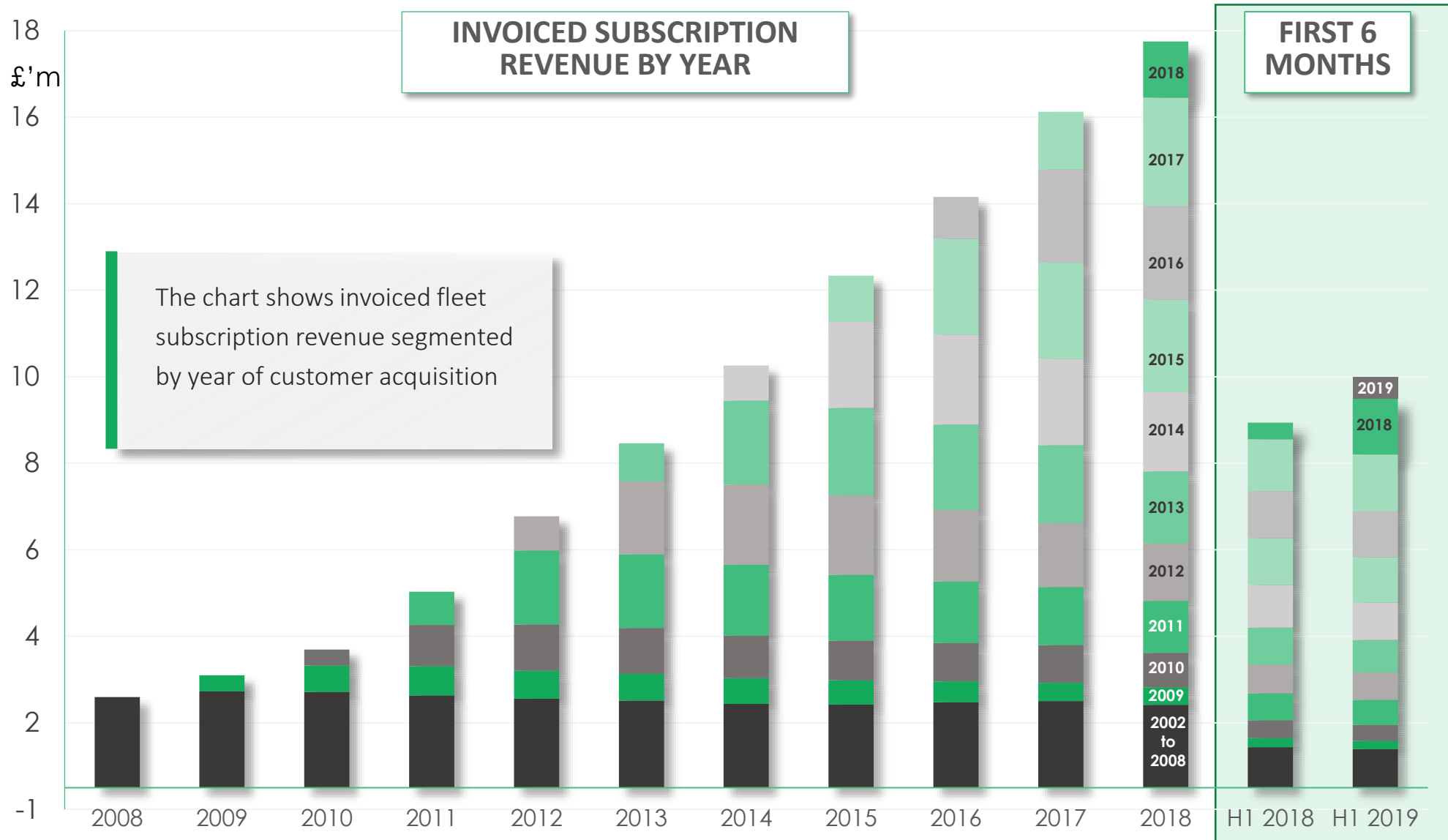
Trip	Departure time	Arrival time	Trip travel time	Idling time	Distance (miles)	Avg speed (mph)
1	08:29	08:34	0:04			
	08:36	09:06	0:29			
	09:08	09:22	0:13	0:05	22.8	25.7
2	09:33	09:37	0:04	0:00	0.3	4.4
3	11:04	11:04	0:00			
	11:08	12:11	1:02	0:04	60.9	54.5
4	12:29	12:57	0:28			
	13:00	13:00	0:00	0:02	25.9	49.2
5	13:06	13:13	0:07	0:00	1.2	10.0
6	15:25	17:24	1:59			
	17:28	17:40	0:11			

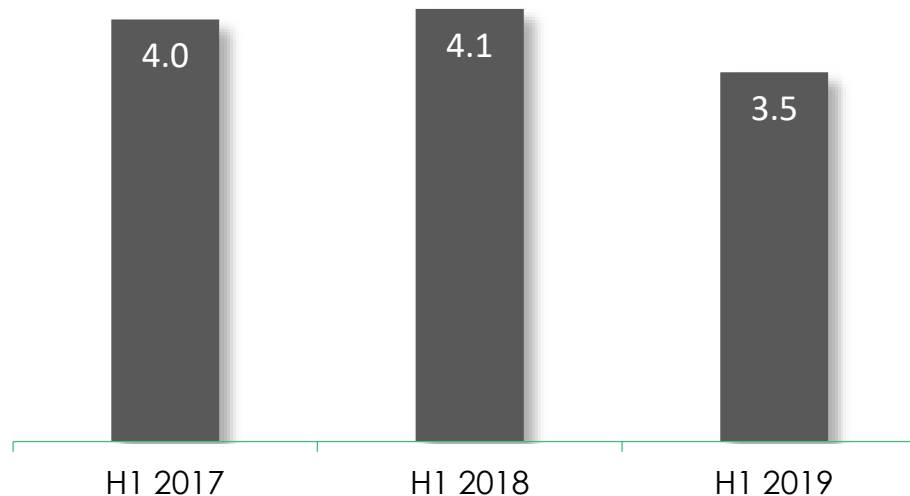
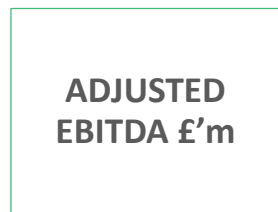
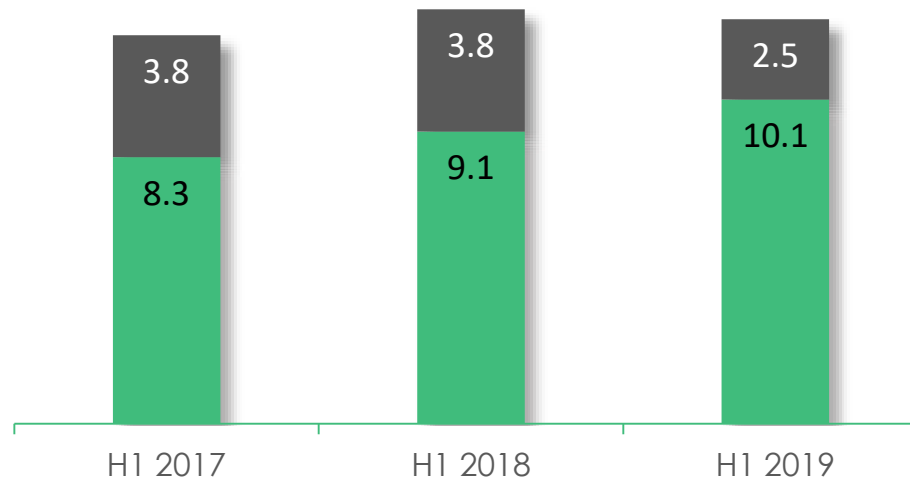
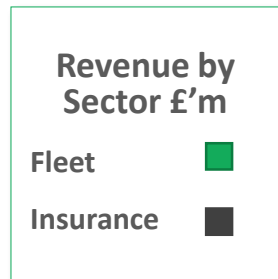
## TIMESHEETS

Available online or delivered by email in HTML or Excel format



# Recurring Revenue





## Additional £1m Investment in Fleet

### NEW INSTALLATIONS

48% growth in new installations. Costs written off during the period

### SALES RESOURCE

Significant investment in sales resource

### MARKETING

16% increase in marketing investment

### NEW MARKETS

Spain, Poland, US Hispanic, Ireland, Germany, Italy

# Quartix

Real-Time Vehicle Tracking