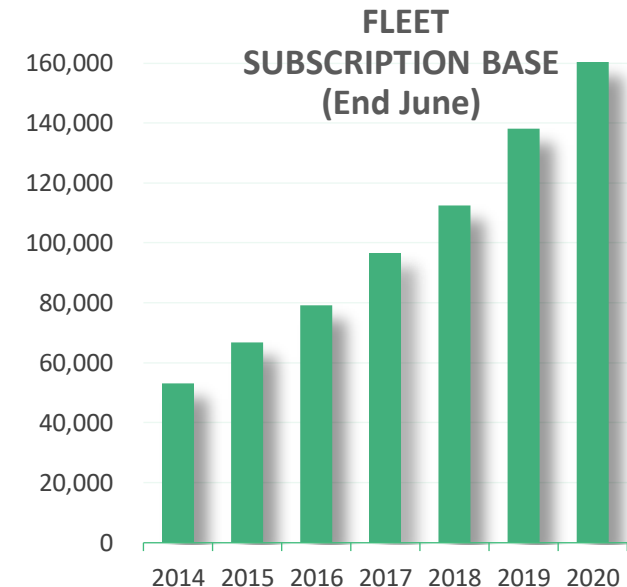
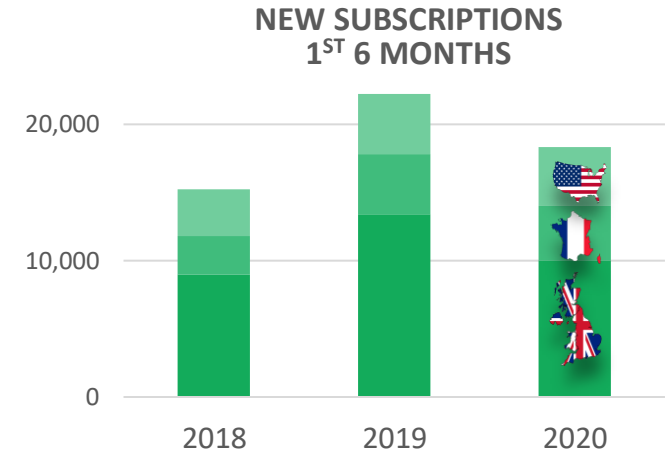


Quartix

Real-Time Vehicle Tracking

Good progress in subscription base

- Strong start to year: new installations 30% ahead of last year at end of February
- Severe contraction in all markets from mid-March to April resulted in new subscriptions in H1 reducing by 14% to 19,454 units (2019: 22,505)
- Month-on-month growth since April, with good prospects for H2
- Fleet subscription base reached 160,000 vehicles, up by 16% over 12 months, continuing the strong growth trend since IPO in 2014 (CAGR over 6 years = 20%)
- Generated free cash flow of £3.2m, interim dividend of 2.5p plus supplementary payment of 0.87p
- On track for financial expectations for the year



	H1 2020	H1 2019	Change
Fleet subscriptions (new units)	19,454	22,505	-14%
Fleet subscription base (units)	160,648	138,081	+16%
Fleet customer base	17,652	14,851	+19%
Fleet attrition (annualised %)	12.2	10.5	
Fleet invoiced recurring revenues (£'m)	10.2	9.4	+9%
Fleet revenue (£'m)	10.8	10.1	+7%
Annualised Recurring Revenue (ARR) (£'m) ¹	21.5	20.0	+8%
Fleet subscription base growth (£'m) ²	0.6	1.2	-48%

1: Calculated at exchange rates applicable at 30 June 2020 and 2019, respectively

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

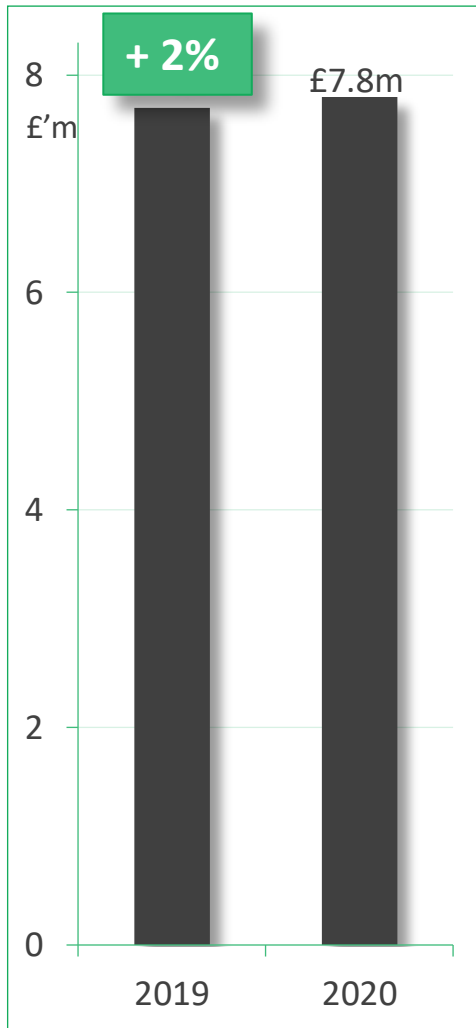
HY Segmental Analysis

£'m	Customer Acquisition	Fleet Telematics Services	Total Fleet	Insurance	Total Business
Recurring revenue	-	10.2	10.2	-	10.2
Other sales	0.1	0.5	0.6	2.3	2.9
Total revenue	0.1	10.7	10.8	2.3	13.1
Sales & marketing	(2.6)	(0.4)	(3.0)	-	(3.0)
Equipment, installations, carriage	(0.7) ¹	(0.5)	(1.2)	(0.8)	(2.0)
Costs of Service	-	(1.1)	(1.1)	(0.2)	(1.3)
Profit before central fleet costs	(3.2)	8.7	5.5	1.3	6.8
Central fleet costs			(0.4)	-	(0.4)
Segmental profit			5.1	1.3	6.4
Central costs					(1.8)
Adjusted EBITDA					4.6

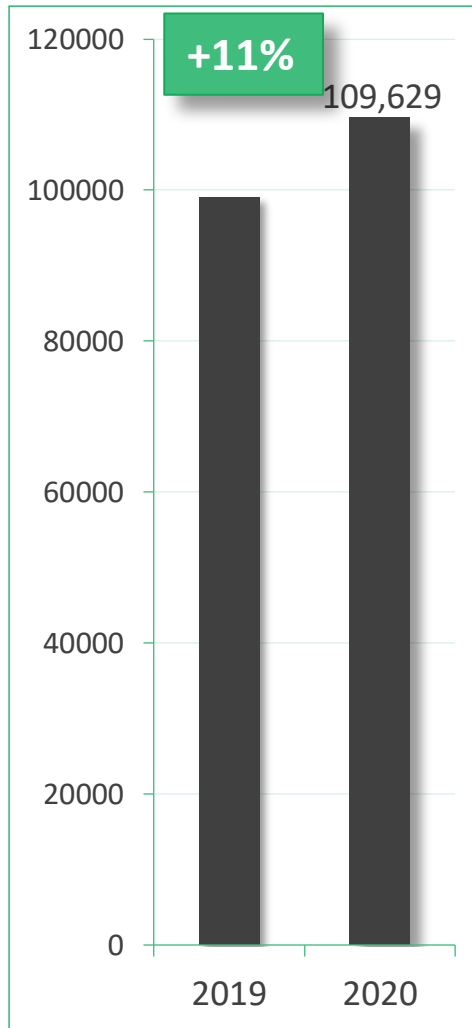
1: Rounded from 0.8 to 0.7 to eliminate rounding differences in casting

	H1 2020	H1 2019(restated)	Change
Fleet revenue	10,841	10,091	7%
Insurance revenue	2,257	2,461	(8%)
Total revenue	13,098	12,552	4%
Gross profit	9,590	8,103	18%
<i>Gross margin</i>	73%	65%	
Operating profit	4,318	3,349	29%
<i>Operating margin</i>	33%	27%	
Adjusted EBITDA	4,606	3,674	25%
Earnings per share (p)	7.52	5.95	26%
Cash generated from operations	3,698	3,482	6%
<i>% Operating profit</i>	86%	104%	

Values stated in £'000s unless otherwise stated.



Revenue



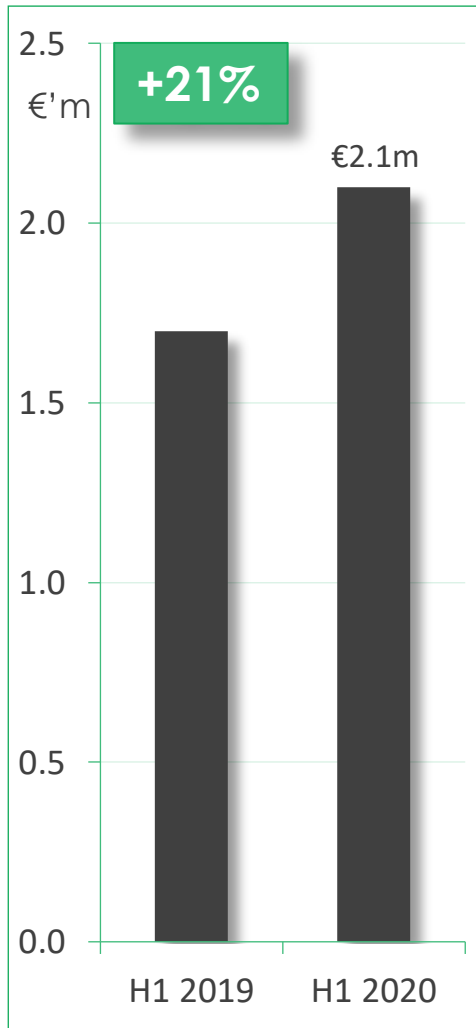
Subscriptions



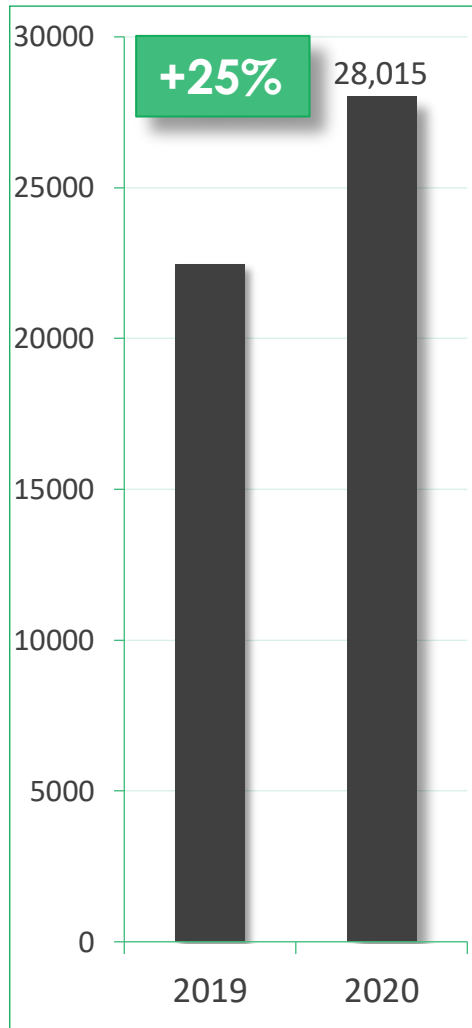
UK was hardest hit of all of our territories, with main shortfall in larger orders and distribution

Good prospects for H2

Telephone sales efficiency improved through new processes and automated reporting of activity and KPIs



Revenue



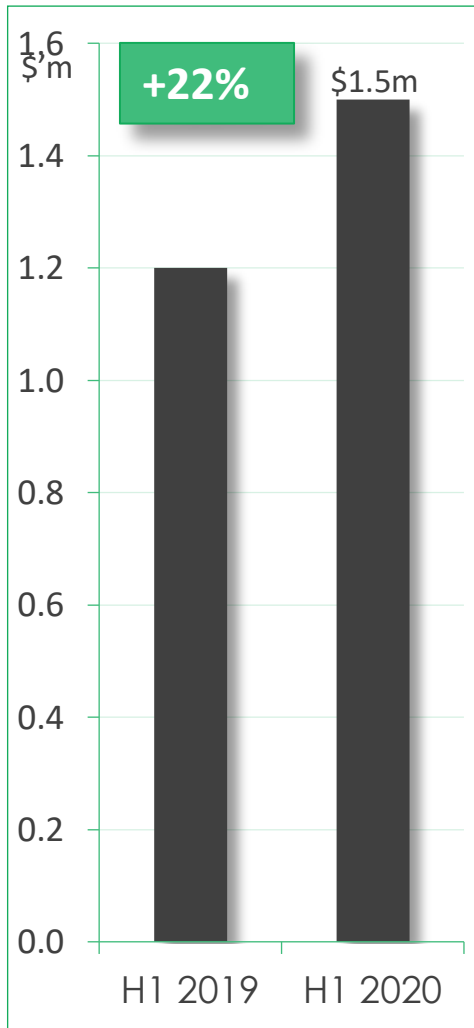
Subscriptions



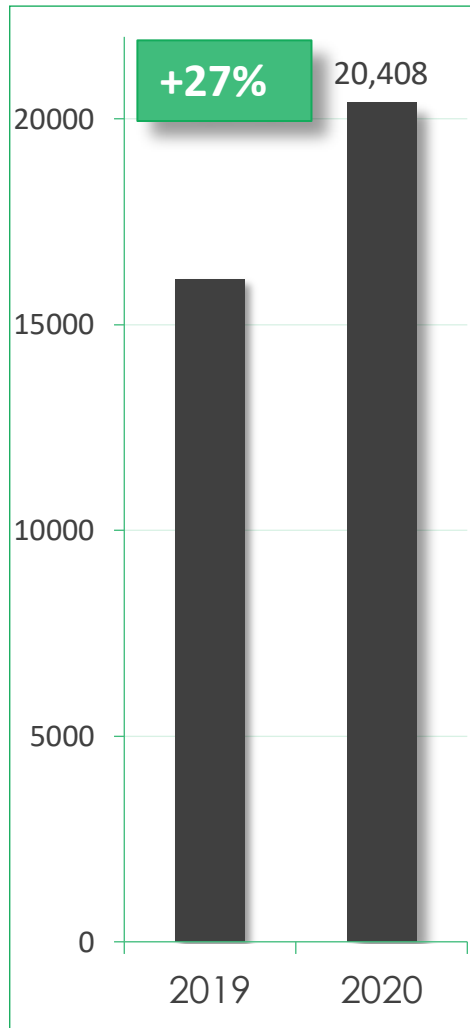
Excellent progress in subscription base and revenue.

New installations grew strongly in H1, and have since resumed growth in June

Further investment being made in marketing and each sales channel



Revenue



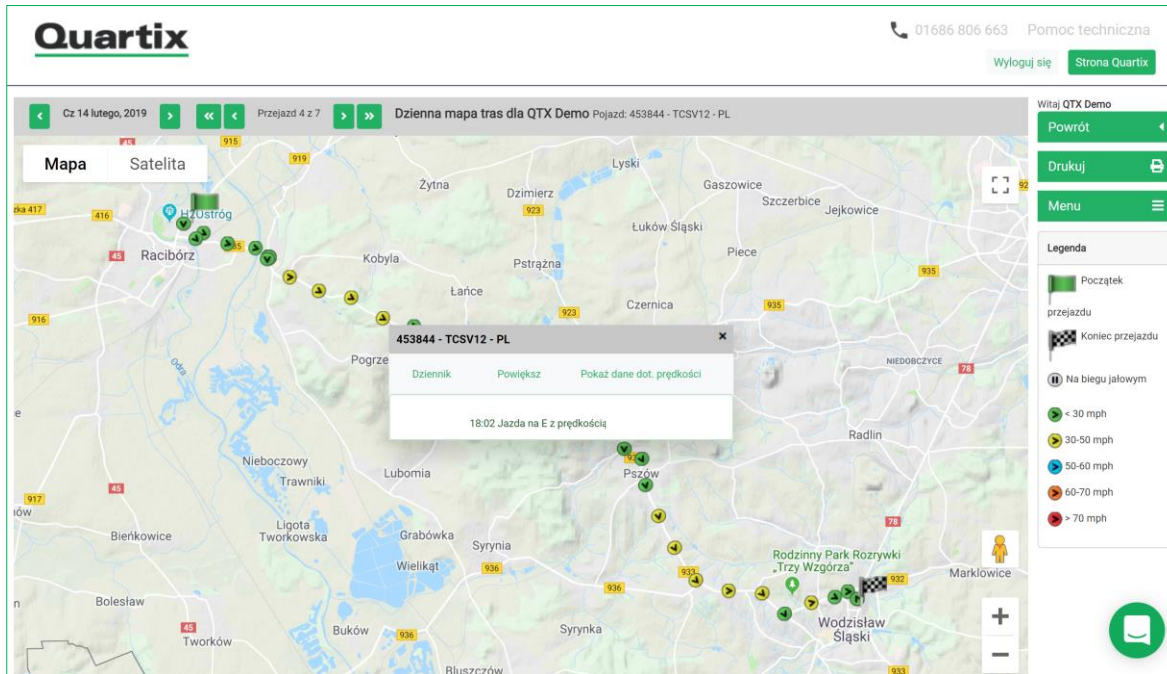
Subscriptions



Excellent progress in the subscription base and revenue

Installations broadly equivalent to H1 2019 but 27% ahead of H2 2019

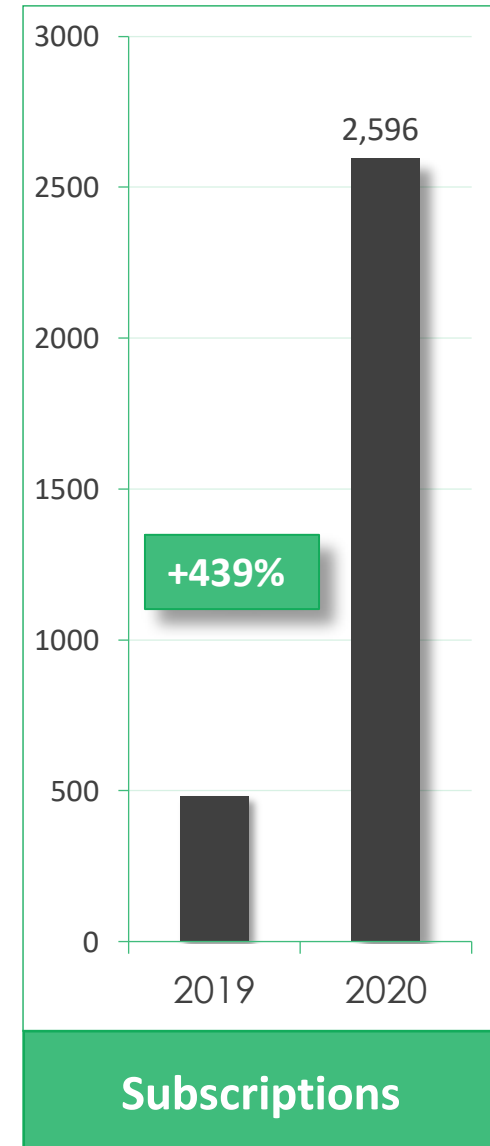
New distribution channels beginning to show results

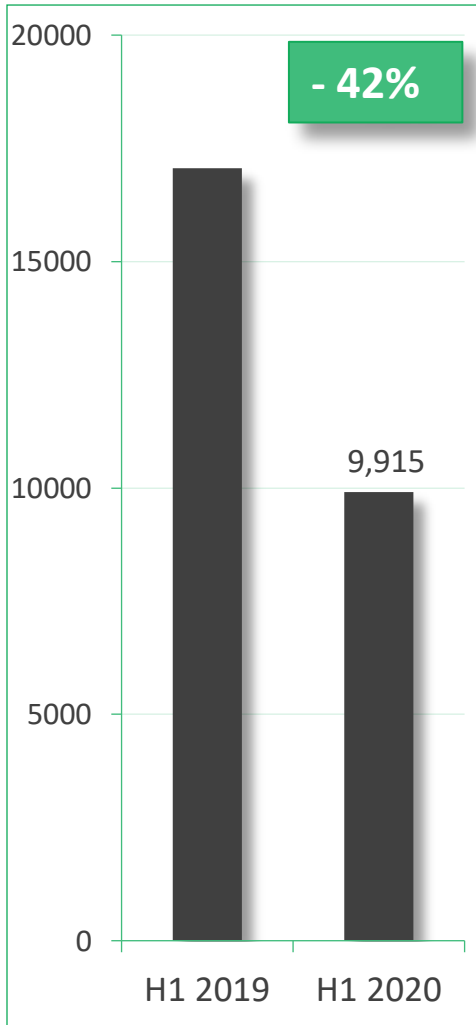


New subscriptions in Italy, Spain, Poland and Germany quadrupled in H1 2020 to 1,229 units (2019: 315)

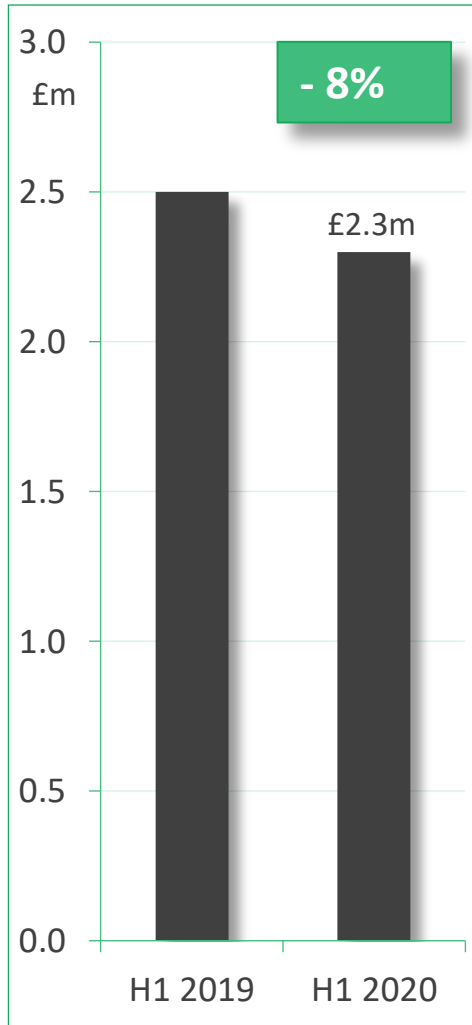
Subscription base now over 2,500 units

Spain and Italy showing strong potential and more investment is planned





Installations



Revenue

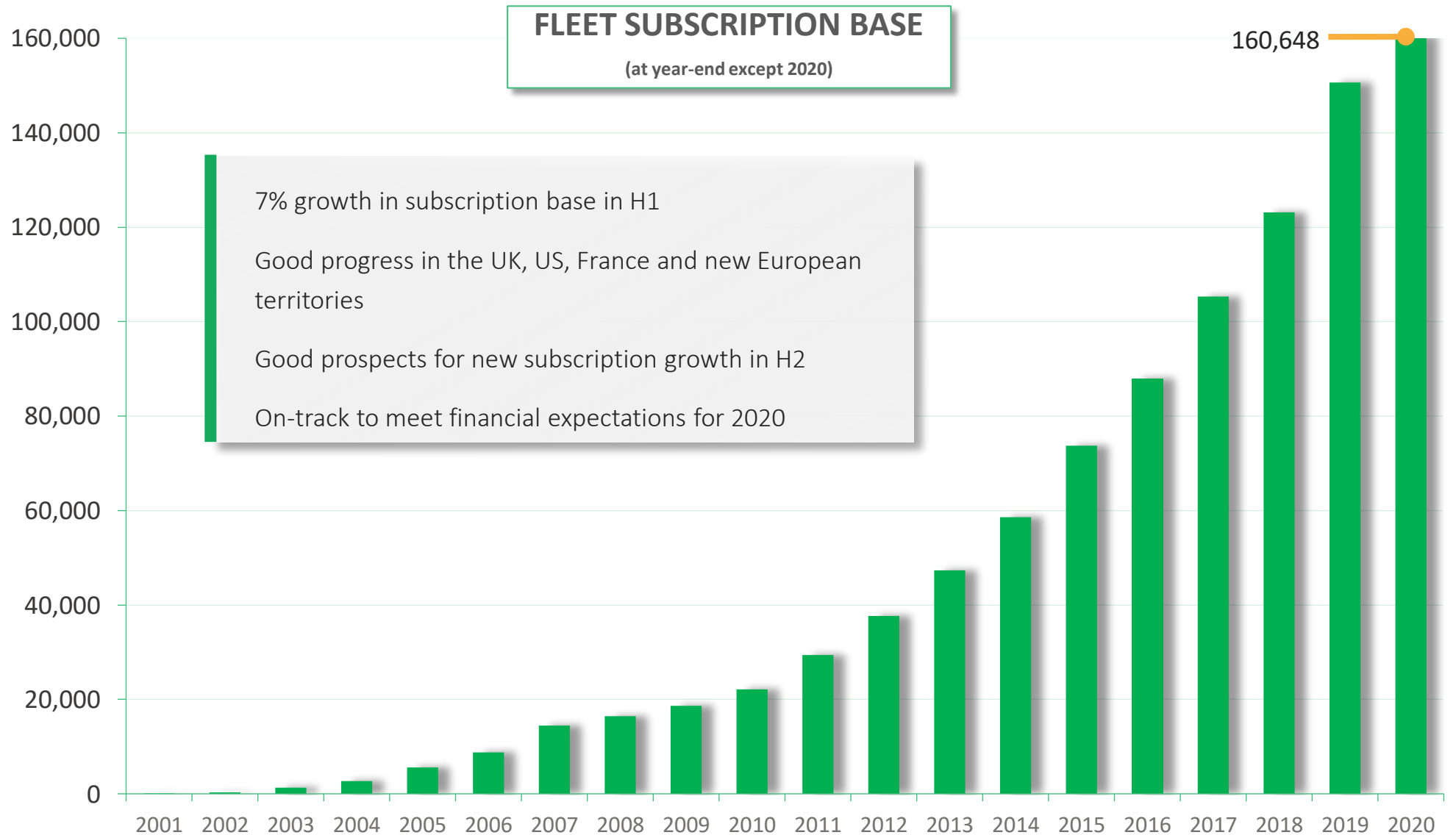


Continued shift from low-margin business resulted in expected reduction in volume

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

New self-install product introduced with direct insurance customers

Subscription base growth



Quartix

Real-Time Vehicle Tracking

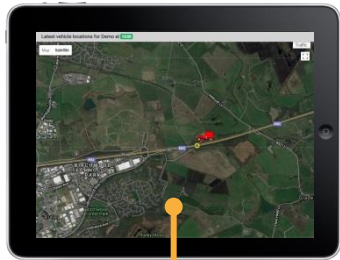
Increased productivity and reduced risk

Fleet customers use our software to:

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

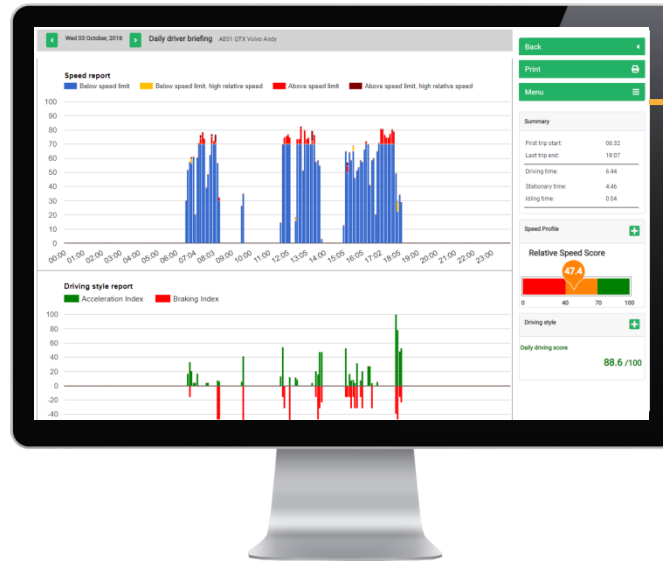
Insurers use our data and alerts to:

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



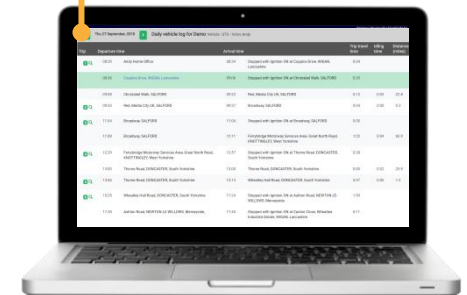
Locating employees

Managing a mobile workforce



Assessing driving style and risk

Monitoring timesheets



>500,000 systems installed since 2001



A UK LEADER

144,277 vehicles currently tracked in the UK:

- 34,648 across 8 insurance companies
- 109,629 across 10,216 UK fleet clients

6,813 fleet clients in France and USA

623 clients in Poland, Spain, Germany and Italy

48,423 vehicles tracked in France and USA

2,596 vehicles tracked in Poland, Spain, Germany and Italy

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

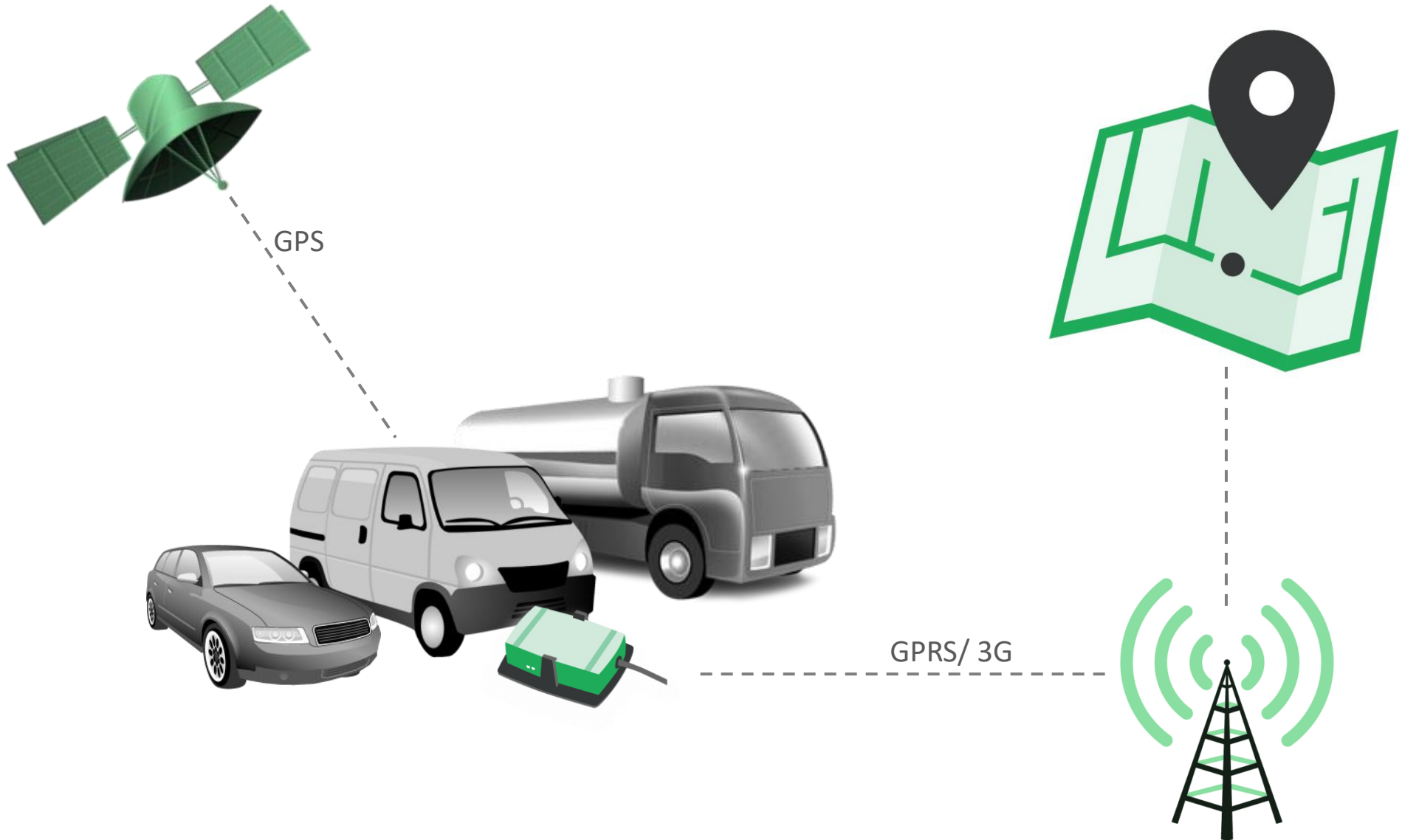
- Excellent service
- Great relationships
- Simplicity

INVESTMENT IN THE FUTURE

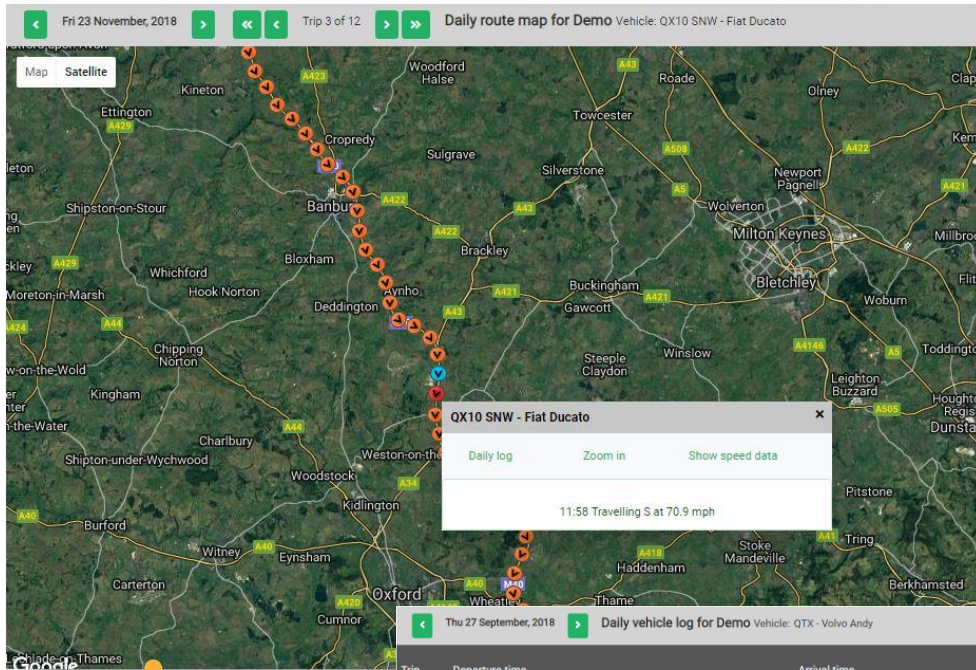
We have the financial strength and expertise to invest in the software tools, reporting capability and service that our customers need.

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



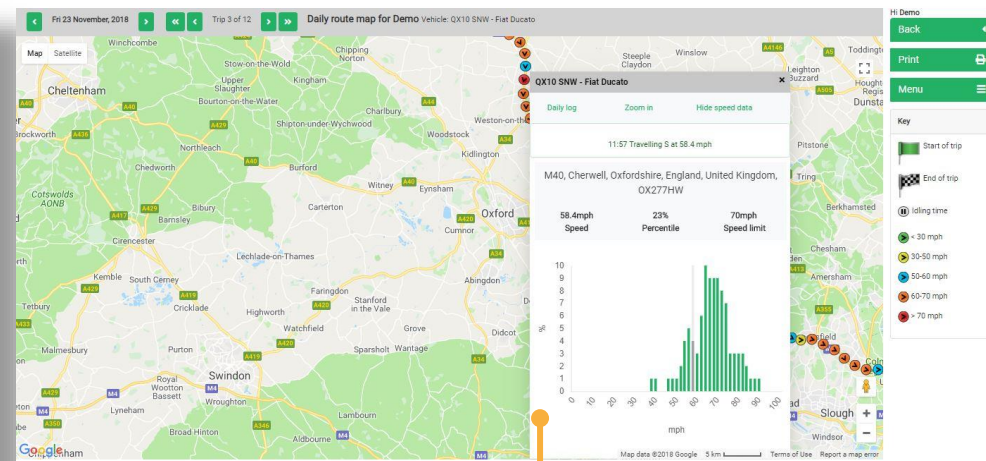
Real-time tracking



LIVE TRACKING

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

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			



ROUTE MAPS

Available online with timing, speed and speed distribution information

TIMESHEETS

Available online or delivered by email in HTML or Excel format

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

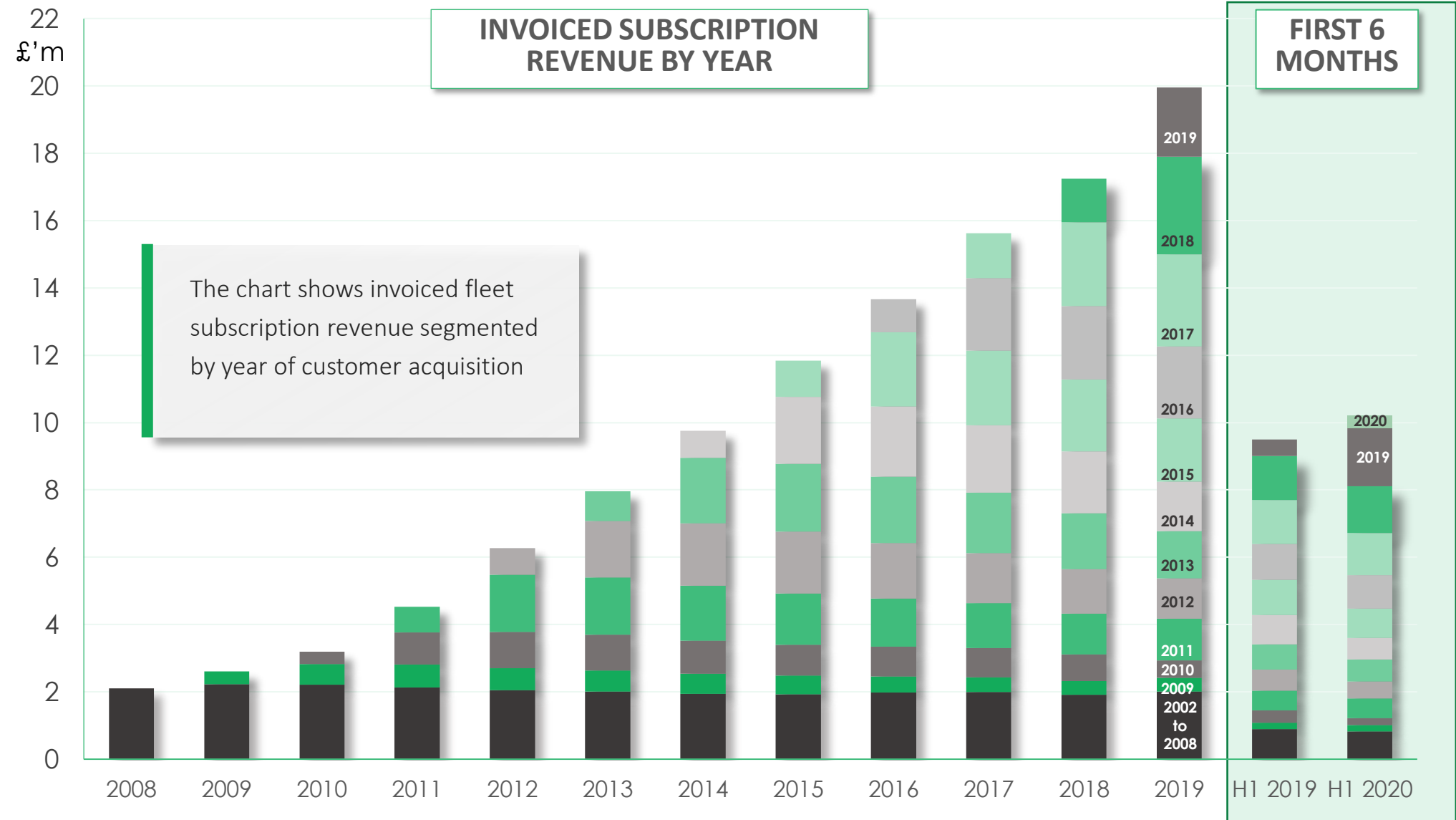
- ✓ Pas de coût d'installation
- ✓ Boîtier dissimulé à l'abri des regards
- ✓ Transferts faciles
- ✓ Mises à jour automatiques
- ✓ Sauvegarde zones blanches (500 trajets)
- ✓ Alertes de déconnexion

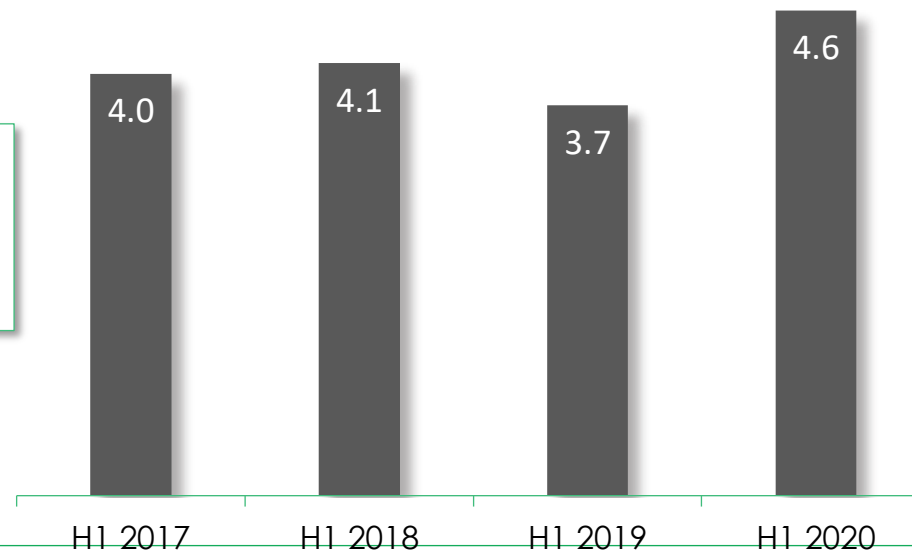
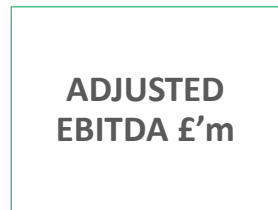
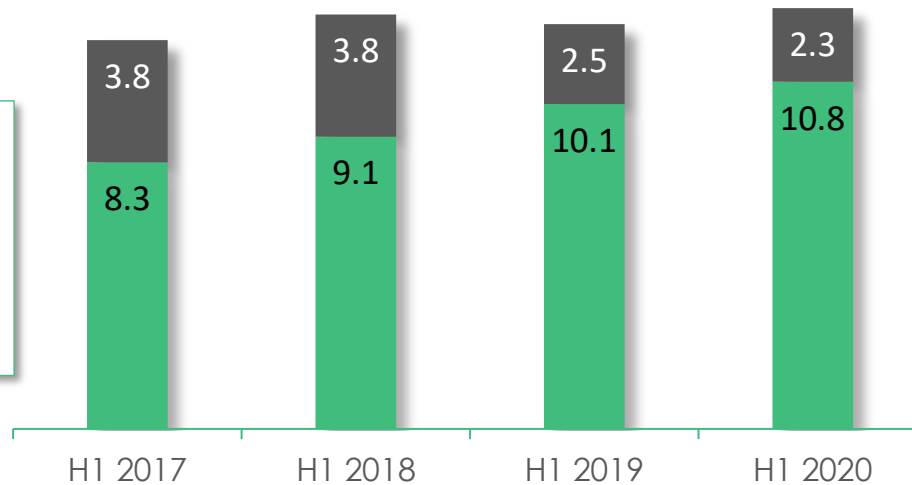
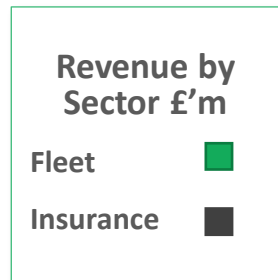
User-install products are available in each of our markets: UK, Ireland, France, USA, Poland, Spain and Italy

Approx. 60% of fleet shipments in H1 2020

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

Recurring Revenue





Additional £0.5m Investment in Fleet

NEW INSTALLATIONS

More than 19,000 new subscriptions, despite impact of COVID-19.

Costs written off during the period.

SALES RESOURCE

Significant investment in sales resource

MARKETING

47% increase in marketing investment

NEW MARKETS

Spain, Poland, US Hispanic, Ireland, Germany, Italy showing good progress

Quartix

Real-Time Vehicle Tracking