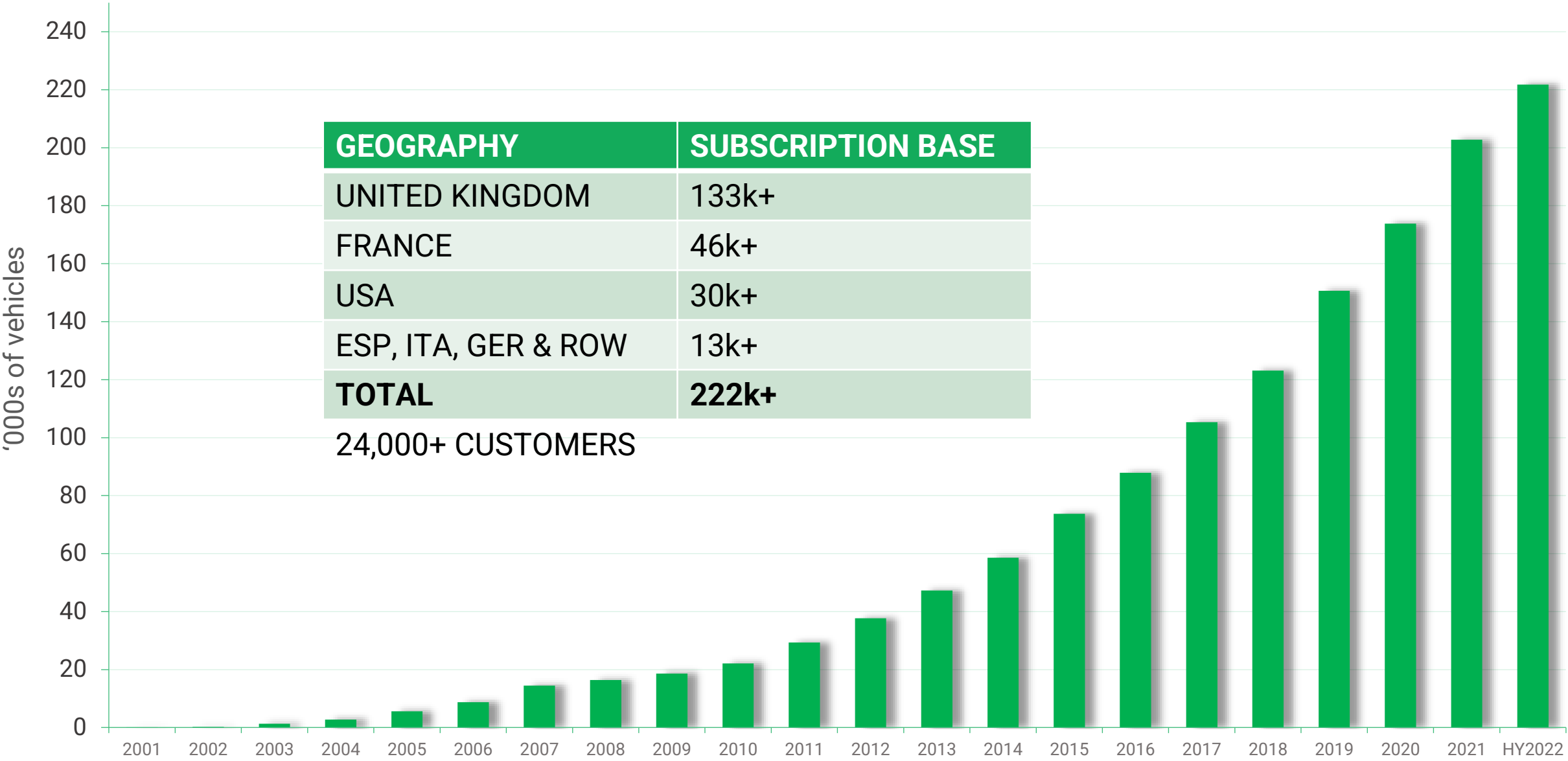




Fleet Visibility Solved



GEOGRAPHY	SUBSCRIPTION BASE
UNITED KINGDOM	133k+
FRANCE	46k+
USA	30k+
ESP, ITA, GER & ROW	13k+
<b>TOTAL</b>	<b>222k+</b>

24,000+ CUSTOMERS





Cloud based platform



Business insights



Resolve high-risk behaviours



100% visibility



Real time resource allocation



Enhanced green credentials

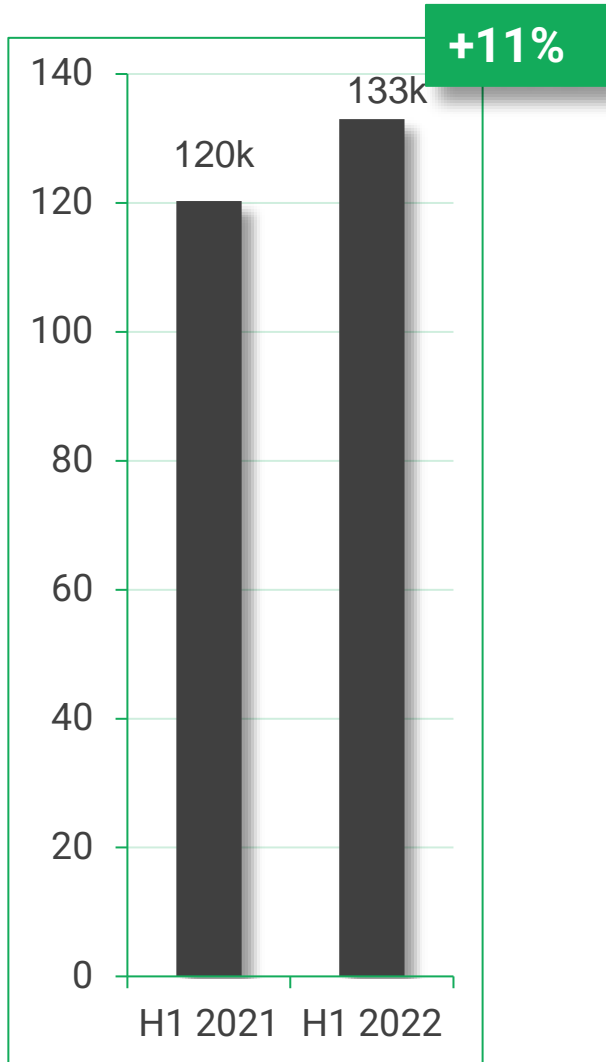
	H1 2022	H1 2021	Change
Total revenue	13,333	12,493	6.7%
Gross profit	9,478	8,632	9.8%
<i>Gross margin</i>	71.1 %	69.1 %	
<b>Operating profit</b>	<b>2,409</b>	<b>2,052</b>	<b>17.4%</b>
<i>Operating margin</i>	18.1%	16.4 %	
<b>Adjusted EBITDA</b>	<b>2,495</b>	<b>2,667</b>	<b>-6.4%</b>
Earnings per share (p)	4.20	3.70	13.5%
<b>Cash generated from operations</b>	<b>1,947</b>	<b>1,845</b>	<b>5.5%</b>
<i>% Operating profit</i>	80.8 %	89.9 %	

	H1 2022	H1 2021	CHANGE
Fleet subscriptions (new units)	32,085	25,493	25.9%
Annualised Recurring Revenue (ARR) (£'m)	26.0	23.4	11.3% <sup>1</sup>
Fleet subscription base (units)	221,800	188,155	17.9%
Fleet customer base	24,408	20,698	17.9%
Fleet attrition (annualised %)	11.6	12.3	
Price erosion (%) <sup>2</sup>	5.6	6.5	

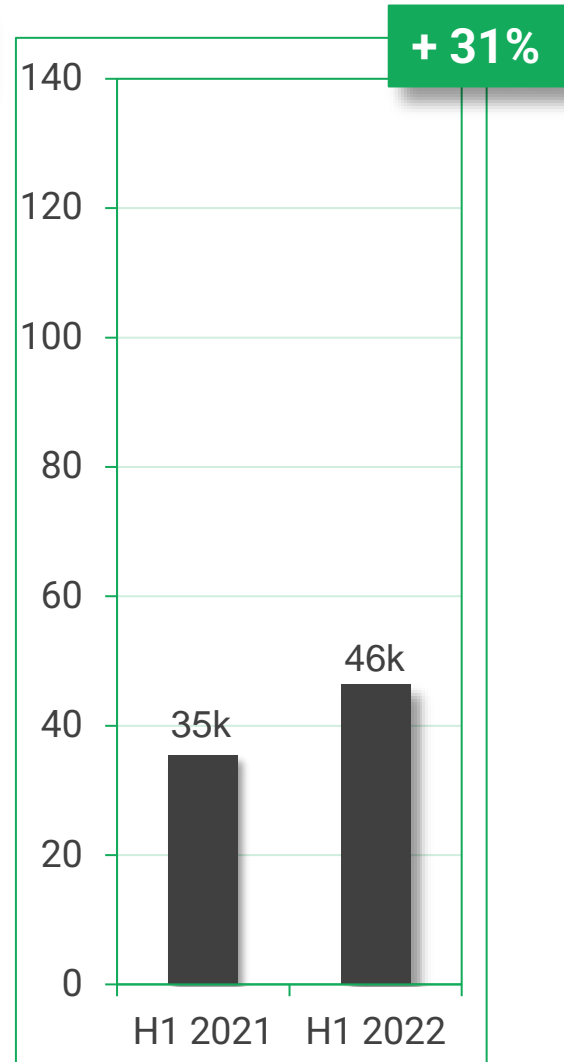
1: Annualised data services revenue for the subscription base at 30 June, before deferred revenue, including revenue for units waiting to be installed for which subscription payments have already started or are committed, with comparative June 2021 measured at a constant exchange rate.

2: The decrease in average subscription price of the base expressed as a percentage of the average subscription price at June 2021, all measured at a constant exchange rate

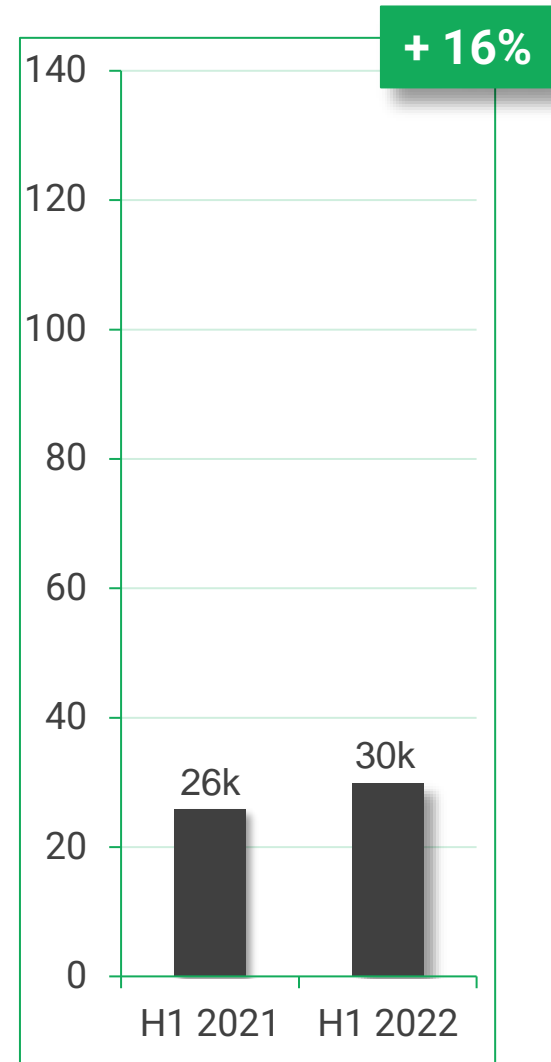
# Subscription Base Increased Across All Geographies



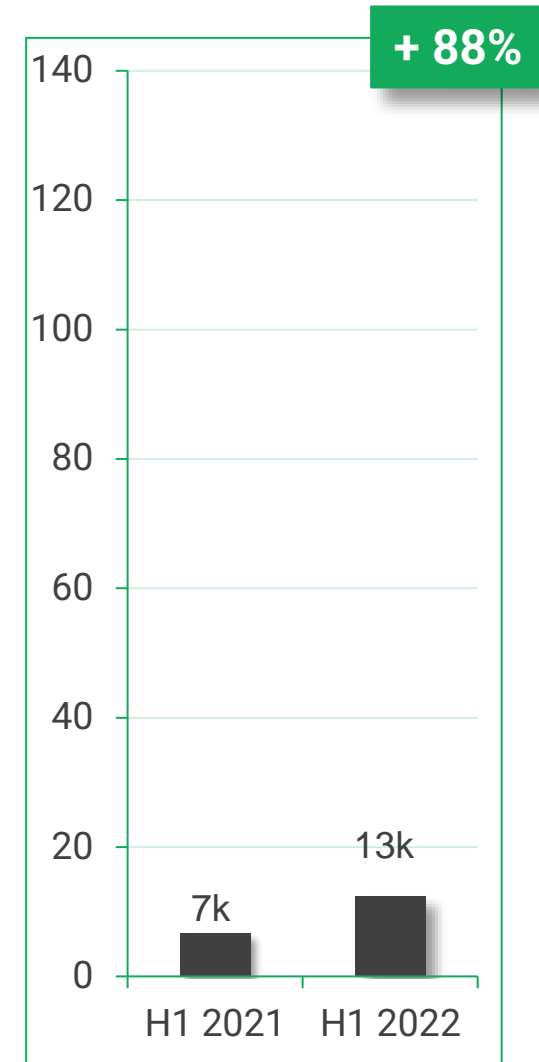
**UK**



**FRANCE**



**USA**



**REST OF EUROPE**



**Sales Execution Excellence**



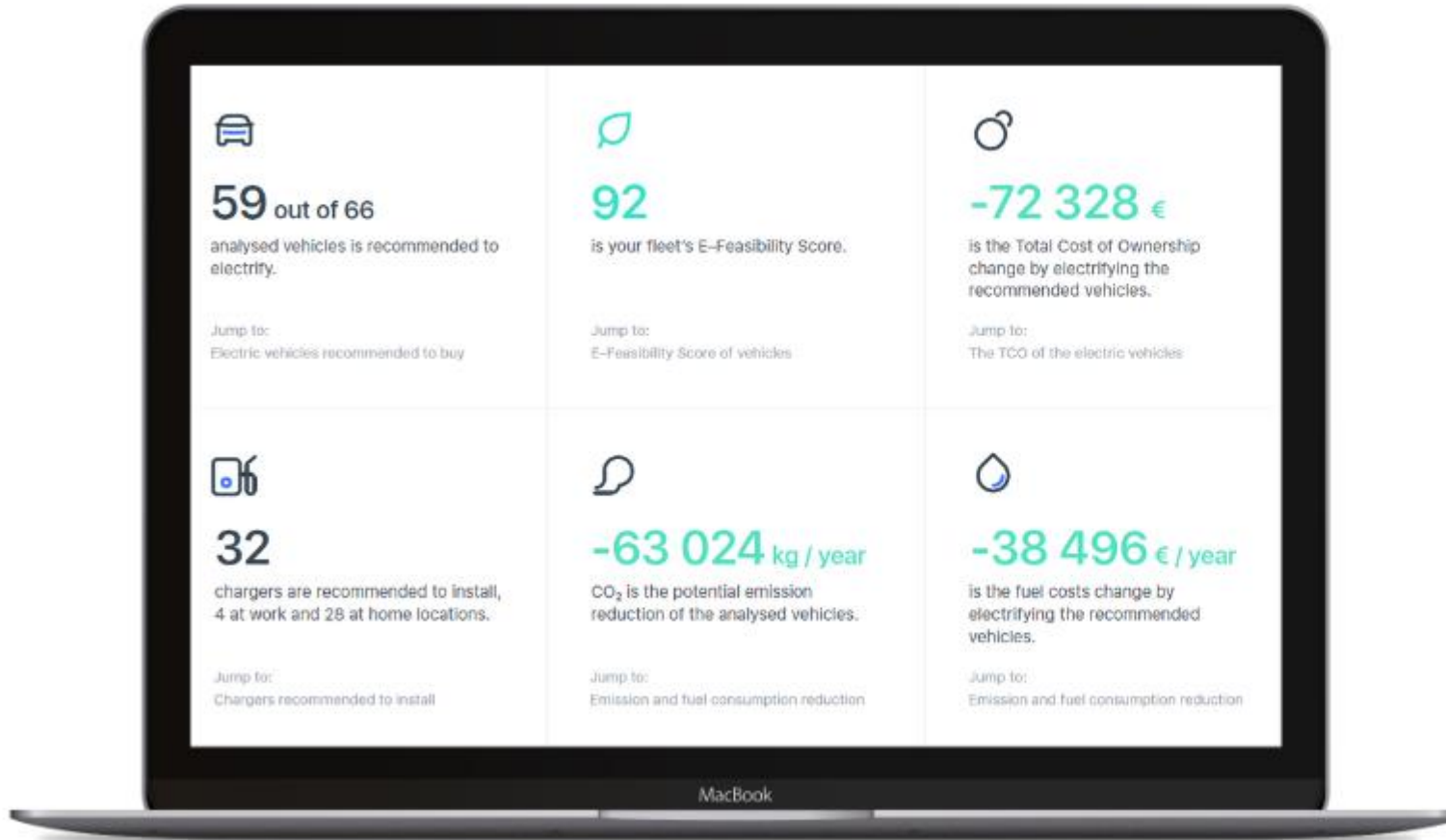
**Build Operational Scalability**



**Deeply Understand Customers**



## ICE to EV made easier



## Released

Released for sale in UK and France with US to follow near term

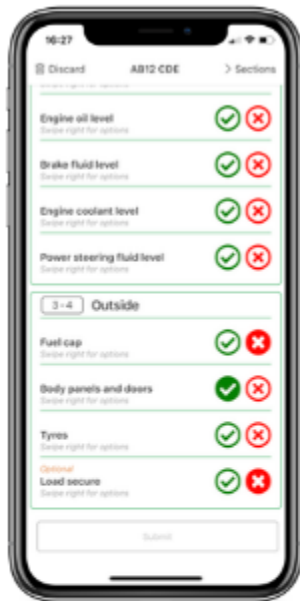
## Pipeline

We have quickly built a strong pipeline across both new and existing customers

## Sales

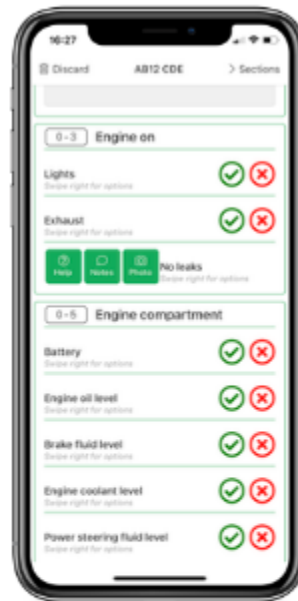
Our first customers have signed up to our EVolve service

## Walkaround Vehicle Inspections



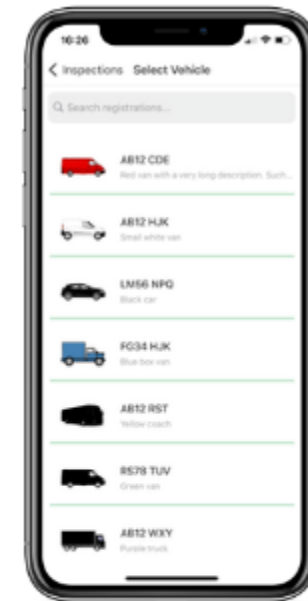
### Alpha Release

Successful internal Alpha testing complete



### Beta Release

Beta testing currently taking place with selected customers



### H2 Sales Release

On track to release in all regions in H2 starting with UK

## Quartix Today

- Solving fleet visibility providing actionable insights
- Over 24,000 customers
- Present in 7 global markets
- Over 222k active subscriptions

## Results

- 17.9% growth in Fleet Subscription Base
- 25.9% increase in Fleet Subscriptions
- Low attrition at 11.6%
- ARR growth 11.3%
- Revenue growth 6.7%

## Sales Execution

- Investments made
- Initial implementation in Q3
- Improvements in Q4 and full impact in 2023

## Scalability

- Rapid execution of fast impacting initiatives
- Improving customer satisfaction on a growing base while lowering costs

## Product

- Evolve solution pipeline strong with first sales made
- Quartix Check vehicle inspection app for sale in H2

# **Quartix**

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**Real-Time Vehicle Tracking**