



Fleet Visibility Solved



Richard Lilwall - CEO

20+ years in Tracking and Telematics

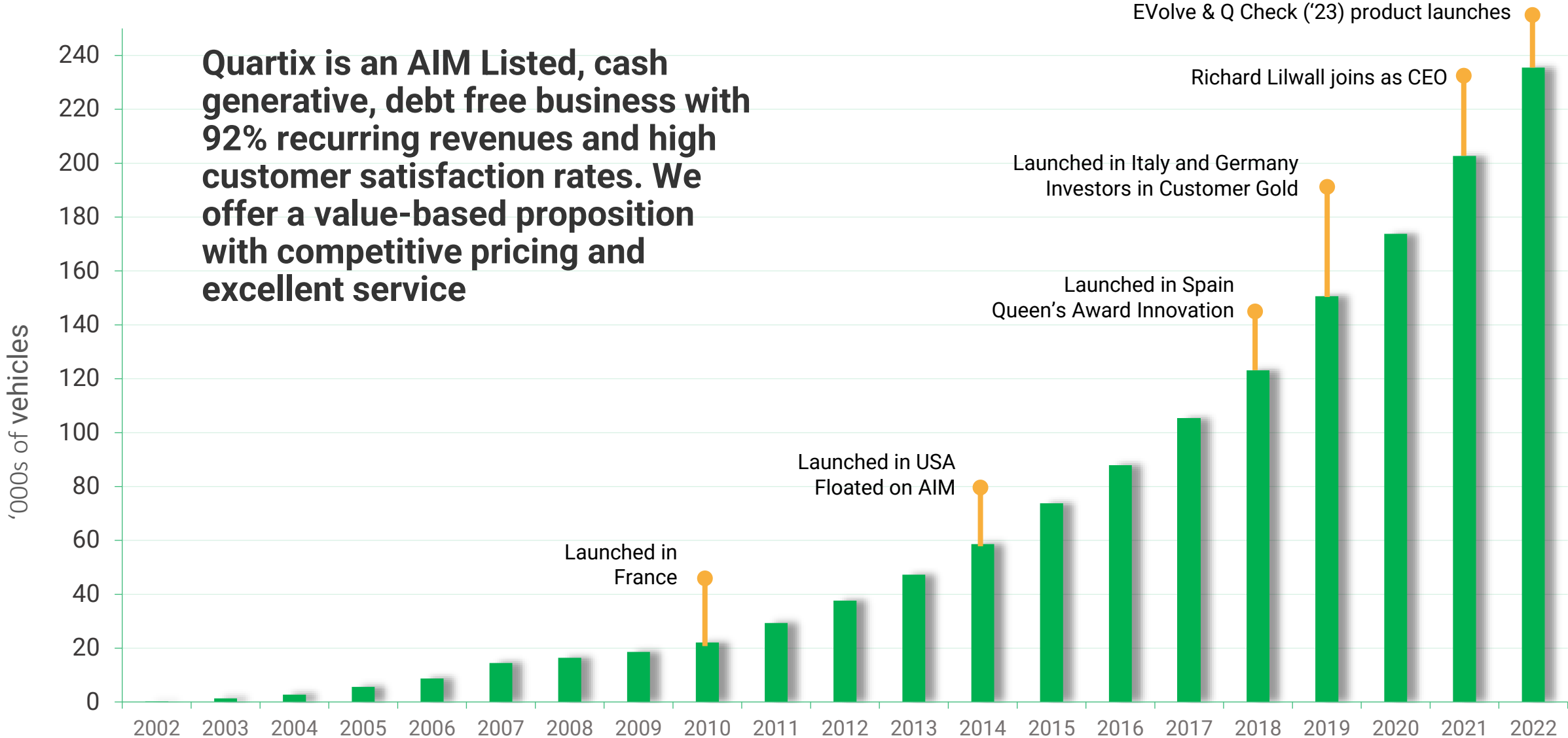


Emily Rees - CFO

Operational & Commercial Finance Specialisation

Head of HR

Quartix is an AIM Listed, cash generative, debt free business with 92% recurring revenues and high customer satisfaction rates. We offer a value-based proposition with competitive pricing and excellent service







Cloud based platform



Business insights



Resolve high-risk behaviours



100% visibility



Real time resource allocation and planning



Enhanced green credentials



25%
Fuel reduction



15%
More vehicle utilisation



15%
Overall mobile workforce productivity



10%
Fewer miles driven



15%
Reduced employee overtime



25%
Reduction in idle time

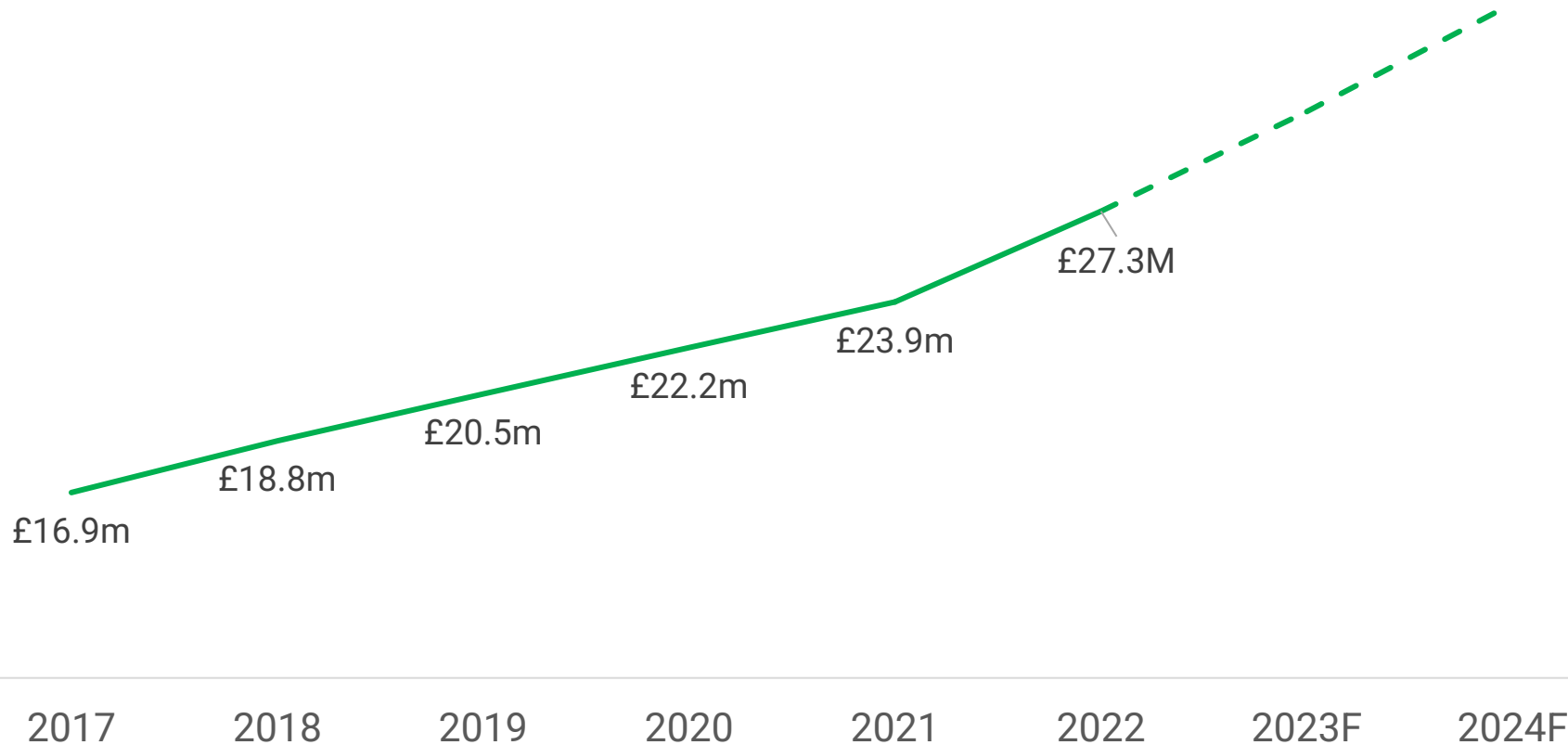
Quartix

Real-Time Vehicle Tracking

Quartix Today

Emily Rees - CFO
February 2023

GROWTH OF REPORTED ARR



Return on Investment seen in ARR Growth

New installations growth has accelerated following the investment made in 2021

ARR saw double digit growth over 2022, accelerating further in 2023 onwards following further investments made in 2022.

Recurring revenue is 92% of total revenue

	2022	2021	CHANGE
Annualised Recurring Revenue (ARR) (£'m)	27.3	24.6	11% ¹
Fleet subscriptions (new units)	60,809	50,765	20%
Fleet gross attrition	12.8	11.6	
Fleet subscription base (units)	235,510	202,734	16%
Fleet customer base	25,342	22,668	12%
Price erosion (%) ²	4.7	6.2	

1: Annualised data services revenue for the subscription base at 31 December, before deferred revenue, including revenue for units waiting to be installed for which subscription payments have already started or are committed, with comparative December 2021 measured at a constant exchange rate.

2: The annual decrease in average subscription price of the base expressed as a percentage of the average subscription price at the start of the year, all measured in constant currency

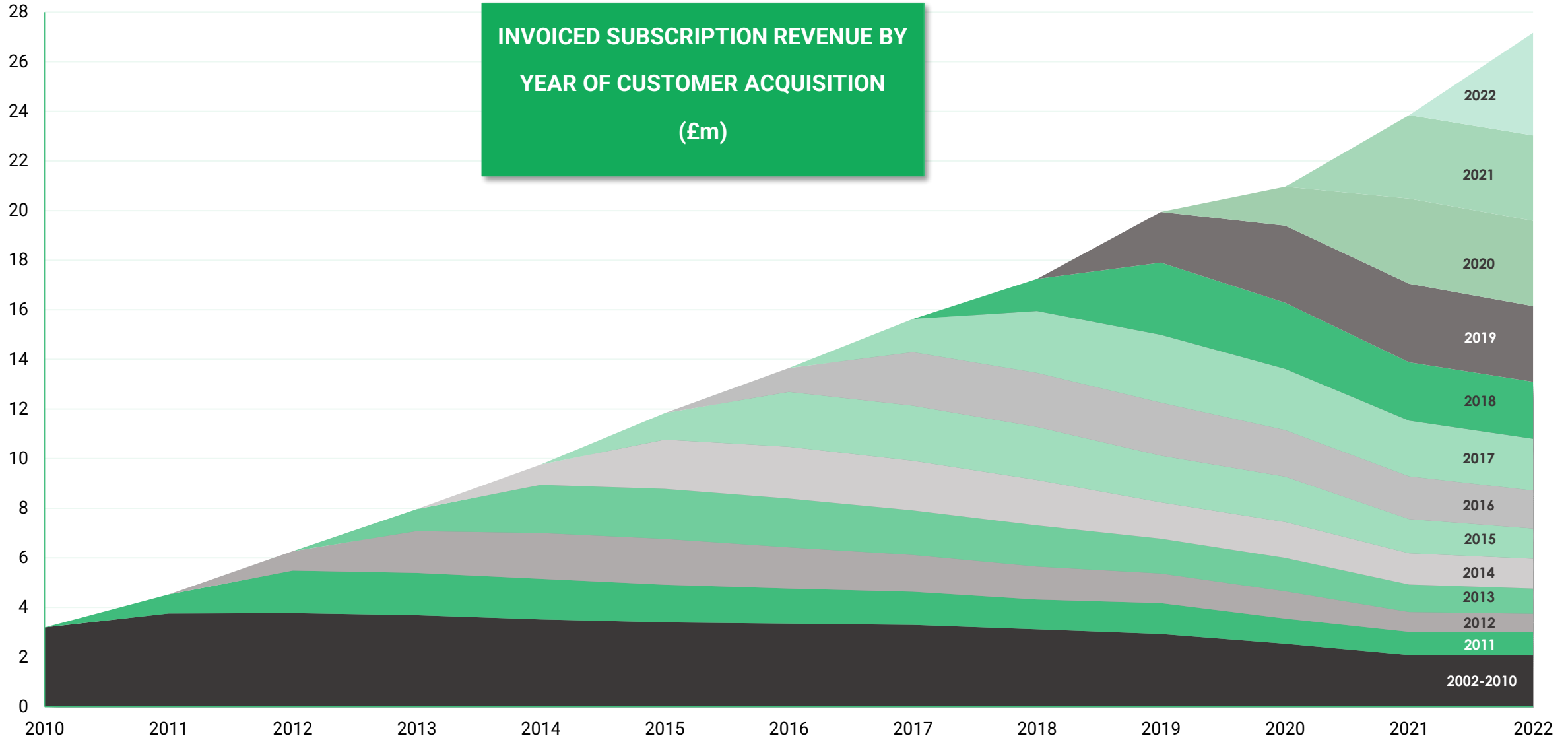
	2022	2021	Change
		[Restated]	
Total revenue	27,517	25,513	8%
Gross profit	19,702	18,753	6%
<i>Gross margin</i>	71.6 %	73.5 %	
Operating profit	5,553	5,425	2%
<i>Operating margin</i>	20.2%	21.3 %	
Adjusted EBITDA	6,051	5,840	4%
Earnings per share (p)	10.42	10.32	1%
Cash generated from operations	4,170	3,963	5%
<i>% Operating profit</i>	75.1%	73.0%	

Change in Accounting Policy

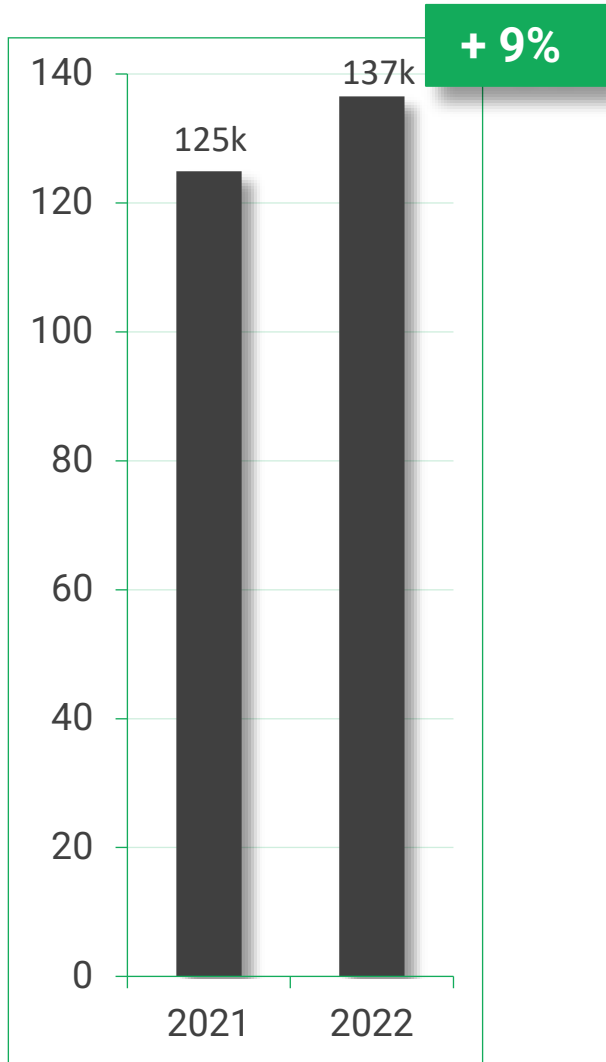
- Prior policy immediately expensed hardware, installation and carriage costs.
- From 2022, recognition of these costs will be over initial expected contract term of two years
- The capitalisation and subsequent amortisation of the incremental costs will be more aligned to the core principles in IFRS 15 and make the reported EBITDA more comparable with that reported by companies with a similar business model.

	Post Change				Pre Change		
	2022	2021	Growth		2022	2021	Growth
Fleet Revenue	27,517	25,513	8%		27,517	25,513	8%
Gross Profit	19,793	18,323	8%		19,393	18,207	7%
Sales & Marketing Investment	6,358	5,926	7%		6,358	5,926	7%
Adjusted EBITDA	6,051	5,840	4%		5,651	5,725	(1%)
Free Cash Flow	3,790	3,266	16%		3,790	3,266	16%

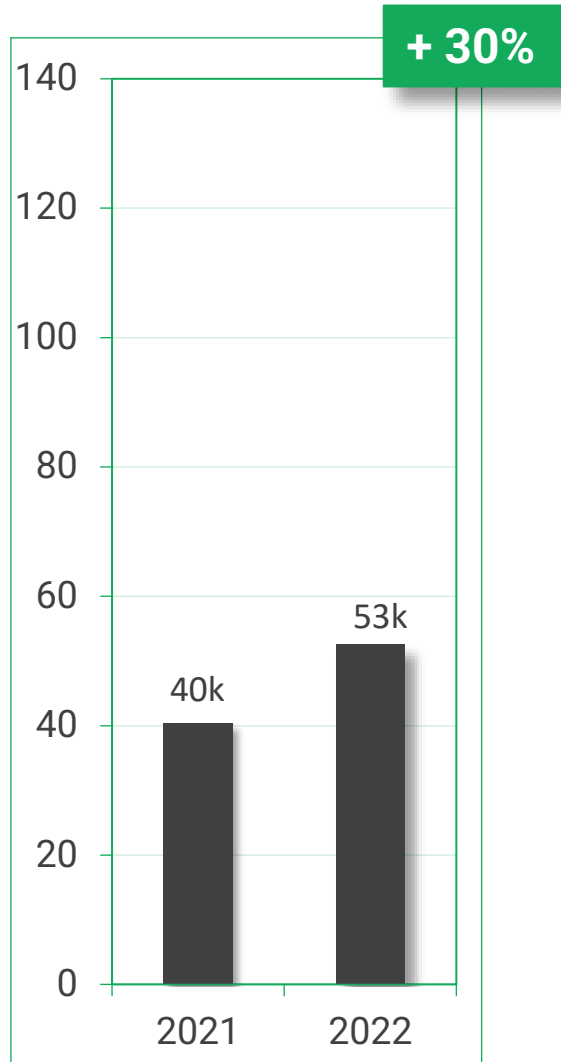
Recurring Revenue Retains Strong Customer Acquisition From All Years



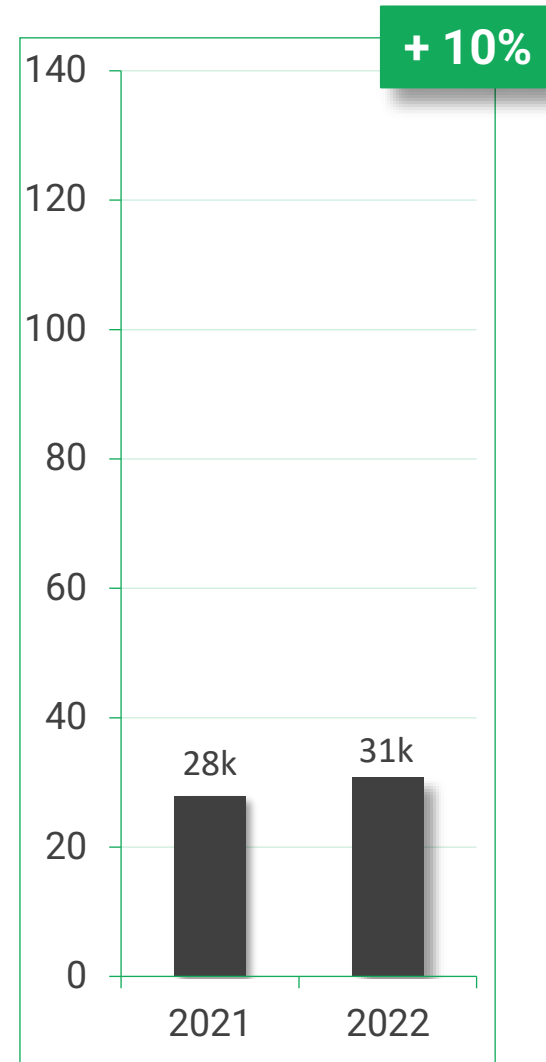
Subscription Base Increased Across All Geographies



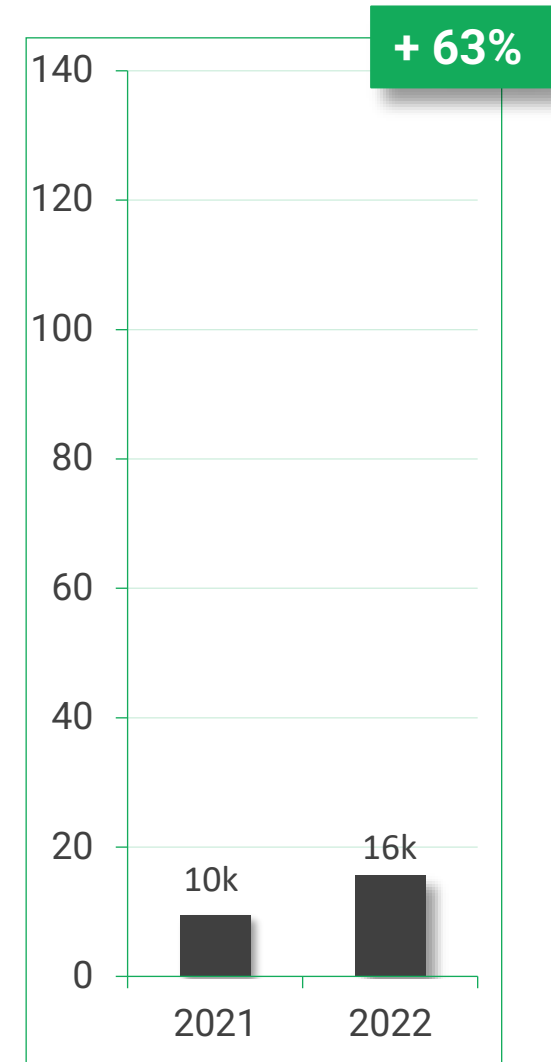
UK



FRANCE

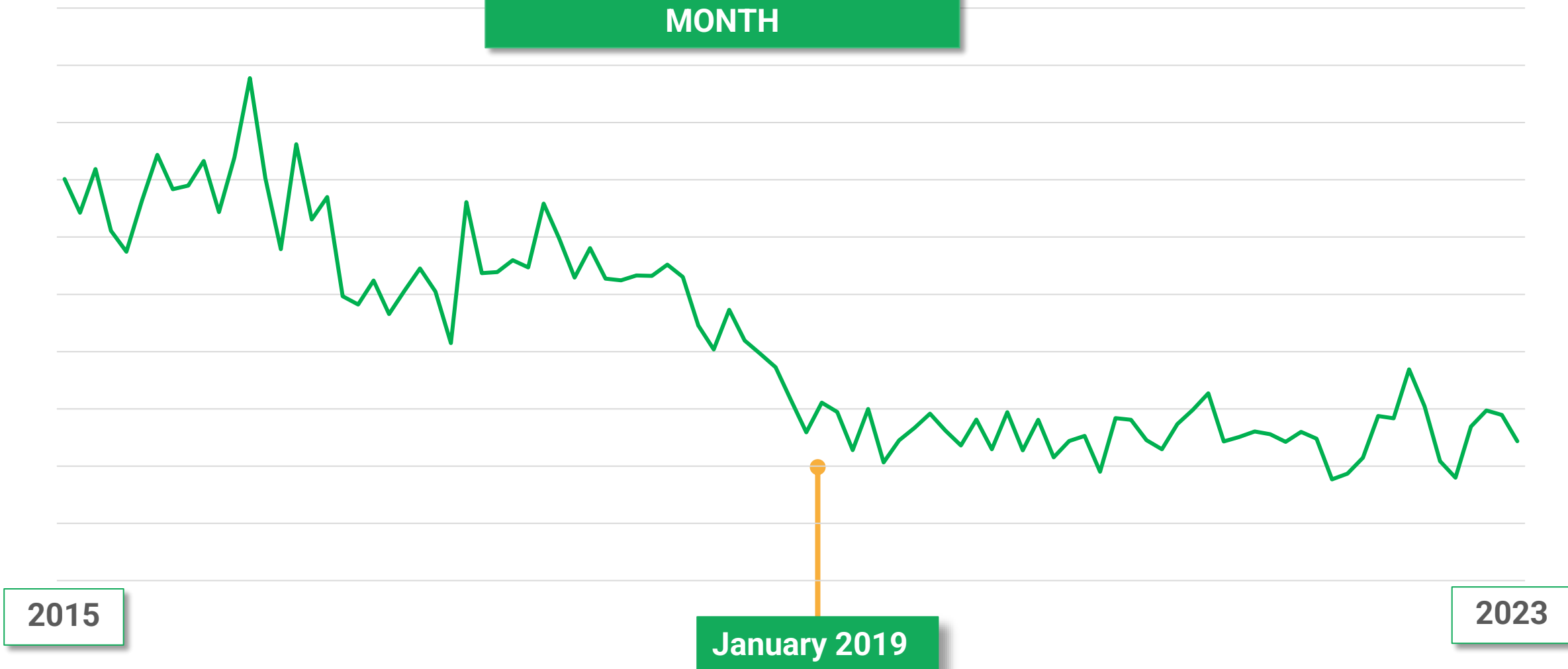


USA



REST OF EUROPE

PRICE NEW UNITS – BASED ON INSTALLATIONS IN MONTH

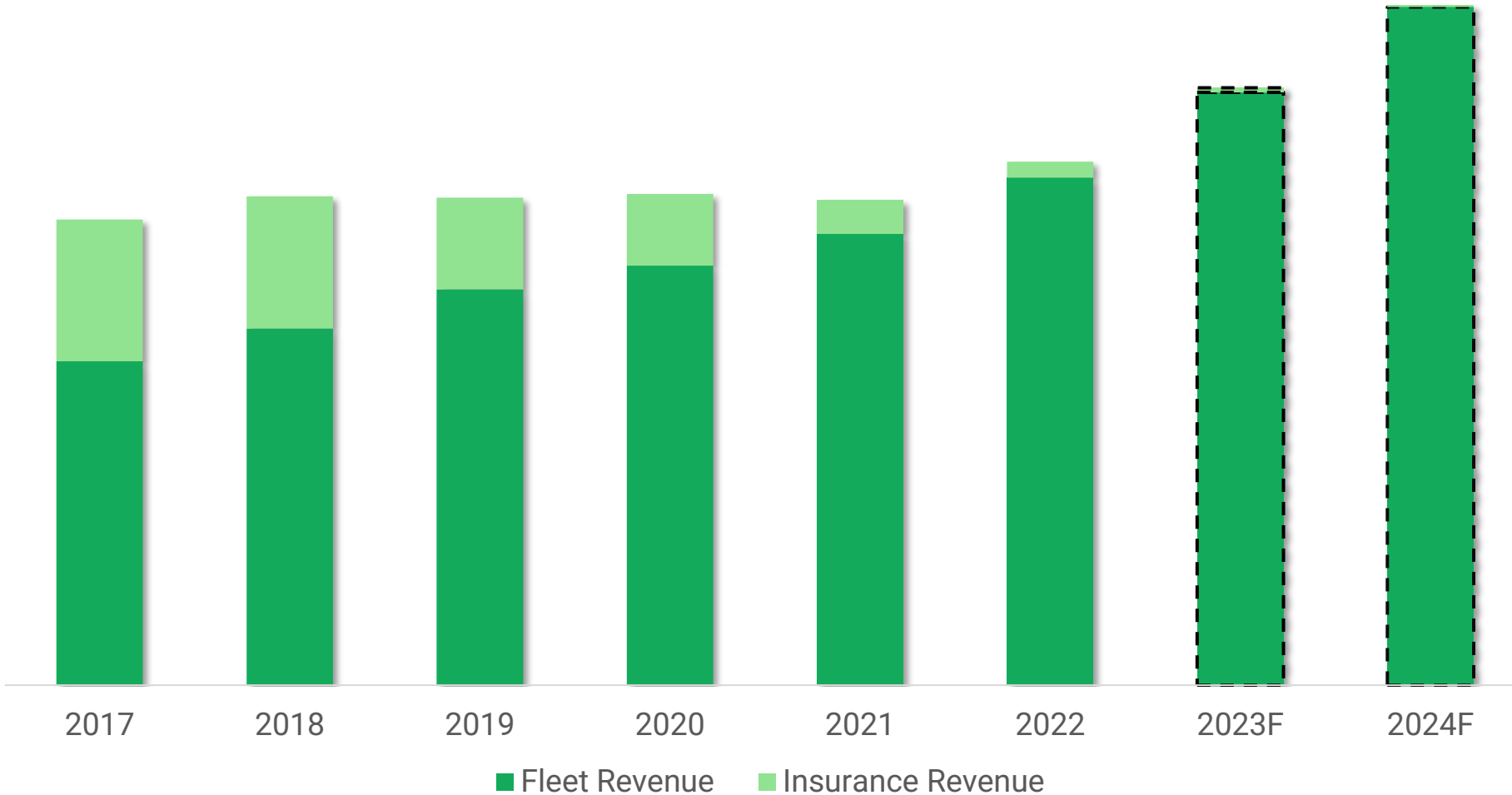


2015

January 2019

2023

REVENUE



Revenue growth accelerates as expected from 2022 onwards

7.9% total revenue growth in 2022.

Deferred revenue insurance and the associated profit benefit is removed from 2023.

Growth in revenue will lead to improvement in profit and cash flows in the short to medium term.

Energy and Carbon Reporting		2022	2021	Variance
Total Energy Consumption Scope 1 and 2 (kWh) ¹		184,071	150,131	23%
Greenhouse gas (GHG) emissions (tonnes CO2e) ²				
Scope 1: Combustion of fuel and operation of facilities	Natural Gas	-	1	(100)%
	Direct Transport	4	3	33%
	Total Scope 1	4	4	0%
Scope 2: Electricity purchased	Location Based	32	25	28%
Location based total scope 1 and 2 emissions		36	29	24%
Intensity metric assessment (tonnes CO2e/£m revenue)				
Intensity ratio		1.3	1.1	18%

¹ Energy from electricity, natural gas and direct transport fuel have been included. Quartix has used the conversion factors published in the 2022 Defra GHG conversion factors for company reporting for both 2021 and 2022.

² We have used the GHG Protocol Corporate Accounting and Reporting Standards (Revised) methodology to calculate our emissions. No mandatory emissions have been excluded.

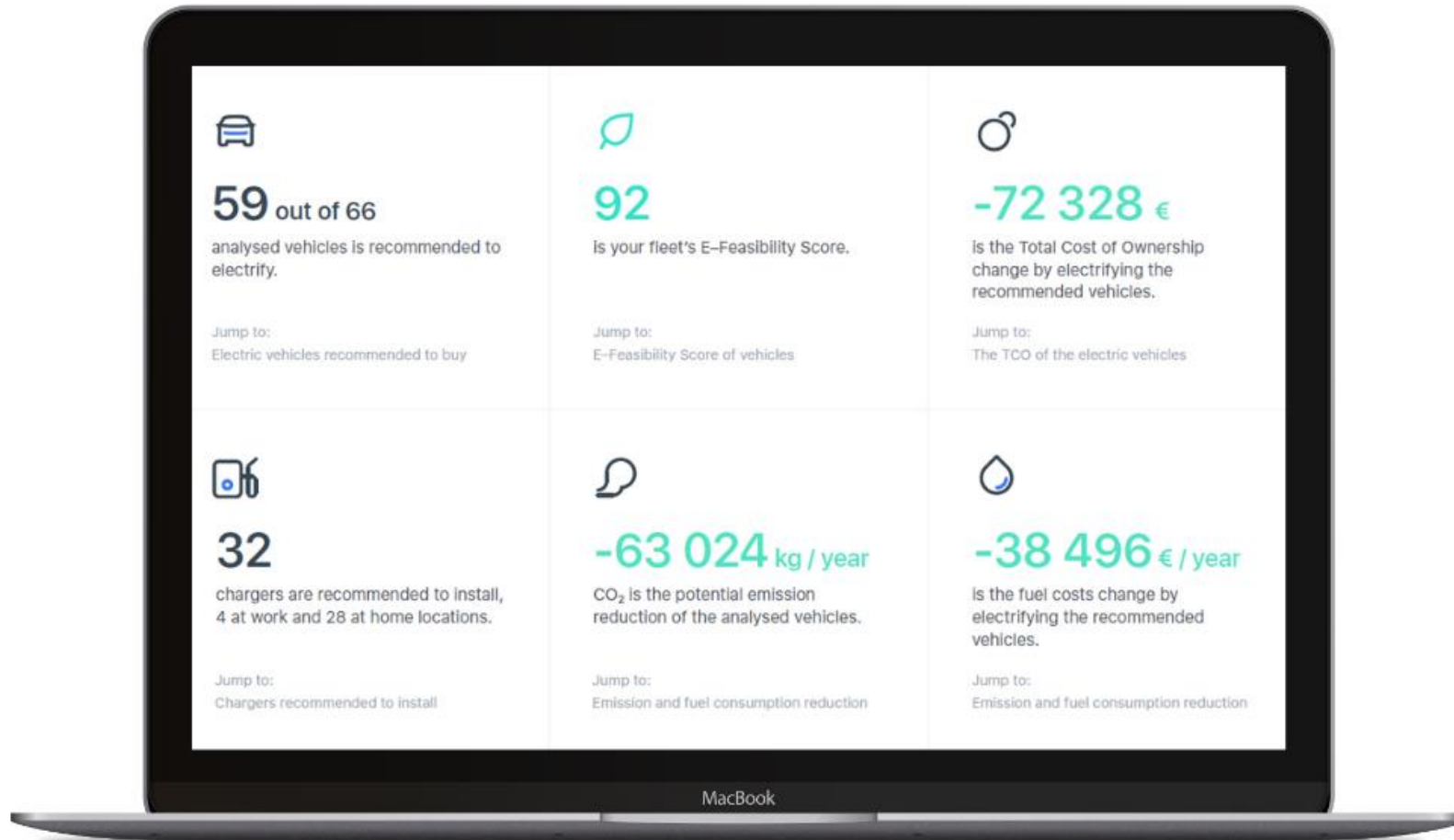
Social and Community Reporting		2022	2021	Variance
Voluntary staff turnover (%)		20	28	8
Share of temporary staff (%)		2	1	(1)
Governance Reporting		2022	2021	Variance
Political Contributions (£)		-	-	N/A
Independent Directors ¹		3	2	50%
Number of Female Directors		2	2	-
Corruption Fines		-	-	N/A

¹Each of the NEDs listed as independent directors has a shareholding in the Company. Please refer to the Directors remuneration report for more details. At 31 December 2022 there were 3 independent directors, with Russell Jones joining to replace Andy Walters, who is stepping down after the AGM.



2022 Product Launches

ICE to EV made easier



✓ Challenge

Fleet operators need to understand how to move from ICE to EV with minimal business disruption

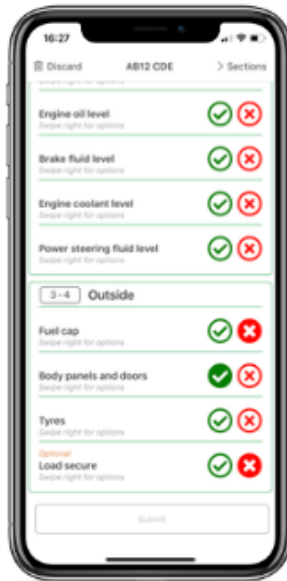
✓ Solution

We take journey data combined with other data sources to produce comprehensive and dynamic planning tool

✓ Adoption

Released for sale in UK in Oct '22. Excellent adoption rates including multiple local government users

Walkaround Vehicle Inspections



Challenge

Fleet operators have a duty of care to ensure vehicles are safe to drive every day



Solution

Drivers download a smartphone app and carry out necessary vehicle checks. Fleet operators can report and view in real-time



Adoption

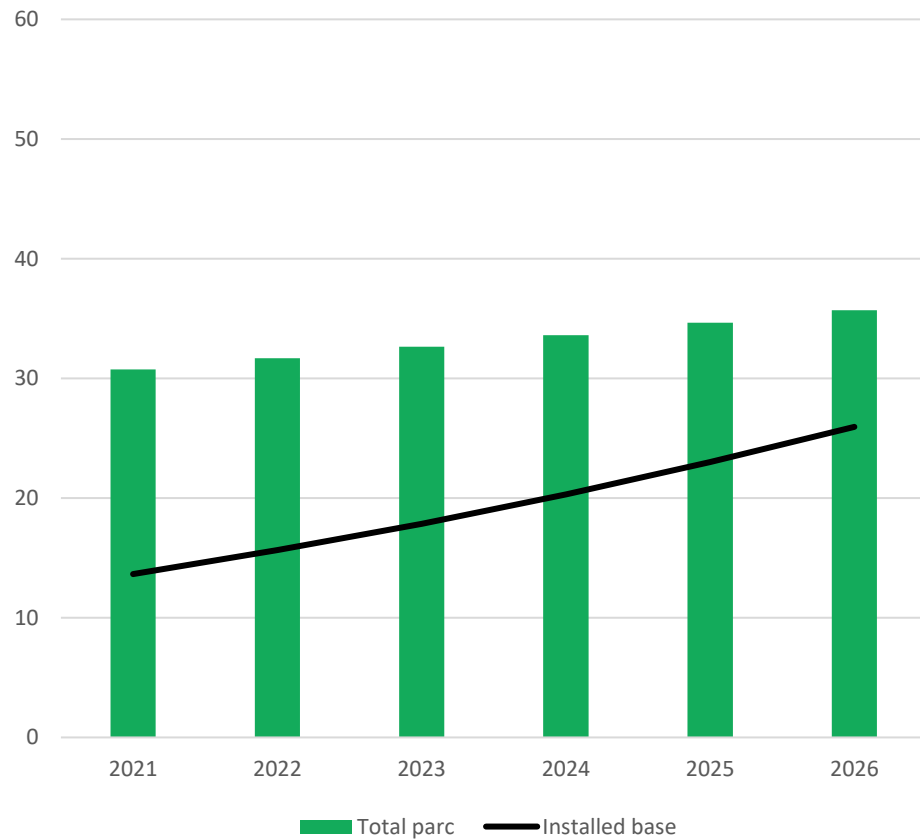
Released in Jan '23 with early pipeline and sales encouraging

Quartix

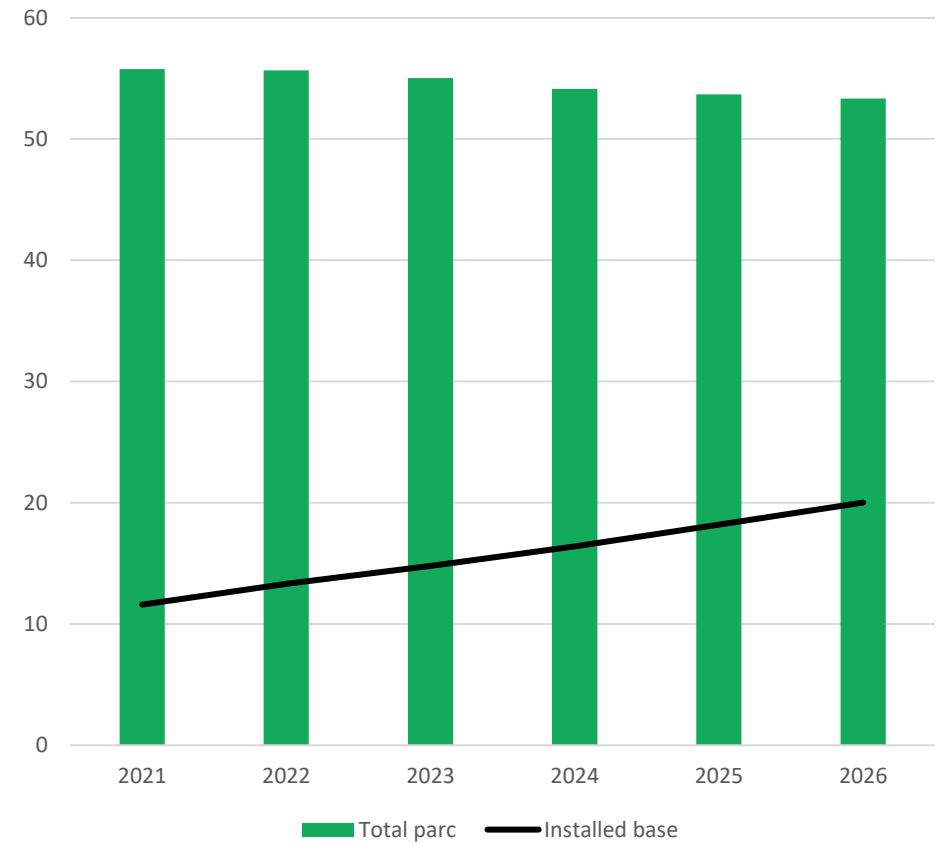
Real-Time Vehicle Tracking

Our Opportunity

NORTH AMERICA TOTAL COMMERCIAL VEHICLES AND INSTALLED BASE (m)



EUROPE TOTAL COMMERCIAL VEHICLES AND INSTALLED BASE (m)

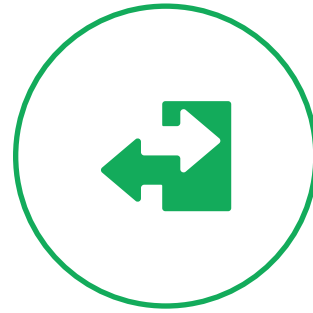


The best service levels available at a lower price than you pay today



SMB Greenfield

SMB new entrants to vehicle tracking seeking simple, low commitment, reputable, low risk supplier. Core customers for Quartix



Switch Opportunities

Prospects with competitor systems that want to lower costs; but mainly to improve service levels. Includes ex-customers



Flight to value

Mid-size (50 – 500) organisations with complex (or custom) and high priced solutions seeking to trim costs while retaining core product elements (e.g. visibility and reporting)

Service Levels



Quartix

Reviews 462 • Excellent



✓ VERIFIED COMPANY



**Investor in
Customers®**
Gold 2023



Sales Execution

























Operational Scalability

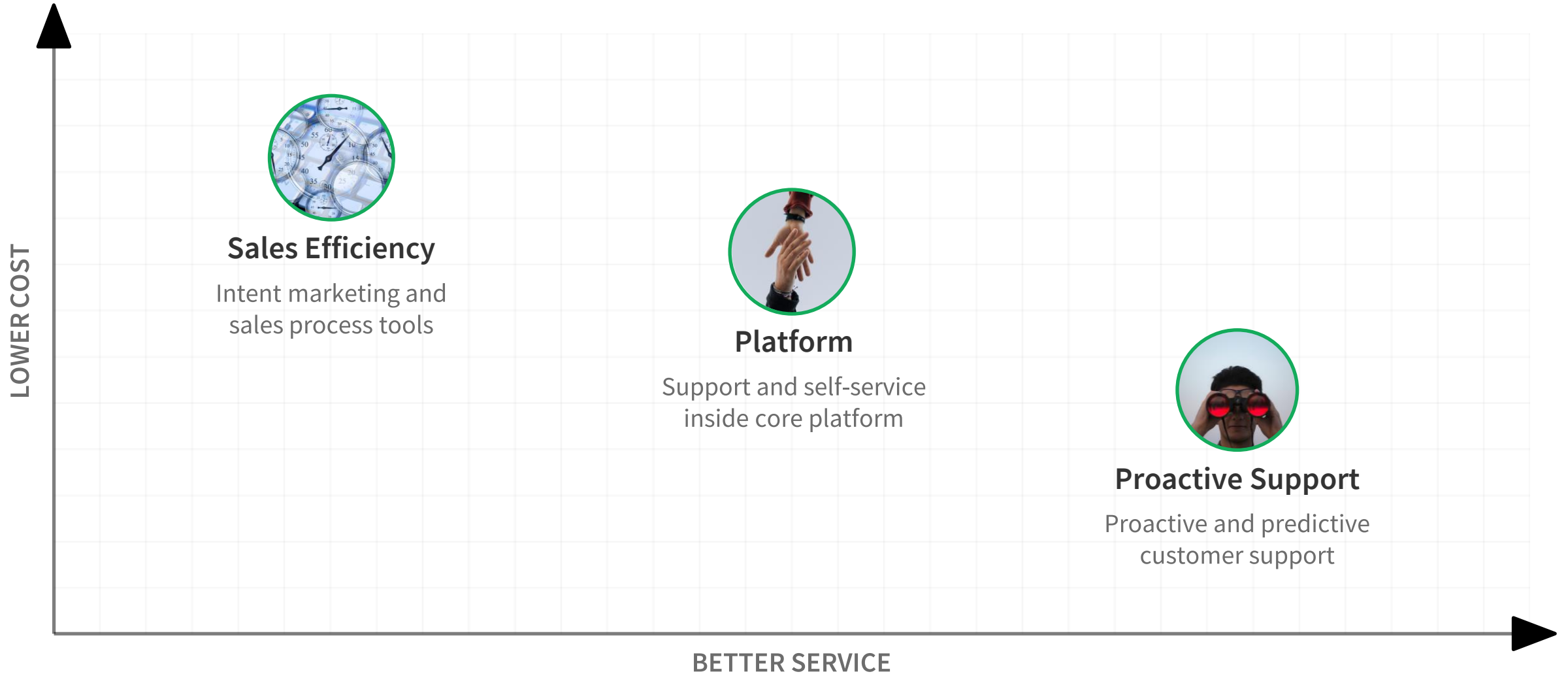


Deeply Understand Customers

-  Existing and ongoing investments
-  Additional investment for 2023

	UK	France	US (TX)	Italy	Spain	Germany
Comparison Sales						
Direct Sales						
Field Sales						
Distribution						

The best service levels available at a lower price than you pay today

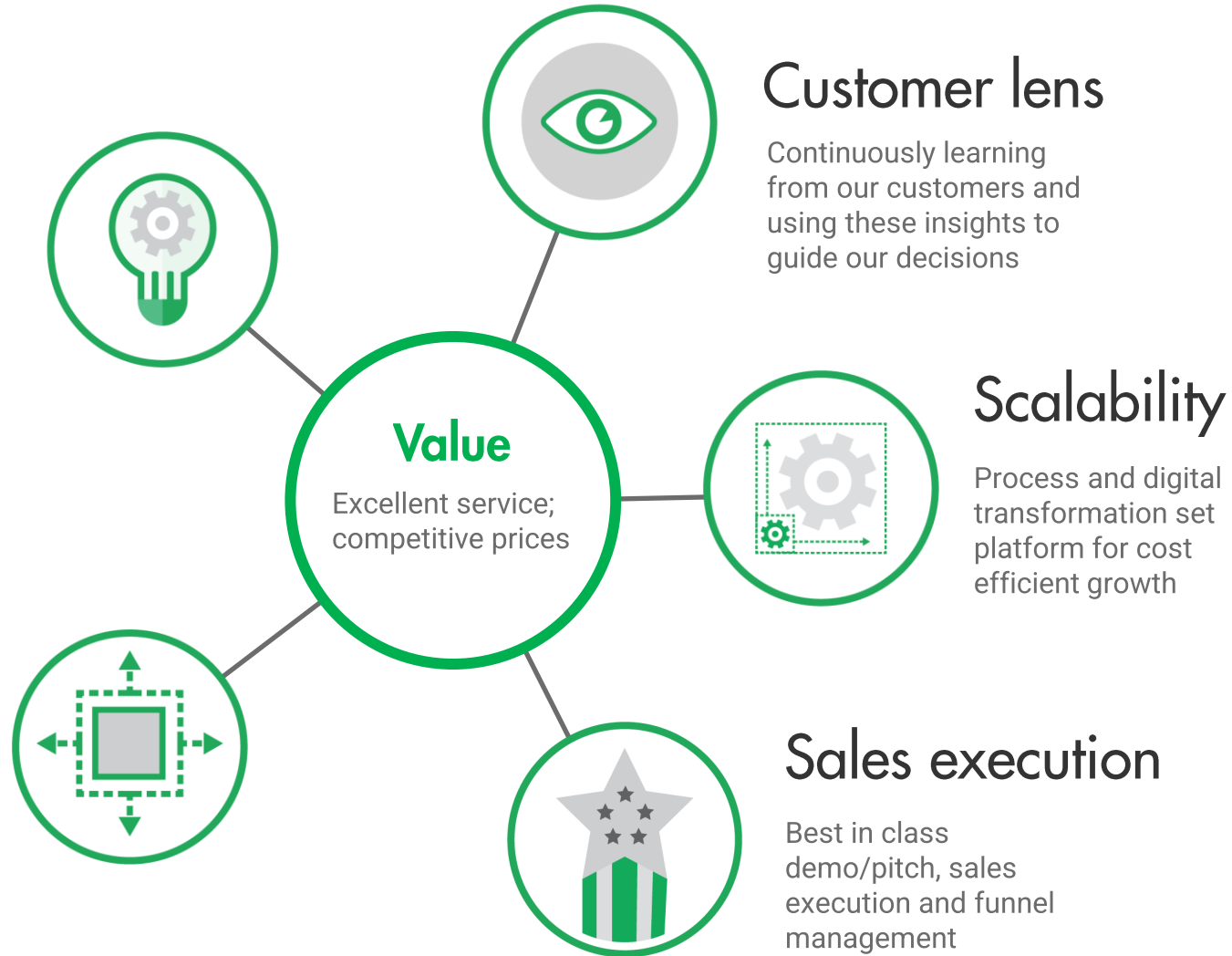


Innovation

Keeping our product simple to use whilst adding valuable features that address customer experience and unfolding mobility changes

Land & expand

Build upsell products and our capability to delight our existing customers even more



The best-value in fleet visibility

With laser focus on cost and customer experience Quartix will be the clear leader for price/quality ratio in each region of operation



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