



# Fleet Visibility Solved



**Richard Lilwall - CEO**

20+ years in Tracking and Telematics

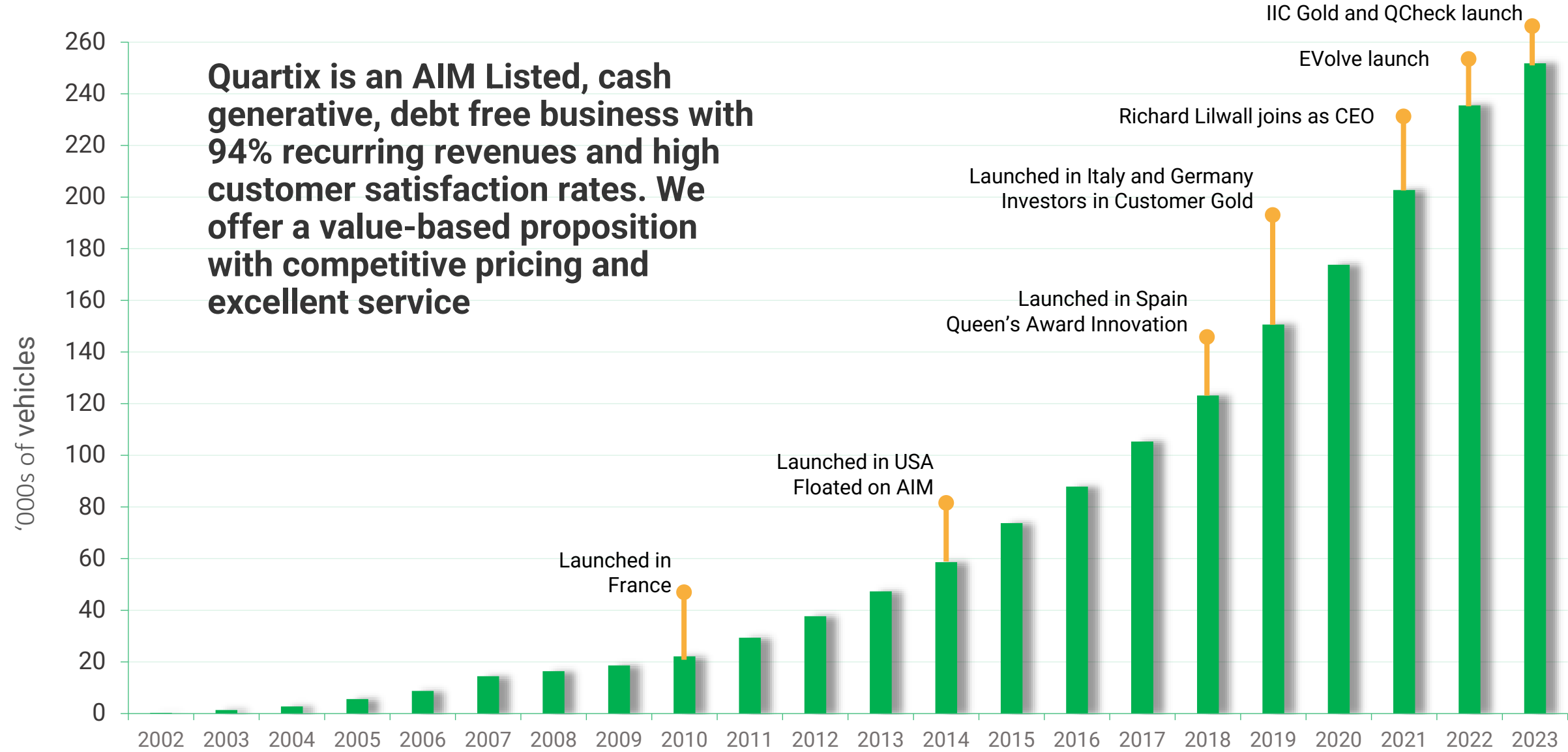


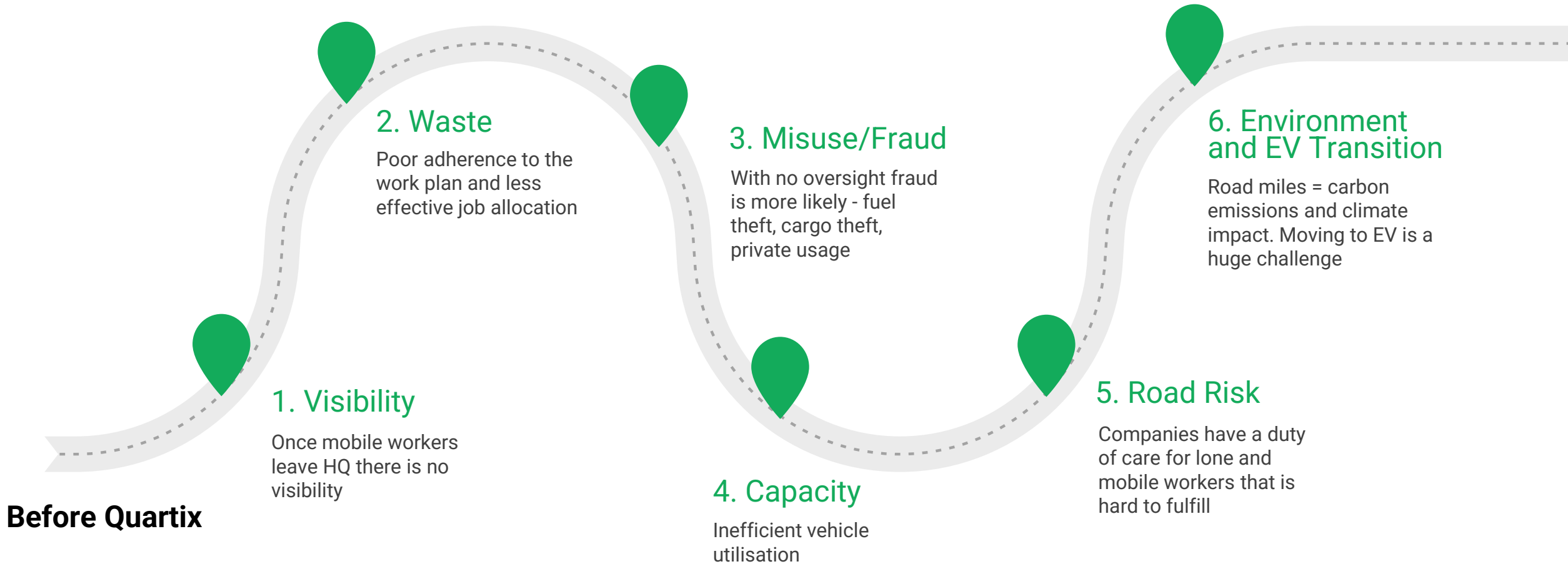
**Emily Rees - CFO**

Operational & Commercial Finance Specialisation

Head of HR

**Quartix is an AIM Listed, cash generative, debt free business with 94% 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



EV Transition and Management +  
Enhanced green credentials



**25%**  
Fuel reduction



**15%**  
More vehicle utilisation



**15%**  
Overall mobile workforce  
productivity



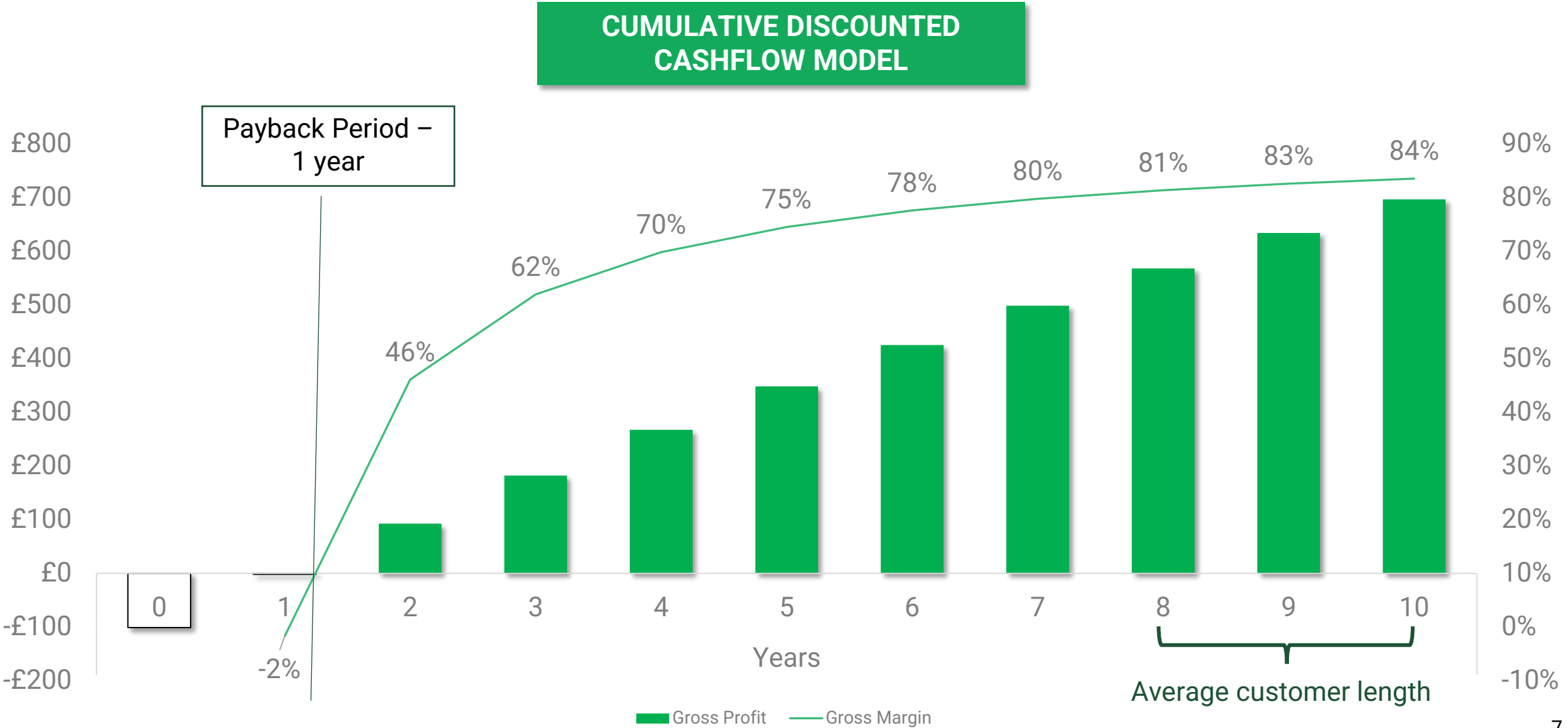
**10%**  
Fewer miles driven



**15%**  
Reduced employee  
overtime

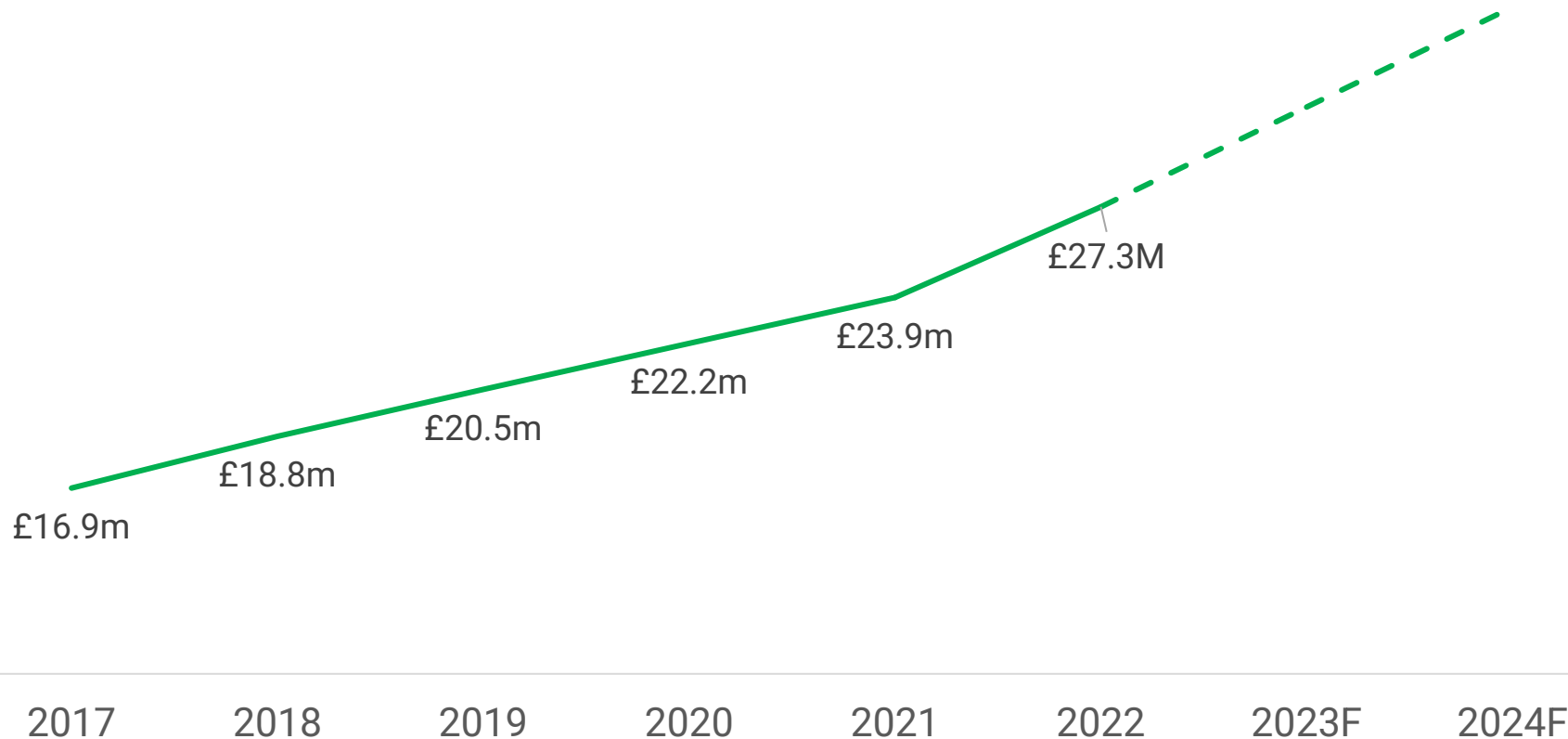


**25%**  
Reduction in idle time



# Annualised Recurring Revenue (ARR) Growth Strategy

## 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 94% of total revenue

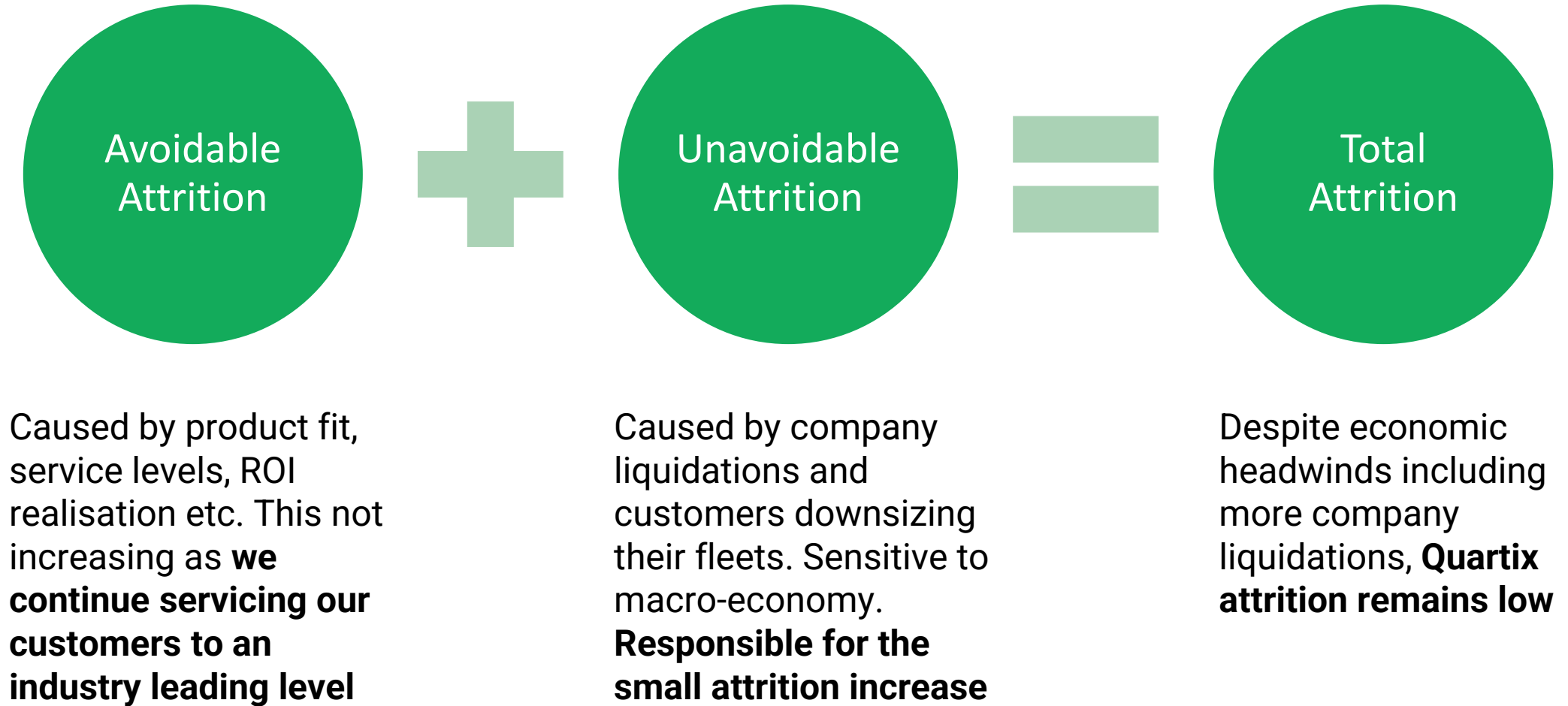


	H1 2023	H1 2022	CHANGE
Annualised Recurring Revenue (ARR) (£'m) <sup>1</sup>	28.0	25.8	8% <sup>1</sup>
Fleet subscriptions (new units)	33,547	32,085	5%
Fleet gross attrition (annualised) <sup>2</sup>	13.5	11.6	
Fleet subscription base (units)	251,787	221,800	14%
Fleet customer base	26,337	24,408	8%
Price erosion (%) <sup>3</sup>	4.6	4.8	

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 2022 measured at a constant exchange rate.

2: The number of new vehicle tracking unit subscriptions, less the increase in the subscription base, expressed as a percentage of the mean subscription base

3: 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





Customers are adding QTX to vehicles they already own. A small cost and low commitment with a big return on investment.  
**Strong sales continue**

Customer must add new vehicles and drivers before they can add more QTX units. Bigger customer commitment so **somewhat impacted by current market conditions**

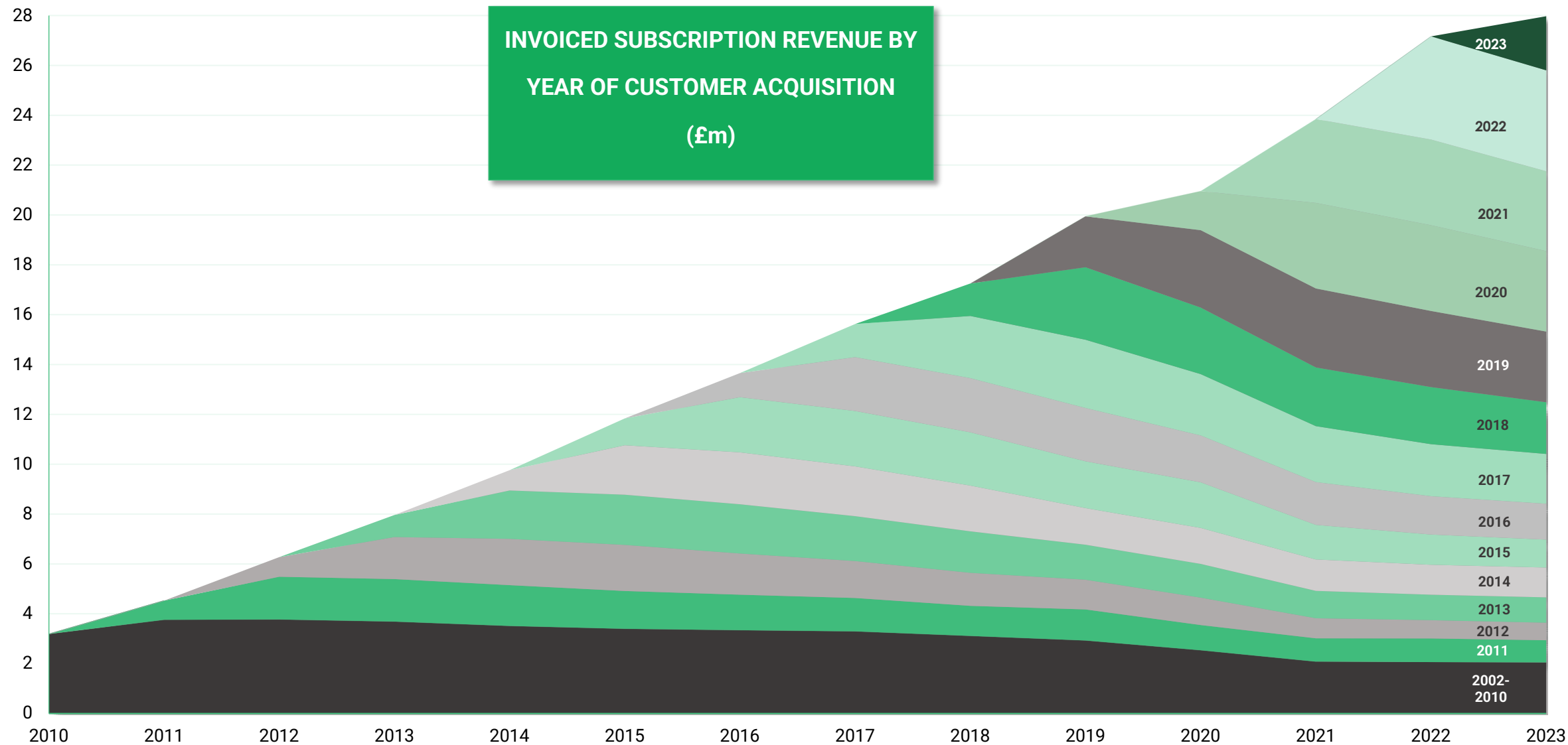
Despite headwinds including very low van sales Quartix had a record half in units sales underlining our **robust business model**



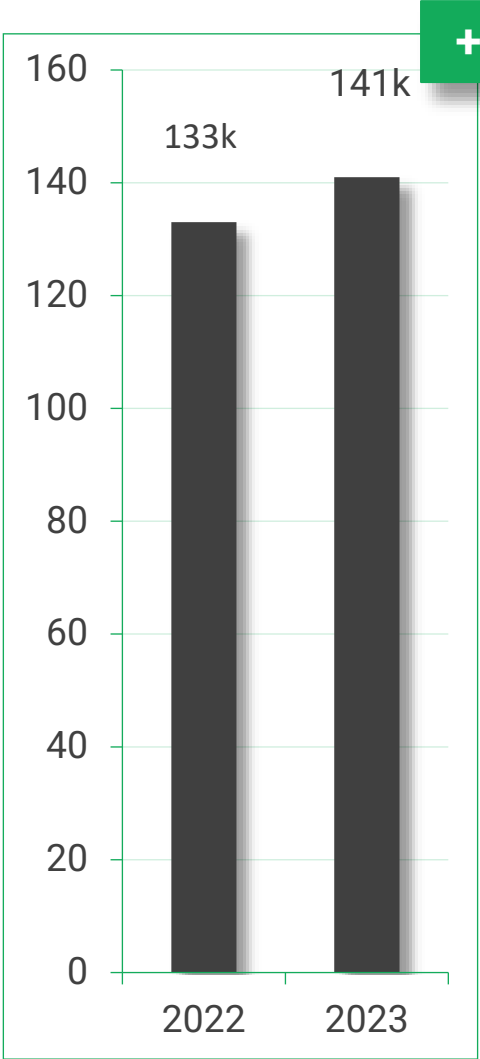
# 2023 Interim Results

	H1 2023	H1 2022 [Restated]	Change
Total revenue	14,623	13,333	10%
Gross profit	10,146	9,658	5%
<i>Gross margin</i>	69.4 %	72.4 %	
<b>Operating profit</b>	<b>2,415</b>	<b>2,589</b>	<b>-7%</b>
<i>Operating margin</i>	16.5%	19.4 %	
<b>Adjusted EBITDA</b>	<b>2,689</b>	<b>2,675</b>	<b>1%</b>
Earnings per share (p)	4.21	4.66	-10%
<b>Cash generated from operations</b>	<b>2,090</b>	<b>1,948</b>	<b>7%</b>
<i>% Operating profit</i>	86.5%	75.2%	

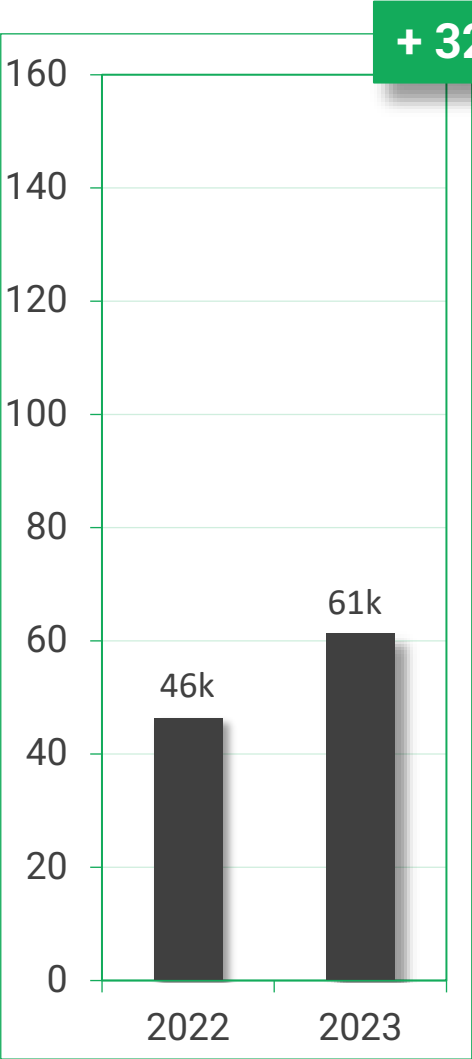
# Recurring Revenue Retains Strong Customer Acquisition From All Years



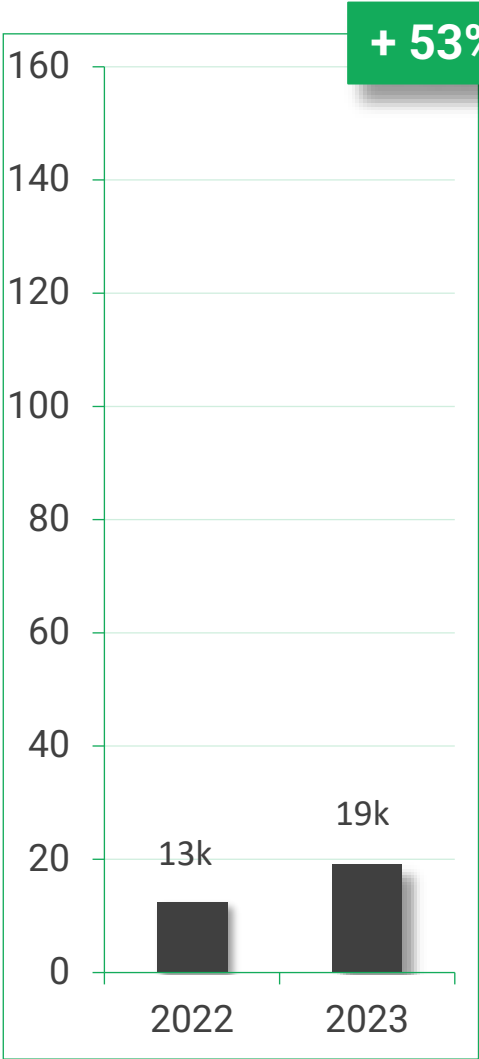
# Subscription Base Increased Across All Geographies



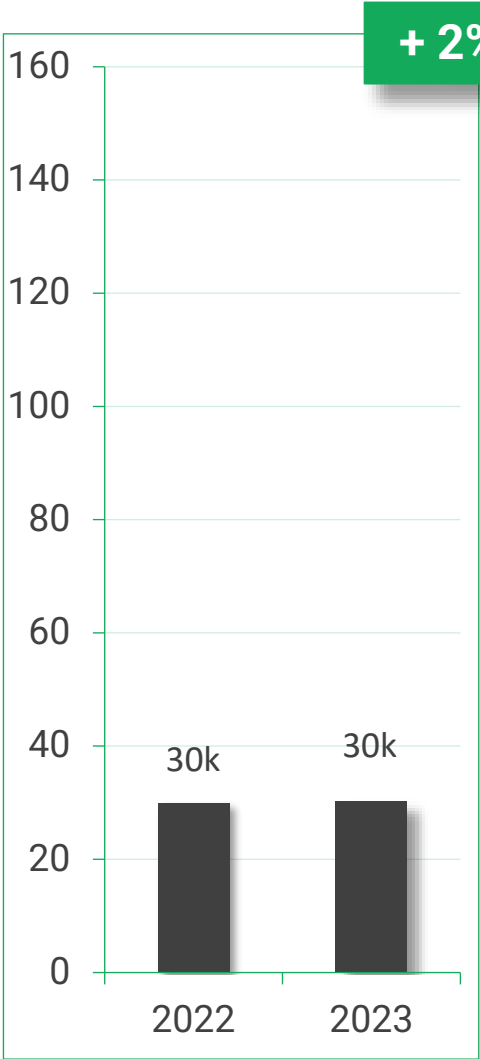
UK



FRANCE



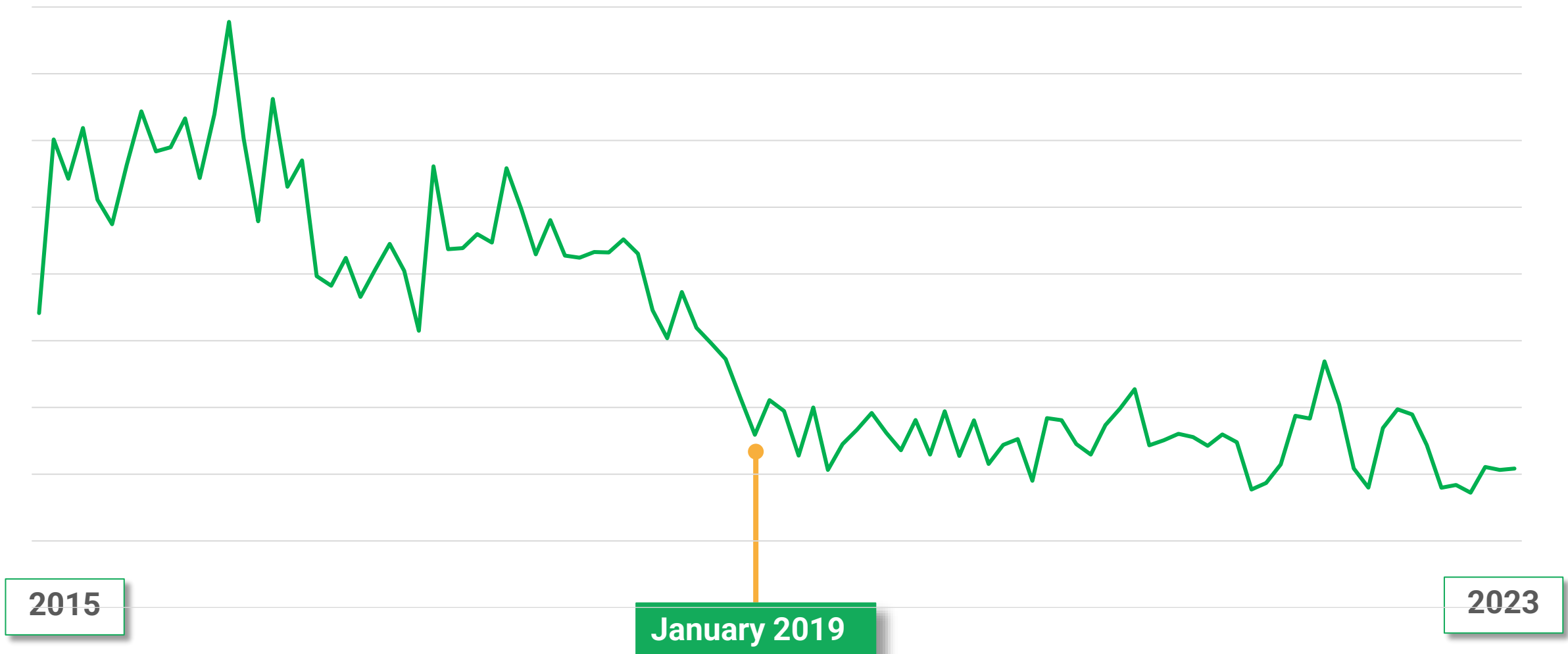
REST OF EUROPE



USA

# ARPU for New Installations

PRICE NEW UNITS – BASED ON  
INSTALLATIONS IN MONTH

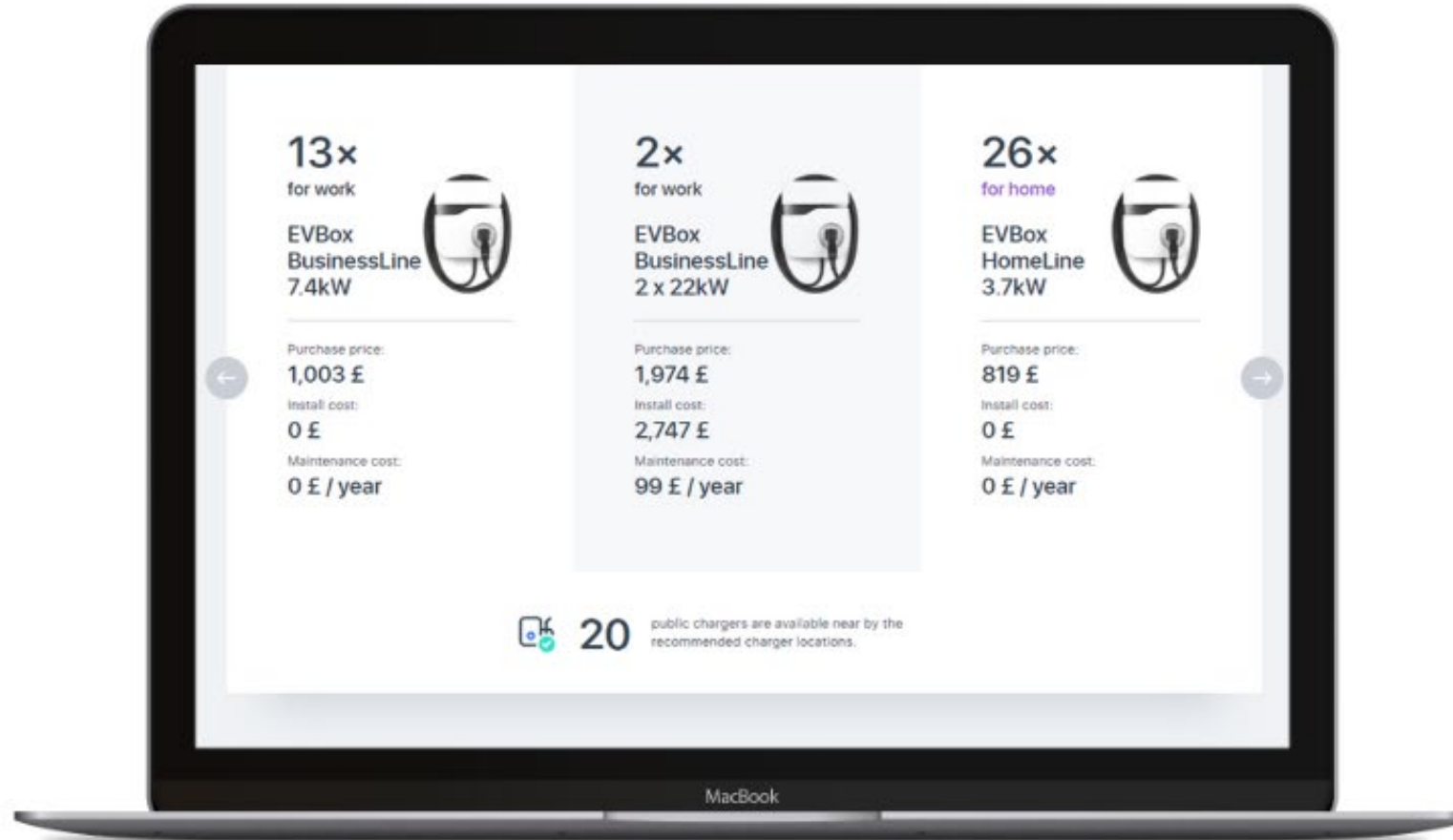






Product Launches

## 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

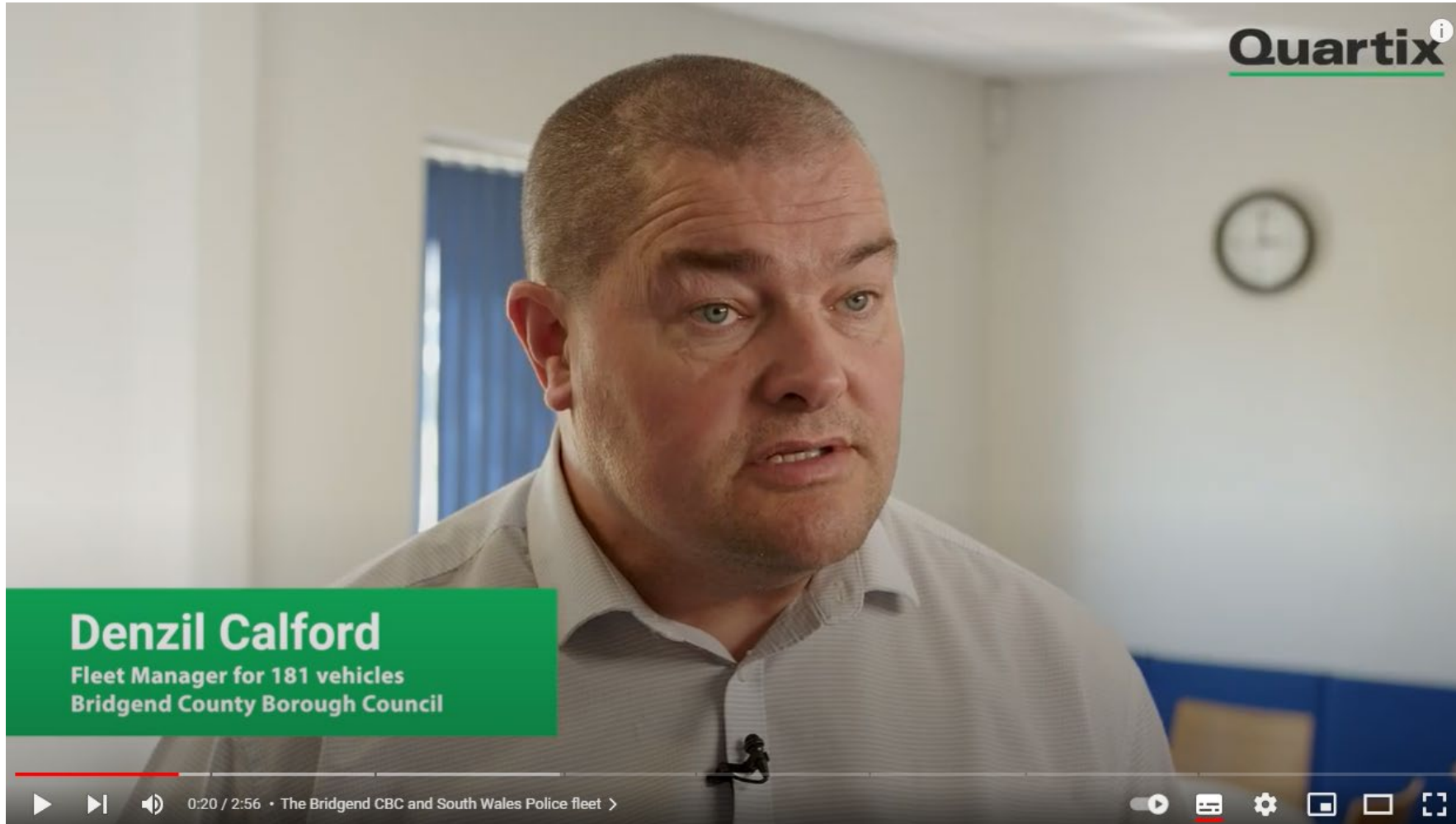
Released for sale in UK in Oct '22. Excellent adoption rates including multiple local government users



*"By 2025 we need to switch as many LGVs over [to EV] as we can...and then all vehicles by 2030"*

And in terms of data analysis:

*"EVolve helps us to reduce or electrify the fleet wherever we can"*



*"EVolve has helped us generate our capital program for the next 7 years which will align us with Welsh Assembly guidance on decarbonisation"*

## 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 additional developments planned based on user feedback



**BRISTOL  
WATER**

*“QCheck from Quartix is helping Bristol Water carry out daily vehicle checks to reduce road risk. Keeping our drivers and the public safe is a top priority for our team”*

- Csaba Ujvari, Fleet Manager



### **Sales Execution**

Minimise customer aquisition costs  
Improved sales funnel management  
Optimise sales toolset



### **Operational Scalability**

Excellent Service to more customers  
Successfully control costs  
Automate, simplify, digitise



### **4G Technology**

Upgrade customers from 2G to 4G  
Project until 2030  
Possible switch opportunities

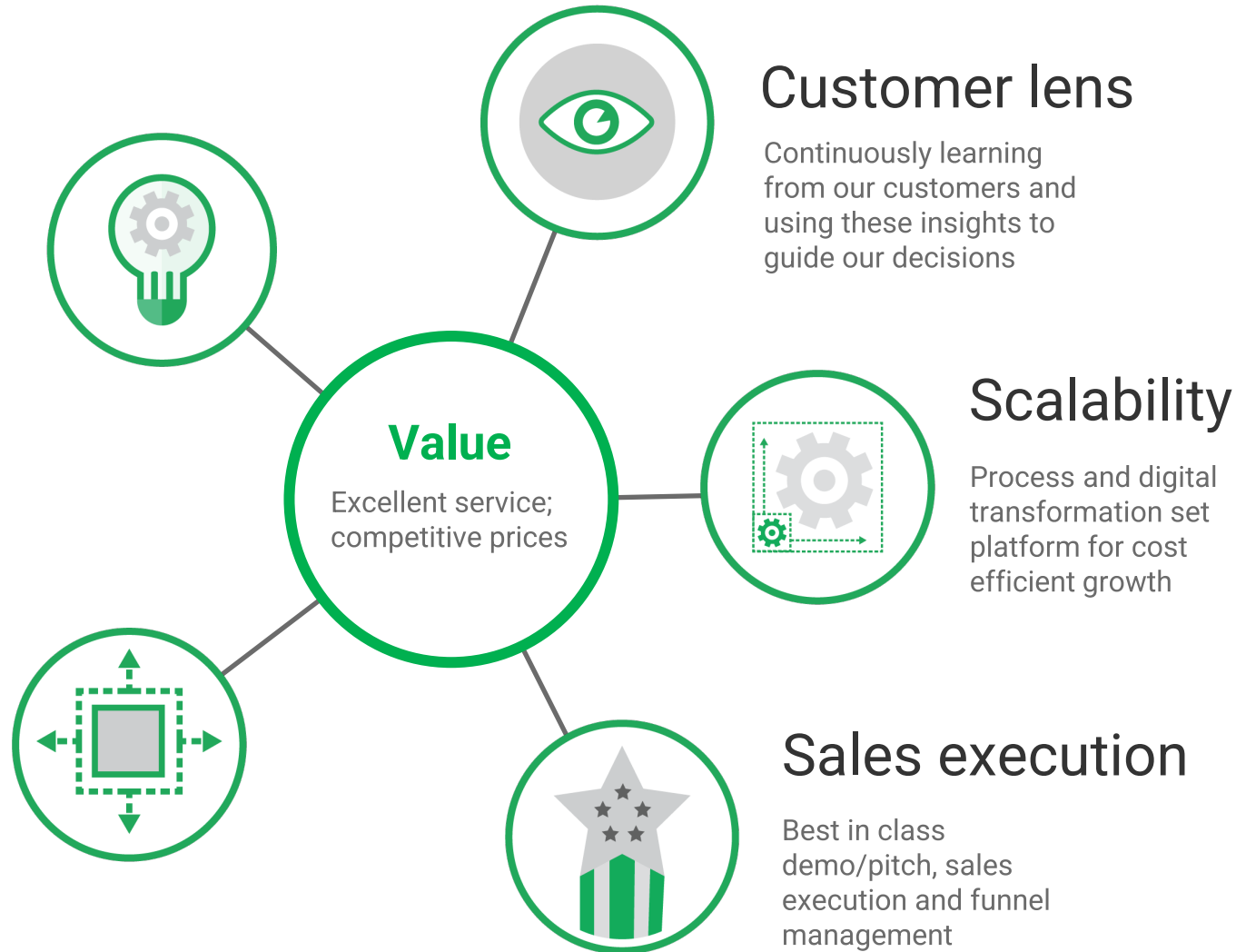


### Innovation

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