Quartix

2026 Interim Results Presentation

Your trusted partner for telematics, video telematics and vehicle & driver safety

H1 2026 Trading Update

Sally Morton
Finance Director

Dan Mendis
Commercial Operations Director

Quartix's Journey

Proud business leaders, with
340,000+ fleet vehicles
tracked worldwide

We still provide telematics to our first customer from 2001

Averaging
7-year customer tenures,
with the majority of our customers renewing year after year

Committed to providing
reliable service

Empowering fleets
of all sizes

With a focus on "site-based" services

Organic Growth
since 2001

Key Performance Indicators

ARR	Subscription base	Fleet customer base	TTM Invoiced recurring revenue
£38.9m	**342,679**	**33,550**	**£36.6m**
+10.9% YoY	**+7.4% YoY**	**+6.2% YoY**	**+13.6% YoY**

Full KPI detail

Metric	2026 H1	2025 H1	Change
ARR (£m)	**38.9**	35.1	10.9%
Fleet subscription base (units)	**342,679**	318,947	7.4%
Fleet customer base	**33,550**	31,588	6.2%
ARR per vehicle (£)	**114**	110	3.2%
ARR per employee (£'000)	**220**	198	10.9%
Net revenue retention (NRR) (%)	**96.9**	97.3	(0.4%)
TTM invoiced recurring revenue (£m)	**36.6**	32.2	13.6%

INVESTOR READ-THROUGH

Recurring revenue

ARR TTM +10.9%;
ARR/vehicle +3.2%
TTM invoiced recurring revenue +13.6%.

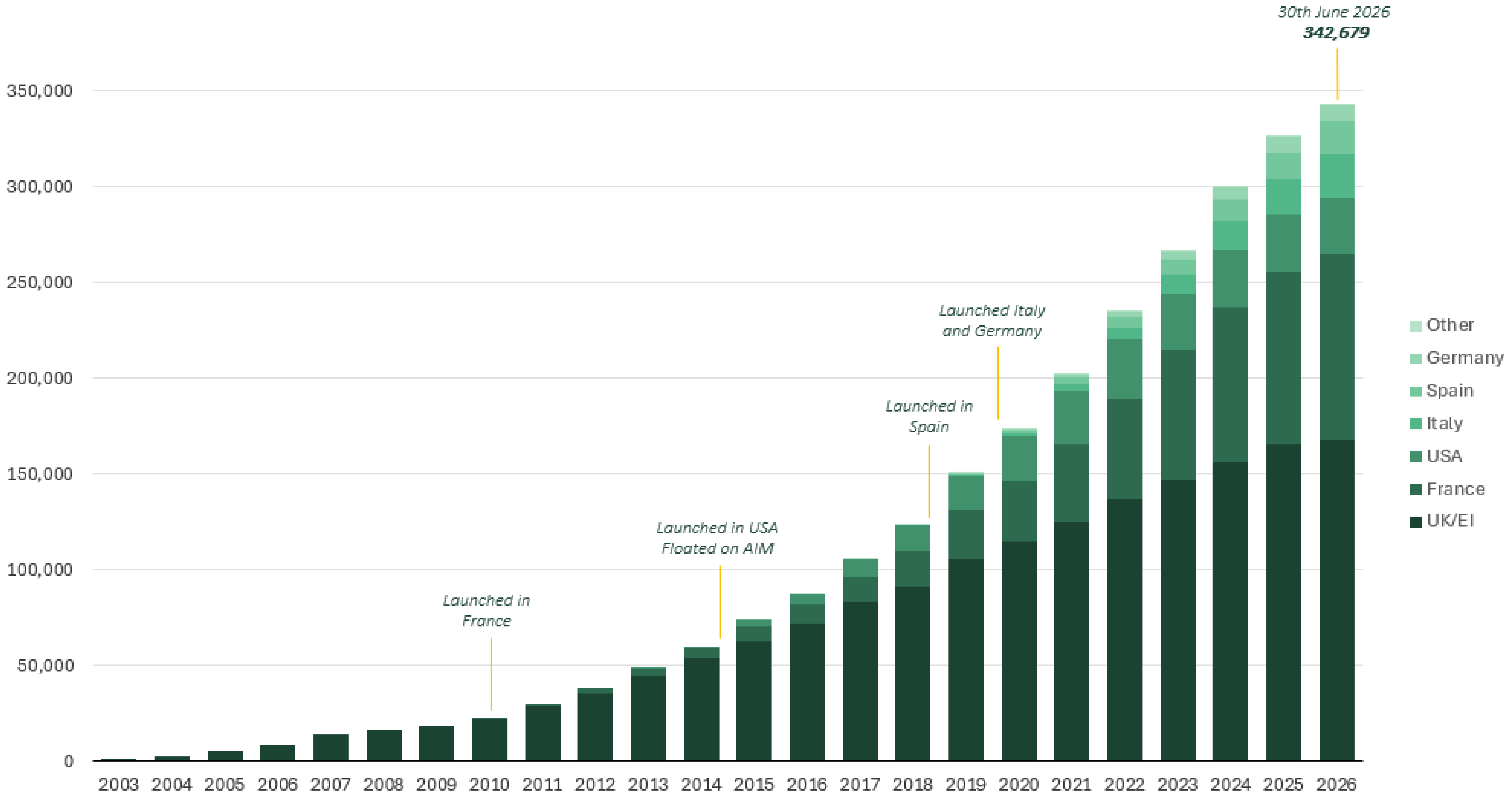
Scaled base

Subscription base +7.4%;
Customer base +6.2%.

TTM = trailing twelve months.

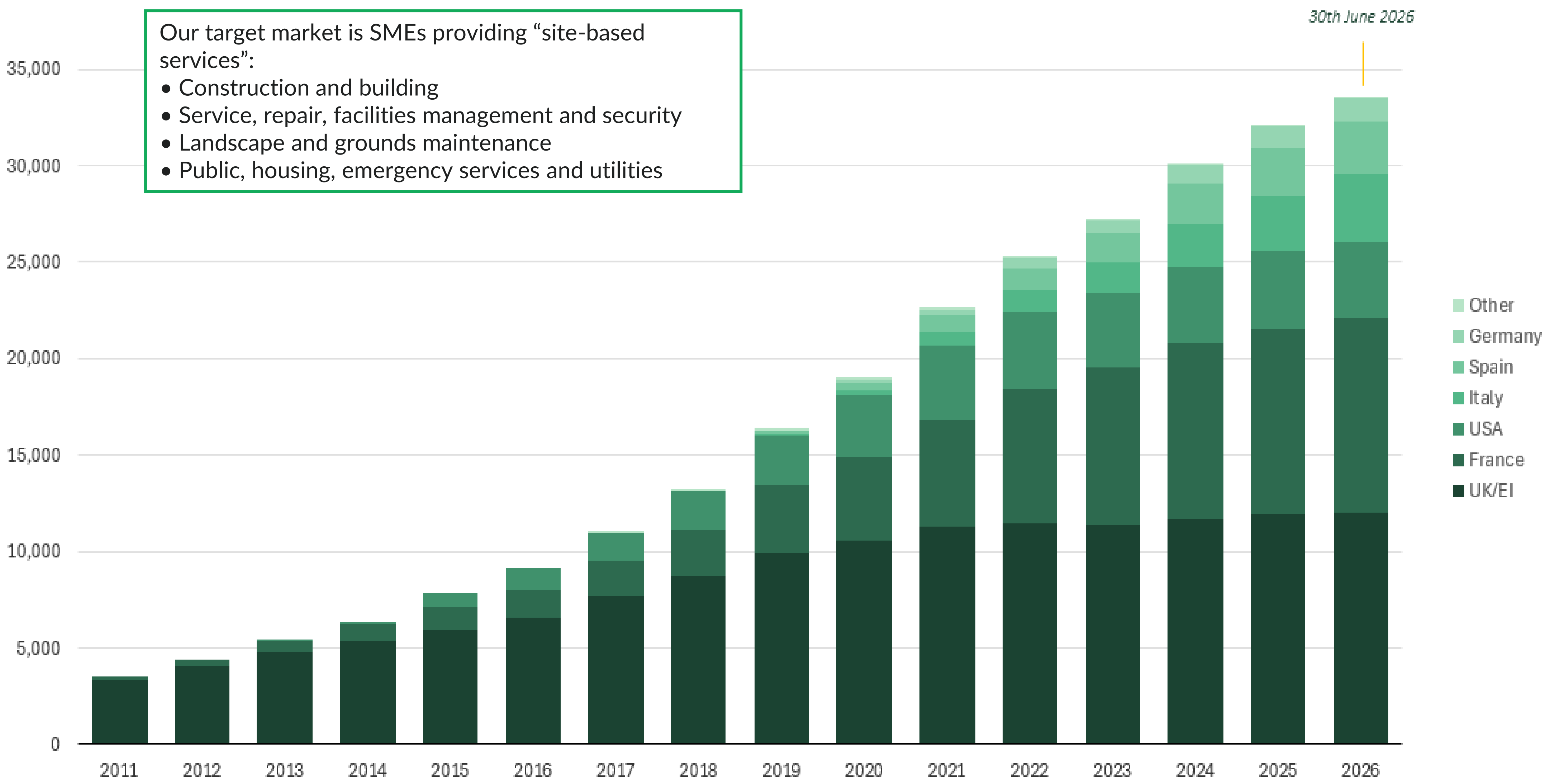
Figures shown on an H1 2026 vs H1 2025 basis.

Subscription Base Growth



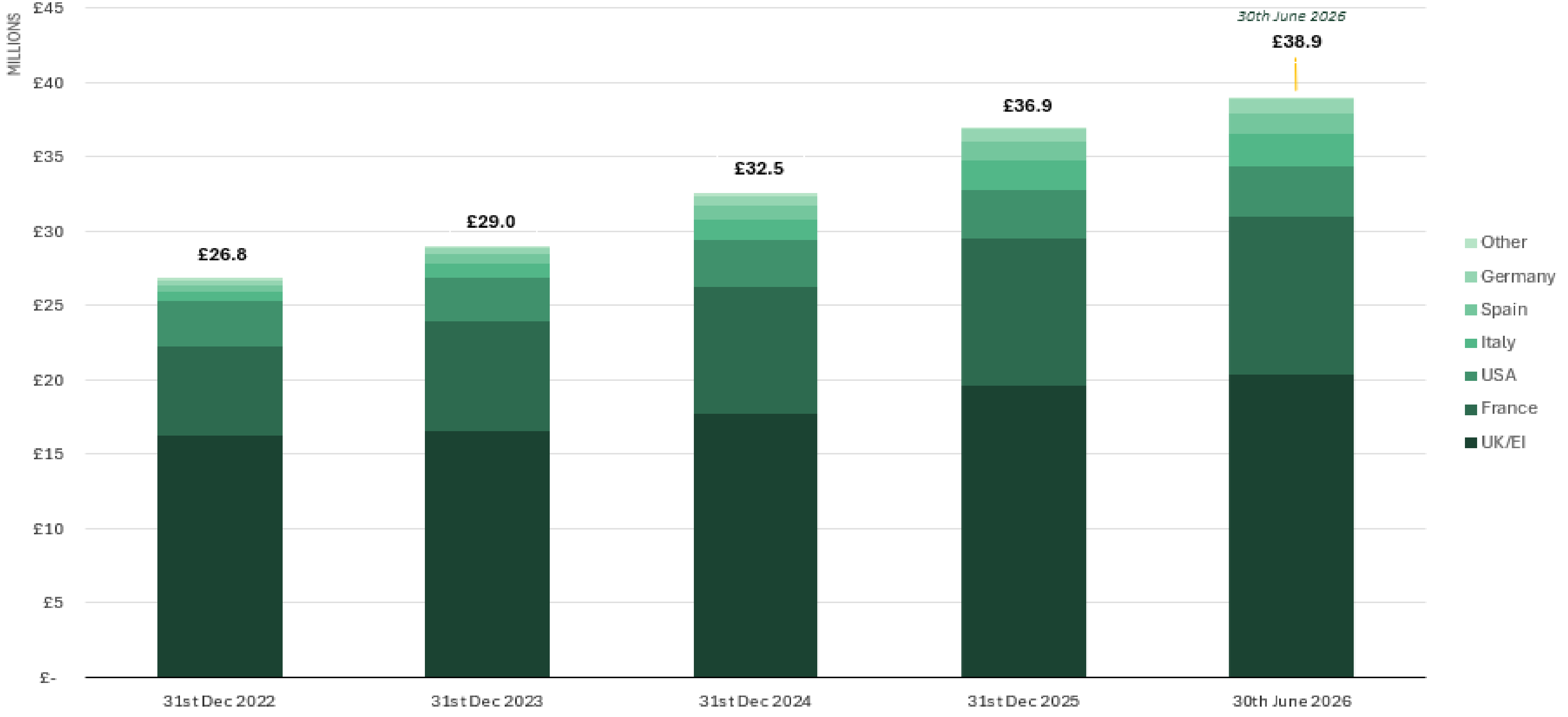
Customer Base Growth

Our target market is SMEs providing “site-based services”:
- Construction and building
- Service, repair, facilities management and security
- Landscape and grounds maintenance
- Public, housing, emergency services and utilities



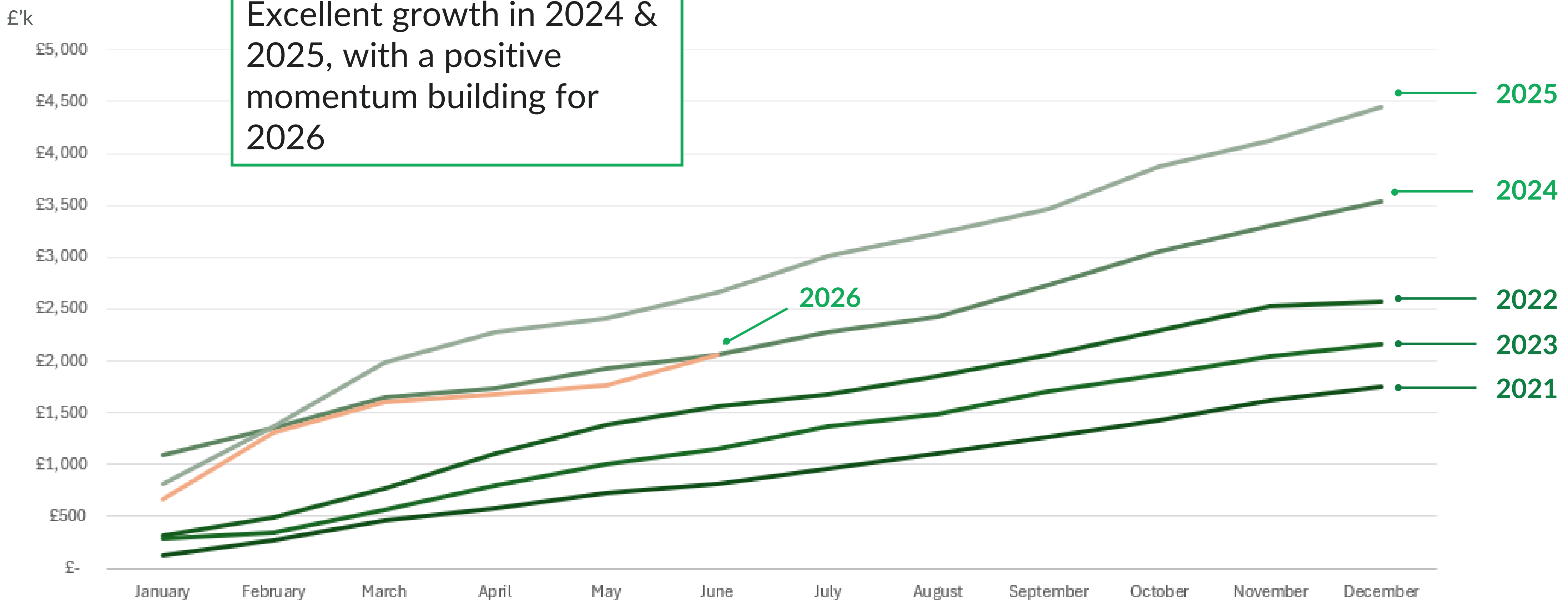
Annualised recurring revenue growth “ARR”

ARR is the key indicator of future revenue and should grow faster than overheads.



Cumulative growth in ARR

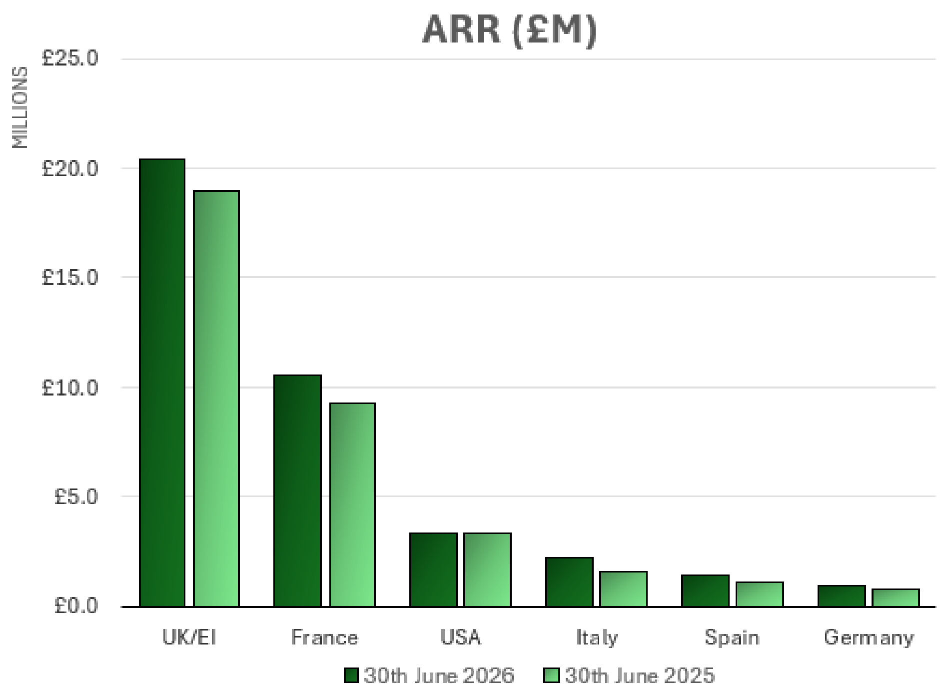
Excellent growth in 2024 & 2025, with a positive momentum building for 2026



All figures quoted on a constant currency basis: 30 June 2026

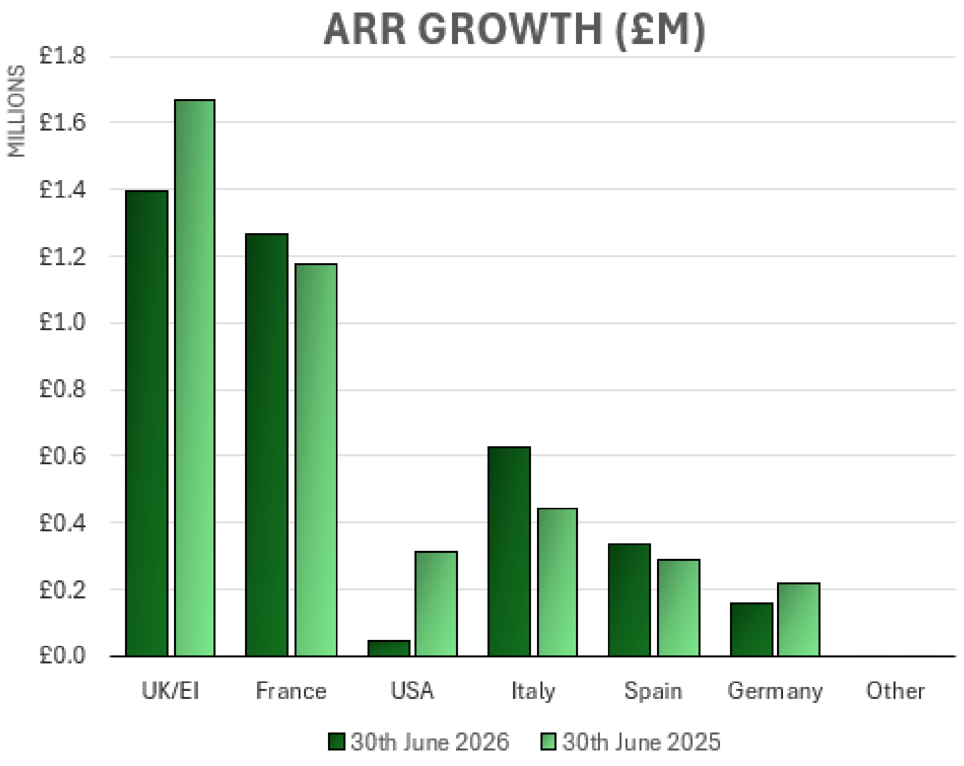
ARR and ARR Growth by Country 2026 (TTM to end June)

All figures quoted on a constant currency basis: 30 June 2026



INVESTOR READ-THROUGH

48% ARR outside of the UK



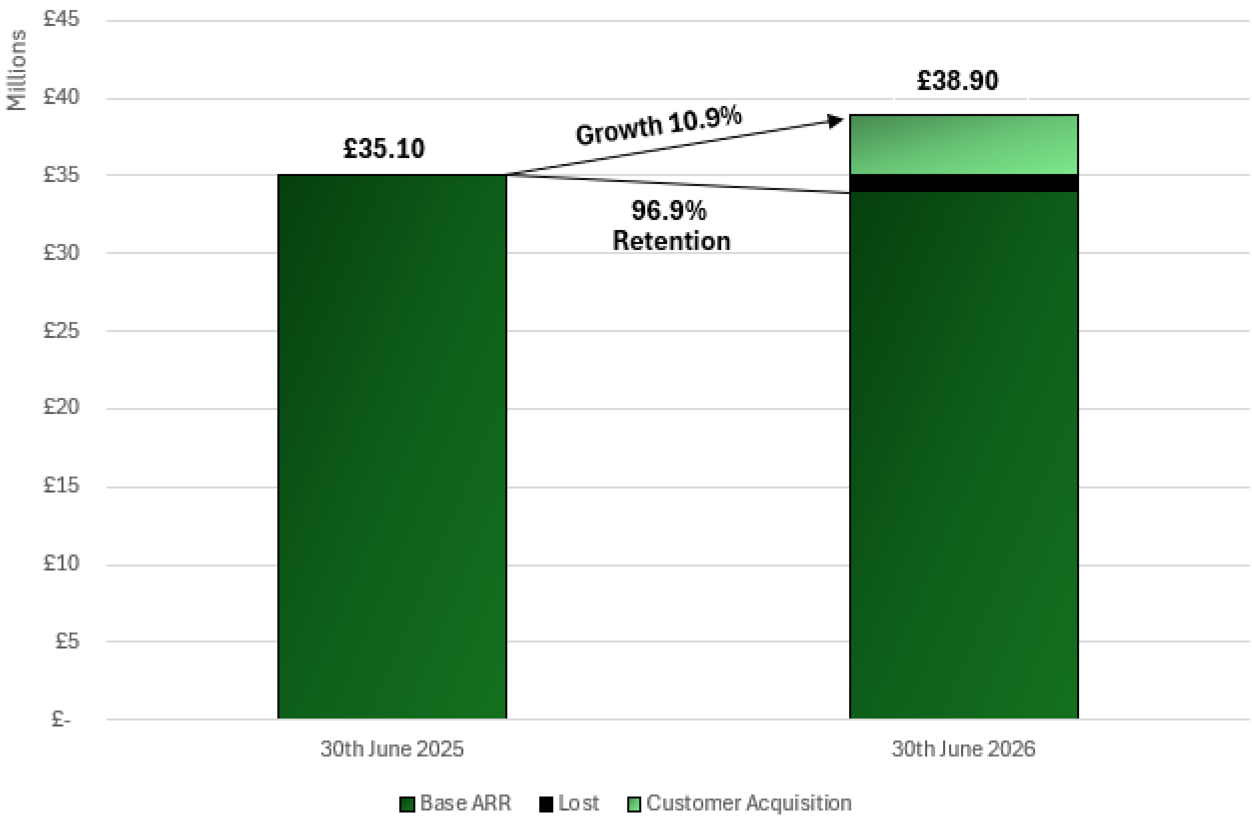
INVESTOR READ-THROUGH

UK remains the largest contributor to ARR growth
Italy & France are leaders in international ARR growth
USA contributed to ARR growth with ARPU growth of 5%

Net revenue retention "NRR"

NRR is the ARR at the end of a year divided by the starting ARR, ***but*** excluding any revenue derived from new customers during the year.

It is a key measure of quality of our service and recurring revenues.



INVESTOR READ-THROUGH

ARR growth of £3.8m since July 1 2025 (+10.9%)

£4.9m Customer acquisition ARR added since July 1 2025

Watchpoint

Focus on this measure is being monitored across all territories.

All figures quoted on a constant currency basis: 30 June 2026

Investment Case: Business Characteristics

A resilient recurring revenue engine

High subscription mix, low customer concentration and growing vehicle base support durable ARR.

97%	£219,596	342,679
Subscription sales as % of sales	ARR / employee	Subscription base (vehicles)

Operating indicators

£114	7%	11%	1%	<1%
ARR / vehicle	Vehicle base growth (TTM)	ARR growth (TTM)	Hardware sales	Largest client of sales

TTM = trailing twelve months. Figures reflect the 30 June 2026 reporting date.

All figures quoted on a constant currency basis: 30 June 2026

INVESTOR READ-THROUGH

Why it matters

Recurring

97% of sales from subscriptions supports visibility.
7-year customer tenure.

Efficient

£219.6k ARR per employee points to operating leverage.

Diversified

Largest client contributes less than 1% of sales, so no customer concentration

TTM momentum

+11% ARR growth
+7% vehicle base growth

Financial Results H1

REVENUE	ADJUSTED EBIT	Free Cash Flow
£19.4m 12%	**£4.9m** 21%	**£3.0m** 18%
vs £17.3m in H1 2025	vs £4.0m in H1 2025	vs £2.5m in H1 2025

Full comparatives

H1 2026 vs H1 2025

GROWTH

Revenue	£19.4m vs £17.3m	12%
Gross profit	£15.5m vs £13.6m	14%
Gross margin	80% vs 78%	+2pp

OPERATING

Operating profit	£4.8m vs £4.0m	21%
Operating margin	25% vs 23%	+2pp
Adj EBIT	£4.9m vs £4.0m	21%

STATUTORY EARNINGS

Profit after tax for period	£2.7m vs £3.1m	15%
EPS	5.52 vs 6.50	15%
Diluted EPS	5.51 vs 6.50	15%

CASH CONVERSION

Cash generated from Operations	£7.6m vs £5.8m	31%
Free cash flow	£3.0m vs £2.5m	18%

Figures shown in £m unless margin/EPS; margins shown as percentage-point movement where applicable.

Product Development

Hardware validation and software rollout are progressing in parallel.

Telematics

01 Approvals cleared

Next-generation OBD 4G dongle tracking system.

02 US derivative

4G Cat M1 model adapted for the US; PTCRB in final review.

03 Production path

Full production in August 2026; 2-wire product expected year-end.

Application Software

01 Beta deployed

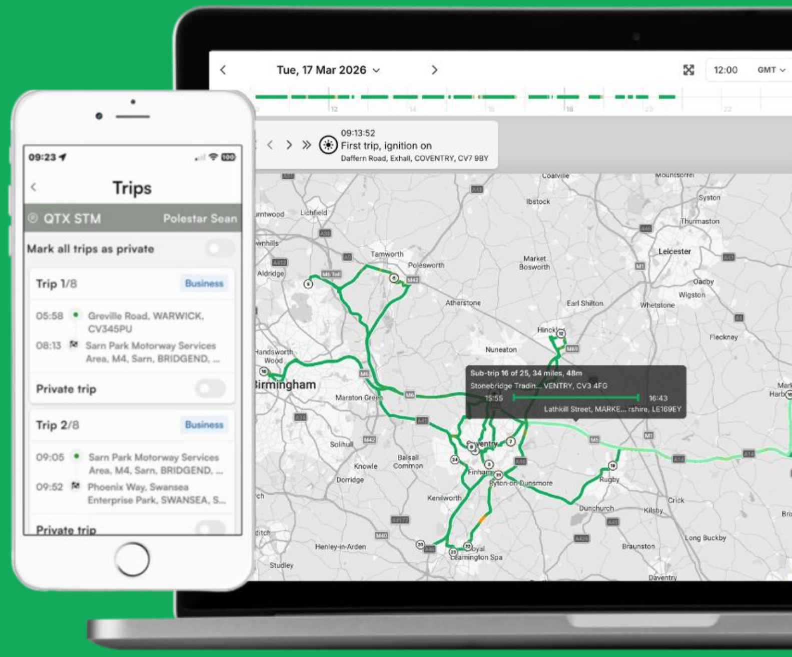
New UI deployed to selected customers.

02 Commercial release

End-2026 release to Info point customers with a 5,000-customer transition target.

03 Platform evolution

Feature rollout supports legacy interface decommissioning by early 2028.



ROADMAP FOCUS

Next-generation tracking hardware and the new user interface (UI) move toward broader commercial availability.

Summary and Outlook

Strong progress in 2025 and H1 2026

£38.9m
ARR
+£3.8m / +11%

342,679
subscription base
+7%

£4.8m
operating profit
+21%

2025–H1 2026 PROGRESS

- **Growth momentum:** ARR grew £3.8m, ARPU grew by 3% and subscription base rose 7%.
- **Profitability:** Operating profit increased 21% to £4.8m.
- **Execution:** French upgrade programme remains on track.
- **Efficiency:** Manufacturing costs reduced.

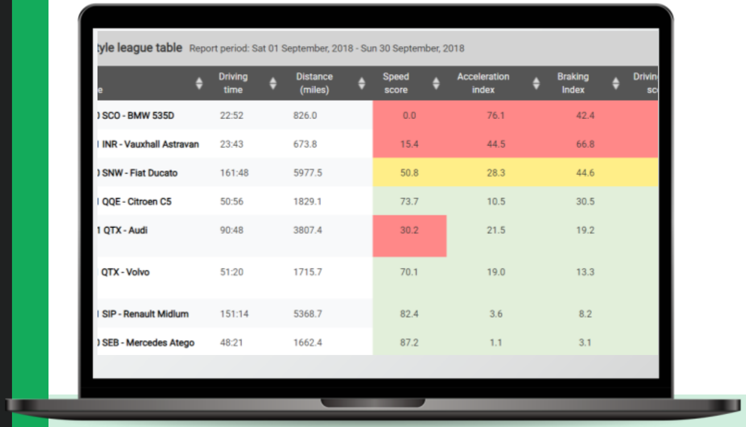
Outlook

- **Continued ARR growth, efficiency gains and a planned dashcam launch in continental Europe in H1 2027.**

H2 2026+

Confident outlook

Focused on recurring revenue growth and operational leverage.



Dashboard-led visibility supports decision-making across the fleet base.

H2 2026 and beyond

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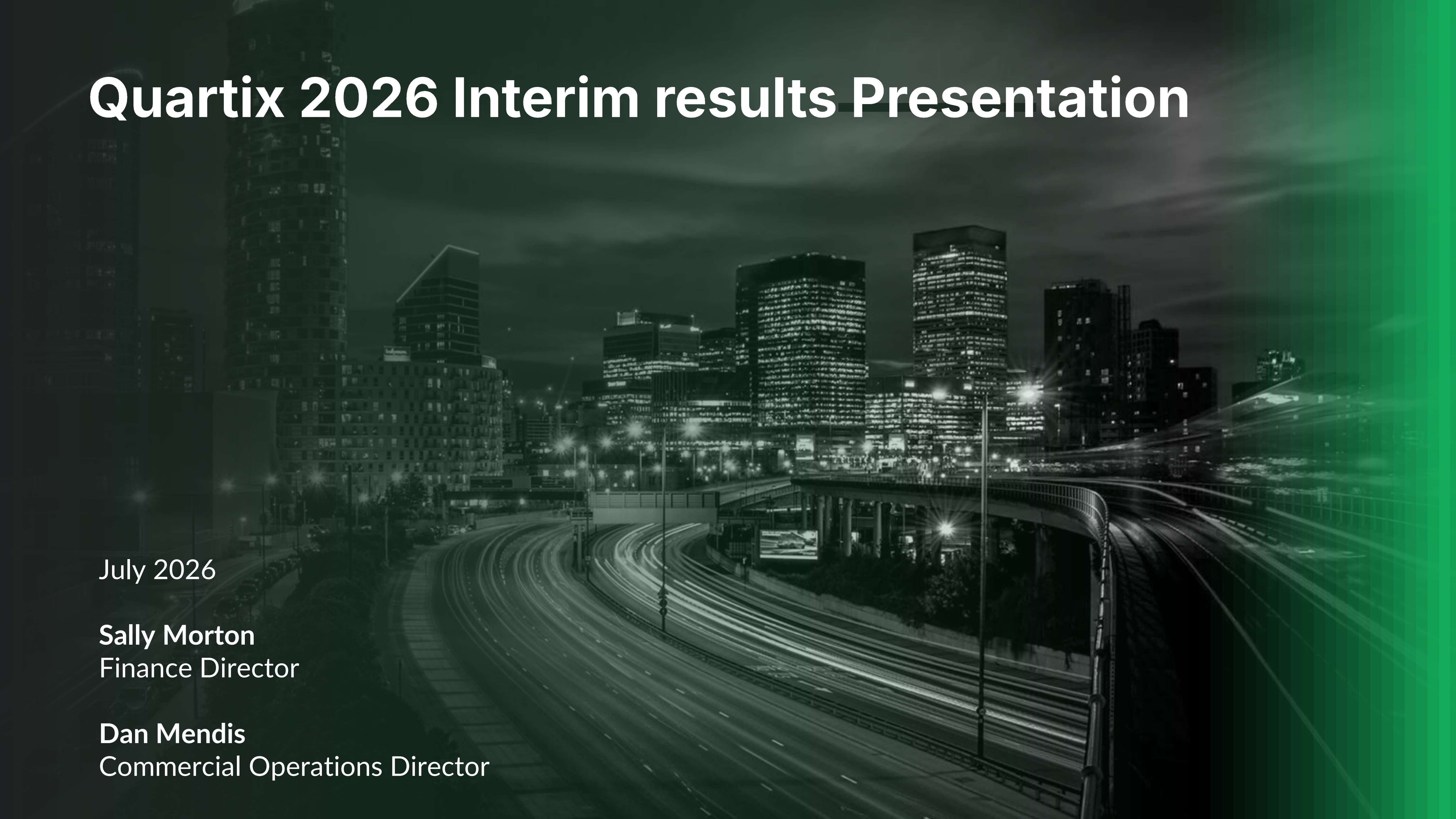

July 2026

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Dan Mendis
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