



2026 Q3 Trading Update

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

Q3 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

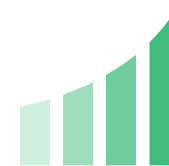
reliable service



Empowering fleets

of all sizes

With focus on “site-based” services



Organic Growth
since 2001

Key Performance Indicators

ARR	Subscription base	Fleet customer base
£39.7m	347,702	33,873
+10.9% YoY	+6.6% YoY	+5.5% YoY

Full KPI detail

Metric	2026 Q3	2025 Q3	Change
ARR (£m)	39.7	35.8	10.9%
Fleet subscription base (vehicles)	347,702	326,029	6.6%
Fleet customer base	33,873	32,118	5.5%
ARR per vehicle (£)	114	110	3.2%
ARR per employee (£'000)	225	198	13.6%
Net revenue retention (NRR) (%)	97.3	97.7	(0.5%)

INVESTOR READ-THROUGH

Recurring revenue

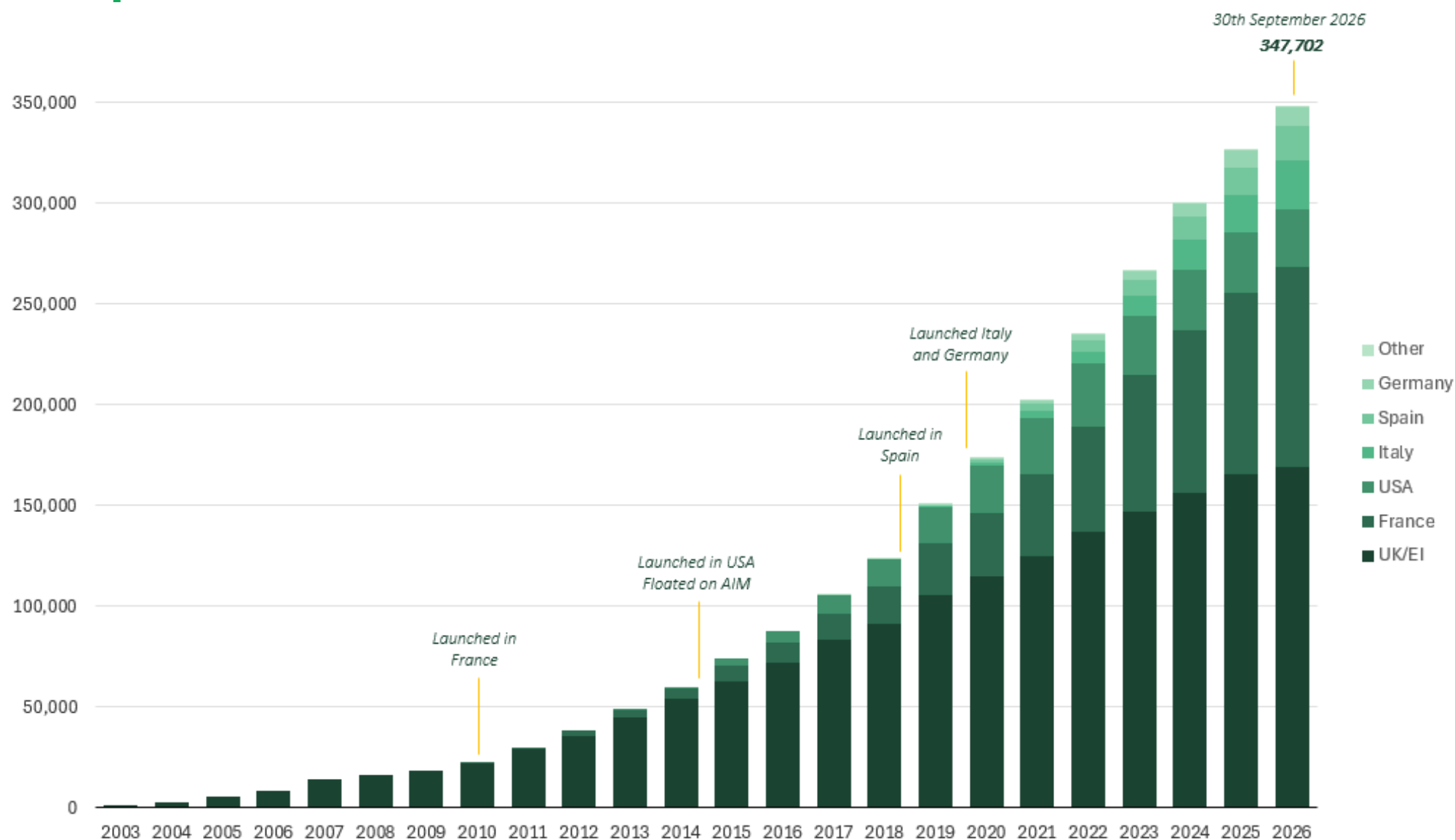
ARR TTM +10.9%;
ARR/vehicle +3.2%

Scaled base

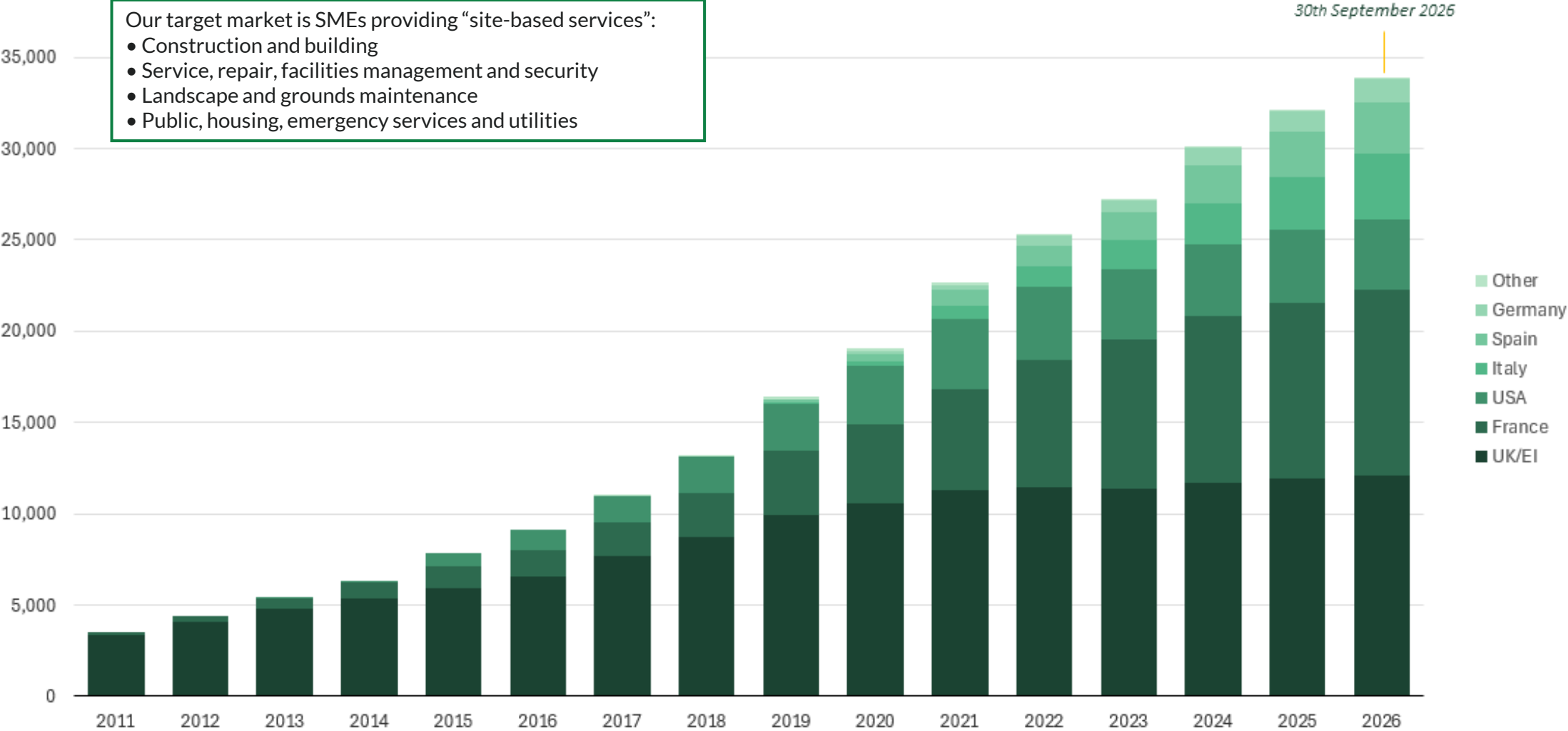
Subscription base +6.6%;
Customer base +5.5%.

TTM = trailing twelve months.
Figures shown on an Q3 2026 vs Q3 2025 basis.

Subscription Base Growth

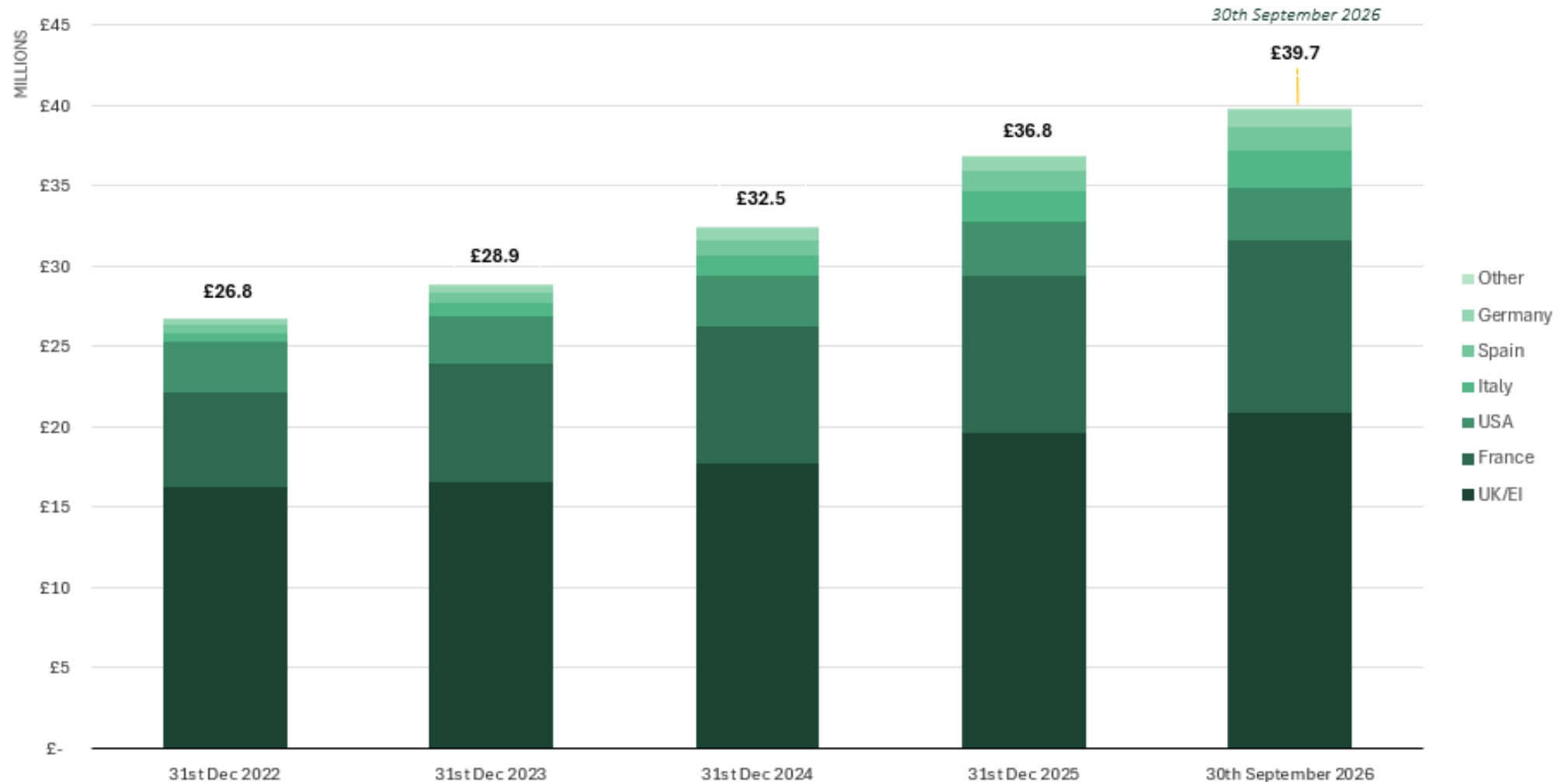


Customer Base Growth



Annualised recurring revenue growth "ARR"

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



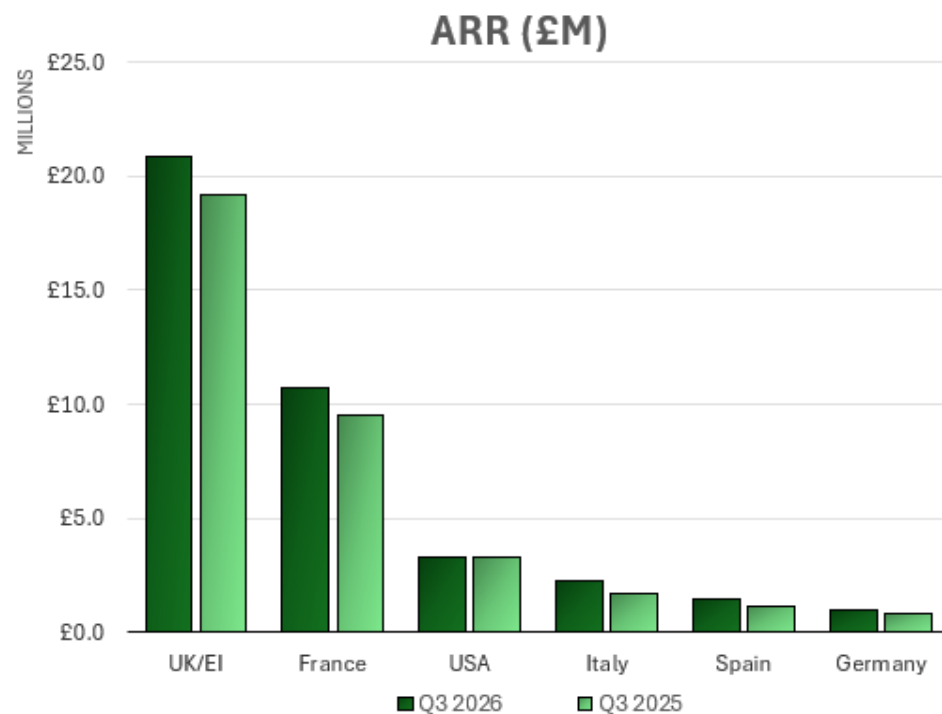
Cumulative growth in ARR



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

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

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

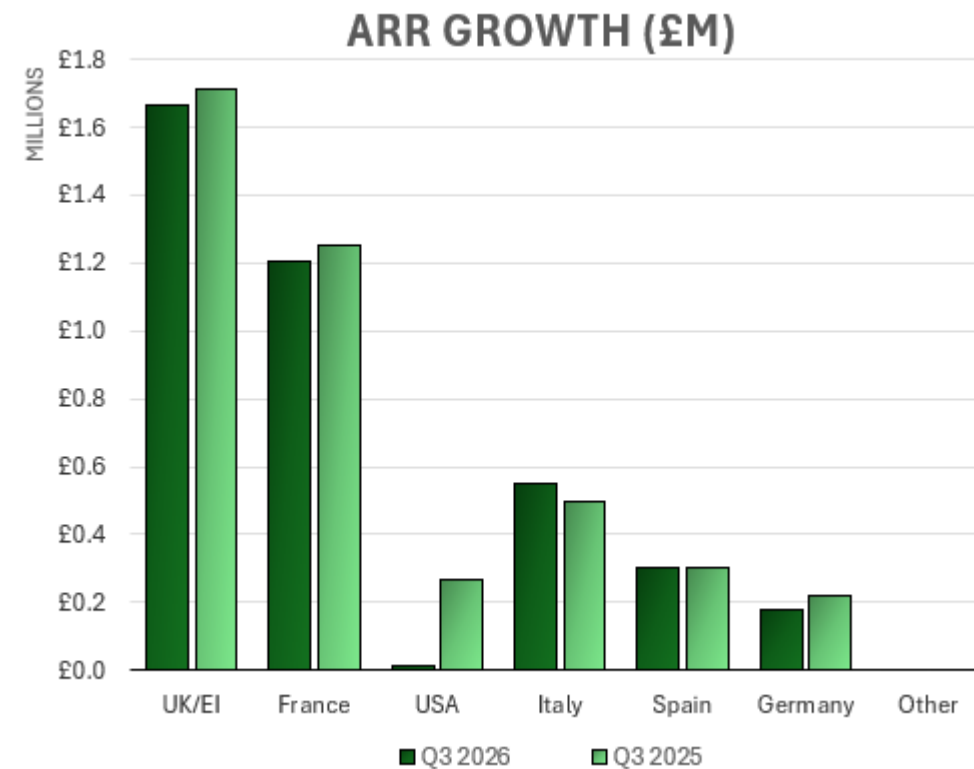


INVESTOR READ-THROUGH

UK remains the largest contributor to ARR growth
Italy & France are leaders in international ARR growth

INVESTOR READ-THROUGH

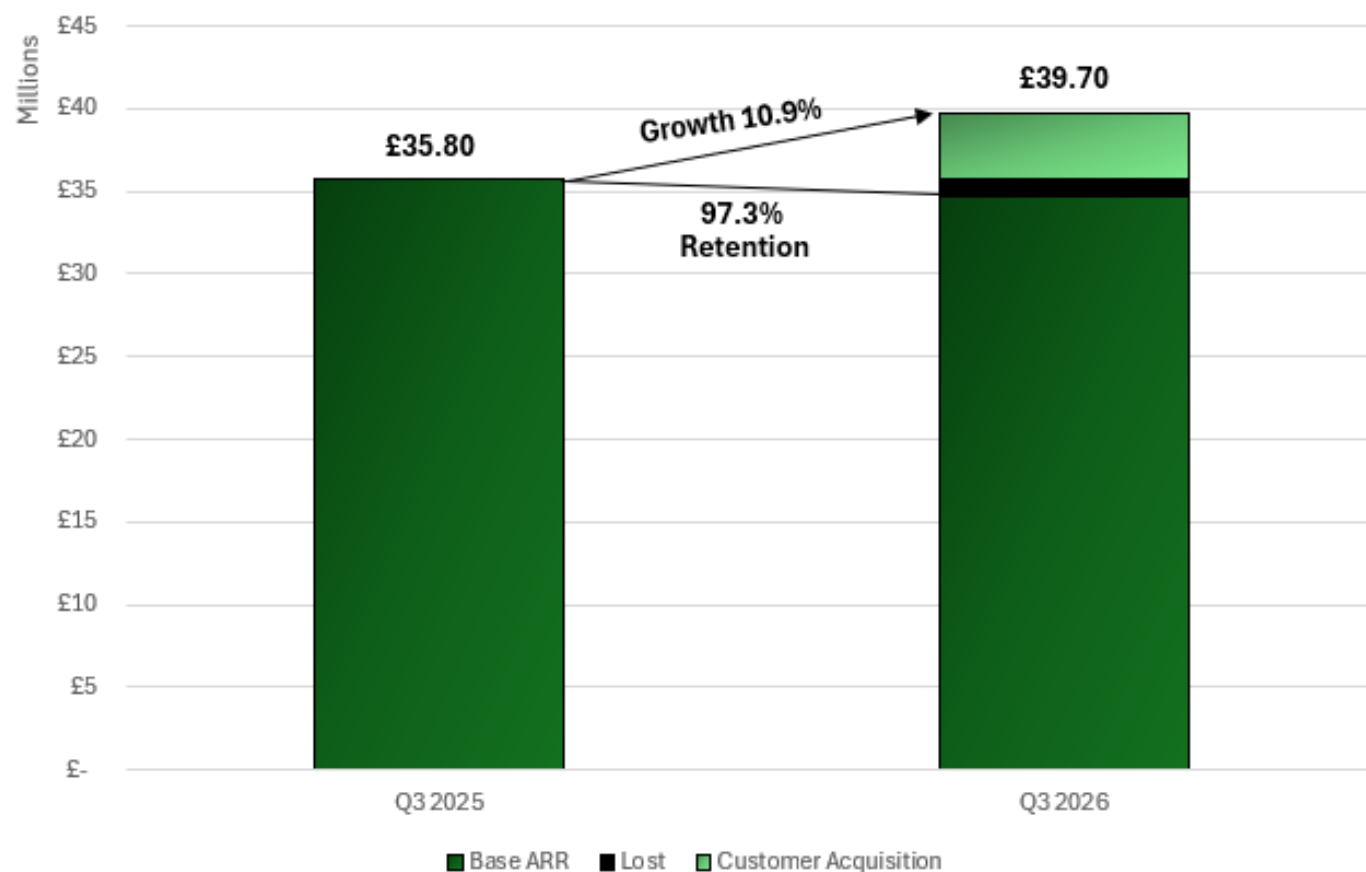
47% ARR outside of the UK



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 £3.9m since October 1 2025 (+10.9%)

£5.0m Customer acquisition ARR added since October 1 2025

Watchpoint

Focus on this measure is being monitored across all territories.

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

Investment Case: Business Characteristics

A resilient recurring revenue engine

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

97%	£225,205	347,702
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 September 2026 reporting date.

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

INVESTOR READ-THROUGH

Why it matters

Recurring

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

Efficient

£225.2k ARR per employee points to operating leverage.

Diversified

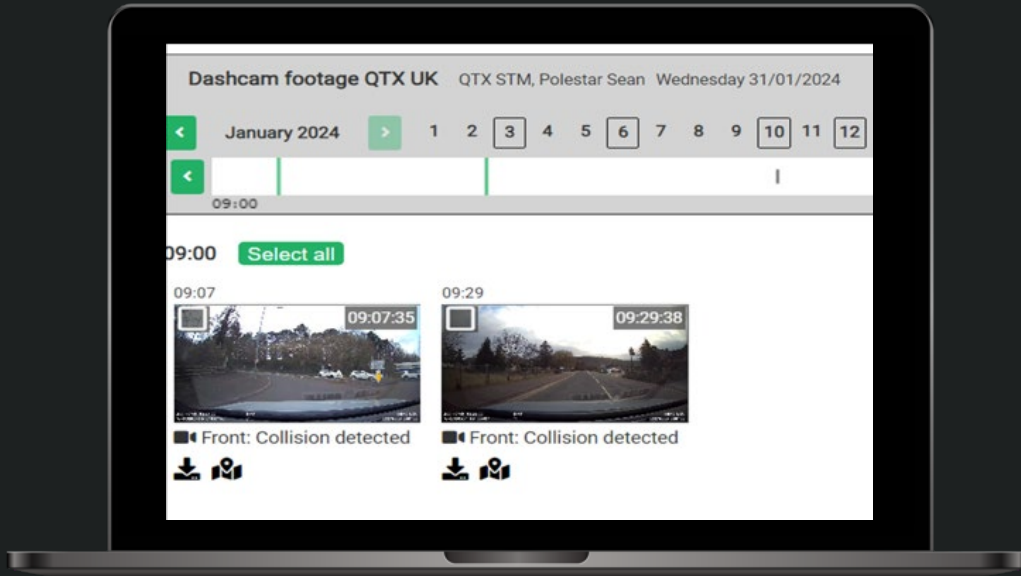
Largest client contributes less than 1% of sales, so no customer concentration

TTM momentum

+11% ARR growth
+7% vehicle base growth

Connected Dashcam

Enhanced fleet safety and protection with forward-facing dashcam integrated with the Quartix telematics platform.



UK Pilot launch with expansion into Continental Europe planned in H1 2027

Launched in 2024, the connected dashcam solution provides our customers with detailed, high-resolution coverage of collisions and other significant events during vehicle usage. The uploading of footage is either initiated by accelerometer triggers in the telematics system or user requests. This information is then attached to and integrated within the report suite, supporting customers in driver training, insurance matters and in reducing fraudulent claims against them. Options in the UK include forward, in-cab and rear-facing cameras.

In the 12 months to 30 September 2025 dashboard camera additions to existing customers contributed approximately £0.5m of ARR growth.



Summary and Outlook

Strong progress in 2025 and 2026, with management remaining confident in meeting market expectations for the full year.

£39.7m

ARR

+£3.9m / +11%

347,702

subscription base

+7%

2026 PROGRESS

- **Growth momentum:** ARR grew £3.9m, ARPU grew by 3% and subscription base rose 7%.
- **Execution:** French 2G units upgrade programme remains on track.
- **Cash generation:** Estimated £4.7m FCF generated in the nine months to 30 September 2026, after cash tax payments of £2.3m

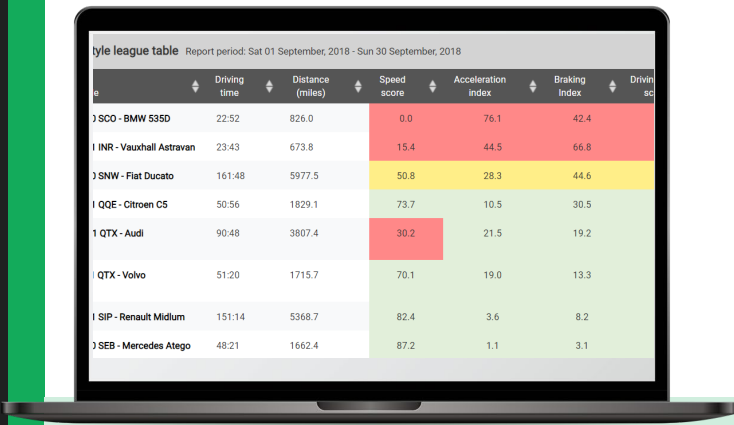
Outlook

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

Q3 2026+

Confident outlook

Focused on recurring revenue growth and operational leverage.



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

Q3 2026 and beyond

Quartix Q3 2026 Trading update

A nighttime photograph of a city skyline with a multi-lane highway in the foreground. The highway shows long-exposure light trails from cars, creating a sense of motion. The city buildings are illuminated, and the sky is dark with some clouds. A green gradient overlay is visible on the right side of the image.

October 2026

Sally Morton
Finance Director

Dan Mendis
Commercial Operations Director