

# CARTRACK FACT SHEET 2018



## ABOUT CARTRACK

Cartrack is a leading global provider of fleet management (Fleet), stolen vehicle recovery (SVR), workforce optimisation and insurance telematics services with a presence in 24 countries globally



Among the largest telematics companies globally



Operations across five continents



Geographically diverse base >660 000 subscribers



Rapidly growing industry



Resilient, annuity-based business



High cash conversion



Strong financial metrics



Proven proprietary technology platform



Strong investment in distribution capacity

## HY 2018 IN PERSPECTIVE

Robust period on period subscriber **growth of 21% to more than 666 000**



Subscription revenue **up 19%**



Continued strong investment in operating capacity



**EBITDA of R297 million, up 26%**

**EBITDA margin of 47%**

Normalised EPS ('NEPS') of **46 cents, up 20%**

Basic earnings per share ('EPS') of **47 cents, up 21%**

Headline EPS ('HEPS') of **46 cents, up 20%**

Total revenue **up 14% to R630 million**

Cash generated from operating activities of **R178 million**



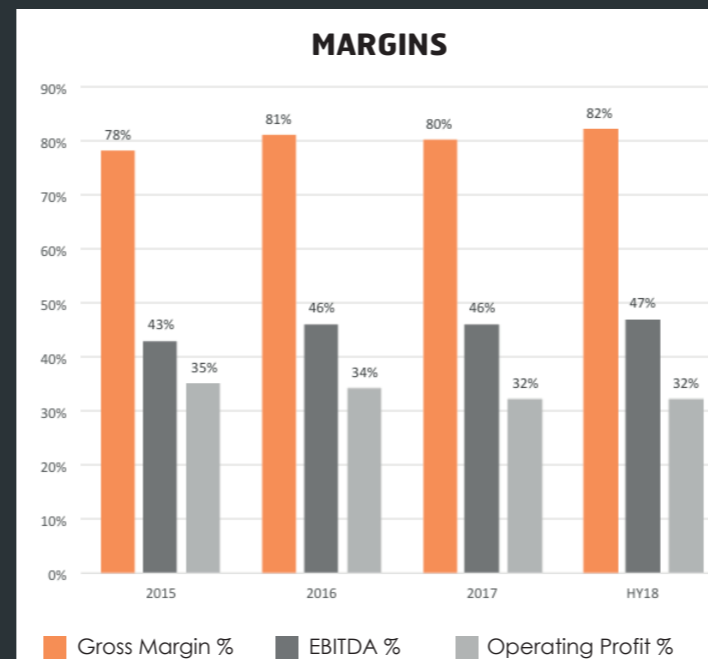
**Return on Equity of 59%**



**Declared dividend per share of 18 cents**



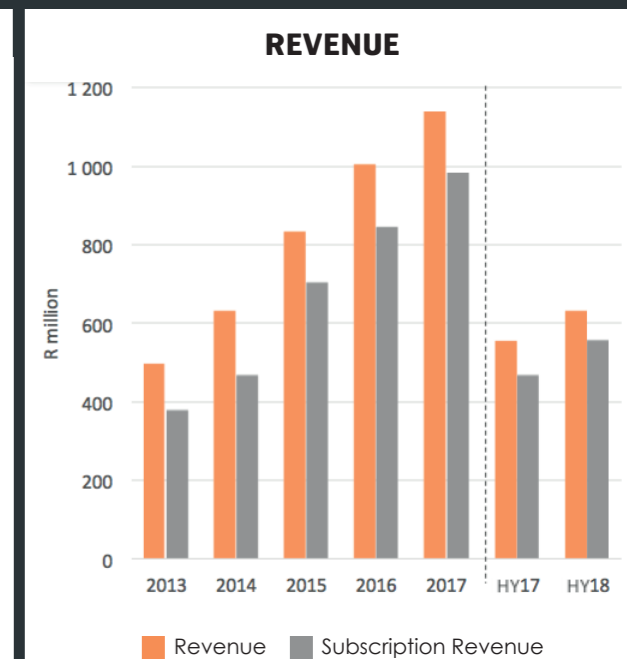
Cartrack's industry leading margins are the result of a fully integrated business model



Five years of compounded subscriber growth at 20% p.a.



Compound revenue growth of 20% p.a.



Global Chief Executive Officer, Zak Calisto, commented: "The increase in active subscribers and subscription revenue has translated into solid growth. South Africa performed admirably and the business case for Asia Pacific is now well entrenched. Europe also delivered strong subscriber growth. We are constantly upgrading our market offering to our customers through our innovative and reliable products and services."

