

CARTRACK FACT SHEET 2018



ABOUT CARTRACK

Cartrack is a leading global provider of solutions for mobile asset management, asset recovery, workforce optimisation and data analytics based on a proven telematics platform.

Fleet management ('Fleet'), stolen vehicle recovery ('SVR') and insurance telematics services remain our primary offerings while we continue to develop innovative, first-to-market solutions across a broad spectrum of applications aimed at further enhancing our customers' experience. Cartrack has an extensive footprint in 24 countries across Africa, Europe, North America, Asia Pacific and the Middle East.



Among the largest telematics companies globally



Geographically diverse base >750 000 subscribers



Rapidly growing industry



Resilient, annuity-based business



Operations across five continents



High cash conversion



Strong financial metrics




Proven proprietary technology platform




Strong investment in distribution capacity


ABOUT CARTRACK




- Robust subscriber growth of **25% to 751 380**
- Subscription revenue up **19%**
- Subscription revenue **88% of the total revenue**




- Operating margin of **33% up from 32%** despite continued investment for growth
- Cash generated from operating activities of **R467 million up 21%**




- Total revenue up 16% to R1 324 million**




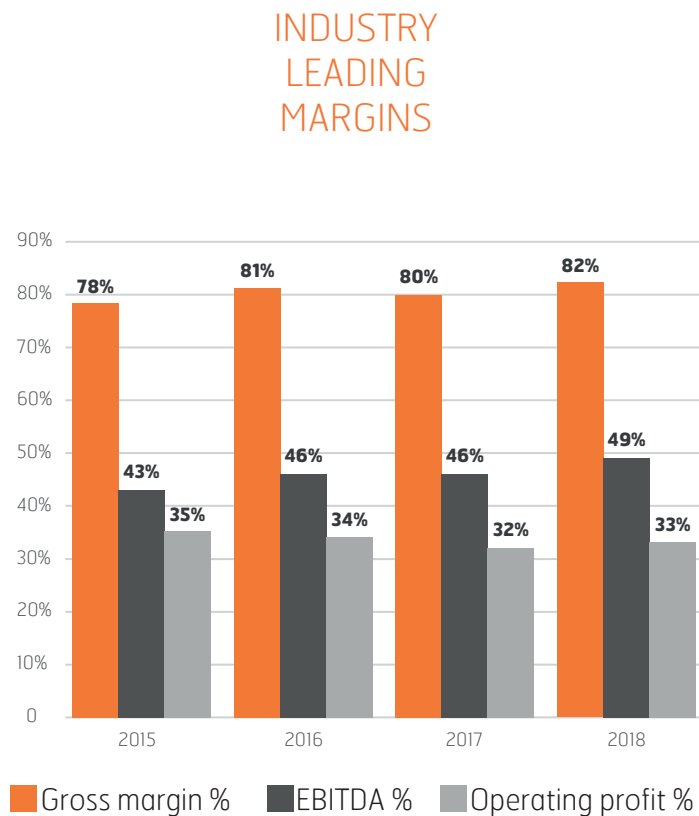
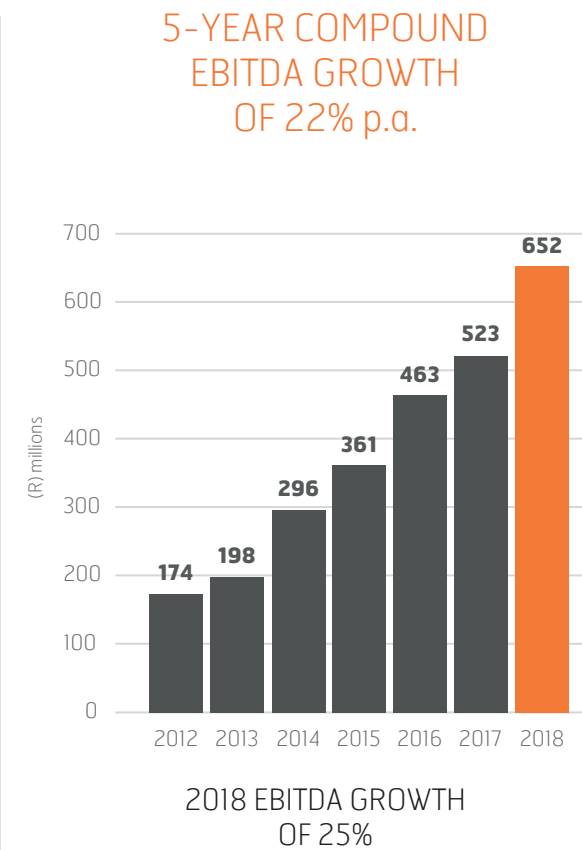
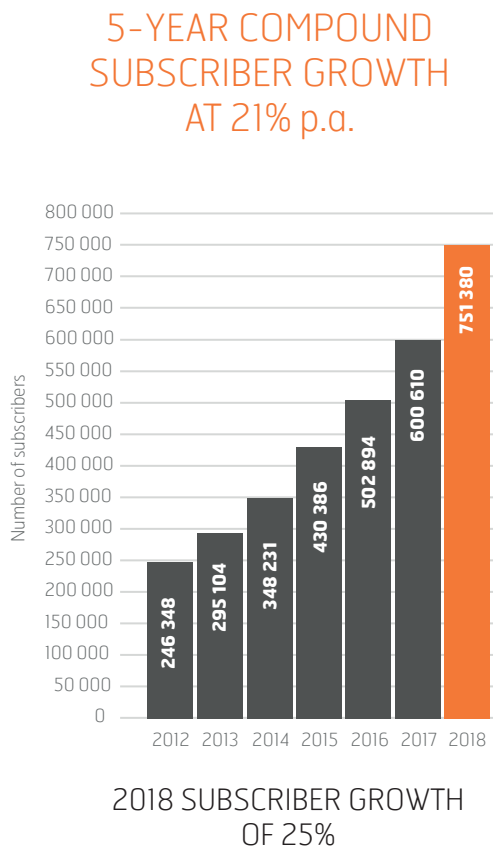
- EBITDA of **R652 million, up 25%**
- EBITDA margin of **49% up from 46%**



- EPS of **100.5 cents, up 17%**
- HEPS of **100.0 cents, up 17%**
- Return on Equity of 58%**
- Final dividend per share of **28 cents**







Global Chief Executive Officer, Zak Calisto commented: "Cartrack has delivered a robust set of financial results in 2018, which is indicative of accelerating growth in our subscriber base and the strong performance of the annuity-based revenue model. We continue to invest heavily in our technology, distribution, operating capacity and R&D, in pursuit of sensible growth. Our focus on data analytics and new revenue streams have culminated in the launch of our new insurance product this year and will lead to further expansion in the coming years. We expect to continue double digit subscriber and revenue growth in the foreseeable future."

