

Preliminary Results 2018/19

FY19 FY18

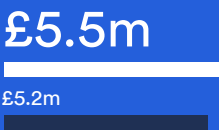
Group Revenue
from continuing operations



Increased 11.7%

Group Revenue up 10.0% at constant currency

Adjusted PBT*
from continuing operations



Increased 5.7%

Broadly in-line with market expectations

Group Cash



Increased 13.1%

Another year of strong cash generation

Ordinary Dividend

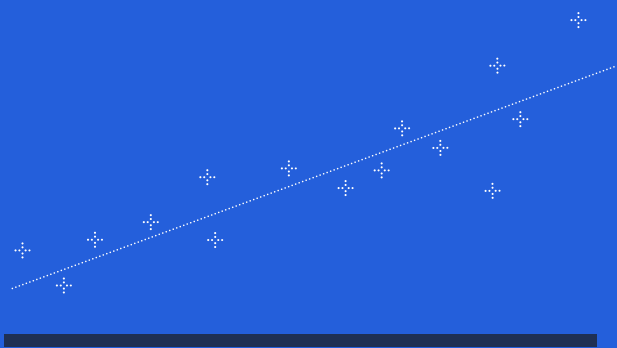


Increased 20%

Recommended Ordinary Dividend



Strategic Progress



Five-year strategic growth plan

Just over half-way through the current five-year plan, the business has made demonstrable progress over the past year through the “amplify the core” strategy. This strategy recognises the divisions operate in exciting markets, with differentiated products and loyal customers, and from this strong platform we aim to amplify their visible, material capabilities.

This platform has driven our software into yet more applications over the past 12 months. Customers are using it to improve innumerable

walks of life by measuring and analysing the metrics that matter most to them.

Strategy for motion measurement division, Vicon: strengthen and protect profitable market leader.

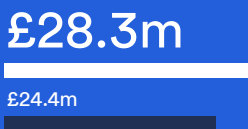
Strategy for asset management division, Yotta: develop cloud-based software products and grow recurring revenues.

Strategy and Five-year Plan
The Strategy and Five-year plan is available here: oxfordmetrics.com/strategy



Vicon

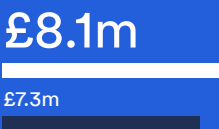
Revenue



Increased 16.2%

Record revenues

Adjusted PBT*



Increased 11.3%

Broadly in-line with expectations

Vicon reports record revenues for the fourth year in a row – up over 65% since FY15.

Established Markets

Excellent year growing revenues 12.3% year-on-year and notable wins at European Space Agency, NASA's Jet Propulsion Lab, Imperial College London, The Shriners Group of Hospitals, Ninja Theory and Square Enix.

Vertical Markets

Location-based Virtual Reality now has nine partners using our systems, including Sandbox VR and VR Arcade, with opportunity to scale.

Elite Sports

IMU Step, SaaS solution for elite sports, continued to grow recurring revenue base with multiple new customer wins, including elite teams in basketball, football and baseball.

Product progress

To further enhance the market, we introduced the inertial Blue Trident sensor and a new iOS app Capture.U, ViperX to the dedicated LBVR line and latest version of the flagship animation software, Shogun 1.3.



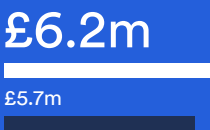
Yotta

Revenue



Slightly down due to transitioning to a pure SaaS model and delays with customer-driven implementations

Annualised Recurring Revenue (ARR)



Increased 8.8%

ARR progressed to £6.5m as of 2nd Dec 2019

Adjusted loss of £0.2m FY18 profit of £0.4m.

Yotta's three growth vectors all saw progress over the year, with a notable performance from our Direct segment having re-organised its direct operations.

Direct

Yotta now has 138 Local Authority customers using at least one piece of our software including new wins at Bury, Kent County Council and Auckland System Management (ASM) in New Zealand.

Indirect

Through our channel of independent market-focused

resellers, we recorded a number of notable wins including CCFC Highway and Bogota Airport in Colombia.

OEM & Partnerships

Developed Major Accounts function to expand important relationships with high profile clients.

Product progress

Yotta has delivered significant improvements in Horizons and Alloy during FY19. These developments have served to both broaden and deepen the functional footprint of both products.



For the full Preliminary Results 2019 click here oxfordmetrics.com/financials

Watch the Preliminary Results video [here](#)

* Adjusted PBT* for continuing operations has been determined after adding back non-cash moving items such as share-based payments, amortisation of intangibles

arising on acquisition, fair value adjustments to IMeasureU purchase consideration, impairment of Pimloc investment and exceptional costs.