

Oxford Metrics

Interim Results 2018/19

● H1 FY19 ● H1 FY18

Group Revenue
from continuing operations

£16.1m

£14.3m

Increased 12.6%

Group Revenue up 10.4% on a constant currency basis

Adjusted PBT*
from continuing operations

£1.7m

£1.5m

Increased 16.1%

In-line with achieving full year market expectation

Group Cash

£10.9m

£9.2m

Increased 18.7%

Cash following Final and Special Dividends worth £3.1m

Statutory Earnings
per Share

0.86p

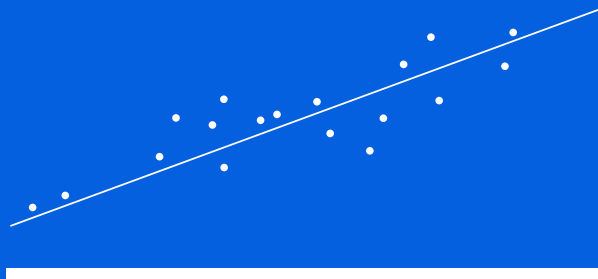
0.58p

Increased 48.3%

Net income divided with total number of outstanding shares



Strategic Progress



Five-year strategic growth plan

Five-year “amplify the core” strategic growth plan launched in 2016, with aim to drive growth by building on core strengths and capabilities of subsidiaries.

Good progress in Third Year of plan leveraging investments made in previous years to broaden product range and expand addressable markets.

Overall progress has been strong and on track as the half way point of the plan is reached.

Strategy and Five-year Plan

The Strategy and Five-year Plan video and .PDF are available here oxfordmetrics.com/strategy



Vicon

Revenue

£12.5m

£11.0m

Increased 14.4%

Revenue increased 11.5% on a constant currency basis

Adjusted PBT*

£3.3m

£3.0m

Increased 10.9%

Unadjusted PBT of £2.2m (H1 FY18: £2.0m)

Strategy for Vicon: Strengthen and protect profitable market leader.

Capitalising on its leadership position in its established markets, with a particularly strong performance in Engineering which grew 89% year-on-year.

Increasing traction for Location-based Virtual Reality ('LBVR') solution which now accounts for 8% of first-half revenue.

Established new partnership with Sandbox VR, who immediately purchased systems from Vicon, with significant opportunity to scale the partnership over time

IMU Step, SaaS solution for elite sports, continues to build momentum with universities and trials being undertaken by a number of major sporting franchises.



Yotta

Revenue

£3.5m

£3.3m

Increased 6.8%

Alloy software saw growing levels of interest and market adoption

Annualised Recurring Revenue (ARR)

£5.9m

£5.3m

Increased 10.7%

As at 10th June 2019 ARR stood at £6.0m

Adjusted PBT Loss of £0.2m (H1 FY18 £0.1m).

Strategy for Yotta: Develop cloud-based software products, expand internationally and grow recurring revenues. That growth is driven through three different routes:

Direct: Sales grew through wins across the UK, including Bury Metropolitan Borough Council, Chorley Council and Northamptonshire County Council.

Indirect: Following changes to our sales approach implemented early in the financial year, we are now focussing on key

partners in Europe and South America. This has led to some notable wins at Aeropuerto de Bogotá and Concesiones CCFC.

OEM: Two OEM partners within Highways (in Australia and the Netherlands) and now actively engaged in pursuing partnerships in other asset-rich vertical markets, such as other forms of Transportation and Utilities.

Alloy software includes new Blueprints feature, enabling faster on-boarding of new customers. New Waste and Environmental Management module broadens the Total Addressable Market for Alloy.



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

Watch the Interim Results video here

*Profit/(loss) Before Tax from continuing operations before Group recharges adjusted for share based payments, amortisation of intangibles

arising on acquisition, change in fair value of deferred consideration payable and unwinding of associated discount factor, Pimloc and exceptional costs.