

Oxford Metrics

Preliminary Results 2017

Group Revenue increased 10.7% from continuing operations



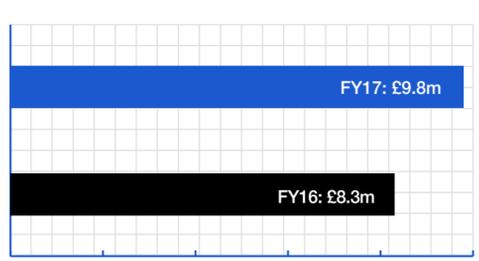
Group revenue increased 10.7%, slightly ahead of expectations

Group Adjusted PBT* from continuing operations



Ahead of market expectations following planned investment in Yotta

Group Cash balance increased 18%



Of which £0.6m is disclosed in Assets held for sale

Proposed dividend increased by 20%



In line with our stated progressive dividend policy and dividend cover goal



Five-year growth plan launched Dec '16 with two key financial objectives: by 2021, we aim to double Group profit and to triple recurring revenues.

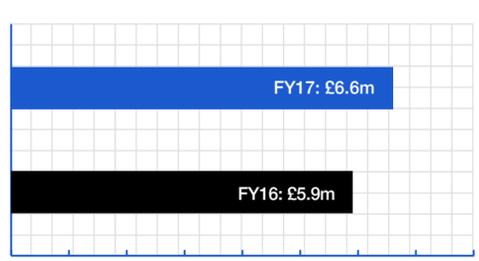
FY17: Year One marked start of the investment phase and progress has been strong so far:

- Annualised Recurring Revenues (ARR) strengthened by 22% to £4.9m (FY16: £4.0m)
- Profitability ahead of market expectations

FY18: Year Two to amplify growth of our recurring revenues and growth in profitability

Yotta

Revenue



Revenues relate exclusively to software operations

Adjusted PBT*



Reflecting planned investment



Strategy for Yotta: develop cloud-based software products, expand internationally and grow recurring revenues

- Successful launch of Alloy, the cloud-based asset management platform for the digital future
- Secured 6 new Alloy licenses in September – 3 in Australia and 3 in the UK
- International channel presence expanded to 5 distributors (FY16: 2) achieving key goal of the 5 year Strategic Plan which enables Yotta to reach 23 countries (FY16: 4)

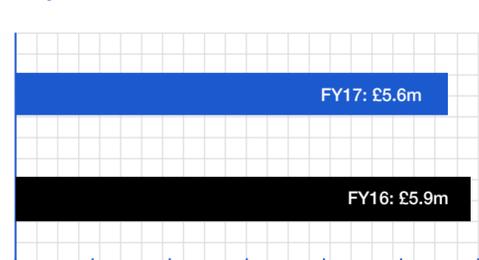
Vicon

Revenue up 10.3%



Record level of revenues

Adjusted PBT*



Reflecting lower Grant Income



Strategy for Vicon: strengthen and protect a profitable market leader

- Organic expansion with three new products launched: Vicon Vertex, Cara Lite and Vicon Shogun
- Expansion through the acquisition of IMeasureU, broadens addressable market and provides opportunity to build material SaaS-based recurring revenue stream

Metrics that matter most

For the full Preliminary Results 2017 click here oxfordmetrics.com/financials

* Profit Before Tax from continuing operations before Group recharges adjusted for share based payments, amortisation of intangibles arising on acquisition, Pimloc and redundancy costs. The statutory equivalents and reconciliation of the adjusted numbers shown in this statement are disclosed in notes 3 and 5.