

Preliminary Results 17/18

FY18 FY17

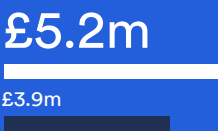
Group Revenue
from continuing operations



Increased 8.6%

Record performance up 10.7% at constant currency

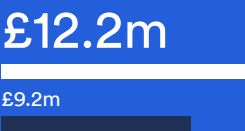
Adjusted PBT*
from continuing operations



Increased 32%

In line with market expectations

Group Cash



Increased 33%

1.0p proposed Special Dividend

Ordinary Dividend

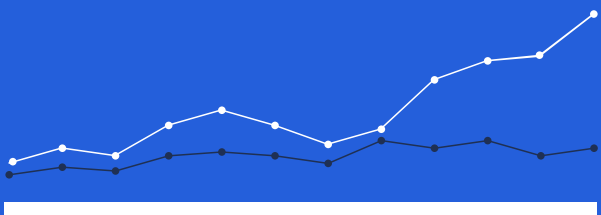


Increased 25%

Recommended increase in line with our progressive dividend policy



Strategic Progress



Five-year strategic growth plan

Good progress towards objective for Year Two of five-year strategic growth plan: to leverage FY17 investments to amplify growth of recurring revenues and profitability.

Strategy for Vicon: strengthen and protect profitable market leader.

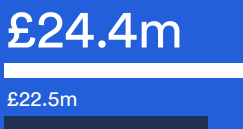
Strategy for Yotta: develop cloud-based software products, expand internationally and grow recurring revenues.

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



Vicon

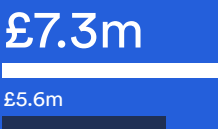
Revenue



Increased 8.3%

Shipped more systems than ever before

Adjusted PBT*



Increased 30%

Record adjusted PBT

Over the past 3 years, revenues at Vicon have delivered a 43% increase.

Location-based Virtual Reality solution launched in August 2018 and gained immediate traction accounting for 3.5% of annual revenues.

Integration of IMeasureU sensor technology into Vicon Nexus software, broadening motion capture applications and enabling optical and inertial data to be collected together.

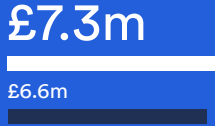
IMU Step, SaaS solution for elite sports, starting to build momentum with new customer wins at Hospital for Special Surgery, University of Memphis and New South Wales Institute of Sport (NSWIS).

Vicon technology used in recent films, Ready Player One, The Nutcracker and the Four Realms and Mowgli: Legend of the Jungle.



Yotta

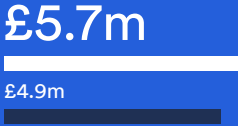
Revenue



Increased 10%

Largest-ever enterprise system deal in Scotland

Annualised Recurring Revenue (ARR)



Increased 16.5%

95.3% retention of growing SaaS customer base

Adjusted PBT £0.4m (FY17 £0.7m).

Yotta's growth is driven through three different routes:

Direct: ARR from direct operations grew during the year with wins including Glasgow, Cambridgeshire and at Auckland Motorways in New Zealand.

Indirect: Recorded notable wins during the year, including deals in Colombia at Itineris and Abertis Bitumix, in Germany at VIA IMC and at Volker and Dura

Vermeer in the Netherlands. We now have 28 international customers, up from 14 at the end of last financial year.

OEM: Signed two OEM partners, Pavement Management Services (PMS) in Australia and Twilight in the Netherlands. We continue to explore further OEM relationships, especially those that can give us reach into otherwise unaddressed vertical markets.

Completed process to dispose of Yotta Surveying activities.



For the full Preliminary Results 2018 click here oxfordmetrics.com/financials

Watch the Preliminary Results [video](#)

*Profit Before Tax before group recharges adjusted for share based payments, amortisation of intangibles arising on acquisition,

fair value adjustments to IMeasureU consideration, impairment of Pimloc investment and exceptional costs.