

Results Presentation – Year ended 31st March 2009



Stefan Joselowitz (Joss)
CEO

Steven Evans
CFO

Presented: June 2009

Introduction

- Update is for full-year ended March 2009
- FY 2009 is the group's full year as a merged group.
- FY 2008 represented pro-forma results for the full year.
- Financial statements alone do not tell the full story:
 - Businesses are structured for maximum efficiency
 - We are operating as an integrated group
 - Example – we have integrated the Africa fleet business into Matrix to become MiX Telematics Africa



History

- 1996 - TeliMatrix launches Matrix Vehicle Tracking
- 1998 - OmniBridge is established
- 2007 – October: TeliMatrix acquires OmniBridge
- 2007 – November: TeliMatrix lists on JSE main-board
- 2008 – March: TeliMatrix concludes 1st year-end as a listed group
- 2008 – Group rebrands and becomes MiX Telematics
- 2008 – August - MiX acquires TripMaster
- 2008 – September - MiX acquires Safedrive International
- 2009 – March: MiX concludes 2nd year-end as a listed Group

FY'08

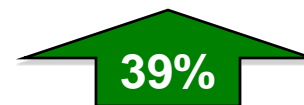
FY'09

Year at a glance – Financial Highlights

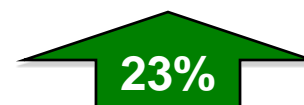
- 657 million shares in issue
- Market cap of R394million (at 60c share price)
- Share code “MiX”
- Adjusted Headline Earnings R104m (2008: R81m) 
- Adjusted HEPS 15.9c (2008: 12.7c) 
- PE (at June 5th close of 60cps) 3.7

Year at a glance – Financial Highlights

▪ 2009 Revenue R958m (R688m for FY'08)



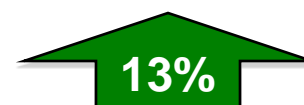
▪ 2009 EBITDA R197m (R160m for FY'08)



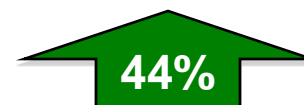
▪ 2009 annuity revenue R419m (R348m for FY'08)



▪ 204,000 active subscribers (180,000 for FY'08)



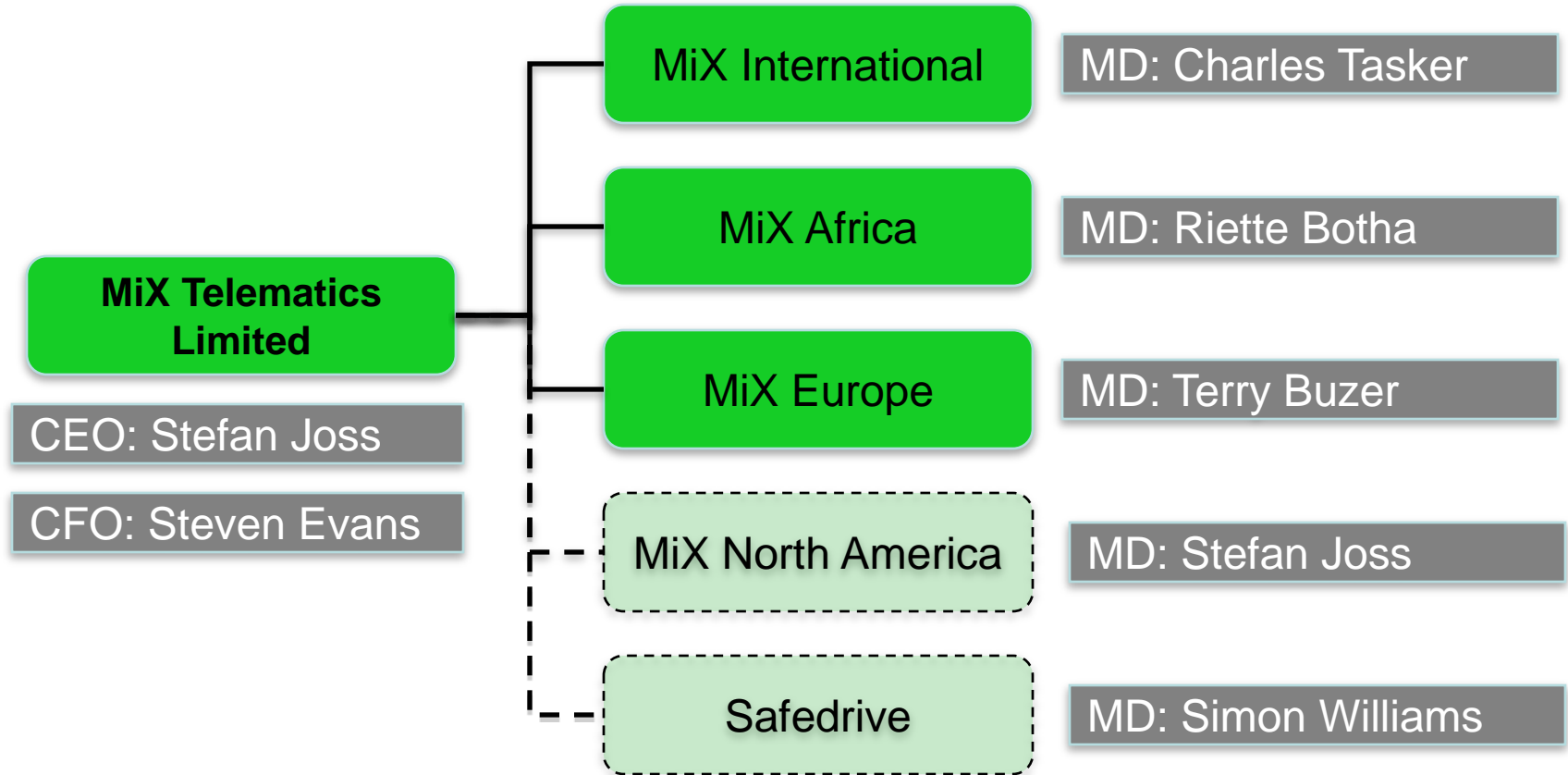
▪ FY'09 forex revenue R426m (R295m for FY'08)



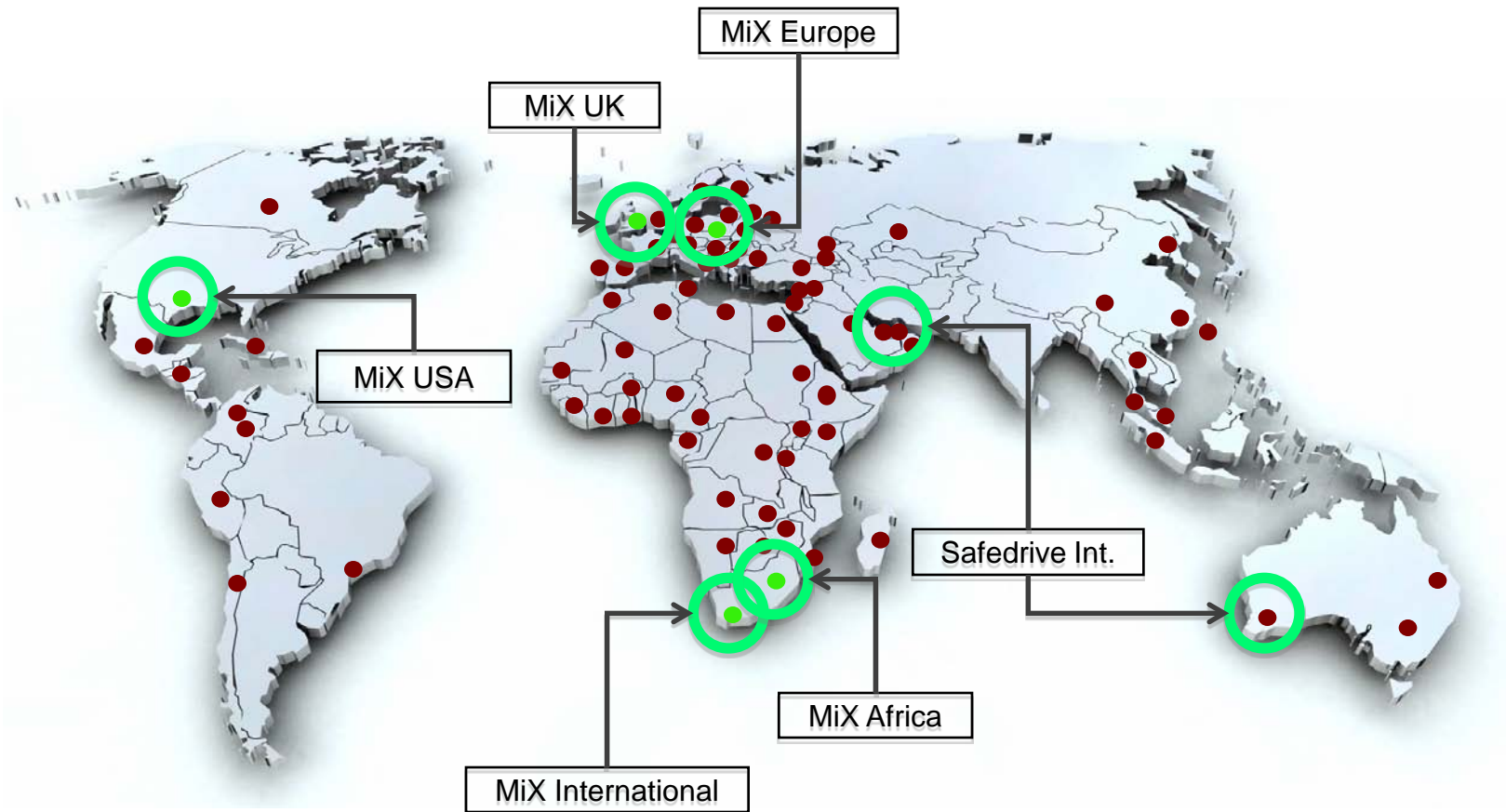
Year at a glance – Cash Performance

- Cash generated from operating activities R139m
- Net debt (total borrowings + bank OD – cash) R89m (2008: R154m)
- Net gearing stands at 14% of group equity (2008: 26%)
- Net Interest cover 7.6 times at EBITDA level
- A Dividend declared of 4cps

Group structure



Geographic spread



MiX International

- Core functions;
 - Product innovation centre
 - Worldwide fleet distribution
- Announced partnership with Garmin:
- Developed and launched VDO DLD™ for Continental
 - 1st solution to automate downloading of digital data over the air
 - Potential to unlock fleet management functionality in future
 - Target production of DLD = 100,000 in 5 years
- Signed global supply agreement with Chevron
- Signed global supply agreement with Scania
- Won Frost & Sullivan Award for Product line strategy

MiX Africa

- Core Functions;
 - Sales, distribution & service delivery for Matrix
 - Sales, distribution & service delivery for FM
 - New “Enterprise” division provides specialized services to Mega-fleets
- Debis deal for nearly 10,000 additional subscribers has been fully installed & implemented.
- Delivered good profits and strong cash despite sluggish retail sales.
- The FM fleet sales business for Africa has been integrated with Matrix to form MiX Africa
- Pakistan and Nigeria ventures are bearing fruit

MiX United Kingdom

- Core Functions;
 - Sales, distribution & service delivery for FM
 - Sales, distribution & service delivery for Datatrak
- Progress towards consumer product launch is on target
- “Big Win” during the period: Go-Ahead Bus Company
 - 3,500 vehicles fully installed.
 - Deal includes ongoing services and annuity revenue.
- Business focus has expanded – now rebranded as “MiX Europe”
- Still burdened with an onerous cost structure –
 - medium-term opportunity to improve margin

MiX North America

- Core Functions;
 - Sales, distribution & service delivery for FM
- FM Product integration (with TripMaster) has been completed
- 2 “Big Wins” during the period:
 - Baker Hughes deal is fully implemented
 - Chevron – client customization in progress – roll-out expected by end of next quarter.
- Business performed ahead of forecast and ended year close to break-even

Safedrive International



- Offices in Dubai and Perth
- Currently known as SafeDrive International “SDI”
- 45 employees
- SDI has been a long-time distributor for MiX
- SDI is a respected brand in the worldwide oil-and-gas industry
- Closes the loop for the customer by combining MiX offering with safety consulting, driver training & journey management services
- Strategically positioned to target our chosen sectors
- Contributed handsomely to group profits in this year

Common Focus

- **Clear Messages**

- Annuity!
- Global!
- Cash!

COMMON FOCUS

STEP 3 – OUR MISSION

To achieve a market capitalization of US\$ 1 Billion by no later than June 2012

STEP 2 – OUR STRATEGY

Leverage our profitable businesses into growing our recurring revenue model through our global network

STEP 1 – OUR VISION

To be a leading global provider of information and related services for mobile assets

Our 3 key drivers –

- ANNUITY
 - On track – strong subscriber growth
 - New acquisitions are fast learning the MiX model
- GLOBAL
 - On track – TM and SDI are both value-add
 - Big wins internationally – Go-Bus, Baker Hughes, Chevron, etc
- CASH
 - Strong cash generation - > EBITDA
 - Gearing reduced to 14% of Group equity (2008: 26%)

Financial results – 12 months to March 2009

Abridged Income Statement

(R '000s)	<u>Audited 2009</u>	<u>Year-on-Year Increase</u>	<u>Pro-forma 2008</u>
Revenue	958,139	39%	687,547
EBITDA	197,380	23%	160,241
Profit before tax	108,210		95,323
Taxation expense	(39,125)		(33,120)
Profit for the period	69,085		62,203
Adjusted Headline Earnings	103,627	28%	81,241
Total weighted average shares (000's)	649,917		640,000
Earnings per share (cents)	10.6		9.7
Headline Earnings per share (cents)	12.3	27%	9.7
Adjusted HEPS (cents)	15.9	25%	12.7

Financial results – 12 months to March 2009

Adjusted HEPS Reconciliation

(R '000s)	Before Tax	Tax	After Tax
Earnings per Income Statement	108,210	(39,125)	69,085
Loss on disposal of fixed assets	425	(81)	344
Impairment of assets	11,954		11,954
Negative goodwill	(1,325)		(1,325)
Headline earnings	119,264	(39,206)	80,058
IFRS 3 Amortisation	26,798	(3,229)	23,569
Adjusted headline earnings	146,062	-42,435	103,627

Financial results – 12 months to March 2009

Abridged Cash-Flow Statement

<u>(R '000s)</u>	<u>2009</u>
Cash generated from operations	226,497
Net finance costs	(25,864)
Taxation paid	(61,491)
Net cash generated from operating activities	139,142
Capex	(29,883)
Free Cash flow generated by the business	109,259
Total borrowings and overdraft	229,134
less : Cash on hand (excluding restricted cash)	(140,095)
Total borrowings, net of cash on hand - 2009	89,039
Total borrowings, net of cash on hand - 2008	153,620

Financial results – 12 months to March 2009

Tax-rate Reconciliation

<u>(R '000s)</u>	<u>2009</u>
RSA standard rate	28.0%
STC	0.9%
Non-deductible expenses	3.0%
Foreign taxes differential	(3.1%)
UK tax loss asset:	
- FY2008 reversed TY	1.6%
- FY2009 not raised	5.8%
Effective tax rate	36.2%

The Future

- The world has changed but we remain optimistic
- We are well set up to weather the storm
 - Strong annuity component
 - Good rand hedge
 - Solid order pipeline
 - Strong cash generation
 - Good management team
 - Conservatively geared balance sheet
- Even at \$45 oil, fleet operating costs are high. Occupational safety remains a core sales driver

Thank You

Stefan Joselowitz (Joss)
CEO

Steven Evans
CFO

