



# MiX Investor presentation

December 2019

# Forward looking statements

## Safe Harbor Statement

This presentation includes “forward-looking statements,” within the meaning of the U.S. Securities Exchange Act of 1934, as amended. Forward-looking statements are not based on historical information and include, without limitation, statements regarding our future financial condition and results of operations, business strategy and plans and objectives of management for future operations. Forward-looking statements reflect our current views with respect to future events. The words “may,” “will,” “expect,” “intend,” “anticipate,” “believe,” “project,” “estimate” and similar expressions identify forward-looking statements. These forward-looking statements are based upon estimates and assumptions made by us or our officials that, although believed to be reasonable, are subject to certain known and unknown risks and uncertainties that could cause actual results to differ materially and adversely as compared to those contemplated or implied by such forward-looking statements.

All forward-looking statements involve risks, assumptions and uncertainties. You should not rely upon forward-looking statements as predictors of future events. The occurrence of the events described, and the achievement of the expected results, depend on many events, some or all of which are not predictable or within our control. Actual results may differ materially from expected results. See the sections “Risk Factors,” “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and elsewhere in our Form 20-F filed with the Securities and Exchange Commission (the “SEC”) for the fiscal year ended March 31, 2019, as updated by other reports that the Company files with or furnishes to the SEC, for a more complete discussion of these risks, assumptions and uncertainties and for other risks and uncertainties. These risks, assumptions and uncertainties are not necessarily all of the important factors that could cause actual results to differ materially from those expressed in any of our forward-looking statements. Other unknown or unpredictable factors also could harm our results. All of the forward-looking statements we have included in this presentation are based on information available to us on the date of this presentation. We undertake no obligation, and specifically decline any obligation, to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this presentation might not occur.

# MiX Executive Team



**Stefan Joselowitz**  
President and CEO

1996



**John Granara**  
Chief Financial Officer

2019



**Charles Tasker**  
Chief Operating Officer

1996



**Catherine Lewis**  
Executive Vice President/  
Managing Director CSO

2001



**Gert Pretorius**  
Executive Vice President/  
Managing Director MiX Africa

2006

# Investment highlights

## Experienced management

Significant experience in the industry and tenure at MiX

## Recognised leader

Strong market position – more than 789,000 vehicles under subscription

## Strong value proposition

Clear and proven ROI from safety, efficiency, compliance and security solutions

## Global footprint

Global sales, distribution, installation and support capabilities

## Strong growth

Making investments and accelerating SaaS subscription revenue growth

## Highly profitable

Long track record of generating cash flow while sustaining growth

## Substantial market opportunity

Addressing a large, rapidly growing and underpenetrated market

# What we do for our customers

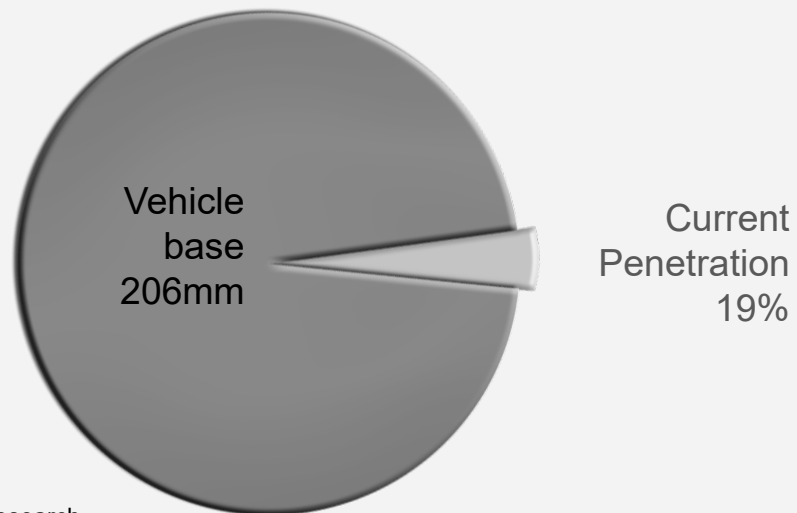
We deliver ongoing value to our customers, helping them address a variety of challenges



# Substantial market opportunity

A large addressable market exists in the premium fleet space

## Commercial vehicles



Source: ABI research

## Illustrative TAM

Opportunity	Impact
Commercial vehicles	206 million
Subscription fee/month	\$35
Subscription fee/year	\$420
<b>Total TAM opportunity</b>	<b>\$87 billion</b>

We are highly differentiated from SMB and regional players

- > 72% of our subscription revenue is generated from fleet customers
- > 89% of our fleet subscription revenue is generated from customers with 50+ vehicles
- > 65% of our fleet subscription revenue is generated from customers with 500+ vehicles

# Well positioned to continue robust growth

The convergence of important global trends is driving growth in the industry, and at MiX

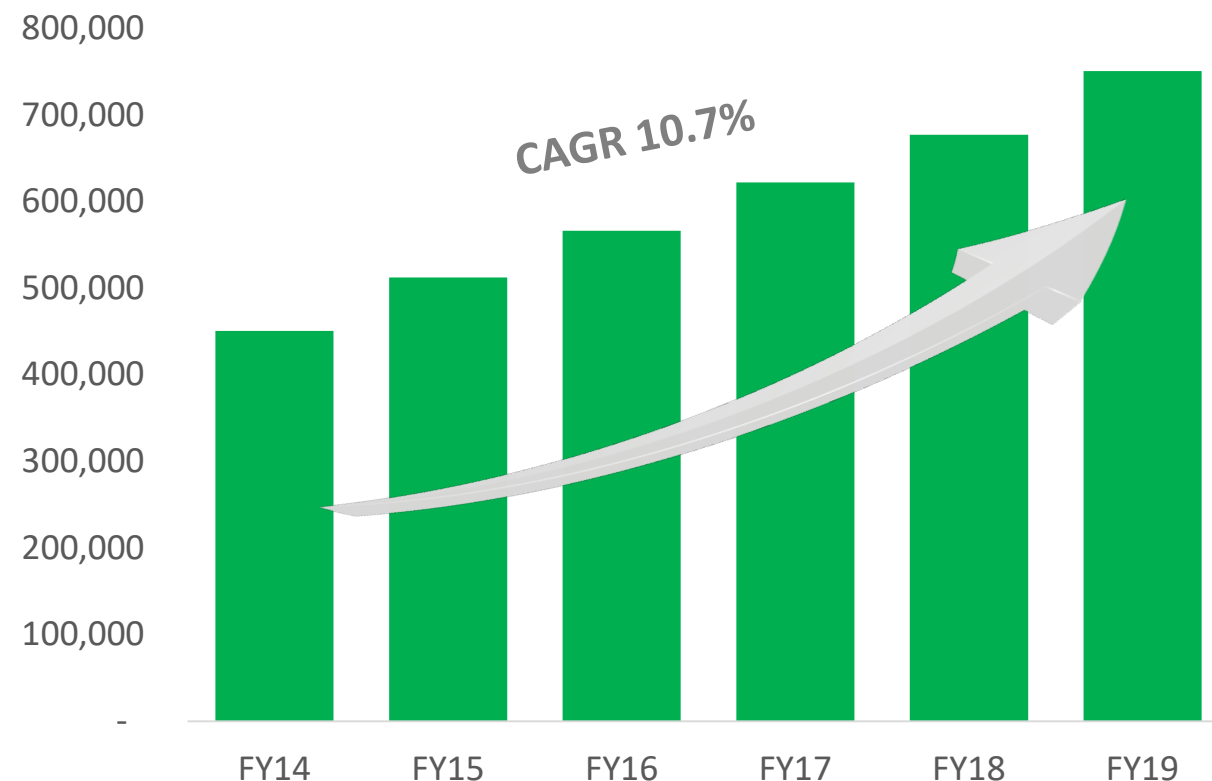
**Mobility**

**Cloud computing**

**Compliance**

**IOT, Big data**

## Subscribers



# Diverse, global customer base

Passenger vehicles to small fleet operators and large enterprise fleets across multiple verticals

- Significant presence in multiple verticals:

- Oil & gas
- Transport & logistics
- Public transport
- Leasing/rental
- Construction
- Minerals & exploration



Passenger vehicles

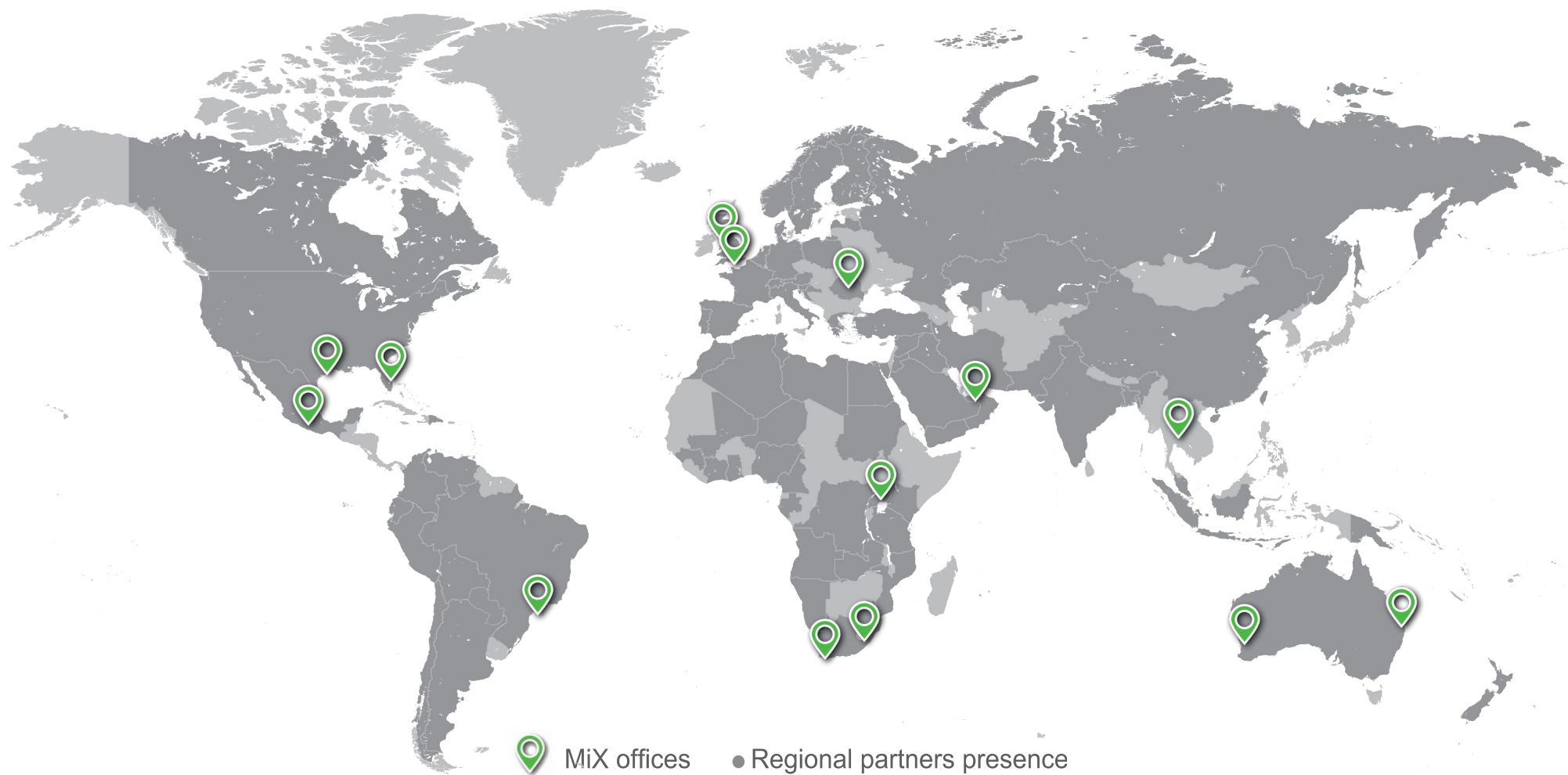


Fleets



# Powerful global distribution

17 offices and more than 130 fleet partners serving customers in approximately 120 countries worldwide



# Unique global platform in a disparate marketplace

Our ability to compete globally and service multi-national corporations is a key competitive advantage

- One of few providers with more than 789,000 subscribers
- Most providers operate on a regional basis
- Competition differs in every region in which we operate.



# Why customers choose MiX

Proven track record, delivering on-going value to customers for over two decades

- > Unique global footprint and ecosystem
  - > Strategic focus on large fleets
    - > Longstanding, deep industry expertise
      - > Broad product portfolio & suite of solutions
        - > Best-in-class, modern technology
          - > Strong brand
            - > Loyal, happy and referenceable customers

# MiX is at an inflection point

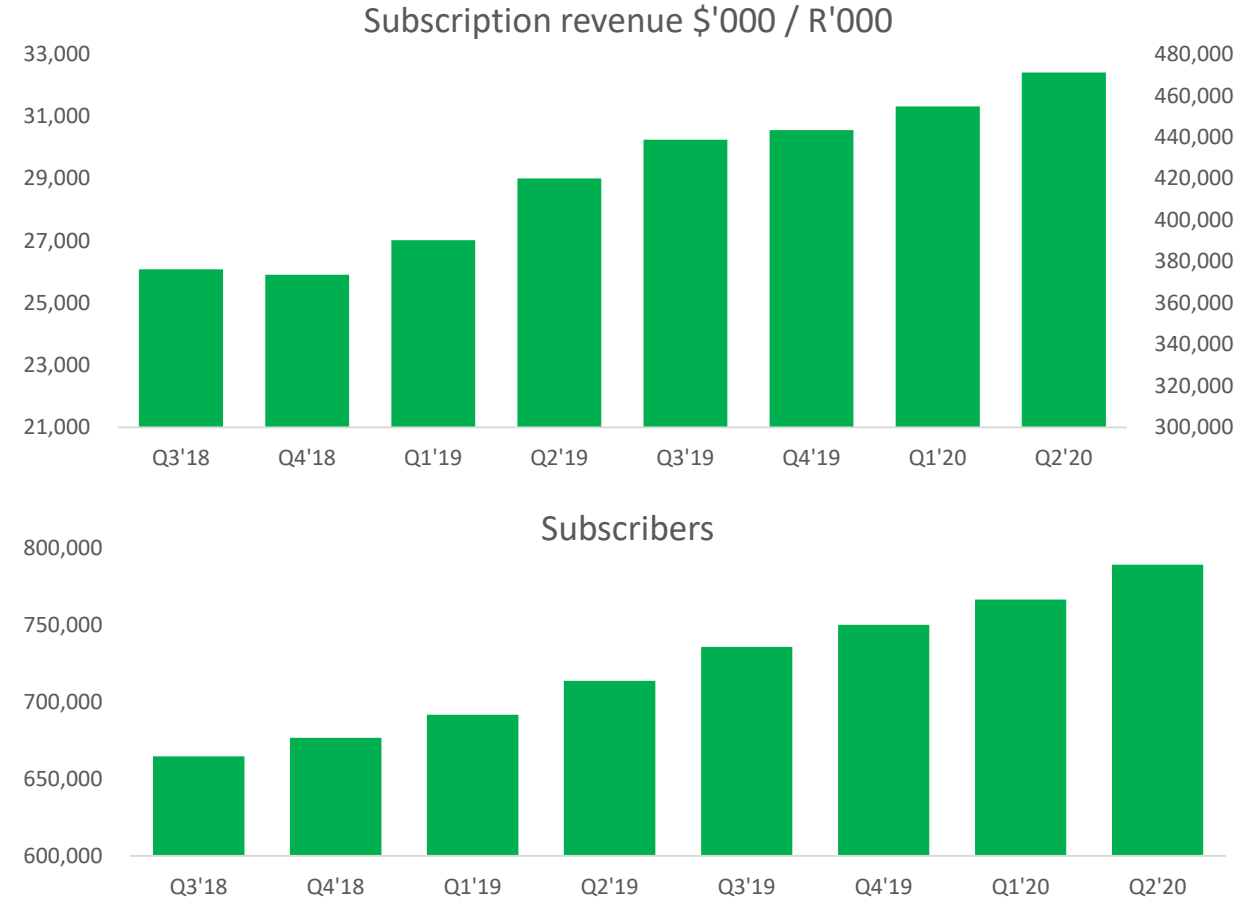
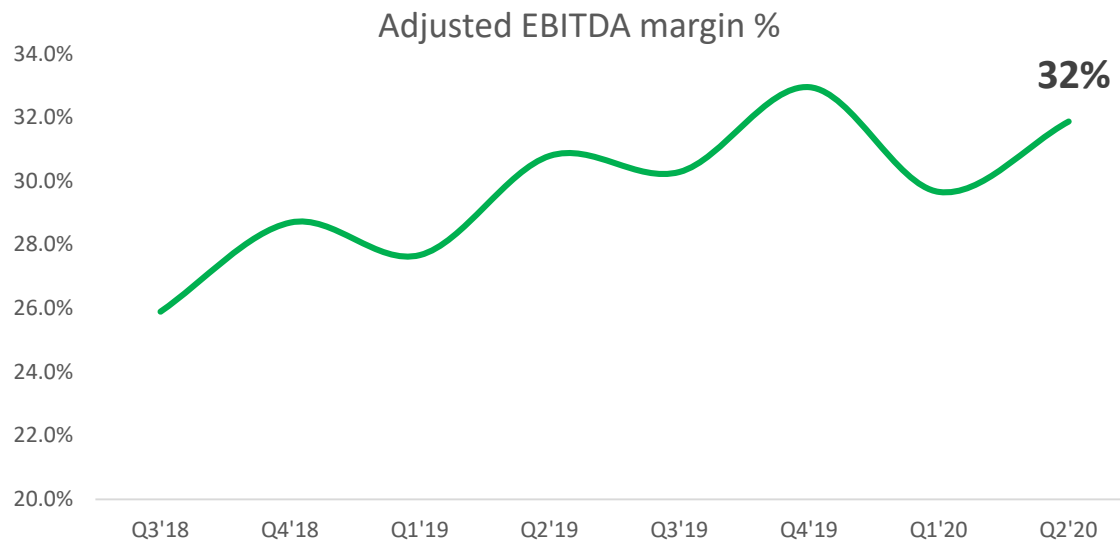
Improving leverage as we transition out of an investment cycle

## 1. Double digit subscription revenue growth

- Adding new subscribers, increasing ARPU

## 2. Continued focus on streamlining our operations

- Leveraging investments, driving efficiencies



\* MiX Telematics has translated U.S. Dollar amounts from South African Rand at the exchange rate of R15.1619 per \$1.00, which was the R/\$ exchange rate reported by Oanda.com as at September 30, 2019

# Fiscal 2019 highlights

	ZAR	Y/Y Change	USD
Subscription revenue	R1 693 million	+16% Constant Currency	\$117 million
Total revenue	R1 976 million	+14% Constant Currency	\$136 million
Total vehicle subscriptions	> 750k	+11%	
Operating profit	R339 million	+58%	\$23 million
Adjusted EBITDA	R603 million	+36%	\$42 million
Adjusted EBITDA margin	30.5%	+470bp	
Net cash from operating activities	R464 million	+31%	\$32 million

\* MiX Telematics has translated U.S. Dollar amounts from South African Rand at the exchange rate of R14.4789 per \$1.00, which was the R/\$ exchange rate reported by Oanda.com as at March 31, 2019

# Fiscal 2020 Guidance

	ZAR	Y/Y change	USD
<b>Subscription revenue</b>	R1 886 to R1 901 million	+9.3% to 10.2% Constant Currency	\$129.4 to \$130.4 million
<b>Total revenue</b>	R2 119 to R2 144 million	+5.2% to 6.4% Constant Currency	\$145.4 to \$147.1 million
<b>Adjusted EBITDA</b>	R650 to R665 million		\$44.6 to \$45.6 million
<b>Adjusted EBITDA margin</b>	30.7% to 31.0%	+20bp to 50bp	30.7% to 31.0%
<b>Adjusted diluted EPS</b>	R0.416 to R0.451		\$0.029 to \$0.031
<b>Adjusted diluted EPS (ADS)</b>	R10.40 to R11.28		\$0.714 to \$0.774

MiX Telematics has translated U.S. Dollar amounts in the 2020 Guidance above from South African Rand at the exchange rate of R14.58 per \$1.00, which was the R/\$ exchange rate reported by Oanda.com as at October 28, 2019.

The above guidance was issued in our press release dated October 31, 2019. The Company's policy is to give guidance on a quarterly basis, if necessary, and does not update guidance between quarters. The key assumptions used in deriving the guidance are as follows:

- Growth in subscription revenue & subscribers are based on expected growth rates related to market condition and takes into account growth rates achieved previously.
- Achieving hardware sales according to expectations. Hardware sales are dependent on the volumes of bundled solutions selected by customers.
- An average forecast exchange rate for the 2020 fiscal year of R14.58 per \$1.00

efficiency • safety • compliance • security

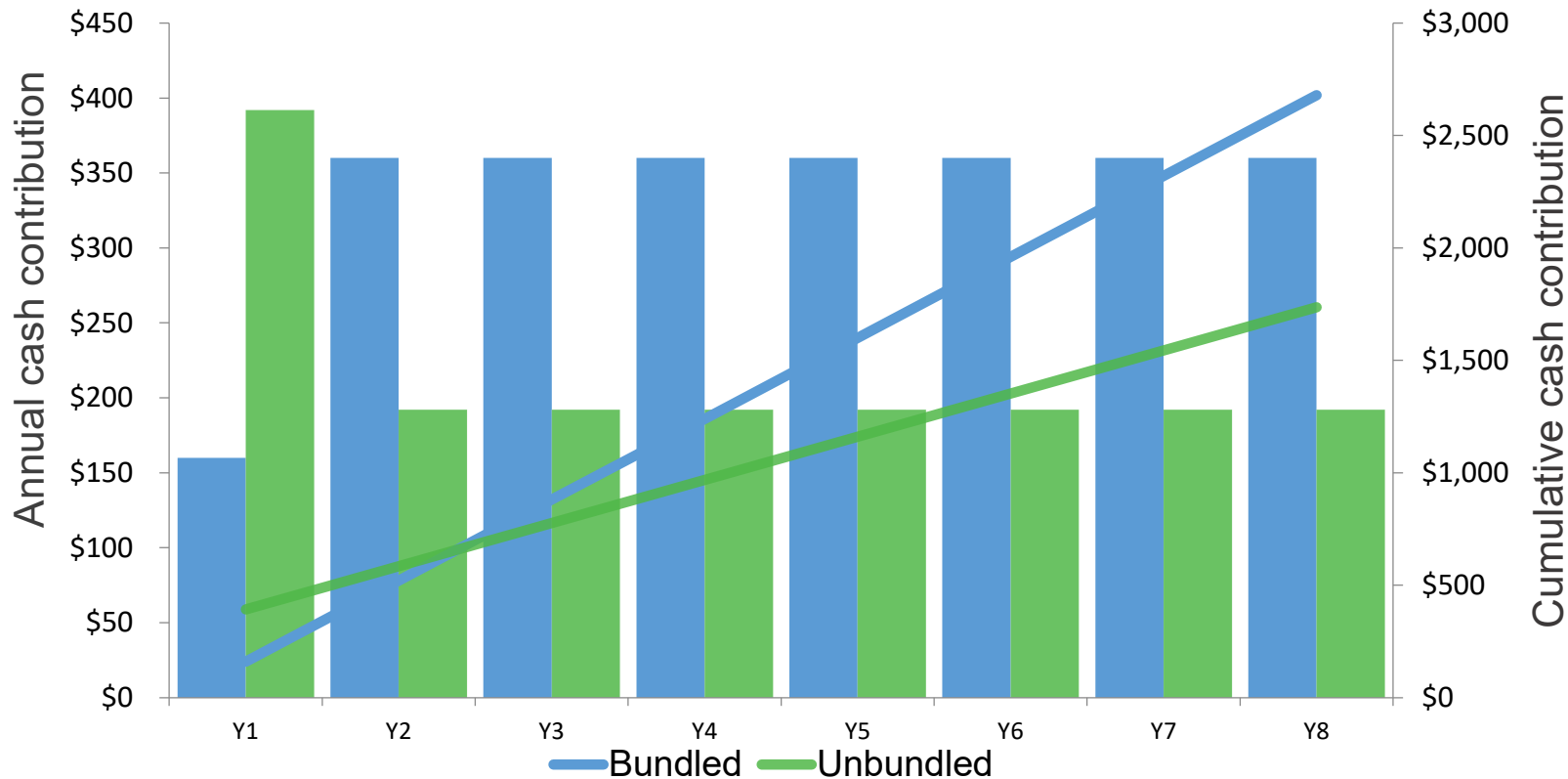
# First half 2020 highlights

	ZAR	Y/Y Change	USD
Subscription revenue	R 926 million	+11% Constant Currency	\$61 million
Total revenue	R 1 060 million	+8% Constant Currency	\$70 million
Total vehicle subscriptions	> 789k	+11%	
Operating profit	R 173 million	+12%	\$11 million
Adjusted EBITDA	R326 million	+17%	\$22 million
Adjusted EBITDA margin	30.8%	+150bp	

\* MiX Telematics has translated U.S. Dollar amounts from South African Rand at the exchange rate of R15.1619 per \$1.00, which was the R/\$ exchange rate reported by Oanda.com as at September 30, 2019

# Illustrative contract economics

## Bundled vs Unbundled cash contribution



- Higher ARPU in bundled deals
- Higher gross margins over customer life
- \$1,000 greater lifetime value (illustrative)
- 30% of premium fleet base is bundled



# Long term goals

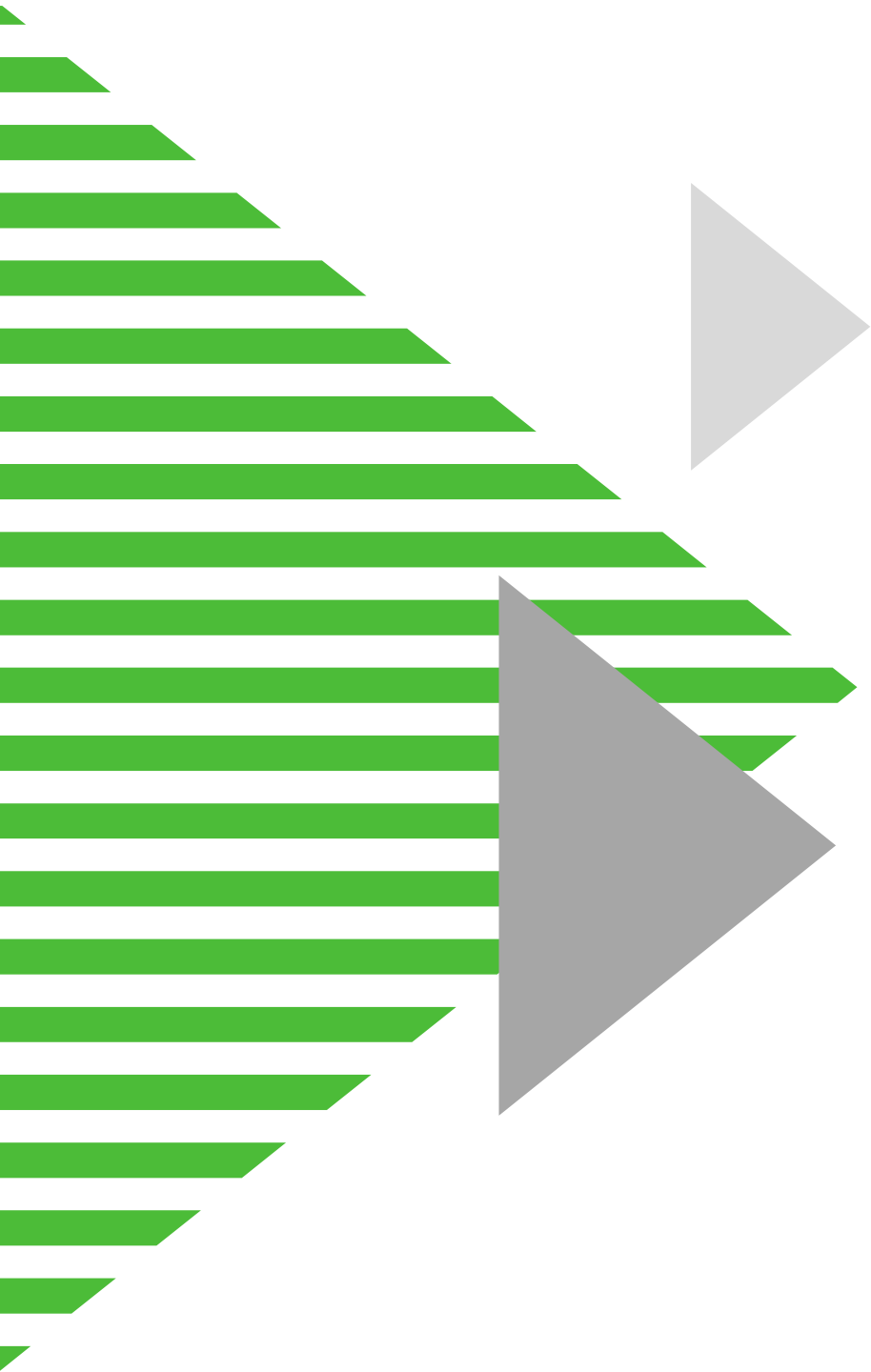
	FY19A	FY20E*	LT Goals
<b>Annual subs revenue growth</b>	16.3% Constant Currency	9.8% Constant Currency	> 20%
<b>Subs revenue as a % of total revenue</b>	85.7%	88.8%	> 90%
<b>Gross profit</b>	66.8%	-	~ 70%
<b>Operating profit margin</b>	17.2%	-	> 20%
<b>Adjusted EBITDA</b>	30.5%	30.8%	> 35%

\* Midpoint of guidance ranges

The foregoing long term goals do not represent projections. These are the long-term objectives utilized by management to steer the business. Achieving these goals is subject to:

- significant economic, competitive, business, and other risks; and
- successful execution of both the Company's business plan and integration of acquisitions.

See "Risk Factors" in MiX Telematics' Annual Report on Form 20-F as filed with the U.S. SEC. The Company undertakes no duty to update its goals.



**Thank you**