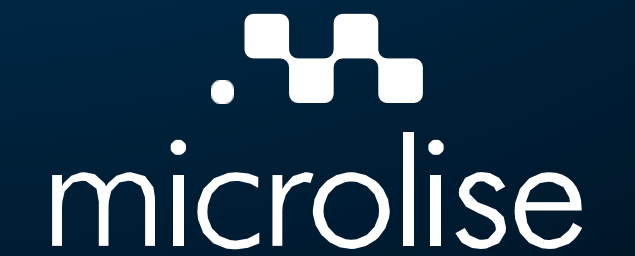


INVESTOR PRESENTATION: ANNUAL REPORT 2022



Year Ending 31/12/22

Nadeem Raza,
Chief Executive Officer

Bill Wynn,
Chief Financial Officer

Nick Wightman
Finance Director



PRESENTATION TEAM



NADEEM RAZA
Chief Executive Officer

Joined Microlise in 1987. Led a management buyout of the Group in 2008, when he became CEO. He is a board member of Trakm8 Holdings plc and is a Deputy Lieutenant for Nottinghamshire. Naheed was named in the FT Top 100 BAME leaders in 2018.



BILL WYNN
Chief Financial Officer

Bill joined Microlise in 2007 as Finance Director and Company Secretary and brings to Microlise a wealth of financial and general management experience. He was also part of the management buyout of the Group in 2008. Bill has an MBA, is a Chartered Management Accountant and brings to Microlise over 25 years of board level experience.



NICK WIGHTMAN
Finance Director

Nick joined Microlise in 2012 and played a key role in the Group's refinancing and reorganisation in 2018, its acquisition of TruTac in 2020, and in establishing the Group's offices in India, France and Australia. Nick is a Chartered Management Accountant and has an ACCA Diploma in International Financial Reporting.



A LEADING PROVIDER OF
TRANSPORT MANAGEMENT
SOLUTIONS TO ENTERPRISE
CUSTOMERS

+ Solving **complex needs** with **proprietary software and hardware** solutions

+ Automating **critical processes** and providing **real time data**

+ Customers benefit from **cost savings, emissions reductions** and other **efficiencies**

+ **High barriers to entry**, sticky customer base and high revenue visibility

+ **Clear Growth Strategy**, upsell existing UK customers, new UK and international markets, margin enhancement and M&A



1982

Established



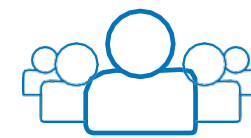
599K+

Active Subscriptions



<1%

Very low customer churn rate



690+

Staff



5

Offices



400+

Enterprise Customers



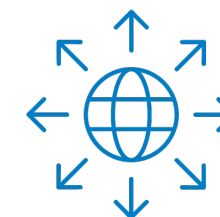
£63M

FY 2022 Revenue (£42.6m ARR)



58%

Market share of UK large fleets (>500 Vehicles)



197

Countries with deployments



3

Queen's Award for Enterprise

A PROPRIETARY MODULAR PLATFORM

ENABLING GLOBAL ENTERPRISES TO RUN HIGHLY COMPLEX LOGISTICS SUPPLY CHAINS



HELPING CUSTOMERS MEET THEIR COMMITMENTS

LOGISTICS FLEET OPERATORS IMPROVE ACROSS A RANGE OF KPIS INCLUDING ENVIRONMENTAL EMISSIONS, OPERATING EFFICIENCY AND SAFETY STANDARDS



Reduced Mileage
Travelled



Improved Driver
Performance



Reduced Fuel Use



Reduced Emissions



Reduced Vehicle
Wear & Tear



Reduced Accidents



Reduced Insurance
Premiums



Improved Fleet
Efficiency &
Utilisation

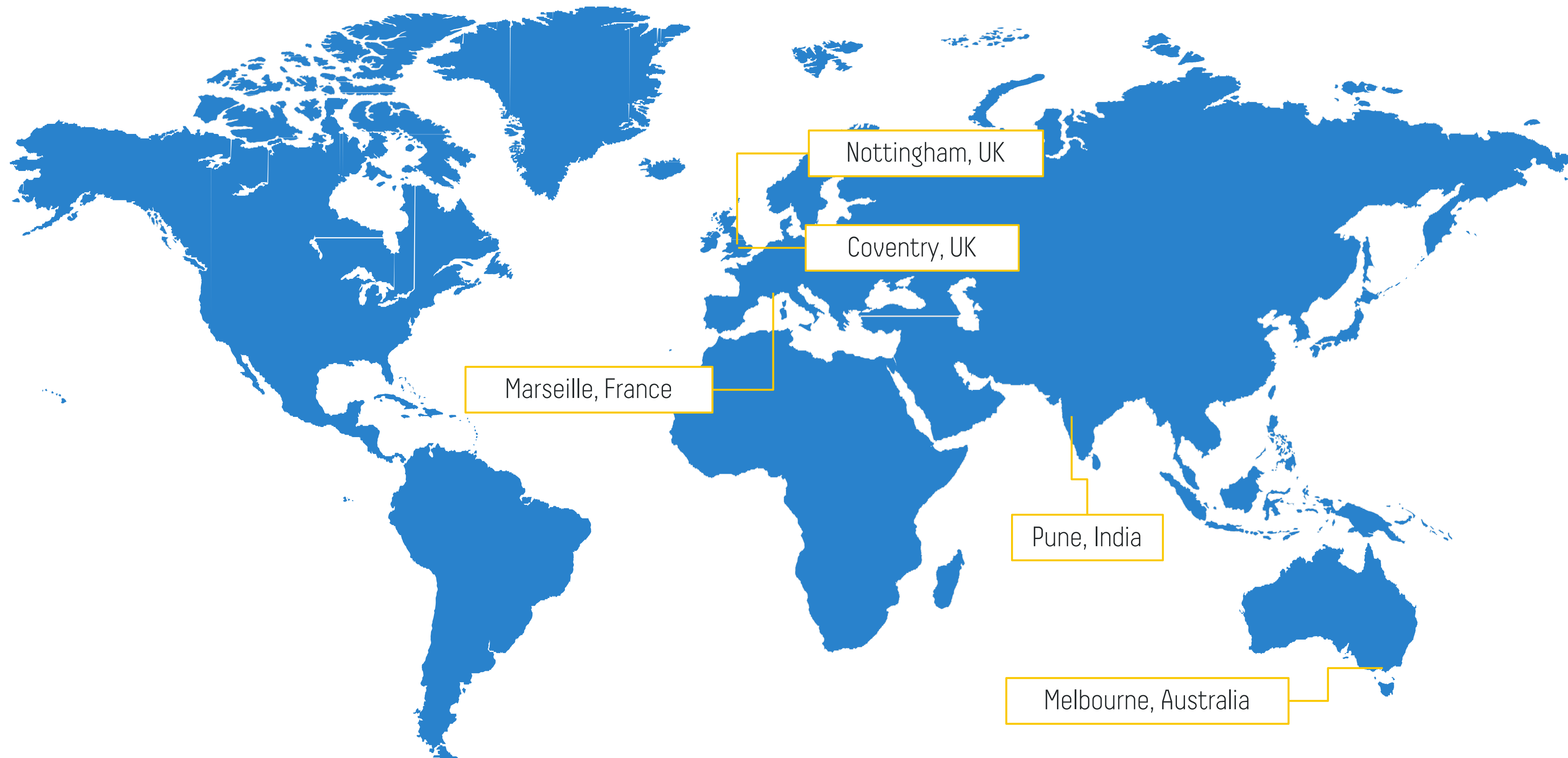


Elimination of
Delivery Paperwork

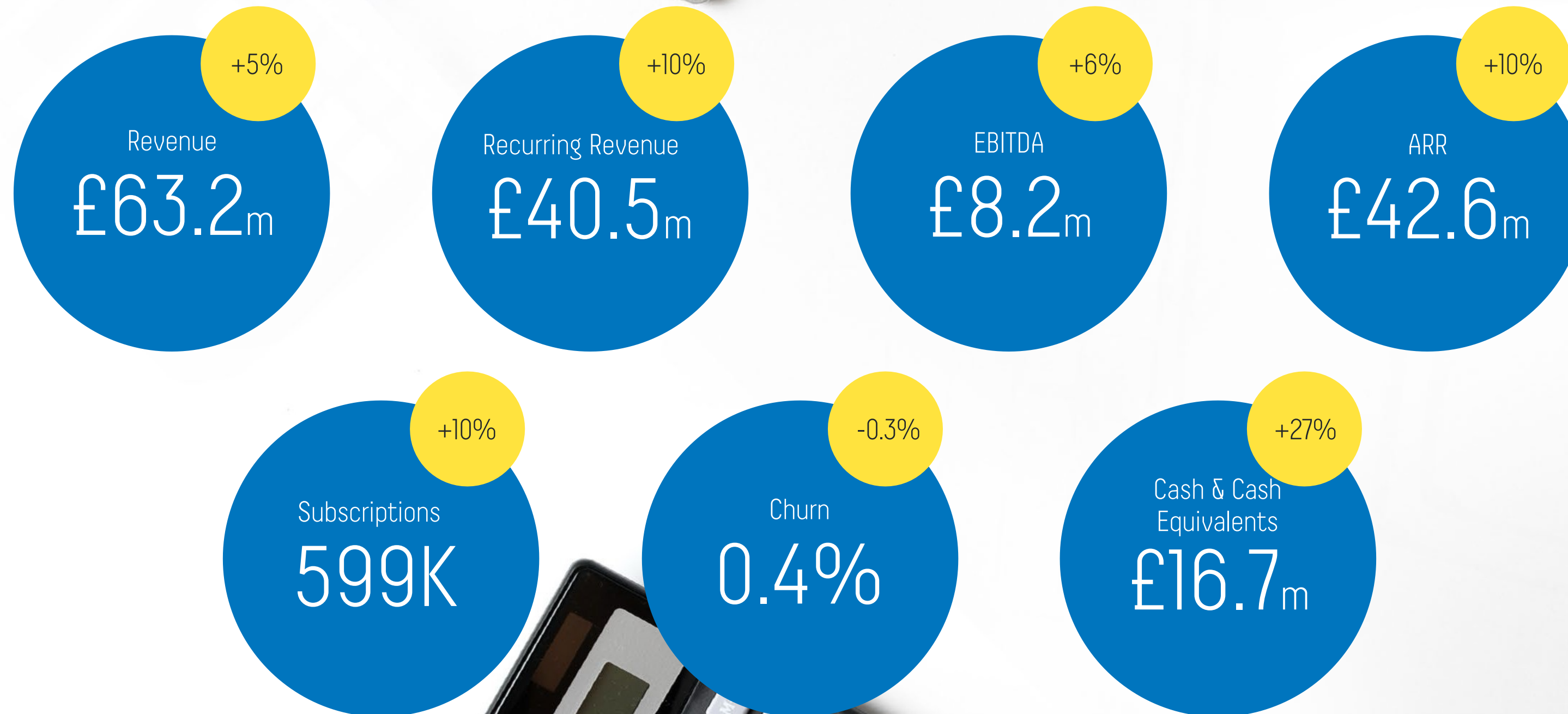


Enhanced Customer
Experience

OUR LOCATIONS



HIGHLIGHTS



HIGHLIGHTS



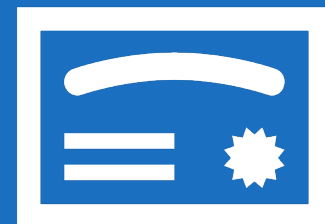
Over 250 New Customers
across the Group



13 Major Contract Renewals
including Tesco and Asda



Acquisition of Vita Software -
Post Year End in March 2023



UK Office Great Place to Work
Accreditation Secured



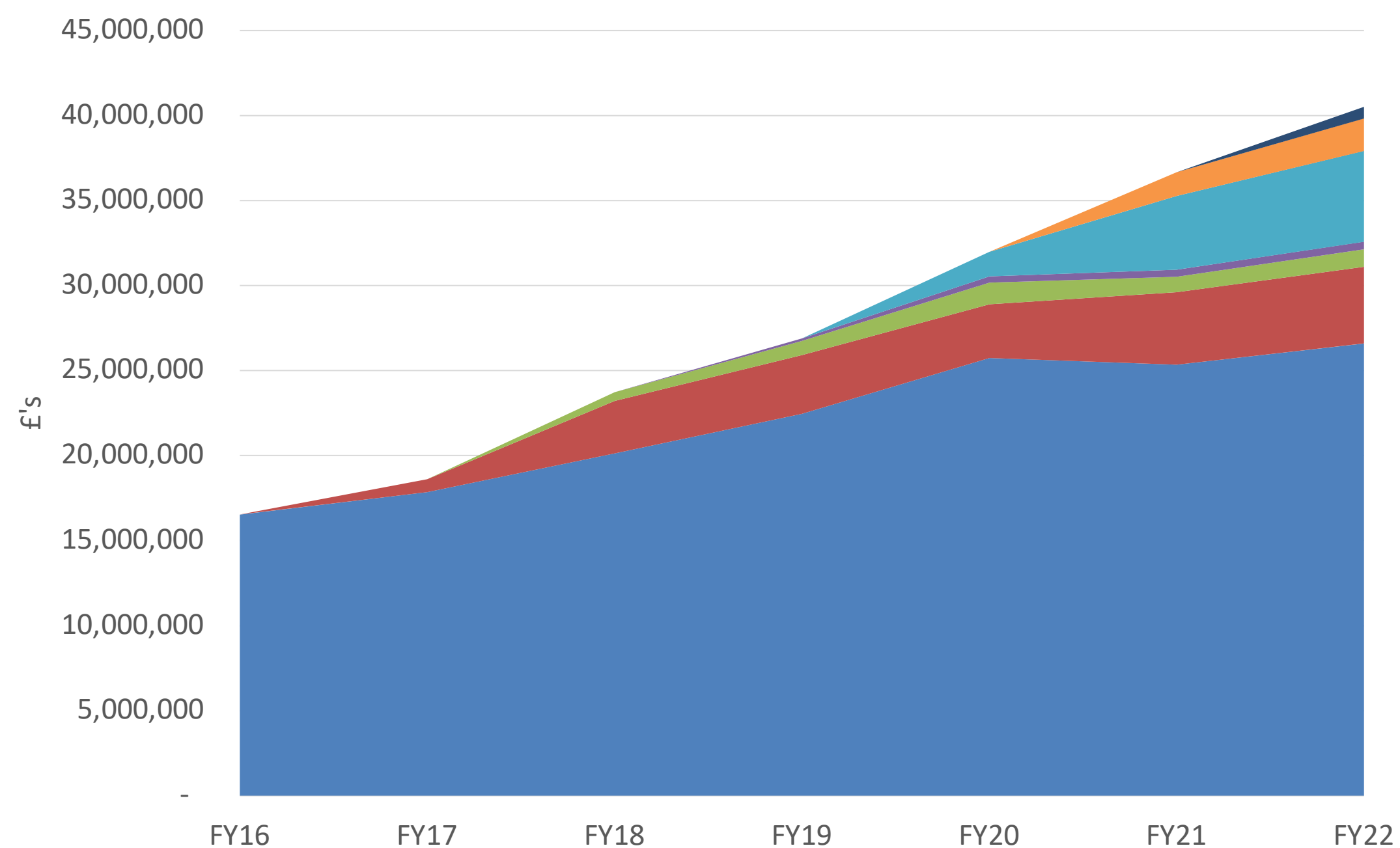
Driver Fatigue
Management Camera



Vulnerable Road
User Detection

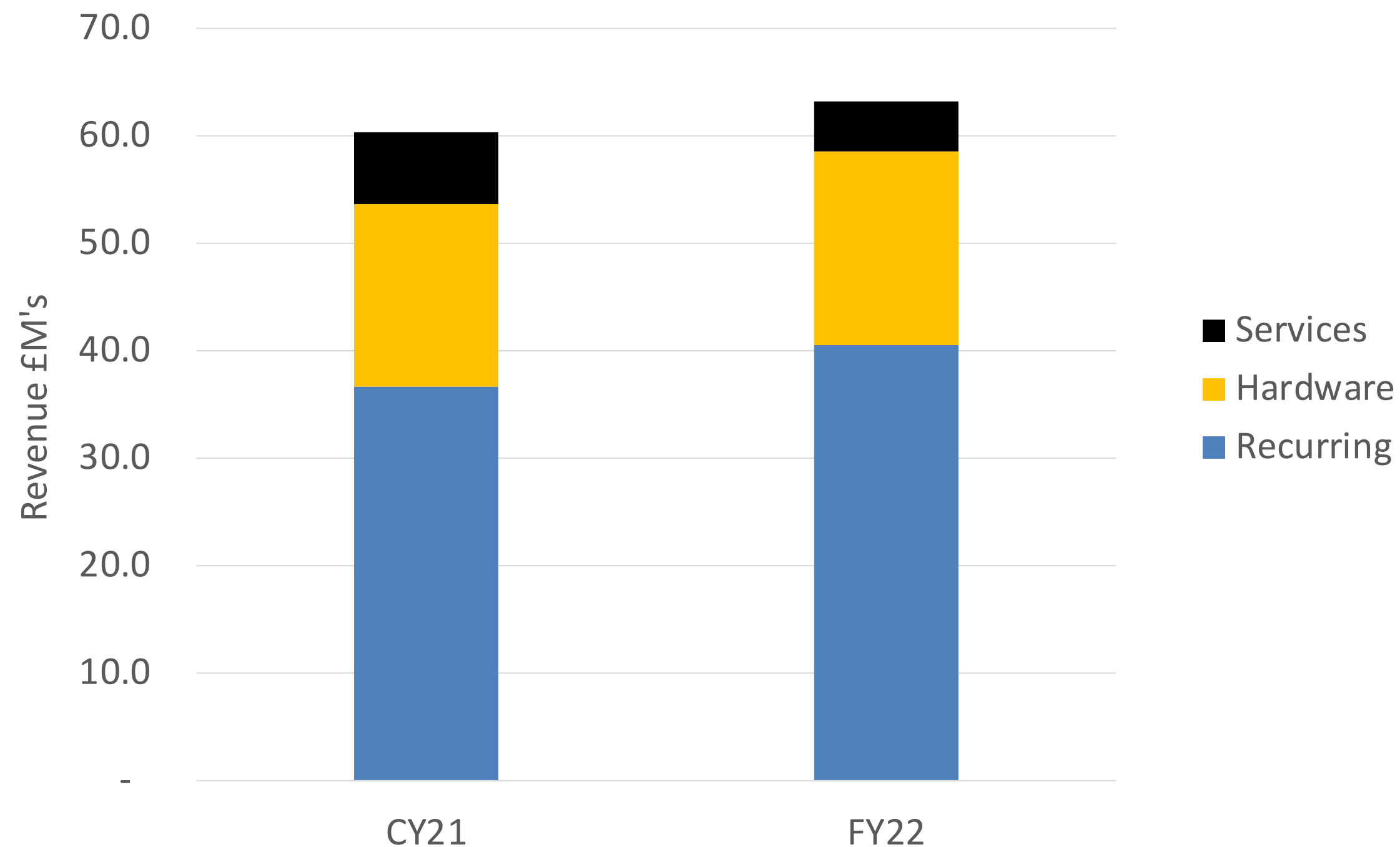
FINANCIAL REVIEW

RECURRING REVENUE COHORT GROWTH YEAR-ON-YEAR



- We continue to see growth from existing customers, as we introduce new modules and sell into existing customer base
- 2021 saw a dip due to OEMs going on shutdown, because of supply issues.

REVENUE SPLIT




- Total revenue increased 5% to £63.2m from £60.3m in CY21.
- Recurring revenue increased 10% to £40.5m from £36.7m in CY21 as a result in strong growth in revenues from both direct and OEM customers
- ARR grew by 10% to £42.6m from £38.9m in CY21
- Hardware revenue increased 6% to £18.0m from £17.0m in CY21 as a result of strong demand from OEM & other tier one manufacturers
- Services revenue decreased 30% to £4.7m from £6.7m in CY21 due to reduced availability of new vehicles impacting new installations and project roll out

PROFIT & LOSS

			Full Year Results			
			Audited 12 months to Dec-22 £000's	¹ Unaudited 12 months to Dec-21 £000's	Change	
					£000's	%
Revenue	Non Recurring	Hardware	18,025	16,992	1,033	6%
		Services	4,671	6,654	(1,983)	(30)%
			22,696	23,646	(950)	(4)%
	Recurring		40,515	36,674	3,841	10%
			63,211	60,320	2,891	5%
Gross Margin	Non Recurring	Hardware	3,594	3,438	156	5%
		Services	2,825	3,694	(869)	(24)%
			6,419	7,132	(713)	(10)%
	Recurring		31,215	27,326	3,890	14%
			37,634	34,458	3,177	9%
Other operating income			876	749	127	17%
Administrative expenses			(30,315)	(27,439)	(2,876)	10%
Adjusted EBITDA ²			8,195	7,768	428	6%
Depreciation, amortisation & other			(5,809)	(4,676)	(1,133)	24%
Adjusted EBIT			2,386	3,092	(706)	(23)%
Exceptionals			(680)	(3,415)	2,735	(80)%
Interest			(267)	(478)	211	(44)%
Adjusted PBT			1,439	(802)	2,241	(280)%
Tax Provision			(86)	(1,911)	1,825	(95)%
Retained Earnings			1,353	(2,713)	4,066	(150)%

- Total Gross Margin as a percentage of sales has grown from 57% in FY2021 to 60% in FY2022 and represents an increase of 9% year on year
- Hardware margins have maintain steady at 20% YoY despite an increased level of lower margin OEM hardware sales as well as ongoing supply chain challenges driving premium pricing
- The overall level of services margin has decreased in the year due to reduced hardware sales to direct customers but margin has increased to 60% in FY22 from 56% in CY21.
- Increases in SaaS revenues coupled with cost control has increased recurring margins in FY22 to 77% from 75% in CY21
- Adjusted EBITDA margin is maintained at 13% (CY21: 13%)
- Exceptional costs include acquisition costs and share of loss of associate (FY22) and IPO costs of £3.3m in CY21

1. To assist users of the accounts with understanding the underlying business trading, the Group is presenting a set of unaudited calendar year results on a like-for-like basis for the comparative period covering the 12 months ended 31 December 2021 (CY21).

2. Adjusted EBITDA excludes exceptional costs in relation to the IPO, exceptional costs in relation to acquisitions, depreciation, amortisation, share of loss of associate, interest, tax and share based payments. 

CASH FLOW

Cash flows from operating activities

Cash generated from operations

Tax (paid) / received

Net cash generated from (used in) operating activities

Cash flows from investing activities

Purchase of property, plant & equipment

Additions to tangible assets

Loan advanced to associate

Purchase of subsidiaries, net of cash acquired

Interest received

Net cash used in investing activities

Cash flows from financing activities

Issue of share capital

Share issue expenses paid

Interest paid

Lease payments

Repayment of bank loans

Repayment of other loans

Net cash generated from (used in) financing activities

Net increase / (decrease) in cash and cash equivalents

Cash and cash equivalents at the beginning of the year

Exchange movements

Cash and cash equivalents at the end of the year

Full Year Results		
Audited 12 months to Dec-22 £000's	¹ Unaudited 12 months to Dec-21 £000's	Change %
9,719	5,638	
(34)	660	
9,685	6,298	54%
(979)	(1,067)	
(2,080)	(1,446)	
(1,000)	0	
(1,000)	(1,000)	
45	0	
(5,014)	(3,513)	43%
	18,600	
	(956)	
(283)	(379)	
(915)	(806)	
0	(16,100)	
0	(375)	
(1,198)	(16)	7,388%
3,473	2,769	
13,210	10,464	
0	(23)	
16,683	13,210	26%

- 54% increase in cash flows generated from operating activities in FY22
- In addition to £16.7m cash balance, we have £20m committed RCF, providing £36.7m of cash availability

1. To assist users of the accounts with understanding the underlying business trading, the Group is presenting a set of unaudited calendar year results on a like-for-like basis for the comparative period covering the 12 months ended 31 December 2021 (CY21).

MARKET POSITIONING & STRATEGY



OUR CUSTOMER'S MARKET



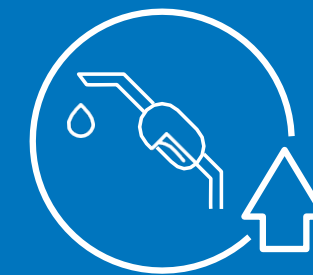
DISRUPTION TO THE WIDER TRANSPORT SECTOR

Increased demand and increased fuel costs, driver shortages, environmental challenges and lead times on new vehicles



COSTS, COMPLEXITY AND COMPETITION ON THE RISE

Increasing pressure to deliver high customer service for less and with less



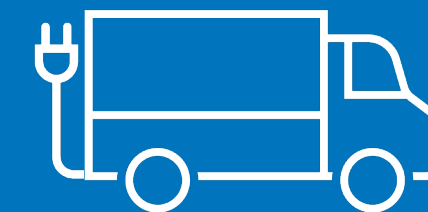
FOCUS RETURNING TO EMISSIONS

Customers are now looking again at how they can reduce their environmental impact given the introduction of clean air zones, and Scope 3 reporting coming



HEALTH AND SAFETY AND COMPLIANCE BACK UNDER THE MICROSCOPE

New Direct Vision standard in consultation, changes for identifying Vulnerable Road Users, and demand for driver fatigue management



ZERO EMISSION VEHICLE UNCERTAINTY

Customers are uncertain which technology to back; Electric, Hydrogen, or continue with Diesel and Gas with Synthetic e-fuels

Microlise's solutions support customers to manage all of these problems

OPERATIONAL ENVIRONMENT

- + Component shortages expected through to mid-2023 with normality to supply predicted in H2 2023
- + New vehicle availability has impacted direct customers' ability to upgrade fleets impacting Microlise implementation projects.
- + Strong demand for Microlise products due to challenging operating conditions as a result of industry specific and macroeconomic conditions.
- + Some inflationary pressures coming from suppliers. Some price increases have been passed through to customers. Largely netting out.



CLEAR GROWTH STRATEGY

Medium sized Fleet segment

- + More accessible products and services for smaller fleet operators
- + Building strong pipeline and already closing deals

French and ANZ Sales

- + Investing in French and ANZ Sales teams with good pipeline growth

Major Retail Contract Renewals

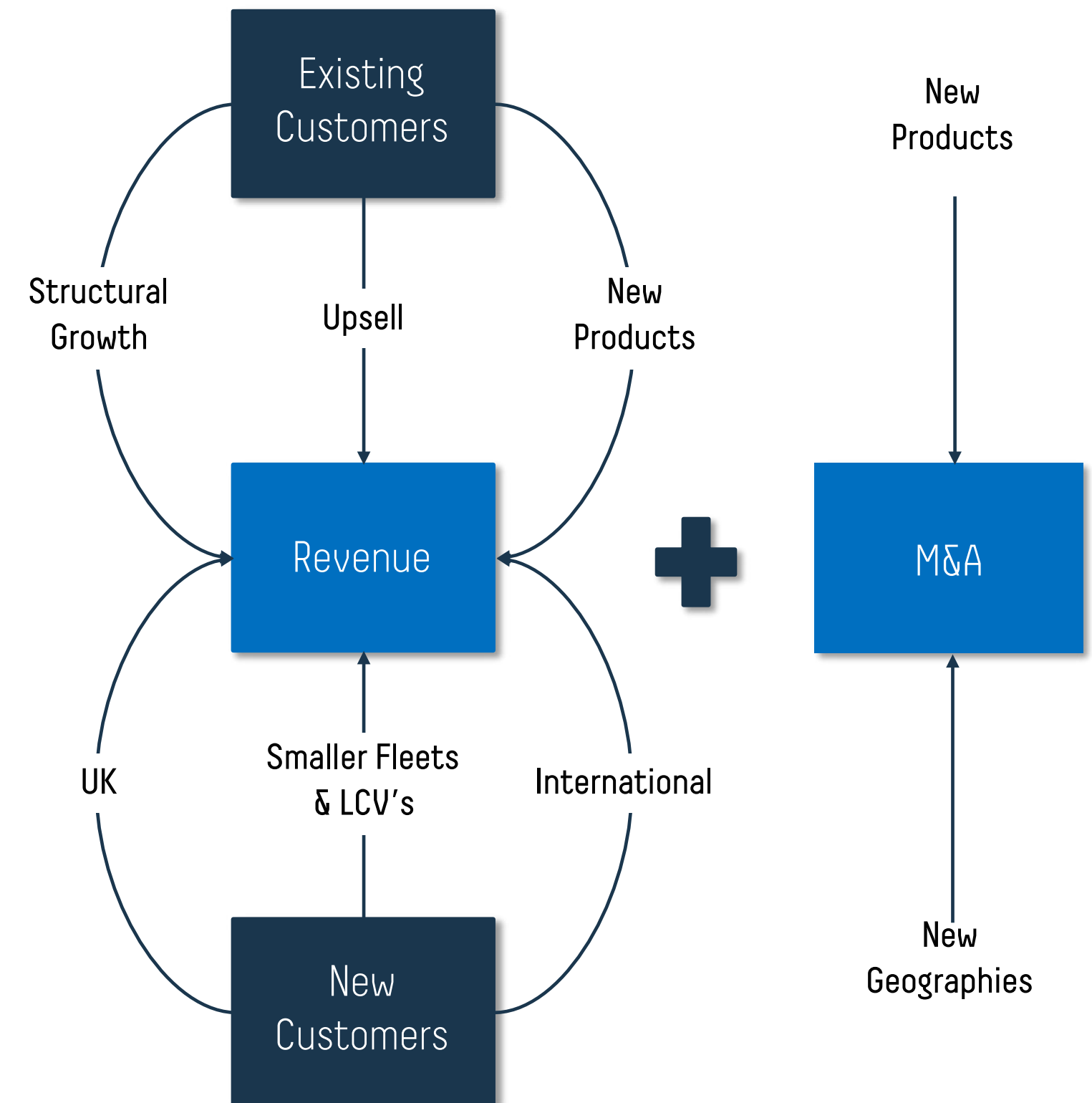


OEM and Reseller Growth

- + Launch with MAN on new brands in Dubai, ANZ, Malaysia, West and Central African countries
- + New solutions for EV and Hydrogen vehicles
- + Growing with Emirates Logistics in Middle East

New Wins Include

- + Aryzta France, PD Ports, K+N Logistics, H&M Distribution, Europa Road, Direct Sameday, Aston Brewery, Robert Burns, Fowler Welch, Alsford Timber, Matthew Clark



ESG COMMITMENTS

Microlise is continuing to develop its ESG credentials with projects underway to offset the Group's carbon footprint. Highlights include our plans to install solar panels at our Nottingham HQ and to increase the number of EV charging points for staff.

We also continue to nurture the next generation of talent with new roles, apprenticeships and graduate schemes.

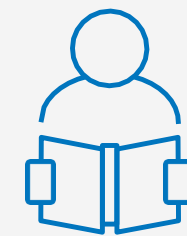
We have welcomed six qualified software engineer apprentices, as well as a new Graduate Operations and Product programme being launched. 2022 saw an increase to 30 graduates, including 13 new Software Engineering Graduates.

Following an independent ESG assessment by Integrum, we were rated as "A, very good"



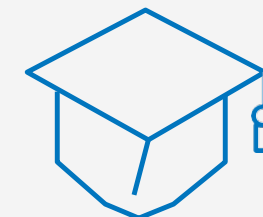
100%

apprentice software engineers gained distinctions



300

school children speakers for schools



NEW GRADUATE SCHEMES

Graduate Schemes for Operation & Product Departments



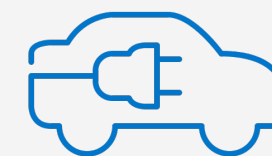
SOLAR PANELS & CHARGING POINTS

to be installed to help offset the Group's carbon footprint



30

new graduates



EV CAR SCHEME

EV Salary Sacrifice Scheme



DECARBONISE FLEET

Group Engineer Fleet All Being Phased To EV



STRONG CHARITY WORK

Ongoing support for Transaid & numerous charities



OUTLOOK



OUTLOOK

The outlook for Microlise is positive and we have entered FY23 in a strong position, with the Group trading in line with Board expectations since the start of the new financial year. We have significant market share, a proven offering and loyal customers in multiple geographies, helping us to drive growth in revenue and profits.

We believe the transport and logistics market is becoming more accustomed to the benefits of integrated and tailored transport management solutions and this presents a supportive market backdrop as we release new offerings to the market and increase our sales activities.

The Group is fully focussed on its long-term strategic priorities, and we continue to successfully manage inflationary pressures and component supply issues and

expect components to become more readily available in the second half of 2023.

We are therefore confident of an improving performance for the year ahead and believe that our innovative solutions, strong balance sheet, leading market position and talented team will drive positive change and deliver long-term value to shareholders.

Nadeem Raza,
Chief Executive Officer



MICROLISE TRANSPORT CONFERENCE 2023

16-17th May, at The Coventry Building Society Arena

One of Europe's Largest Transport Conferences

Over 1,000 delegates attended

Speakers including: Bosch, DfT, DVSA, National
Highways and many more industry leaders

99% Visitors said they would recommend
the event to others

Breakout session for Investors



APPENDIX



BALANCE SHEET

			Full Year Results				
			12 months	12 months	Change		
			to Dec-22	to Dec-21	£000's	%	
			£000's	£000's			
Assets	Non-current Assets	Property, plant and equipment	8,292	8,573	(281)	(3)%	
		Intangible Assets	75,031	75,987	(956)	(1)%	
		Investments in associate	1,368	1,846	(478)	(26)%	
		Loan to Associate	1,000	0	1,000	0%	
		Trade & other receivables	3,078	2,710	368	14%	
			88,769	89,116	(347)	(0)%	
	Current Assets	Inventories	2,635	2,941	(306)	(10)%	
		Trade & other receivables	16,760	15,143	1,617	11%	
		Corporation tax recoverable	1,289	932	357	38%	
		Cash & cash equivalents	16,683	13,210	3,473	26%	
			37,367	32,226	5,141	16%	
		Total Assets	126,136	121,342	4,794	4%	
	Liabilities	Current Liabilities	Financial Liabilities / Borrowing	(821)	(717)	(104)	15%
			Trade & other payables	(29,183)	(25,780)	(3,403)	13%
			Corporation tax payable			0	0%
			(30,004)	(26,497)	(3,507)	13%	
		Non-current Liabilities	Financial Liabilities / Borrowing	(826)	(994)	168	(17)%
			Trade & other payables	(16,898)	(17,312)	414	(2)%
			Deferred tax	(4,840)	(4,991)	151	(3)%
			(22,564)	(23,297)	733	(3)%	
		Total Liabilities	(52,568)	(49,794)	(2,774)	6%	
		Net Assets	73,568	71,548	2,020	3%	
Equity	Issued share capital	116	116	0	0%		
	Share Based Payment Reserve & Other Reserves	17,630	17,630	0	100%		
	Retained earnings	55,722	53,802	1,920	4%		
	Total Equity	73,468	71,548	1,920	3%		

- Trade & other payables both current and non-current is mainly deferred income and is therefore non-cash

DISCLAIMER

For the purposes of this document, the presentation that follows (the "Presentation") shall mean and include the slides that follow, any oral briefing provided by Microlise Group plc (the "Company") in connection with these slides, any question and answer session that follows that oral presentation, hard copies of this document and any materials distributed at, or in connection with the Presentation, or any of them. This Presentation has been prepared and issued by, and is the sole responsibility of, the Company. By attending the Presentation, you agree to be bound by the limitations set out below and to maintain absolute confidentiality regarding the information disclosed in the Presentation.

The information contained in this Presentation is being supplied to you by the Company solely for your information and may not be distributed to the press or any other person, may not be copied or reproduced in any form and may not be published, in whole or in part, for any purpose. Failure to comply with this restriction may, inter alia, constitute a violation of applicable securities laws.

Whilst all reasonable care has been taken to ensure that the facts stated in the Presentation are accurate and that the forecasts, opinions and expectations contained in the Presentation are fair and reasonable, the information contained in the Presentation has not been independently verified and accordingly no representation or warranty, express or implied, is made as to the accuracy, fairness or completeness of the information or opinions contained in the Presentation and no reliance should be placed on the accuracy, fairness or completeness of the information contained in the Presentation. Neither the Company, nor any of its subsidiaries or any of their respective directors, officers, or employees or agents accepts any liability or responsibility for any loss howsoever arising, directly or indirectly, from any use of the Presentation.

The Presentation may contain forward-looking statements, which are sometimes but not always identified by their use of a date in the future, or words such as 'anticipate', 'estimate', 'expect', 'project', 'plan', 'intend', 'believe' or other words of similar meaning. Forward-looking statements are inherently unpredictable, involve substantial risks and uncertainties and actual results and developments may differ materially from those expressed or implied by these statements due to a variety of factors. Any forward-looking statements, opinions, forecasts or estimates in the Presentation constitute a judgement

as at the date of the Presentation. There can be no assurance that future results or events will be consistent with any such forward-looking statements, opinions, forecasts or estimates. These forward-looking statements are not guarantees of future performance of the Company and contain assumptions that are difficult to predict, qualify and/or quantify. In addition, such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the control of the Company (including but not limited to future market conditions, legislative and regulatory changes, the actions of governmental regulators and changes in the political, social and/or economic framework in which the Company operates and the form of global economic recovery following the Covid-19 pandemic and the decline in global oil prices). Neither the Company nor any of its subsidiaries nor any of their respective directors, officers, employees, agents or advisers is under any obligation to provide the recipient with access to any additional information or to update or keep current the information contained in the Presentation or to correct any inaccuracies in any such information which may become apparent.

The Presentation does not constitute or form part of any offer to sell or issue or invitation to purchase or subscribe to any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any

part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision in relation thereto.

This document has not been approved by a person authorised under the Financial Services and Markets Act 2000 ("FSMA") for the purposes of section 21 of FSMA. The Presentation is only being made available to the following: persons having professional experience in matters relating to investments and who are investment professionals as specified in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Financial Promotion Order"); and persons to whom Article 49(2) of the Financial Promotion Order applies, being high net worth companies, unincorporated associations, partnerships or trusts or their respective directors, officers or employees as described in Article 49 of the Financial Promotion Order.

It is a condition of your receiving the Presentation that you fall within, and you warrant to the Company that you fall within, one of the categories of person described above. If the recipient does not fall within one of the categories above the recipient should either return, destroy or ignore the information in the Presentation.

The distribution of the Presentation may be restricted by laws in certain jurisdictions and persons into whose possession they come should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of laws of any such jurisdiction.

or

By accepting and/or attending the Presentation, you agree to be bound by the provisions above and the limitations set out in them or imposed by them and to keep permanently confidential the information contained in the Presentation.



Microlise Limited

Farrington Way, Eastwood, Nottingham, United Kingdom NG16 3AG

 +44 (0)1773 537000  enquiries@microlise.com  microlise.com