



CONDENSED AUDITED ANNUAL FINANCIAL RESULTS

FOR THE YEAR ENDED 29 FEBRUARY 2016 AND CASH DIVIDEND DECLARATION

EBITDA of R463.1m up 28%	Subscriber base of 502 849 units, up 17%	Revenue of R1 billion, up 20%	Operating profit of R344.8m up 19%	Profit after tax of R259.5m up 25%	HEPS of 81 cents, up 27%
Audited vehicle recovery rate at 94% up 1%	EBITDA margin of 46% (2015: 43%)	Operating profit margin of 34% (2015: 35%)	Final dividend of 35 cents per share	DPS for the full year of 55 cents up 20%	For a more detailed discussion of Cartrack's annual results, please refer to our website, at www.cartrack.com

GROUP PROFILE

Cartrack is a leading global provider of Fleet Management, Stolen Vehicle Recovery and Insurance Telematics services. The Group's activities are focused on the design, development and installation of Telematics technology; data collection and analysis and the delivery of fleet and mobile asset management solutions delivered as Software-as-a-Service ('SaaS') and the tracking and recovery of vehicles.

Cartrack has a presence in 21 countries in Africa, Europe, Asia and the Middle East. With an active subscriber base of over 502 000 customers, the Group ranks among the top telematics companies globally.

COMMENTARY

Group performance

Cartrack increased headline earnings by 27% to R241.9 million (2015: R191 million) and headline earnings per share by 27% to 81 cents (2015: 64 cents). A final cash dividend of 35 cents per share (2015: 30 cents) was declared, bringing the total dividend for the year to 55 cents per share, which represents a 20% increase on the prior year.

The global active subscriber base grew by 17% or some 72 000 units to 502 849 units. Contract subscription revenue grew by 20% and continues to represent 84% of total revenue. The Fleet Management subscriber base grew by 60 580 units, now representing 56% (2015: 51%) of the Cartrack active contract base.

The Group grew revenue by 20% to R1 billion. Profit before tax increased by 23% to R362.3 million. Good profitability was experienced in all regions, apart from the new country start-ups in Asia and the Middle East that were initiated in the latter part of 2015. Revenue from international operations grew 25% to R256.9 million, which represents 26% (2015: 25%) of global revenue. As expected, the costs associated with such an expansion impacted negatively on the combined profitability of the international businesses.

Impact of foreign exchange rate changes on financial performance

Despite the sharp decline in the South African Rand, the net effect of currency fluctuations on Cartrack's global business over the past year has impacted positively on the consolidated profit before tax by an estimated R13 million.

Investing for tomorrow

Considerable focus and effort was placed on technology innovation during the year. Next generation Telematics units are at an advanced stage of testing and will provide for enhanced performance and additional features. Additional products were added to our range, in particular a unit which allows continuous and cost-effective tracking of assets that travel internationally. New mobile applications are being developed to foster a more intimate relationship with clients. The analysis of the vast volumes of Telematics data received and the commercial uses for such data analytics remain key to business sustainability well into the future.

Cartrack has also done substantial work in Europe, Asia and the Middle East over the past year to integrate its technology and comply with the latest legislation in each region. The Group received approvals in several markets and are far advanced in achieving approval in others. Compliance will provide the platform to further increase Cartrack's addressable market and therefore sales in those regions.

Outlook

The Telematics industry is experiencing tremendous opportunity through significant and growing applications, not only in vehicles but also the tracking of other assets and mobile technology. While our key focus remains on vehicles, we are keeping abreast of these opportunities by keeping our developments and platforms flexible enough to accommodate other applications as and when we choose to further broaden our product offering.

Despite the global economic and foreign exchange uncertainties, we expect to continue to see solid growth in keeping with our track record. Opportunities in all segments remain and are being actively pursued. We foresee excellent potential for growth in the USA and will consider suitable acquisitions on merit.

Dividend declaration

Ordinary shareholders are advised that the board of directors has declared a final gross cash dividend of 35 cents per ordinary share (29.75 cents net of dividend withholding tax) for year to 29 February 2016 (the cash dividend). The cash dividend will be paid out of profits of the company.

The salient dates for the dividend will be as follows:

Last date to trade cum dividend	Friday, 1 July 2016
Shares commence trading ex dividend	Monday, 4 July 2016
Record date	Friday, 8 July 2016
Dividend payment date	Monday, 11 July 2016

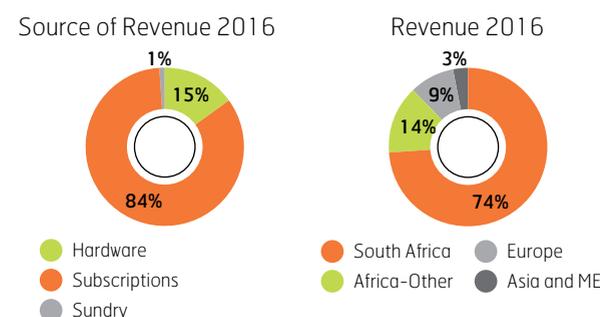
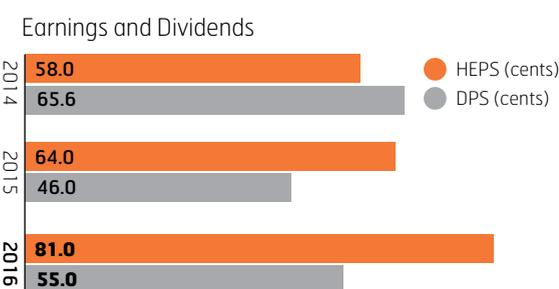
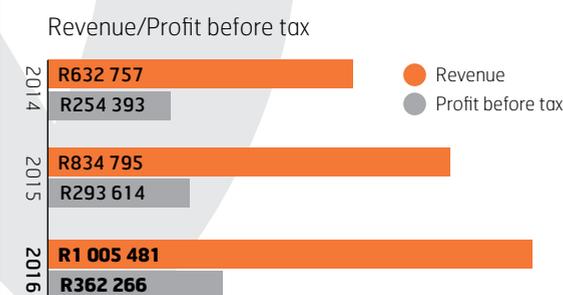
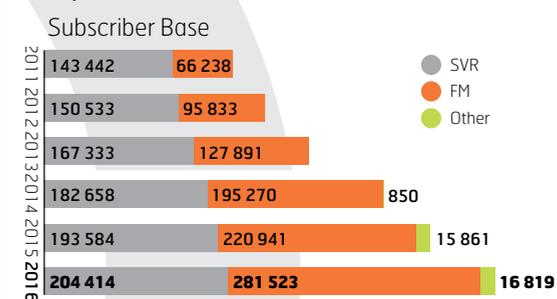
Share certificates may not be dematerialised or re-materialised between Monday, 4 July 2016 and Friday, 8 July 2016 both dates inclusive.

On behalf of the board

David Brown Chairman
Zak Calisto Global chief executive officer

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Key statistics



Full announcement The contents of this short-form announcement are the responsibility of the board of directors of the Company ("Board"). Shareholders are advised that this short-form announcement represents a summary of the information contained in the full announcement, published on the Stock Exchange News Service ("SENS") and on Cartrack's website at www.cartrack.com on 31 May 2016. The full announcement is available for inspection at no charge during normal business hours at Cartrack's registered office. Any investment decisions by investors and/or shareholders should be based on a consideration of the full announcement as a whole and shareholders are encouraged to review the full announcement, which is available for viewing on SENS and on the Company's website set out above.

Registered office of Cartrack: Cartrack Holdings Limited, Cartrack Corner, 11 Keyes Avenue Rosebank, Johannesburg 2196 (PO Box 4709, Rivonia, 2128) • **Directors:** David Brown (Independent Non-Executive Chairman), Thebe Ikalafeng, Kim White • **Executive Directors:** Isaias Jose Calisto (Global Chief Executive Officer), John Richard Edmeston (Global Chief Financial Officer) • **Company Secretary:** Anname de Villiers, Cartrack Corner, 11 Keyes Avenue Rosebank, Johannesburg 2196 (PO Box 4709, Rivonia, 2128) • **Sponsor:** Investec Bank Limited, 2nd Floor, 100 Grayston Drive Sandown Sandton 2196 (PO Box 785700, Sandton, 2146) • **Transfer Secretary:** Computershare Investor Services Proprietary Limited, 70 Marshall Street, Johannesburg 2001 (PO Box 61051, Marshalltown, 2107) • **Auditor:** Grant Thornton Johannesburg Partnership, Chartered Accountants (SA), Registered Auditors, 52 Corlett Drive, Wanderers Office Park, Illovo, 2196