



21st Century
Technology plc

Shareholder presentation
24 April 2019

Agenda

1. Company introduction
2. Financial headlines & segmental review
3. Market drivers and innovation
4. Questions and Answers

Company introduction

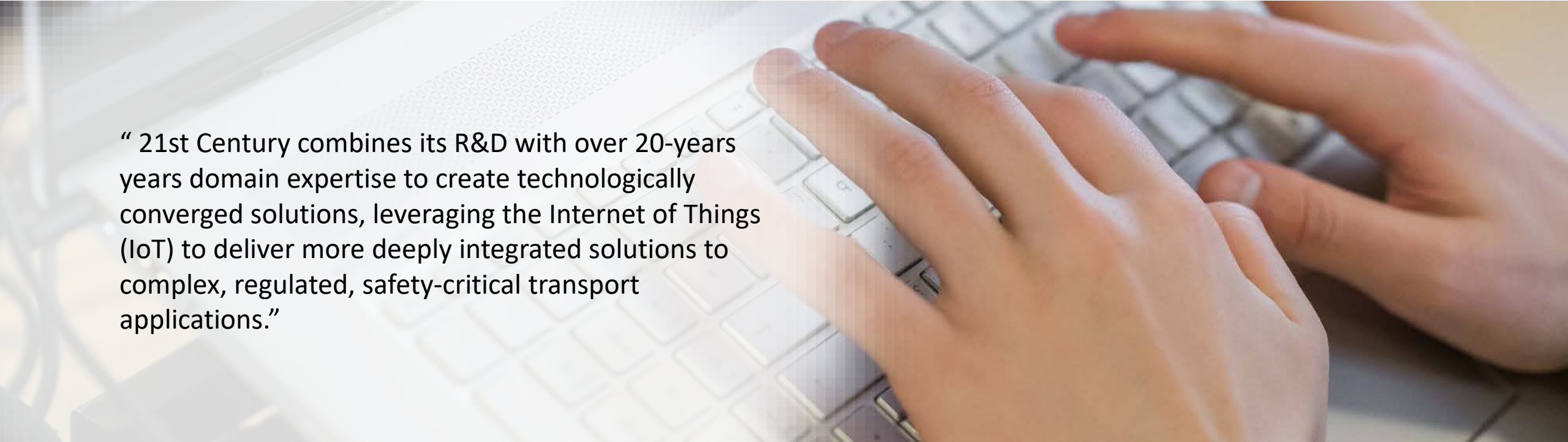
Two gateways to market...



“21st Century Technology provides tailored solutions to the transport community, solving complex operational requirements both on-board vehicles, through 21st Century Fleet Systems, and into towns and cities through 21st Century Passenger Systems.”

Company introduction

...a growing focus on applied Research and Development - our own IP



“ 21st Century combines its R&D with over 20-years years domain expertise to create technologically converged solutions, leveraging the Internet of Things (IoT) to deliver more deeply integrated solutions to complex, regulated, safety-critical transport applications.”

At a glance

**Integrated systems and services;
driving efficiencies in customer
economics and enhancing safety**



**Development of software and edge
technologies for complex, enterprise-
level or regulation driven needs**



**Re-sell core capabilities into adjacent and
overseas markets; scale-potential with
valuable market research**



Segmental summary

Fleet Systems	2018 £'000	2017 £'000
Revenue	8,217	7,502
Gross profit	2,395	2,617
Underlying profit/(loss)	148	449

Passenger Systems	2018 £'000	2017 £'000
Revenue	4,384	4,259
Gross profit	2,454	2,379
Underlying (loss)/profit	(57)	(267)

2018 Financial headlines

Revenue

£12.6m

2017: £11.8m

Gross profit

£4.8m

2017: £5.0m

Operating profit

£0.3m

2017: £0.3m loss

Cash

£0.5m

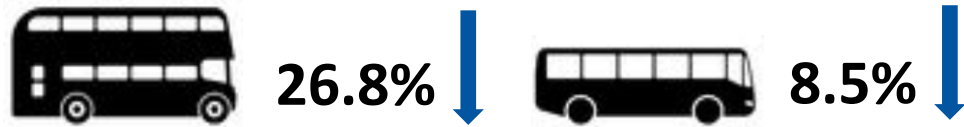
2017: £0.3m

Segmental analysis – Fleet systems

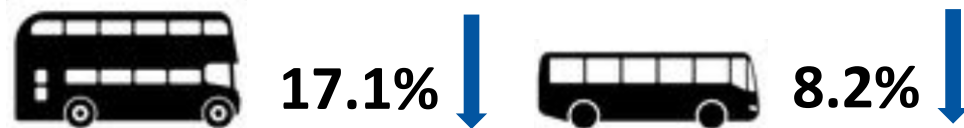
Continued growth in revenue and market share



UK bus registrations 2018 vs 2017



UK bus registrations 2017 vs 2016

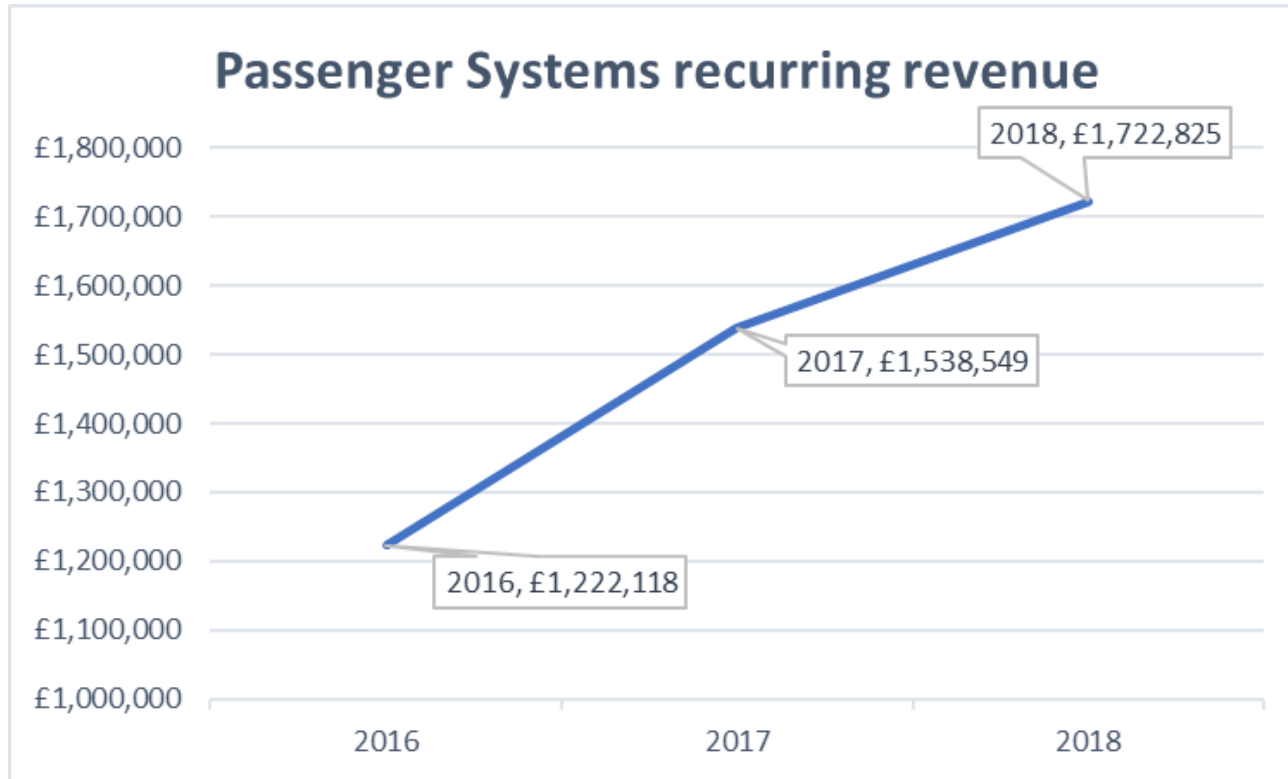


Headlines

- Overall sales increase 10%
 - 9% increase UK Bus
 - 11% increase International
 - 11% decrease in Rail
- Underlying profit of £148k
 - reflecting mix of business.
- Large-scale roll-out of safety critical system for asset customer
- Increasing recurring revenue from our own core technology

Segmental analysis – Passenger systems

Growth in recurring revenue



Headlines

- Overall sales increase 3%
 - 12% increase in sales of software and support services.
- Investment in software & business development
- Rapid prototyping of new displays technology
- Continued progress towards break-even position

Market-led innovation

Real time information

Urban air quality

Agnostic Video Management

“We are beginning to enter an exciting position where as our development capability grows, so do the opportunities with which we are presented.”

Dr Andy Houghton, CTO



Market drivers

Fleet systems

- Regulation-driven developments presenting opportunities to use project experience to build on our own Journeo™ technology
- Increased interest in our converged, Software as a Service (SaaS) based solutions.
- Leveraging our IoT technology



Bus Services Act 2017



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Bus Services Act 2017

TfL “Vision Zero” bus strategy driving interest in SmartVision

Class II, Blind Spot & reversing CMS in addition to passenger protection for crash worthiness as required by TfL



Preferred status for franchise bids

Mandatory status for franchise bids

Next Stop Announcement regulated by Bus Services Act

Trials underway, including the UK and overseas

Increased convergence of technologies

Driving cost efficiencies within large operators

Market drivers

Passenger systems

- DfT driven consultation on Bus Open Data
- Further increase in funding allocated to Transforming Cities Fund £1.7bn → £2.4bn
- Convergence of requirements providing opportunity for technically capable, agile businesses such as 21st Century



Market drivers

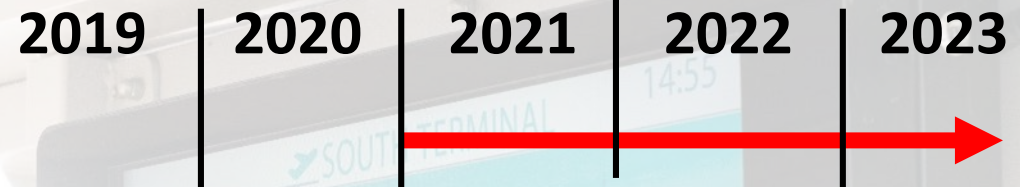
Passenger systems

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Open data mandated by the DfT



Scheduled data to open Government portal



Real-time tracking data to open Government portal

£2.4bn Transforming Cities Fund

First £60m allocated

- Derby & Nottingham
- Plymouth
- Leicester City
- Norwich
- Portsmouth
- The North East
- Southampton
- Sheffield
- Stoke-on-Trent
- West Yorkshire

Tranche 1 : **Autumn 2019**

Tranche 2 : **Spring 2020**





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Questions and Answers
Thank you