Shareholder Presentation

25 April 2018

Agenda

1. Company Introduction
2. 2017 review
3. Growth Strategy
4. Q&A

"21st Century is the specialist provider of tailored solutions to the transport community, solving complex operational requirements both on and off the vehicle"
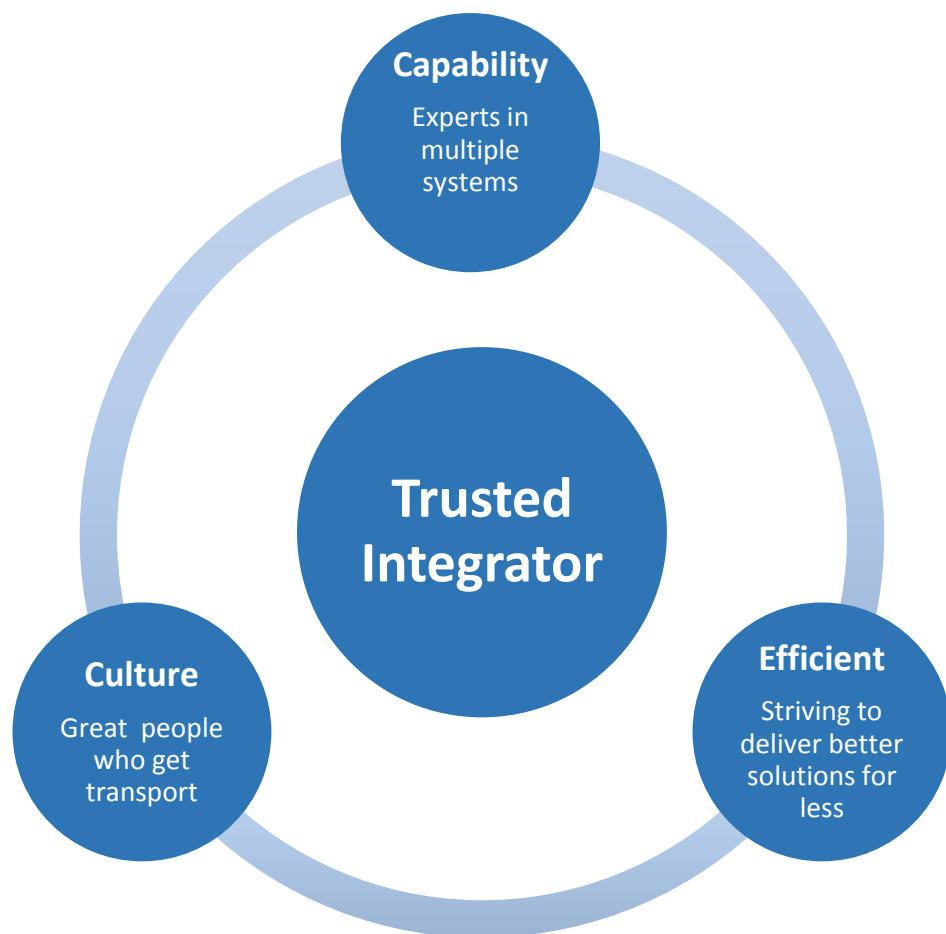
EXPERTS IN MULTIPLE TRANSPORT TECHNOLOGIES

A GREAT TEAM OF PEOPLE WHO UNDERSTAND TRANSPORT

DELIVERING EFFICIENCIES FOR OUR CUSTOMERS

Business Model – Trusted Integrator

Capability

Experts in multiple systems

Trusted Integrator

Culture

Great people who get transport

Efficient

Striving to deliver better solutions for less

- Better solutions

  provide customers with integrated solutions at reduced costs.

- Horizontal breadth

  Broadening the range of technologies and services

- Related customer segments

  where we can target significant market share & achieve economies of scale.

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Customer-centric Approach

Fleet Systems

- Supporting large Tier-1 and smaller fleets throughout the UK, France, Sweden & NZ
- Broadening range of services and technologies supported: CCTV, Wi-Fi, telematics, asset tracking and passenger counting
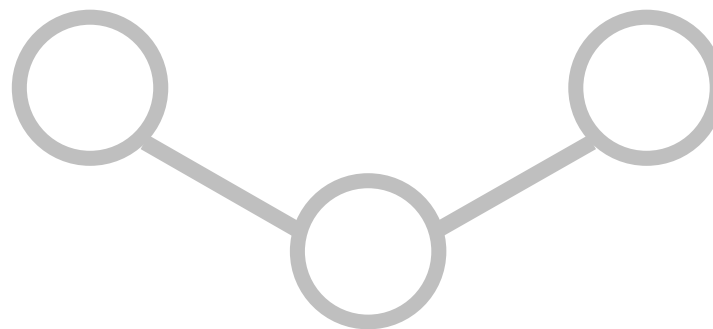
Central services

- Research & Development
- Customer Service call-centre
- Finance, HR & logistics
- Operations & projects

Passenger Systems

- Towns & Cities, PTE and local authority customers
- Broadening range of applications: pollution sensing visual display analytics Equality act 2010

21st Century Technology plc

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21st Century
Technology plc

Financial Headlines – Significant Progress

Revenue

£11.8m

2016: £11.6m

Gross profit

£5m

2016: £4.7m

Underlying profit before tax

£0.01m

2016: £1.4m loss

- Cost base reduced by 18% to £5.1m (2016: £6.2m)

- Cash at year end £0.3m (2016: £0.5m)

- Operating loss £0.3m (2016: £2.3m)

- Additional working capital secured with access to a £1.25m invoice discounting facility on materially improved grounds (2016: £0.4m invoice discounting facility

Segmental Analysis

Fleet Systems returns to profit

Sales up 8%

- 7% increase in UK Bus,
- 51% increase in International
- 62% reduction in Rail
  - scaled back bid team

Passenger Systems improving

Reduced loss to £267k

- Sales down 10% but 21% increase in H2
- Better than expected order intake in Q4

	Fleet 2017 £'000	Passenger 2017 £'000	Total 2017 £'000	Fleet 2016 £'000	Passenger 2016 £'000	Total 2016 £'000
Revenue	7,502	4,259	11,761	6,923	4,715	11,638
Intersegment sales			-			(83)
			11,761			11,555
Gross profit	2,617	2,379	4,996	2,268	2,419	4,687
Underlying profit/(loss)	449	(267)	182	(748)	(460)	(1,208)
Central costs			(171)			(189)
Underlying profit/(loss)			11			(1,397)

21st Century Technology plc

Shareholder Presentation April 2018
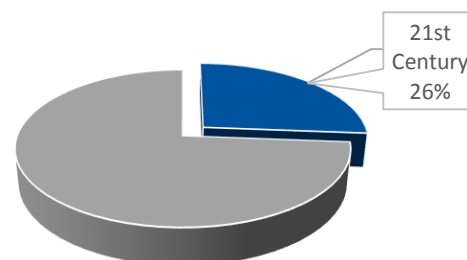
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Segmental Progress

Fleet Systems

- Growing market share by developing the platform and winning new customers
  - FY17 - 3yr supply and maintenance agreement with Tier-1 operator Abellio
  - FY18 - Translink

London Market Share 2016*

21st Century 18%
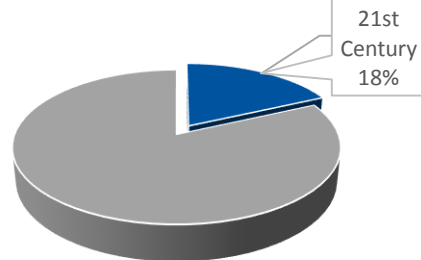
London Market Share 2017*

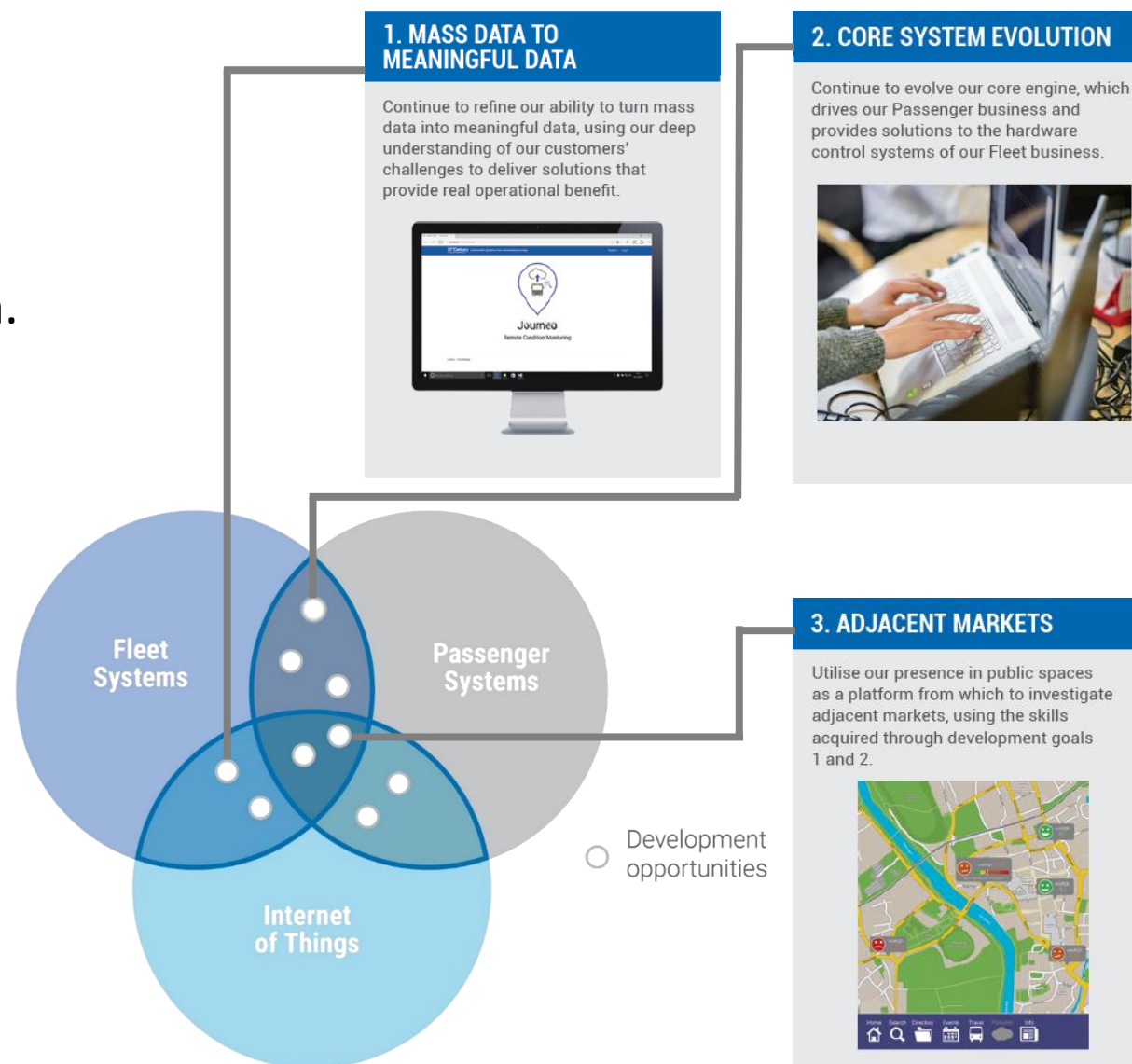21st Century 26%

Passenger Systems

- Strong Q4 order intake
  - £1.5m orders
  - £1m carried forward to 2018
- Revenue 21% up on H2 2016
- Investment in capabilities for emerging areas of interest
  - Advanced real-time applications
  - Pollution sensing

* Market share information derived from TfL fleet audits

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Innovation-led

- Development based on
  - Sales opportunities – customer driven.
  - Technical evolution
    - Low power/low data
    - Display/recording media
    - Improved hardware platforms
    - Leveraging Cloud technologies
- No need to re-invent the wheel
  - Use global-scale solution where it exists
  - Develop IP where it does not

1. MASS DATA TO MEANINGFUL DATA

Continue to refine our ability to turn mass data into meaningful data, using our deep understanding of our customers' challenges to deliver solutions that provide real operational benefit.

2. CORE SYSTEM EVOLUTION

Continue to evolve our core engine, which drives our Passenger business and provides solutions to the hardware control systems of our Fleet business.

3. ADJACENT MARKETS

Utilise our presence in public spaces as a platform from which to investigate adjacent markets, using the skills acquired through development goals 1 and 2.

Fleet Systems

Passenger Systems

Internet of Things

○ Development opportunities

Drivers

Fleet Systems

- Implementation of in-house Journeo® technology, connecting legacy and new systems to the IoT
  - Dynamic approach to fleet-service
  - High-availability
- Connecting adjacent technologies on an open-platform basis
  - Cloud based, web services
 - integrated with operators back-office systems

Passenger Systems

- Large customer-base of Towns, Cities & local authorities looking for greater capabilities and efficiencies
  - leverage media & display assets for revenue generation
  - deploy green/clima-tech such as renewables powered E-ink displays, mobile Apps, APC, pollution monitoring
- Transforming Cities
  - funding available through to 2021

Journeo® – new approach to fleet service

Developed by our in-house technical team, the Journeo® Remote Condition Monitoring platform (RCM) uses an on-board data-capturing unit to gather system health information for the vehicles installed systems into our cloud-based system. Operators are now able to see the health of their systems in real time and make maintenance decisions based on data, rather than periodic checks, keeping their vehicles where they are most valuable to them – on the road.

Connecting new and legacy systems to the IoT delivers efficiencies in operations to our customers
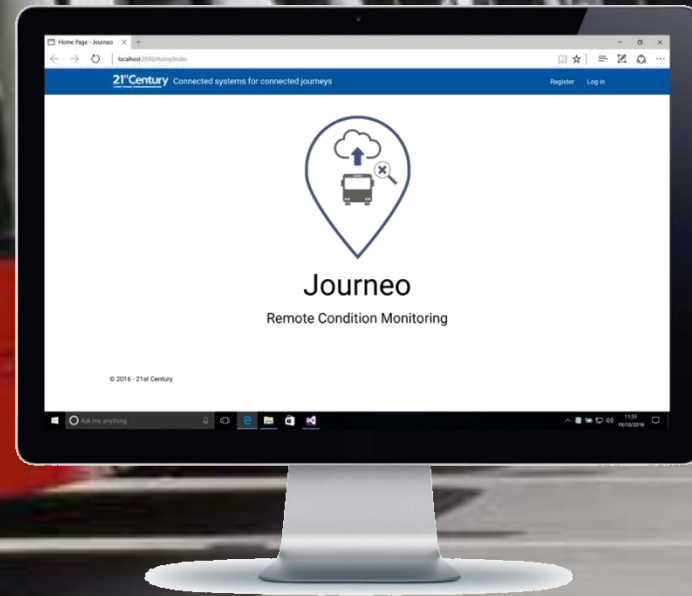
Gatwick airport – driving improvements in passenger experience

All on-board technology installed to ITxPT standards – most complete operational installation of it's kind in the world:

- CCTV
- On-board media displays with Next stop announcement
- Automatic Passenger Counting
- Passenger Wi-Fi for staff vehicles

Dynamic real time car park information system. As routes are not scheduled, predictions need to be made based on driver selection of open zones

Complex projecting capability only possible due to integration between the two segments. Model replicable to large park and ride sites.

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Q&A – Thank you