MiX Telematics upbeat after growth.jpg (751x397x16M jpeg)

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MiX Telematics upbeat after growth

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MIX Telematics, which combines vehicle tracking and recovery with a range of fleet management products and services, saw growth in the year to March 31, despite rand strength.

Annuity revenue rose to R503m, from R477m last year, or 56,8% of overall revenue. Foreign revenue dipped slightly to R368m from R379m in the year, due to weaker trading in the UK.

'We're pretty happy, generally. Global economies are still fragile, but we had a good year under the circumstances," CEO Stefan Joselowitz said yesterday.

The group has offices in SA, the UK, the US, United Arab Emirates and Australia, serving markets in 135 countries.

MIX TELEMATICS

Full Year	2011	2010
Revenue (Rm)	887	840
Pretax (Rm)	106	93
Net Profit (Rm)	65	17
Diluted HEPS (c)	10,9	10
Dividend (c)	6	5

Cash generation from operations remained strong at R190m. Net debt was reduced by R54,6m in the year, leaving the company in a net-cash position.

The company said trading conditions during the year were mixed, with sales in SA disappointing. However, its domestic fleet business surged in the second half, with new deals and the implementation of large tender projects, including its fledgling contract with Eskom.

"Some of our other regions also traded quite strongly. Our Middle East operation had a good year, although political upheaval in the region did give us some headaches," Mr Joselowitz said.

He said the company's US-based business, which services both North and South America, showed good revenue growth, winning two big deals that added several thousand subscribers.

The groups saw adjusted headline earnings per share of 14,1c from 12,8c previously. Fully diluted attributable earnings per share were 10,9c from 10c.

"We did a large acquisition relative to our size just before listing (in 2007).

"In two years, on the assumption we don't do more acquisitions, the headline earnings per share and adjusted headline earnings per share will effectively be the same," Mr Joselowitz said.

The group said it had leveraged strong cash flows to grow its high-margin corporate annuity revenue base by more than 40% in the year, and had launched several new products, with another big roll-out scheduled for early in the 2012 financial year.

The company also added resources for its design and product engineering facility in Stellenbosch to speed new products to market, improve innovation and increase competitiveness.

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