



To all Lightstone Staff, Dealer Partners, Motor Manufacturers and Finance and Insurance Partners

As 2017 draws to a close, I would like to take the opportunity **to thank each and every one of you for your contribution, loyalty and patience with Lightstone**. We enjoyed an exhilarating journey this year - one that saw the integration of our three businesses, along with updates on all our core product offerings. We can relate to the saying 'In the face of significant challenges, we made significant progress' and shall remember this year as the year we finally rolled-out our new Signio system.

Throughout the year, we implemented our strategies designed in 2016, with the key starting point of ensuring that our core business and product offerings were both strong and sustainable. During the year we continued to simplify our business. While there remains much to do and there may be further challenges ahead, we end off 2017 stronger and better able to serve you.

To our Lightstone Auto staff, I salute you for your unwavering commitment to deliver real value-added solutions that are easy to use and improve the lives of our dealers and the parties they interact with.

To our Valued Partners, a heartfelt thank you - we've been through a year with many system changes and enhancements, in sometimes less than favourable circumstances. As a business we have achieved a huge amount and it would not have been possible without your support, encouragement, contribution and patience.

From a Signio perspective we know that a deployment of a new system is never without its challenges, teething problems and delays, but ultimately, we believe it has been an overall success. We are receiving lots of positive feedback from our dealers and F&I's, as they experience an improvement in ease of use, service levels and quicker turnaround times. We have also successfully deployed the New Autostats System, giving subscribers a much-improved user experience and we updated our Live Verification service, spanning from updating the mobile app to rewriting the back-end. Both have passed final testing and will be deployed over the next six weeks. New and unique value offerings, focused on improving dealer efficiencies and compliance, are also underway and we plan to take these services live at the end of the first quarter in 2018.

Today, Lightstone Auto is a stronger, less complex business which remains totally committed and focused on the motor industry. The Signio Platform, Autostats, Vehicle Verifications and Valuations and Dealer Compliance continue to form the foundation of the Lightstone Auto Value Proposition and we remain committed to make these offerings best in class whilst striving to provide a one-stop-shop service.



Pieter Wessels, MD Lightstone Auto

We've come through a year filled with both challenges and victories. How reassuring it's been to know that we can count on all of you through "thick and thin".

On behalf of Lightstone Auto, please allow me to extend my personal and genuine appreciation for your valuable support during the last year. Working with you has been a pleasure and we are proud to be associated with you.

May you all have a Blessed Festive Season and we look forward to working together in 2018.

