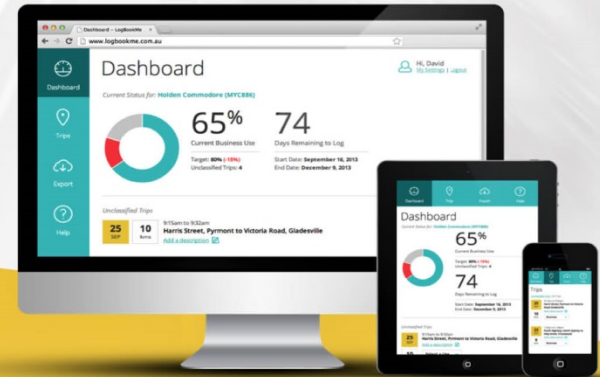# UBS Fintech Conference Presentation

Eclipx – Digital Disruption in the Fleet Segment

Garry McLennan | Deputy Chief Executive Officer and Chief Financial Officer
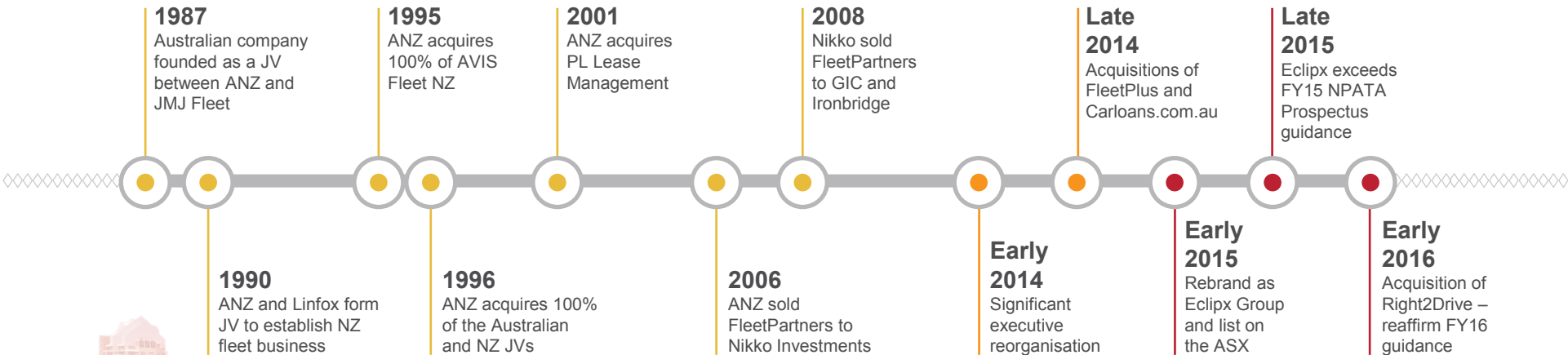
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Sydney | 2 June 2016

Who we are

With 29 years of corporate history, Eclipx has developed a strong platform of capabilities—in the last two years the business has undergone an exciting transformation led by a talented executive team

1987
Australian company founded as a JV between ANZ and JMJ Fleet

1995
ANZ acquires 100% of AVIS Fleet NZ

2001
ANZ acquires PL Lease Management

2008
Nikko sold FleetPartners to GIC and Ironbridge

Late 2014
Acquisitions of FleetPlus and Carloans.com.au

Late 2015
Eclipx exceeds FY15 NPATA Prospectus guidance

1990
ANZ and Linfox form JV to establish NZ fleet business

1996
ANZ acquires 100% of the Australian and NZ JVs

2006
ANZ sold FleetPartners to Nikko Investments

Early 2014
Significant executive reorganisation

Early 2015
Rebrand as Eclipx Group and list on the ASX

Early 2016
Acquisition of Right2Drive – reaffirm FY16 guidance

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Who we are

With 29 years of corporate history, Eclipx has developed a strong platform of capabilities—in the last two years the business has undergone an exciting transformation led by a talented executive team

EXECUTIVE DIRECTORS

DOC KLOTZ
Chief Executive Officer (CEO)

- Doc Klotz has over 25 years of experience in senior executive roles in the financial services and travel industries across Australia, New Zealand and the United States
- Prior to joining Eclipx in 2014, Doc was Head of Operations at FlexiGroup (FXL), an ASX 200 company
- Doc also has senior executive experience with listed businesses: Travel Services International, Hotels.com and Expedia, Inc. in the United States

GARRY MCLENNAN
Deputy CEO and
Chief Financial Officer

- Garry McLennan has over 35 years of experience in financial services including five years as Chief Financial Officer at FXL before joining Eclipx in 2014
- Prior to his time at FXL, Garry spent 23 years at HSBC Bank Australia where he was Chief Financial Officer and subsequently Chief Operating Officer. He has previously served on the Board of HSBC Bank Australia and The Australian Banking Industry Ombudsman Ltd. He currently serves on the Board Audit Committee of Intersect, a full-service eResearch support agency

ECLIPX BUSINESSES

01

Strong sales momentum

New Business Writings ($m)

CAGR +20%

282	356	406
1H14A	1H15A	1H16A
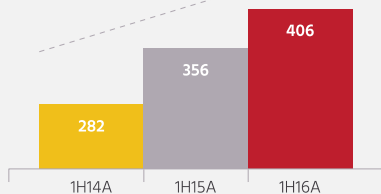
02

Underpins asset and revenue growth

AUMOF & NOI ($m)

Growth +8%

90.0

83.3

1,675 | 1,854

1H15 | 1H16

Closing AUMOF --- NOI
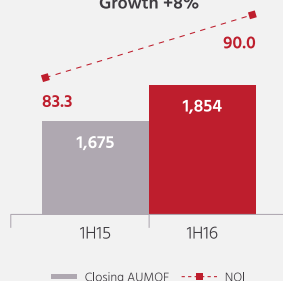
03

… together with improved cost leverage

Cost / Income[1]

61.3%	57.5%	55.0%
FY14	FY15	1H16A
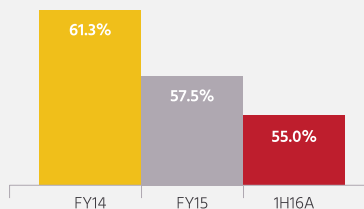
04

… delivers a 9% increase in NPATA

NPATA ($m)

Growth +9%

23.8	26.0
1H15	1H16

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1. Cost/Income ratio on a like for like basis adjusted to include $2.5m of pro forma public company costs (pre-IPO) not previously included in FY15 accounts
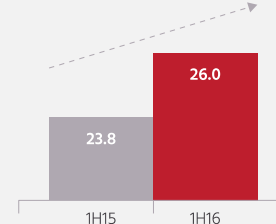
01

Differentiator – Exclusive access to market leading in-car (telematics) technology

- Eclipx has fleet exclusivity for market leading LogbookMe product[1]
- Identifies low utilisation and high personal use vehicles
- Live odometer readings
- Accurate vehicle ATO approved FBT calculations on vehicles and parking
- Accurate ATO approved Fuel Tax Savings calculations
- Hard braking/cornering monitoring reduces vehicle costs/improves OH&S
- Real-time vehicle locator
- Smartphone calendar integration
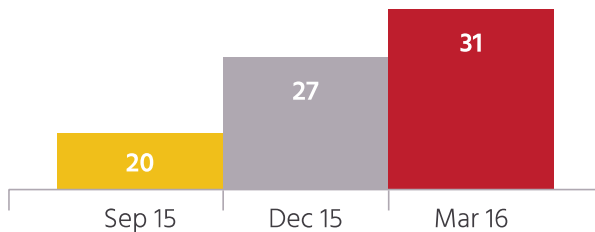
02

Straight through processing initiatives

- MyCar on-line portal for consumers to provide straight through to vehicle order
- Real-time credit scoring and identity check for consumers and SMEs
- On-line Car-monitor app books services (maintenance and tyres) with service provider with calendar integration

1. LogbookMe is also being distributed by other third parties (non-fleet) to Government and corporates in Australia and NZ. ECX exclusivity applies within fleet leasing sector.
2. Estimated average savings per vehicle utilising operating cost method and LogBookMe instead of statutory formula method.
3. Estimated savings for a vehicle exempt 2 days per week in Sydney CBD utilising LogBookMe FBT car parking register.

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03

Best in class customer service

Net Promoter Score
(3 mth rolling avg.)

Sep 15	Dec 15	Mar 16
20	27	31

04

Delivering increased sales and real value to customers

- New business wins up 14% pcp

- In car fleet analytics saves customers up to c10% of fleet costs

- FBT savings from LogbookMe - tax logbook[2] " (~$5,000 per vehicle p.a.); Car Parking[3] ~ ($1,250 per vehicle p.a.)

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TECHNOLOGY INNOVATION:

ONLINE STOCKBROKING – AN EXAMPLE IN 1998

Provides access to real time information in the hands of the customer

Places the ability to transact directly in the hands of the customer

Delivers significantly greater value and service to customers

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ASX Theatre   Le Meridien Hotel
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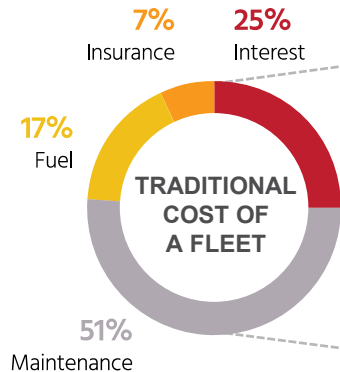eclipx GROUP

Unlocking hidden costs in fleets creates a unique point of difference.

Front of mind costs of running a fleet…

…are only part of the TRUE costs of running a fleet[1]

TRADITIONAL COST OF A FLEET

7% Insurance

25% Interest

17% Fuel

51% Maintenance

BREAKDOWN OF FLEET COSTS

34% Fringe Benefits Tax (Stat Method)

47% Traditional Fleet Costs (Rental, fuel & incurance)

14% Fringe Benefits Tax Parking

5% Underutilised Vehicles
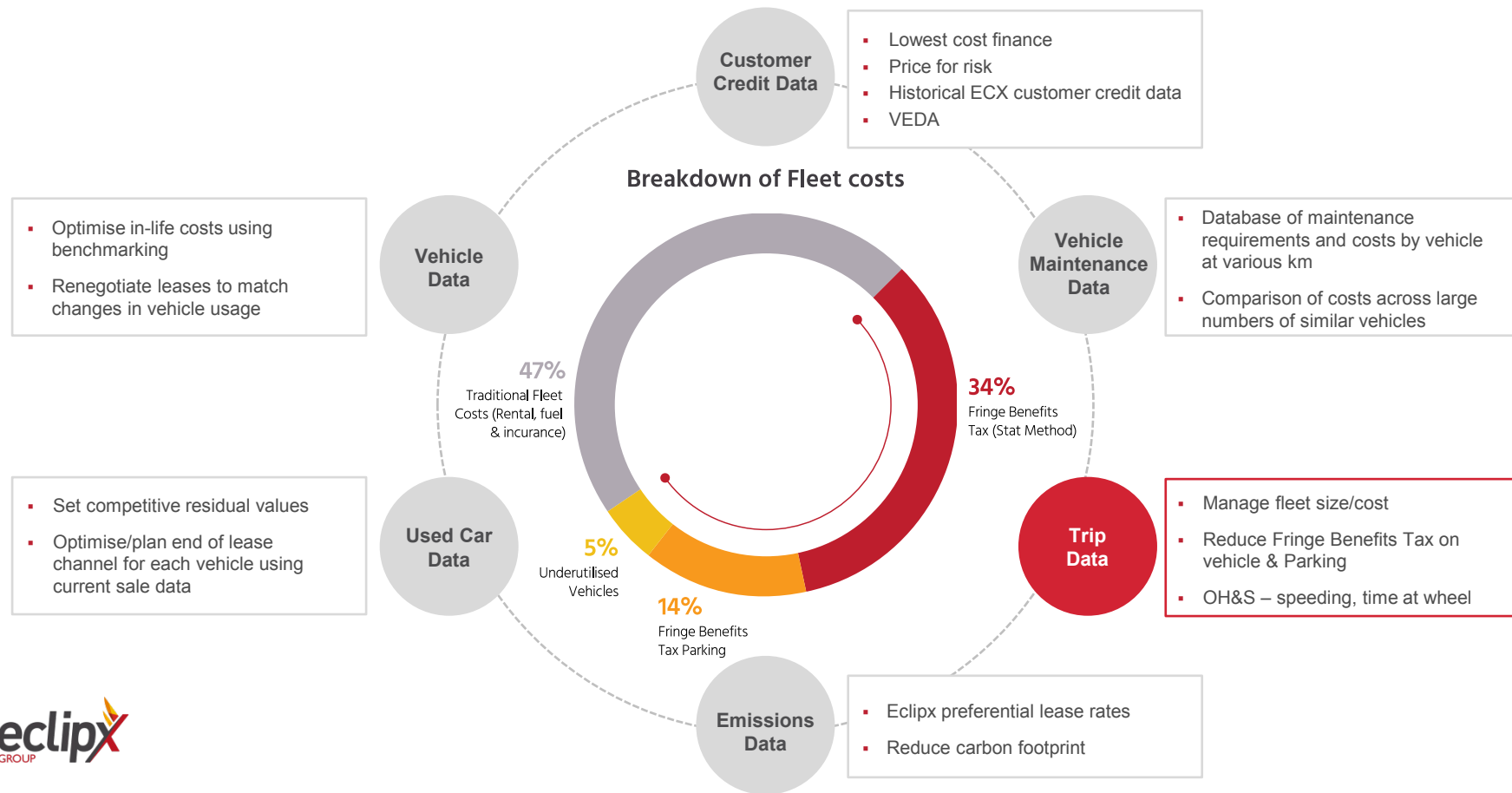
Eclipx's unique point of difference

We capture relevant data and transform it into an effective solution to reduce customer fleet costs

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1. Fleet costs are illustrative and have been calculated based on the actual costs of a representative sample of ECX's fleet

Customer Credit Data
- Lowest cost finance
- Price for risk
- Historical ECX customer credit data
- VEDA

Breakdown of Fleet costs

Vehicle Data
- Optimise in-life costs using benchmarking
- Renegotiate leases to match changes in vehicle usage

Vehicle Maintenance Data
- Database of maintenance requirements and costs by vehicle at various km
- Comparison of costs across large numbers of similar vehicles

47%
Traditional Fleet Costs (Rental, fuel & incurance)

34%
Fringe Benefits Tax (Stat Method)

Used Car Data
- Set competitive residual values
- Optimise/plan end of lease channel for each vehicle using current sale data

5%
Underutilised Vehicles

14%
Fringe Benefits Tax Parking

Trip Data
- Manage fleet size/cost
- Reduce Fringe Benefits Tax on vehicle & Parking
- OH&S – speeding, time at wheel

Emissions Data
- Eclipx preferential lease rates
- Reduce carbon footprint

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Telematics is the transmission and analysis of data through telecommunications devices on remote vehicles

HOW WE USE TELEMATICS

- Eclipx telematics device and apps harnesses technology to:
  a) deliver real time trip data to corporate fleet managers
  b) enable corporate fleets to save up to $5,000 per vehicle p.a. in FBT
  c) identify under utilised vehicles and reduce fleet sizes
- Eclipx's LogbookMe solution is plug and play which means it's more price competitive and easy to install

WHAT MAKES US DIFFERENT?

- Market leading technology
- Modules tailored to Australia's tax regime
- Low cost and simple to use
- Accurate reporting
- Customisable for employee privacy
- Customisable by fleet customer
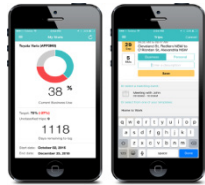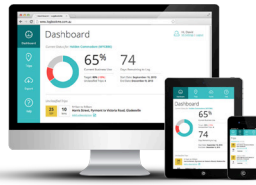- Creates material savings for fleet customers whilst increasing margins
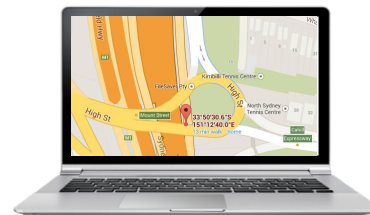
LogbookMe's smartphone calendar integration is key to creating data on each trip

EASY FOR DRIVERS TO RECORD TRIPS

EASY TO ACCESS APPS AND PORTALS

REAL $$$ SAVINGS

CUSTOMER VALUE

+   +   =

A fleet vehicle does on average **2,000 trips per annum**

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LogbookMe segments

LogbookMe's market leading modules provide holistic telematics solutions for customers

TAX

- **Tax logbook** – to record business usage on cars
- **Shared pool car tax logbook** – to record usage, driver ID and automate management of pool cars
- **Fuel tax credits $** – based on road usage, automatically calculated on fleet
- **Parking register $** – automated to record employee car park usage to support exemption for non-FBT days

ANALYTICS

- **Fleet analytics** – based on period on custom parameters to report on usage across fleet
- **Fleet utilisation** – identify trends and inefficiencies across fleet
- **Vehicle location** – live and on demand
- **Odometer reading** – live and on demand

BEHAVIOUR

- **Driver scorecard** – showing event based driver behaviour to help educate and improve driver behaviour whilst lowering operating expenses
- **Privacy parameters** – provides employees with confidence that 'big brother' isn't watching on personal time

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Customers are demanding increased value and greater control over their fleet

Technology is the key enabler

ECX trip data provides customers with direct control over their fleet in real-time and material cost savings – redefines value proposition

Resulting in significant new business wins and new revenue opportunities for ECX

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