The Manager, Listings
Australian Securities Exchange
ASX Market Announcements
Level 14, Exchange Centre
20 Bridge Street
Sydney NSW 2000

27 October 2016

Dear Sir / Madam

RE: SG FLEET GROUP LIMITED CEO PRESENTATION - LISTING RULE 3.13.3

Dear Sir / Madam

We attach a copy of the CEO's presentation materials for SG Fleet Group Limited's Annual General Meeting being held today at the Hobart Room, Lobby Level, the Sofitel Sydney Wentworth, 61-101 Phillip Street, Sydney NSW 2000 at 3.00 pm AEDT.

This will be presented to shareholders today.

Yours sincerely

Sarah Edwards
Company Secretary

SG Fleet Group
LIMITED

CEO REVIEW

FY2016 ANNUAL GENERAL MEETING

27 OCTOBER 2016

SG Fleet Group
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Highlights

FINANCIAL RESULTS & DIVIDEND

NPAT $47.0m (up 16.1%)

Underlying NPAT[1] $51.2m (up 26.4%)

Underlying PBT margin 34.9% (up 0.6%)

- Continued generation of scale benefits

EPS 18.94cps (up 13.5%)

Underlying Cash EPS 21.77cps (up 29.2%)

Final dividend 7.63cps

- Total FY16 dividend 12.853cps (up 18.5%)

Corporate leverage ratio[2] 0.5x

- Total leverage 0.7x

STRATEGY & OPERATIONS

Continued customer wins and increased penetration drive revenue growth

Positive customer response to nlc acquisition, product innovation and development of broader integrated mobility solutions

Back office system consolidation creating customer and business benefits

nlc strong contributor to multiple revenue streams

NSW Government appointment and subsequent fleet allocation recognises SG Fleet industry leadership

New Zealand achieves maiden profit year

Acquisition of Fleet Hire (UK) after end of reported period

1 Underlying Net Profit After Tax = Net Profit After Tax before acquisition-related expenses incurred during the reported period. Acquisition-related expenses include $2.6m on transaction advisory, legal fees and due diligence costs together with $1.6m in non-cash finance costs relating to the restructure of the Group's debt facilities for the nlc acquisition.
2 Pro forma / as at 30 June 2016

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Operational Review

Australia

ENVIRONMENT

Patchy business environment

- Business sentiment cautious throughout
- Federal election lead-up
- Evidence of lifting business conditions at year-end

Regulatory clarity

- Bipartisan undertaking to retain current salary packaging and FBT arrangements
- Ongoing dialogue between industry body and decision makers

Stable, supportive environment, with growth upside

BUSINESS ACTIVITY

Tender pipeline very active

- Limited impact of lack of business confidence
- Temporary disruptions delay decision making

Customer focus on whole-of-life outcomes

- Cost savings track record paramount

Comprehensive product suite strengthens customer relationships

- Uncontested contract renewals
- Strong win rate with new opportunities (incl. NSW Government)

Innovation take-up gains momentum

- Full telematics portfolio creates additional revenue sources

Marquee wins strengthen competitive position

Operational Review

United Kingdom

ENVIRONMENT

Mixed confidence prior to Brexit vote

- Gradual slowdown in lead-up to vote
- Economic impact industry-specific
- Rapid return to normal

Car salary packaging concept receives increased traction

- Greater corporate and public recognition accelerates take-up

Longer term demand trends maintained

BUSINESS ACTIVITY

Steady growth in demand for salary packaging and tool-of-trade offering

- Sole supply wins in corporate segment
- Scale of salary sacrifice tenders increasing
- Business breaks into 10,000+ employees segment with Atos win
- Significant number of salary sacrifice schemes launched in H2
- Employee take-up amongst previously won contracts is accelerating

Fleet Hire acquisition post-year end

- Establishes profitable growth platform

Product strength increasingly recognised

Operational Review

New Zealand

ENVIRONMENT

Business confidence remains strong

- In positive territory after strong improvement in H1 – pointing towards robust economic growth
- Government infrastructure spending plans support sentiment
- Opportunities pipeline full and regular

Electric vehicles an emerging focus

- Government announces measures to promote take-up

Positive operational environment

BUSINESS ACTIVITY

Step-up to market top-end

- Kiwi Rail win in H1 followed by other blue chip signings
- Participant in all major tenders and RFPs
- Active involvement in EV dialogue, with zero emission vehicles provided to leading corporates

Maiden profit year achieved

- Continued profit months since November 2015

Established market and product presence

FY17 Update

Major Initiatives

nlc Integration

- Consumer business making progress
- Targeted synergy extraction on track

NSW Government

- Allocated 95% of available fleet (21,500+ vehicles)
- Initial on-boarding complete - scope for additional value-add solutions

Fleet Hire Acquisition

- Profitable platform and critical mass for combined UK business – integration progressing well
- Anticipated 4.5% cash EPS accretion in first full year of ownership

Mobility

- Active focus on broader integrated mobility solutions, alternative energy sources - GoGet (AU) / EVs (NZ)
- Additional mobility solutions in expanding products and services range

System integration

- Next phase successfully completed

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FY17 Update

Business Activity

Australia	• Large government agency – lease funding for 1,000-unit fleet, with majority sale & leaseback • Uncontested renewals in energy sector • Several 1,000+ employee novated wins • nlc appointed to Queensland Government novated panel
United Kingdom	• sgfleet and Fleet Hire appointed on national public sector framework agreements for provision of vehicles to publicly funded entities
New Zealand	• 350-unit sale & leaseback in agricultural sector

Summary

- Progress across all revenue streams
- Industry and product leadership enhanced
- Next generation products coming on-stream
- Marquee wins late in reported period
- NSW Government contract on-boarded
- Strong contribution from nlc

- nlc synergy extraction on track
- Maiden profit year for New Zealand
- Fleet Hire gives UK scale and profitability
- Regulatory clarity
- Improving economic outlook
- Actively exploring M&A options

- **Operating and financial performance year-to-date in line with internal projections**
- **Growth strategy on track**
- **Anticipate 20-25% growth in FY17 Underlying NPATA (FY16: $54.0m)[1]**

1: Underlying Net Profit After Tax = Net Profit After Tax before acquisition-related expenses incurred during the reported period. FY16 acquisition-related expenses included $2.6m on transaction advisory, legal fees and due diligence costs, together with $1.6m in non-cash finance costs relating to the restructure of the Group's debt facilities for the nlc acquisition.
NPATA is Net Profit After Tax excluding amortisation and impairment of intangible assets on after tax basis
Underlying NPATA is Net Profit After Tax excluding acquisition-related expenses and amortisation and impairment of intangible assets on after tax basis

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Annual General Meeting: FY2016 CEO's Review Speaking Notes

Cover slide

Thank you, Mr Chairman.

Good afternoon everybody. My name is Robbie Blau, CEO of SG Fleet. Thank you for taking the time to attend our 2016 Annual General Meeting.

Slide 2

Let me start with an overview of our performance during the 2016 financial year.

We reported Net Profit After Tax, including acquisition-related expenses incurred during the year, of $47.0 million, up 16% on FY15. Underlying Net Profit After Tax, which excludes these expenses and provides a more accurate comparison with the previous period, was $51.2 million, an increase of over 26% on the previous year. Margins at the Underlying Profit Before Tax level expanded further, to 34.9%. The results equate to a reported Earnings Per Share of 18.94 cents or underlying cash Earnings Per Share of 21.77 cents. That is up close to 30% on the prior year.

The Board has declared a final dividend of 7.63 cents per share, bringing the total for the year to 12.853 cents per share, an increase of 18.5% on the prior year. That payout is in line with our distribution policy.

As at 30 June, our corporate leverage ratio stood at 0.5-times.

All in all, a good set of numbers and evidence of our continued progress.

In terms of the key developments of the year, organic growth in the business has progressed steadily as we have continued to win more than our fair share of customers. In addition, the range of products and services we provide to existing customers continues to evolve. The acquisition of nlc was well received by customers of both businesses. We are really getting good momentum now with take-up of new products, including our expansion into new mobility solutions, such as car share.

The back office system consolidation we flagged some time ago is progressing well and is already yielding benefits in terms of our own efficiency.

nlc was in the fold for seven months of the reported period and contributed strongly to the reported period results.

Other highlights include our NSW Government win, New Zealand's first profit year and then, after period end, our acquisition of Fleet Hire in the UK.

I will now do a quick run-through of the year that was by market and will conclude with an update on how we have travelled so far in the current, 2017 financial year.

Slide 3

The 2016 financial year has seen a fairly patchy economic environment in Australia.

Throughout the year, business confidence levels varied between States but were generally hesitant, particularly in light of the very lengthy lead-up to the Federal elections. There was some evidence though that in the last few months, things have picked up a bit for the Australian economy, at least in terms of leading indicators.

The regulatory environment definitely cleared up for our industry, following the well-publicised undertaking of the Shorten-led Labour party to retain current arrangements in relation to salary packaging and related FBT measures. That effectively aligned Labour's policy on the matter with that of the current government.

In terms of business activity, the patchy environment I just referred to has had limited impact on activity levels for us. Clearly, longer term structural trends are a bigger influence than short-term sentiment fluctuations.

What is has meant though, and that has been reflected in fleet growth numbers somewhat, is that some ordering decisions were pushed out in the election environment. So the wins have remained wins, but the orders have spilled into the current financial year in some cases. An example of that has been the large Westpac contract, which came on right at the end of the reported period. Everything we expected to happen happened – it just came in a little bit later than anticipated and ran into FY17.

The NSW Government appointment late in the reported year was further evidence of our strong competitive position. The two big factors contributing to that appointment were our track record of achievements with similar contracts and the range of our product suite.

Our innovation effort continues unabated and the positive impact of that can be seen in our income streams. Telematics in particular have matured and are now creating multiple new revenue sources for us. The common element in this new generation of applications is the ability to actively use data to achieve outcomes that contribute to the optimisation of transport and generate savings for the customer.

Slide 4

In the UK, the lead-up to Brexit was obviously a factor in the last quarter, but the impact of that has been quite industry-specific. By and large companies put their plans on hold rather than changing them altogether and we have since seen the situation return to normal.

Brexit has not halted an increase in interest for our services and longer term demand trends have largely compensated for the influence of lacklustre business confidence.

SG Fleet UK has clocked up good wins in both tool-of-trade and salary sacrifice throughout the year and tender activity is on the up. Early in the second half, we won the Atos contract, a first of that size, and a significant number of further salary sacrifice schemes were launched subsequently.

And then of course, in early August, we were able to establish a strong, profitable growth platform for our UK business with the Fleet Hire acquisition, which adds scale to our corporate offering and establishes a solid presence in the short-term rental segment.

Slide 5

The New Zealand business has really come of age in the 2016 financial year. The positive operational environment has been supportive, with the government's intended infrastructure spend lifting the business mood. Sizeable opportunities are coming through on a regular basis.

But it is very much the impact of our product and service quality and range that has seen the business firmly establish itself at the top end of the market with some marquee wins, such as Kiwi Rail in the first half. We are now on the list for every major tender and RFP and we are confident of picking up a fair share of those.

We are also actively involved in the electric vehicle space and participating in discussions about their promotion by the government. On the back of this, we are already providing a number of zero emission cars to a few major corporates in this market.

All in all, a very positive year for New Zealand, which is now in a good position to grow further and build on its first in-profit financial year.

That concludes my overview of our performance in the 2016 financial year.

Slide 6

Allow me to give you a quick snapshot now of how we have done since the start of the current financial year in July.

First of all nlc. This business ended the 2016 financial year on a high note, so suffice to say, we are happy with its progress, both in novated and with its consumer offering.

In terms of the integration, we are making very good progress. I can't stress enough that we are approaching this process with care because we have two very well performing businesses and we need to keep our eye on the ball and of course ensure our customers come first at all times.

After the immediate wins we achieved in FY16, such as the supplier renegotiations, we will see additional impact starting to come through in FY17. In summary, we stand by our target of achieving fully-phased annual synergies of $6 to $8 million after three years of ownership.

A core component of the integration is our gradual move towards distinct corporate and consumer businesses within the Group, which is now underway. This allows us to best organise resources and ensure every business in the Group achieves its full potential.

You may recall our appointment to the NSW Government fleet management providers panel in March. Of the approximately 22,600 vehicles allocated by the agency clusters, about 21,500 were entrusted to us, with the remaining 1,000 going to the other panel member.

The vehicles came on after the financial year end, so obviously had no impact on reported figures other than the costs incurred in the ramp-up. However, we have now completed the initial on-boarding to service this fleet.

While the appointment is undoubtedly a coup, particularly as the main fleet manager has a key, ongoing customer relationship – in contrast to the funders – the importance of our selection also lies in the confirmation of the quality of our products and services and our industry leadership in full view of Corporate Australia and potential future government outsourcers.

The next step for us, in partnership with our customers, is to establish a best practice fleet management approach, tailored to their specific demands. Over time, we will then be able to add further value to the Government by introducing additional services and innovation that help achieve our mutual objectives.

As mentioned earlier, in early August we acquired the Fleet Hire business in the UK. This acquisition really hits the sweet spot on a number of fronts, including strategic fit and valuation.

It allows us to establish critical mass, and in combination with the existing SG Fleet UK business, we now have a profitable platform on which to build further. We started to integrate SG Fleet UK and Fleet Hire immediately upon acquisition and that process is progressing.

As a business, we have always had clear view on the impact of a number of ongoing trends and actively select and pursue potential business opportunities resulting from these trends.

In line with our innovation culture, we regularly engage with those involved in the development of shared use and broader integrated mobility solutions, as well as the developers of alternative energy sources and driverless vehicle technology. The intelligence we gain from this helps us future proof current solutions and direct product development. This has led to specific cooperation initiatives, such as the one we signed with GoGet.

Our interest in car share solutions is the result of our early investigation of evolving customer needs and our willingness to explore value creation through solutions outside of the industry's standard offering. We signed an exclusive trial agreement with GoGet to offer car share vehicles and the technology to manage these vehicles to our existing and potential customers. This is very much a natural progression of the solutions we already offer in a closed environment to some of our major customers. A first phase of trials with a large government agency has already been completed.

We are also keeping an eye on developments in fuel technology. Electric vehicles already are part of our offering in New Zealand, as we are supplying them to a number of major customers.

Car share and alternative fuel vehicles will be just some of many mobility solutions in our expanding products and services range. I emphasise: this not future-gazing but actual revenue generation opportunities within the next few financial periods.

Finally, I can also report that a further two phases of the integration of our internal systems have been completed successfully this financial year and the process is well on track to be completed during the current financial year.

Slide 7

In terms of business growth and customer wins, the strong end of the 2016 financial year has continued into 2017. I will give you a few examples by geography.

Earlier this month, we won the lease funding contract for a large government agency's 1,000-unit fleet, for which we previously only provided fleet management services. About three-quarter of that fleet comes on board via a sale & leaseback agreement. This is a major win for us.

As in 2016, we have had some of our customers opting not to go to tender at renewal and sign us up for another term on the basis of the quality of the services we have been providing to them.

We have signed up some salary packaging customers with 1,000+ employee pools in financial, food and professional services sectors, and, as we announced earlier this month, the nlc business has been appointed to the Queensland Government novated panel.

In the UK, both our existing sgfleet business and the newly acquired Fleet Hire were appointed on national public sector framework agreements for the provision of vehicles to publicly funded entities.

New Zealand continues to compete actively for contracts at the top end of the market. A recent win there was a 350-unit sale & leaseback agreement in the agricultural sector.

Slide 8

We have again made good progress across all business areas in the 2016 financial year. This progress has been supported by a further enhancement of our industry position and the quality and range of our products.

But we are not sitting still and have already completed initial trails of a next generation of integrated mobility solutions, such as the GoGet service and electric vehicles in New Zealand I just mentioned.

Our projections at the beginning of the 2016 financial year did come to fruition, although there was some delay as a result of the Federal election campaign. A number of marquee wins came through late in the reported period and are only just now starting to have their full impact within the business. An example of that is the NSW Government and the allocation to us of over 21,500 vehicles.

nlc has continued to perform well and its integration is on track.

New Zealand achieved its first in-profit year and in the UK, we have been successful in establishing scale and profitability via the Fleet Hire acquisition. Again, the impact of this is yet to come.

The regulatory environment has become clearer and there are some signs of an improving economic outlook.

And finally, and importantly, we remain committed to the inorganic growth component of our strategy as we actively explore M&A options with the support of our majority shareholder.

The operational environment observations we made at the time of our full year results announcement remain valid. Finance margins on some product lines are being impacted by competitive behaviour and profit share arrangements on residual values have become a more prominent feature.

Since our last AGM, the shape of the business has undergone substantial changes with the nlc and Fleet Hire acquisitions, and the NSW Government contract win has seen our scale increase considerably.

Taking these developments into account and in order to provide shareholders with as much transparency as possible four months into 2017 financial year, we have opted to provide an indication of our performance expectations on the occasion of this AGM. At this stage, we anticipate healthy growth in our underlying NPATA for FY17 of about 20 to 25%. We continue to perform in line with our internal projections and our growth strategy remains on track.

Thank you for your attention.

I will hand back to the Chairman now.

END