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Eclipx Group Limited | ABN: 85 131 557 901

17 February 2017

Market Announcements Office
Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Dear Sir / Madam

Eclipx Group Limited Chairman's AGM Speech – Listing Rule 3.13.3

We attach a copy of the Chairman's Address for Eclipx Group Limited's Annual General Meeting being held today at the Marble Room, Radisson Blu Plaza Hotel, 27 O'Connell Street, Sydney NSW at 4.00 pm AEDT

Yours faithfully

A handwritten signature in blue ink, appearing to read "M Sinnamon", with a stylized flourish at the end.

Matt Sinnamon
Company Secretary

Eclix Group Limited
Chairman's AGM Address
17 February 2017

Realising the Eclix Vision

The world is changing fast with most businesses facing challenges, whilst embracing opportunities presented in the “digital age”.

At Eclix we continue to disrupt and grow in the markets in which we operate and have developed a sustainable competitive advantage based on:

- Delivering seamless online customer solutions
- Introducing innovative products that create value for our customers
- Embracing alternate distribution channels through acquisitions, alliances and expanding our digital reach
- Leveraging our unique and comprehensive range of funding capabilities

I am pleased to say Eclix has made a strong showing again in FY16:

- Since we last met our market capitalisation on the ASX passed the \$1 billion mark
- Gaining admission to the ASX200 in 2016, assisted by the progressive sell down of Ironbridge from our share register
- Reinvigorating relationships, retaining customers, and winning significant new business
- Acquiring Right2Drive, a growing consumer business that has a strong strategic fit for Eclix
- Restructuring Eclix's corporate debt programme providing further funding headroom for growth
- Applying best-in-class technology to drive business growth
- Launching new products and enhancing existing products
- Diversifying our distribution through new partnerships and alliances
- Leveraging our increased size and scale to lower transport and vehicle disposal costs
- Optimising and developing new vehicle disposal channels to improve profit per disposed vehicle

Financial Highlights

On behalf of your Board I am pleased to report robust inaugural full year results for the year ended 30 September 2016, including:

- NPATA of \$55.3 million, up 14%
- New Business Writings in FY16 were up 15% to \$913 million
- Assets Under Management growing by 15% to finish the year at \$2.04 billion
- Our Cash Earnings Per Share grew 10% to 22.2 cents per share

The Board is pleased that Eclix met its guidance dividend payout ratio of 60-70% of Net Profit After Tax, declaring and paying fully franked dividends amounting to 13.75 cents per share from FY16 earnings.

At Eclipx we are committed to maintaining the highest possible standards of corporate governance and risk management, reflected in our internal governance framework and our development of a diverse talent pipeline including our target of 30% women in management by next year. We are also developing our environmental sustainability framework focusing on safeguarding and preserving the environment.

In closing, I say thanks to the Eclipx Board members, to our management team and to all Eclipx employees for their energy and commitment to the company.

I also thank you, our investors for your continued support of Eclipx and also our outstanding executive team.

Kerry Roxburgh
Chairman