Level 32, 1 O'Connell Street
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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 Chief Executive Officer and Managing Director's AGM Speech – Listing Rule 3.13.3**

We attach a copy of the Chief Executive Officer and Managing Director'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

Matt Sinnamon
Company Secretary

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**Eclipx Group Limited**
**Chief Executive Officer and Managing Director's AGM Address**
**17 February 2017**

It gives me great pleasure to update our shareholders on the performance of the business and our achievements throughout 2016.

On behalf of our now 760 strong Eclipx team, I would like to thank the Board for their ongoing support as we continue transforming our business and executing our stated strategy.

To recap, our strategy is based on four key priorities:

1. Grow our presence in fleet
2. Leverage our funding platforms and telematics capabilities to win new relationships
3. Utilise scale efficiencies and cross-sell to increase profit
4. Diversify into adjacent products and markets

Underpinning these priorities is a platform of core capabilities led by a talented team and an organisational culture that differentiates Eclipx from its competitors.

We focus on creating value for our customers by delivering real financial savings with products such as our market leading telematics technology and our low emission financing facilities.

At Eclipx we embrace disruption and drive change as we continue to be the thought leaders in the markets we operate.

Our goal remains the same – to be the pre-eminent high growth, customer centric, technology-driven diversified financial services organisation in Australia and New Zealand.

Our relentless focus on customer service combined with technology and product innovation enabled us to deliver 15% growth in assets under management in FY16, which is well in excess of system growth.

The culmination of our efforts has delivered 14% growth in NPATA to $55.3m in FY16, exceeding guidance for the second straight year since our IPO.

**Key growth initiatives**

As we reflect on our key achievements throughout FY16, I realise what a remarkable year it has been for Eclipx and our shareholders. The highlights include:

- Growth in our core fleet business with over 80 meaningful new account wins since FY15 creating a strong pipeline of new business (in excess of 25,000 vehicles) over the next 3-4 years.
- We have established Eclipx as the market leader in telematics delivering demonstrable savings to our customers and enabling us to deepen relationships. A significant number of new account wins have taken up our telematics offering.

- We acquired FleetSmart in New Zealand, at minimal cost, which has added 9,000 managed vehicles. I am pleased to report that we have commenced converting a number of these customers to fully funded operating leases.
- We launched our on-line lease origination platform for SMEs, which is available through a number of major dealerships in New Zealand.
- We have further grown our CarLoans business by implementing innovative digital marketing, increasing customer reach and offering enhanced financing and vehicle sourcing alternatives.

**Diversification into adjacent markets – Right2Drive acquisition update**

In May 2016, Eclipx acquired Right2Drive, the market leading “not at fault” accident replacement vehicle operator in Australia and New Zealand. Right2Drive provides a strong engine for revenue growth in the consumer market and diversifies our end of lease disposal channels.

We are pleased to confirm that the Right2Drive acquisition is performing to our expectations, with key highlights being:

- The acquisition of Onyx car rentals, the leading accident replacement vehicle operator in Melbourne.
- Expansion of the Right2Drive network to 20 branches across Australia and New Zealand enabling us to reach more consumers in a rapidly growing market segment.
- Increasing our fleet to 2,000 vehicles in February 2017.
- Launched consumer advertising campaign in selective markets designed to increase brand awareness.
- Net Promoter Score now rolled out to Right2Drive with initial results indicating a world class result of +86.

**Diverse, stable and scalable funding platform**

At Eclipx, treasury is one of our core capabilities making us uniquely positioned in this market.

With the most sustainable and diverse funding capability of our peer group and with a track record of demonstrated access to debt capital markets, Eclipx is able to tailor the most flexible and comprehensive financing solutions for our customers.

Our treasury strategy embraces securitisation warehouses, asset-backed bond issues and external principal and agency agreements with over 20 funders, providing Eclipx with increased revenue predictability as cash flows are generated and revenues recognised throughout the life of a lease.

In 2016, we increased our corporate debt facilities to $300m providing further flexibility for growth. We also successfully completed a public ABS issue in December 2016 placing $330m in asset-backed securities with a total of 13 investors.

## Outlook

Moving on to our outlook, we continue to execute on our priorities and see Eclipx materially exceeding fleet market growth again in FY17 despite a competitive environment in Fleet.

We reiterate our previous guidance of NPATA growth between 18% and 21% in FY17 delivered by a profitable increase in market-share in Fleet, continued strength in the used car market as well as our growing presence in Consumer through CarLoans and Right2Drive.

In closing, on behalf of the entire Eclipx team, I would like to once again thank you, our shareholders, along with our customers and the board, for your ongoing support.

Doc Klotz
**Chief Executive Officer and Managing Director**