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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 AGM Presentation Materials – Listing Rule 3.13.3

We attach a copy of the presentation materials 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

Eclipx Group Limited

2017 Annual General Meeting

17 February 2017

Chairman's Welcome

Kerry Roxburgh

Agenda

1. Introduction of ECX Board and Leadership
2. Chairman's Address
3. CEO and Managing Director's Address
4. Voting

01

Introduction of ECX Board and Leadership

ECX Chairman and Executive Directors

CHAIRMAN

KERRY ROXBURGH

BCOM, MBA, MESAA

Chairman since 26 March 2015, Independent Non-Executive Director since 26 March 2015

- Kerry Roxburgh has more than 50 years' experience in the financial services industry. He is currently Chairman of Tyro Payments Ltd. He is the Lead Independent Non-Executive Director of Ramsay Health Care Ltd, a Non-Executive Director of the Medical Indemnity Protection Society and of MIPS Insurance Ltd.
- He is also a Chartered Accountant and a Practitioner Member of the Stockbrokers Association of Australia. Kerry was previously Chairman of Tasman Cargo Airlines Pty Ltd, Deputy Chairman of Marshall Investments Pty Ltd and member of the Advisory Board of AON Risk Solutions in Australia.

EXECUTIVE DIRECTORS

DOC KLOTZ

Chief Executive Officer (CEO) and Managing Director since 27 March 2014

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

GARRY MCLENNAN

BBUS, FCPA, FAICD

Deputy CEO and Chief Financial Officer since 27 March 2014

- Garry McLennan has over 35 years' of experience in financial services including five years as Chief Financial Officer at FlexiGroup, an ASX 200 company (ASX: FXL).
- Prior to his time at FlexiGroup, 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.

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ECX Board

GAIL PEMBERTON

MA (UTS), FAICD

Independent Non-Executive Director since 26 March 2015

- Gail Pemberton has more than 30 years' experience in banking and wealth management, and is a specialist in technology and operations.
- Before transitioning to a non-executive director career, she held senior executive roles with BNP Paribas Securities Services, as Chief Executive Officer and Managing Director for Australia and New Zealand and then as Chief Operating Officer UK. She also held the role of Group Chief Information Officer at Macquarie Bank for 12 years, at a time of unprecedented change and expansion, and subsequently as Chief Operating Officer of their Financial Services Group in her last 3 years at Macquarie.
- Gail is currently the Chair of OneVue Holdings Ltd (ASX:OVH) and Melbourne IT Ltd and Non-Executive Director of PayPal Australia Pty Ltd. She also held directorships at QIC Limited, SIRCA and RoZetta Technology and UXC Ltd. She has a Master of Arts from the University of Technology Sydney, is a fellow of the Australian Institute of Company Directors and a member of Chief Executive Women

TREVOR ALLEN

BCOM (HONS), CA, FF, MAICD

Independent Non-Executive Director since 26 March 2015

- Trevor Allen has more than 38 years' of corporate and commercial experience, primarily as a corporate and financial adviser to Australian and international corporations.
- Trevor is currently Chairman of Brighte Capital Pty Ltd and a Non-Executive Director of Peet Limited, Freedom Foods Group Ltd, Yowie Group Limited. He is a Non-Executive Alternate Director, Company Secretary and Public Officer of Australian Fresh Milk Holdings Pty Limited and Fresh Dairy One Pty Limited. Trevor was previously a Non-Executive Director of the Juvenile Diabetes Research Foundation, a member of FINSIA's Corporate Finance Advisory Committee for 10 years, and a board member of AON Superannuation Pty Ltd.
- Trevor was previously an Executive Director – Corporate Finance at SBC Warburg and its predecessors for eight years, where he led corporate finance teams on major M&A advisory and capital markets assignments. He was a Corporate Finance Partner at KPMG for nearly 12 years and, at the time of his retirement from KPMG in 2011, he was the Lead Partner in its National Mergers and Acquisitions group.

RUSSELL SHIELDS

FAICD, SA FIN

Independent Non-Executive Director since 26 March 2015

- Russell Shields has more than 35 years' experience in financial services, including six years as Chairman Queensland and Northern Territory for ANZ Bank. He is currently a Non-Executive Director of Aquis Entertainment Limited and Retail Food Group Ltd.
- Prior to joining ANZ, Russell held senior executive roles with HSBC, including Managing Director Asia Pacific – Transport, Construction and Infrastructure, and State Manager Queensland, HSBC Bank Australia.

GREG RUDDOCK

BCOM

Non-Executive Director since 26 March 2015, Chairman to 26 March 2015

- Greg Ruddock is currently the Joint Chief Executive Officer of Ironbridge and co-leads investment and portfolio management activities. He has 14 years' of private equity experience with Gresham Private Equity and Ironbridge.
- Prior to joining Ironbridge, Greg spent seven years with Wesfarmers in mergers and acquisitions, five years with Kalamazoo Limited in various senior roles, and four years as a Director of Gresham Private Equity.

ECX Leadership

JEFF MCLEAN
Chief Operating Officer

- Jeff McLean has over 15 years' experience in senior executive roles with significant experience in Credit, Collections, Operational Excellency including Best Call Centre and AON Hewitt Best Employer
- Prior to joining Eclipx, Jeff's prior roles included Chief Operating Officer at FlexiGroup and Head of Operations at Credit Corp, both ASX 200 listed companies

DENNIS KELLY
Managing Director, Fleet Australia

- Dennis Kelly has 40 years' experience in leasing, commercial asset financing and general banking including as Managing Director of FleetPartners New Zealand (a division of Eclipx)
- Prior to joining Eclipx, Dennis held several senior executive roles including CEO of Geneva Finance Limited, Chief Operating Officer of Hanover Group and Managing Director of Hertz Fleetlease Limited

PAUL VERHOEVEN
Managing Director, Fleet New Zealand

- Paul Verhoeven has 20 years' experience in asset finance and vehicle fleet leasing
- Prior to joining Eclipx, Paul's roles included Head of Lending for UDC Finance (a subsidiary of ANZ) and European Risk Director for First Data, an international merchant acquirer

DAVID BRUDENELL
Managing Director, Consumer

- David Brudenell has over 15 years' experience in senior roles, bringing with him a wealth of knowledge specifically in the consumer and digital space
- Prior to joining Eclipx, David was Chief Digital Officer and Head of Product for Universum, where he led the digital transformation of the business globally

ANTHONY ROBERTS
Managing Director, Commercial Equipment Finance

- Anthony Roberts has over 20 years' experience in the Australian Asset & Equipment Finance industry, including over 4 years as General Manager, Vendor & Commercial Finance of FlexiGroup, an ASX 200 company
- Prior to his time at FlexiGroup, Anthony has held a number of senior positions with global finance companies including CIT, GE and Rabobank

BEVAN GUEST
Head of FleetPlus

- Bevan Guest has over 15 years experience in leasing, commercial asset financing and automotive distributor finance
- Prior to joining Eclipx, Bevan was the National Manager for Nissan Finance and Asia Pacific Export Manager at GM Holden

DAMIAN MULLINS
Managing Director, Right2Drive

- Damian Mullins has been the managing director of Right2Drive since its inception. Right2Drive was BRW Australia's 13th fastest growing company in 2015
- Prior to Right2Drive, Damian spent 20 years in senior roles within the Australian Liquor industry at Penfolds, Southcorp, Fosters and Constellation (now Accolade Wines)

JASON MUHS
Head of Strategy and Investor Relations

- Jason Muhs has over 15 years' experience in senior strategy roles for finance companies
- Prior to joining Eclipx, Jason was Head of Strategy at FlexiGroup and Director of Strategy & Product at GE Money Mortgages

ECX Leadership

EDWARD HO
Chief Risk Officer

- Edward Ho has 35 years' experience in senior executive and risk roles
- Before joining Eclipx, Edward was Head of Internal Audit for HSBC's operations in Australia and New Zealand, and later as Director Risk Advisory and Internal Audit at The University of New South Wales, reporting to the audit and risk committees

ALBERT HO
Chief Information Officer

- Albert Ho has over 30 years' experience in information technology with proven experience in real time online banking and trading systems in HSBC Group including five years with HSBC Insurance in Hong Kong and 25 years in senior management roles with HSBC Australia

MATT SINNAMON
Group General Counsel and Company Secretary

- Matt Sinnamon joined Eclipx following eight years with ING Bank Australia as Head of Legal, Compliance and Company Secretary
- Matt has held various legal and accounting positions with Corrs Chambers Westgarth, Perpetual Limited and Pitcher Partners

JONATHAN SANDOW
General Manager Finance

- Jonathan has over 15 years' experience working in senior finance roles within the banking and financial services in Australia, United Kingdom and South Africa.
- He is a qualified CA and commenced his career at PWC. Before joining Eclipx he held senior finance positions at FirstRand Banking Group and J.P. Morgan.

FRANK LAEZZA
Head of Business Intelligence and MIS

- Frank Laezza has over 25 years' experience in all facets of financial management, governance and business partnering and most recently was CFO at UTS
- Frank has led and implemented Operational and Treasury related initiatives for organisations to improve management reporting & analysis, streamline processes and mitigate risk

KAMA GHOSN
Head of Remuneration and Benefits

- Kama Ghosn has over 12 years' experience in reward and HR Operations across the financial services, agribusiness and engineering sectors
- Prior to joining Eclipx, Kama managed Performance, Reward and HR Systems at GrainCorp

KERRY MCEWEN
Director of Client Relationships and Novated Leasing, FleetPlus

- Kerry McEwen has over 25 years experience in sales and customer service and established the Novated leasing business in FleetPlus
- Prior to her time at FleetPlus, Kerry held a senior sales position at Ford Motor Company

PAUL GARVEY
Group Treasurer

- Paul Garvey has 15+ years experience in senior leadership roles within financial services, banking and treasury sectors
- Prior roles include General Manager, Treasury and Financial Markets at ME Bank

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Chairman’s Address

Realising the Eclipx vision

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

Delivering online customer solutions. Innovative products creating value for our customers

- Applying best-in-class technology to drive business growth through real-time online workflow management solutions and customer portals providing enhanced customer visibility
- Launching new products and enhancing existing products
- Reinvigorating relationships, retaining customers, and winning significant new business

Embracing alternate distribution channels through acquisitions, alliances and expanding our digital reach

- Acquiring Right2Drive, a growing consumer business that has a strong strategic fit for Eclipx
- Diversification of our distribution through new partnerships and alliances, including online distribution through dealerships in New Zealand
- Optimising and developing new vehicle disposal channels to improve profit per disposed vehicle

Leveraging our unique funding capabilities

- Most diverse funding platform creates a sustainable competitive advantage
- Restructuring the Group's corporate debt programme providing further funding headroom for growth

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FY16 financial highlights

RESULTS $ million (unless stated)	FY15	FY16	Growth
New Business Writings (NBW)[1]	793	**913**	15%
AUMOF[2] (closing)	1,770	**2,035**	15%
VUMOF[3] (units)	80,221	**99,254**	24%
Net Operating Income (NOI)	171.0	**196.2**	15%
NPATA[4]	48.6	**55.3**	14%
Cash EPS[5] (cents)	20.2	**22.2**	10%
Dividend per share[6] (cents)	6.50	**13.75**	112%

HIGHLIGHTS

- FY16 NPATA of $55.3m, up 14% on FY15
- Fully franked final dividend of 7.0 cps paid on 20 January 2017
- AUMOF increased $265m (15%) to $2.04bn whilst maintaining NPATA margins and high credit quality
- NBW increased 15% to $913m - reflects new account wins and growth across all segments
- Vehicles financed or managed now exceeds 99,000 vehicles
- Right2Drive acquires Onyx Car Rentals providing critical mass in the Melbourne market
- Increased corporate facility to $300m and extended term to 3/5 years - provides low cost capital for growth
- Cash EPS 22.2c, up 10% on FY15

1. NBW excludes sale and leaseback agreements totaling $47.4m in FY15 and $19.0m in FY16
2. AUMOF is assets under management or financed, includes balance sheet and principal and agency (P&A) funded assets
3. VUMOF is vehicles under management or financed, includes fleet managed vehicles which are not financed
4. NPATA is net profit after tax and tax adjusted add back of intangibles
5. Cash EPS is defined as each period's NPATA divided by the total weighted number of ordinary shares on issue for that period. Total shares on issue have increased in FY16 due to take-up of Eclipx's dividend reinvestment plan and the issuance of shares for the acquisition of Right2Drive.
6. FY15 dividend of 6.5 cents per share is for the second half of FY15 period only post listing

03

CEO and Managing Director's Address

ECX Strategy

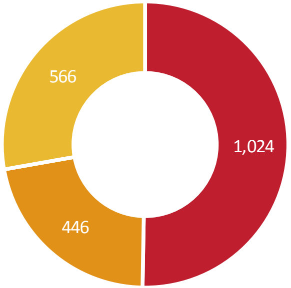
STRATEGY	ACHIEVEMENTS
Grow our presence in fleet	▪ Build sales and distribution capability to support continued growth ▪ Diversification into Government and highly rated Corporate sectors ▪ Significant new account pipeline will continue to underpin future growth in fleet
Leverage funding expertise to improve competitiveness	▪ Most diverse funding platform creates a sustainable competitive advantage ▪ $474m in committed undrawn facilities and cash available for growth ▪ Successfully launched another ABS issuance in December 2016 for $330m ▪ Corporate debt facilities increased and extended ▪ New specialised funding facilities for Government
Utilise scale efficiencies and cross sell to increase revenue	▪ Telematics creates a competitive advantage in real time fleet analytics and FBT cost management ▪ Continued diversification of end of lease disposal and re-leasing channels ▪ Leverage scale to support cost efficiencies and supply chain improvements
Diversify into adjacent markets	▪ Commercial Equipment ▪ Consumer Finance ▪ Medium term car rental – Right2Drive and Onyx

ECX FY16 performance

HIGHLIGHTS

- 15% growth in AUMOF to $2.04bn has been achieved whilst delivering a 14% growth in NPATA to $55.3m
- Strong growth in NBW, AUMOF and NPATA across all 3 segments is a positive reflection of the group's strategy
- $120m (15%) growth in Group NBW to $913m from significant growth in fleet market-share in Australia and New Zealand
- Right2Drive contributed $1.6m in NPATA (since being acquired in May-16) and has helped accelerate Consumer NPATA in FY16
- Increased scale in AU Commercial and NZ has delivered improved operating leverage in fleet and NPATA growth of 9% and 8% respectively

FY16 AUMOF $2.04bn



	New Business Writings [1,2]		
$ million	FY15 Actual	FY16 Actual	Growth pcp
AU Commercial	380	436	15%
NZ Commercial	166	191	15%
AU Consumer	247	286	16%
Eclipx	**793**	**913**	**15%**

	NPATA		
$ million	FY15 Actual	FY16 Actual	Growth pcp
AU Commercial	33.6	36.6	9%
NZ Commercial	9.3	10.0	8%
AU Consumer	5.7	8.7	53%
Eclipx	**48.6**	**55.3**	**14%**

1. Average AUD/NZD exchange rate FY15 1.0865 and FY16 1.0755, Spot AUD/NZD exchange rate FY15 1.0979 and FY16 1.0562
2. NBW excludes sale and leaseback agreements totaling $47.4m in FY15 and $19.0m in FY16

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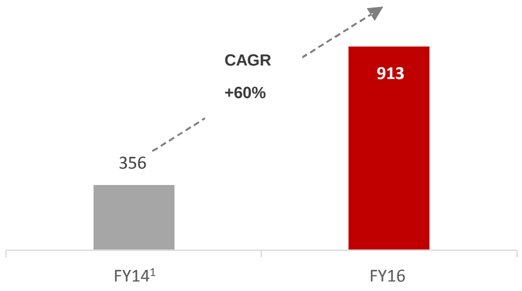
Eclipx key growth drivers

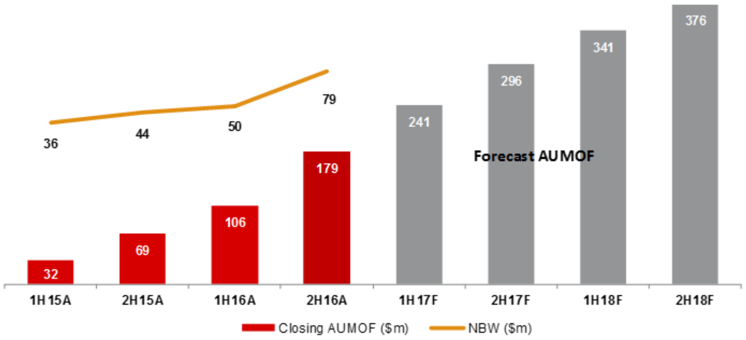
PERFORMANCE SUMMARY

- 80+ new account wins since FY15 with a potential fleet opportunity in excess of 25,000 over a 4 year period together with existing customer renewals will continue to underpin future growth in our core fleet businesses
- The acquisition of FleetSmart in NZ has added 9,000 managed vehicles at minimal cost with the potential to convert these customers to a fully maintained operating lease
- The implementation and rollout of an on-line lease origination platform for SME's to a number of major dealerships in NZ
- Eclipx has established itself as a market leader in Telematics, delivering demonstrable savings and a deeper relationship with our customers
- Expansion of our Equipment Finance business to provide comprehensive financing opportunities to our corporate customers
- Continued expansion of our digital footprint has enabled us to increase our consumer reach, provide competitive financing solutions and leverage our scale to enhance vehicle sourcing alternatives

New business writings ($m)



New account wins in Fleet support a strong growth trajectory

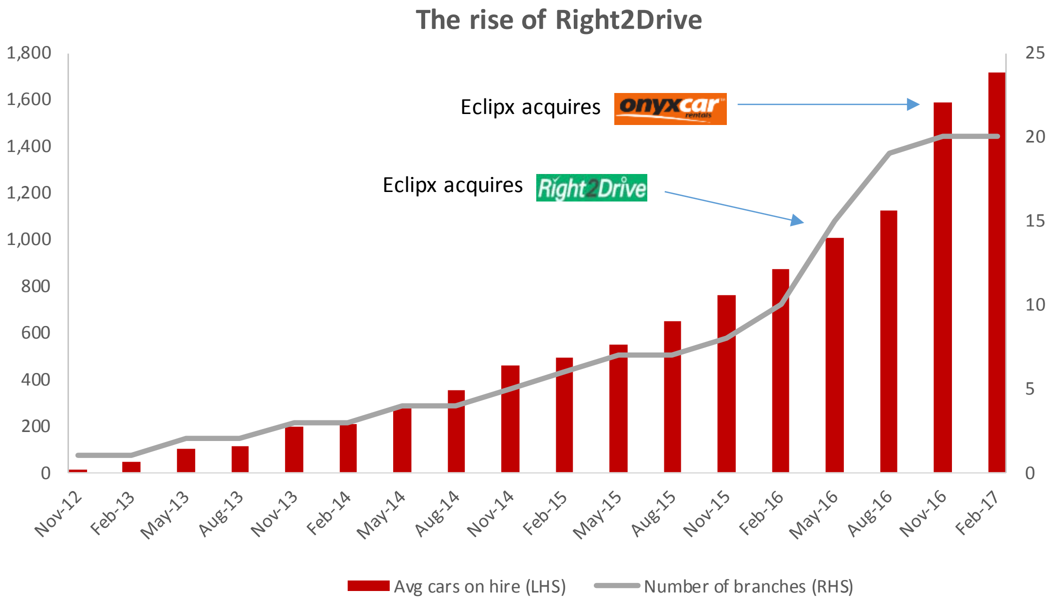


1. FY14 new business writings is for FleetPartners Australia and New Zealand only.

Diversifying into adjacent markets

RIGHT2DRIVE PERFORMANCE SUMMARY

- Right2Drive provides another channel for vehicle disposal helping us to optimise our end of lease income
- Expanded Right2Drive network to 20 branches across Australia and New Zealand
- 70% growth in fleet from May 2016 to February 2017
- Onyx Victorian distributional footprint highly complementary to Right2Drive's NSW centric footprint
- Launched consumer advertising campaign in selective markets designed to increases brand awareness
- NPS now rolled out to Right2Drive with initial world class performance of +86



Right2Drive Accident Replacement Vehicles

onyxcar rentals

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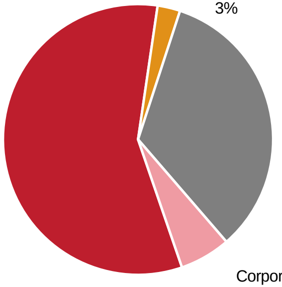
Leveraging funding expertise to improve competitiveness

$ million	Funding Summary 30 Sep 2016 Drawn	Undrawn	Total
Eclipx-funded (warehouse facilities) [1]	1,232	243	1,475
Eclipx-funded (asset-backed security)	58	-	58
Total (ex. P&A)	**1,290**	**243**	**1,533**
Third-party funded	719	-	719
Total (inc. P&A)	**2,009**	**243**	**2,253**
Corporate debt	130	170	300
Total	**2,139**	**413**	**2,553**

Borrowings as at 30 Sep 2016



HIGHLIGHTS

- Most diverse and competitive funding platform in the market which leverages warehouses, ABS and third-party funders to provide earnings visibility and predictability
- Eclipx has re-positioned its warehouses to facilitate potential changes from APS 120 in 2018 including the refinancing of $38.9m of A rated notes from major trading banks to non-bank financiers
- Successful $330m ABS issue in December 2016
- Increased corporate facility to $300m and increased tenor to 3/5 years providing capital for growth

OUTLOOK

- $474m in cash ($61m) and undrawn committed facilities ($413m) available from banks together with Principal and Agency funding agreements with 20 financiers provides significant financing resources for growth
- Eclipx has access to diverse range of funding options which provides funding certainty, headroom for growth and a clear point of difference
- Warehouse facilities rolled in Sep 2016 with no additional net credit funding costs

1. Eclipx undrawn warehouse facilities includes concentration notes which were re-negotiated on 4 October 2016.

ECX Outlook

Continued growth in adjacencies and new products

- Continued development of in-car telematics offering to provide improved fleet management and lower fleet costs to our customers, which has proven to be a key competitive differentiator for Eclipx
- Continued focus on growth in consumer segment with innovative financing and insurance offerings
- Leverage Eclipx digital assets and capabilities to develop best in class customer solutions

Strong growth trajectory in FY17

- Despite ongoing competition in fleet, Eclipx expects to increase its Assets Under Management or Financed supported by a growing pipeline of new business
- Highly strategic and value accretive acquisitions of CarLoans and Right2Drive are expected to deliver strong growth in the Consumer segment in FY17
- Strength in the used car market underpins stable end of lease profits in FY17

Financial guidance

- Reaffirm guidance of between $65.5m and $67m FY17 NPATA, an increase of 18%-21% on FY16