

26 September 2017

Eclipx Investor Day Presentation

Attached is the material being presented by Eclipx Group Limited ("**Eclipx**") to investors and analysts at today's Investor Day briefing.

Commenting on today's briefing, Chief Executive Officer and Managing Director Doc Klotz said:

"In 2014 Eclipx was a business whose revenue was derived entirely from vehicle fleet leasing and management. Since then, we have executed a deliberate strategy to diversify and expand beyond fleet into adjacent markets and through new distribution channels".

"The execution of this strategy has seen substantial growth and diversification of the company's earnings as well as increased returns to shareholders. Today, Eclipx has developed into a diversified financial services business built around both the motor vehicle and commercial asset lifecycle".

"Today's presentation gives an update on our strategy, as well as highlighting key initiatives in a number of our important businesses (including Grays Online and Right2Drive)".

"Eclipx expects to deliver to the top end of previously provided NPATA guidance range of \$66.3-\$68.0m in FY17 including an additional NPATA contribution from Grays Online of approximately \$1m. With 271.7m weighted average shares on issue we expect this to translate into low double digit Cash EPS growth for this year".

ABOUT ECLIPX

Eclipx Group Limited (ECX) is a leading provider of fleet, equipment leasing and management, vehicle rentals and on-line auction services to corporate, SME and consumers in Australia and corporate and SME customers in New Zealand.

As at 31 March 2017 Eclipx managed or financed 104,260 vehicles with A\$2.1 billion in assets under Management. It operates in Australia and New Zealand under six primary brand names, "FleetPartners", "FleetPlus", "CarLoans.com.au", "FleetChoice", "AutoSelect", "Right2Drive" and "Grays Online".

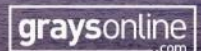
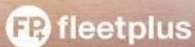
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Eclipx Investor Day

26th September 2017



INVESTOR DAY 2017 | 26 SEPTEMBER 2017

Introduction

Doc Klotz

Chief Executive Officer and Managing Director

Investor Day

26 September 2017

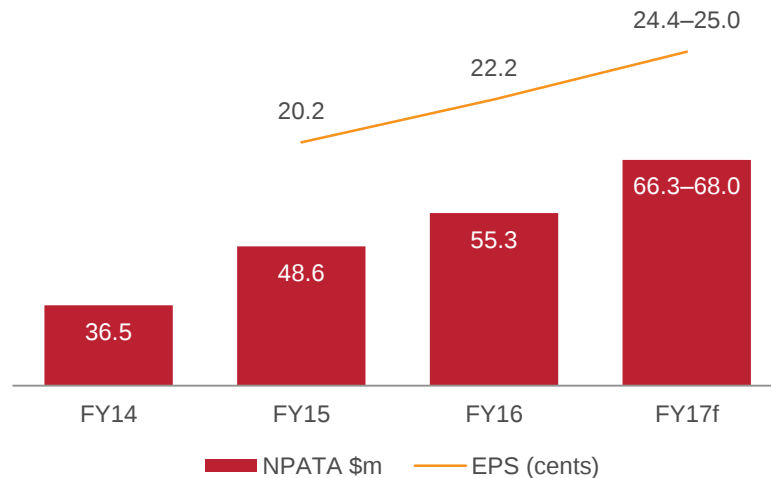
Agenda

Introduction	Doc Klotz
Business Update:	
Eclipx ecosystem	David Brudenell
Consumer	David Brudenell
Fleet	Bevan Guest
Grays Online	Jeff McLean, Josh Sanders and Chris Corbin
Right2Drive	Damian Mullins
Close	Doc Klotz
Breakouts	

Key messages and FY17 outlook

- 1 We have diversified our earnings and delivered superior returns to shareholders by expanding into vertical and horizontal adjacencies
- 2 Our most recent non-fleet acquisitions (Right2Drive and Grays Online) have unique and disruptive positions in high growth markets and are complimentary to ECX core
- 3 Grays integration is progressing very well and is on schedule following completion of the acquisition on 11 August 2017
- 4 Eclipx continues to grow strongly in its traditional fleet businesses
- 5 At this time, Eclipx expects to deliver to the top end of previously provided NPATA guidance plus an additional contribution from Grays of approx. \$1m NPATA, translating to low double digit Cash EPS growth for FY17

ECX NPATA¹ and EPS²



Eclix has evolved into a diversified financial services business with high growth capital efficient adjacencies

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	Traditional fleet		Diversified financials		High growth adjacencies	
	Fleet leasing	Novated leases	Consumer motor finance	Commercial equipment finance	Medium term car rental accident replacement	Online vehicle and commercial equipment auctions
Addressable market size	\$4bn NBW p.a. ¹	\$2bn NBW p.a. ²	\$15bn NBW p.a. ³	\$12bn NBW p.a. ⁴	\$550-\$700m revenue p.a. ⁵	\$7bn sales p.a.
Assets financed						
Client type	- SMEs - Corporates - Government	Consumers	Consumers	- Corporates - SMEs - Retail partnerships	Consumers	- SMEs - Corporates - Government - Consumers
Eclix distribution channel	- Direct sales - Distribution partnerships - Co-branding - Online digital channels	- Direct sales - Distribution partnerships - Co-branding - Online digital channels	- Online digital channels - SMEs - Corporates - Government	- Direct sales / relationships - Broker networks - Online digital channels	- Growing branch network - Referral network	Online digital channels
Brands	 	 				

1 Excludes novated leases and non-funded fleet. Sourced from Australian Fleet Lessors Association (AFLA) and management estimates for New Zealand market and non-AFLA reporting fleet lessors

2 Sourced from AFLA and management estimates

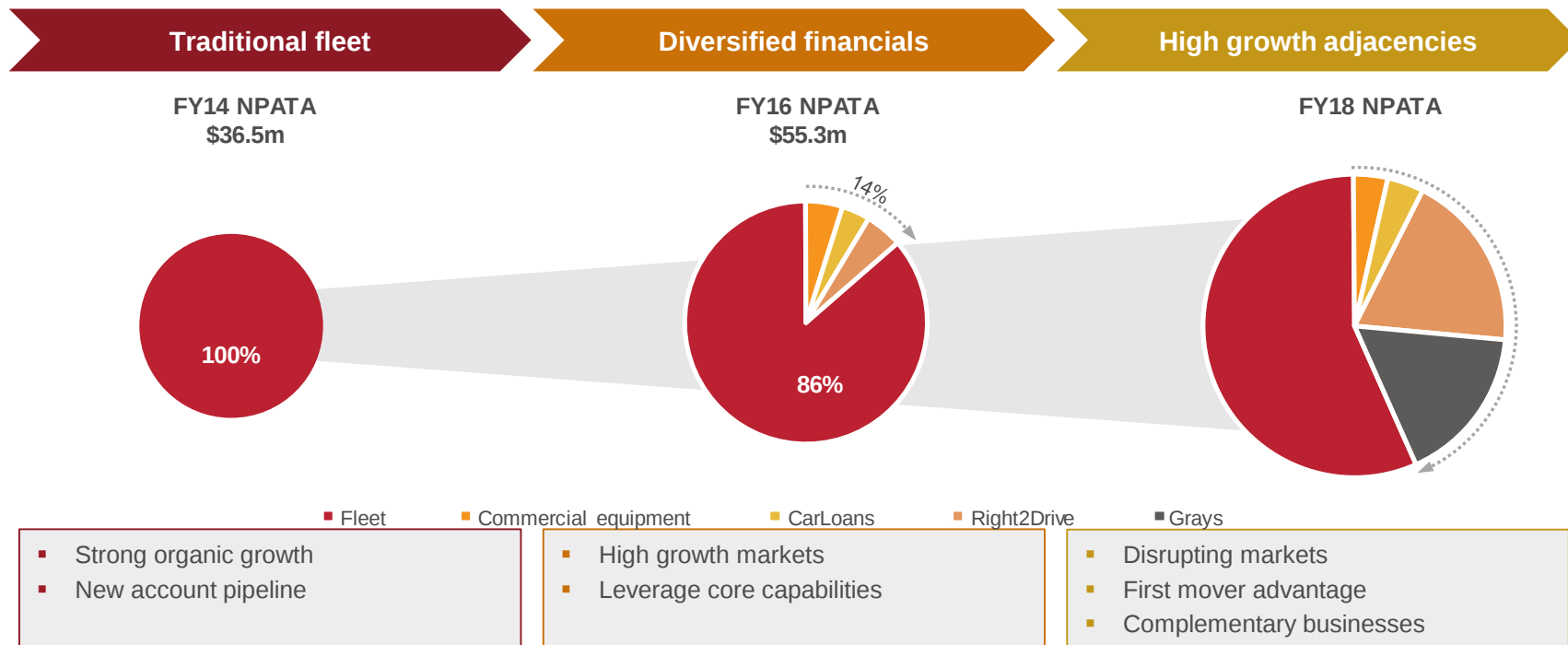
3 Sourced from Australian Bureau of Statistics (ABS), 5671.4 – Lending Finance, Australia (Table 4)

4 Commercial equipment leasing addressable market size for equipment types targeted by Eclix Commercial. Sourced from Australian Equipment Lessors Association (AELA)

5 Management estimates

Diversification into agencies combined with asset growth in fleet underpins strong earnings trajectory into FY18

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Our core and unique capabilities are supported with an institutional grade board and management team with a proven ability to execute

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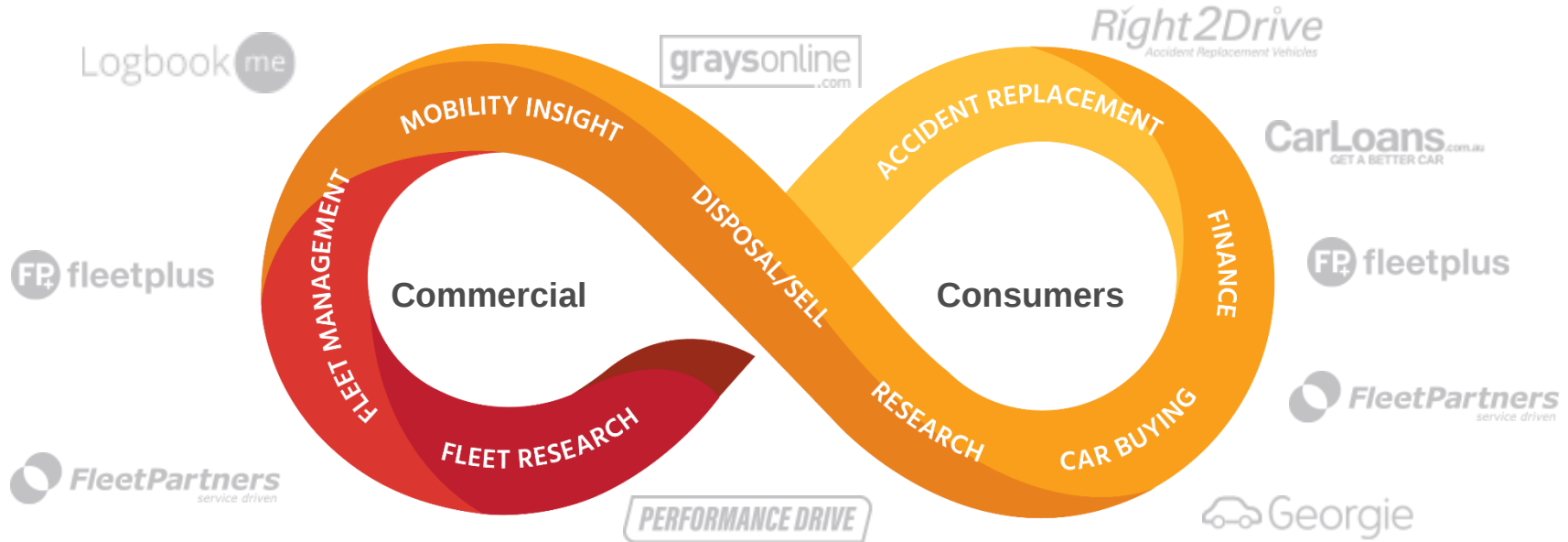
Our people, products, platforms and technology provide a unique point of differentiation ...

People	Customer centric technology	Diverse funding and risk management platform	Generating value through the asset lifecycle
▪ Significant banking and financial services industry experience ▪ Unique risk and funding expertise ▪ Employer of choice ▪ Proven ability to execute	▪ We put customer service at the heart of everything we do ▪ Leverage our technology to deliver superior value to customers ▪ 20+ years' experience in building customer centric financial services technology	▪ Most comprehensive funding platform in the market 1. Certainty 2. Competitiveness 3. Earnings predictability 4. Capital efficiency 5. Diversity in funding facilitates the most price competitive funding options ▪ Significant headroom for growth ▪ Non-fleet acquisitions increase fee income and enhanced capital efficiency	▪ Expansion into disruptive high growth capital light adjacencies ▪ These adjacencies provide an opportunity to deliver value throughout the asset lifecycle ▪ We are more than a fleet company, we are an integrated asset manager

Eclipse has built a strong suite of complementary businesses that seek to extract value throughout the motor vehicle lifecycle.

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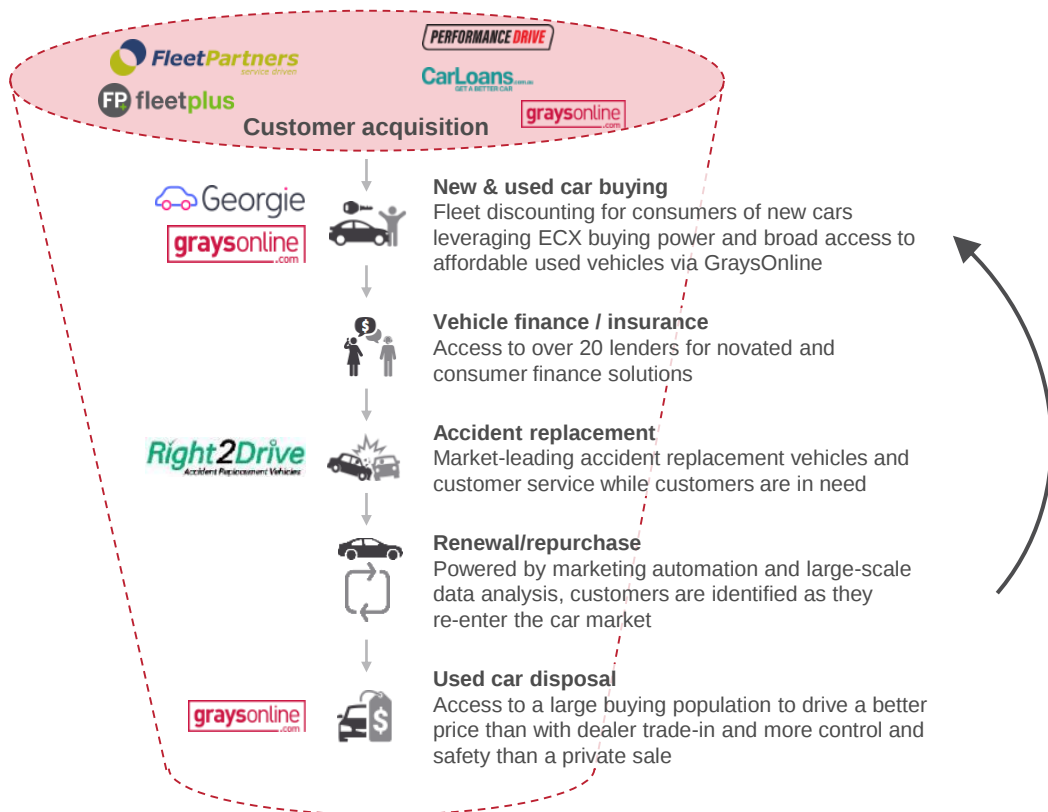
A vertically and horizontally integrated business throughout the vehicle lifecycle



Eclipse ecosystem

We have established a vertically integrated finance business over the last 3 years

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An example of the ECX ecosystem: a multi-touch, multi-customer journey driving incremental revenue (Commercial ecosystem)

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Tim, as a part of his employment package is provided a fleet vehicle leased from ECX



Vehicle lease:



Using advanced residual value calculations ECX optimises the period the Tim's vehicle is on the road to maximise its resale value



Vehicle disposal:



3rd party partners



Vehicle lease:



Lyndal is looking to upgrade her current car which is now 7 years old. She finds an ex-fleet vehicle with a fully maintained logbook



Used vehicle purchase:



Vehicle disposal:



Novated lease:



Service membership:



Consumer insurance:



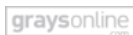
Research:



Vehicle disposal:



3rd party partners



Lyndal, following a great GraysOnline experience, re-engages with Eclix for her next vehicle purchase



Looking for a good bargain, David finds a older car that is in his budget



Used vehicle purchase:



Consumer finance:



Service membership:

An example of the ECX ecosystem: a multi-touch, multi-customer journey driving incremental revenue (Consumer ecosystem)

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Tim, and his wife Karen are also looking for a second family car. As a FleetPartners driver, they are introduced to Georgie



Research:

PERFORMANCE DRIVE



New vehicle purchase:

Georgie



Consumer finance:

CarLoans
GET A BETTER CAR



Service membership:



Consumer insurance:



Accident replacement:

Right2Drive
Accident Replacement vehicles



Vehicle disposal:

AutoSelect



3rd party partners

graysonline.com

Tim and Karen are offered vehicles from Georgie and/or GraysOnline depending on their budget.



Tony, looking for a reliable car for work searches on GraysOnline and participates in an auction looking for a great deal



Used vehicle purchase:

graysonline.com



Vehicle disposal:

graysonline.com



Novated lease:

FP fleetplus



Service membership:



Consumer insurance:



Research:

PERFORMANCE DRIVE



Vehicle disposal:

AutoSelect



3rd party partners

graysonline.com

Tony, following a great GraysOnline experience, re-engages with Eclix for his next vehicle purchase



Looking for a good bargain, David finds a older car that is in his budget



Used vehicle purchase:

graysonline.com



Consumer finance:

CarLoans
GET A BETTER CAR

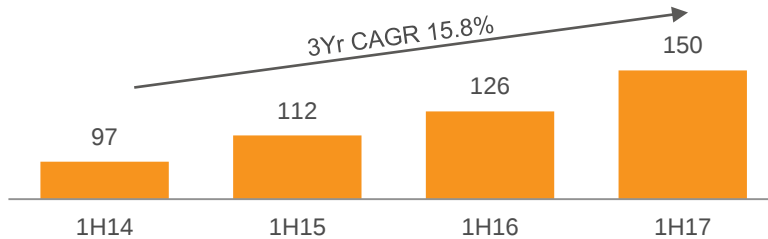


Service membership:

Consumer update

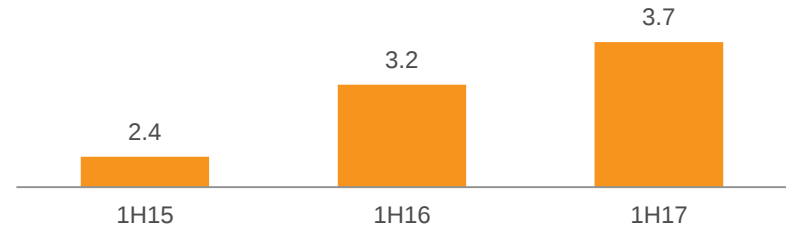
Growth

New business writings \$m



Performance ¹

NPATA \$m



Core competencies

- Digital marketing expertise improves lead conversion and lower acquisition costs
- Leverage fleet scale to launch consumer car buying service
- Ability to originate volume across the entire credit spectrum

Outlook

- Expand digital marketing reach
- Ongoing product innovation
- Utilise digital expertise to cross sell to Grays and R2D customer base

Digital expertise improves lead conversion and lowers cost per acquisition

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Current

Social media

- Build large, highly active audiences around vehicle passions and groups
- Automate social lead nurturing

Search engine marketing / optimisation

- Continue real-time lead buying
- Utilise artificial intelligence powered decision making

Content marketing

- Deploy a brand ecosystem content strategy
- Leverage cross-sell opportunities through ECX

Future

Geo-targeting

- Geo-target attractive locations
- Disruptive mobile and social content

Programmatic media buying

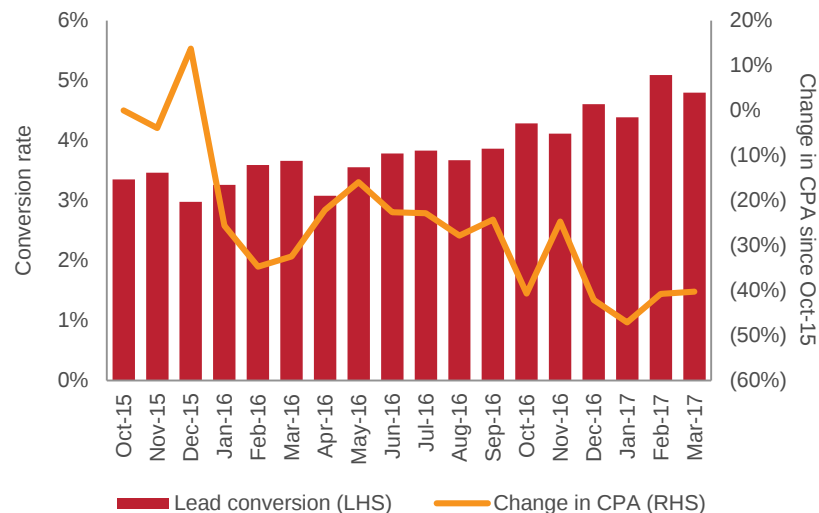
- Centralise all ECX customer tracking
- Lower marketing costs via advanced group targeting

Marketing automation

- Create cross-brand customer engagement workflows

Content marketing

CarLoans lead conversion



1. Baseline CPA (cost per acquisition) Oct-15. All periods measured against the baseline CPA. Change in CPA is a direct result of leveraging ECX digital marketing expertise
2. Lead conversion measured as all leads to the relevant website divided by the number of settlements from the cohort

Fleet update

Core competencies

- Market leading technology including telematics creates real value for customers
- Technology solutions creates superior customer satisfaction
- Scale and cross sell of complementary products increases fee income and enhance fleet margins
- Unique funding model delivers certainty, earnings visibility and significant growth headroom
- Access to warehouse funding and ABS markets ensures capital efficiency

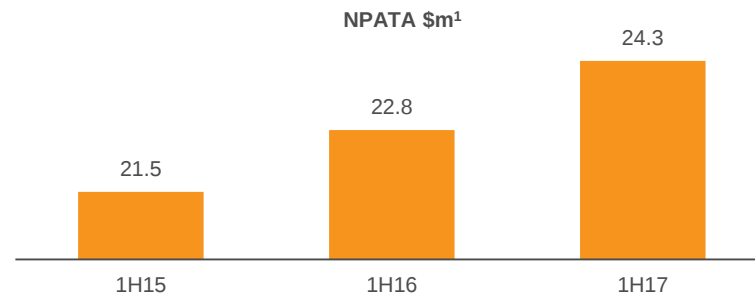
Risk expertise

- 30+ years of credit and risk experience resulting in low arrears throughout the cycle
- Approach to risk management and residual value settings deliver superior end of lease disposal outcomes:
 1. Residual value setting
 2. Channel diversification
 3. Access to 30+ years proprietary data

Growth

- Eclipx has captured significant market share in fleet in recent years
- Strong organic growth pipeline over the next 3-4 years

Performance



Eclix has the most comprehensive offering in fleet, leveraging our funding expertise delivered through market leading technology...

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Company	SG Fleet	LeasePlan	Custom Fleet/Element	Toyota Fleet Management	Eclix	McMillan Shakespeare	Smart Group	ORIX	FleetCare	Summit Auto Lease
Founded										
Fleet size (ANZ)	132,000	116,000	100,000	101,000	93,000	82,700	61,000	~40,000	~30,000	~10,000
Fleet size (Global)	146,000	~1,700,000	~1,000,000	na	na	101,600	61,000	~1,200,000	na	na
Total market share (%)	16	14	12	12	11	10	7	5	4	1
Market share- corporate (%)	15	17	15	na	14	4	na	na	na	na
Market share – novated (%)	17	6	4	na	4	24	24	na	na	na
Presence outside of Australia	- NZ - UK	Multiple incl. - NZ - US - UK	Multiple incl. - NZ - US - UK	Multiple incl. - NZ - US - UK	NZ	- NZ - UK		Multiple incl. - NZ - US - UK		
Funding model										
Warehouse					✓					
Securitisation					✓					
Balance sheet		✓	✓	✓	✓	✓		✓		✓
3 rd party	✓				✓	✓	✓		✓	
Service offered										
Novated leasing	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Corporate fleet leasing	✓	✓	✓	✓	✓	✓		✓	✓	✓
Fleet management	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Consumer car loans	✓				✓	✓				
Commercial equipment				✓	✓					
Technology offering										
Reporting & analytics	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Telematics	✓	✓	✓	✓	✓		✓		✓	✓
Electronic logbook	✓			✓	✓			✓	✓	✓
Listed/Unlisted	ASX: SGF	Private	TSE: EFN	Subsidiary of Toyota	ASX: ECX	ASX: MMS	ASX: SIQ	TYO: 8591, NYSE: IX	Private	Subsidiary of Sumitomo
FBT risk	High				Low	High	High			
Recent acquisitions	NLC Fleet Hire (UK) Motiva (UK)				Right2Drive Grays-eComm	Interleasing, Presidian, UFS	Advantage, Selectus, Autopia, Accesspay, RACVSS, Aspire			

Highlights

- **Full service offering spanning;**
 - Fleet leasing & management
 - Novated leasing & Consumer car loans
 - Commercial equipment
 - Vehicle replacement
 - Online auction
 - Vehicle disposal expertise
- **Superior technology offering**
 - Electronic logbook
 - Driver diagnostics
 - Expertise in FBT and fuel tax refunds
 - Corporate WHS
 - Customer reporting and analytics
- **Comprehensive funding and risk expertise resulting in;**
 - Certainty / growth headroom
 - Capital efficiency
 - Predictable earnings as revenue realised throughout life of lease
 - Low arrears, proven residual value setting expertise

Customer centric technology investments supports sales pipeline and customer satisfaction (NPS)

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Highlights

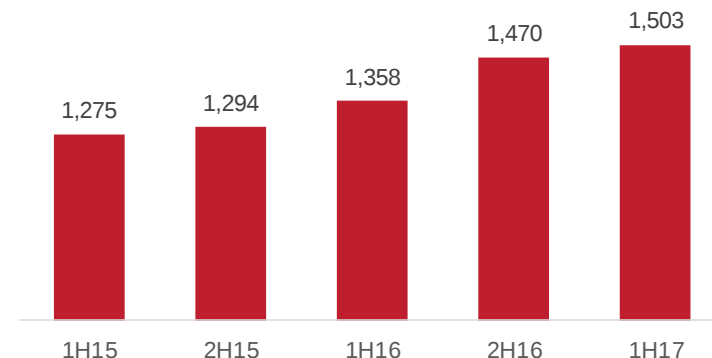
- Leading market reputation and customer advocacy position in fleet
- Pre-eminent Industry customer satisfaction:
 - Customer focus culture embedded throughout the business
 - Provides real time voice of customer input into continuous improvement programs
 - Complete customer transparency creates long-term customer relationships
- Delivering value to customers through:
 - Market leading telematics
 - Demonstrable fleet savings
 - Integrated customer portals
- Technology expertise complements customer service ethos creating a significant new account pipeline

High levels of customer satisfaction helping to win new business

Customer satisfaction "NPS"



Commercial AUMOF (\$m)

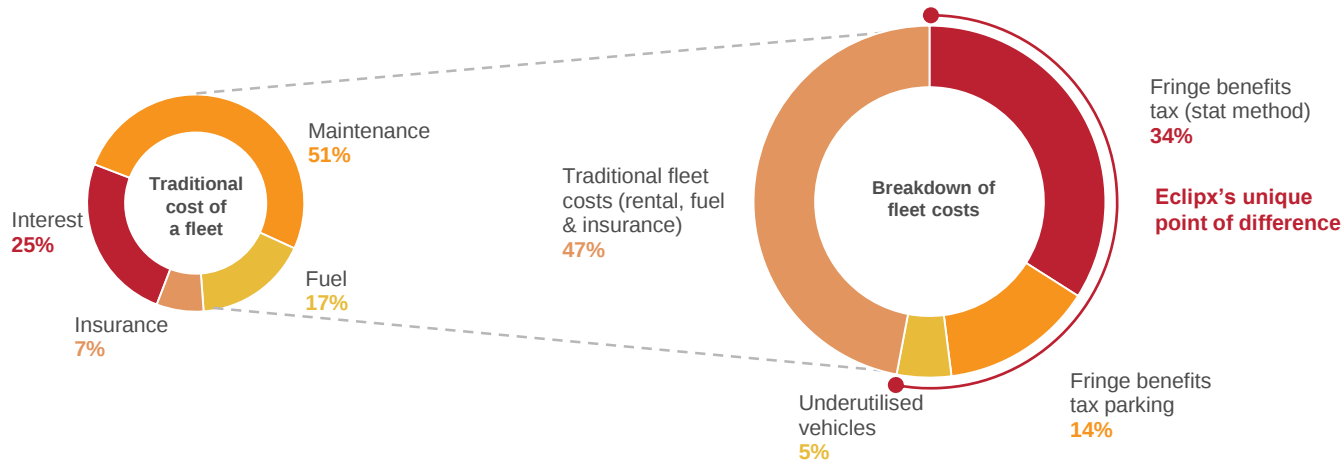


Integrated telematics solutions unlock the hidden costs in fleet

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Front of mind costs of running a fleet ...

... are only part of the TRUE costs of running a fleet¹

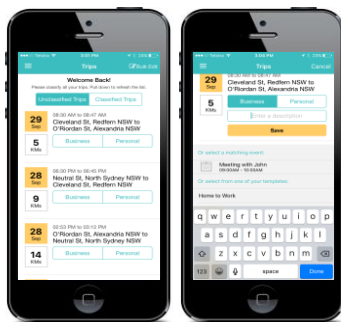


LogbookMe is the market leader in Telematics delivering a full service proposition to customers saving them time and money

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Tax savings

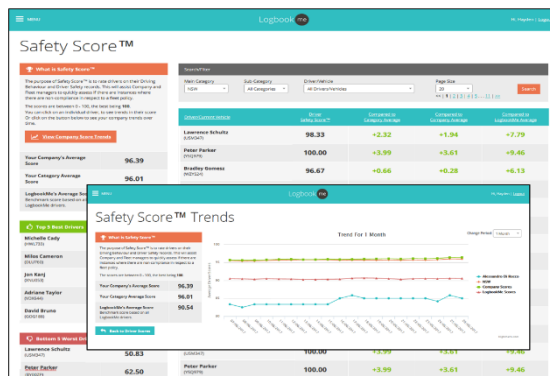
- Automated data capture to enable optimal FBT method to deliver tax savings
- Simple driver app based logbook to maximise Business Percentage and Days Unavailable exemptions
- Significant new account pipeline



FBT savings of c\$460,000 p.a. generated for a fleet client with 174 vehicles

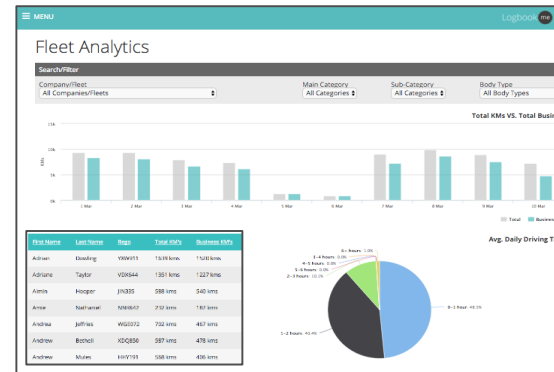
Managing driver safety

- Looking holistically at driver fleet usage, not just periodic fixed camera infringement notices
- Benchmarked scoring in context accompanied by insights to highlight and understand safety risk on a macro as well as micro driver profile basis



Optimising utilisation

- Real time usage analytics with actionable insights based on a individual vehicle profile
- Incorporating a wide range of data points that accurately depicts vehicle usage rather than simply relying on delayed fuel consumption data



30+ years of proprietary data gives us unique insights on used car values ²²

Robust residual value setting framework



Sales agnostic

System generated

Market based

Asset specific

Proprietary 'Big Data' platforms provides unique insights

Vehicle stock

Used car prices

Seasonality

Geographic differences



Proactive in-life valuation and management



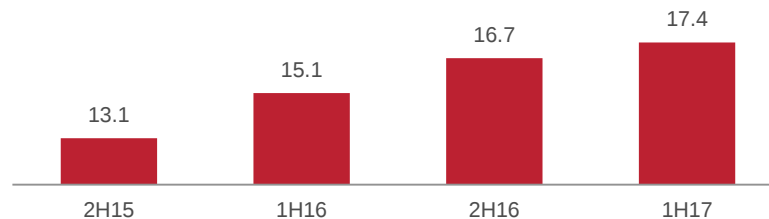
Fleet is valued monthly

Vehicle specific provisioning / 'no pooling'

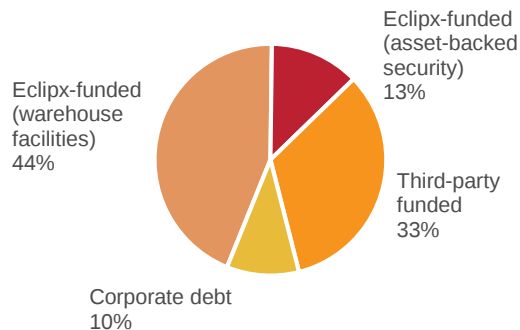
In-life contract management

Diversification enhances end of lease returns

ECX EOL profit \$m



Borrowings as at 31-Mar-17



\$ million	Funding summary 31-Mar-17		
	Drawn	Undrawn	Total
Eclipx-funded (warehouse facilities)	1,010	215	1,225
Eclipx-funded (asset-backed security)	287	–	287
Total (ex. P&A)	1,297	215	1,512
Third-party funded	762	–	762
Total (inc. P&A)	2,060	215	2,275
Corporate debt	231	69	300
Total	2,291	284	2,575

Highlights

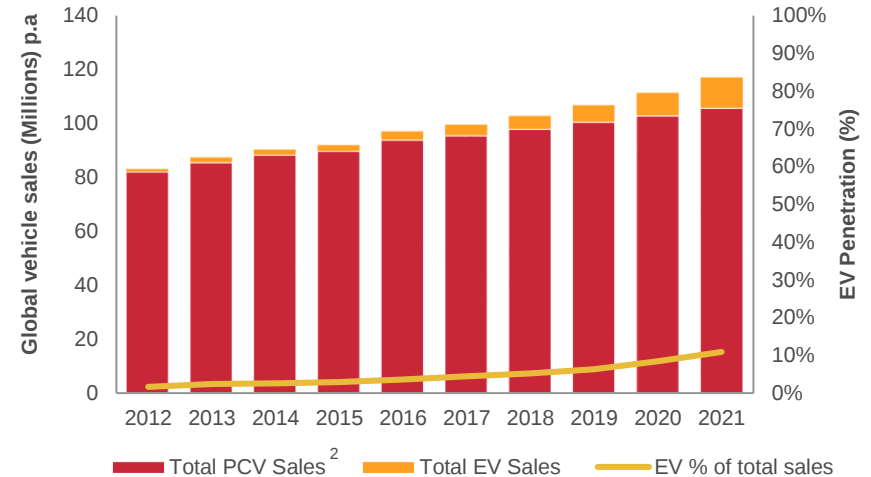
- Most diverse and competitive funding platform in the market which leverages warehouses, ABS and third-party funders to provide earnings visibility and predictability
- Eclipx has re-positioned its funding to facilitate potential changes from APS120 in 2018 including diversifying lower rated financing from major trading banks to non-bank financiers
- Increased corporate facility to \$300m and increased tenor to 3/5 years completed in 2016 providing capital for growth
- Successful ABS issues completed;
 - A\$330m Australian issue December 2016
 - NZ \$225m New Zealand issue July 2017

12% of new vehicle sales to be hybrid/electric by 2021

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Highlights

- EV¹ uptake globally, accounting for approximately 4% of sales in 2016
- Cost and range continue to be underlying issues preventing mass commercialisation
- Our partnership with the Clean Energy Financial Corporation is market leading, supporting client adoption of green vehicle fleets
- Development of battery and fuel-cell vehicles
- A global shift towards:
 - Emissions reduction
 - Energy diversity
 - Green vehicle fleets



Notes:

1. Electric vehicle "EV" sales include sales of both Electric and Hybrid vehicles (source: Just-auto.com)
2. Total Passenger and commercial vehicles "PCV" excludes EV sales which are disclosed separately

Grays update

Progress since acquisition on 11 August 2017

Overview		Status
1	Grays delivered \$14.8m EBITDA in the year to 30 June 2017	✓
2	Grays has exited loss making consumer categories	✓
3	Grays has substantially completed its cost rationalization program ▪ Grays has exited its Homebush property and the NSW industrial business is already operational at a new appropriately sized site in Moorebank ▪ Outsourced wine logistics to a 3rd party provider ▪ Re-structured the business and has successfully integrated its corporate functions within Eclipx	✓

Grays strategic rationale

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Strategy	Initiative	Actions	Status
Cost synergies ¹	Business simplification	- Exit unprofitable consumer categories - Exit Homebush and outsource wine logistics - Business co-location and integration with ECX	
	Accelerate growth in Grays	- Enhance the Grays user experience - Proactively market to Grays under-bidders - Continued Investment in nation-wide Industrial BDM team - Launch supply side digital SEM for businesses seeking to sell equipment online - Trial ECX fleet sales via Grays	
	Expand industrial categories using auto blueprint	- Transport - Marine - Aircraft	
Leverage Adjacencies	Increase the penetration of finance and insurance	- Auto finance - Auto warranty product - Commercial equipment	
	Accelerate the R2D branch network	- Preferred locations identified - Site co-location underway	
	Monetise the Grays customer base	- Online platform for car purchase and sale - ECX membership product to Grays customer base	

Notes:

1. Eclipx is targeting a cost to income ratio of approx. 75% in FY18, which includes investments in our online platform, product integration with ECX and business intelligence

Leading online marketplace for Australian businesses and consumers

28



\$567m
FY16 Sales¹



38.5m
Visitors¹



4.3m
Auction bids¹

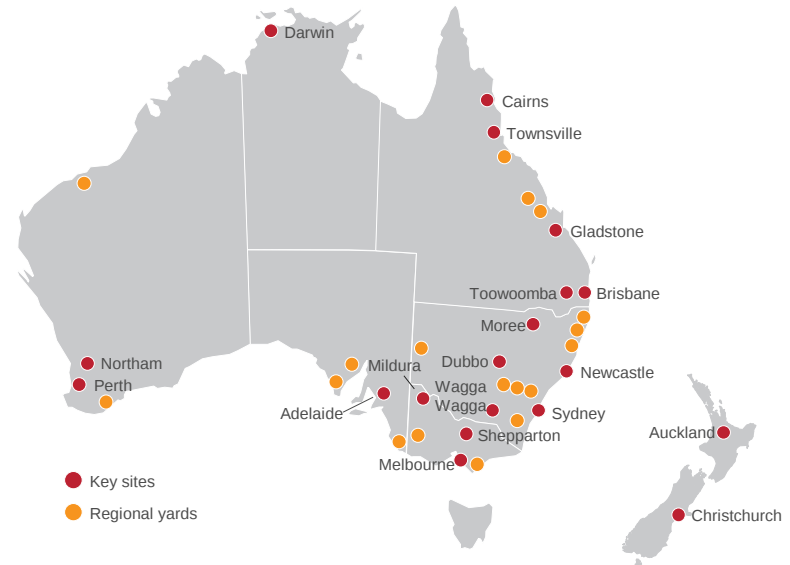


750,000
Active users¹

Highlights

- Since being established in 1989, Grays has been the pioneer in the online auction industry.
- #1 online auctioneer nationally, with over 100,000 assets sold per month
- Grays DNA is in industrial, plant and equipment, wine and auto auctioneering
- Grays is a significant cash flow business that generates brokerage from buyers and sellers when assets are sold
- Grays remains on track to deliver \$23-\$25m EBITDA (NPATA \$14.0-15.4m) in FY18

Significant national presence across 40 locations in Australia and New Zealand



Notes:

1. Year to 30 June 2016, as disclosed in the Grays scheme booklet
2. Subsequent slides do not include wine which is expected to contribute \$24.7m in sales and \$7.1m in net operating income FY17

Commercial marketplace



Overview:

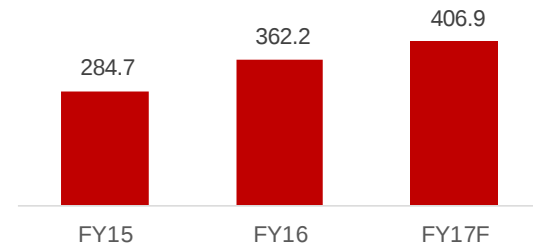
- Specialising in valuation and sale of industrial and commercial assets, plant and equipment and AV/IT
- Servicing major corporates, SME, government, finance and resource industries
- Approx 65% of sales is from repeat and multi-vendor suppliers

Competitive advantages:

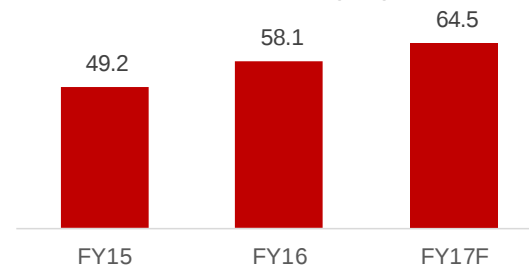
- National network of sites serviced by more than 60 BDM's
- Scalable online marketplace offering broad industry coverage
- Proven performance with clearance rates exceeding 80%
- Market leading distribution with access to more than 2M+ customers
- Strong partnerships and alliances with all leading global OEM's in AV/IT

Commercial performance

Industrial Sales (\$m)



Industrial NOI (\$m)



Auto marketplace



Overview:

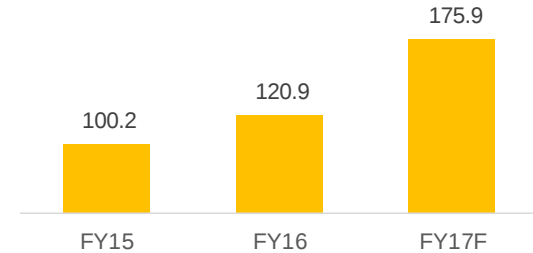
- A leading online marketplace for auctioning used vehicles
- ~30k vehicles were auctioned in FY17
- 87% clearance rate in FY17
- 2M+ unique visitors attracting c580,000 bids in FY17

Competitive advantages:

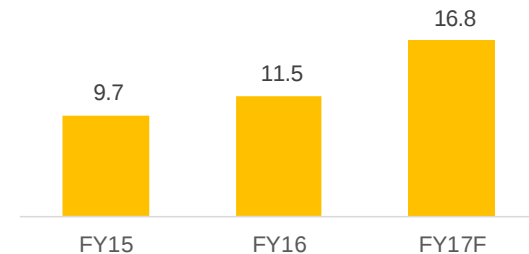
- National distribution footprint
- Rapidly growing and diverse vendor network covering (dealerships, dealers and private sellers)
- Introduction of complementary value added services
- Leverage ECX digital expertise to target under-bidders
- Utilise ECX F&I expertise

Auto performance

Auto Sales (\$m)



Auto NOI (\$m)

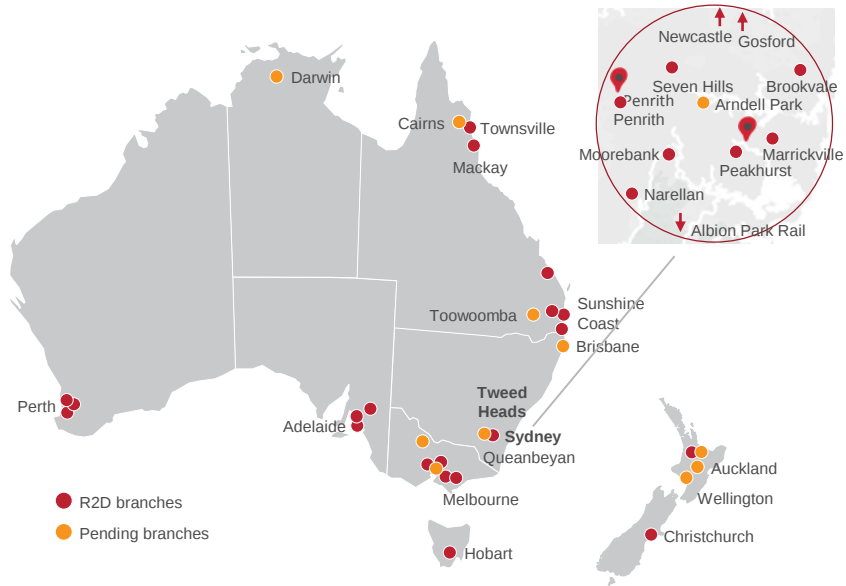


Right2Drive update

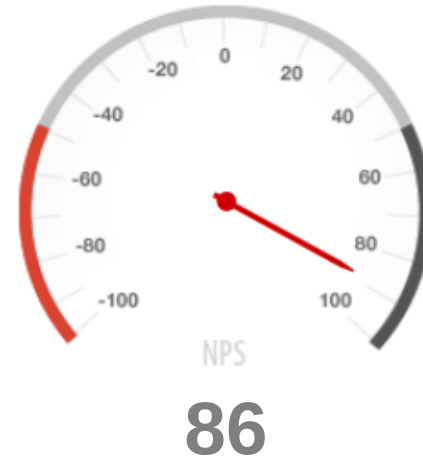
R2D value proposition – no fault, no cost, no worries

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Rapidly growing **branch footprint** creates a significant barrier to entry



World class **customer service** delivered through highly engaged staff



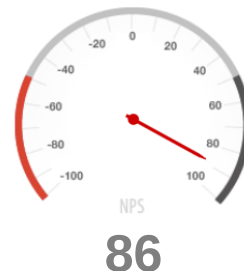
Achievements

- Built a National branch footprint AU & NZ (30 branches)
- Diversified its source of business 50%+ of referrals from corporate and commercial partners
- Begun raising customer awareness of their 'Right2Drive' through direct to consumer advertising



Our customers

- No fault, no cost, no worries
- Our customer comes 1st, every time
- 24/7 delivery
- Like for like vehicle replacement



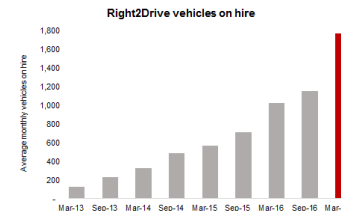
Our people

- Staff engagement well above the threshold for 'Employer of Choice'
- We attract the best people
- Our staff exude our values
- We are the biggest in the market because we are the best at what we do



Performance

- Right2Drive is the largest operator in AU & NZ
- Right2Drive now has more than 2,000 vehicles on hire
- R2D remains on track to deliver \$12-14m EBITDA in FY17 (top-end of guidance)



I honestly have no words to express just how grateful I am for what you guys have done for me. **You have taken one of the worst moments in my life and made it less stressful.** I can't thank you enough!

I went through 3 days of rubbish with a competitor, which was advised to me by my repairer. **I had a car within 2 hours with you.** I certainly let my repairer know and anyone who is willing to listen!

The guys from Right2Drive were awesome! After calling them they had a car to me at the scene of the accident within an hour! After my car was hit and I realised it needed to be towed away I was in a huge tizz, stressing about how was I going to pick the kids up and get to get to work the next day, but Right2Drive made a very stressful experience not so bad at all. **The process was so quick and easy, and as I wasn't at fault it was no cost to me!** Thanks so very much! I highly recommend Right2Drive to everyone!!!!

Fantastic service. Accidents happen, and that's what you have insurance for, but historically the biggest issue (that Insurance companies don't cover) is the stress and the inconvenience of getting replacement vehicles and carrying on with normal daily activities.

These guys take all that stress away. Absolutely recommend them.

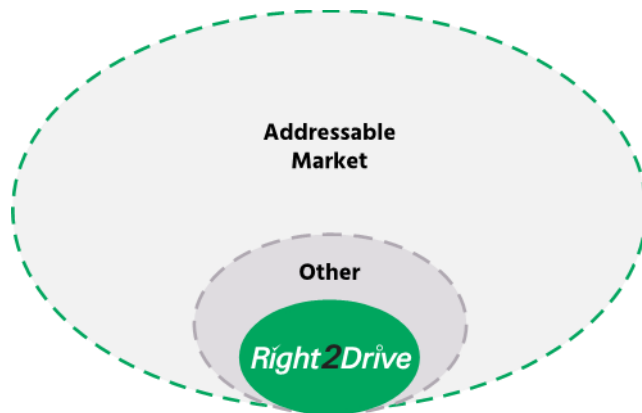
I was not aware of your company before my accident and think you are wonderful. **I am chairman of Perth Radiological Clinic and have just emailed all my staff (>800)** to tell them what a great service you gave me and to pass on your details to their family and friends. Keep up the good work.

Right2Drives rapid growth continues into 2H17

35

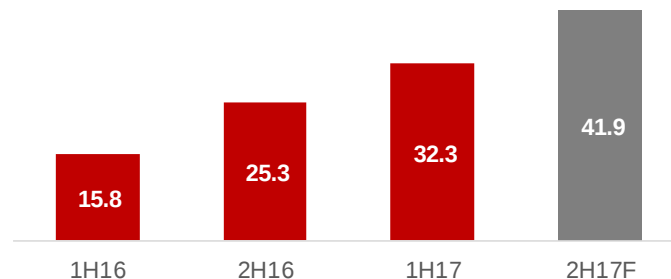
Significant Growth Opportunity Exists

- The market opportunity in AU and NZ has been estimated at \$750m+ p.a.
- Less than 20% of customers are aware of their entitlement to vehicle replacement when they are involved in a not at fault accident

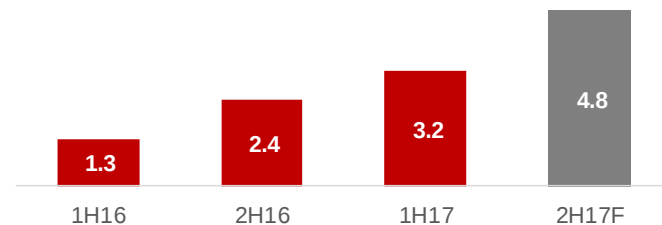


Right2Drive – Key Performance Indicators ¹

Rental hire income (\$m)



R2D NPATA (\$m)



Initiative	Actions	Status
Branch expansion	40+ branches by mid FY18 - Co-location with Grays	
Diversify referral partnerships	- ECX Corporate customers - Create win / win relationships with insurers - Direct to consumer	
Raise customer awareness	- Online (SEO, SEM and Social) - TV / Radio - PR	
Leverage ECX products to cross sell	- Car buying / selling - Equipment finance opportunities for the repair network	
Technology led process improvements	- Online claims management - Enhance repairer work flow	





Key messages and FY17 outlook

- 1 Our fleet business remains incredibly well positioned. Despite a competitive environment, we will continue to focus on growing our share of this important market.
- 2 Our earnings base has become more diversified and we have delivered superior returns to shareholders by expanding into vertical and horizontal adjacencies.
- 3 Our recent non-fleet acquisitions (R2D and Grays) are leveraging our core competencies and have unique and disruptive positions in high growth markets.
- 4 Eclipse expects to deliver 20-23% growth in FY17 NPATA (\$66.3 to \$68.0m), including an approximately \$1m contribution from Grays