



Level 32, 1 O'Connell Street
Sydney NSW 2000

W www.eclix.com

Eclix Group Limited | ABN: 85 131 557 901

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ECLIX DELIVERS DOUBLE DIGIT NPATA EARNINGS INCREASE, REAFFIRMS FULL YEAR GUIDANCE OF 27-30% NPATA AND 10%-12% CASH EPS GROWTH

Eclix Group Limited (ASX: ECX) today announced a 39% increase in Net Operating Income (NOI) and Net Profit After Tax & Amortisation (NPATA) up 23% for the half-year to 31 March 2018, and reaffirms its full year guidance.

1H FY18 Highlights

- Net Operating Income (NOI) up 39% to \$159.3 million. Grays and Right2Drive businesses together now contribute 38% of NOI
- Group Net Profit After Tax & Amortisation (NPATA) up 23% to \$38.5 million
 - Fleet NPATA grows to \$25.9 million from continued market share gains
 - 12% growth in Fleet new business writings from high credit quality corporates and governments in Australia and 10% growth in New Zealand
 - GraysOnline is exceeding expectations with NPATA of \$5.9 million, on track for \$14.0-\$15.4 million full year contribution
 - Right2Drive (R2D) NPATA +30% to \$4.2 million, vehicle hire volumes up 39% to 19,830 in 1H18
- Group new business writings +9% to \$501 million
- Significant free cash flow generation in 1H18 of \$35.2 million
- Clear growth strategies across the consumer and commercial markets in Australia and NZ with significant financial resources available for growth
- Cash earnings per share up 4% to 12.3c for 1H18 with 10-12% for FY18 guidance reaffirmed. EPS skew to 2nd half from seasonal increase in Right2Drive and GraysOnline
- Interim dividend per share up 7% (0.5c) to 8.0c, fully franked

Growth Outlook

"I am very pleased to be able to report another period of strong growth in business volumes and operating income," said Doc Klotz, Eclipx Group Chief Executive Officer and Managing Director."

"In particular, GraysOnline delivered a pleasing result in the first half with the business now refocussed to target profitable channels and asset categories in Industrial and Auto." Mr Klotz said. "Total sales for Industrial and Auto increased by 13% on a like for like basis. Margins are in line with our expectations and cost to income ratio is dropping as planned."

"We expect a continuation of positive economic conditions in Australia and New Zealand as we invest in new business and technology initiatives."

"These investments are targeted to provide Eclipx with the ability to have one conversation with its customers using its integrated platform, facilitating the generation of multiple income streams across asset and customer life cycles."

"We reaffirm our full year guidance for 27% to 30% growth in NPATA and 10% to 12% growth in Cash EPS."

ENDS

Investor enquiries

Eclipx Group: Deputy CEO & Chief Financial Officer — Garry McLennan +61 (0) 412 195 999

Media enquiries

Domestique: Alan Jury +61 (0) 418 833 149

About Eclipx

Eclipx Group Limited (ECX) is an integrated asset services company that provides complete fleet management services, corporate and consumer asset backed finance, medium term vehicle rentals and online auctioneering and associated services to the Australian and New Zealand markets. As at 31 March 2018, Eclipx managed or financed in excess of 112,000 vehicles with A\$2.33 billion in assets under management.

In Australia the Group operates under nine primary brands: "FleetPartners", "FleetPlus", "FleetChoice", "CarLoans.com.au", "Right2Drive", "Eclipx Commercial", "GraysOnline", "areyouselling.com.au" and "Georgie".

In New Zealand the Group operates under six primary brands: "FleetPartners", "FleetPlus", "CarLoans.co.nz", "Right2Drive", "AutoSelect" and Eclipx Commercial.