Eclipx Group Limited 2019 Annual General Meeting

11 February 2019

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 Board

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 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.

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. Doc also has senior executive experience with Travel Services International, Hotels.com and Expedia, Inc. in the United States.

GARRY MCLENNAN
BBUS, CPA, FAICD
Deputy CEO and Chief Financial Officer since 27 March 2014

- Garry McLennan has over 40 years' corporate and financial services including five years as Chief Financial Officer at FlexiGroup, an ASX 200 company.
- 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.

LINDA JENKINSON
MBA, BBS
Independent Non-Executive Director since 4 January 2018

- Linda Jenkinson is a proven global entrepreneur who has started three multi-national companies, one of which listed on the NASDAQ.
- Most recently she was the co-founder of John Paul, a global concierge services and digital solutions company that services some of the world's leading customer facing businesses.
- Linda is currently a Chair of Guild GTS and a Director of Guild Group Holdings and a Director of Jaxsta Ltd in Australia. In New Zealand she is a Director of Air New Zealand, Harbour Asset Management and the Director and Secretary of the Massey Foundation in the United States. Linda is also the Chair of Unicef New Zealand.

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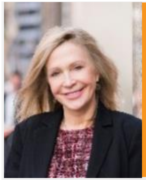
ECX Board



GAIL PEMBERTON AO

MA (UTS), FAICD

Independent Non-Executive Director since 26 March 2015

- Gail Pemberton's executive roles have included Chief Operating Officer UK at BNP Paribas Securities Services and CEO and Managing Director, BNP Paribas Securities Services, Australia and New Zealand. Gail joined BNP Paribas after a highly successful 20-year career at Macquarie Bank, where she held the role of Group CIO for 12 years and subsequently as COO of the Financial Services Group in her last three years at Macquarie.
- Gail's current Board roles include Non-Executive Director of Eclipx and Prospa. She previously served on the Boards of Melbourne IT, OneVue, SIRCA and RoZetta Technology and Onthehouse as independent Chair, and as a Candidate Non-Executive Director of the Colonial First State Group and as Non-Executive Director for PayPal Australia, QIC, UXC, Baycorp, Alleron Funds Management, Air Services Australia, the Sydney Opera House Trust and Harvey World Travel.
- Gail was awarded the Order of Australia (AO) in the 2018 Australia Day Honours list for distinguished service to the finance and banking industry, to business through a range of roles, as an advocate for technology, and as a mentor to women.

TREVOR ALLEN

BCOM (HONS), CA, FF, FAICD

Independent Non-Executive Director since 26 March 2015

- Trevor Allen has over 40 years' corporate and commercial experience, primarily as a corporate and financial adviser to Australian and international corporates.
- He is a Non-Executive Director of Peet Limited and Freedom Foods Group Ltd and a Non-Executive Alternate Director, Company Secretary and Public Officer of Australian Fresh Milk Holdings Pty Limited and Fresh Dairy One Pty Limited. He is also a Non-Executive Director of Topco Investments Pty Limited, the holding company of Real Pet Food Company Limited.
- Prior to undertaking non-executive roles in 2012, Trevor held senior executive positions as an Executive Director – Corporate Finance at SBC Warburg for eight years and as a Corporate Finance Partner at KPMG for nearly 12 years. 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

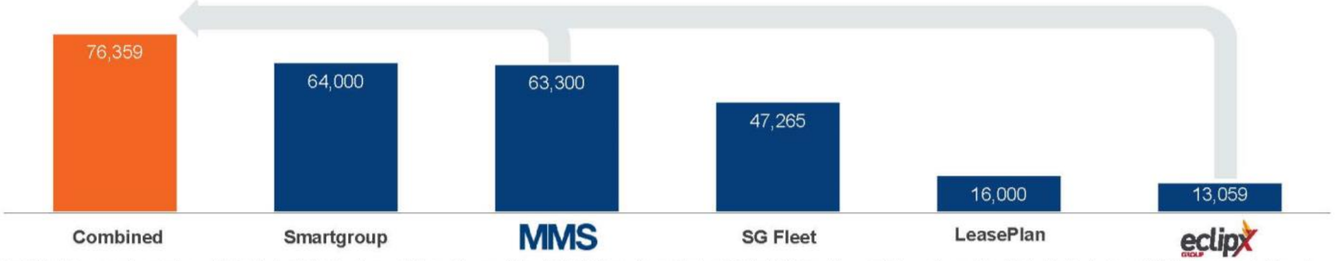
- Russell Shields has more than 35 years' experience in financial services, including six years as Chairman of ANZ Bank, Queensland and Northern Territory.
- Prior to joining ANZ, Russell held senior executive roles with HSBC, including Managing Director Asia Pacific – Transport, Construction and Infrastructure, and State Manager Queensland, HSBC Bank Australia. He was previously chairman of Onyx Property Group Pty Ltd.

02

Chairman's Address

Creates a leading Australian and New Zealand salary packaging and fleet management company

Novated lease landscape in Australia (units)



Note: Eclipx: Management accounts as at 30 September 2018, Smartgroup: 1H18 results presentation, MMS: FY18 results presentation, SG Fleet: FY18 results presentation and LeasePlan : "Under the Hood – Issue 2" Citi broker research (November 2017) inferred from MMS' market share (%) and units (#)

Fleet management landscape in ANZ (units)

Note: Eclipx: Management accounts as at 30 September 2018, Toyota Fleet Management, Custom Fleet, ORIX, FleetCare and LeasePlan: "Under the Hood – Issue 2" Citi broker research (November 2017), SG Fleet: Total units less UK units (12,923) as reported in FY18 results presentation and Citi broker research, Smartgroup: 1H18 results presentation and MMS: Total units less UK units (21,000) as reported in FY18 results presentation

FY18 Results Highlights

AUD million (unless stated)	FY17	FY18	Growth pcp
Net Operating Income (NOI)	255.3	325.3	**27%**
NPATA[1]	68.3	78.1	**14%**
AUMOF[2] (closing)	2,241	2,432	**9%**
New Business Writings (NBW)[3]	989	1,095	**11%**
Cash EPS[4] (cents)	25.1	24.7	**(2%)**
Dividend per share (cents)	15.25	16.00	**5%**

1. NPATA is net profit after tax and tax adjusted add back of amortisation of intangibles
2. AUMOF is assets under management or financed, includes balance sheet and principal and agency (P&A) funded assets
3. NBW excludes sale and leaseback agreements totaling $23.9m in FY17 and $8.6m in FY18
4. Cash EPS is defined as each period's NPATA divided by the total weighted number of ordinary shares on issue for that period.

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CEO and Managing Director’s Address

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Eclipx is a Diversified Asset Services Business

	Fleet		Diversified Asset		High growth adjacencies	
	Fleet leasing	**Novated leases**	**Consumer car buying and finance**	**Commercial equipment finance**	**Car rental market**	**Vehicle & commercial equipment trading platform**
Addressable market size	$4bn NBW p.a.[1]	$2bn NBW p.a.[2]	$15bn NBW p.a.[3]	$12bn NBW p.a.[4]	c$2bn revenue p.a.[5]	$7bn sales p.a.[5]
Assets financed						
Product offering	• Operating Lease • Finance Lease • Fleet Management • Telematics/FBT	• Novated Lease • Value-added services • Telematics/FBT	• Consumer vehicle loans • Car-buying services	• Operating Lease • Finance Lease	• Accident replacement vehicles • Leisure car rental • Corporate relief vehicles	• Industrial auctions • Vehicle auctions • Wine auctions
Eclipx distribution channels	• 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	• Branch network • Referral network • Corporates / OEM's • Insurers	• Online digital channels
Brands	FleetPartners service driven fleetplus FIRST. IT'S HOW WE TREAT YOU.	FleetPartners service driven fleetplus FIRST. IT'S HOW WE TREAT YOU.	CarLoans.com.au GET A BETTER CAR Georgie	eclipx COMMERCIAL	Right2Drive Accident Replacement Vehicles	graysonline.com are you selling.com.au

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 Eclipx Commercial. Sourced from Australian Equipment Lessors Association (AELA)
5. Management estimates

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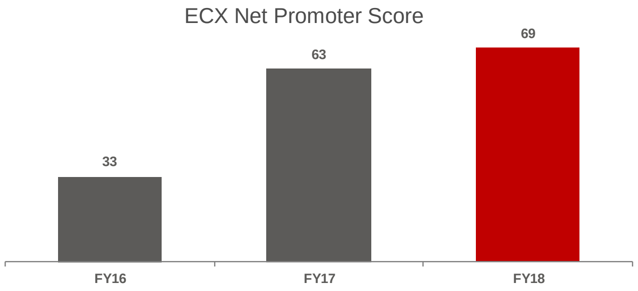
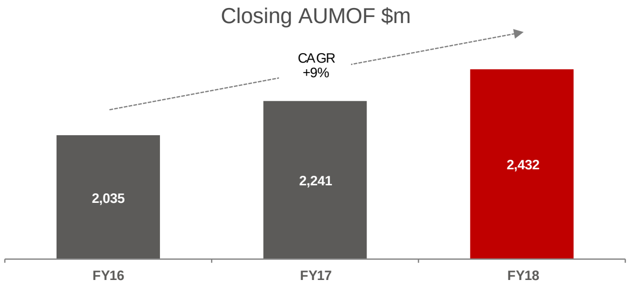
Customer satisfaction underpins AUMOF growth, whilst new revenue sources support increased margins and earnings

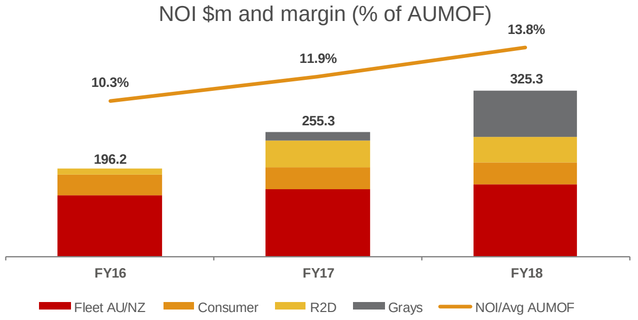
1 Continued focus on technology and customer satisfaction



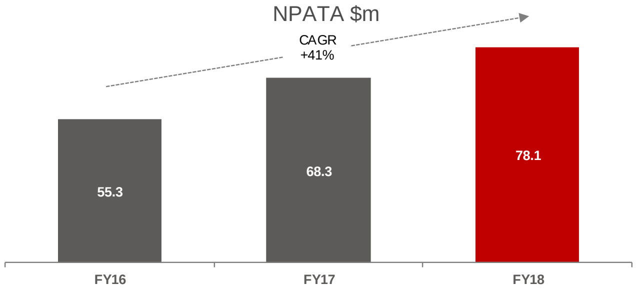
2 supports sustained asset growth…



3 and improved NOI margins through complementary revenue sources …..



4 and strong NPATA growth



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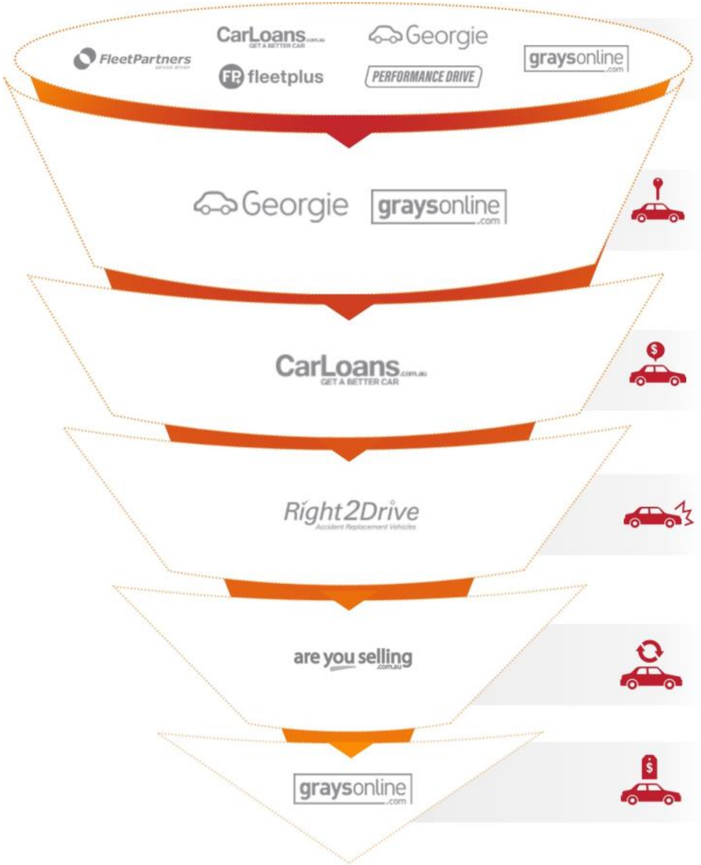
Multiple income streams across the asset and customer life cycle



FLEET LEASING & MANAGEMENT / NOVATED LEASING
End-to-end outsourced solutions for companies to manage ent lease their fleet

NEW & USED CAR BUYING
Fleet discounting for consumer of new cars levering ECX buying power and broad access to affordable used vehicles via GraysOnline

VEHICLE FINANCE / INSURANCE
Access to over 20 lenders for novated and consumer finance and insurance solutions

ACCIDENT REPLACEMENT
Market leading accident replacement vehicles and consumer services when customer are in need

RENEWAL / REPURCHASE
Powered by marketing automation and large-scale data analysis, customer are identified as they re-enter the car market.

USED CAR DISPOSAL
Access to a large buying population to drive a better price than with dealer trade-in, and more control and safety than a private sale

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Our People are at the heart of Eclipx

Outlook

Please refer to the market announcement dated 29 January 2019

Thank You