

27 October 2020

2020 Annual General Meeting

CEO's Presentation

In accordance with ASX Listing Rule 3.13.3, attached is a copy of the CEO's presentation to be delivered at SG Fleet Group Limited's Annual General Meeting, which will be held today at SCG Meeting Room, SG Fleet Group Limited, Level 2, Building 3, 20 Bridge Street, Pymble, NSW commencing at 3.00 pm AEDT.

For further information, please contact:

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SG Fleet Group Limited

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FY2020 Annual General Meeting

27 OCTOBER 2020

Overview



Financial Results

NPAT \$36.8m

(Pre-COVID-19 guidance \$48-51m)



Fleet Balance

+2.4% vs. FY19

+1.5% 2H20 vs. 1H20

- Enhanced customer focus on service quality and value-add during crisis period
- Company delivered seamless service continuity by maintaining operational scale
- Strong business development performance across the Group to yield benefits in current and coming periods
- Consumer business recovery towards period end after marked impact at start of Q4
- Structural trend towards outsourcing, mobility evolution and digitisation accelerate in COVID-19 environment
- Further growth in product penetration
- Innovation continues as leasing and mobility landscape evolves

Leadership position in both Corporate and Consumer limited COVID-19 impact



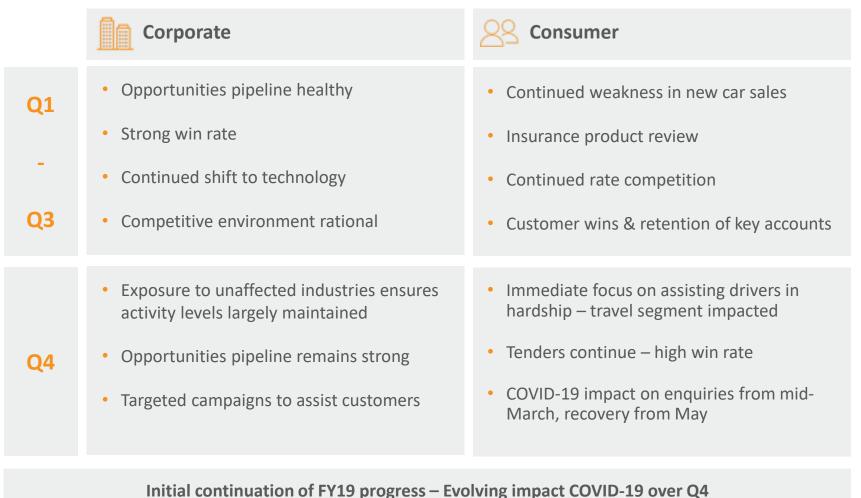
Business continuity approach

- Focus on ensuring wellbeing of staff and customers
- Cashflow and financial management aided by annuity-style income profile
- Voluntary reduction in remuneration
- Workforce adapts rapidly to new environment and changing customer requirements

Rapid BCP implementation minimised initial COVID-19 impact

Operational Review – AU







Q1-Q3	Q4
 Business confidence improved post-elections 	 Disposals temporarily halted by full lockdown
Opportunities pipeline stronger	Recovery from late May after marked impact
 Second-hand market begins to recover after lacklustre start to the year 	on economic activity levels, registrations and residual values
 Targeted marketing campaigns Local SME segment 	 Deliveries to essential services customers growing
Crown Commercial Services network	Tender activity grows strongly
 Higher product penetration Motrak 	 Break-through fleet management contract and large delivery vehicle wins

Order bank growth despite temporary disruption

• Short-term hire



Q1-Q3	Q4
 Activity levels steady throughout period 	 Sharp initial drop in new registrations - disposals suspended
 Northpower contract win 	 Residual values recover from June
 Continued conversion of fleet managed to full service 	 Public sector exposure ensures stable activity
 Disposal volumes and values strong until late 	levels
March	 New tender activity at record levels
	 Sale and leasebacks in high demand

Breakthrough win - Marked business activity recovery towards financial year end

1H21 Update

AUS Corporate	AUS Consumer 28
 Significant wins at start of period Opportunities pipeline grows as companies and organisations review fleet approach Focus on efficiencies and automation driving interest, including for power source alternative 	 Leads and orders ahead of initial expectations Consumer confidence improving Activity levels will remain vulnerable to volatility in environment and sentiment
UK	NZ
 Strong exposure to segments benefiting from government infrastructure spending Strong second-hand vehicle market Fulfilling 4Q20 orders in context of constraine production levels 	 Companies conducting business reviews in pursuit of efficiencies Tender activity levels at all time high – pursuit focused on larger contracts Opportunities in finance and government sector

1Q21 trends continue

1H21 Update

Group



- Rebound in RV environment maintained
- · Lower new car sales restricts supply of trade-ins
- New vehicles, parts and accessories supply disruption spreading out deliveries for 4Q20 and 1Q21 wins over current period and potentially into 2H
- Tender wins continue
- Opportunities pipeline strong, supported by accelerating structural trends
- Securitisation on track for November go-live
 - 1H21 NPAT range \$22m to \$24m (vs. \$12.3m 2H20 / \$24.5m 1H20)
 - 2H21 outlook remains difficult to forecast in current circumstances

Questions

