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## ASX Release

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## FLEETPARTNERS GROUP 3Q23 BUSINESS UPDATE

FleetPartners Group Limited (ASX: FPR, “Group”) provides an update on its 3Q23 business performance in advance of the Macquarie Emerging Leaders Conference today.

### Group 3Q23 performance highlights

- New Business Writings (“NBW”) orders taken as at 30 June 2023 year-to-date (“YTD”) up c1.5x indexed to FY19 levels<sup>1</sup>, indicative of the continuing underlying commercial growth of the Group.
- Despite ongoing new vehicle supply constraints, \$195 million of NBW was written in 3Q23, which is 26% higher than 3Q22 (excluding sale and leasebacks<sup>2</sup>).
- 45% of Novated NBW in the month of June 2023 related to battery electric or plug-in hybrid vehicles and 36% for 3Q23.
- NBW order pipeline (undelivered NBW orders) at 3.2x, indexed to 30 September 2019 levels<sup>3</sup> as orders growth continues to exceed NBW deliveries.
- Assets under Management or Financed (“AUMOF”) of \$2.0 billion up 3% compared to 30 September 2022.
- End of lease income (EOL) per vehicle at \$7,753 in 3Q23, remaining elevated and slightly higher per unit relative to 2H22 and 1H23.
- 90+ day arrears at 34bps, improving by 1bp compared to 31 March 2023 and below the average since 30 September 2016.
- \$14 million of shares bought back up to 30 June 2023, of the \$43 million on-market share buy-back declared with the 1H23 results.
- Wave 1 of the Accelerate program was completed during 3Q23, approximately three months ahead of schedule. The program remains within budget and the remaining milestones are on track.



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1. NBW orders benchmarked to YTD19 (excluding Panel) to demonstrate the underlying level of demand, absent the impacts of supply constraints, versus pre-COVID-19 levels.
2. Excluding sale and leasebacks (1H23: \$0.2m; 3Q23: \$0.03m).
3. NBW order pipeline benchmarked to Sep-19 to compare current levels against typical levels in an unconstrained supply environment, with FY19 representing the last full financial year prior to the emergence of the COVID-19 pandemic.