

SG Fleet Group
Integrated Mobility

Investor Presentation

**MACQUARIE AUSTRALIA
CONFERENCE 2018**

3 MAY 2018



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Overview



Market-leading Fleet Management and Salary Packaging Group



Diversified business, with leading position across both corporate and salary packaging sectors



Strong brands in both segments



Presence in Australia, UK and New Zealand



Combined fleet size 145,000+¹



High quality and well-entrenched customer base across corporate and government



Diverse, fee-based revenue streams



Growth outlook well-embedded

Transparent business model, visible revenue streams and clear growth path

Financials

Continued Progress

A\$m	FY14 (PF)	FY15	FY16	FY17	FY17 vs FY16
Revenue	156.5	171.4	212.0	293.2	+38.3%
Total Expenses ¹	(105.7)	(112.6)	(138.1)	(203.2)	+47.1%
Underlying Profit Before Tax	50.8	58.8	73.9	90.0	+21.8%
Underlying Net Profit After Tax ²	35.4	40.5	51.2	62.9	+22.9%
Reported Net Profit After Tax	35.4	40.5	47.0	59.6	+26.9%
Dividend	4cps	10.842cps	12.853cps	16.801cps	+30.7%

1. Excluding acquisition-related expenses

2. NPAT before acquisition-related expenses

Balance Sheet, Cash Flow & Debt¹

Net corporate debt²

\$68.8m

Pro forma net
leverage ratio³

Total leverage

0.9x

Corporate leverage

0.5x

Significant capacity
for further growth
opportunities

Strong Super
Group support

1. As at 31 December 2017
2. Net corporate debt excludes lease portfolio borrowings
3. Leverage ratio calculated on Pro forma EBITDA excluding acquisition-related expenses

Operational Update





Operational Update – AUS

1H2018



Environment

- Business conditions improving
- Retail environment subdued



Corporate

- Opportunities pipeline growing
- Increased traction for tech and add-ons
- Heavy commercial challenging



Consumer

- Good customer wins & further opportunities
- Additional lead generation avenues
- Strong accessories sales
- Add-on insurance commissions impacted



nlc integration

- IT platform project on schedule

Current



Environment

- Overall economic sentiment becoming more positive



Corporate

- Strong pipeline
- Market acceptance of new products and add-ons
- Launch of leading Chain-of-Responsibility product



Consumer

- Leveraging corporate relationships in very competitive environment
- Continued focus on lead generation strategies
- Continued accessories growth



nlc integration

- System integration on track

Trend of stronger second half continues



Operational Update – UK

1H2018



Environment

- Business activity levels stable
- Light commercial market growing
- Personal leasing gaining in popularity



Business Activity

- Targeting high growth areas: personal leasing, light commercial
- Salary packaging activity continues recovery
- Improved procurement and disposals
- Alternative fuel fleet trials
- Investigating further acquisition opportunities



Acquisitions

- Systems migration on track

Current



Environment

- Confidence improves on Q4 2017
- Light commercial and personal leasing interest remains high



Business Activity

- Additional sole supply corporate opportunities
- Entry into local government segment
- Launching new van personal leasing scheme
- Pipeline of larger salary packaging opportunities growing
- EV initiative with major utility



Acquisitions

- First systems migration completed – second integration on track
- Continued monitoring of industry opportunities

Continued progress as business climate remains positive

Operational Update – NZ



1H2018



Environment

- Economic growth rates steady
- Large tender activity strong
- Electric/hybrid in demand



Business Activity

- Wins in number of sectors
- Strong performance in shared accounts
- Targeting sale & leasebacks
- Government relations strengthening
- Additional lead generation avenues
- EV and telematics expertise in growing demand

Current



Environment

- Healthy growth rates maintained
- Hiring and investment levels high
- EV uptake exceeds Government targets



Business Activity

- New business growth
- Customer product range extension and upsell (driver safety, telematics)
- Significant opportunities in pipeline
- Business to deliver stronger profit contribution

Momentum accelerating



Mobility Services: The Emergence of an Exciting Industry Opportunity

Shift to Service: New Growth and Opportunities

Consumer and corporate trend towards Mobility-as-a-Service and advent of new technologies are creating significant growth and value-add opportunities for specialist fleet managers

Trends

Vehicle lease or mobility contracts mirror utility service access contracts

Public multi-modal (open pool) transport approach adopted by corporates

Public shared transport mirrors closed corporate pool processes

Complexity of integrated mobility management drives outsourcing

Early stage new technology adoption fleet driven

Demand

Personal leasing and mobility products

Integrated transport management expertise

Shared transport assets management expertise

Funding, sourcing, maintenance and management of shared (specialised) vehicle fleets

Manager

Operator

Increasing Value-add through Natural Progression of Services and Scope

Fleet managers are natural owners of the Mobility Operator role...

Mobility Fleet Operator

Deploys / manages / maintains / (owns) fleet of vehicles

...and are well-placed to assume the Mobility Manager role

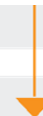
Mobility Manager

Enables, administers and processes cost-effective multi-modal transport

Required expertise

SG Fleet Group
Integrated Mobility

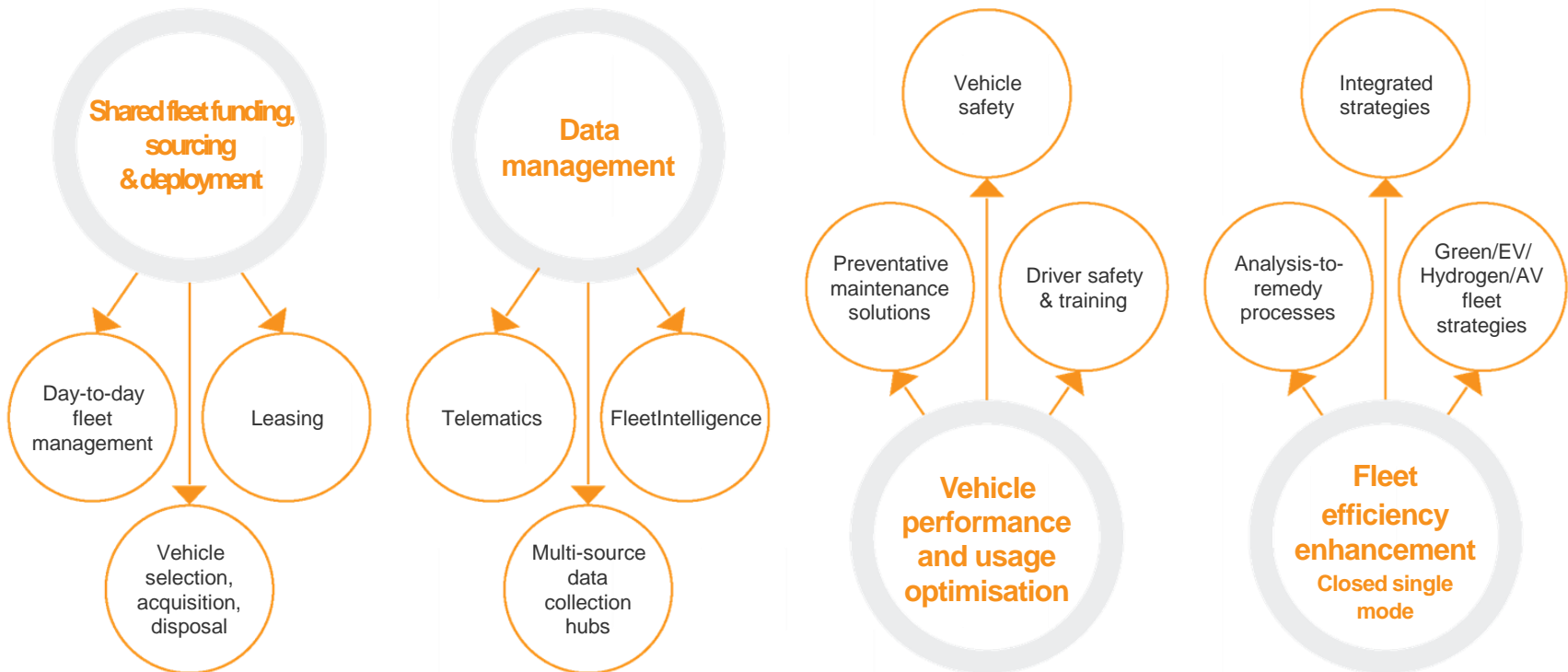
Shared fleet funding, sourcing & deployment		✓
Data management		✓
Vehicle performance and usage optimisation		✓
Efficiency enhancement - fleet	Closed vehicle pools	✓



Efficiency enhancement - mobility	Open pools	✓
Booking and payment integration		✓
Personal mobility products		✓
Integrated vehicle management		✓

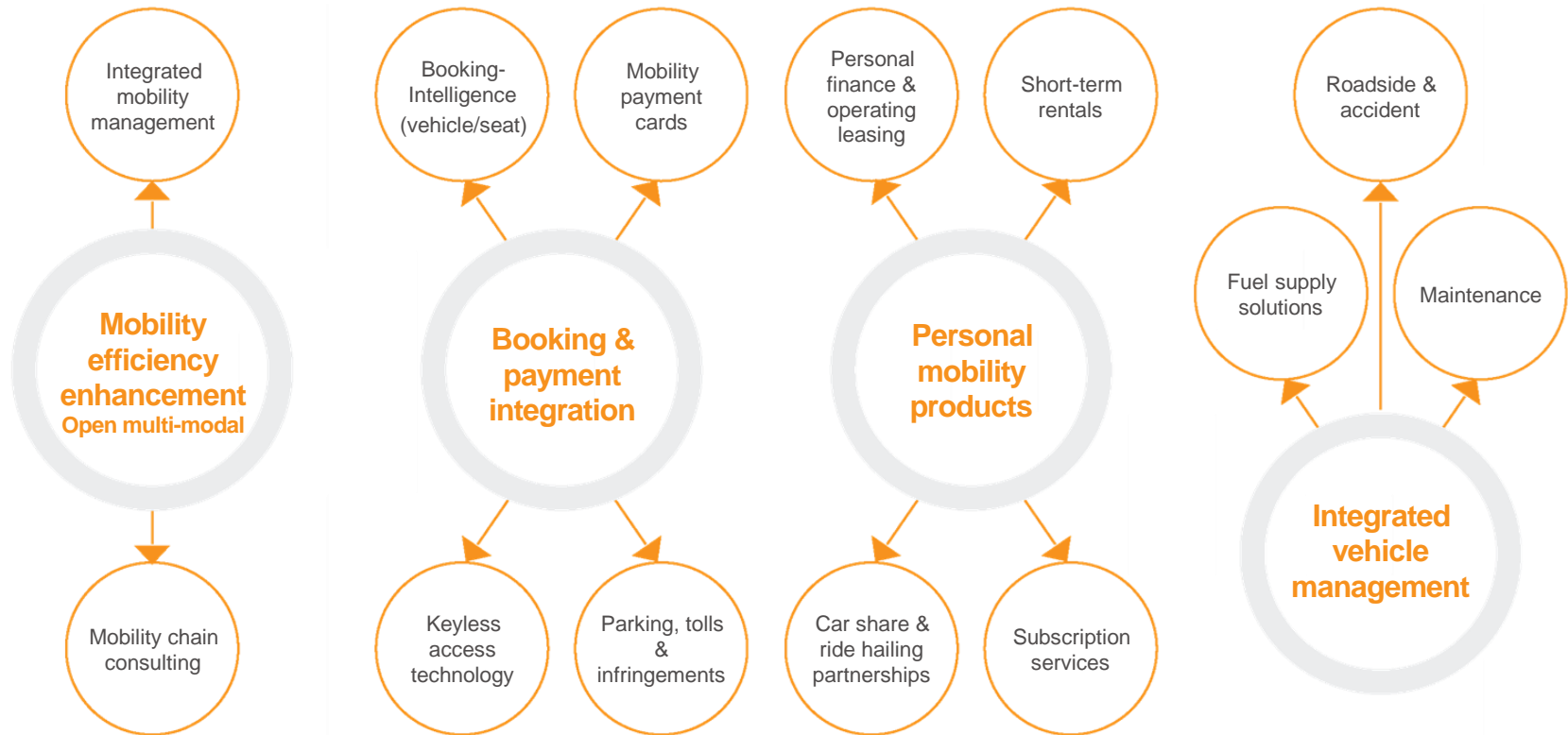
SG Fleet's Expanding Product Range Reflects Evolving Role as Mobility Operator

Mobility Fleet Operator



... and as Mobility Manager

Mobility Manager



Summary

Transparent business model	Australia: Trend of stronger second half continues	Demand trends create new growth layer	Enhanced focus strengthens industry position
Clear growth path	UK: success in targeted growth areas	Mobility services: significant value-add scope, building on existing expertise	Group-wide operational efficiency drive
Consistent progress across key metrics	NZ: momentum accelerating	Continued development of products and services range	Continued exploration of scale opportunities

Solid foundations for long-term growth

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Questions