

SG Fleet Group

Integrated Mobility

FY2019

Annual General Meeting

17 OCTOBER 2019



Overview



Improved performance in 2H

1: Underlying Net Profit After Tax = Reported Net Profit After Tax before non-cash impairment related to the Company's move to a single brand in its Consumer business

Operational Review - AUS

Corporate

Business Activity

- 1H progress continued into 2H
- Further customer book diversification
 - new contacts across wide range of industries
- Corporate and government pipeline remained strong
- Decision processes slow

Customers & Products

- Strong growth in accessories income
 - penetration trends accelerated
 - newly launched products and services made contribution
 - contract wins for specific add-on services

Moderate revenue growth
More diversified income profile

Operational Review - AUS

Consumer

Business Activity

- 2H improvement
- Novated sales outperformed broader private car market
- Strong competition for available business
- Pipeline remained healthy

Customers & Products

- Growth in eligible pool
 - new wins
 - expansion within existing accounts
- Leads and enquiry growth
- Strong growth in accessory sales

Promising improvement
Evidence of better consumer sentiment

Operational Review - UK

Environment

- Economy in flux
 - business confidence remained stable despite Brexit uncertainty
- Vehicle registrations mixed
 - new car registrations down YoY, but fleet registrations stable
 - van registrations remained strong
 - tax changes and increased choice drive interest in EVs

Business Activity

- On-boarding of new wins
- Sole supply tool-of-trade and personal contract hire accounts added
- Affinity schemes continued to generate opportunities
- Further customer contracts activating in 1H20

Further growth on strong 1H

Operational Review - NZ

Environment

- Economy slowed
- Vehicle registrations down from historic peaks
- Corporate tender activity remained strong
- Price sensitivity in tenders

Business Activity

- Good growth from:
 - conversion of existing customers to funding
 - fleet management solutions for owned fleets
- New wins on back of technical expertise and capabilities reputation
- Opportunities in Trade, Energy, and Retail sectors

Profit improvement on previous year

Summary

Group

- Accelerated penetration of additional products and services
- Continued customer growth
- Further efficiency improvements

Australia - Corporate

- Good performance maintained
- New products open up further win opportunities
- Pipeline remained strong

Australia - Consumer

- Improving performance
- Proactive measures produced results

UK

- Going from strength to strength competitively and financially

NZ

- Good performance despite slowdown in environment

Strategy

- Improving income stream quality and resilience
- Diversifying funding models
- Targeting higher penetration

Innovation

- Steady stream of new revenue earners delivered by Innovation Team
- Range of opportunities widens

Inorganic growth

- Continued discipline in pursuit of inorganic growth opportunities

Outlook

- Near-term financial consequence of changing revenue profile
- Creating a stronger player in the emerging mobility space

Questions

