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Eclipx Group Limited | ABN: 85 131 557 901

18 February 2016

Market Announcements Office
Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Dear Sir / Madam

Eclipx Group Limited AGM Presentation Materials – Listing Rule 3.13.3

We attach a copy of the presentation materials for Eclipx Group Limited's Annual General Meeting being held today at the Marble Room, Radisson Blu Plaza Hotel, 27 O'Connell Street, Sydney NSW at 4.00 pm AEDT

Yours faithfully

A handwritten signature in blue ink, appearing to read "Matt Sinnamon", is written over a faint, light blue circular stamp.

Matt Sinnamon
Company Secretary

The background of the slide is a photograph of a multi-lane highway with many cars, taken from an elevated perspective. The image has a strong motion blur effect, making the cars appear as streaks of light and color. The overall color palette is warm, with orange and yellow tones. In the top right corner, there are several overlapping geometric shapes in shades of orange, yellow, and red.

Eclix Group Limited 2016 Annual General Meeting

18 February 2016

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Chairman's Welcome

Agenda

1 Chairman's Welcome

2 Introduction of Board and Business Unit Leaders

3 Chairman's Address

4 CEO and Managing Director's Address



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Introduction of Board and Business Unit Leaders

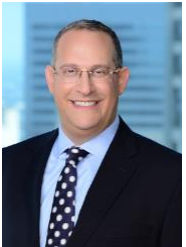
Introduction of the Board



KERRY ROXBURGH, BCOM, MBA, MESAA

Chairman since 26 March 2015, Independent Non-Executive Director since 26 March 2015

Mr Kerry Roxburgh has more than 50 years' experience in the financial services industry. He is currently Chairman of Tyro Payments Ltd, the Lead Independent Non-Executive Director of RamsayHealth Care Ltd, a Non-Executive Director of the Medical Indemnity Protection Society and of MIPS Insurance Ltd. He is also a member of the Advisory Board of AON Insurance. He is also a Practitioner Member of the Stockbrokers Association of Australia.



IRWIN ("DOC") KLOTZ

Chief Executive Officer and Managing Director since 27 March 2014

Mr 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 ASX200 company (ASX: FXL). He also has senior executive experience with Travel Services International, Hotels.com and Expedia, Inc. in the United States.



GARRY MCLENNAN, BBUS (UTS), FCPA, FAICD

Deputy Chief Executive Officer and Chief Financial Officer since 27 March 2014

Mr Garry McLennan has over 35 years of experience in financial services including five years as Chief Financial Officer at FlexiGroup, an ASX200 company (ASX: FXL).

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.

Garry currently serves on the Board Audit Committee of Intersect, a full-service eResearch support agency.

Introduction of the Board (cont.)



GAIL PEMBERTON, MA (UTS), FAICD

Independent Non-Executive Director since 26 March 2015

Ms Gail Pemberton has more than 30 years' experience in banking and wealth management, and is a specialist in technology and operations.

Prior to taking up a Non-Executive Director career, Gail was Chief Operating Officer, UK at BNP Paribas Securities Services and CEO and Managing Director, BNP Paribas Securities Services, Australia and New Zealand. She was previously Group CIO, and subsequently Financial Services Group COO at Macquarie Bank. Her current board roles include Chairman of OneVue Limited and SIRCA and Non-Executive Director of QIC, PayPal Australia and UXC.

Gail previously was Chairman of Onthehouse, and served on the board of Alleron Funds Management, Air Services Australia, the Sydney Opera House Trust and Harvey World Travel. She has also provided independent consulting services to the NSW Government Department of Premier and Cabinet on their Corporate and Shared Services reform program.



TREVOR ALLEN, BCOM (HONS), CA, FF, MAICD

Independent Non-Executive Director since 26 March 2015

Mr Trevor Allen has over 37 years of corporate and commercial experience, primarily as a corporate and financial adviser to Australian and international corporations.

Trevor is currently a Non-Executive Director of Peet Limited, Freedom Foods Group, Yowie Group Limited and Aon Superannuation Pty Ltd, the trustee of the Aon Master Trust. He is a Non-Executive Alternate Director, Company Secretary and Public Officer of Australian Fresh Milk Holdings Pty Limited and Fresh Dairy One Pty Limited. Until December 2013, he was a member of FINSIA's Corporate Finance Advisory Committee for 10 years.

Trevor was previously an Executive Director at SBC Warburg for 8 years, where he led corporate finance teams on major M&A advisory and capital markets assignments. 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

Mr Russell Shields has more than 35 years' experience in financial services, including six years as Chairman Queensland and Northern Territory for ANZ Bank. He is currently a Non-Executive Director of Aquis Entertainment Limited.

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.



GREG RUDDOCK, BCOM (UWA)

Non-Executive Director since 26 March 2015, Chairman to 26 March 2015

Mr Greg Ruddock is currently the Joint Chief Executive Officer of Ironbridge and co-leads investment and portfolio management activities. He has 16 years of private equity experience with Gresham Private Equity and Ironbridge.

Prior to joining Ironbridge, Greg spent seven years with Wesfarmers in mergers and acquisitions, five years with Kalamazoo Limited in various senior roles, and four years as a Director of Gresham Private Equity.

Introduction of Business Unit Leaders and Company Secretary



JEFF MCLEAN

Chief Operating Officer and Head of CarLoans.com.au

Mr Jeff McLean has over 15 years' experience in senior executive roles with significant experience in Credit, Collections, Operational Excellency including Best Call Centre and AON Hewitt Best Employer.

Prior to joining Eclix, Jeff's prior roles included Chief Operating Officer at FlexiGroup and Head of Operations at Credit Corp, both ASX 200 listed companies.



DENNIS KELLY

Managing Director, Fleet Australia

Mr Dennis Kelly has 40 years' experience in leasing, commercial asset financing and general banking including as Managing Director of FleetPartners New Zealand (a division of Eclix).

Prior to joining Eclix, Dennis held several senior executive roles including CEO of Geneva Finance Limited, Chief Operating Officer of Hanover Group and Managing Director of Hertz Fleetlease Limited.



PAUL VERHOEVEN

Managing Director, Fleet New Zealand

Mr Paul Verhoeven has 20 years' experience in asset finance and vehicle fleet leasing.

Prior to joining Eclix, Paul's roles included Head of Lending for UDC Finance (a subsidiary of ANZ) and European Risk Director for First Data, an international merchant acquirer.



ANTHONY ROBERTS

Head of Commercial Equipment Finance

Mr Anthony Roberts has over 20 years' experience in the Australian Asset & Equipment Finance industry, including over 4 years as General Manager, Vendor & Commercial Finance of FlexiGroup, an ASX 200 company (ASX: FXL).

Prior to his time at FlexiGroup, Anthony has held a number of senior positions with global finance companies including CIT, GE and Rabobank.



MATT SINNAMON

Group General Counsel and Company Secretary

Mr Matt Sinnamon joined Eclix following eight years with ING Bank Australia as Head of Legal, Compliance and Company Secretary.

Prior to his time with ING, Matt held various legal and accounting positions with Corrs Chambers Westgarth, Perpetual Limited and Pitcher Partners.

Matt is admitted to the Supreme Court of New South Wales and the High Court of Australia. He is a member of the Governance Institute of Australia, a Chartered Secretary and is entered on the Roll of Public Notaries.

Introduction of Senior Executives in Attendance



ALBERT HO

Chief Information Officer

- Albert Ho has over 30 years' experience in information technology with proven experience in real time online banking and trading systems in HSBC Group including five years with HSBC Insurance in Hong Kong and 25 years in senior management roles with HSBC Australia.



JASON MUHS

Head of Strategy

- Jason Muhs has over 15 years' experience in senior strategy roles for finance companies.
- Prior to joining Eclipx, Jason was Head of Strategy at FlexiGroup and Director of Strategy & Product at GE Money Mortgages.



EDWARD HO

Chief Risk Officer

- Edward Ho has 35 years' experience in senior executive and risk roles.
- Before joining Eclipx, Edward was Head of Internal Audit for HSBC's operations in Australia and New Zealand, and later as Director Risk Advisory and Internal Audit at The University of New South Wales, reporting to the audit and risk committees.



KAMA GHOSN

Head of Remuneration and Benefits

- Kama Ghosn has over 12 years' experience in reward and HR Operations across the financial services, agribusiness and engineering sectors
- Prior to joining Eclipx Kama managed Performance, Reward and HR Systems at GrainCorp



MELANIE FORBES

Senior HR Leader – Australia

- Melanie Forbes has over 12 years experience in HR.
- Prior to joining Eclipx, Mel was the lead HR & Change consultant on several M&A projects, including leading the acquisition and integration of Wesfarmers Insurance for IAG.



PAUL GARVEY

Group Treasurer

- 15+ years experience in senior leadership roles within financial services, banking and treasury sectors
- Prior roles include General Manager, Treasury and Financial Markets at ME Bank

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Chairman's Address

Realising the Eclipx Vision



SALES AND DISTRIBUTION

- Reinvigorated relationships and retained key customers
- Significant new customer wins in FY15 leading to \$450m+ in NBW over next 4 years



PRODUCT

- Launched extensive suite of car insurance products with:
 - » full end to end online and mobile origination and servicing
 - » roadside assist and Accident Management System
- LogbookMe enhancements delivered to increase value to corporates and tailored enhancements for governments



TECHNOLOGY

- Stage 1 of customer portal delivered FY15, catalyst for new account wins and significant business growth
- Lease platform rationalisation on track to deliver operating cost synergies in FY16-18



ACQUISITION SYNERGIES

- Achieved scale/synergy benefits from acquisitions
 - renegotiated supplier agreements/commercial terms
- Leveraged greater scale to lower transport and vehicle selling costs
- Optimised vehicle disposal channels which has improved profit per disposed vehicle



CUSTOMER

- Internally rewarding customer-centric behaviours
- Net Promoter Score increased by >30% to +29 in the last 6 months



ENVIRONMENT

- New \$50m CEFC facility will fund low carbon emitting vehicles at preferential rates for customers
- Reducing our carbon footprint by providing a financial incentive for customers to finance 'green vehicles'

FY15 Financial Highlights

CASH NPAT ¹	\$48.6 MILLION	33%	GROWTH PCP ²
NBW	\$841 MILLION	35%	GROWTH PCP ²
AUMOF	\$1,770 MILLION	12%	GROWTH PCP ²
OPERATING EARNINGS	20.2 CENTS PER SHARE		STRONG
DIVIDEND	6.5 CENTS PER SHARE		

1.CASHNPAT – Cash net profit after tax reflects net profit after tax adjusted for the after tax effect of the amortisation of intangible assets and material one-off adjustments or costs that do not reflect the ongoing operations of the business.

2.PCP – Prior Comparative Period

FY15 Highlights

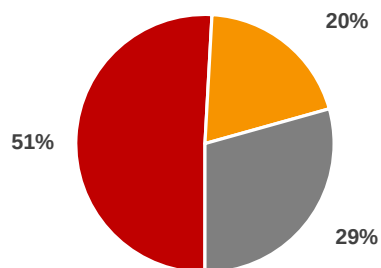
Highlights

- **Exceeding** our prospectus forecasts by delivering 33% growth in NPATA to \$48.6m in FY15
- **Re-establishing** ourselves as a **leading participant in the Australian fleet leasing market** by delivering 39% volume growth pcp, and building an enviable pipeline of new customer relationships that will continue to underpin growth in FY16 and beyond
- **The acquisition of Carloans.com.au** in October 2014, which enables us to establish ourselves as an innovative online consumer finance business
- **Launching the Commercial Equipment Finance business** in December 2014, which delivered \$44m in volume in FY15
- **Executing on a number of integration** and synergies opportunities associated with our FleetPlus and Carloans acquisitions
- **Establishing the Clean Energy Finance Corporation facility**, designed to promote the cost effective financing of lower emission vehicles
- **Successfully** listed on the ASX on 22 April 2015

Delivering on our growth promise

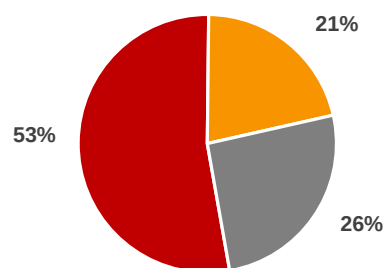
\$ million	New Business Writings ¹			Closing AUMOF ²			Net Operating Income ¹			NOI/Average AUMOF (%)		
	FY14 Actual	FY15 Actual	Growth pcp	FY14 Actual	FY15 Actual	Growth pcp	FY14 Actual	FY15 Actual	Growth pcp	FY14 Actual	FY15 Actual	Growth pcp
Australia Commercial	275	428 ↑	55%	852	920 ↑	8%	98.0	110.3 ↑	13%	11.1%	12.4% ↑	1.3%
New Zealand Commercial	137	166 ↑	22%	339	374 ↑	11%	35.3	34.8 ↓	(1%)	11.4%	9.8% ↓	(1.6%)
Australia Consumer	210	247 ↑	17%	387	475 ↑	23%	21.7	25.9 ↑	20%	5.9%	6.0% ↑	0.2%
Eclipx	622	841 ↑	35.2%	1,577	1,770 ↑	12.2%	155.0	171.0 ↑	10.3%	9.9%	10.2% ↑	0.3%

FY15 New Business Writings



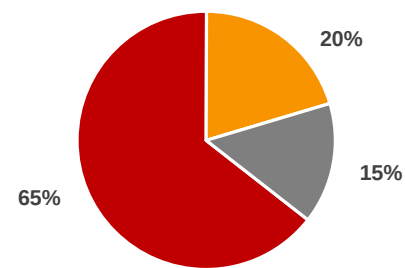
■ Australia Commercial

FY15 Average AUMOF



■ New Zealand Commercial

FY15 Net Operating Income



■ Australia Consumer

Eclipx has created a sustainable point of difference

By focusing on our customers, building & leveraging scale whilst establishing a broad range of funding optionality

Key Success Factors

- 1 Delivering innovative value based solutions to customers**
 - Scalable & flexible platform for growth
 - Technology investments improve customer satisfaction “NPS”
 - Telematics delivers superior value to customers (FBT & fuel tax credits savings, tax compliant logbooks and driver safety)
- 2 Increased scale to enhance operating efficiencies and improved competitiveness**
 - Growth diversity – Access to multiple markets, industries and customers
 - Scale benefits throughout the supply chain
 - Improved operating efficiencies
- 3 Diverse, Stable and Scalable Funding Platform**
 - Committed facilities provide certainty and headroom for growth
 - Recurring revenue generated throughout the life of a lease. Increases cash-flow and earnings certainty & reduces volatility
 - Access to diverse funding options provides a clear point of difference

Increased distribution through alliances complement organic growth initiatives

Establishing new distribution channels to support market share growth

Distribution Alliances

New alliances diversify distribution and increase footprint

- Established a co-branded partnership which enables us to offer vehicle operating leases to commercial clients of a major trading bank in Australia and New Zealand
- Launched an online solution with selective car dealerships including Ford offering vehicle operating leases to commercial customers in NZ
- Expanding the carloans.com.au distribution model to exclusively provide vehicle loans to the retail customers of one of our vehicle auction partners

Integration Update

Eclipx integration synergies remain on track

Leverage Scale

Product consolidation & supply chain optimisation - Largely complete

- Re-negotiation of key supplier agreements (transport, re-marketing, fuel, vehicle servicing and procurement)
- Consolidation of insurance providers, with an enhanced insurance product suite
- Leverage FBT & telematics expertise throughout the group

Synergy
Realisation



Create Increased funding optionality

Funding integration delivers certainty & capital efficient growth – In progress

- Diverse funding options for all Eclipx products and businesses, covering balance sheet (through SPV's), securitisation capability, Low Emission Vehicle financing and principal and agency agreements with up to 18 funding partners (Government, banks & financial institutions)
- Provides Eclipx with market leading range of funding options
- Strategy is for each product and business to have warehouse, clean energy financing and P&A funding optionality



Realise Operational Efficiencies

Back office consolidation has commenced, benefits to be realised in FY16/FY17/ FY18

- Platform unification has commenced, with NZ upgrade due to complete by June 2016
- FleetPartners Australia and FleetPlus scheduled for 2017 and early 2018
- Further consolidation to take place progressively in FY16/FY17 and FY18



■ Realised
□ Unrealised

Funding update

Now well positioned to leverage multiple funding options to enhance overall returns & capital efficiency

Funding Diversity

Eclipx has the most diversified sources of funding and capital in the fleet leasing and management sector

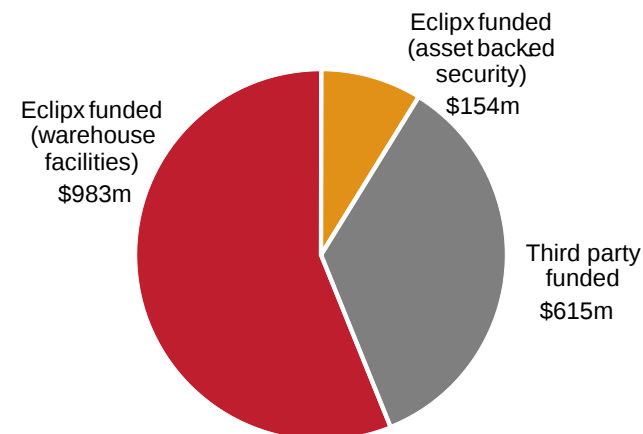
- Eclipx has extensive sources of funding including warehouse facilities, a long-standing asset-backed securitisation program, clean energy vehicle financing and principal and agency arrangements with a total of 18 funding partners and debt investors
- New funding initiatives:
 - Establishment of the \$50m CEFC initiative for the financing of lower emission vehicles
 - Establishment of new facilities for the financing of Commercial Equipment
 - Extension of our Consumer funding facility to cater for a broader range of products (novated leases, finance leases and carloans)

Certainty

Committed funding facilities provide certainty & significant headroom for growth

- Warehouse facilities rated by Moody's, provides greater transparency to financiers and investors
- Significant committed funding headroom for growth (\$275m) provides certainty
- Fully matched financing of short-term lease receivables (typically less than 4 years) is attractive to banks and investors
- No bullet repayments on warehouse funding; financiers are repaid in line with repayments from customers
- Sale of securitised notes undertaken to diversify investors and create pricing tension – not required for liquidity as Eclipx has financiers at all levels in its warehouse funding structures
- Eclipx funding costs remains consistent with FY15

Funding as at 30 Sep 2015 ^{1&2}



Outlook¹

Market remains competitive with Eclipx continuing to outperform

Customer Growth

Double digit growth in AUMOF expected in FY16

- Growth across all segments
- High quality corporates and government sector represent further opportunities
- Funding diversity supports Eclipx growth forecasts
- Continue focus on distribution partnerships

Profitability

Targeting NPATA growth of 7-10% in FY16

- Enhanced scale continues to deliver supply chain improvements
- Technology initiatives expected to deliver improvements to cost to income ratio
- Stability in used vehicle market expected to continue, with minimal to no impact anticipated from proposed regulatory changes to new car importation
- ECX cost of funding in FY16 expected to remain consistent with FY15



eclipx
GROUP