SG Fleet Group

Integrated Mobility

14 February 2023

1H23 Results Investor Presentation

sgfleet

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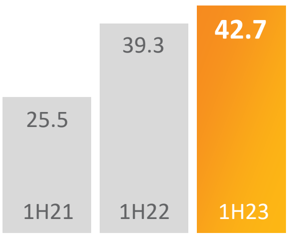
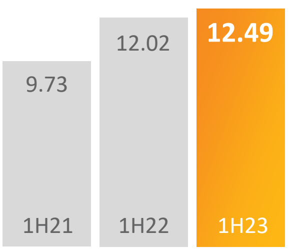
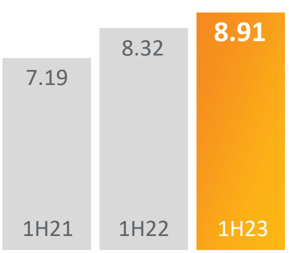
Overview



NPAT
Underlying
(million)



EPS
Underlying
(cents)



DIVIDEND
(cents)

- Continued strong business expansion and order flow
- Novated enquiry levels reach new high
- No improvement in supply of high-volume vehicles – used vehicle values holding near record levels
- Order pipelines growing further – building future revenue streams
- Strategic and product innovation approach vindicated by demand evolution
- Elevated EV enquiry levels – delivery impact yet to come
- Focus on extraction of LeasePlan integration benefits

Delivering continued growth in challenging environment

Operational Review
Australia Corporate

Environment

- Operational and competitive environment largely unchanged
- Delivery timeframes stabilising, with no real improvement expected in near future – order pipeline grows further
- New business opportunities continue to arise at healthy rate

Business Activity

- New business development success maintained
  - Expertise and advanced technology offering are key differentiators
  - Further tenders in evaluation stage
  - Structured focus on sale & leaseback opportunities given vehicle scarcity
- Commercial segment orders strong
- Growing interest in add-on services: Inspect365, telematics, *bookingintelligence*, DingGo

Maintaining order book progress despite delivery challenges

Operational Review
Australia Novated

Business Activity

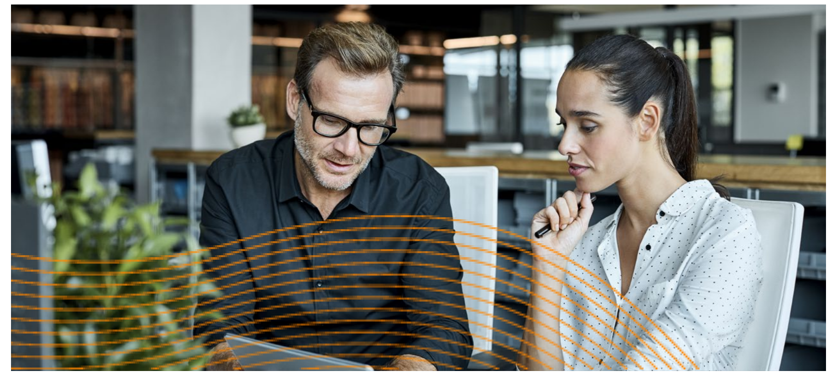
- Increased opportunities at employer and driver level
- Optimised and integrated lead generation approach drives higher enquiry levels
    - Personalised driver targeting
    - Improved customer engagement
    - Enhanced digital communications
- Low-emission vehicle FBT exemption resulting in sharp uptick in EV quote requests
- Supply shortages lead to further growth in order pipeline
- LeasePlan customers continue to respond well to introduction of additional products

Enquiry levels at new high

Operational Review
New Zealand

Environment

- Improved economic growth outlook drives continued investment
- Corporate and government tender activity remains strong
- Low emission vehicles now significant proportion of corporate tenders and private registrations
- Isolated aggressive pricing tactics in market
- Supply remains tight – used vehicle values holding up

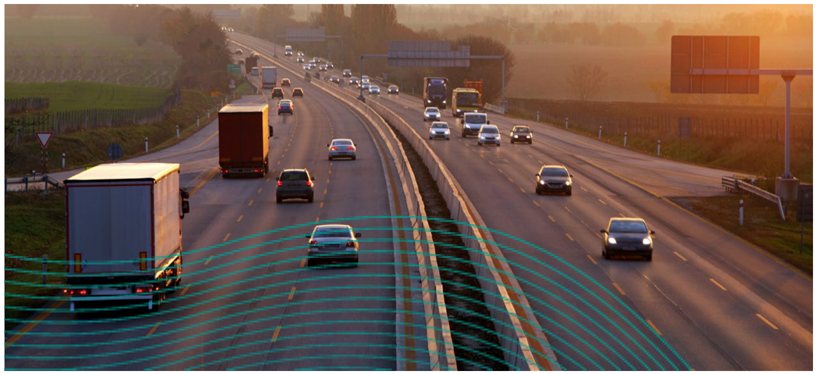


Business Activity

- Focus on customer retention in competitive market – price discipline maintained
- Broader sustainability agendas driving interest in mobility and EV solutions
- eStart / eManage demand from private and public sector
- Product roll-out to LeasePlan customers continues to be well-received

Strengthening market position and enhanced product penetration

Operational Review
United Kingdom



Environment

- More positive economic environment towards period-end supporting corporate and consumer interest
- EV demand continues to grow
  - Driven by corporate sustainability / efficiency agendas and consumer tax incentives
- Supply remains patchy
- Used vehicle values holding near record levels

Business Activity

- Customer focus shifting to longer-term mobility planning
  - Favours SG Fleet’s integrated / multi-modal offering
  - Partnership approach drives move from panel to sole supply arrangement
- Novalease interest rebounds in line with improved consumer sentiment
- New opportunities across Corporate and Consumer to come to fruition in second half

Targeting further improvement in second half

Supply, Order Pipeline, and Used Vehicle Values

Supply environment largely unchanged

- High-volume marques and models particularly affected
- Early COVID production drop creates shortage of 3-year old vehicles, supporting used vehicle values further
- Components / aftermarket equipment again affected
- Selective pre-ordering strategy

Continued growth of order pipeline

- Combined Tool-of-Trade / Novated pipeline up 22% on pcp to 4 to 5-times pre-COVID levels
- Reflects:
    - Strong new order flows booked in recent periods
    - Lengthening time-to-delivery

Re-marketing values and activity levels stable

- Extensions remain elevated – re-marketing supply limited
- Values stable at ca. 90% of top levels after volatility early in period

Outlook

- Supply normalisation and used vehicle adjustment period to extend out further

Strong new order flow pushes pipeline up further

Financial Results

Financial Summary

A$m	1H2023	1H2022	Variance
Revenue	526.7	433.4	21.5%
Cost of Revenue	(348.3)	(279.6)	(24.6%)
Net Revenue	178.4	153.8	16.0%
Operating Expenses	(95.8)	(80.0)	(19.7%)
Operating EBITDA	82.7	73.8	12.1%
Depreciation and amortisation expense	(14.7)	(11.9)	(23.5%)
Operating Income	67.9	61.9	9.9%
Interest on Corporate Debt	(7.8)	(5.8)	(34.1%)
Underlying Net Profit Before Income Tax	60.1	56.0	7.3%
Tax	(17.4)	(16.7)	(4.1%)
Underlying Net Profit After Tax	42.7	39.3	8.7%
One Off - Acquisition Costs	-	(8.1)	100.0%
One Off - Integration Costs	(0.8)	(1.5)	48.4%
Reported Net Profit After Tax	41.9	29.7	41.1%
Amortisation of Intangibles	4.9	4.0	22.4%
NPATA	46.9	33.7	39.0%
Underlying NPATA	47.7	43.3	10.0%
Underlying EPS (cents)	12.49	12.02	3.9%
Reported EPS (cents)	12.27	9.09	34.9%
Cash EPS (cents)	13.71	10.33	32.7%

57% (55% pcp)
of revenue recurring

10% (15% pcp)
on lease activation

33% (30% pcp)
on lease termination

Highlights

Revenue growth driven by new vehicle delivery volumes, together with higher volumes of end of lease disposals

Used vehicle market remains exceptionally strong, albeit off previous peak

Opex adversely impacted by labour market conditions and ongoing technology investments

Pcp result includes 4 months of LeasePlan

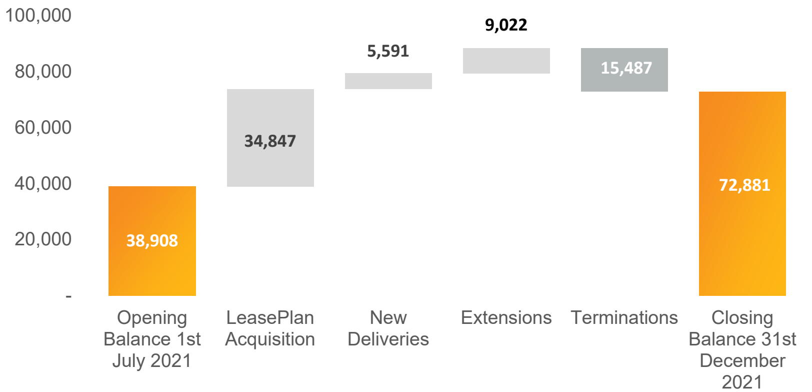
1: Underlying Net Profit After Tax = Net Profit After Tax before significant non-recurring items
2: Reported NPATA = Net Profit After Tax excluding amortisation of intangibles arising from acquisitions on an after tax basis

Funded Fleet Movement & Pipeline – Corporate

1H2022

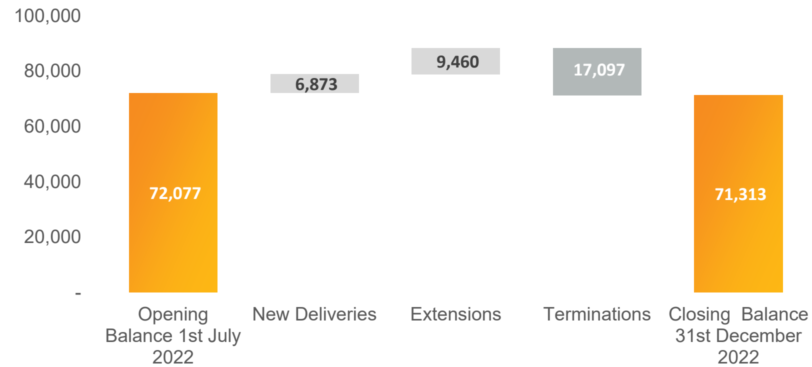
22.9% increase in new deliveries

Corporate Funded Fleet



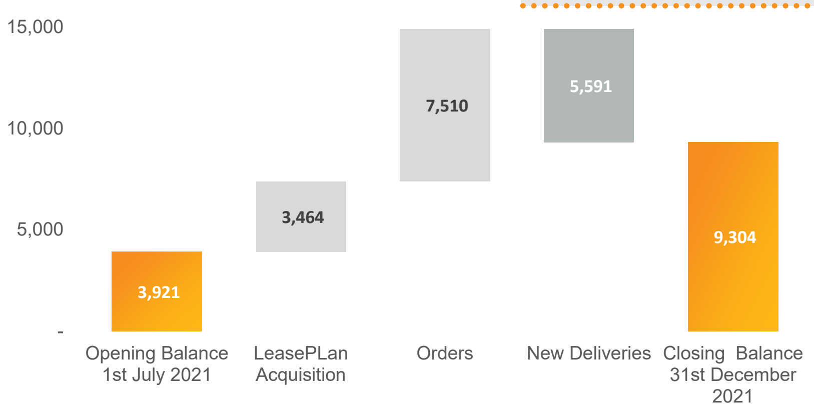
1H2023

Corporate Funded Fleet

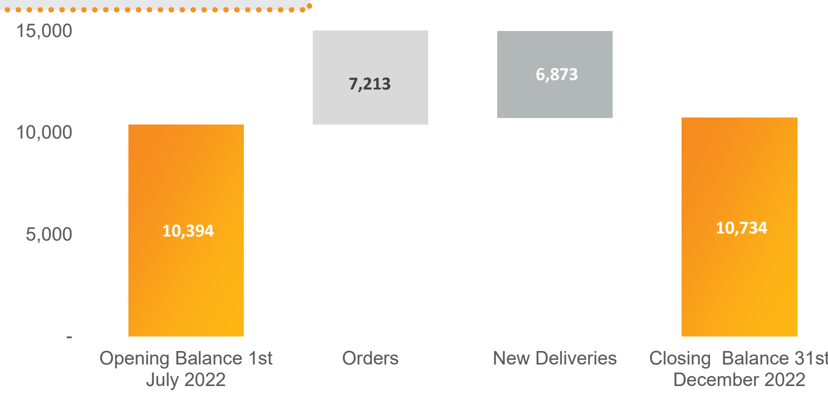


15.4% increase in Corporate Pipeline

Corporate Funded Pipeline



Corporate Funded Pipeline



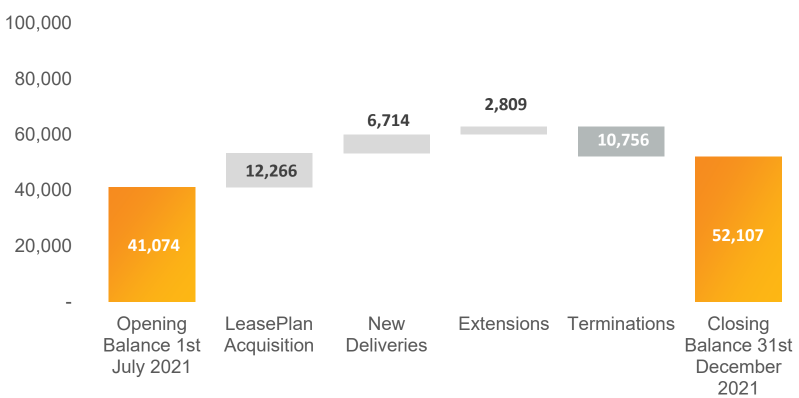
Funded Fleet Movement & Pipeline – Novated

1H2022

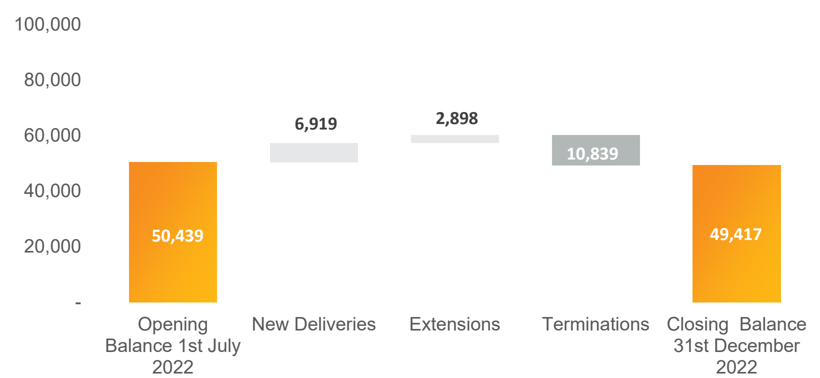
1H2023

3.1% growth in new deliveries

Novated Funded Fleet

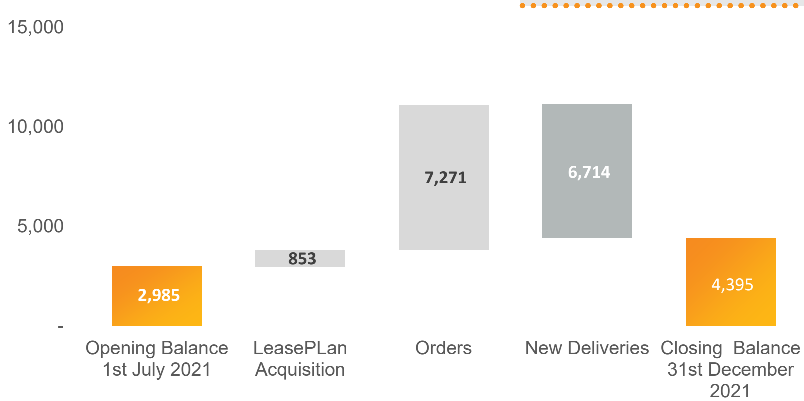


Novated Funded Fleet

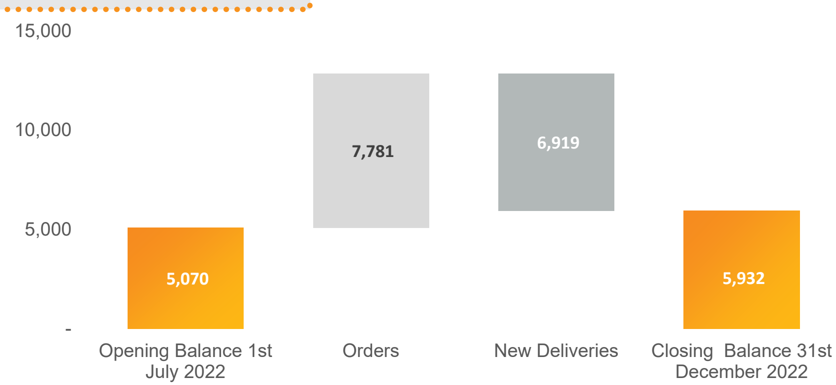


35.0% increase in Novated Pipeline

Novated Funded Pipeline

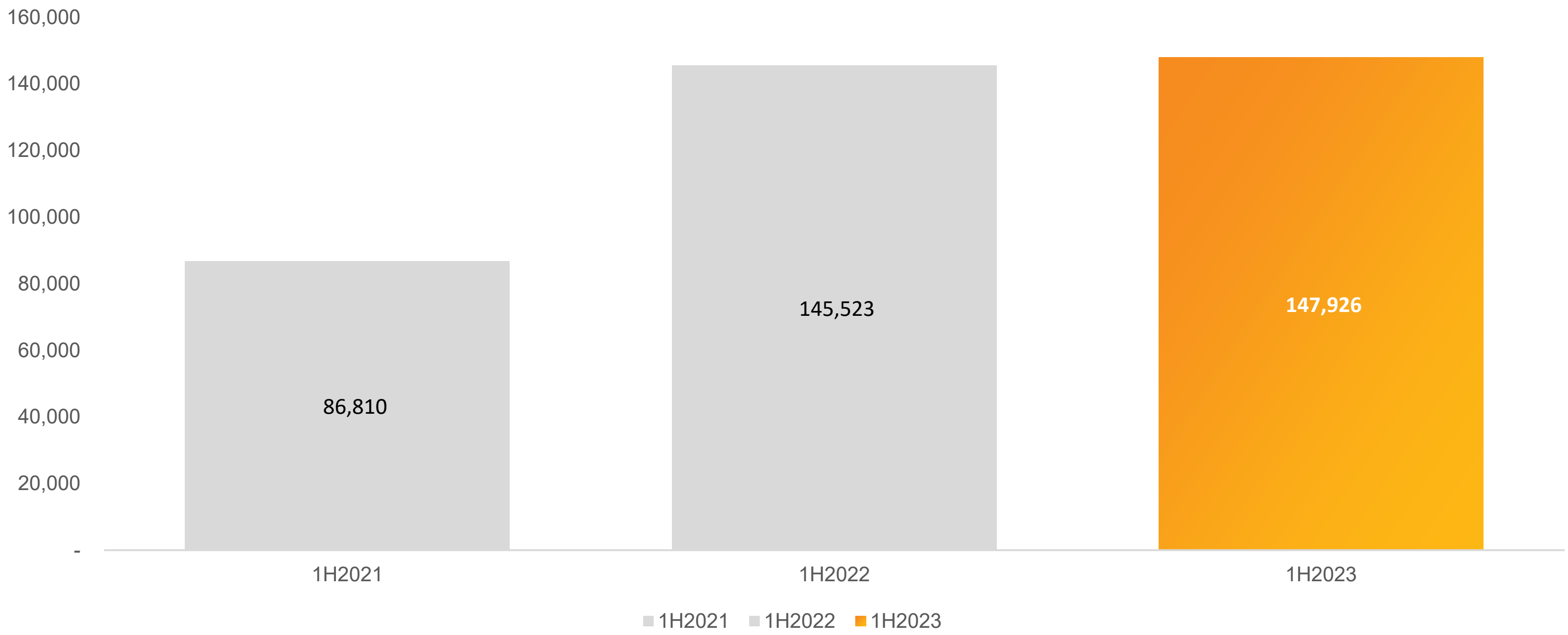


Novated Funded Pipeline



Lite Fleet

Lite Fleet – Vehicles where funding is not provided. SG Fleet may provide only one, or any number of the following services for these vehicles - Vehicle acquisition & Disposal services, Maintenance Management, Registration Management, Fuel Cards and Toll Management. The Lite Fleet product is offered for the following reasons – As an initial entry point to a customer; potential opportunity to convert to funded; a method of immediately dislodging an incumbent competitor; as a way of gaining experience in a new asset class prior to underwriting asset risk; to create customer entanglement.

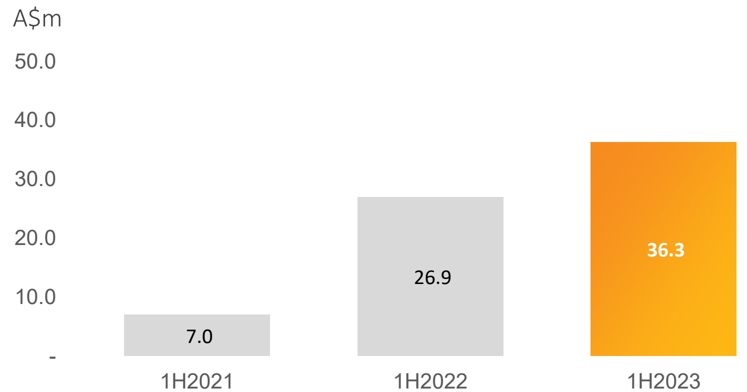


1.7% growth in the Lite Fleet

Net Rental & Finance Income

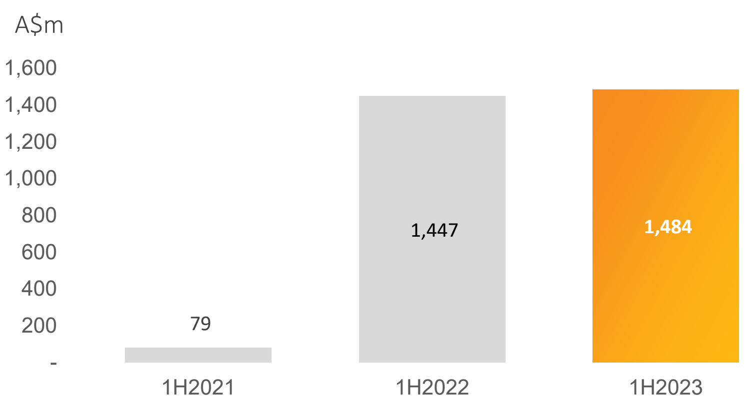
Rental & Finance Income is primarily earned in respect of on balance sheet funded operating and finance leases. It also includes income generated by short-term rental vehicles, subscription vehicles and certain principal & agency ("P&A") funded vehicles in inertia. The costs of sale related to this income stream are operating lease depreciation, direct interest and short-term hire costs. This is an annuity income stream and its primary driver is the size of the on balance sheet lease portfolio assets.

Net Rental & Finance Income

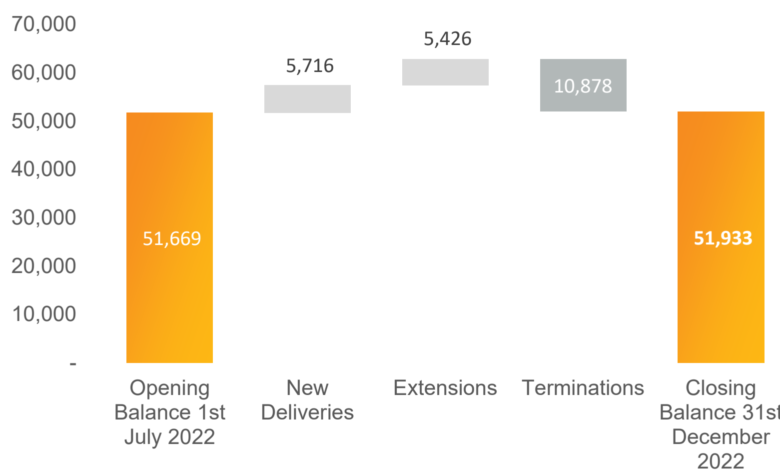


34.6% growth driven by higher on-balance sheet fleet and growth in vehicles in inertia driven by new vehicle supply constraints

Lease Motor Vehicle Assets and Lease Receivables



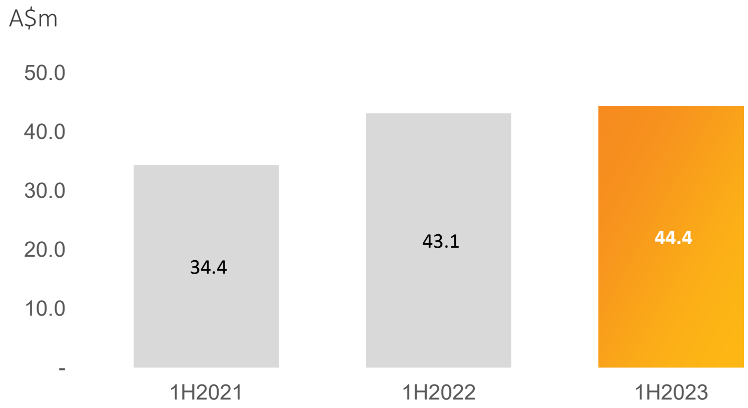
On-Balance Sheet Funded Fleet



Net Mobility Services Revenue

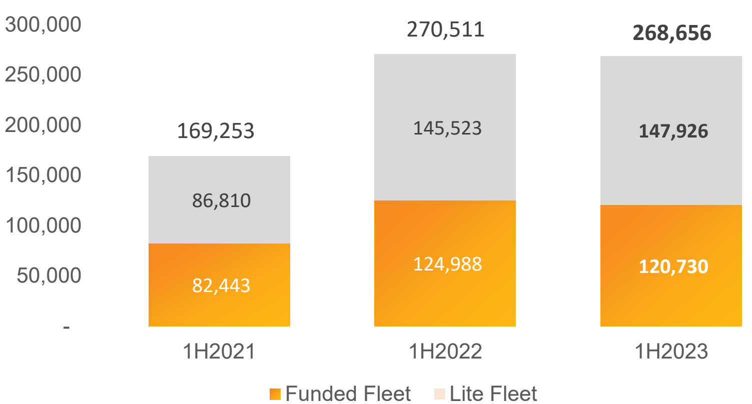
Mobility Services Income includes the products and services required to keep a vehicle on the road in a safe and compliant manner. This revenue category includes income from registering and insuring the vehicle, providing assistance in the event of a break-down or accident, telematics and safety inspections. It also includes income from car-share bookings. This is an annuity income stream driven by the total fleet size and utilisation.

Net Mobility Services Revenue



3.0% growth in Net Mobility Services Revenue despite slight reduction in total fleet size

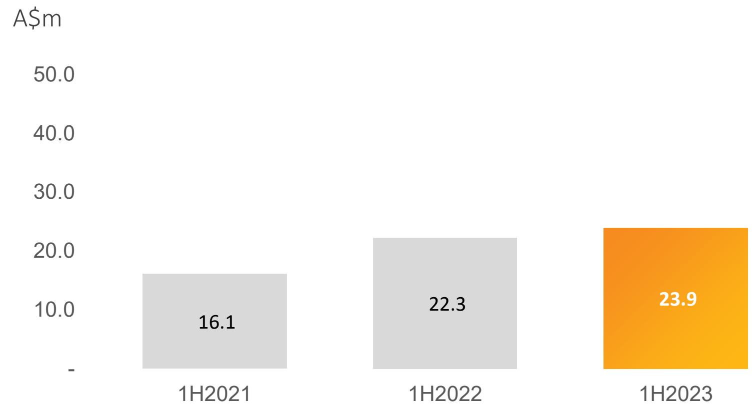
Total Fleet



Net Additional Products & Services Revenue

Additional Products and Services revenue is generated by products that are not typically related to keeping the vehicle on the road and mobile. This revenue category includes products such as accessories, redundancy protection, TradeAdvantage and rebates. This income stream is largely transactional in nature and its key driver is the volume of new funded deliveries, coupled with penetration rates.

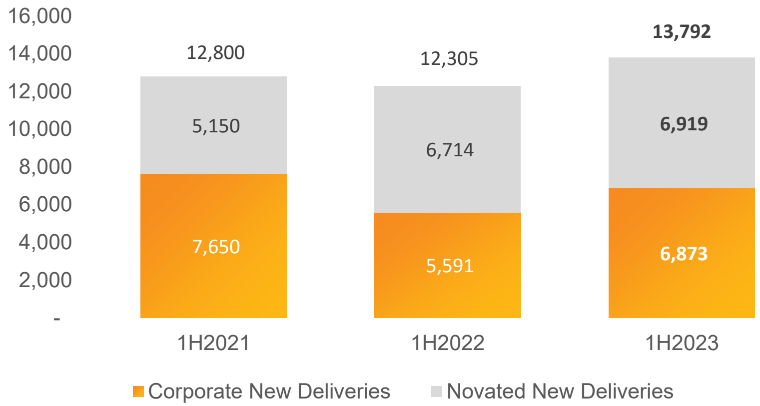
Net Additional Products & Services Revenue



7.6% growth as a result of 12.1% increase in new funded deliveries

Accessory sales impacted by stock availability

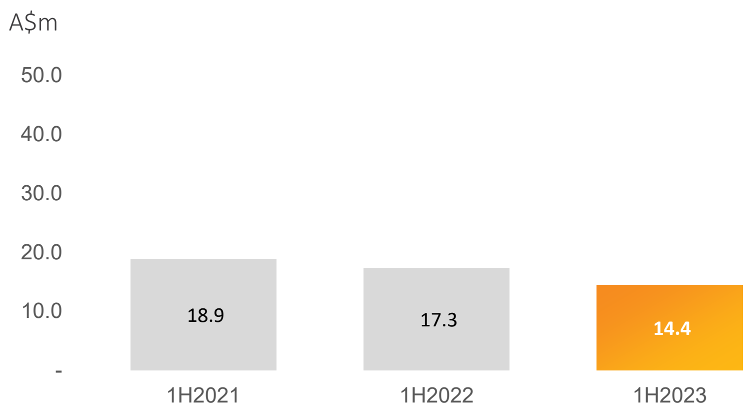
New Funded Deliveries



Finance Commission

Finance Commission is the income earned on leased vehicles funded off balance sheet. This income stream is largely transactional in nature, has no direct costs, and the primary driver is the volume of P&A-funded deliveries.

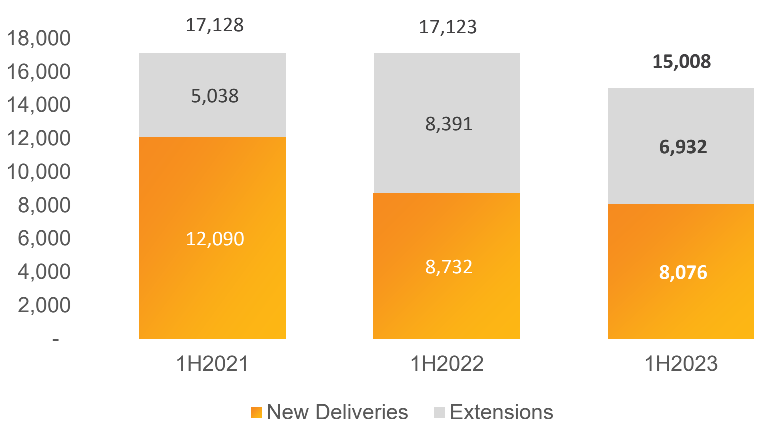
Finance Commission



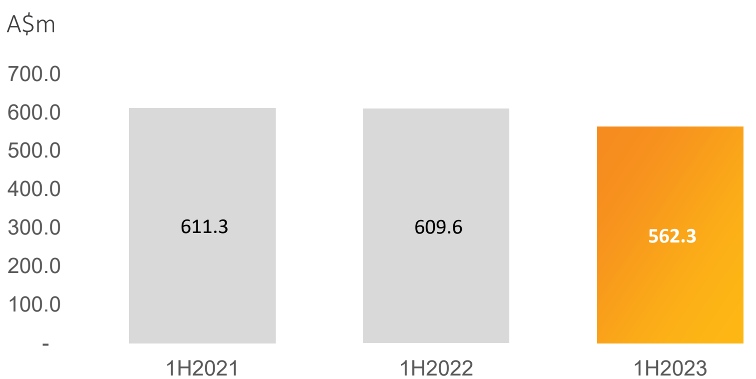
16.9% reduction driven by a reduction in P&A funded new deliveries and extensions

ANZ margins stable, UK margins impacted by spike in swap rates at beginning of second quarter

P&A Funded New Deliveries + Extensions



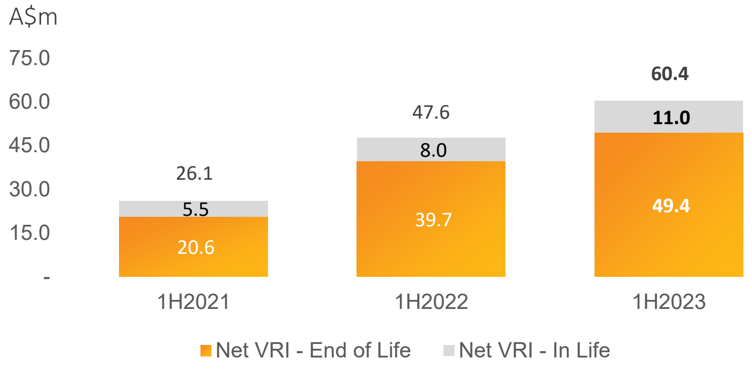
P&A Funded Originations



Net Vehicle Risk Income

Vehicle Risk Income ("VRI") is the income earned as a result of underwriting a long-term risk position on a vehicle at lease commencement, the ultimate financial outcome of which will depend on circumstances and market conditions that occur over the life of each vehicle. VRI is made up of an End of Lease Component (profits earned from underwriting Residual Value risk) and an In-Life Component (profits earned from underwriting maintenance and other running costs). VRI - End of Lease is largely transactional in nature and its primary driver is the volume of Operating Lease Disposals. VRI – In-Life is a combination of annuity and transactional income and is driven by the number of open-contract vehicles and vehicles with underwritten maintenance risk positions.

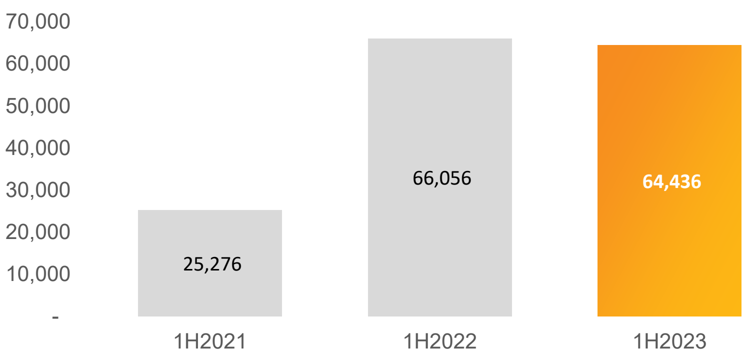
Net Vehicle Risk Income



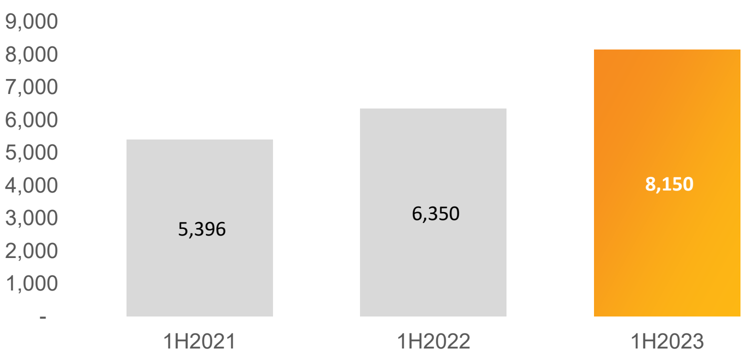
24.5% growth in End of Lease Vehicle Risk Income driven by 28.3% growth in operating lease disposals

Growth in In Life Vehicle Risk Income driven by improved margins as a result of lower fleet utilisation

VRI – In Life Fleet

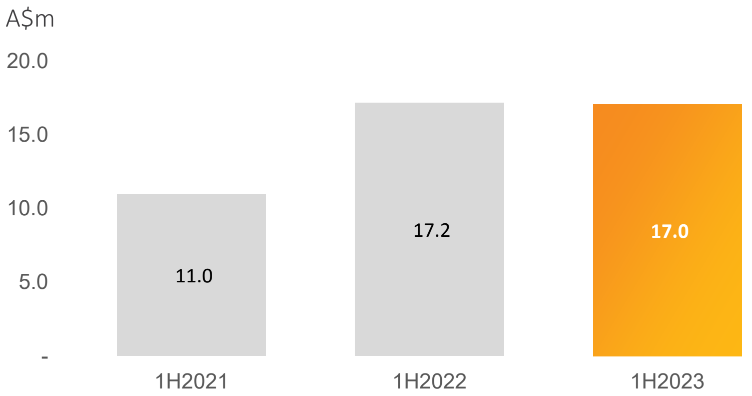


Operating Lease Disposals



Fleet & Credit Provisions

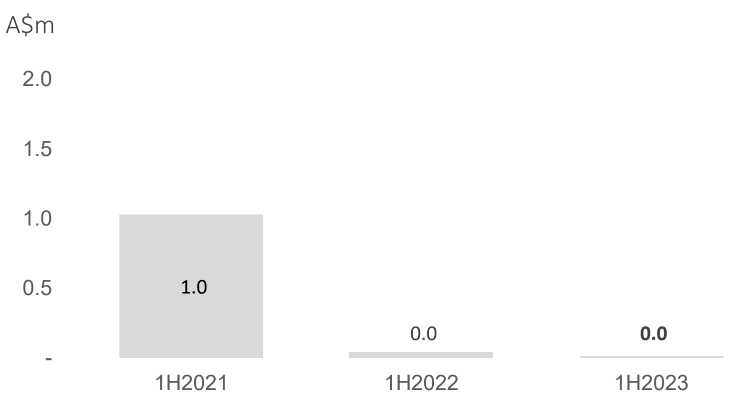
Residual Value Provision & Impairment



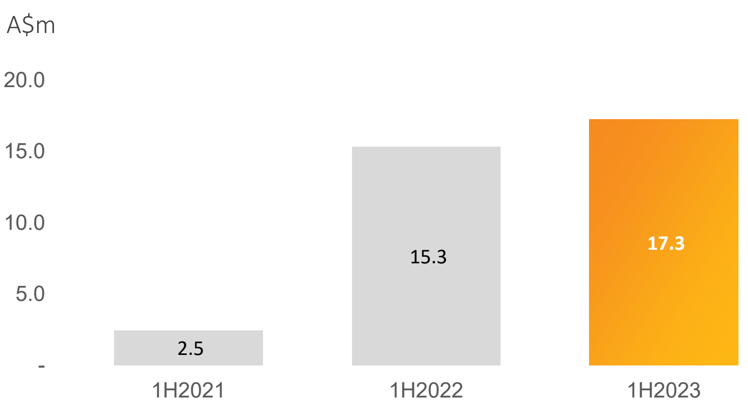
1H23 P&L impact of movements in provisions:

- RV Provision and Asset Impairment - $88k Cr.
- Inventory Impairment - Nil
- ECL - $1,740k Dr.

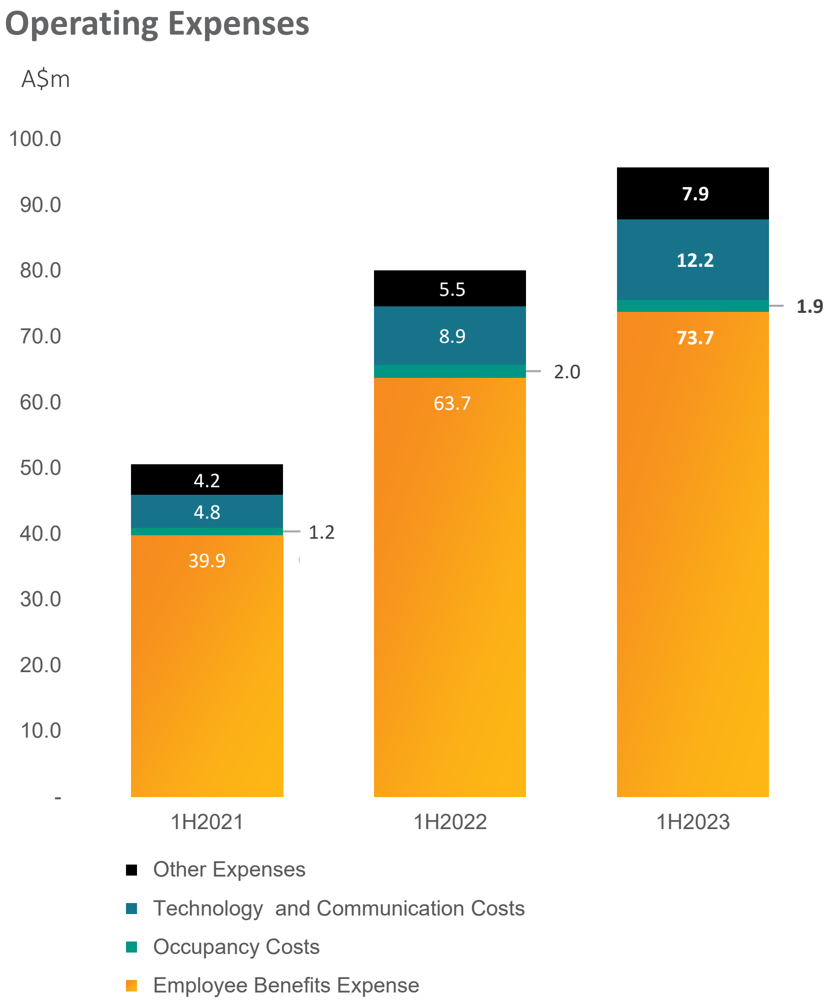
Inventory Impairment



Expected Credit Loss Provision



Operating Expenses



Employee Benefit Expense

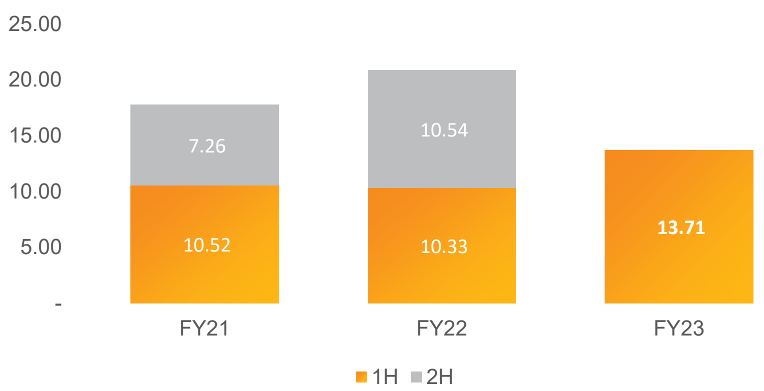
- Increasing headcount from LeasePlan acquisition
- Labour market conditions and record levels of staff turnover causing material wage cost pressure

Technology & Communication Costs

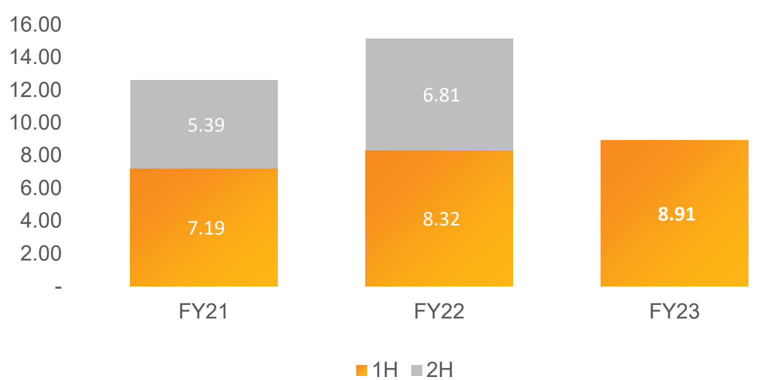
- Continued investment in platforms and infrastructure
- SaaS projects expensed
- Increased spending on infosec and cyber risk initiatives

Earnings Per Share & Dividend

Cash EPS[1] (cents)



Dividend per Share (cents)



EPS Reconciliation

	Profit (millions)	Shares (millions)	EPS (cents)
Underlying Net Profit After Tax / Underlying EPS	42.7	342.0	12.49
One Off - Integration Costs	(0.8)	342.0	(0.23)
Net Profit After Tax / Reported EPS	41.9	342.0	12.27
Amortisation of Intangibles	4.9	342.0	1.45
NPATA / Cash EPS	46.9	342.0	13.71

Interim dividend of 8.91cps fully franked

7.1% increase in FY23 interim dividend vs. pcp

65% payout ratio to Cash EPS

1: Cash EPS = Reported Net Profit After tax excluding amortisation of intangibles arising from acquisitions on an after tax basis divided by weighted average shares.

Detailed P&L

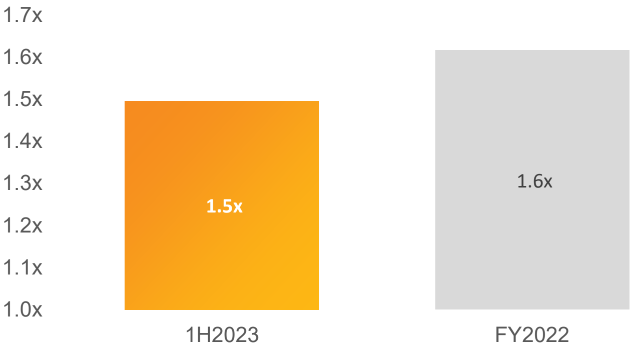
A$m	1H2023	1H2022	Variance
Rental & Finance Income	165.4	121.6	36.0%
Mobility Services Income	53.9	52.5	2.6%
Additional Product and Services	47.9	42.5	12.7%
Finance Commission	14.4	17.3	(16.9%)
Vehicle Risk Income	237.5	197.0	20.6%
Other income	7.5	2.3	221.5%
Total Revenue	526.7	433.4	21.5%
Rental & Finance Cost of Sale	(129.2)	(94.7)	(36.4%)
Mobility Services Cost of Sale	(9.4)	(9.4)	(0.6%)
Additional Products Cost of Sale	(24.0)	(20.3)	(18.4%)
Vehicle Risk Cost of Sale	(177.2)	(149.4)	(18.6%)
Other Direct Costs	(8.5)	(5.8)	(45.6%)
Cost of Revenue	(348.3)	(279.6)	(24.6%)
Net Revenue	178.4	153.8	16.0%
Employee Benefits Expense	(73.7)	(63.7)	(15.7%)
Occupancy Costs	(1.9)	(2.0)	3.2%
Technology and Communication Costs	(12.2)	(8.9)	(37.9%)
Other Expenses	(7.9)	(5.5)	(44.6%)
Total Operating Expenses	(95.8)	(80.0)	(19.7%)
Operating EBITDA	82.7	73.8	12.1%
Depreciation and amortisation expense	(14.7)	(11.9)	(23.5%)
Operating Income	67.9	61.9	9.9%
Interest on Corporate Debt	(7.8)	(5.8)	(34.1%)
Underlying Net Profit Before Income Tax	60.1	56.0	7.3%
Tax	(17.4)	(16.7)	(4.1%)
Underlying Net Profit After Tax	42.7	39.3	8.7%
Acquisition Costs	-	(8.1)	100.0%
Integration Costs	(0.8)	(1.5)	48.4%
Reported Net Profit After Tax	41.9	29.7	41.1%
Amortisation of Acquired Intangibles	4.9	4.0	22.4%
NPATA	46.9	33.8	39.0%
Underlying NPATA	47.7	43.3	10.0%

1: Underlying Net Profit After Tax = Net Profit After Tax before significant non-recurring items.
2: Underlying NPATA = Net Profit After Tax before significant non-recurring items incurred during the reported period and excluding amortisation of intangibles arising from acquisitions on an after tax basis.

Financial Position

A$m	Dec-22	Jun-2022	Variance
Cash and cash equivalents	68.1	61.6	10.6%
Restricted Cash	170.6	168.8	1.1%
Trade and other receivables	222.7	193.4	15.1%
Inventories	26.8	48.5	(44.7%)
Lease motor vehicle assets & receivables	1,484.1	1,417.8	4.7%
Derivative financial instruments – Assets	44.1	44.1	-
Property, plant and equipment	32.6	36.3	(10.1%)
Intangibles	626.2	631.0	(0.8%)
Investment in other companies	8.4	6.6	27.4%
Income tax refund	57.3	5.7	909.8%
Total Assets	**2,740.9**	**2,613.7**	**4.9%**
Trade and other payables	(221.1)	(199.6)	(10.7%)
Derivative financial instruments - Liabilities	(0.2)	(0.7)	69.5%
Employee benefits	(23.9)	(22.8)	(4.9%)
Provisions	(25.7)	(23.4)	(9.5%)
Corporate Borrowings	(295.0)	(292.4)	(0.9%)
Right of Use Borrowings	(23.7)	(27.3)	13.3%
Lease Portfolio Borrowings	(1,254.2)	(1,199.3)	(4.6%)
Vehicle maintenance funds	(169.5)	(190.8)	11.2%
Deferred income	(69.3)	(62.3)	(11.2%)
Deferred tax – Liabilities	(86.0)	(44.7)	(92.5%)
Total Liabilities	**(2,168.5)**	**(2,063.3)**	**(5.1%)**
Net Assets	**572.4**	**550.4**	**4.0%**
Issued capital	(506.0)	(506.0)	-
Reserves	86.7	90.1	3.7%
Retained profits	(153.2)	(134.5)	(13.9%)
Total Equity	**(572.4)**	**(550.4)**	**(4.0%)**

Corporate Leverage*



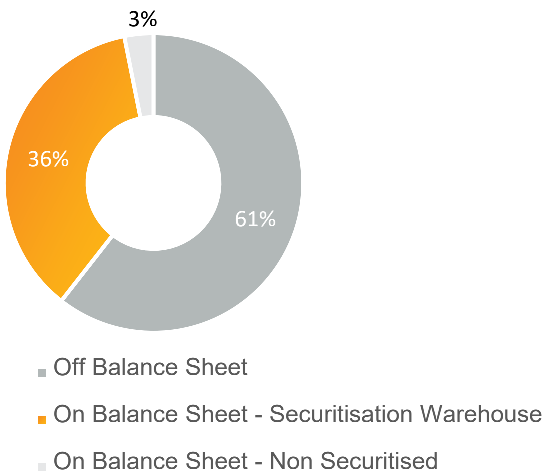
Strong balance sheet – Corporate Leverage of 1.5x

Tax refund triggered by Temporary Full Expensing measures announced in the 2020 / 2021 Budget

* Corporate Leverage = (Corporate Borrowings less Cash & Cash Equivalents excl. Restricted Cash) / LTM Operating EBITDA

Funding

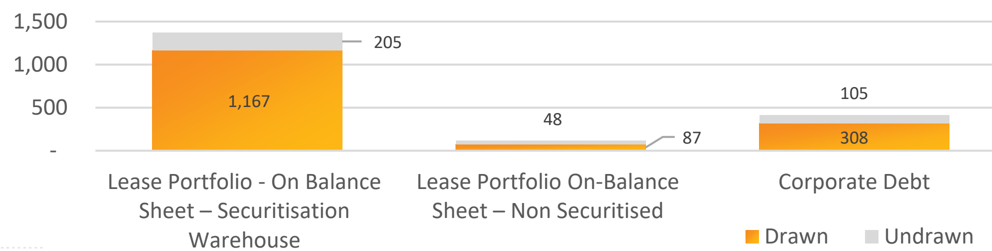
Lease Portfolio Composition



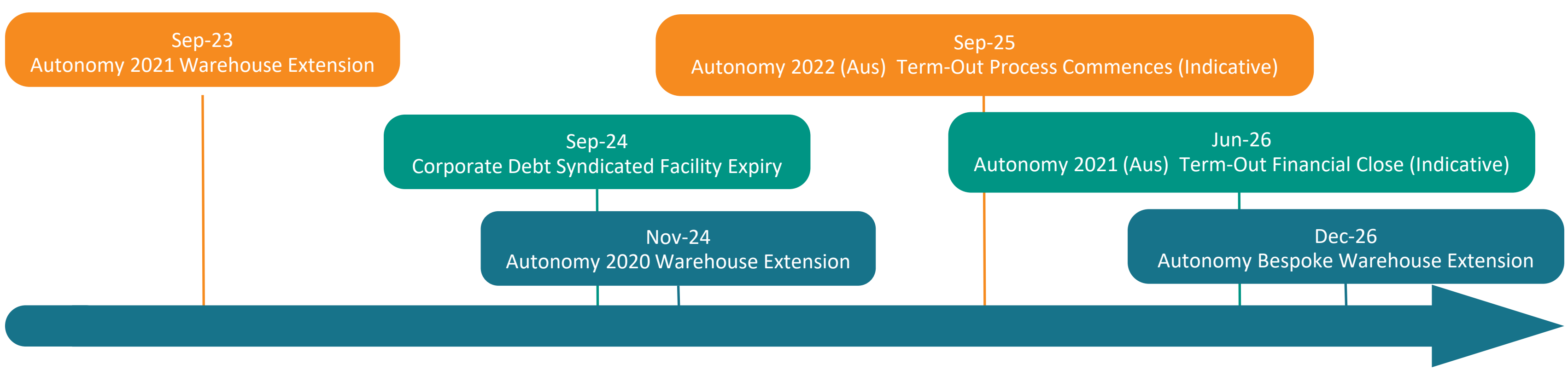
Base Rate Exposure

	Lease Portfolio On Balance Sheet - Securitisation Warehouse	Lease Portfolio On Balance Sheet - Non-Securitised	Corporate Debt
Base Rate Movement Exposure	$1,167.0 m	$87.2 m	$307.5 m
Percentage Fixed Rate / Hedged	100%	82.8%	80.4%

Facility Capacity



Treasury Timeline



Lease Portfolio Interest Rate / Margin Exposure Heat Map

			Lease Portfolio - Off Balance Sheet (ANZ / UK)	Lease Portfolio - On Balance Sheet – Securitisation Warehouse (ANZ Only)	Lease Portfolio On-Balance Sheet – Non Securitised (ANZ / UK)
Movements between vehicle quote and delivery	Base Rate Movements	ANZ	The majority of leases are re-priced at vehicle delivery to reflect the base rate of the day which removes any base rate risk	The majority of leases are re-quoted at vehicle delivery to reflect the base rate of the day which removes any base rate risk	The majority of leases are re-quoted at vehicle delivery to reflect the base rate of the day which removes any base rate risk
		UK	In the UK it is not market practice to re-price at vehicle delivery to reflect the base rate of the day. We therefore carry base rate risk between quote and vehicle delivery	N/A	In the UK it is not market practice to re-quote at vehicle delivery to reflect the base rate of the day. We therefore carry base rate risk between quote and vehicle delivery
	Financier Margin Movements	ANZ	For the majority of leases, any movements in financier margins before vehicle delivery are passed on to the customer at delivery.	For the majority of leases, any movements in financier margins before delivery are passed on to the customer at delivery.	Line of credit – financier margins are held from the date of quote until the lease expiry date
		UK	In the UK, movements in financier margins before vehicle delivery are not always passed on to the customer	N/A	Movements in financier margins before vehicle delivery are not always passed on to the customer
Movements post vehicle delivery (i.e. in life)	Base Rate Movements	ANZ	Base rate movements post vehicle delivery are borne by the underlying financier	We pre-hedge on a weekly basis using interest rate swaps based on the projected delivery volumes for the following week	Leases funded via Line of Credit are hedged using interest rate swaps
		UK	Base rate movements post vehicle delivery are borne by the underlying financier	N/A	Non-Securitised On-Balance Sheet borrowings are fixed rate facilities
	Financier Margin Movements	ANZ	Financier margins are fixed from the time of delivery until the lease expiry date	Financier Margins are fixed for the duration of the warehouse facility (2 Years). At the point of facility extension the warehouse can be re-priced, impacting the back-book.	Line of credit – financier margins are held from the date of quote until the lease expiry date
		UK	Financier margins are fixed from the time of delivery until the lease expiry date	N/A	Line of credit – financier margins are held from the date of quote until the lease expiry date Back-to-back facilities – financier margins are fixed for the term of each lease

Cash Flow

A$m	Dec-22	Dec-21	Variance
Cash flows from operating activities			
Receipts from customers (inclusive of GST)	563.2	511.8	10.0%
Payments to suppliers and employees (inclusive of GST)	(354.9)	(354.7)	0.1%
Cash generation from operations before investment in lease portfolio	208.3	157.1	32.5%
Acquisition of operating and finance lease assets	(328.9)	(188.0)	74.9%
Proceeds from disposal of operating lease assets (excluding vehicle risk income)	73.4	40.3	82.1%
Capital receipts from finance lease assets	96.7	63.0	53.4%
Cash generation from operations after investment in lease portfolio	49.4	72.4	(31.8%)
Interest received	3.1	0.2	1,153.9%
Interest and other finance costs paid	(30.2)	(24.2)	24.5%
Income taxes paid	(27.8)	(21.4)	29.9%
Net cash from operating activities	(5.4)	27.1	(120.1%)
Cash flows from investing activities			
Payment for purchase of subsidiary, net of cash acquired	-	(455.8)	(100.0%)
Payment for investments	(2.0)	-	-
Payments for property, plant and equipment	(2.2)	(1.6)	34.5%
Proceeds from disposal of property, plant and equipment	0.1	0.3	(79.2%)
Payment of intangibles	(2.8)	(1.6)	76.6%
Net cash used in investing activities	(7.0)	(458.8)	(98.5%)
Cash flows from financing activities			
Share awards settled through direct market acquisition	(1.8)	-	-
Proceeds from Lease Portfolio borrowings	70.7	1,280.0	(94.5%)
Repayments of Lease Portfolio borrowings	(22.4)	(721.1)	(96.9%)
Proceeds from Corporate borrowings	-	301.3	(100.0%)
Reapyment of Corporate borrowings	-	(266.1)	(100.0%)
Borrowing cost paid	(0.2)	(9.6)	(98.1%)
Repayments of Lease liabilities -right-of-use assets	(3.5)	(5.0)	(30.7%)
Dividend paid	(23.3)	(16.0)	45.2%
Net cash from / (used in) financing activities	19.7	563.5	(96.5%)
Net increase in cash and cash equivalents	7.3	131.8	(94.5%)
Cash and cash equivalents at the beginning of the financial year	230.4	231.1	(0.3%)
Effects of exchange rate changes on cash and cash equivalents	1.0	(0.2)	(534.4%)
Cash and cash equivalents at the end of the financial year	238.7	362.6	(34.2%)

A$m	Dec-22	Dec-21
Cash generated from operations before Investment in Lease Portfolio (A)	208.3	157.1
Operating EBITDA	82.7	73.8
Add: Depreciation on Lease Portfolio Assets	100.6	72.9
Add: Interest on Lease Porfolio Borrowings	25.0	14.2
Less: One-off Deal cost and integration cost	(1.1)	(7.0)
Reported EBITDA (B)	204.1	153.9
Cash generation from operating activities as a % of Reported EBITDA (A/B)	102.0%	102.1%

Cash generation ratio of 102% - in line with pcp

Changes to cash flow presentation – Investment in Lease Portfolio Assets now shown as part of Operating Cash Flow

Operational Update & Outlook

Five-Year Horizon

Impact · 2H23 · FY24 · FY25 · FY26 · FY27 · Ongoing

Market environment

COST · REVENUE

- Continued outsourcing trend
- Acceleration Battery and Hydrogen EV take-up
- Supply normalisation and used values adjustment
- 'Future of Transport' shift
- Industry consolidation

LeasePlan Integration

COST · REVENUE

- LPANZ system integration
- Realisation scale leverage
- Cost and revenue synergies realisation

Cost and efficiency improvements

COST

- Continued process automation and digitisation
- Cost-to-income ratio improvement
- Credit system replacement
- Potential securitisation term-out

Innovation

REVENUE

- Expansion of higher value-add products & services offering
- Selective investment in new capabilities
- Growth in EV-related services demand
- Expansion mobility services
- Introduction full MaaS
- Growth in MaaS demand

Customers

REVENUE

- New outsourcing entrants – targeting known tenders
- Continued market share growth
- Higher customer penetration
- Product range and penetration gains amongst LeasePlan customers

Strategic alignment maintained

LeasePlan Integration

Focus on benefit extraction by adopting best of both worlds approach and leveraging greater scale

Product

- Product value proposition analysis nearing completion
- LeasePlan StartElectric know-how added to eStart / eManage
- Telematics and Inspect365 introduced to LeasePlan range
- MDR and carbon offset products offered to LeasePlan customers

Product penetration amongst top LeasePlan accounts steadily trending upwards

Process

- Optimisation of re-marketing models
- Enhanced business development approach
  - Onboarding process improvements

Improved customer experience

Scale

- Improved supply arrangements
  - Fuel contracts on improved terms
  - Targeting similar outcome for tyre contracts
  - Preferred supplier and maintenance provider network re-aligned

Scale benefits extracted from supply chain

All integration project streams progressing well

Innovation, Investments and Product Roll-out

Digitisation as a core enabler

- Utilising largest ANZ fleet management data set
- Driving development of higher efficiency / higher value-add products and services

DingGo

- Traditional accident management and related services transitioning to integrated, customisable digital platform
- Industry-first, transforming customer experience

Carly

- Demand accelerating
- Record quarterly results – revenue up 70% year-on-year
- Exploring New Zealand roll-out

zoomo

- Feasibility discussions continue in Australia and UK
- Planning novated roll-out

Targeted investment, followed by leveraging of new product set into customer base

eStart

- ✓ Adding LeasePlan StartElectric know-how
- ✓ Charging activity management
- ✓ Full SGF / LP roll-out

bookingintelligence

- ✓ LeasePlan customer demand strong
- ✓ Continued transaction rate growth

inspect365

- ✓ Application re-fresh
- ✓ Roll-out to LeasePlan and New Zealand customers

Telematics

- ✓ AI applications
- ✓ Dataset utilisation
- ✓ Demand growth in government sector

Continued digitisation and products & services range expansion towards integrated mobility solution

Low- and Zero-Emission Vehicles

Consumer impact is visible

- Combination of financial incentives and greater environmental awareness
- Dramatic increase in interest for hybrids and EVs
  - Novated quote requests quadruple
  - Attracting new novated driver segment
- Eligible EV volume impact yet to come

Corporate fleet EV penetration to follow gradually

- Assisting customers with scale, cost and charging requirements challenges
- Commercial EV vehicle penetration remains low
- Increasing number of organisations going to planning and trial stage

Hurdles remain…

- Supply challenge more pointed than for ICE
- Model range still limited, particularly for tool-of-trade and commercial use

SG Fleet ideally positioned

- EV leadership position with eStart and eManage
- UK EV lifecycle experience

↑4x

Increase in novated quote requests for LEV vehicles

33%

Proportion of EVs in UK new vehicle registrations

Initiatives kickstart EV penetration surge but rise to take time

ESG

Environmental

Social

Governance

A partnership approach to ESG

Summary

Australian Corporate

Maintaining order book progress despite delivery challenges

Australian Novated

Enquiry levels at new high

New Zealand

Strengthening market position and enhanced product penetration

UK

Targeting further improvement in second half

Supply, Order Pipeline, and Used Values

- Strong new order flow pushes pipeline up further

Leaseplan Integration

- All integration project streams progressing well

Innovation, Investments, and Product Roll-out

- Continued digitisation and products & services range expansion towards integrated mobility solution

Low- and Zero-Emission Vehicles

- Initiatives kickstart EV penetration surge but rise to take time

Strategic alignment maintained


Questions