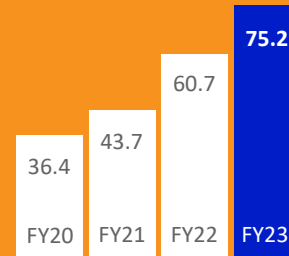




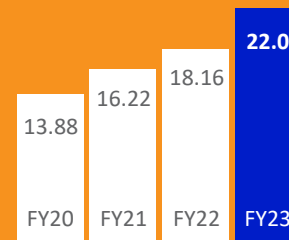
Overview

- Continued strong new business and order flow
- Novated growth in ICE and EV vehicle categories
- Total amount financed up 3.7%
- Some supply improvement – used vehicle values remain elevated
- Pipeline up despite record delivery quarter
- EV segment accelerates growth
- LeasePlan warehouse refinanced on improved general terms – immaterial change in cost of funds
- Reprioritising LeasePlan system migration

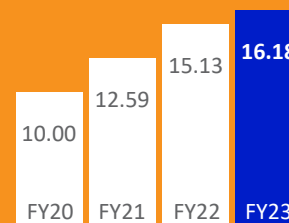
NPAT Reported (million)



EPS Reported (cents)



DIVIDEND (cents per share)

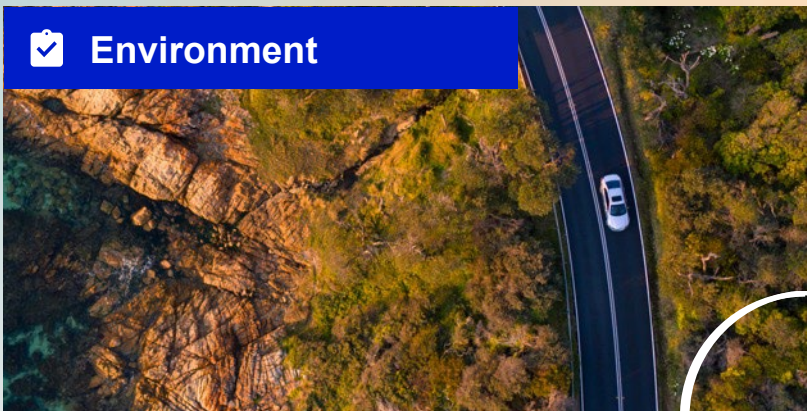


◆◆ All businesses maintain positive momentum

Operational Review Australia Corporate



Environment



- Steady flow of tenders
- Rational competitive environment
- Improvements in supply driven by EVs and non-mainstream manufacturers and models
- Stabilisation of labour environment and improved recruitment

Business Activity



- New business activity continues on from previous periods
 - Account win rates maintained
 - Managed-only accounts shift to financed, including sale & leaseback opportunities
 - Order book growth continues
- Supply improvements support higher deliveries on growing order book
- Telematics, *bookingintelligence*, DingGo, eStart penetration increases further

◆◆ New business growth continues and deliveries accelerate



Operational Review Australia Novated

Business Activity



- Content marketing and onsite activation stepped up
- Customer interest growing rapidly
 - Enquiry levels again reach new highs
 - Quoting activity doubles on 1H
- 4Q deliveries exceed previous 1Q22 high
- Customer upsell rates steadily improving – continued progress with LeasePlan book penetration

14x
1Q to 3Q
increase in
Novated
EV quotes

40%
Percentage
of 3Q
Novated
quotes for
EVs

9x
FY23
increase
in EVs in
Novated
fleet

EV Demand



- Rapid acceleration in demand for EVs
- Continued growth in quoting for ICE vehicles confirms EV is attracting new customer segment
- SG Fleet novated employer and driver profile supports EV take-up
- Demand to persist beyond current incentives and across multiple lifecycles

◆◆ Unprecedented activity levels and industry-leading EV penetration

Operational Review New Zealand



Environment



- Vehicle registrations growing despite muted economic environment
- Continued pressure on organisations to further environmental objectives
 - Active tendering in Corporate and Government sector with focus on EV and sustainable mobility technology
- New vehicle supply remains tight, with some easing late in period – used vehicle market strong

Business Activity



- Focus remains on service expansion and greater penetration with current customers
- Wins in multiple sectors
- Significant Government interest in eStart solution – fleet electrification and development of associated charging infrastructure

◆◆ Continued strong demand for sustainable mobility solutions



Operational Review United Kingdom

✓ Environment



- Better interest rate outlook supports economic environment
- General business sentiment and activity on the rise – opportunities pipeline grows
- Vehicle registrations up on 1H, helped by supply improvement in some areas

⚙️ Business Activity

FleetNews
AWARDS
2023

WINNER



- New business activity picks up
 - Panel to sole supply conversions and fleet additions
 - Novalease: new account wins and penetration of existing tool-of-trade accounts
- New and used car inflation increases appeal of salary sacrifice offering benefits
- FleetNews Leasing Company of the Year*

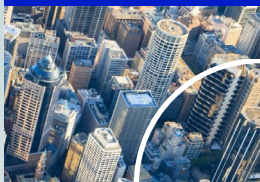
*: <20,000 units

◆◆ Improving sentiment throughout period



1Q24 Update

Australia



- Corporate segment environment stable
- Multiple contract renewals / extensions
- Novated lead generation and orders remain strong
- Gradually improving supply supports growing delivery numbers

New Zealand



- Strong tender volumes and prospecting activity
- Wins across multiple industries, including government eStart project
- Growth in SME segment
- EV demand spike

UK



- Improving business environment
- Large van fleet activated
- Car Scheme Provider of the Year Award for Novalease salary sacrifice product



1Q24 Update

Supply & Used Values



- Long wait times remain for in-demand vehicles e.g. hybrids
- Order pipeline stable as supply improvement is absorbed by continued strong order growth
- Used values stable after marginal seasonal softening
- Steady increase in disposal volumes

EV



- High EV penetration in Novated continues – 1Q24 highest EV order quarter to-date, accounting for 1/3rd of total
- 39% EV growth in Australian fleet June to August 2023
- No meaningful impact on EV demand from UK policy and NSW subsidy review

Group



- Successful extension of Syndicated Corporate Debt facility to September 2026 on improved commercial terms
- NZ system integration progressing well – completion on track for mid-CY24
- All other integration processes on schedule