Eclipx Group

1H20 Results Presentation

Julian Russell // Chief Executive Officer

Damien Berrell // Chief Financial Officer

13 May 2020

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1. Group highlights

Strong progress against the Simplification Plan & prudent action in the wake of COVID-19

✓ **Core EBITDA**

- ✓ Outperformance on every line item
- ✓ 10.6% versus 1H19[1]
- ✓ 12.6% versus 2H19[1]

✓ **Simplification – first 12 months**

- ✓ Five of six non-core divestments completed
- ✓ $12.5m 'annualised' cost savings versus $15m target in Core[2]
- ✓ Gross corporate debt ($225m) reduced by circa 38%, with clear pathway to targeted $175m
- ✓ Significantly upgraded executive talent and bench – c.80% changed within 12 months

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✓ **COVID-19 response**

- ✓ $106m in available liquidity
- ✓ Pre-emptive liquidity preservation
- ✓ Debt covenant relief received to provide flexibility to Group

Notes:

1. Prior comparative period (1H19) and sequential (2H19); pre adjustments associated with AASB16
2. 1H20 standalone core cost base ($43.5m) including all non-core allocated costs. $12.5m represents the difference between the FY19 core costs ($99.5m) and $87m, being the annualised 1H20 core costs ($43.5m); cost-out target of $15m by the end of FY21

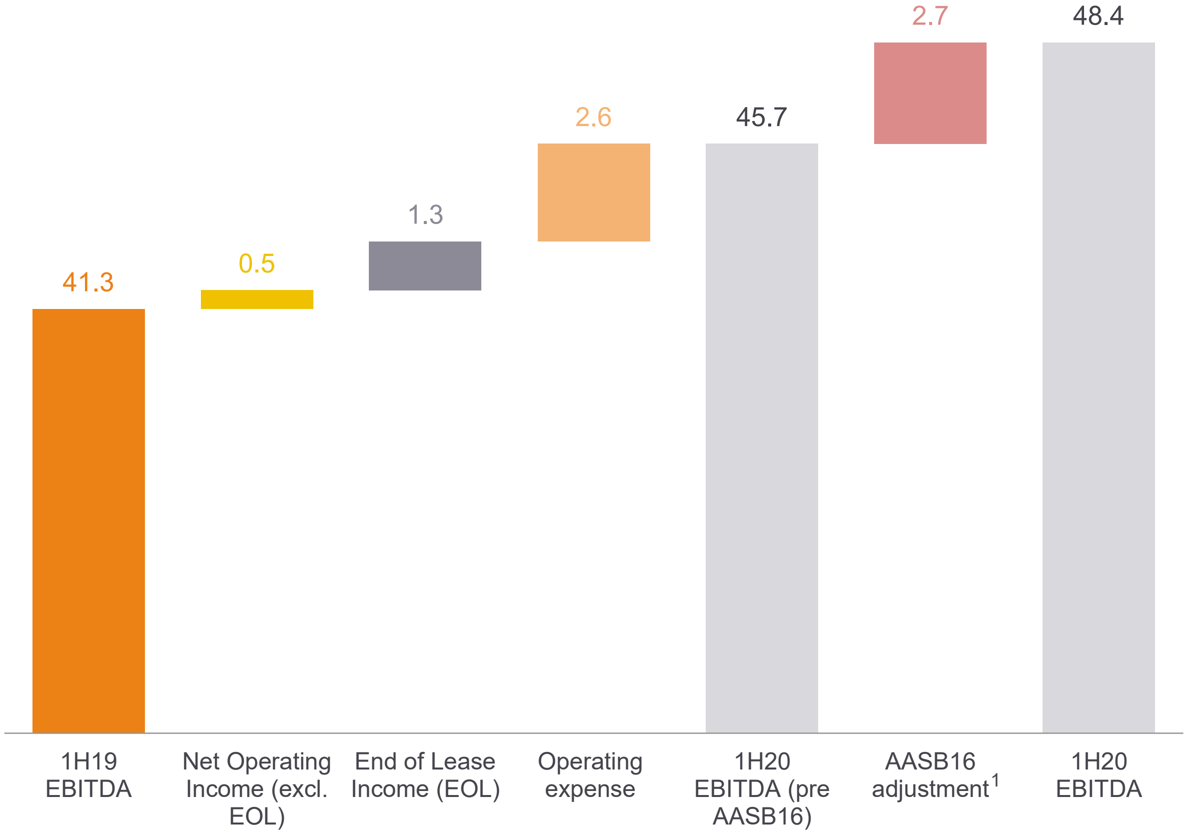
Core and non-core performance

On a like for like basis, the core Fleet business delivered EBITDA growth of 10.6% and 12.6% relative to 1H19 and 2H19 respectively

CORE

Go to market brands:

fleetplus FleetPartners FleetChoice



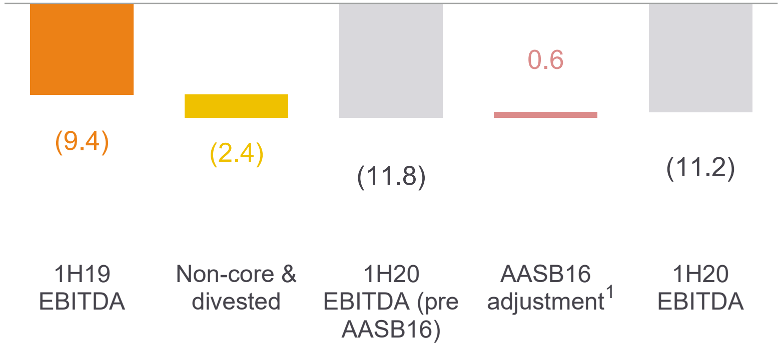
NON-CORE

Sold in last 12 months[2]:

eclipx COMMERCIAL, graysonline.com, Georgie, are you selling.com.au, CarLoans.com.au GET A BETTER CAR

Available for Sale:

Right2Drive **($5.6m cash contribution in 1H20)**

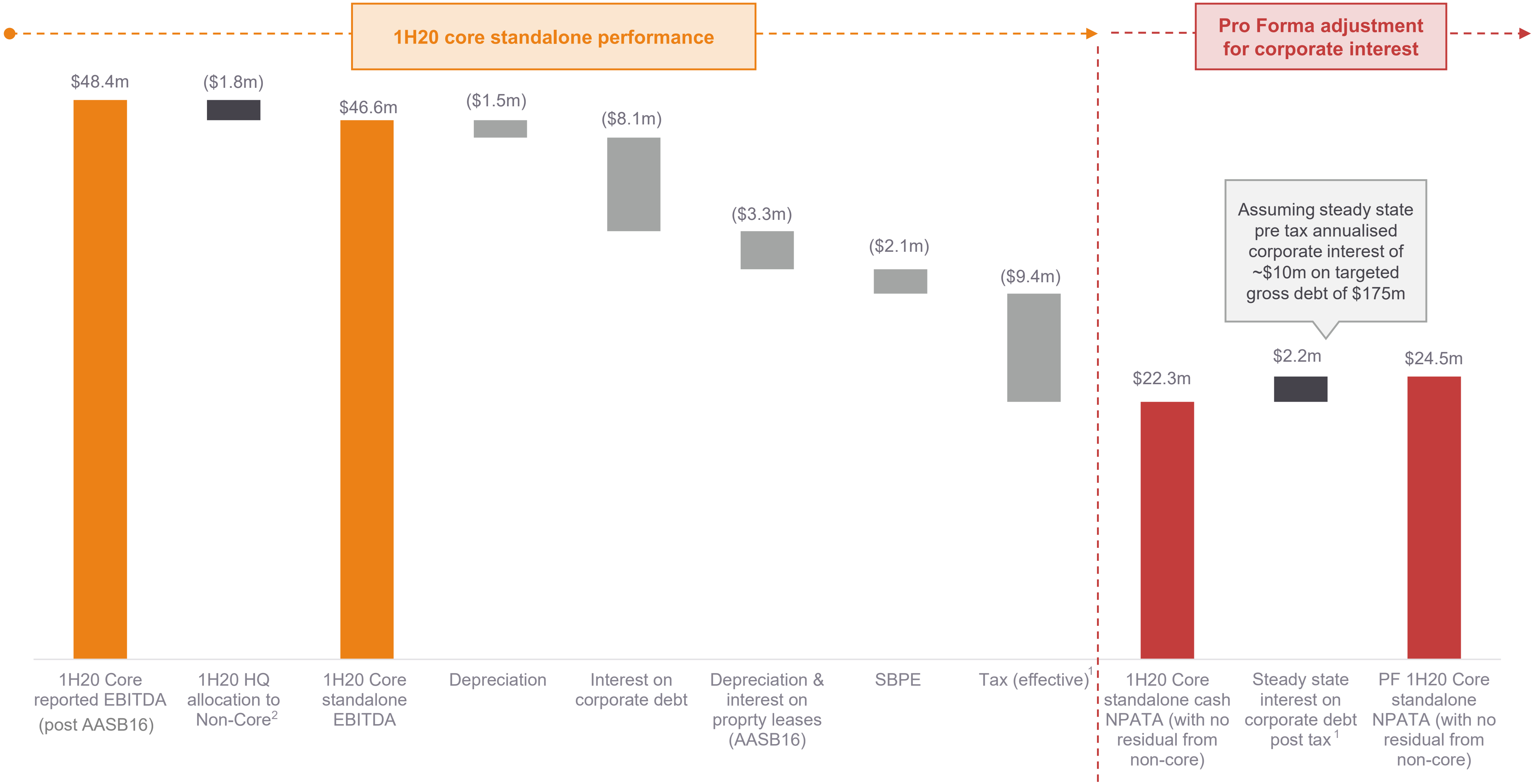


Notes

1. The adoption of "AASB16 Leases" has reclassified expenditure incurred on property leases from operating expenses to depreciation and interest expense
2. Georgie and CarLoans.com.au exited post 1H20 in May 2020

Core—illustrative core NPATA if non-core businesses had been exited

Core standalone NPATA growth of 29% relative to 1H19, on a like for like basis



Notes
1. Effective group corporate tax rate 29.6%
2. Includes $1.8m of pre-tax allocation of shared services to non-core; Page 24 reflects $4.0m of post-tax non-core allocation of share services costs, depreciation, SBPE and interest expense;

2. Simplification progression

Simplification progression

Execution is tracking ahead of plan

ORIGINAL PRIORITIES	EXECUTED	CURRENT PRIORITIES
1) Non-core divestments Exited five of six identified non-core assets	✓ graysonline.com ✓ CarLoans.com.au GET A BETTER CAR ✓ are you selling.com.au ✓ Georgie ✓ eclipx COMMERCIAL	**Right2Drive** • Right2Drive held for sale and being managed for capital • Targeting exit in 2H20 ($28m carrying value as at 31 March 2020) • Proceeds will be used to repay corporate debt • Contributed $5.6m in net cash to the Group in 1H20
2) Strengthen balance sheet	✓ Corporate debt amended to provide flexibility during COVID-19 period and beyond ✓ Liquidity of $106m	• Highly diversified, resilient funding structures with longstanding investor base • No asset and liability mismatch, no interest rate risk and no bullet risk in warehousing or ABS facilities • Definitive pathway to gross debt target of $175m
3) Cost optimisation	✓ Well progressed	• $12.5m 'annualised' savings versus $15m target in core by the end of FY21[1]
4) Core refocus	✓ Prioritising high quality growth ✓ Enhancing customer value proposition and improved service ✓ Streamlining processes	• Group focus on core development and risk management through COVID-19 • Prudently adjusting SME/mid-market expansion given COVID-19 • Significantly upgraded executive talent and bench – c.80% changed within 12 months

Note 1. 1H20 standalone core cost base ($43.5m) including all non-core allocated costs. $12.5m represents the difference between the FY19 core costs ($99.5m) and $87m, being the annualised 1H20 core costs ($43.5m)

① Right2Drive divestment – preparation for separation

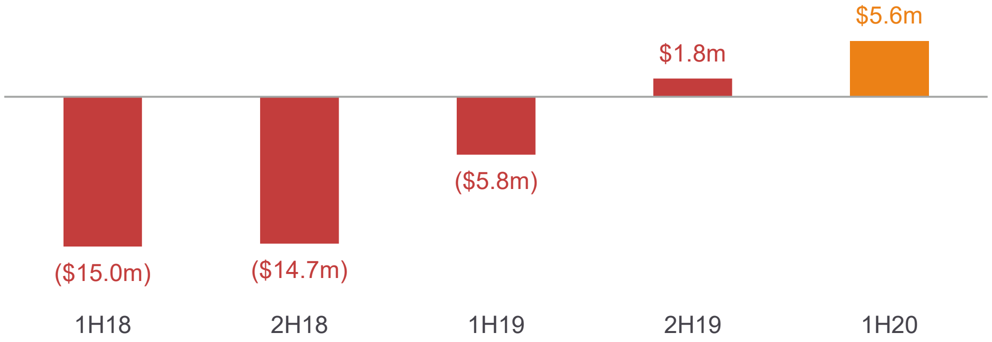
Right2Drive

Right2Drive continues to be managed for capital, with ECX targeting exit before the end of FY20

RESTRUCTURE NOW COMPLETED

- New management team
- Collections improving and credit hire quality increased
- Branch size reduced from 35 to 24
- FTE's rationalised
- Shut down unprofitable products and business lines, including Tripz Car Rentals

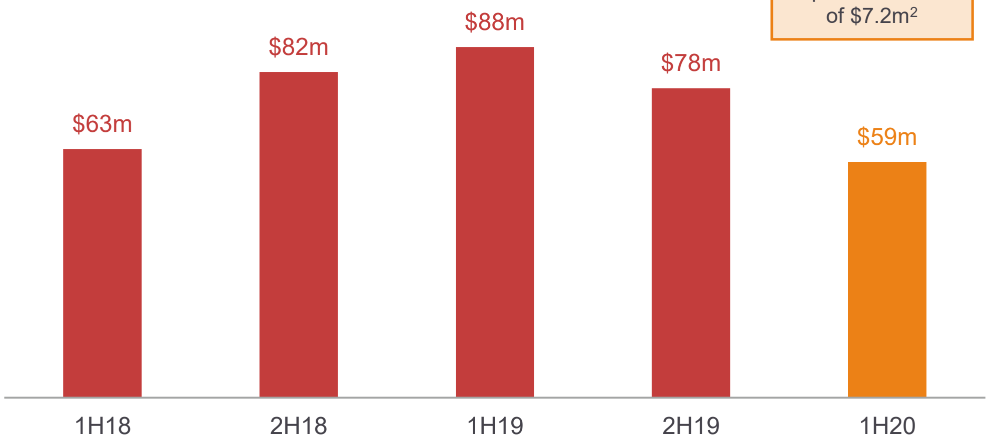
R2D CASH FLOW GENERATION



RING FENCED FROM GROUP AND HELD FOR SALE[1]

- Group continues to examine a range of monetisation alternatives including a business sale, a sale of debtor book and forward flow arrangements
- Under Eclipx ownership, the priority is to manage the business for capital and maximise shareholder value (via sale or restructure before the end of FY20)
- Following recent discussions with funders, Right2Drive is to be excluded from covenant testing while it is held for sale
- 1H20 carrying value reduced from $38m to $28m[1] given progress with collections of underlying receivables

GROSS DEBTOR BOOK



April collections of $7.2m[2]

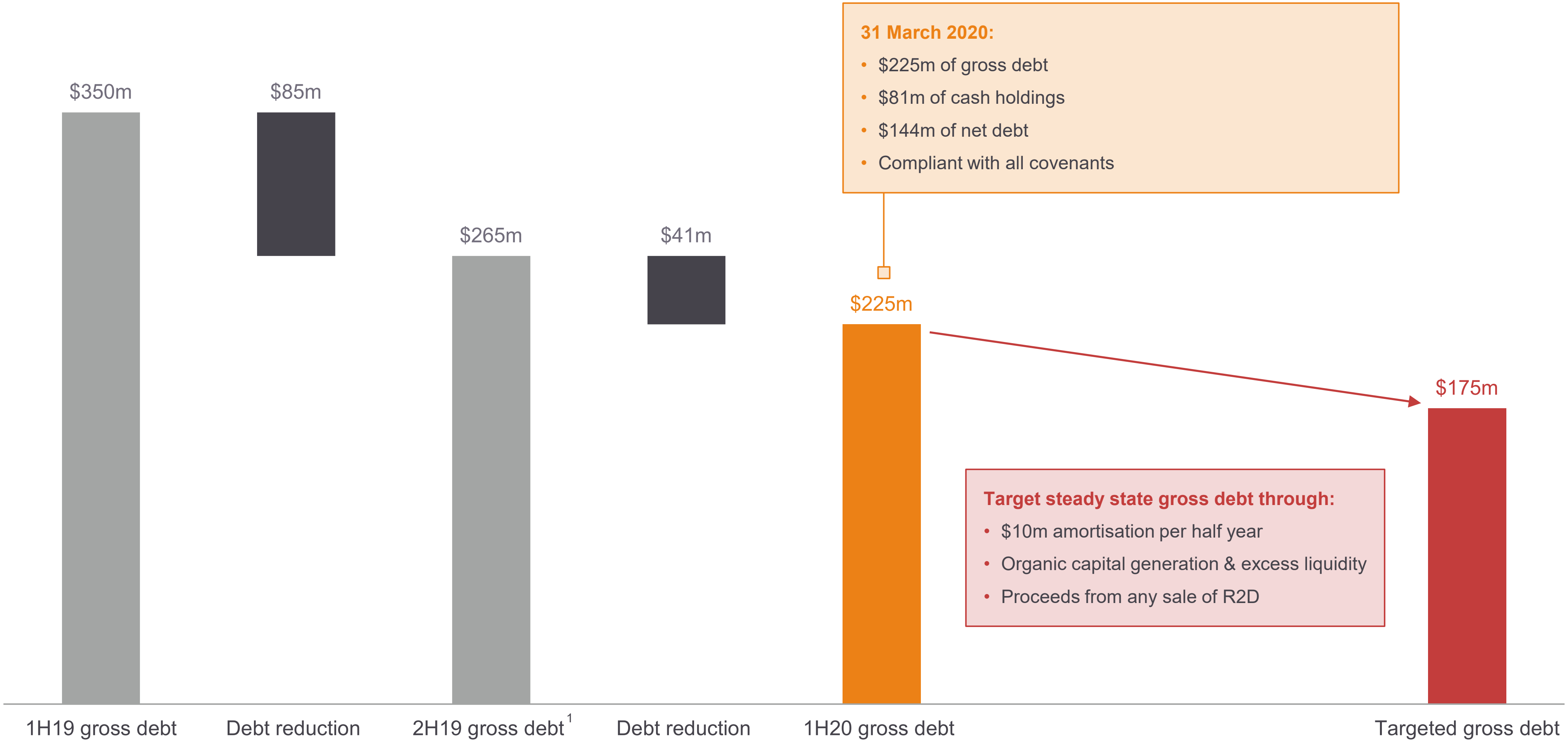
Notes

1. The Right2Drive business is held for sale and the assets are shown on the balance sheet at fair value
2. Collections are based on total cash remittances and include GST

② Strengthen balance sheet

Gross debt reduction of $50m to target of c.$175m, through scheduled amortisation, organic capital generation and R2D sales proceeds

DELEVERAGING PATHWAY (drawn gross debt)



31 March 2020:

- $225m of gross debt
- $81m of cash holdings
- $144m of net debt
- Compliant with all covenants

Target steady state gross debt through:

- $10m amortisation per half year
- Organic capital generation & excess liquidity
- Proceeds from any sale of R2D

Notes

1. $20.5m cash paid to reduce corporate debt from $285.7m at 30 September 2019 to $265.2m at completion of the corporate debt refinance on 28 October 2019

③ Cost optimisation – $12.5m ‘annualised’ cost savings versus $15m target in core by the end of FY21[1]

		% EXIT RUN-RATE PHASING – INITIAL PLAN[2]			
INITIATIVE	**TARGET**	**FY19**	**FY20**	**FY21**	**COMMENTS**
Senior management renewal	$2.3m	0%	80%	100%	• Senior management retention and renewal
Occupancy	$2.6m	50%	100%	100%	• Exit of offices at 1 O’Connell Street, Sydney, Vero Tower Auckland, consolidation of Richmond office
Simplified productivity	$6.3m	0%	50%	100%	• Productivity initiatives including process improvements and the removal of Group stranded costs to reflect a more simplified operating structure
Group discipline	$3.8m	30%	70%	100%	• Reduction in complexity of Group resulting in improved expense management, lower reliance on third party support, T&E discipline, and insurance reduction
Annualised exit run-rates	**$15m**	**$2.4m**	**$10.3m**	**$15m**	• Core and Group including stranded cost reduction

Currently tracking ahead of plan—’annualised’ $12.5m reduction[1] in 1H20 vs FY19 core standalone opex (excludes COVID-19 initiatives)

Rebalance of business for post COVID growth may result in cost variability, but $15m remains the net target

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Notes

1. 1H20 standalone core cost base ($43.5m) including all non-core allocated costs. $12.5m represents the difference between the FY19 core costs ($99.5m) and $87m, being the annualised 1H20 core costs ($43.5)
2. This plan was independently reviewed by a third party

③ Cost optimisation (pre AASB16)

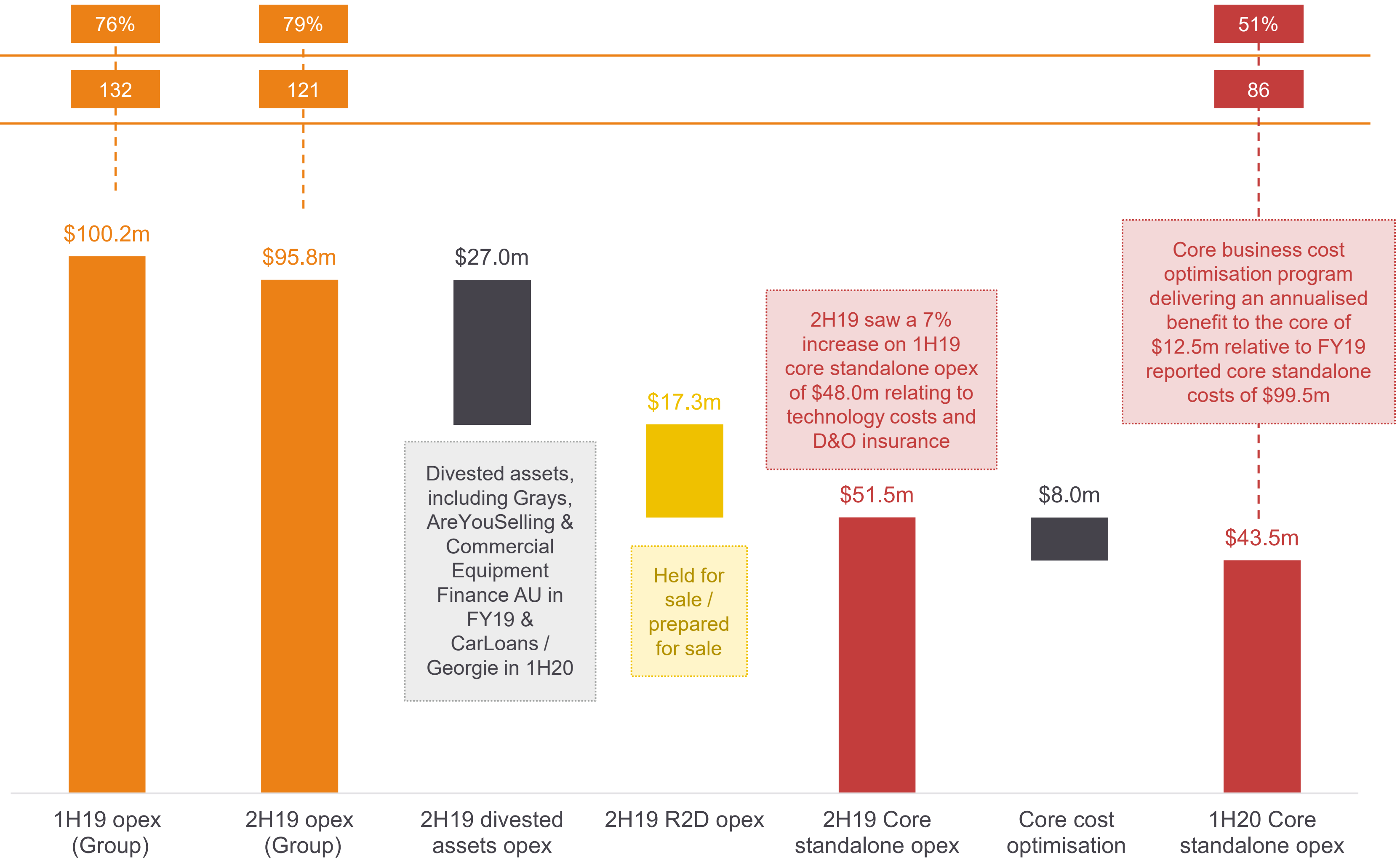
Well progressed cost optimisation plan with core costs down from $99.5m in FY19 to an annualised first half of $87m

COST TO INCOME %[1]

NET OPERATING INCOME (A$m)

C-19 temporary reductions (not reflected in 1H20 opex)

- Temporary reduction in the Board, Executive team and employees' salaries to preserve liquidity
- Expected to result in minimum liquidity retention of $1.4m per quarter before non-staff opex reductions (reviewed quarterly from 30 June)
- Strict restrictions on all non-essential opex expected to generate further temporary opex savings



Divested assets, including Grays, AreYouSelling & Commercial Equipment Finance AU in FY19 & CarLoans / Georgie in 1H20

Held for sale / prepared for sale

2H19 saw a 7% increase on 1H19 core standalone opex of $48.0m relating to technology costs and D&O insurance

Core business cost optimisation program delivering an annualised benefit to the core of $12.5m relative to FY19 reported core standalone costs of $99.5m

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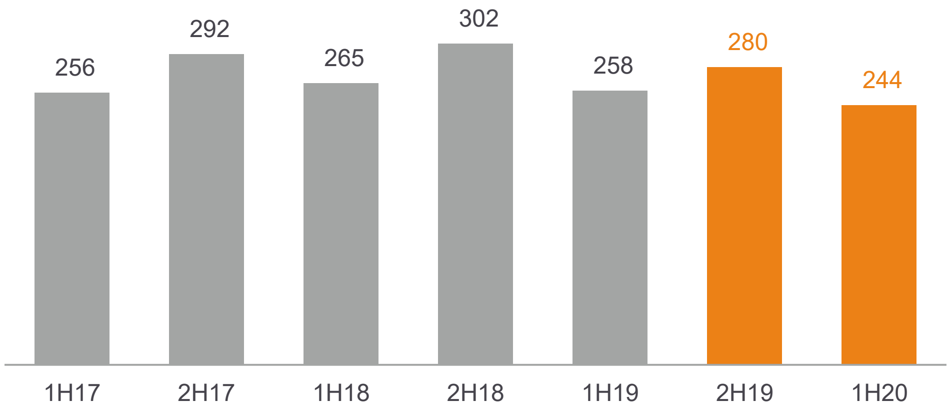
Notes

1. Cost to income measured as the ratio of Group expenses (pre share based payments expense) to net operating income post EOL. Share based payments expense being a non-cash accounting item booked in the income statement based on expected issuance costs. The change reflects replacement of cash based incentives with equity remuneration to align executives with shareholders over a longer period

④ Core refocus — operating leasing

Focus on high quality revenue and improving customer value proposition

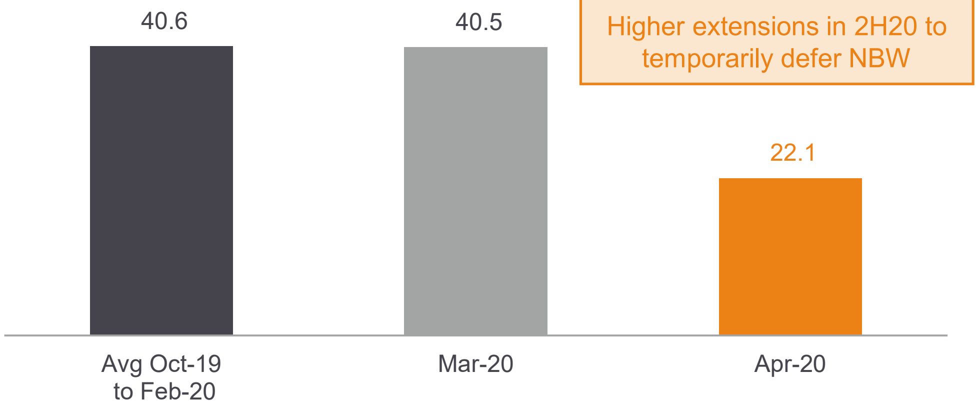
NEW BUSINESS WRITINGS (EX PANEL) ($M)



COMMENTS

- Focus on customer value proposition has seen a continued increase in NPS
- Seasonality impacting 1H20 new business writings vs 2H19
- 1H20 New Business Writings impacted by low volume of leases coming up for renewal from 3-4 years ago
- Business writings prioritising price over volume
- Customer retention remains >97% with a good number of contract renewals in the period
- NBW pipeline remains robust albeit, expectation for pipeline to be partially deferred by increased extension activity in 2H20

MONTHLY NEW BUSINESS WRITINGS (EX PANEL) ($M)



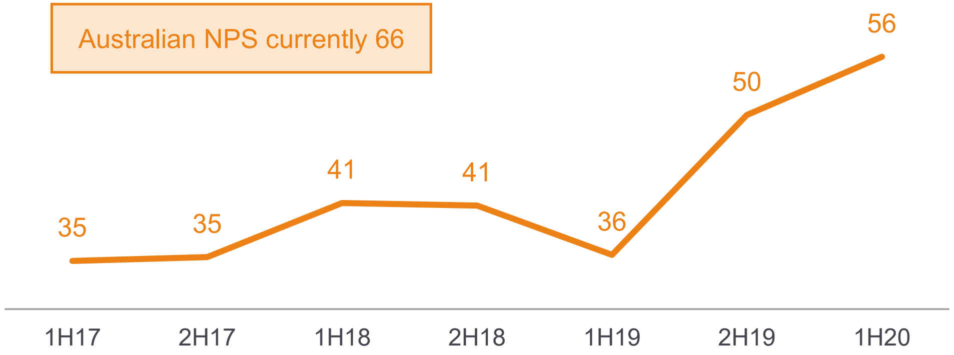
April NBW better than initially expected

Higher extensions in 2H20 to temporarily defer NBW

CUSTOMER NET PROMOTER SCORE (NPS)

Fleet Australia six monthly averages (excluding Novated)

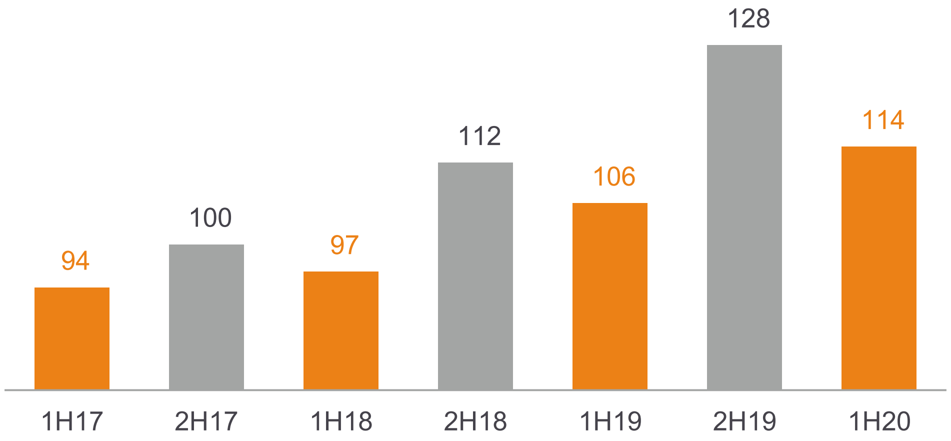
Australian NPS currently 66



④ Core refocus — novated expansion

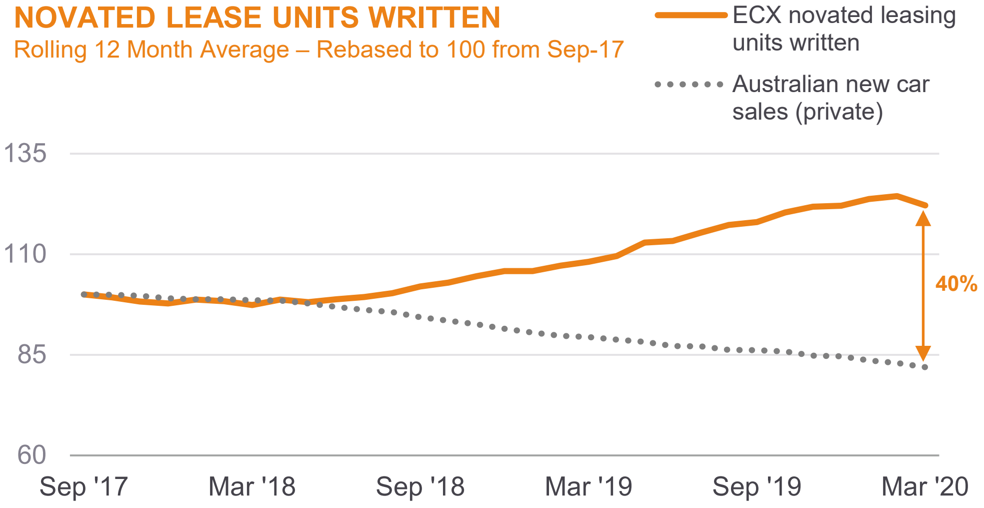
11% growth in new business writings on an LTM basis and 7.5% half on half—significant slowdown in March as COVID emerged

NEW BUSINESS WRITINGS ($M)

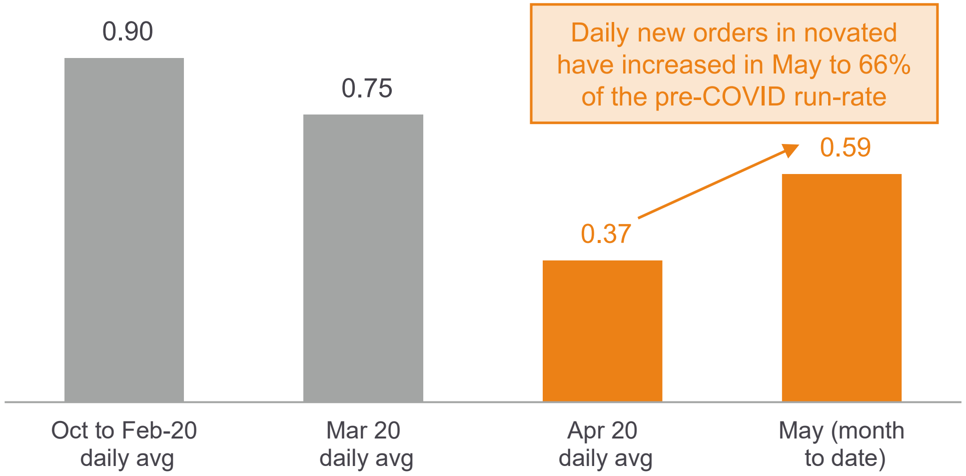


NOVATED LEASE UNITS WRITTEN

Rolling 12 Month Average – Rebased to 100 from Sep-17



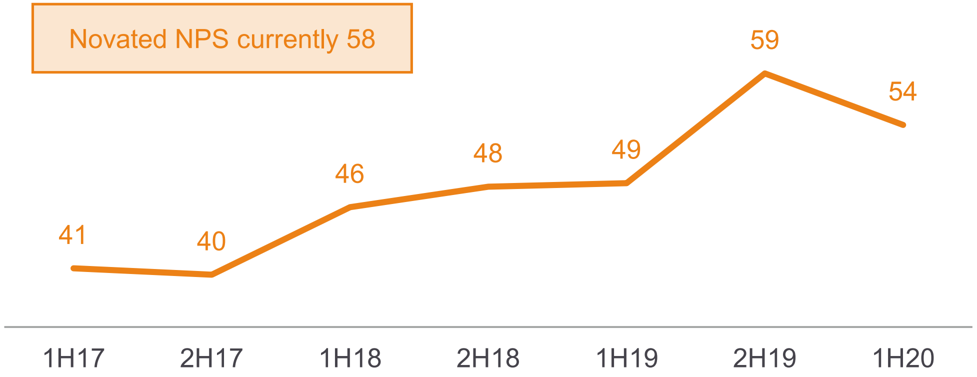
DAILY NOVATED ORDERS[1] ($M)



Daily new orders in novated have increased in May to 66% of the pre-COVID run-rate

CUSTOMER NET PROMOTER SCORE (NPS)

Novated Six Monthly Averages



Novated NPS currently 58

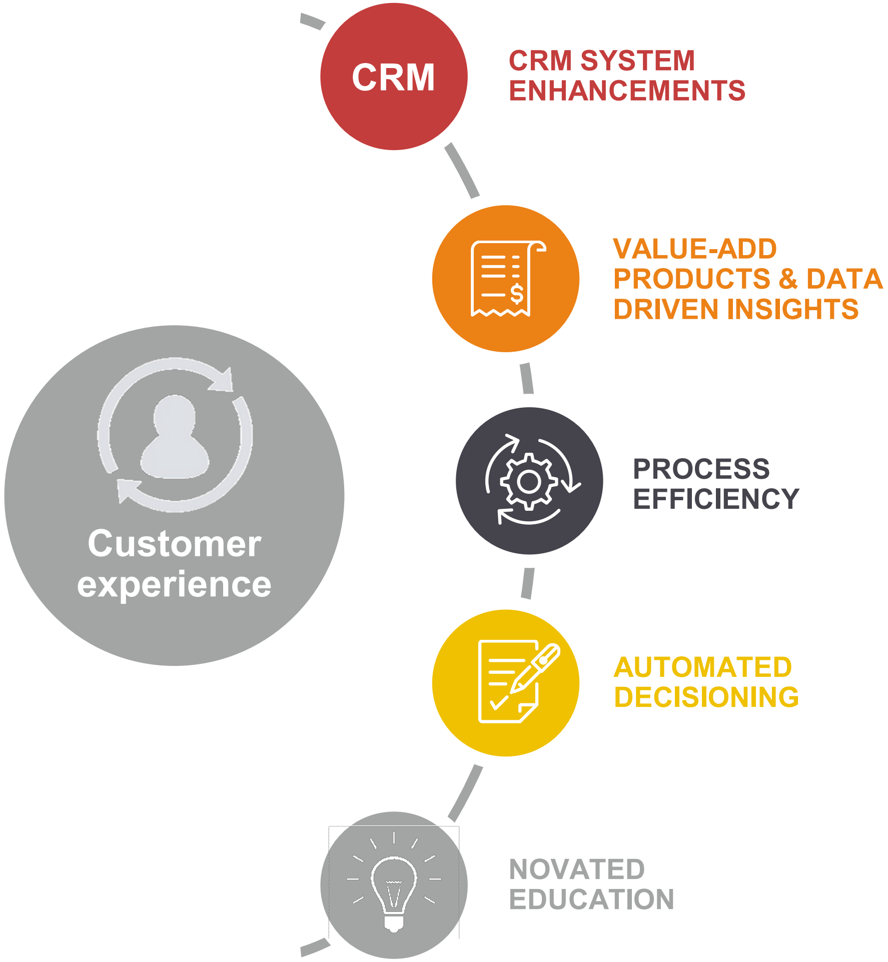
Notes

[1] Daily novated orders is based on the number of weekdays in the month with the following days used in each period; Oct to Feb–20 (109 days); Mar-20 (22 days); Apr-20 (22 days); 9-May (6 days)

④ Core refocus

A number of business initiatives underway, with a prioritisation of risk-based capital allocation

GROWTH OUTCOMES TO BE DERIVED FROM CUSTOMER EXPERIENCE



Customer experience

CRM

CRM SYSTEM ENHANCEMENTS

VALUE-ADD PRODUCTS & DATA DRIVEN INSIGHTS

PROCESS EFFICIENCY

AUTOMATED DECISIONING

NOVATED EDUCATION

CORE REFOCUS

Capital allocation

- Prioritise risk-based pricing and capital allocation
- Carve out low ROE business (panel) from portfolio

Refine

- Refinement of UX, including systems, and go-to-market products, including data driven insights
- Improved operational efficiency through system enhancement
- Straight through processing capability expansion

Grow

- Market penetration by distinguishing competencies and multi channel novated education
- Single CRM enhancing sales productivity, cross sell and lead management
- Customer led value add products

Target Markets

- Existing and new Corporate and Government markets and underpenetrated novated employee base
- Slowed and prudent entry into the profitable under-represented mid-markets and smaller fleets in the wake of COVID-19

3. Group financial performance

Group income statement[1]

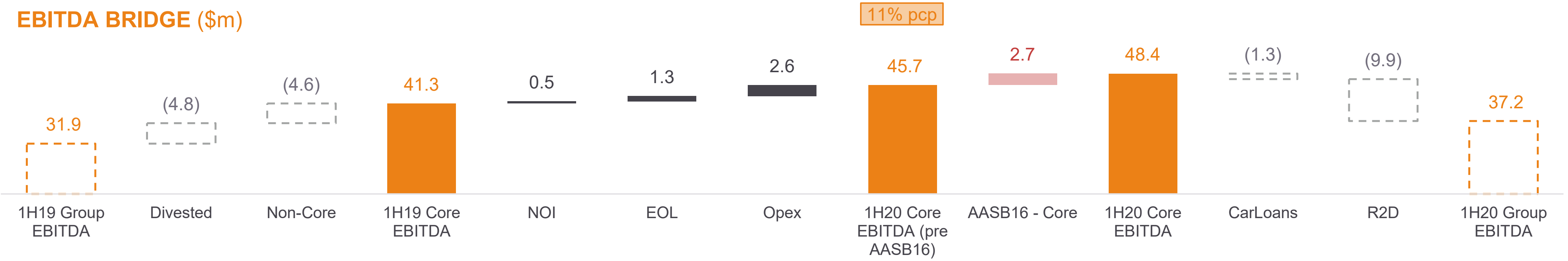
COMMENTS

Simplification Plan driving higher profitability

- Divestment of non-core businesses has produced a significant drop in NOI albeit, an increase EBITDA and Cash NPATA on pcp
- Right2Drive generated positive cash flow of $5.6m for the Group in 1H20, albeit continued to act as an EBITDA drag over the period
- Core business has experienced positive "jaws" on pcp with NOI expansion and opex reduction
- Solid EOL performance in 1H20 as a result of our multichannel retail disposal strategy
- Higher credit and fleet impairment relative to BAU in response to COVID-19, albeit improvement relative to the corresponding prior period relating to a specific provision in the now disposed Commercial Equipment Finance business
- Increase in share based payments expense relates to the replacement of prior cash based incentives with equity remuneration to align executives with shareholders over a longer period
- Reduction in depreciation and software amortisation as a result of impairments in 2H19
- Adoption of "AASB16 Leases" has resulted in a reallocation of operating costs associated with group property leases from third parties from opex to depreciation and interest expense

$m	1H19	1H20 (pre AASB16)	1H20 (post AASB16)	CHANGE PCP (pre AASB16)
Net operating income before end of lease income and impairment	**126.7**	**81.8**	**81.8**	**(35%)**
End of lease income	14.2	14.3	14.3	1%
Fleet & Credit impairment	(8.9)	(1.8)	(1.8)	(80%)
Net operating income	**132.0**	**94.4**	**94.4**	**(29%)**
Total operating expenses (excl. SBPE)	(100.2)	(60.5)	(57.2)	(40%)
EBITDA	**31.9**	**33.9**	**37.2**	**6%**
Share Based Payment Expense	(0.6)	(2.1)	(2.1)	Na
Depreciation & software amortisation	(7.4)	(3.1)	(3.1)	(59%)
Depreciation and interest on property leases (AASB16)	-	-	(3.3)	Na
Amortisation, Impairments & non-recurring items	(135.6)	(3.3)	(3.3)	(98%)
Interest on corporate debt	(9.6)	(8.1)	(8.1)	(15%)
PBT	**(121.3)**	**17.3**	**17.3**	**Na**
Tax expense	0.9	(4.1)	(4.1)	(15%)
NPAT	**(120.3)**	**13.2**	**13.2**	**Na**
Post tax add backs: Amortisation, impairments & non-recurring items	130.4	1.2	1.2	Na
NPATA before add back of software amortisation	**10.1**	**14.4**	**14.4**	**43%**
Add back of software amortisation (post-tax)	**3.7**	1.1	1.1	(70%)
Cash NPATA	**13.8**	**15.5**	**15.5**	**13%**

EBITDA BRIDGE ($m)



Notes

1. The financials presented in this table is per the Eclipx group segment notes and reflects the contribution of divested businesses (Grays / AYS and Commercial Equipment) as well as non-core businesses currently held for sale (R2D) and sold (Carloans & Georgie)

Group balance sheet

COMMENTS

The balance sheet reflects the continuing operations of the business (as per the statutory accounts) and has been adjusted to reflect:

- The sale of non-core assets
- Changes in carrying value of acquired intangibles, goodwill and software
- The fair value adjustment of assets held for sale

Net assets increased by 5% driven by:

- Strong focus on strengthening the balance sheet has seen a reduction in net debt from $188.6m to $144.7m in the half
- $20m reduction of net leases (after Warehouse and ABS borrowings) as 11% growth in Novated AUMOF to $525m is offset by capital allocation strategy aimed at rebalancing the portfolio mix with some increase to P&A funding
- Reduction of assets available-for-sale carrying value has been in line with the collection of the underlying receivables
- Adoption of AASB16 Leases sees the group's property leases reflected on the balance sheet for the first time in 1H20 through a Lease Liability of $26.6m offset by the Right-of-use asset of $23.9m for those leases

$m	31-Mar-20	30-Sep-19
ASSETS		
– Cash and cash equivalents	80.8	97.1
– Restricted cash and cash equivalents	147.2	142.5
– Trade and other receivables	69.7	81.7
– Leases	1,337.3	1,366.7
– Inventory (incl motor vehicles)	32.9	34.0
– PP&E and other assets	14.1	10.8
– Intangibles	478.4	475.3
– Available-for-sale financial assets	36.1	41.5
– Right-of-use assets	23.9	-
Total assets	**2,220.5**	**2,249.7**
LIABILITIES		
– Trade and other liabilities	92.1	114.6
– Borrowings - Warehouse and ABS	1,309.3	1,319.0
– Borrowings - Corporate debt	224.7	285.7
– Provisions (employee, property and transitional services)	8.6	9.3
– Other liabilities	46.9	36.5
– Liabilities classified as held for sale	8.1	3.5
– Lease liabilities	26.6	-
Total liabilities	**1,716.2**	**1,768.6**
Net assets	**504.3**	**481.1**
Contributed equity	654.8	654.8
Reserves	177.8	167.8
Retained earnings	(328.3)	(341.5)
Total equity	**504.3**	**481.1**

Cash generation – sources and uses

STRONG CASH FLOW FOR THE HALF

- Positive performance in the core as the Group executes against its Simplification Plan
- Strong operational rigour around cash management and upgrade of Treasury function
- Continued improved performance of R2D cash collections
- Reduced capex reflects focus on reducing net debt and conserving liquidity
- Capital allocation strategy resulting in a rebalance of P&A funding and more discipline around capital expenditure

SOURCES AND USES OF FUNDS (1H20)

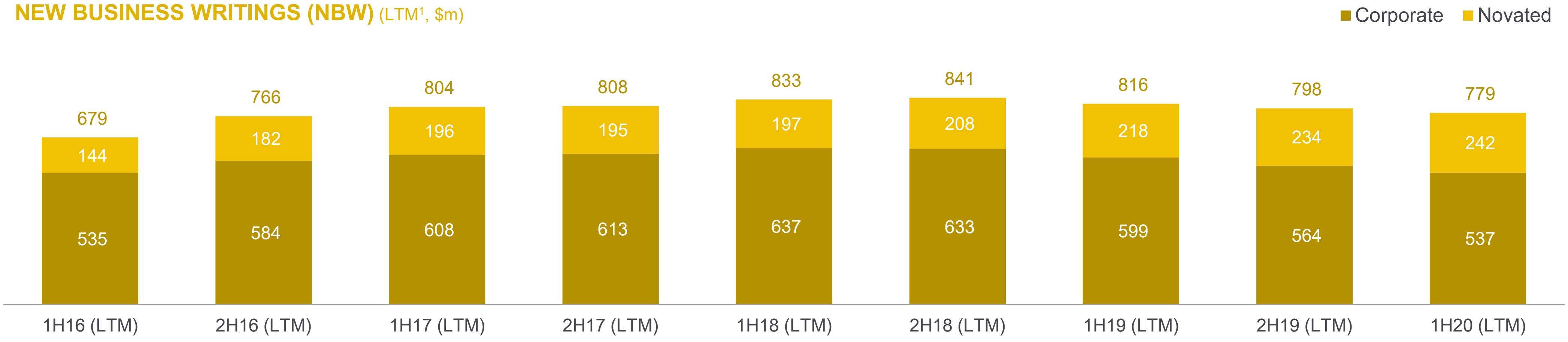
	$m
Opening Cash at bank (unrestricted)	**97.1**
SOURCES OF FUNDS	
– 1H20 EBITDA	37.2
– Reduction in leases (on balance sheet)	29.4
– Proceeds from disposal of businesses	0.4
– Inventory	1.0
– Other working capital movements	5.7
Total Sources of Funds	**73.7**
USES OF FUNDS	
– Tax paid	(3.8)
– Dividends	-
– Hardware capex	(0.4)
– Software capex	(0.7)
– Interest on corporate debt	(8.1)
– Restricted cash	(4.6)
– Repayment of warehouse and ABS debt	(9.7)
– Restructuring costs	(1.7)
Total Uses of Funds (before repayment of corporate debt)	**(29.0)**
– Repayment of corporate debt	(61.0)
Total Uses of Funds	**(90.0)**
Closing Cash at bank (unrestricted)	**80.8**

4. Core financial performance

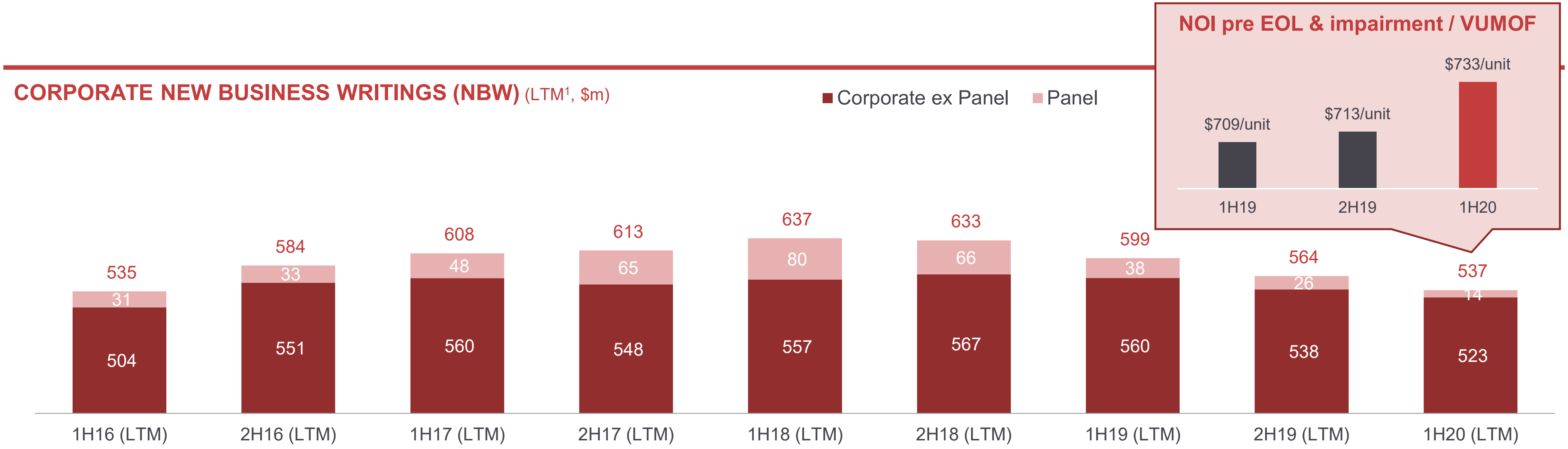
Core business metrics relatively stable

Continued strong growth of Novated is serving to replace the impact from exiting low ROE “panel” business, and NBW implications as we enter the bottom of our replacement cycle for new business written 3-4 years ago

NEW BUSINESS WRITINGS (NBW) (LTM[1], $m)



CORPORATE NEW BUSINESS WRITINGS (NBW) (LTM[1], $m)



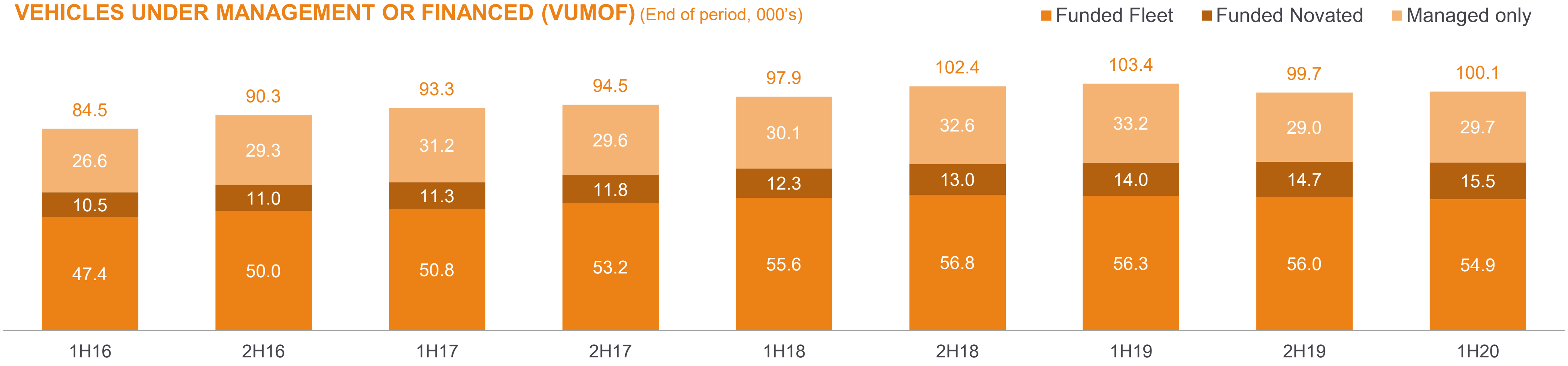
Notes

1. LTM or “last twelve months” represents the relevant half year plus the prior half year

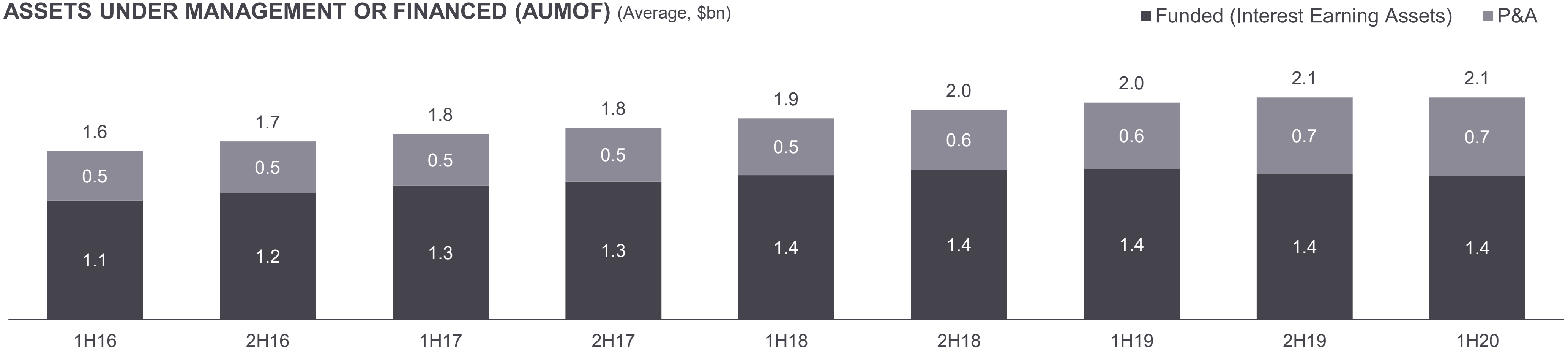
Core business metrics relatively stable

Stable results for both VUMOF and AUMOF

VEHICLES UNDER MANAGEMENT OR FINANCED (VUMOF) (End of period, 000's)



ASSETS UNDER MANAGEMENT OR FINANCED (AUMOF) (Average, $bn)



Core financial performance

COMMENTS

Net Operating income up 1% on pcp driven by;

- Margin expansion due to the ABS term-out of the Australia and New Zealand warehouses
- Strong growth in funding commissions associated with Novated business writings
- Lower management fees from the run-off of Managed Only units is offsetting the impact from writing more profitable, fully maintained business

End of lease income up 9% on pcp driven by;

- 14% increase in profit per vehicle to $2,468 from successful migration towards multi-channel retail disposal strategy
- Partially offset by a 4% decrease in volume of vehicles sold due to longer lead times in higher margin retail channel

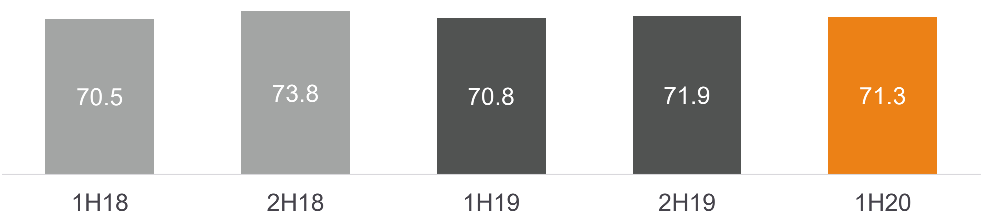
Operating expenses down 6% on pcp (ex AASB 16 impact) driven by cost optimisation initiatives

- Tracking ahead of target on cost optimisation plan

EBITDA up 11% on pcp (ex AASB 16 impact) driven by execution of the Simplification Plan

▨ AASB16 implementation has removed $2.7m of occupancy costs from opex

NET OPERATING INCOME ($m – before EOL)



END OF LEASE INCOME ($m)

OPERATING EXPENSES ($m)

EBITDA ($m)

Core - Fleet and Novated[1]

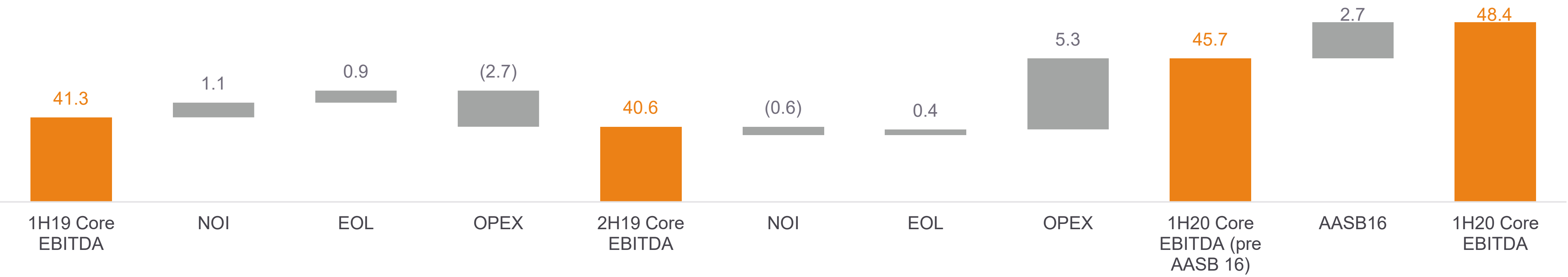
FleetPartners fleetplus FleetChoice

COMMENTS

- The move towards more profitable new business writings is being offset against the run-off of Managed Only units and exit of lower profit panel business. As a result, NOI before EOL and impairments is flat pcp
- Another half of positive "jaws" with NOI up 2% and opex down 6% on pcp (pre AASB16 adjustments)
- Cash NPATA up 9% on pcp (pre AASB16 adjustments)
- 2H20 focus on maintaining momentum around Simplification Plan and core growth, as well as managing the inventory position and the associated EOL income and liquidity implications

$m (unless stated)	1H19	1H20 (pre AASB16)	1H20 (post AASB16)	CHANGE PCP (pre AASB16)
NOI (before EOL and impairment)	73.3	73.4	73.4	0%
End of lease income	14.2	15.5	15.5	9%
Impairment	(2.5)	(2.1)	(2.1)	(18%)
NOI	**85.0**	**86.8**	**86.8**	2%
Opex	(43.7)	(41.1)	(38.4)	(6%)
EBITDA	**41.3**	**45.7**	**48.4**	11%
Cash NPATA	**24.1**	**26.3**	**26.3**	9%
Non-core allocation[2]	**(6.4)**	**(4.0)**	**(4.0)**	**(38%)**
Core standalone cash NPATA	**17.3**	**22.3**	**22.3**	**29%**

1H19 TO 1H20 CORE EBITDA BRIDGE



Notes
1. See slide 6 for core business assuming full allocation of all stranded costs and interest costs as at 31 March 2020
2. Includes post-tax non-core allocation of share services costs, depreciation, SBPE and interest expense;

5. COVID-19
risk assessment & mitigation approach

COVID-19 risk assessment and mitigating factors

COVID-19 disruption presents challenges that ECX is addressing through its risk mitigation approach

TOPIC	COVID-19 RISK ASSESSMENT	MITIGATING VARIABLES
1) NOI pre EOL income & impairment[1]	• Impact from lower business writings	• 87% predictable annuity-like income from current leases, including interest bearing assets • 13% specifically relates to NBW upfront and establishment commissions
2) EOL income	• Slow down in the used car market	• Circa 60% of EOL income relates to end of contract charges and provides buffer, in part, to used car market pricing • Vehicle disposals are being managed on a vehicle by vehicle basis to maximise EOL income while protecting liquidity
3) Liquidity	• Liquidity risk associated with inventory build-up during a slow down in the used car market	• Sufficient liquidity available ($106m) to absorb potential inventory build-up impacts • Conservative measures taken to conserve liquidity - Strong focus on lease extension activity - Strict operating and capital expenditure reductions
4) Funding	• Earnings implications for debt covenants • Funding market access	• Proactively sought and successfully achieved corporate debt covenant relief to provide flexibility for the period of COVID-19 and beyond • Most diversified funding platform in the domestic fleet sector • No requirement to access Term ABS markets in the near-term
5) Credit risk	• Counterparty default risk	• Top 20 customers represent 28% of our exposures, of which 83% of the exposure is to investment grade credits • 94.2% of the portfolio represents low risk industries, many of which are essential services

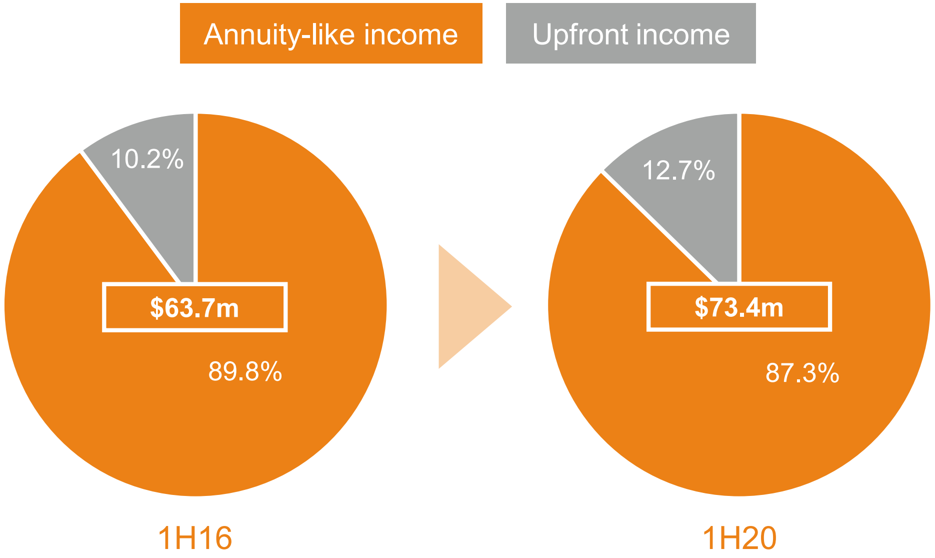
Notes

1. Net operating income per end of lease (EOL) income and impairment

① Net operating income before end of lease income (NOI pre-EOL and impairment)

NOI pre-EOL includes 87% predictable annuity-like income from current leases, supported by a $1.4 billion funded book

ANNUITY-LIKE INCOME ACCOUNTS FOR 87% OF NOI PRE IMPARIMENT & EOL

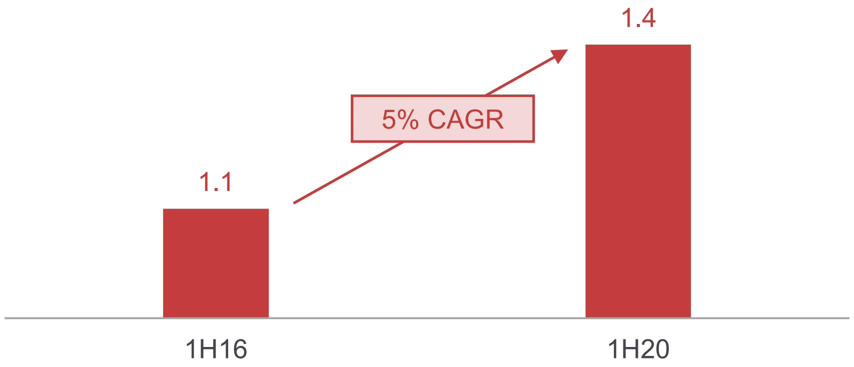


Annuity-like income *is income earned over the life of a lease including, but not limited to, net interest margin, depreciation and maintenance margin, management fees and other income*

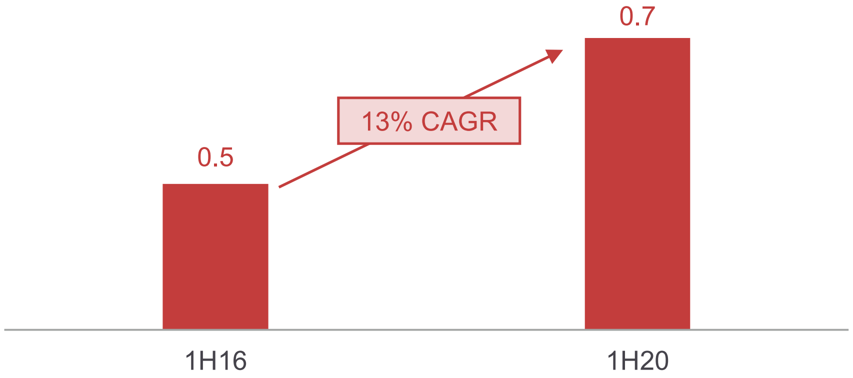
Upfront income *relates to writing new business in a period, including upfront funding commissions linked to ECX's third party funded book and establishment fees*

ASSETS UNDER MANAGEMENT OR FINANCED (AVG AUMOF)

ECX funded book / interest bearing assets ($bn)



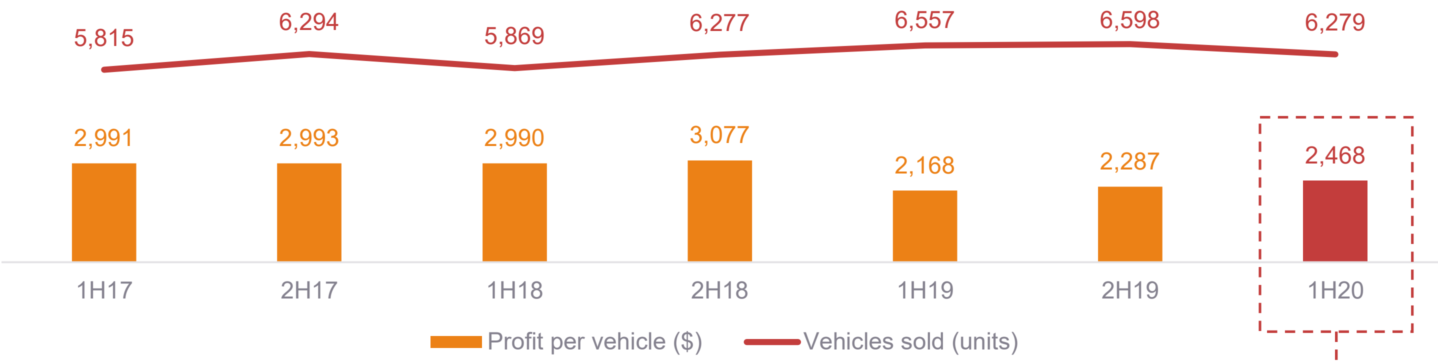
P&A / third party funded book



② End of lease income (EOL income) – unit profitability drivers

Circa 60% of EOL income relates to end of contract charges, and provides buffer to impact of used car market pricing

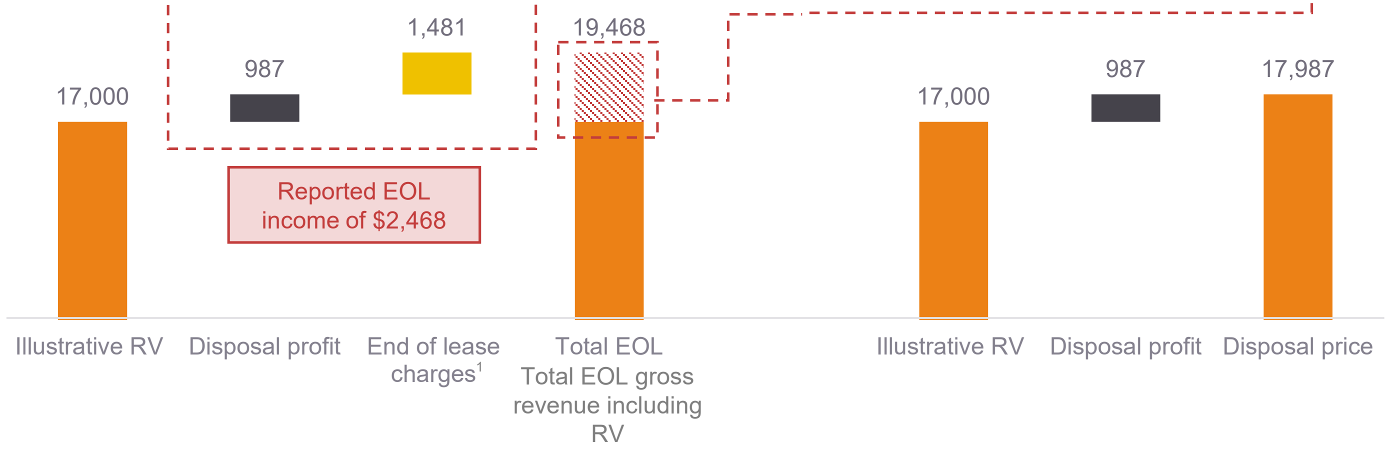
DISPOSED VEHICLES AND END OF LEASE INCOME PER VEHICLE



COMMENTS

- The uplift in profit per vehicle in 2H19 and 1H20 predominately relates to the success of the multi-channel retail disposal strategy and portfolio mix shift
- End of lease income is comprised of end of lease charges (c.60%) and vehicle disposal profit on sale above the residual value (c.40%)
- This composition provides significant buffer to any used market pricing downside risk

ILLUSTRATIVE END OF LEASE INCOME COMPOSITION PER VEHICLE ($)



EOL INCOME PER VEHICLE SENSITISED TO A REDUCTION IN USED CAR PRICES ($)

Illustrative reduction in used vehicle price[2]	End of lease charges[1]	Disposal profit	EOL income
0.0%	1,481	987	2,468
5.0%	1,481	88	1,569
7.5%	1,481	(362)	1,119
10.0%	1,481	(812)	669
12.5%	1,481	(1,261)	220
15.0%	1,481	(1,711)	(230)

Notes:

1. End of lease charges made up of unfair wear and tear, excess kms and early termination fees
2. Assumed $17,987 as per illustrative disposal price in the illustrative EOL composition chart

② / ③ Active management of disposals & inventory risk management

Managing disposals on a vehicle by vehicle basis to maximise EOL income whilst protecting liquidity

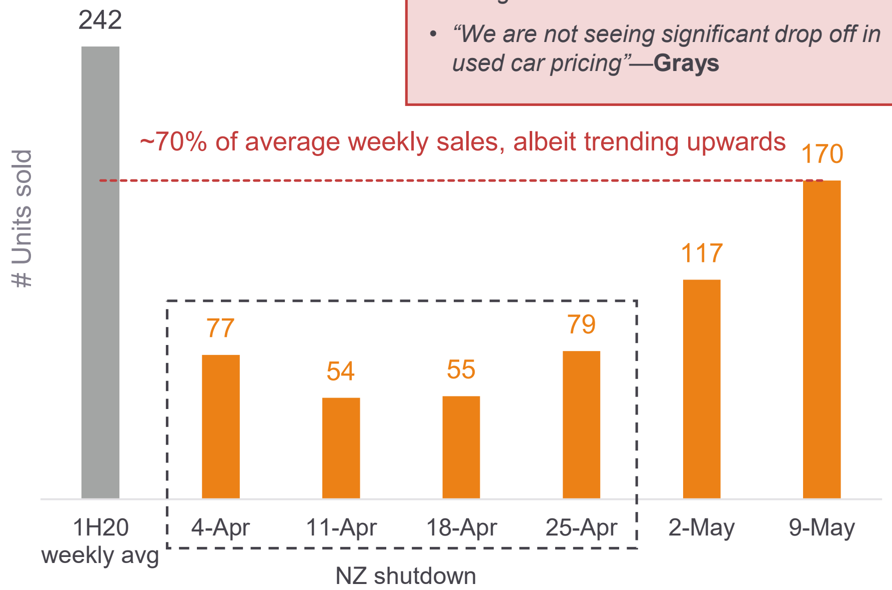
2) END OF LEASE INCOME (EOL INCOME) – ACTIVE MANAGEMENT OF DISPOSALS

- Temporary pressure on used car market during isolation period
- ECX in control of sale channel option and reserve pricing
- Balancing EOL profit with liquidity risk management
- Used car prices typically supported by slow down in new car sales

INVENTORY DISPOSALS – WEEKLY SALES

Disposal partner recent commentary on used car pricing:

- *"A promising improvement in the prices being achieved for used cars"*—**Pickles**
- *"We are not seeing significant drop off in used car pricing"*—**Grays**



EOL profit per unit largely consistent with 1H20

3) LIQUIDITY – INVENTORY RISK MANAGEMENT

The slow down in the used car market presents liquidity risk as unsold inventory builds-up—Eclipx has taken prudent steps as it relates to lease extensions and vehicle disposals to mitigate this risk

Funding source	Liquidity implications at lease expiry	Vehicle disposal priority
3rd **P&A**	• Required to repay RV at end of lease with cash	**High**
Warehouse	• Manageable liquidity call for stock 90+ days old	**Focus on aged stock**
ABS	• Limited consequence impacted by timing of clean up calls from outstanding Term ABS-Nil expected in FY20	**Focus on aged stock**

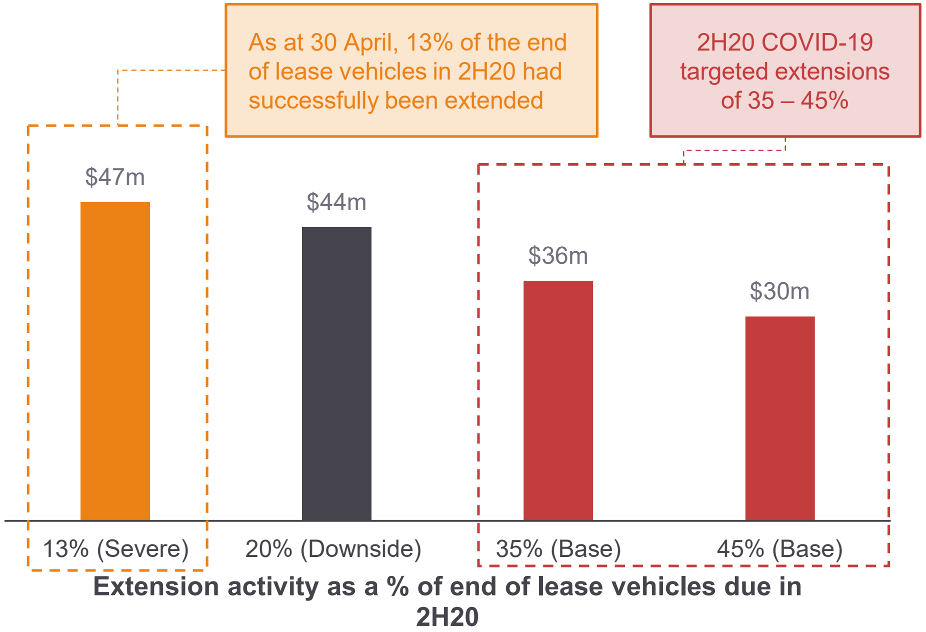
③ Liquidity – inventory risk management

Eclipx's has 2.2 – 3.5x liquidity coverage relative to the illustrative inventory liquidity call cases

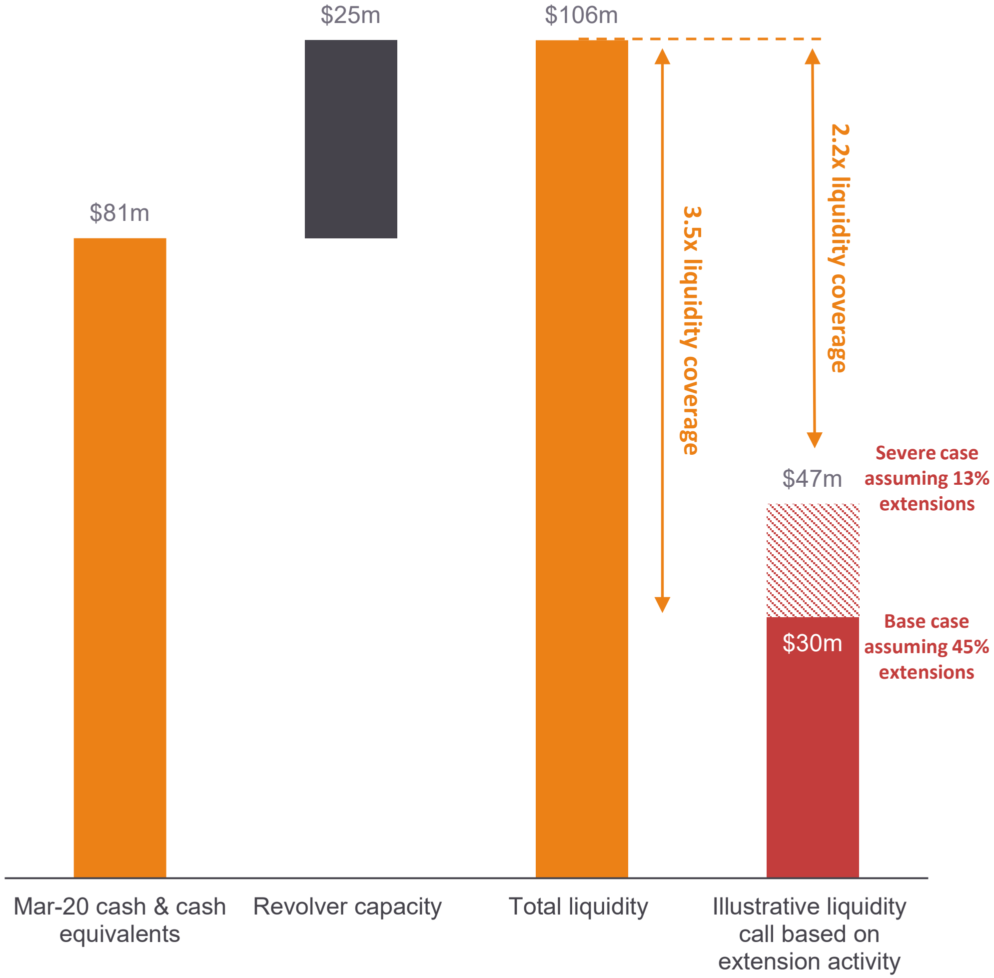
RISK MITIGATION STEPS

- ✓ Preservation of existing cash and cash equivalents ($81m)
- ✓ $25m revolver capacity
- ✓ Covenant relief supporting flexibility during COVID-19
- ✓ Prudent and well advanced extension and disposal activity
- ✓ Conservative management of cash outflows including operating and capital spend

ILLUSTRATIVE LIQUIDITY CALL BASED ON EXTENSION ACTIVITY[1]



LIQUIDITY PROFILE



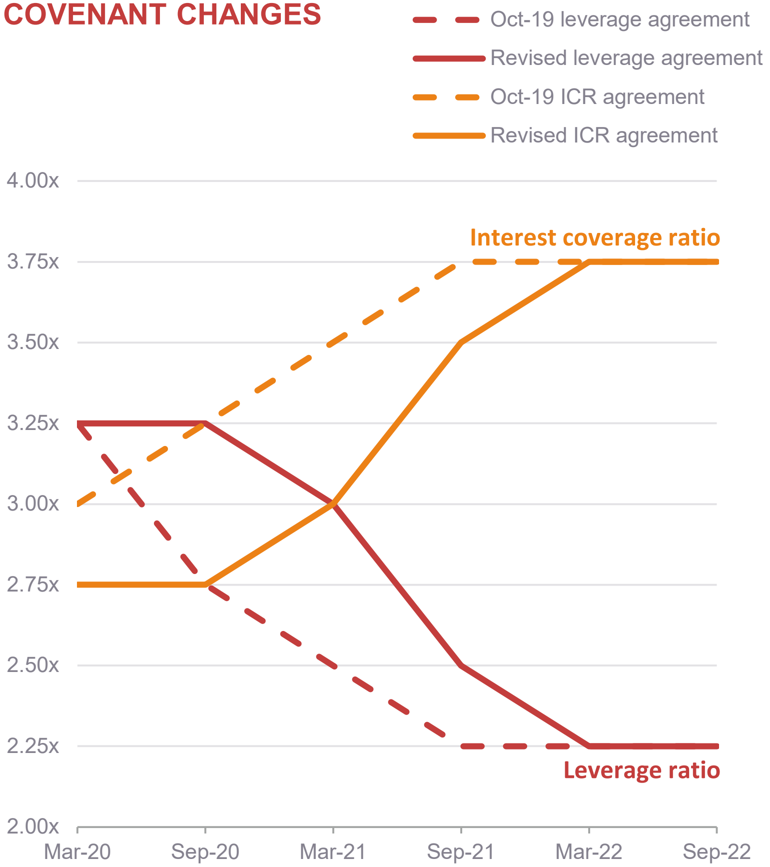
Notes

1. Average RV of ~17k per vehicle; Assumes inventory sales of 250 vehicles per month (60% relating to P&A and 40% relating to warehouse related stock) relative to ~1,050 vehicles sold per month in 1H20 and 296 vehicles sold in April 2020; Inertia levels assumed aligned to historical level at ~$35 – 40m

④ Funding and covenant position

Proactively sought and received corporate debt covenant relief to provide flexibility for the period of COVID-19 and beyond

COVENANT CHANGES



Agreed revised covenants hurdles to provide strategic and operational flexibility through the COVID-19 period, including the removal of non-core LTM EBITDA from covenant calculations

CORPORATE DEBT KEY TERMS

Revision

Participants

- Six lenders

No change

Maturity

- Revolver & Term Loan (October 2022)
- USPP (July 2025)

No change

Amortisation

- Scheduled amortisation totaling $10m per half year until leverage ratio is below 2.0x[2]
- Next scheduled amortisation due to in Mar-21

No change

Covenants

- Tested quarterly on LTM EBITDA of core only (non-core earnings to be excluded from testing)

On and from	Mar-20	Sep-20	Mar-21	Sep-21	Mar-22	Sep-22
Leverage Ratio	3.25x	3.25x	3.00x	2.50x	2.25x	2.25x
Interest Cover Ratio	2.75x	2.75x	3.00x	3.50x	3.75x	3.75x
Shareholder Funds ('SHF')	Greater of $450m or 85% of SHF as at end of preceding FY					

- One-off and restructuring cost exemptions (subject to cap)

Covenant headroom

Removal of non-core LTM EBITDA for go forward covenant testing

Cost of funds[1]

- Steady state interest expense of c.$10m based on targeted gross debt of $175m[3] (effective blended interest rate of 5.5 – 6.0%) (see Appendix C for detail)

No change

Notes

1. Excludes non-cash amortisation of refinancing costs and prior establishment costs and is not adjusted for re-allocation to NOI of mezzanine interest costs funded out of corporate debt. Net effect of this two offsetting each other factors is not material for the purposes of this illustrative analysis.
2. Scheduled amortisation until net debt to adjusted EBITDA is below 2.0x for two consecutive quarters. For the purpose, leverage calculations are based on adjusted EBITDA including non-core contribution. Nil dividends to be paid until net debt to adjusted EBITDA including non-core contribution is below 2.0x for two consecutive quarters.
3. Pricing grid based on net debt to adjusted EBITDA including non-core contribution; 5.5 -6.0% assumes steady state gross debt of $175m, cash balance of $55m and net debt of $120m

⑤ Credit risk

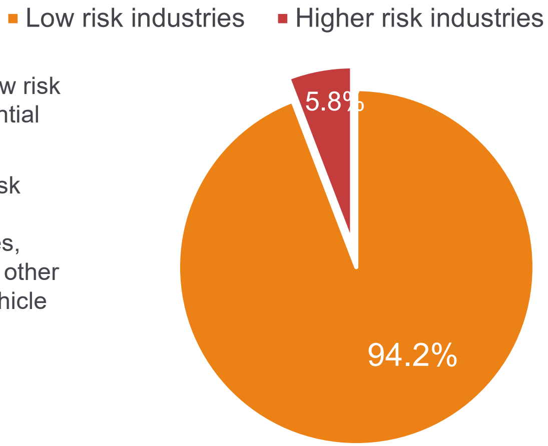
Conservative credit disciplines combined with a quality underlying security and customer base

COMMENTS

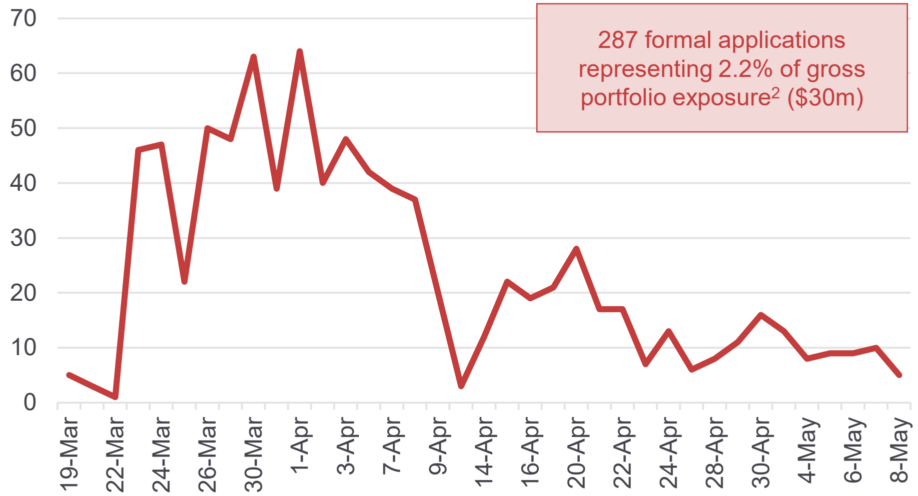
- More than 33 years of experience with unique credit insights through cycles in A/NZ
- All financing secured by PPSR on vehicles (no unsecured exposures)
- Business-use assets have strong track record of performance through economic cycles (including GFC)
- No committed credit facilities—ability to assess early signs of risk deterioration in counterparty and dynamically manage risk
- Of top 20 customers 83% of the exposure is to investment grade credits. These customers represent 28% of interest bearing portfolio
- Eclipx notes AOFM's statements that it is working with the market to establish forbearance funding arrangements for the non-bank sector in Australia (see slide 49 for details)

PORTFOLIO EXPOSURE[1]

- 94.2% of the portfolio represents low risk industries, many of which are essential services
- Portfolio exposure (5.8%) to high risk industries, including air transport, tourism, arts and recreation services, accommodation and food services, other store based retailers, and motor vehicle and transport equipment rental



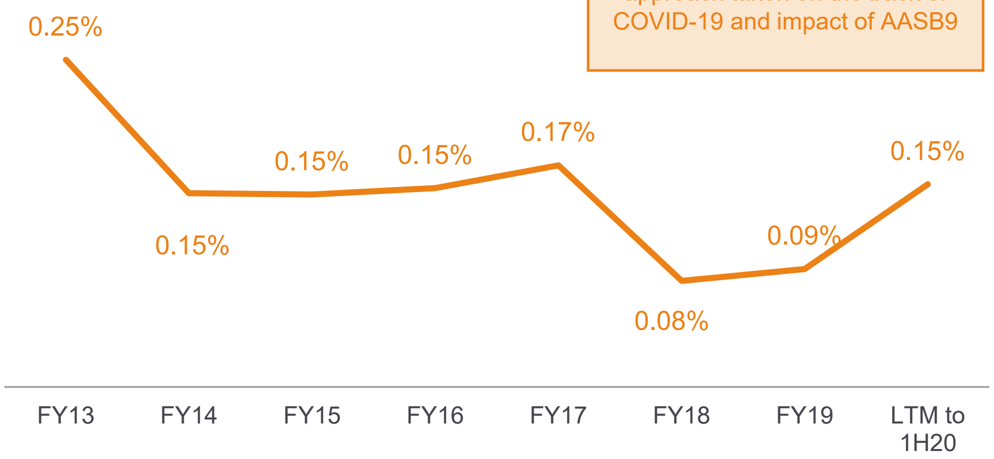
COVID-19 FINANCIAL ASSISTANCE ENQUIRIES FROM MARCH 2020



287 formal applications representing 2.2% of gross portfolio exposure[2] ($30m)

CREDIT IMPAIRMENT[3]

(% of funded assets)



Uptick in 1H20 given provisioning approach taken on the back of COVID-19 and impact of AASB9

Notes:

1. Portfolio exposure represents the % of the total balance sheet funded portfolio by dollar value for the relevant industries
2. Gross portfolio exposure represents the dollar value of the credit exposure in the event of default. Given group registration of the underlying security (asset or vehicle), the net exposure (post sale of security) is a lower fraction of the dollar exposure amount
3. Credit impairment expense (bad debt write-off and provision movement) incurred in the LTM period divided by the average balance sheet funded assets.

6. Outlook

FY20 outlook

COVID-19

Liquidity

- $106m in liquidity access as at end of March
- 2.2 – 3.5x liquidity coverage above the illustrative inventory related liquidity call cases
- Covenant amendments to provide flexibility through COVID-19 period and beyond
- Removal of LTM EBITDA drag from non-core for calculation of covenants

End of lease outcomes

- Temporary pressure on used car market during isolation period
- April sale volumes down but EOL outcomes in line with 1H20
- ECX in control of sale channel option and reserve pricing
- Used car prices supported by slow down in new car sales

New business writings

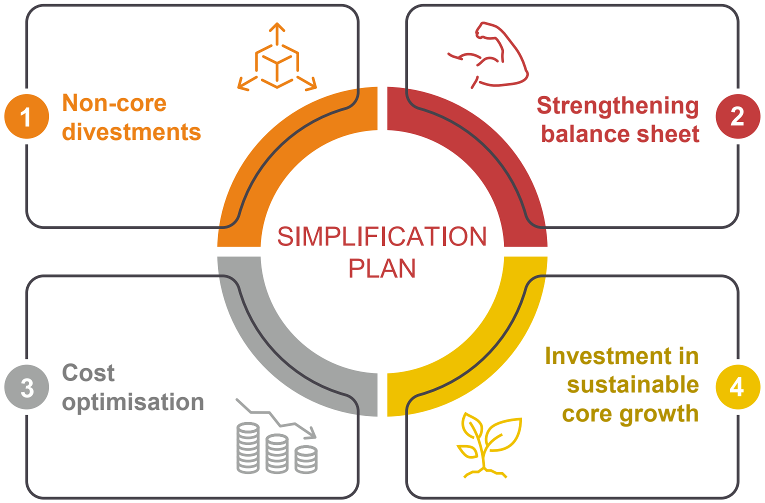
- NBW will be lower in 2H20 as customer extension activity will replace NBW
- VUMOF is proxy the underlying movement in retention and new writings
- Operating and novated leasing tempered during lockdown
- Lead indicators show some recent emergence of demand but too early to be definitive

M&A

- Pursuing sale of Right2Drive
- Clear financial and strategic merits of consolidation

ECLIPX GROUP OUTLOOK AND PRIORITIES

2H20 continued implementation of the Simplification Plan



SIMPLIFICATION PLAN

1 **Non-core divestments**

2 **Strengthening balance sheet**

3 **Cost optimisation**

4 **Investment in sustainable core growth**

Simplification Priorities

1. Sale of Right2Drive
2. Liquidity driven initiatives
3. Execution of residual cost reduction program
4. Preparation for post COVID-19 execution including continued targeted novated lease penetration and profitable expansion of operating lease business

Outlook

- No guidance to be provided, given inherent uncertainty with COVID-19
- Nil dividends to be paid until leverage (including LTM EBITDA from non-core) is sustainably below 2.0x for at least 2 consecutive quarters
- ECX will provide COVID-19 updates, as required, during 2H20

Questions

Appendices:

a) Business unit reporting

b) Financial reconciliations

c) Funding

d) Non-core businesses

e) AOFM

Appendices:

a) Business unit reporting

Business units performance — 1H20

NEW SEGMENTS — 1H20 (POST AASB16)

Sold 24 April

Sold 2H19

($m, unless stated)	**Fleet AU**	**Novated AU**	**New Zealand**	**Core**	**R2D**	**Consumer (CL/ Georgie**	**Held for sale/ Under review**	**CEF**	**Grays**	**AYS**	**Divested**	**Group**
NOI before EOL & Impairments	41.1	12.6	19.7	73.4	7.5	0.9	8.4	–	–	–	–	**81.8**
End of Lease	11.1	0.4	4.0	15.5	(1.2)		(1.2)	–	–	–	–	**14.3**
Impairments	(0.2)	0.0	(1.9)	(2.1)	0.2	0.1	0.3	–	–	–	–	**(1.8)**
NOI	52.0	13.0	21.8	86.8	6.6	0.9	7.5	–	–	–	–	**94.4**
Operating expenses	(22.9)	(6.3)	(9.3)	(38.4)	(16.5)	(2.3)	(18.7)	–	–	–	–	**(57.2)**
EBITDA	**29.1**	**6.7**	**12.6**	**48.4**	**(9.9)**	**(1.3)**	**(11.2)**	–	–	–	–	**37.2**
Cash NPATA	15.8	3.9	6.6	26.3	(9.4	(1.4)	(10.7)	–	–	–	–	**15.5**
New Business Writings (ex Panel)	163.1	114.0	80.6	357.7	–	28.7	28.7	–	–	–	–	386.4
New Business Writings	166.8	114.0	80.6	361.4	–	28.7	28.7	–	–	–	–	390.1
AUMOF Closing	1,075	525	514	2,113	–	149	149	–	–	–	–	2,262
VUMOF Funded	36,584	15,469	18,285	70,338	–	11,974	11,974	–	–	–	–	82,312
VUMOF Managed	22,092	–	7,610	29,702	–	–	–	–	–	–	–	29,702

NEW SEGMENTS — 1H20 (PRE AASB16)

($m, unless stated)	**Fleet AU**	**Novated AU**	**New Zealand**	**Core**	**R2D**	**Consumer (CL/ Georgie**	**Held for sale/ Under review**	**CEF**	**Grays**	**AYS**	**Divested**	**Group**
NOI before EOL & Impairments	41.1	12.6	19.7	73.4	7.5	0.9	8.4	–	–	–	–	**81.8**
End of Lease	11.1	0.4	4.0	15.5	(1.2)		(1.2)	–	–	–	–	**14.3**
Impairments	(0.2)	0.0	(1.9)	(2.1)	0.2	0.1	0.3	–	–	–	–	**(1.8)**
NOI	52.0	13.0	21.8	86.8	6.6	0.9	7.5	–	–	–	–	**94.4**
Operating expenses	(23.9)	(6.3)	(10.9)	(41.1)	(17.1)	(2.3)	(19.4)	–	–	–	–	**(60.5)**
EBITDA	**28.1**	**6.7**	**10.9**	**45.7**	**(10.5)**	**(1.3)**	**(11.8)**	–	–	–	–	**33.9**
Cash NPATA	15.8	3.9	6.6	26.3	(9.4	(1.4)	(10.7)	–	–	–	–	**15.5**
New Business Writings (ex Panel)	163.1	114.0	80.6	357.7	–	28.7	28.7	–	–	–	–	386.4
New Business Writings	166.8	114.0	80.6	361.4	–	28.7	28.7	–	–	–	–	390.1
AUMOF Closing	1,075	525	514	2,113	–	149	149	–	–	–	–	2,262
VUMOF Funded	36,584	15,469	18,285	70,338	–	11,974	11,974	–	–	–	–	82,312
VUMOF Managed	22,092	–	7,610	29,702	–	–	–	–	–	–	–	29,702

Notes

1. EBITDA is defined as the earnings before depreciation and amortisation of non-fleet assets, share based payments and the interest expenses on corporate debt excluding any interest expense on debt allocated to fleet assets

Business units performance — FY19

NEW SEGMENTS — 1H19

($m, unless stated)	Fleet AU	Novated AU	New Zealand	Core	R2D	Consumer (CL/ Georgie	Held for sale/ Under review	CEF	Grays	AYS	Divested	Group
NOI before EOL & Impairments	44.2	12.1	17.0	73.3	13.3	2.3	15.6	3.3	33.7	0.9	37.8	**126.7**
End of Lease	10.6	–	3.6	14.2	–	–	–	0.0	–	–	0.0	**14.2**
Impairments	(1.7)	0.2	(1.0)	(2.5)	(0.8)	(0.0)	(0.8)	(5.6)	(0.0)	0.0	(5.6)	**(8.9)**
NOI	53.2	12.3	19.5	85.0	12.5	2.3	14.8	(2.3)	33.7	0.9	32.3	**132.0**
Operating expenses	(24.6)	(5.6)	(13.6)	(43.7)	(16.1)	(3.3)	(19.4)	(2.8)	(31.7)	(2.5)	(37.0)	**(100.2)**
EBITDA	**28.6**	**6.7**	**5.9**	**41.3**	**(3.6)**	**(1.0)**	**(4.6)**	**(5.1)**	**1.9**	**(1.6)**	**(4.8)**	**31.9**
Cash NPATA	16.9	4.0	3.1	24.1	(4.2)	(1.0)	(5.1)	(3.9)	0.2	(1.4)	(5.2)	**13.8**
New Business Writings (ex Panel)	169.3	106.1	89.1	364.5	–	48.6	48.6	30.8	–	20.1	50.9	464.0
New Business Writings	184.5	106.1	89.1	379.7	–	48.6	48.6	30.8	–	20.1	50.9	479.2
AUMOF Closing	1,087	473	521	2,081	–	217	217	164	–	–	164	2,462
VUMOF Funded	37,233	13,974	19,054	70,261	–	14,255	14,255	–	–	–	–	84,516
VUMOF Managed	22,436	–	10,717	33,153	–	–	–	–	–	–	–	33,153

NEW SEGMENTS — 2H19

($m, unless stated)	Fleet AU	Novated AU	New Zealand	Core	R2D	Consumer (CL/ Georgie	Held for sale/ Under review	CEF	Grays	AYS	Divested	Group
NOI before EOL & Impairments	40.5	15.7	14.9	71.1	9.2	1.3	10.6	2.0	22.4	0.9	25.3	**107.0**
End of Lease	11.0	0.8	3.3	15.1	(0.6)	–	(0.6)	0.0	(0.0)	(0.2)	(0.2)	**14.4**
Impairments	0.2	(0.1)	0.7	0.8	0.7	(0.0)	0.7	0.3	0.3	(0.0)	0.6	**2.1**
NOI	51.7	16.4	18.9	87.0	9.4	1.3	10.7	2.3	22.7	0.8	25.8	**123.4**
Operating expenses	(25.2)	(8.2)	(12.9)	(46.4)	(19.9)	(2.9)	(22.7)	(2.5)	(22.5)	(1.8)	(26.8)	**(95.8)**
EBITDA	**26.5**	**8.2**	**6.0**	**40.6**	**(10.5)**	**(1.6)**	**(12.1)**	**(0.2)**	**0.2**	**(1.0)**	**(1.0)**	**27.6**
Cash NPATA	13.4	4.7	4.3	22.5	(8.2)	(1.4)	(9.5)	0.8	(3.2)	(0.4)	(2.9)	**10.1**
New Business Writings (ex Panel)	181.0	128.2	98.7	407.9	–	37.5	37.5	–	–	–	–	445.4
New Business Writings	191.4	128.2	98.7	418.3	–	37.5	37.5	–	–	–	–	455.8
AUMOF Closing	1,095	508	504	2,107	–	183	183	–	–	–	–	2,289
VUMOF Funded	37,341	14,710	18,634	70,685	–	13,237	13,237	–	–	–	–	83,922
VUMOF Managed	21,363	–	7,609	28,972	–	–	–	–	–	–	–	28,972

Notes

1. 2H19 includes the impact of AASB 15 and AASB 9
2. EBITDA is defined as the earnings before depreciation and amortisation of non-fleet assets, share based payments and the interest expenses on corporate debt excluding any interest expense on debt allocated to fleet assets

Business units performance — FY18

NEW SEGMENTS — 1H18

($m, unless stated)	Fleet AU	Novated AU	New Zealand	Core	R2D	Consumer (CL/ Georgie	Held for sale/ Under review	CEF	Grays	AYS	Divested	Group
NOI before EOL & Impairments	44.4	10.0	16.8	71.2	19.6	3.8	23.4	3.7	39.1	1.7	44.5	**139.1**
End of Lease	13.2	0.5	4.0	17.6	(0.0)	–	(0.0)	–	–	(0.0)	(0.0)	**17.5**
Impairments	(0.4)	–	(0.3)	(0.7)	(0.5)	–	(0.5)	–	0.1	(0.0)	0.1	**(1.1)**
NOI	57.1	10.5	20.5	88.2	19.0	3.8	22.8	3.7	39.2	1.7	44.6	**155.6**
Operating expenses	(25.4)	(4.7)	(13.8)	(43.9)	(13.3)	(4.5)	(17.7)	(2.7)	(29.0)	(1.2)	(32.9)	**(94.6)**
EBITDA	**31.7**	**5.8**	**6.7**	**44.2**	**5.7**	**(0.7)**	**5.1**	**1.0**	**10.2**	**0.5**	**11.7**	**61.0**
Cash NPATA	19.6	3.8	4.2	27.6	2.7	(0.7)	2.0	0.2	5.9	0.2	6.3	**35.9**
New Business Writings (ex Panel)	163.3	96.6	101.9	361.8	–	65.1	65.1	33.5	–	12.2	45.7	472.6
New Business Writings	205.7	96.6	101.9	404.2	–	65.1	65.1	33.5	–	12.2	45.7	515.0
AUMOF Closing	1,038	422	489	1,949	–	250	250	131	–	–	131	2,330
VUMOF Funded	36,521	12,253	19,040	67,814	–	14,190	14,190	–	–	–	–	82,004
VUMOF Managed	19,528	–	10,551	30,079	–	–	–	–	–	–	–	30,079

NEW SEGMENTS — 2H18

($m, unless stated)	Fleet AU	Novated AU	New Zealand	Core	R2D	Consumer (CL/ Georgie	Held for sale/ Under review	CEF	Grays	AYS	Divested	Group
NOI before EOL & Impairments	48.6	11.6	14.4	74.6	15.4	3.4	18.8	5.1	38.1	2.8	45.9	**139.3**
End of Lease	14.2	0.4	4.6	19.2	(0.0)	–	(0.0)	0.0	–	(0.1)	(0.1)	**19.1**
Impairments	(0.2)	–	(0.6)	(0.8)	(0.2)	–	(0.2)	(0.4)	(0.0)	(0.0)	(0.5)	**(1.5)**
NOI	62.5	12.0	18.4	92.9	15.2	3.4	18.6	4.7	38.0	2.7	45.4	**156.9**
Operating expenses	(32.8)	(6.5)	(11.6)	(51.0)	(13.7)	(4.8)	(18.4)	(3.1)	(31.1)	(2.5)	(36.6)	**(106.0)**
EBITDA	**29.7**	**5.5**	**6.8**	**42.0**	**1.5**	**(1.4)**	**0.2**	**1.6**	**7.0**	**0.2**	**8.8**	**50.9**
Cash NPATA	21.1	4.5	4.4	30.0	(0.2)	(1.4)	(1.7)	0.5	4.5	(0.1)	4.9	**33.2**
New Business Writings (ex Panel)	187.1	111.8	114.8	413.7	–	68.4	68.4	50.1	–	33.1	83.2	565.3
New Business Writings	210.2	111.8	114.8	436.8	–	68.4	68.4	50.1	–	33.1	83.2	588.4
AUMOF Closing	1,077	452	500	2,028	–	243	243	160	–	–	160	2,432
VUMOF Funded	37,272	13,059	19,502	69,833	–	14,650	14,650	–	–	–	–	84,483
VUMOF Managed	21,837	–	10,740	32,577	–	–	–	–	–	–	–	32,577

Notes

1. EBITDA is defined as the earnings before depreciation and amortisation of non-fleet assets, share based payments and the interest expenses on corporate debt excluding any interest expense on debt allocated to fleet assets. In 1H19 Results Presentation share based payments expense was included in operating expenses and not adjusted for EBITDA

Appendices:

b) Financial reconciliations

Group income statement

$m	1H19	1H20 (pre AASB 16)	1H20 (post AASB16)	CHANGE PCP (pre AASB16)
Net operating income before end of lease income & impairment	**126.7**	**81.8**	**81.8**	**(35%)**
End of lease income	14.2	14.3	14.3	1%
Net operating income before impairment charges	**140.9**	**96.1**	**96.1**	**(32%)**
Fleet impairment	(1.3)	-	-	Na
Credit impairment	(7.6)	(1.8)	(1.8)	(76%)
Net operating income	**132.0**	**94.4**	**94.4**	**(29%)**
Employee benefits expense	(62.4)	(39.8)	(39.8)	(36%)
Occupancy expense	(11.4)	(4.7)	(1.4)	(59%)
Technology expense	(5.4)	(4.9)	(4.9)	(9%)
Other operating expenses	(21.0)	(11.1)	(11.1)	(47%)
Total operating expenses	**(100.2)**	**(60.5)**	**(57.2)**	**(40%)**
EBITDA	**31.9**	**33.9**	**37.2**	**6%**
Share based payment expense	(0.6)	(2.1)	(2.1)	Na
Depreciation expense	(2.2)	(1.5)	(1.5)	(32%)
Depreciation on property leases (AASB16)	-	-	(2.7)	Na
Software amortisation	(5.2)	(1.6)	(1.6)	(70%)
PBITA before significant items	**23.8**	**28.7**	**29.3**	**20%**
Transaction and restructuring costs	(14.2)	(1.7)	(1.7)	(88%)
PBITA	9.6	27.0	27.6	181%
Interest on corporate debt	(9.6)	(8.1)	(8.1)	(15%)
Interest on property leases (AASB16)	-	-	(0.6)	Na
PBTA	0.1	18.8	18.8	Na
Impairment of goodwill	(118.4)	-	-	Na
Amortisation and impairment of intangible assets	(3.0)	(1.6)	(1.6)	(47%)
PBT	**(121.3)**	**17.3**	**17.3**	**Na**
Tax expense	0.9	(4.1)	(4.1)	Na
NPAT	**(120.3)**	**13.2**	**13.2**	**Na**
Transaction and restructuring costs (post-tax)	10	0.1	0.1	Na
Impairment of goodwill	118.4	-	-	Na
Amortisation and impairment of intangible assets (post-tax)	2.1	1.1	1.1	(47%)
NPATA before add back of software amortisation	**10.1**	**14.4**	**14.4**	**43%**
Add back of software amortisation (post-tax)	3.7	1.1	1.1	(70%)
Cash NPATA	**13.8**	**15.5**	**15.5**	**13%**

COMMENT

- NOI before impairment and EOL is down following the disposal of non-core businesses, with Grays contributing significantly to 1H19 NOI
- Higher credit and fleet impairment relative to BAU in response to COVID, albeit improvement relative to the corresponding prior period relating to a specific provision in the now disposed Commercial Equipment Finance business
- Opex benefiting from cost optimisation and the exit of Grays, AreYouSelling and Commercial Equipment Finance
- Increase in share based payments expense relates to the replacement of prior cash based incentives with equity remuneration to align executives with shareholders over a longer period
- Reduction in depreciation and software amortisation as a result of impairments in 2H19
- Adoption of "AASB16 Leases" has reclassified expenditure incurred on property leases from operating expenses third parties to depreciation and interest expense
- Significant reduction in transaction and restructuring costs as the business focuses on the core
- No Impairment of goodwill in 1H20 compared to $118m in 1H19
- Corporate debt repayments have driven a reduction in Interest on corporate debt.

Simplification plan driving higher profitability

- 1H20 EBITDA performance driven by a combination of the successful execution of the Simplification plan and the disposal of non-core businesses

Appendices:

c) Funding

Liquidity and funding

Most diversified funding structures in the domestic fleet space with the support of more than 50+ lenders and investors

	Eclipx funded (own credit)			Third party
	Warehouse	**ABS market**	**Cash**	**Principal & Agency**
Purpose	Primary source of funding for new leases	Tactical use of ABS issuance to lower cost of financing	Working capital	Supports funding of new leases
First established	2007	2010	NA	2004
Funders	> 10	50+	NA	9
Maturity	• No bullet repayments • Matched funded	• No bullet repayments • Matched funded • Historically utilised every two years[2]	NA	NA
Credit risk	Eclipx PPSR[1] on each vehicle	Eclipx PPSR[1] on each vehicle	NA	Third party
Interest rate risk	Risk hedged	Risk hedged	NA	NA
Liquidity headroom	Significant	NA	$106[3]	Uncommitted limits reviewed annually

Notes:
1. PPSR represents security over the underlying hard asset i.e. motor vehicle
2. $106m liquidity includes $25m revolver and $81m in cash in cash and cash equivalents as of 31 March 2020

Corporate Debt overview

ILLUSTRATIVE SENSITIVITY – PATHWAY TO STEADY STATE *($m)*

Effective Blended Interest Rate (%)²

Average Gross Debt ($M)	7.0%	6.5%	6.0%	5.5%	5.0%	Average Net Debt ($m)
265	(18.6)	(17.2)	(15.9)	(14.6)	(13.3)	**210**
250	(17.5)	(16.3)	(15.0)	(13.8)	(12.5)	**195**
225	(15.8)	(14.6)	(13.5)	(12.4)	(11.3)	**170**
200	(14.0)	(13.0)	(12.0)	(11.0)	(10.0)	**145**
175	(12.3)	(11.4)	(10.5)	(9.6)	(8.8)	**120**
150	(10.5)	(9.8)	(9.0)	(8.3)	(7.5)	**95**

Corporate interest pricing grid based on net debt position. Analysis assumes $55m of cash

COMMENTS

- Interest expense is driven by average gross debt balances and fees for undrawn committed limits
- Average gross debt in FY20 will be lower than $265m (at financial close) as debt is paid down resulting in lower FY20 interest expense (vs. $18.5m in FY19)
- Scheduled and mandatory amortisation payments and additional debt reduction initiatives will benefit ECX via reduced cost of funds and lower debt levels
- Blended interest rate to step down under a pricing grid in line with leverage ratio improvements
- Interest expense expected to reduce to ~$10m once at steady state debt levels

KEY TERMS SUMMARY

Participants

- Six lenders

Maturity

- Revolver & Term Loan (October 2022)
- USPP (July 2025)

Amortisation

- Scheduled amortisation totaling $10m per half year until leverage ratio is below 2.0x[1]
- Next scheduled amortisation due to in Mar-21

Covenants

- Tested quarterly on LTM EBITDA of core only

On and from	Mar-20	Sep-20	Mar-21	Sep-21	Mar-22	Sep-22
Leverage Ratio	3.25x	3.25x	3.00x	2.50x	2.25x	2.25x
Interest Cover Ratio	2.75x	2.75x	3.00x	3.50x	3.75x	3.75x
Shareholder Funds ('SHF')	Greater of $450m or 85% of SHF as at end of preceding FY					

- One-off and restructuring cost exemptions (subject to cap)

Amortisation

- Scheduled amortisation totaling $10m per half year until leverage ratio is below 2.0x[1]

Notes

1. Scheduled amortisation until net debt to adjusted EBITDA is below 2.0x for two consecutive quarters. For the purpose, leverage calculations are based on adjusted EBITDA including non-core contribution. Nil dividends to be paid until net debt to adjusted EBITDA including non-core contribution is below 2.0x for two consecutive quarters.
2. Excludes non-cash amortisation of refinancing costs and prior establishment costs and is not adjusted for re-allocation to NOI of mezzanine interest costs funded out of corporate debt. Net effect of this two offsetting each other factors is not material for the purposes of this illustrative analysis.

Appendices:

d) Non-core businesses

Held for sale - Right2Drive

PERFORMANCE

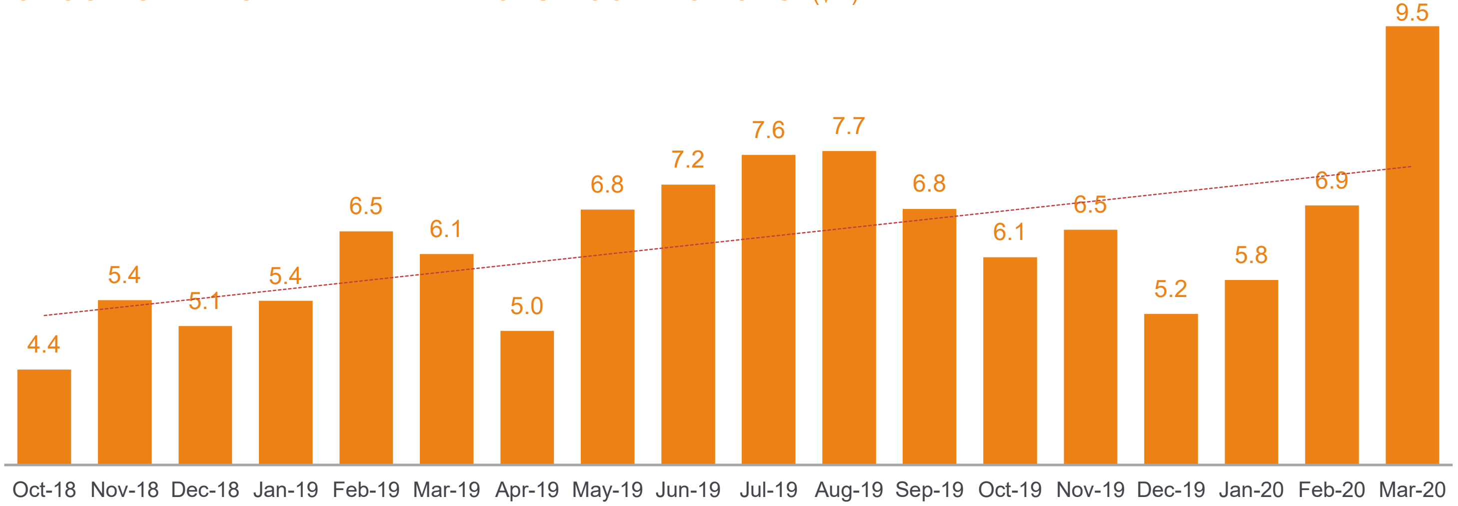
- During 2H19 and 1H20, R2D has increased the focus on the collection of its debtor book, culminating in improved cash collections
- Business restructure initiated in 2H19 now complete
- Branch rationalisation from 32 in 1H19 to 24 in 1H20
- Lower hire income and net operating income are a result of increased focus on quality revenue expected to derive greater cash conversion
- Opex rationalisation predominately relating to a reduction in branch FTE
- Adoption of “AASB16 Leases” has reclassified expenditure incurred on property leases from operating expenses third parties to depreciation and interest expense

$m (unless stated)	1H19	2H19	1H20 (pre AASB16)	1H20 (post AASB16)	CHANGE PCP (pre AASB16)
Branches	32	24	24	24	(25%)
Hires (units)	23,365	26,441	17,822	17,822	(24%)
Hire income	32.1	27.4	22.0	22.0	(31%)
Net Operating Income	12.5	9.4	6.6	6.6	(47%)
Opex	(16.1)	(19.9)	(17.1)	(16.5)	6%
EBITDA	**(3.6)**	**(10.5)**	**(10.5)**	**(9.9)**	**na**
Cash NPATA	(4.2)	(8.2)	(9.4)	(9.4)	na
Net cash flow	***(5.8)***	***1.8***	***5.6***	***5.6***	***na***

PRIORITIES

- Restructure and branch rationalisation now complete
- New management team in place prioritising internalised collections and repatriating net capital into core while held for sale
- Enhance collection of Right2Drive debtors
- Reduce hires to uninsured and insured no claim
- Quality growth and increased fleet utilisation

ONGOING IMPROVEMENT IN R2D CASH COLLECTIONS[1] ($m)



Notes

1. Collections are based on total cash remittances and include GST; Collections in March include the release of $3.5m held in NZ trust receipts following a successful hearing in the NZ High Court

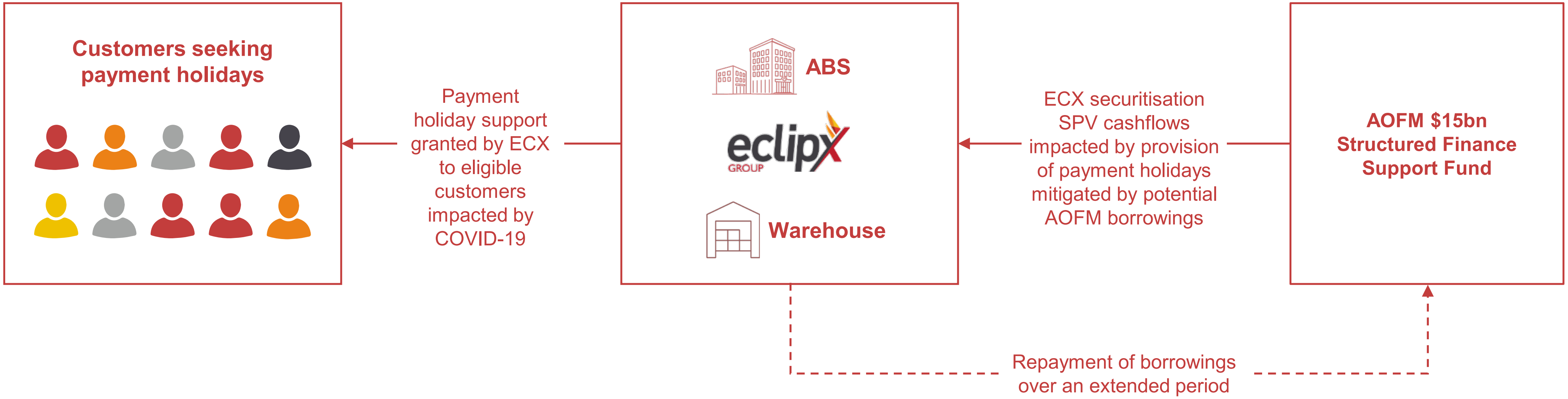
Appendices:

e) AOFM

Proposed AOFM COV-19 forbearance funding structures for non-ADI's

Liquidity and forbearance risk mitigation and management

COVID-19 FORBEARANCE FUNDING SUPPORT



Customers seeking payment holidays

Payment holiday support granted by ECX to eligible customers impacted by COVID-19

ABS

Warehouse

ECX securitisation SPV cashflows impacted by provision of payment holidays mitigated by potential AOFM borrowings

AOFM $15bn Structured Finance Support Fund

Repayment of borrowings over an extended period