# 3Q25 business update

FleetPartners Group Limited (ASX:FPR)
23 July 2025

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# Why FleetPartners?

Highly predictable, cash generative business operating in a defensive asset class – growth opportunities supported by sector leading capability and underpenetrated target markets

### Investing for growth in large and underpenetrated markets

- Operating in underpenetrated, high-returning markets with high barriers to entry
- Investing in digital solutions, expanding omnichannel distribution and enhancing capabilities to drive further growth

### Compelling product proposition vs traditional solutions

- FleetPartners simplifies and lowers the cost of vehicle ownership for corporates, small fleet operators and individuals
- Financing and servicing of business-critical fleet assets and employed individuals' personal vehicles

### Market leading core capabilities

- Unique and most diversified funding platform in the AU and NZ fleet management and novated leasing sectors
- 38+ years of credit, vehicle maintenance and residual value underwriting expertise

### Stable, predictable and recurring earnings

- ~95% of NOI pre EOL and provisions is annuity-like in nature, embedded in every lease for their 3.9-year average term
- ~80% of leases remain on book from the start to the end of the year – ~90% of corporate leases that roll off are replaced with new leases

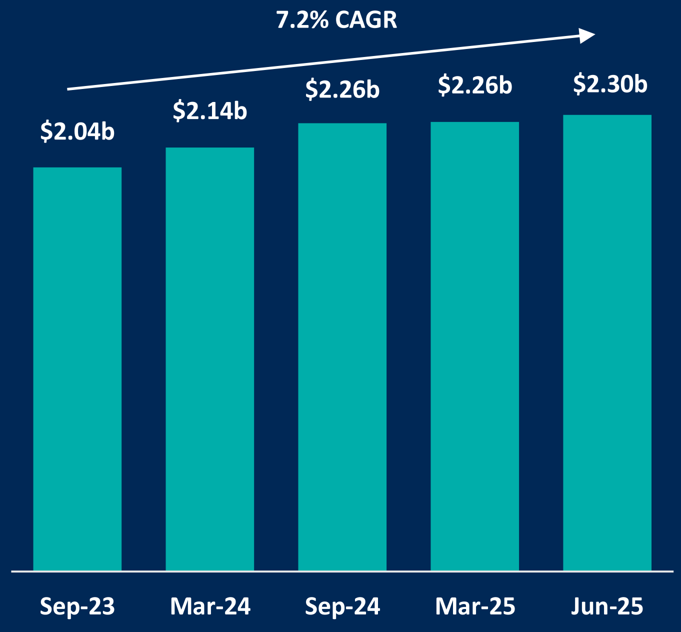
### High cash generation

- $9.2m of the announced 2H25 buy-back of $25.3m complete[1] – total capital return YTD of $39.2m

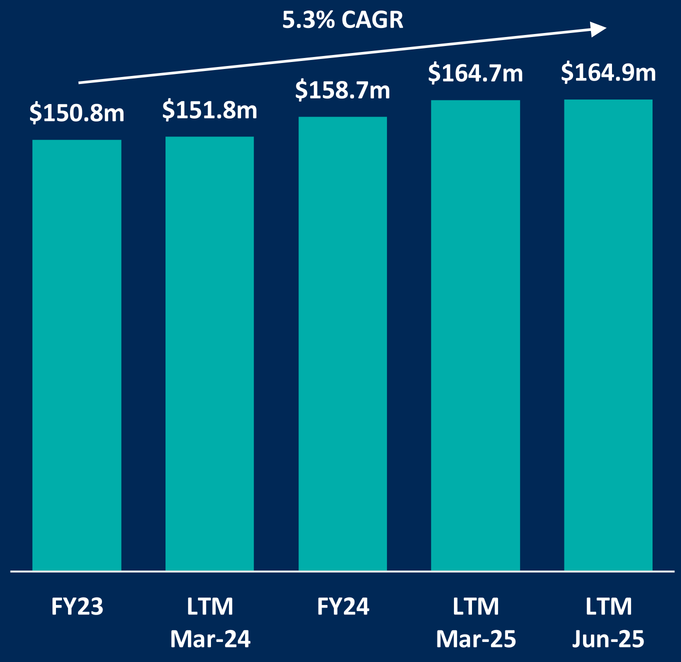
1) Up to 30 Jun-25.

# Resilient performance over time

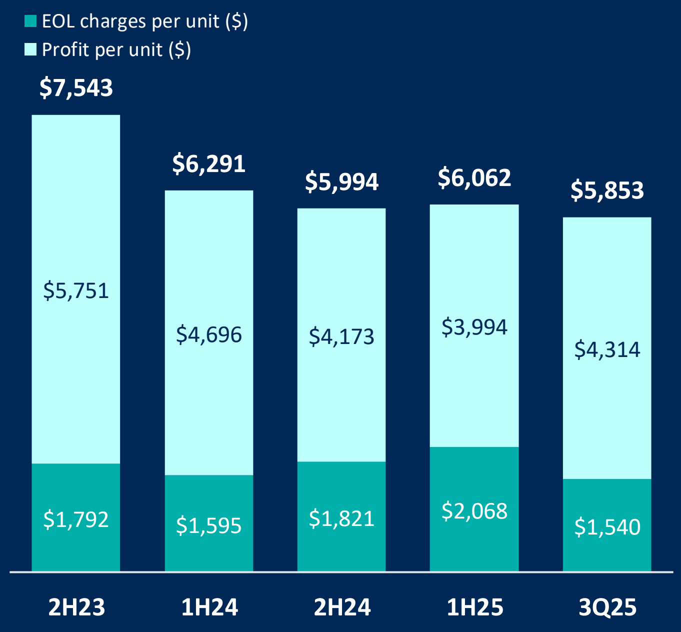
## AUMOF – continued stable growth




## NOI pre EOL and provisions




## End of lease per unit higher for longer



# 3Q25 business update

FleetPartners remains resilient despite temporary disruption as a result of the Accelerate system cutover

## AUMOF GROWTH DESPITE DECLINE IN NBW

**5%**

AUMOF growth[1] – the key input to driving sustainable, annuity-like income

**(17)%**

NBW[2] impacted by pcp pipeline unwind (down 7% excl. pipeline unwind and SLBs), Accelerate system cutover and softer macroeconomic conditions

**Commercial wins**

One of FPR's most successful tender periods, with a high number of mandate wins, despite disruption

## EBITDA GROWTH EXCLUDING EOL

**5%**

NOI pre EOL and provisions growth[3]

**$5,853**

3Q25 EOL per unit – expected to remain stronger for longer

**$6m+**

of annualised cost savings post Accelerate

## TEMPORARY SYSTEM CUTOVER DISRUPTION

**NBW**

Impacted by 2-week system cutover blackout and temporary customer service disruption post go-live

**Net debt**

Impacted by self-funding and arrears, but still expected to normalise through 4Q25 and 1Q26

**Arrears**

Remain elevated as a result of temporary administrative impacts associated with cutover

Expected to largely be resolved by the FY25 results

Underlying portfolio quality remains strong

1) Jun-25 compared to Jun-24
2) YTD Jun-25 compared to YTD Jun-24. NBW includes sale and leasebacks.
3) YTD Jun-25 compared to YTD Jun-24

# Clear pathway to resolve temporary impacts post business transformation

FleetPartners is already seeing the benefits of one brand and one system, however system cutover related disruption remains

**Action taken / being undertaken**

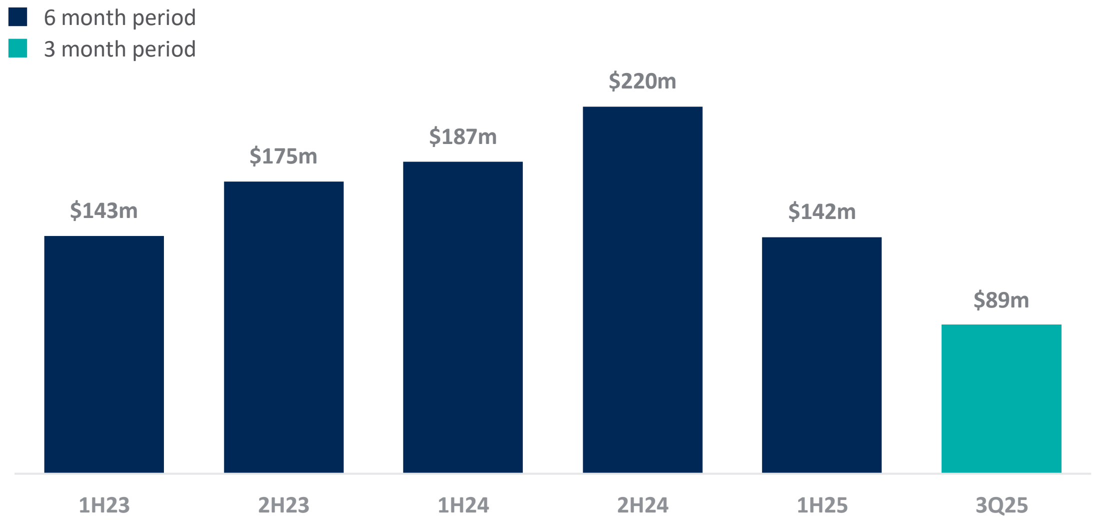
- Areas of disruption clearly identified and prioritised
- Disruption resolution teams deployed and required processes in place
- Temporary incremental resource and overtime being utilized to expediate resolution
  - No change to opex expectations
- FPR is proactively working closely with its customers in the context of temporary disruption

| Impacts | | Action | Resolution date |
|---|---|---|---|
| **NBW** | • NBW was down 17% YTD Jun-25 compared to pcp (down 7% excluding pipeline unwind and SLBs) | • Expediated resolution of Accelerate cutover disruption will mitigate customer risk and create management and organisational bandwidth to focus on NBW growth<br>• Continued strong commercial success is a lead indicator for future NBW | **Revised expectations:**<br>• NBW growth for FY25 to be in line with 1H25 performance vs expectations in May of reducing NBW decline to low double digits |
| **Net debt** | • Remains elevated – largely driven by arrears and assets temporarily funded through cash and corporate debt | • Systematically selling leases into the warehouse, refinancing ex P&A leases and addressing administrative issues impacting arrears | • To be largely resolved by the FY25 results, with the remainder executed through 1Q26 |
| **Provisions / arrears** | • Remains elevated – driven by administrative issues and Novated customers on catch-up deductions due to late commencement of billings<br>• The strength of the portfolio remains – elevation is temporary and administrative in nature only | • Working closely with customers to resolve residual administrative issues and ensure Novated drivers are on appropriate revised deduction schedules<br>• Recent AU ABS issuance, which delivered strong pricing outcomes, demonstrates ongoing funder appetite and the quality of the portfolio | • To be largely resolved by the FY25 results, with the exception of arrears associated with Novated customers on extended catch-up deductions |

# Fleet Australia

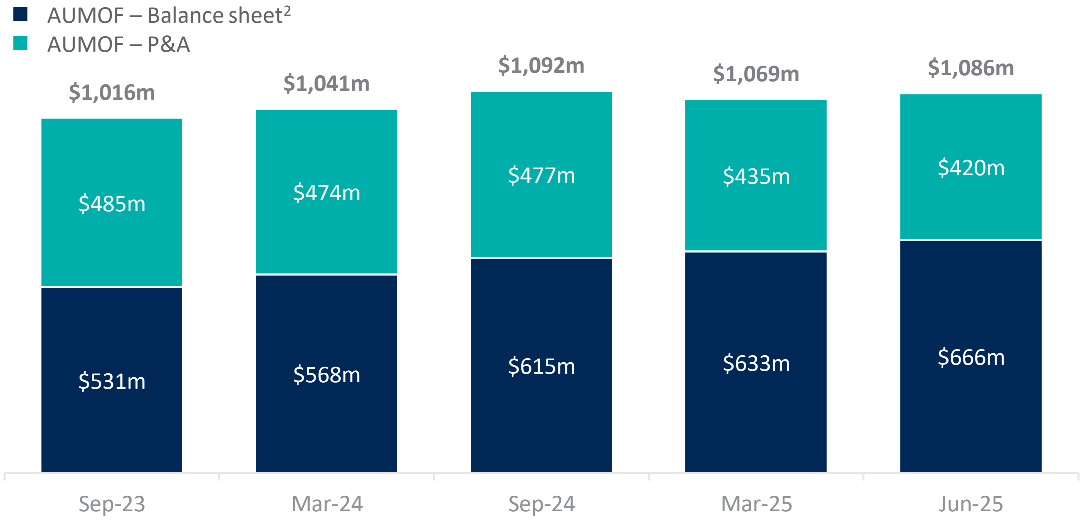
Although NBW and AUMOF have been impacted by the Accelerate system cutover and weaker macroeconomic conditions, 3Q25 was one of Fleet Australia's most successful tender periods, with a high number of mandate wins, despite the disruption

## New business writings[1]




- NBW for the three months to Jun-25 (3Q25) was $89m, which is 16% lower than 3Q24
- 3Q24 NBW benefited from a significant reduction in the elevated order pipeline
- Excluding the unwind of pipeline and SLBs, underlying 3Q25 NBW was 2% up on pcp

## AUMOF




- AUMOF was 3% higher than Jun-24 and balance sheet funded AUMOF was 13% higher than Jun-24
- Following a small reduction in AUMOF following the Accelerate system cutover, AUMOF returned to growth in 3Q24, up 2% since Mar-25

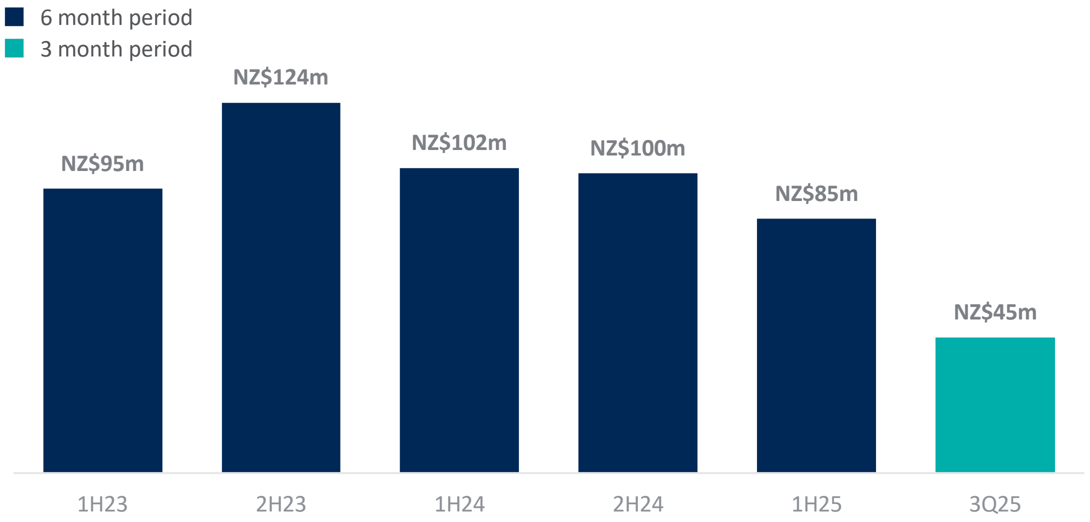
*Fleet Australia remains focused on minimising customer impacts from the Accelerate system cutover, maintaining its exceptional retention rates, growing new customer wins through strong tender success, and exploring underpenetrated areas of the market*

1) New Business Writings includes sale and leasebacks.
2) Balance sheet funded AUMOF relates to warehouse, ABS and cash funded leases.

# Fleet New Zealand

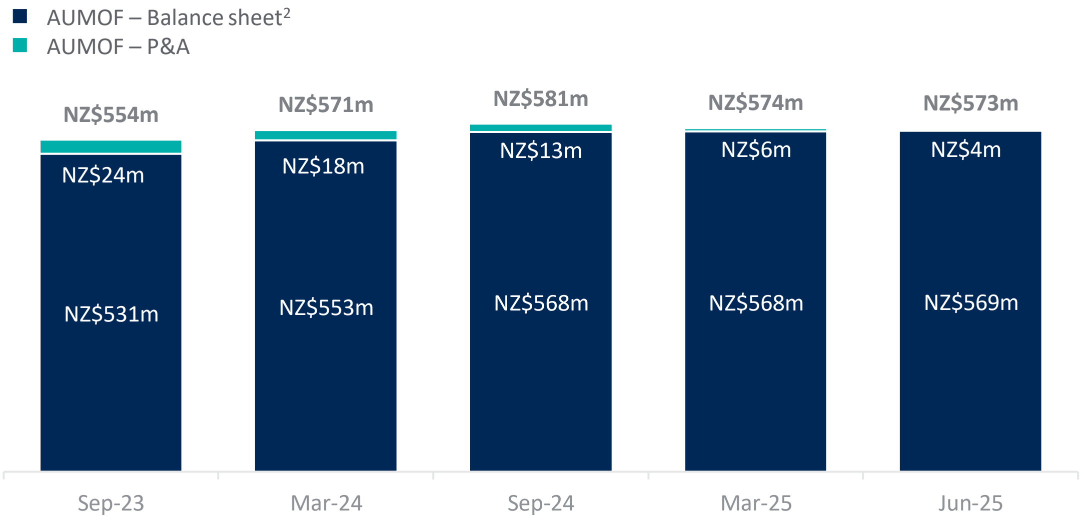
NBW softer due to challenging economic environment – asset base stable

## New business writings[1]




- NBW for 3Q25 was NZ$45m, which is 15% lower than 3Q24
- 3Q24 benefited from a significant reduction in the elevated order pipeline
- Excluding the unwind of pipeline and SLBs, underlying 3Q25 NBW was 1% lower than pcp

## AUMOF




- AUMOF was 1% lower than Jun-24 driven by the lower levels of NBW in YTD25
- Balance sheet funded AUMOF was 1% higher than Jun-24 with minimal P&A funded AUMOF remaining

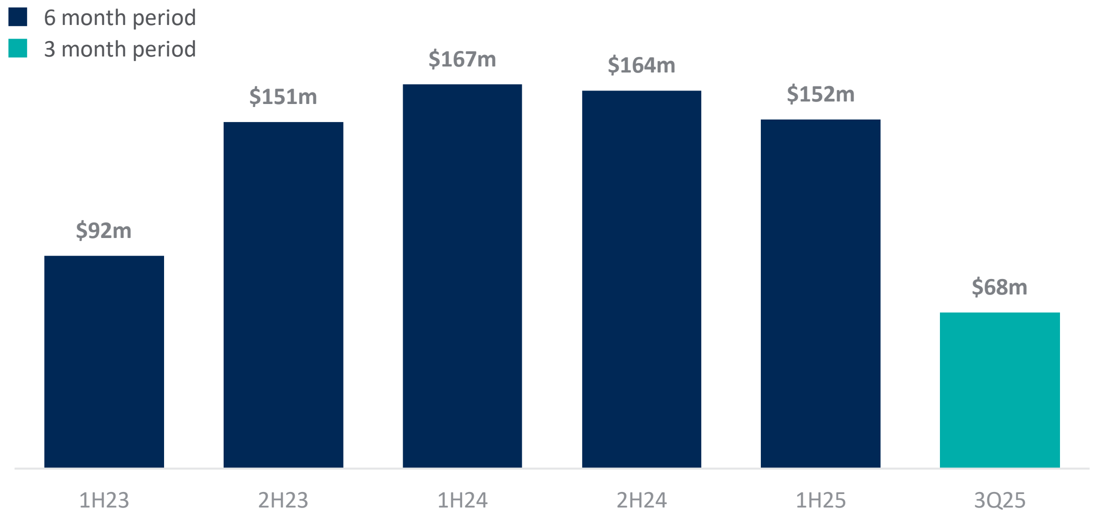
*While macroeconomic conditions remain soft, Fleet New Zealand will focus on converting non-leased vehicles of existing customers to a leasing solution*

1) New Business Writings includes sale and leasebacks.
2) Balance sheet funded AUMOF relates to warehouse, ABS and cash funded leases.

# Novated

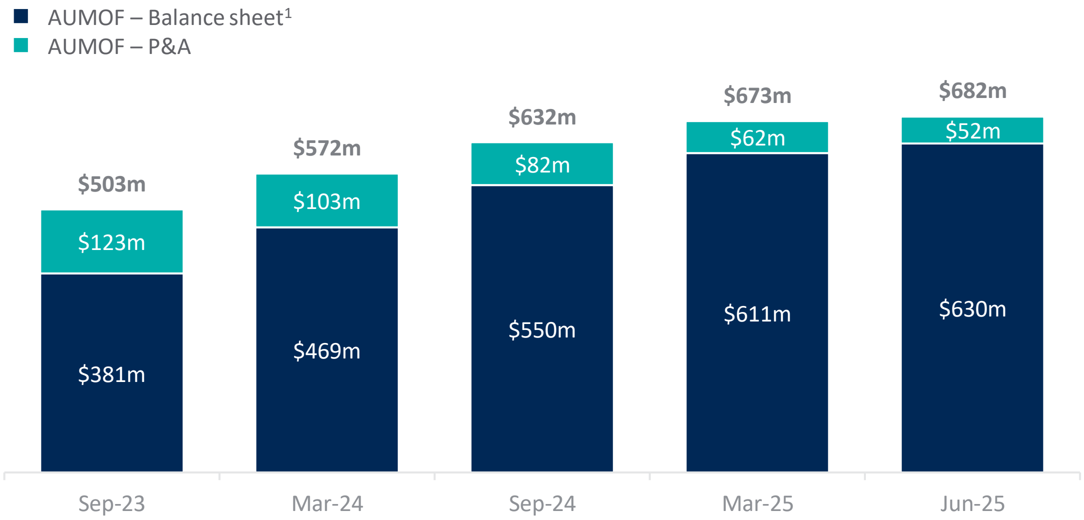
Novated has been impacted by the disruption of the Accelerate system cutover

## New business writings




- NBW for 3Q25 was $68m, which is 20% lower than 3Q24
- 3Q24 benefited from a significant reduction in the elevated order pipeline
- Excluding the unwind of pipeline, underlying 3Q25 NBW was 1% lower than pcp
- Novated demand has remained stable following the end of the FBT exemption for PHEVs on 31 Mar-25, with interest being largely redirected to BEV – EVs represented 57% of 3Q25 NBW

## AUMOF




- AUMOF was 13% higher than Jun-24 as AUMOF continues to benefit from the growth in NBW over prior periods
- Balance sheet funded AUMOF was 23% higher than Jun-24
- The mix-shift away from P&A is expected to continue, with virtually all Novated NBW expected to be balance sheet funded going forward

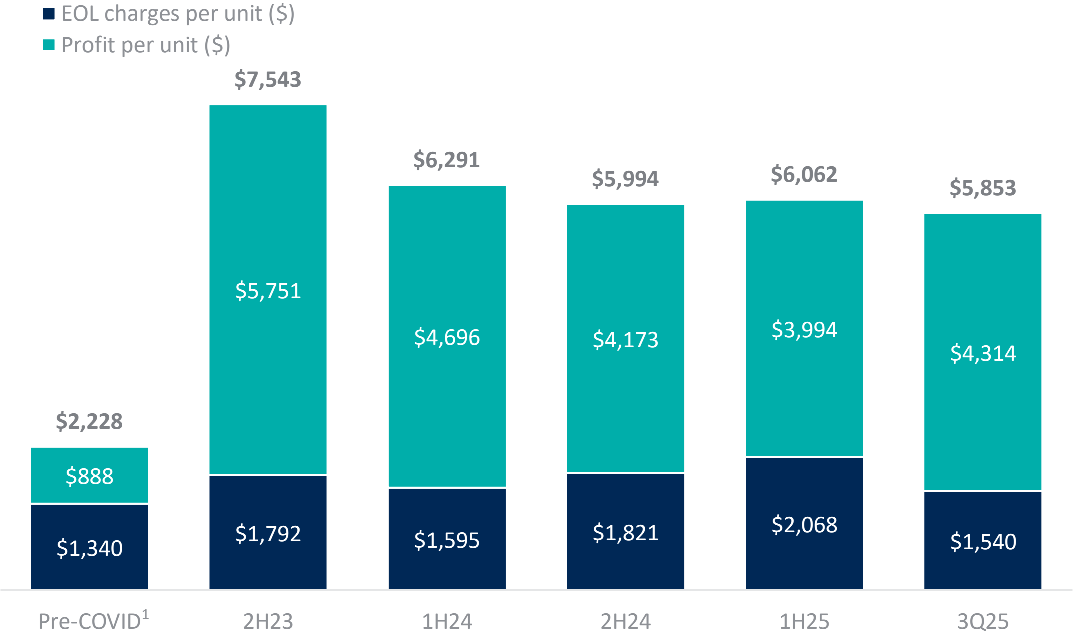
*Novated is focused on minimising Accelerate cutover disruption and continuing to improve service levels, whilst uplifting our digital proposition*

1) Balance sheet funded AUMOF relates to warehouse, ABS and cash funded leases.

# End of lease income

Used car prices appear to have stabilised, with 3Q25 profit per unit greater than 1H25 – continue to expect that the normalisation of EOL income will take longer, resulting in stronger EOL over the medium term

## Vehicles sold and end of lease income per unit

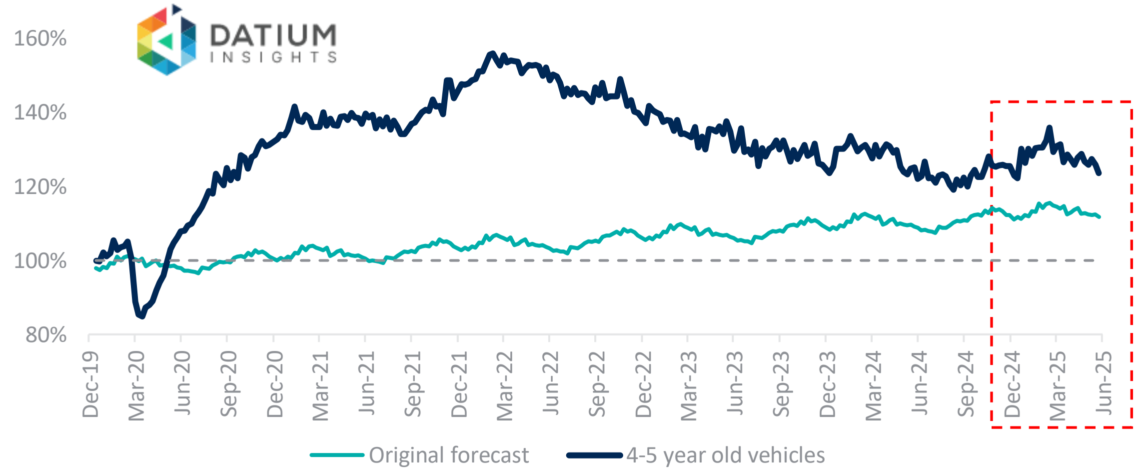



| | Pre-COVID[1] | 2H23 | 1H24 | 2H24 | 1H25 | 3Q25 |
|---|---|---|---|---|---|---|
| **Units sold** | 5,048 | 5,708 | 5,790 | 4,863 | 2,553 | |
| **EOL** | $38.1m | $35.9m | $34.7m | $29.5m | $14.9m | |

## Comments

- Whilst used vehicle prices remain well above pre-COVID-19 levels, profit per unit increased in 3Q25 as prices show a level of stability. EOL charges per unit vary from period to period depending on the mix of vehicles disposed and their condition
- Units disposed in 3Q25 were broadly in line with pcp
- Longer term, EOL per unit is still expected to revert to pre-COVID-19 levels – however, profit per unit is now expected to stay stronger in the medium term, allowing time for AUMOF and NOI pre EOL and provisions growth to offset this decline

## Used vehicle prices vs original estimate[2]




1) Based on FY19 EOL performance.
2) Datium insights data, report as of 30 Jun-25.

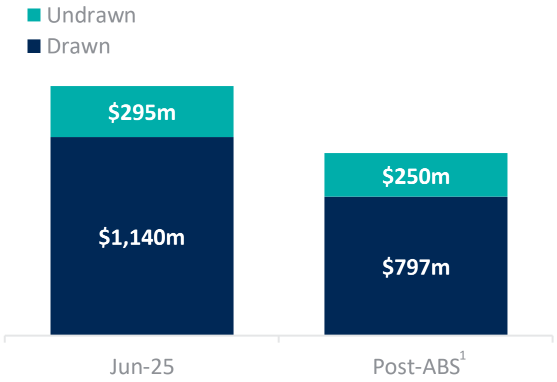
# Funding – Australian ABS

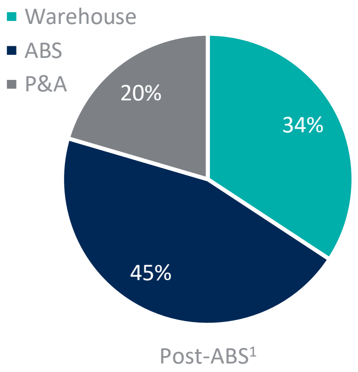
$400m Australian ABS completed in Jul-25 provides a benefit to cost of funds – Class A notes priced at 100bps

## Comments

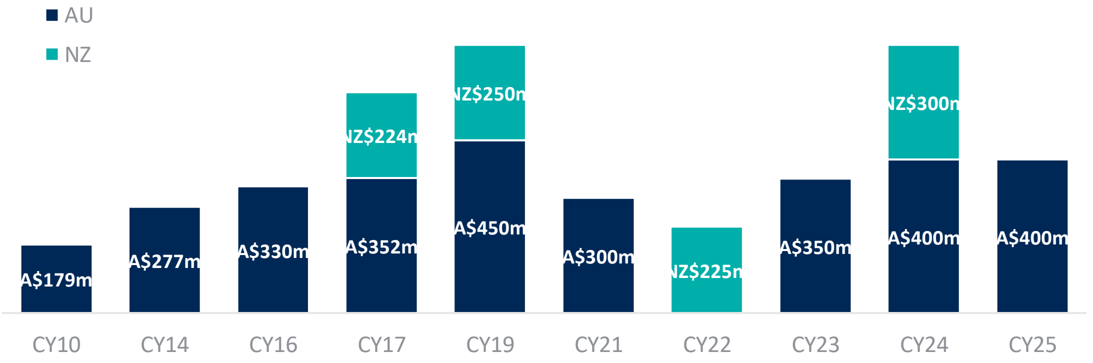
- Regular ABS issuer since 2010, with a proven ability to issue through periods of volatility
- A$400m Australian ABS deal successfully completed in Jul-25, demonstrating the strong ongoing demand from funders to participate in FleetPartners' funding programme
- Includes an A$80m Green Bond tranche, backed by a pool of BEVs, representing FleetPartners' second issuance of a Green Bond
- The Class A notes in the ABS deal priced at 100bps, providing a material improvement to cost of funds compared to current warehouse pricing
- $295m of undrawn warehouse capacity at Jun-25, decreasing to $250m[1] after adjusting for the recent ABS deal and expected resizing of warehouse limits

## Warehouse capacity and funding mix at Jun-25[1]




## Asset Backed Securitisation Issuance




1) Post-ABS figures reflect the Jun-25 position adjusted for the A$400m Australian ABS deal priced in Jul-25 and the clean-up call for the NZ 2022 ABS deal expected to be completed in Jul-25.

# FY25 expectation analysis

Expectations for FY25 remain in line with the half year

| | FY24A | FY25 (expectation) | Comments *(no changes since 1H25 results)* |
|---|---|---|---|
| NOI pre EOL and provisions | $158.7m | | • Growth in average AUMOF partially offset by reduction in management fees as extensions reduce to more typical levels and funding commissions reduce with more balance sheet funding of NBW post Accelerate |
| End of lease | $70.6m | | • Prices in used vehicle market appear to have broadly stabilised<br>• Units sold expected to improve in 2H25 following impacts of Accelerate system cutover and as replacement cycle continues<br>• Maximising EOL per unit through optimisation of sales channels |
| Provisions | $(2.8)m | | • Provisioning expected to increase in line with balance sheet funded portfolio growth |
| **NOI** | **$226.5m** | | |
| Operating expenses | $(89.2)m | $(91.0 – 92.0)m | • Increase driven by activity levels, investing for growth and cost inflation – expected to be partially offset by Accelerate cost benefits later in FY25 |
| **EBITDA** | **$137.3m** | | |
| Share-based payments | $(3.3)m | $(3.6 – 3.8)m | • Increase due to additional year of grants partially offset by a reduction due to FY23 LTI Plan grants not expected to fully vest in FY25 |
| Interest on corporate debt | $(6.3)m | $(6.5 – 6.7)m | • Expectation increased due to the temporary Accelerate debt funding drawn<br>+/- $0.1m impact for every future +/- 50 bps change to BBSW |
| Depreciation and leases | $(3.3)m | $(3.2 – 3.4)m | • Stable |
| Tax | 29.5% | 29 – 30%<br>(tax rate) | • Based on statutory earnings from Australia and New Zealand<br>• No Australian corporate tax expected to be paid in cash, given carried-forward tax losses associated with Temporary Full Expensing (which ceased 30 Jun-23) |

# FY25 full year outlook

FleetPartners views FY25 as a transition year, with momentum expected to build into 2H26 and beyond. Confidence in the outlook is underpinned by growth potential in underpenetrated segments and the progressive realisation of incremental Accelerate benefits

**The operating environment remains stable, with high tender activity against a subdued macroeconomic backdrop**

- No direct effects from the US tariff regime as it stands today
- Australia corporate fleet demand has slowed vs 1H25
- FPR benefiting from elevated tender activity, delivering several large wins and customer renewals – continue to expect increasing trend of outsourcing fleet management
- New Zealand economic conditions remain subdued, however number of orders taken YTD Jun-25 is in line with pcp

**Revised NBW expectations**

- Longer than expected Accelerate system cutover disruption and more subdued macroeconomic conditions have impacted the full year outlook
- Expect NBW growth for FY25 to be in line with 1H25 growth performance vs expectations in May of reducing NBW decline to low double digits
- Benefits of recent tender wins will largely be seen in FY26

**Demand for Novated leases remains strong, and slightly above FY24**

- Regulatory tailwinds continue to positively impact demand
- PHEV demand has diminished post subsidy roll-off, albeit this has largely been replaced by demand for BEVs

**Transition to low/no emission fleets to remain a key industry focus for the foreseeable future**

- Presents a significant opportunity for FPR and a tailwind for the industry in Corporate, Small Fleets and Novated

**Used car prices have stabilised**

- EOL profit per unit expected to stay stronger for longer

# Summary

- Consistent performance continues to validate the defensiveness and cash generative nature of the operating model
- 3Q25 delivered 5% growth in AUMOF vs pcp, and 5% YTD growth in NOI pre EOL and provisions vs pcp
- However, FY25 is a transition year following a major business transformation – system cutover disruption is a near-term focus, albeit FPR is already realising benefits from operating under one brand and one integrated platform
- The Accelerate program has strengthened FPR’s operating position – delivered $6m+ of targeted annualised cost savings and over time will uplift the Group’s competitiveness and service excellence across the customer journey
- Clear opportunities for growth in underpenetrated markets – momentum expected to build into 2H26 and beyond

# Thank you

fleetpartners.com.au