

24 July 2024

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AUSTRALIA | NEW ZEALAND

ASX Release

Market Announcements Office
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FLEETPARTNERS GROUP 3Q24 BUSINESS UPDATE

FleetPartners Group Limited (ASX: FPR, "Group") provides an update on its 3Q24 business performance in advance of the Macquarie Emerging Leaders Conference today.

Group 3Q24 performance highlights

- NBW of \$683 million in YTD June 2024, which was 32% higher than pcp (excluding sale and leasebacks¹), indicative of the continuing underlying commercial growth of the Group.
- NBW order pipeline (undelivered NBW orders) reduced from 3.0x² at 30 September 2023 to 2.2x² at 30 June 2024 as the significant growth in NBW deliveries was supported by a drawdown of the elevated pipeline.
- Assets under Management or Financed ("AUMOF") of \$2.2 billion up 8% compared to 30 September 2023.
- NOI pre EOL & provisions 3.5% higher YTD June 2024 compared to pcp.
- End of lease income (EOL) per vehicle at \$6,482 in 3Q24, continuing to maintain elevated levels and 3% higher per unit relative to 1H24.
- 90+ day arrears at 40bps, reducing by 2bps compared to 31 March 2024.
- Current \$27 million on-market share buy-back almost completed.
- Accelerate program due to go-live at the start of October 2024.

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1. Excluding sale and leasebacks (3Q23: \$0.3m; 3Q24: \$3.6m).
2. Compared to Sep-19, the last full financial year prior to the emergence of the COVID-19 pandemic.