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ASX Announcement

Release date: 09 November 2026

Trading Update and UBS Australasia Conference Materials

Smartgroup Corporation Ltd (ASX: SIQ) ("Smartgroup" or "the Group"), a leading employee services and fleet solutions provider, is pleased to provide a trading update and a copy of the presentation for the UBS Australasia Conference.

Q3 2026 operational and financial update

- Q3 2026 total novated leasing settlements, which include refinanced vehicles, increased 31% vs pcp.
- Q3 2026 novated leasing orders (excluding refinanced) increased 33% vs pcp.
- In Q3 2026, 73% of BEV's new-vehicle orders were below $75k and 83% were below $80k.
- CY2026 NPATA[1] expected to be in the range of $92-94m.
- CY2026 capex expected to be $13-15m as announced with 2026 half-year results.

Commenting on Smartgroup's performance over the third quarter of 2026, Managing Director and CEO, Scott Wharton, said: "We are pleased with the Group's performance in the third quarter, with continued momentum across the business. Despite broader economic uncertainty, demand for novated leasing remains robust, with significant opportunities to grow participation across salary packaging, novated leasing and fleet.

"We are also progressing well against our Strategic Priorities and transformation program, simplifying the business, modernising our technology and building a more scalable platform. Our capital-light platform continues to generate strong cash flow without residual value exposure, positioning the Group well for profitable growth."

Outlook

Commenting on Smartgroup's outlook, Managing Director and CEO, Scott Wharton, said:
"As we move into the next phase of our strategy, we are focused on unlocking new growth opportunities. This includes expanding partnerships with automotive manufacturers and dealer groups, and growing our fleet business through our differentiated capabilities and technology platform.

"For CY2026, we expect NPATA to be in the range of $92 million to $94 million. Consistent with H1, and given current favourable operating conditions, we are deliberately accelerating our reinvestment in H2 to strengthen the platform for scalable growth. We anticipate H2 EBITDA margin to be similar to H1.

"With the transformation program progressing to plan, and based on current market conditions, we continue to target EBITDA margins in the mid-40s range during 2027."

[1] NPATA is net profit after tax, adjusted to exclude the non-cash tax-effected amortisation of intangibles and significant non-operating items.

This announcement was authorised by the Board of Smartgroup for release to the ASX.

For further information:

Website: www.smartgroup.com.au

Investors:
Aline van Deventer
GM, Investor Relations
and Strategic Planning
ir@smartgroup.com.au
0423 553 434

Media:
Michael Fairbairn
GM, Corporate Affairs

media@smartgroup.com.au
0448 524 731

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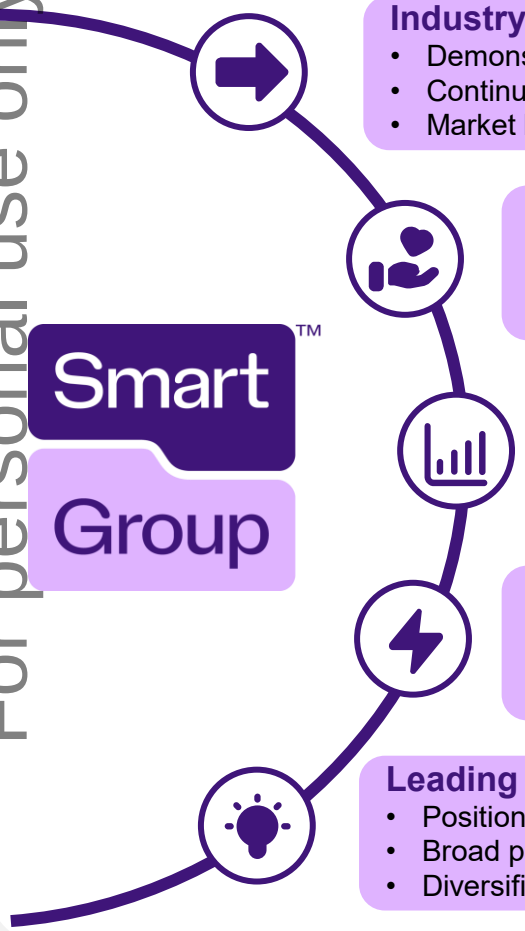
UBS Australasia Conference 2026



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Investment proposition

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	HY26	
Industry leading digital platform • Demonstrated improvements in operating efficiency and superior customer experience • Continued investment in capability and technology • Market leading scale	**1,837[1] customers / ops FTE up 19%**	
Large addressable market with high client retention • Large existing customer base • Long-term client contracts in attractive and growing segments • Strong tailwinds: EV incentives, population growth, resilience through the cycle	**~2.5m** potential customers within existing client base	
Attractive financial profile • Strong organic growth profile • Significant recurring revenue from client base • Improving margins supported by scalable business model	**15%** revenue[2] CAGR (3y)	**41%** EBITDA margin
Capital light business model • Strong cash flow conversion • Flexible balance sheet with minimal residual value exposure • Consistent returns to shareholders	**120%** cash conversion[3]	**0.2x** leverage[4]
Leading player with diversified exposure • Positioned as #1 in salary packaging and novated leasing[6] • Broad product offering including exposure to fleet • Diversified customer base delivering resilient growth	**609,000** LTM salary packaging customers[5]	**91,600** novated leases under management

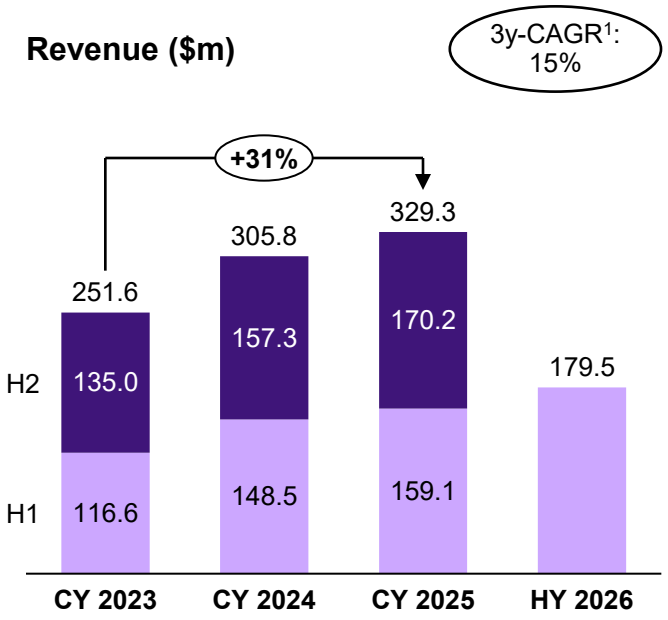
1. Average active salary packages / average salary packaging operations FTE (inc. temps).
2. H1 2023 Gross Revenue was $116.6m compared to $179.5m in H1 2026.
3. As % of NPATA
4. (Corporate debt – cash) / LTM EBITDA.
5. Includes customers that maximise FBT caps before December each year, then restart at the start of the next FBT year.
6. Based on publicly available customer numbers.

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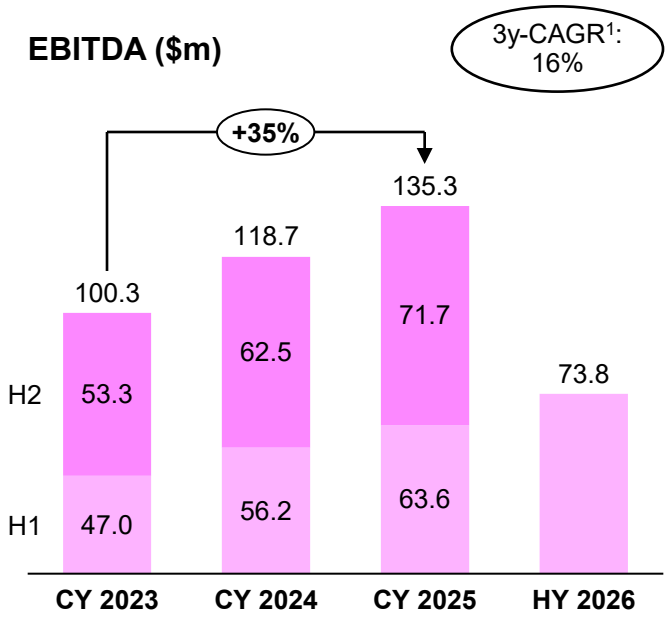
Disciplined execution of Strategic Priorities

Delivering strong performance

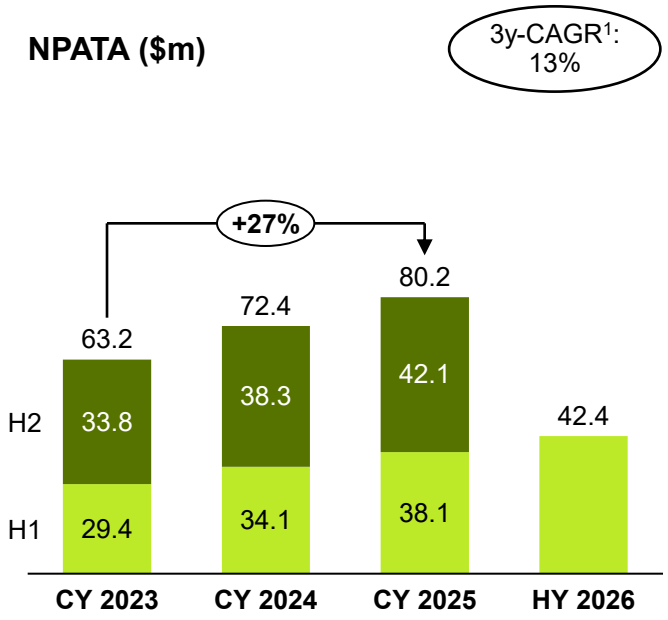
Revenue ($m)



EBITDA ($m)



NPATA ($m)



1. 3-year CAGR from HY 2023 to HY 2026.

Our Strategic Priorities and focus

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Our ambition

Smarter Benefits for a Smarter Tomorrow
Simplifying benefits and adding value to our clients and customers, while enabling businesses to attract and retain great teams as we build a more sustainable Australia.

Our focus	Smarter Experiences	Smarter Products	Working Smarter
	Market-leading customer experience, helping customers and employers work with us how and when they want	Simple and innovative products and services to help customers do more and save more	Simple and scalable operations, with improved capability that puts the customer first

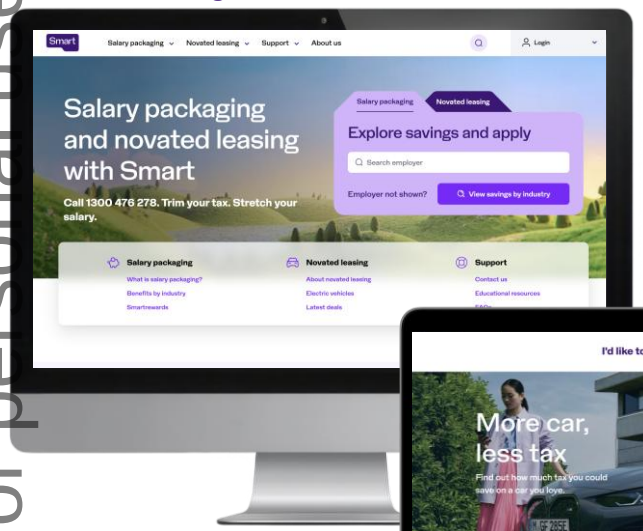
Our Strategic Priorities	
Customer-focused, digital and efficient salary packaging offering	• Digitise operations and enhance self-service to delight clients and customers • Simplify and consolidate the core technologies and drive scale benefits including moving to a single brand
Leadership in Novated Leasing via EVs	• Maintain a market-leading proposition for EVs through sustained digital investment • Accelerate our digital sales engine
Innovation of propositions to meet growing customer needs	• Expand our novated leasing offering to meet a broader set of needs • Scale our benefits program
Targeted investment in fleet capabilities	• Continue to support client demand for tailored products • Increase capability via expanded fleet funding offerings

Phase 1: Our digital investments

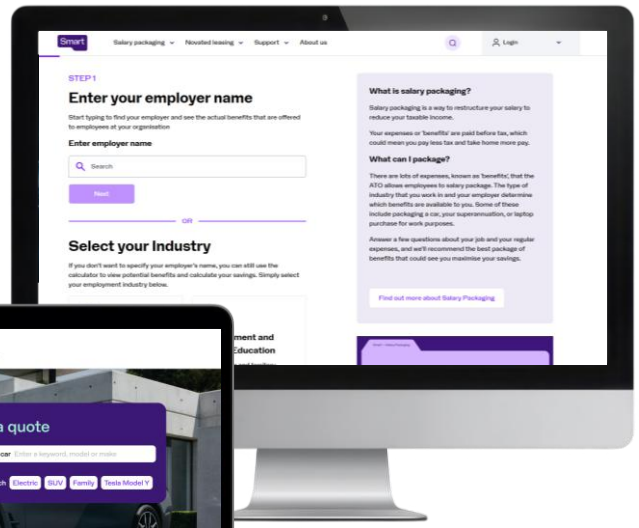
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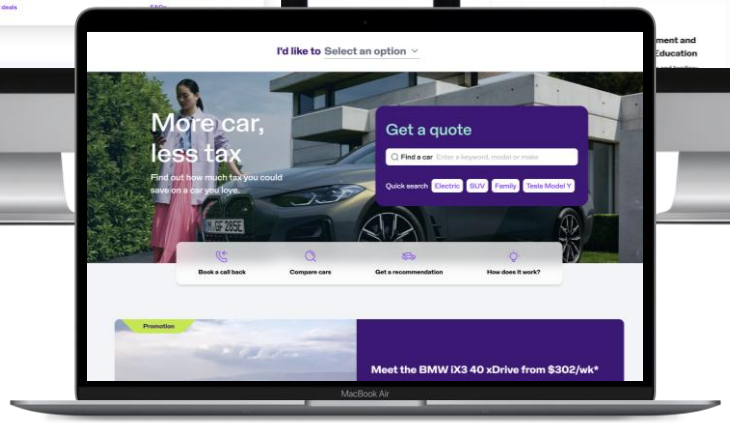
Delivered in CY24 and CY25

New digital home smart.com.au



New digital packaging journey

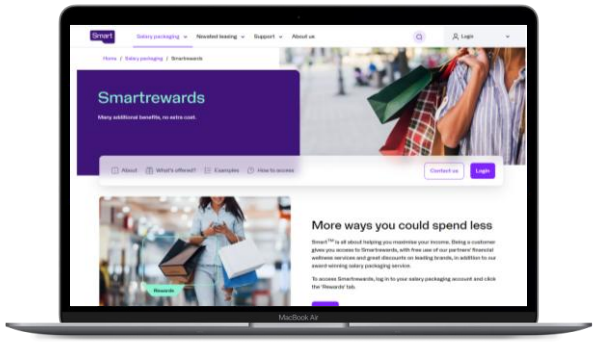


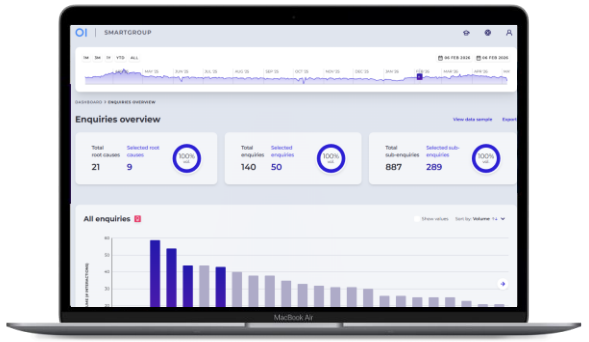


Enhanced car leasing portal

H1 2026

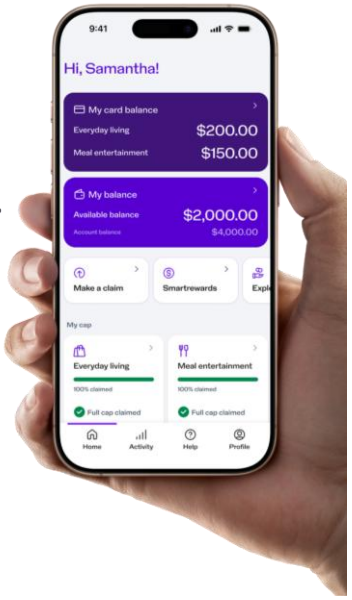
Enhanced rewards platform





Comprehensive AI, data & automation program

New Smart App



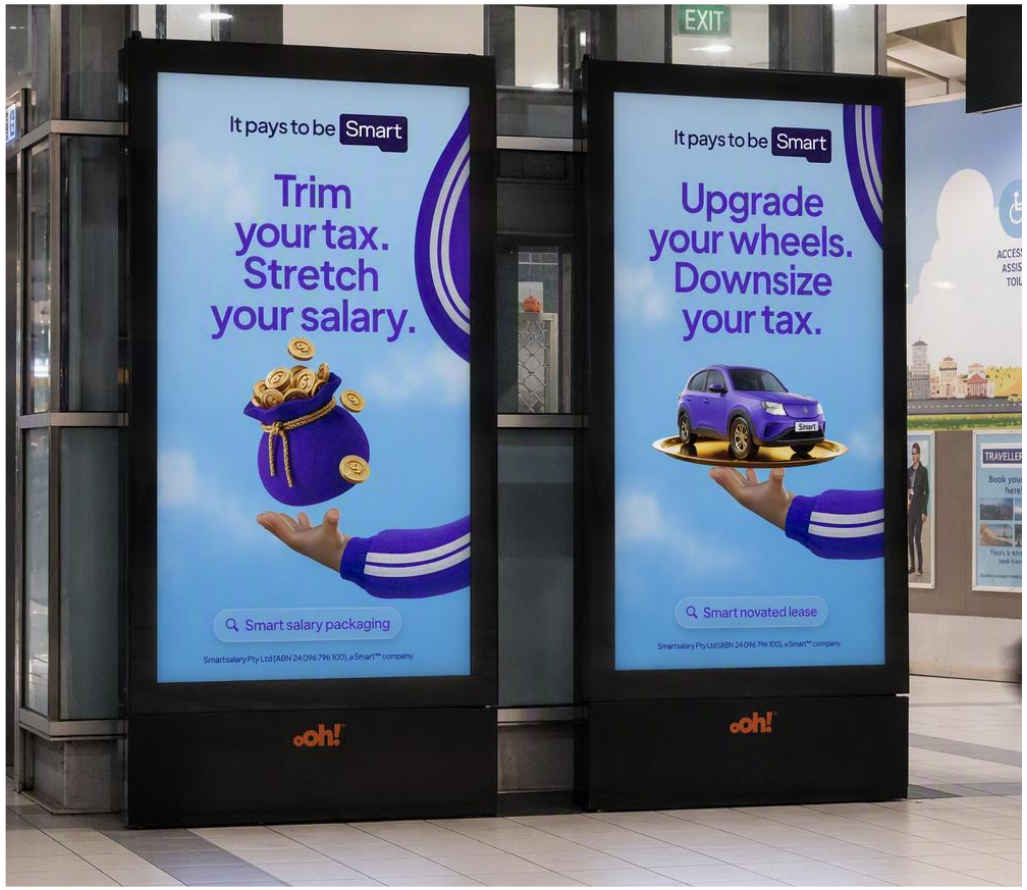
Phase 2: Our scalable platform

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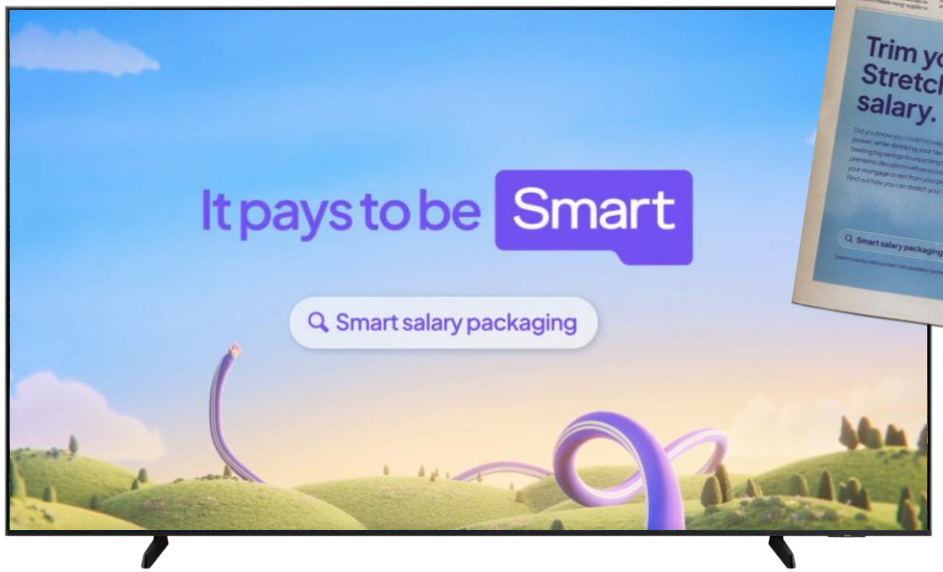
	CY23	Current state (HY26)	Target state (CY28)
Rationalising Brands	Smartsalary, Smartleasing, AccessPay, Advantage, Autopia, Smartfleet, Payroll Solutions, Health-e Workforce	Smart, AccessPay, Autopia, Smartfleet	Smart
Aligning Contact Centres	7 contact centres	4 contact centres	Streamlined, de-duplicated and AI enabled contact centre capability
Enhancing Technology	Multiple systems from legacy acquisitions, complete on-premise infrastructure	85% of compute in cloud infrastructure (↑ from 45% in CY25)	100% of compute in cloud infrastructure
Automating processes	Limited process automation	AI knowledge management AI operative intelligence Claims automation	Highly scalable omni-channel operations
Improving Efficiency	1,389[1] customers / operations FTE	1,837[2] customers / operations FTE (↑ from 1,645 in CY25)	Ongoing efficiency improvements

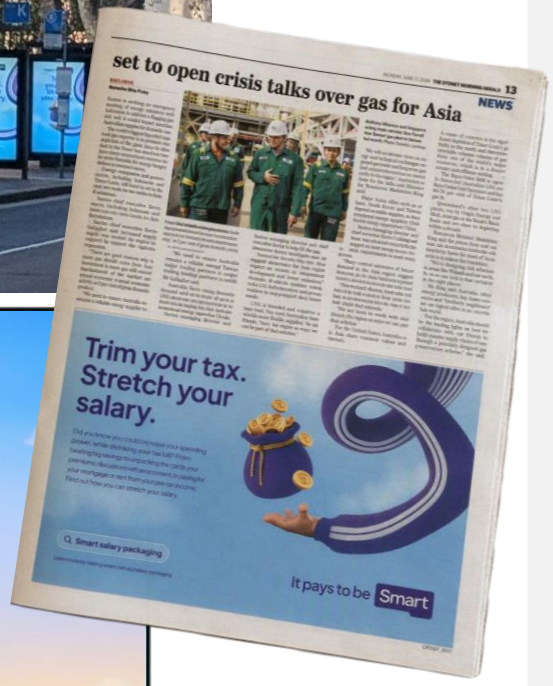
1. 2023 average active salary packages / average salary packaging operations FTE (inc. temps).
2. H1 2026 average active salary packages / average salary packaging operations FTE (inc. temps).

Brand campaign ‘It pays to be Smart’







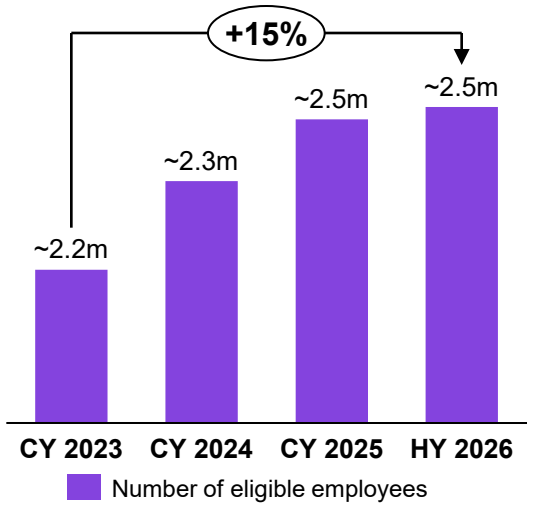


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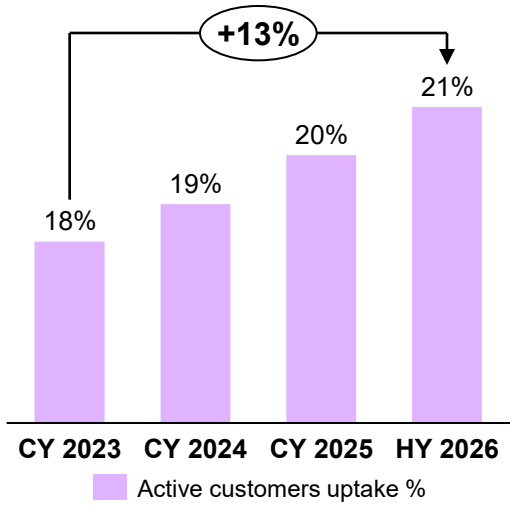
Growing customer relationships and scalability

Increase in eligible customer base[1] since announcing Strategic Priorities



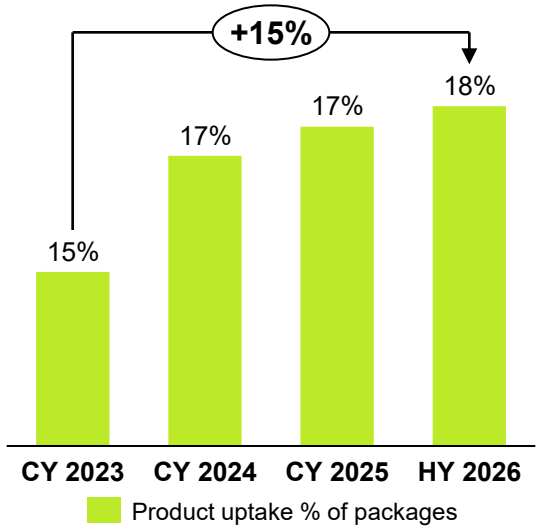
- Focus on increasing eligible customer numbers to leverage the scale of our platform

Relative improvement in customer uptake[2] since announcing Strategic Priorities



- Focus on the organic opportunity to expand uptake into our existing client base

Relative improvement in product uptake since announcing Strategic Priorities

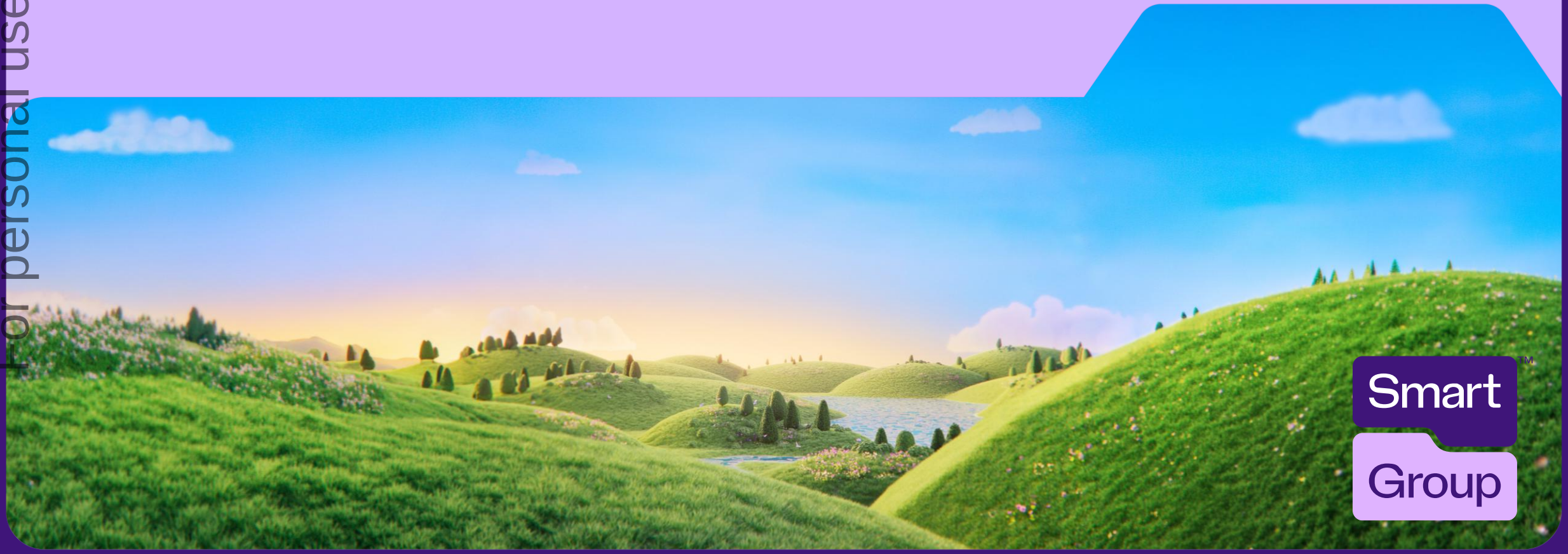


- Focus on expanding our products and services to better meet customer needs and increase retention

1. Based on Smartgroup estimates of total employees per client as at June 2026.
2. Based on Smartgroup active customers.

Q3 2026 Update

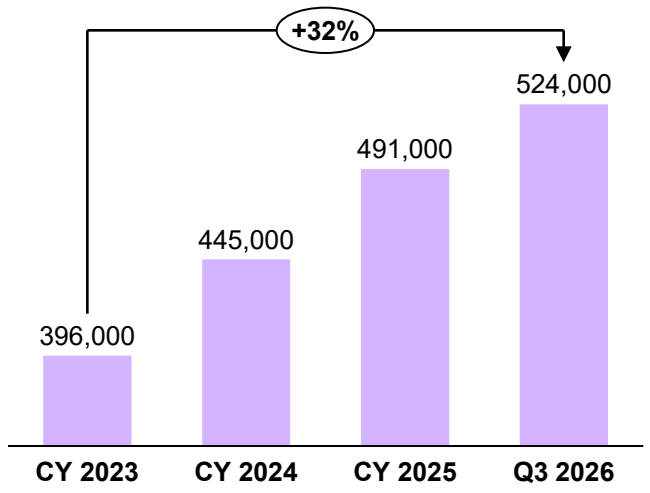
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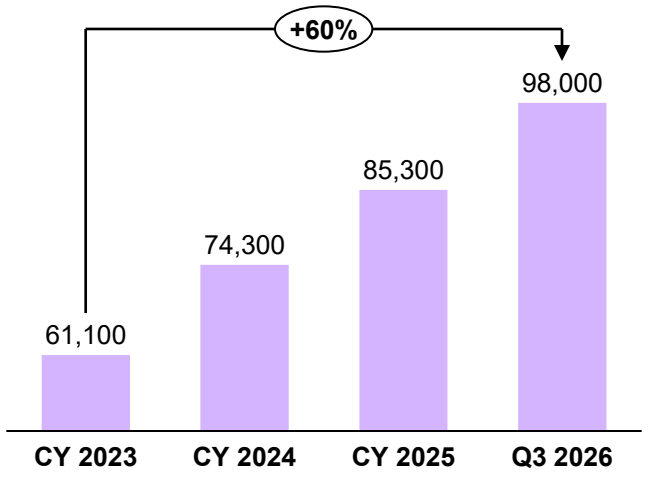
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Record customer numbers across all key product lines

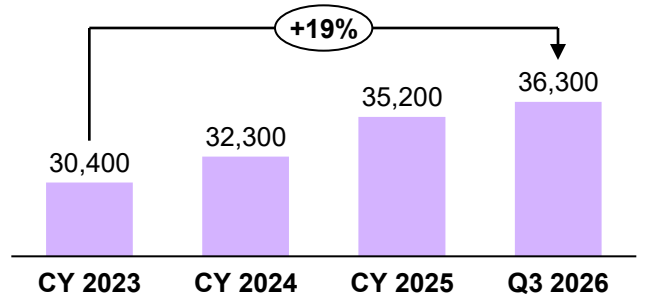
Active salary packages



Novated leases under management



Fleet managed vehicles



1. In the last 12 months, Smartgroup provided salary packaging services to 609,000 customers. Includes customers that maximise FBT caps before December each year, then restart at the start of the next FBT year.

Leasing momentum sustained

	H1 2026 v H2 2025	H1 2026 v pcp	Q3 2026 v pcp
Volume			
New lease vehicle orders[1]	+36%	+34%	+33%
Total settlement volume[2]	+13%	+17%	+31%
- New lease vehicle settlement[1]	+15%	+20%	+38%
- Refinance vehicle settlement	+3%	+2%	-11%
Direct Yield[3]	-5%	+2%	+3%
	CY 2025	**H1 2026**	**Q3 2026**
Pipeline	$9.8m	$22.5m	$17.9m
Delivery timeframe[4]	35 days	29 days	35 days
New vehicles % of total orders[1]	84%	88%	87%
BEV % of new vehicle orders	40%	68%	72%
ICE % of new vehicle orders	52%	27%	23%

Strong customer demand

- Continued customer interest in novated leasing
- Elevated fuel prices are strengthening the economic case for electric vehicles and supporting demand

Vehicle delivery

- Average Vehicle Order to delivery timeframes (for Smartgroup top 30 makes/models by volume) was 35 days in Q3 2026
- Total pipeline future revenue of c.$17.9m at the end of September 2026 (from $22.5m in June 2026)

Yield

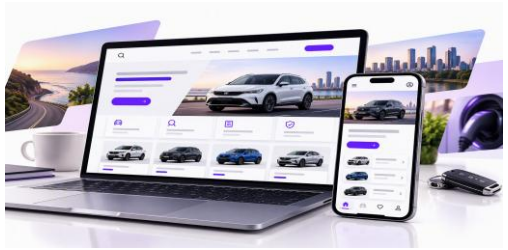
- Leveraging scale and supply chain negotiations
- Ongoing focus on yield management

1. New novated leases exclude refinanced deals.
2. Includes new, used and refinance.
3. Yield from direct operations, excludes partnerships.
4. Average vehicle order to delivery timeframes for SIQ top 30 makes/models by volume.

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Q3 Operational Highlights

Enhancing SME proposition and partnership channels



- Enhanced SME digital proposition, supporting a simpler customer journey and growth
- Expanded distribution through new partnerships with BYD, Hyundai, Genesis, Mahindra and AutoLeague

Platform integration

- Progressed the AccessPay migration, supporting the transition to a single Smart brand
- Activated new Smart brand campaign to strengthen brand awareness and support growth across the integrated platform

Fleet momentum



- Expanded the Fleet pipeline through new client wins and growth within existing clients
- Continued momentum in Fleet funding, supported by a capital-light funding offering

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Trading Update and Outlook

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Operational performance

- Record Q3 customer numbers and strong growth across all business lines – salary packaging, novated lease and fleet
- Retained all significant clients during the period and secured new clients
- Building novated leasing distribution partnerships to drive growth
- 2,036[1] customers / operations FTE in Q3 2026 (up 17% vs pcp)

Financial performance

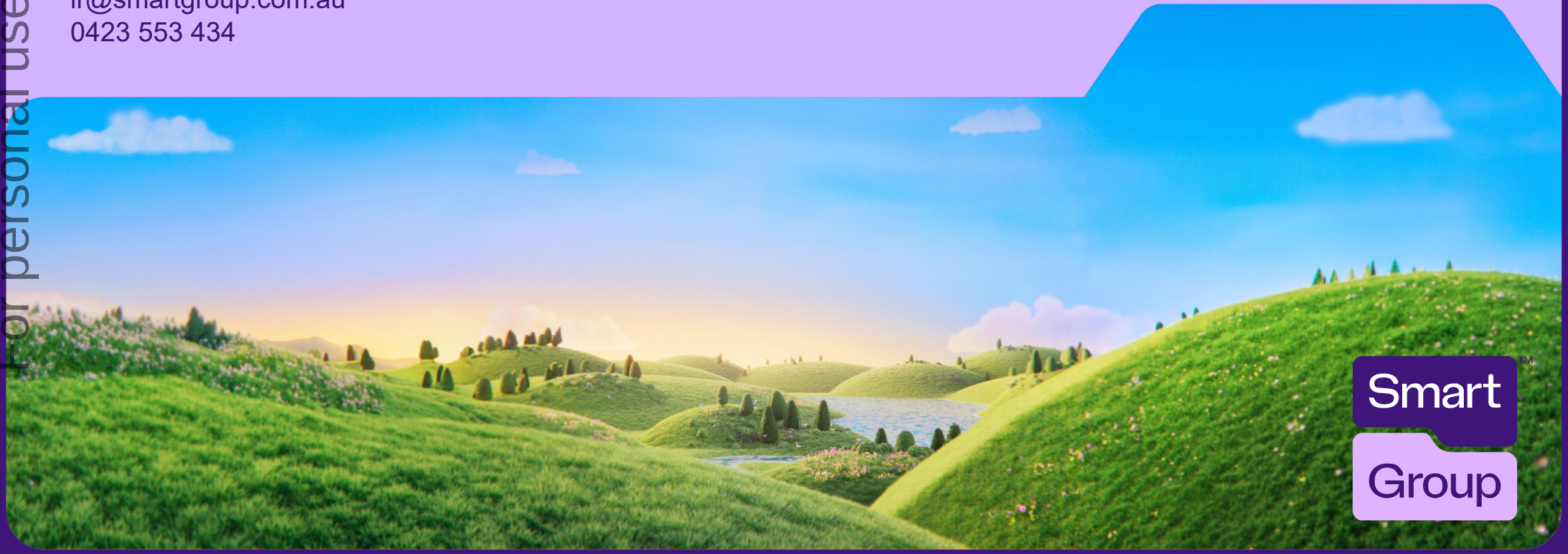
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- Based on current market conditions, we are targeting mid-40s EBITDA margin during 2027

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Investor contact

Aline van Deventer
ir@smartgroup.com.au
0423 553 434



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