



**Fleet Conference
& Exhibition**
AND FLEET AWARDS

MAY 23-24
ROSEHILL GARDENS
BLACKROUSE SYDNEY

Speed Dating with Fleetcare

ANDREW PARNABY

General Manager of Fleet

FLEETCARE

Who is Fleetcare?

fleet *care*

we know the way

About Fleetcare

fleet*care*

- Established in 1989 and owned by CEO
- Australia's largest and privately owned independent Fleet Management & Leasing Organisation
- Fleetcare provide comprehensive fleet management and leasing solutions for both public and private sector organisations
- We manage over 45,000 vehicles nationally across all states and territories
- Heavily invested in integrated telematics & fleet data
- We partner with our customers strategically and for the long term



we know the way

What do we offer and
who for?

fleet *care*

we know the way

The ticket to play!



Dedicated Business Solutions



FINANCE & LEASING OPTIONS

- Operating Lease
- Finance Lease
- Hire Purchase
- Secured Loan
- Sale and Leaseback
- Short Term Hire
- Novated Leasing



FLEET MANAGEMENT SOLUTIONS

- Menu driven inclusions
- Policy review
- Consulting services
- EV transition



FLEET PERFORMANCE & MEASUREMENT

- Online portal
- Data driven outcomes
- Insights and trends



SALARY PACKAGING OPTIONS FOR MY EMPLOYEES

- Novated leasing
- Salary packaging
- Employer solutions
- Consultative engagement
- Educator sessions



GPS & TELEMATICS

- In house Fleetdynamics product
- Battery, OBD, Hard Wired and SAT units
- Driver safety solutions
- Driver behaviour
- Integrated data and report

we know the way

Who we do it for?



State
Government

Medical
Manufacturing



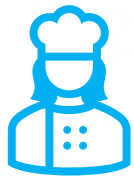
Local
Government

Construction
Retail



Large Corporate

Media & Telecoms



SME's

Technology
Education

Logistics



Not For Profits

Consumer

Mining Services

Are we really any different?



Actually, yes we are

- We have built our own fleet management systems
- We enjoy the challenging and difficult customer
- We integrate solutions
- The importance of private ownership





Why Fleetcare?

fleet *care*

we know the way

Agility in an ever-changing environment

- Market constraints – COVID, Semi conductor crisis, Logistics and increased manufacturing costs
- Communication – greater complexity and changing market dynamics
- Carbon Net Zero 2050 – long term sustainability but at what cost?
- EV transition – Simple right!!!!



Why Choose Fleetcare?

fleet*care*

- You are important to us
- We understand your market
- We are agile and innovative
- We listen and are customer focused
- We are forward thinking and progressive
- We are the safe pair of hands



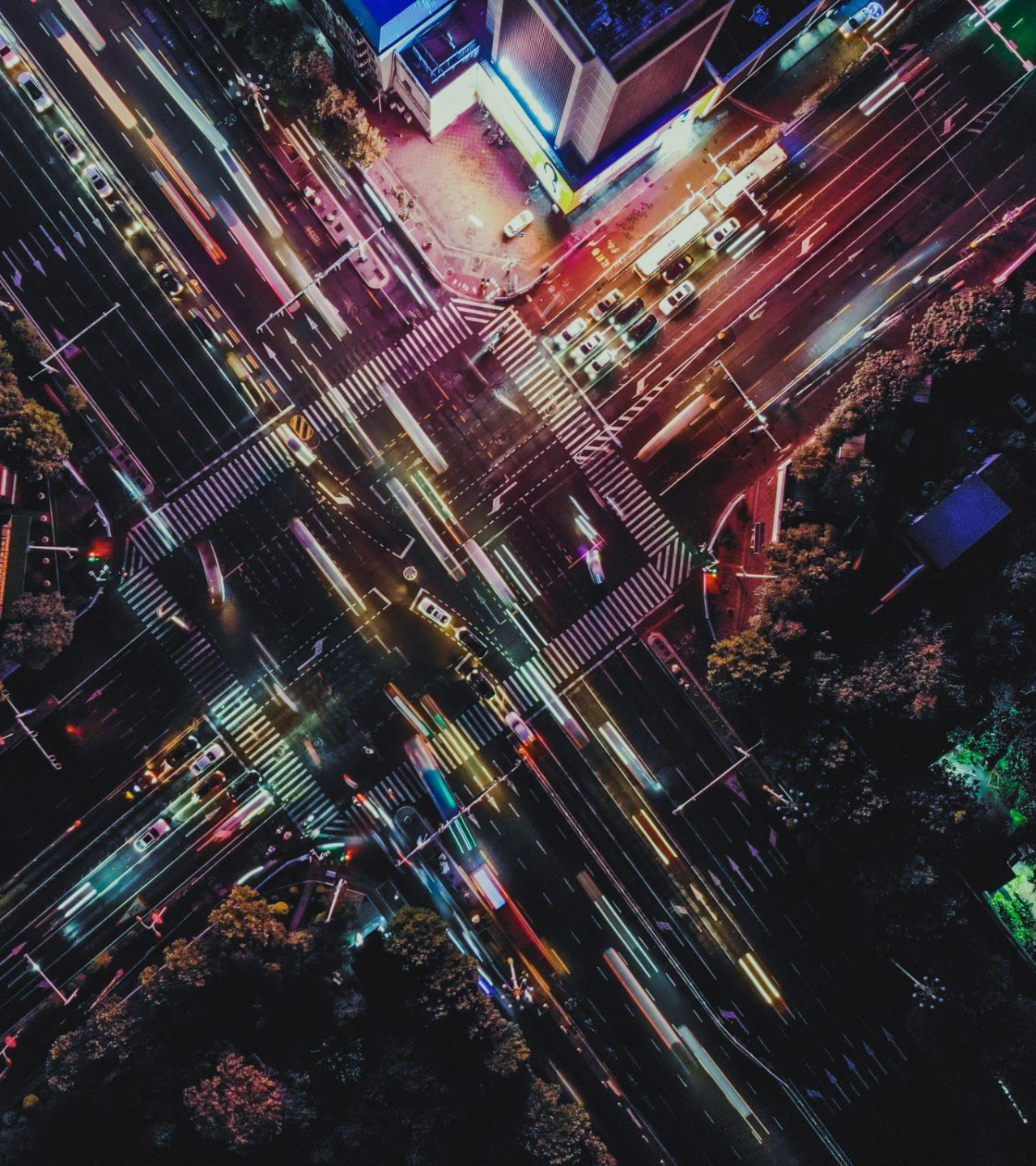
we know the way



Thank you!

fleet*care*

we know the way



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Speed Dating with Fleet Partners

DANIEL THOMPSON

Chief Customer Officer

FLEET PARTNERS

The presenter has opted against distributing the slides from this presentation. We appreciate your understanding.



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MAY 23-24
ROSEHILL GARDENS
RACECOURSE SYDNEY

Speed Dating with Summit Fleet Leasing & Management

DARREN GORE

General Manager

SUMMIT FLEET LEASING &
MANAGEMENT



SUMMIT

Fleet Leasing and Management



Thinking about Summit Fleet Leasing and Management and if you were presenting that business at the AfMA fleet industry conference on the topics of

"What is it they do?"

"Who do they do it for?"

"What is their point of difference?"

Please provide the answer in 5 bullet points for each topic.

What do we do?

DEVELOP SYSTEMS & PROCESSES
THAT MAKE THINGS EASIER FOR OUR
CUSTOMERS.

Help people manage their fleet

Help people drive their car
of choice

Remove admin burden
from customers.

PROVIDE MOBILITY SUPPORT A
BUSINESS

Who do WE do it for?

EVERYONE & ANYONE!

Businesses that need help
understanding their fleet
information.

People who want to reduce taxation

Customers who value support
fleet resources.

COMPANIES THAT WANT TO FOCUS ON
THEIR BUSINESS NOT THEIR FLEET

What is our point of difference?

TAKING AN APPROACH THAT GIVES
US DEEP UNDERSTANDING OF OUR
CUSTOMERS CHALLENGES.

I think we try to help each
other help our customers.

Personalised service

- FOCUSED ON END USER NEEDS
Aware that textbook
Fleet Management does
not suit everyone.

What Do We Do?

What do we do?

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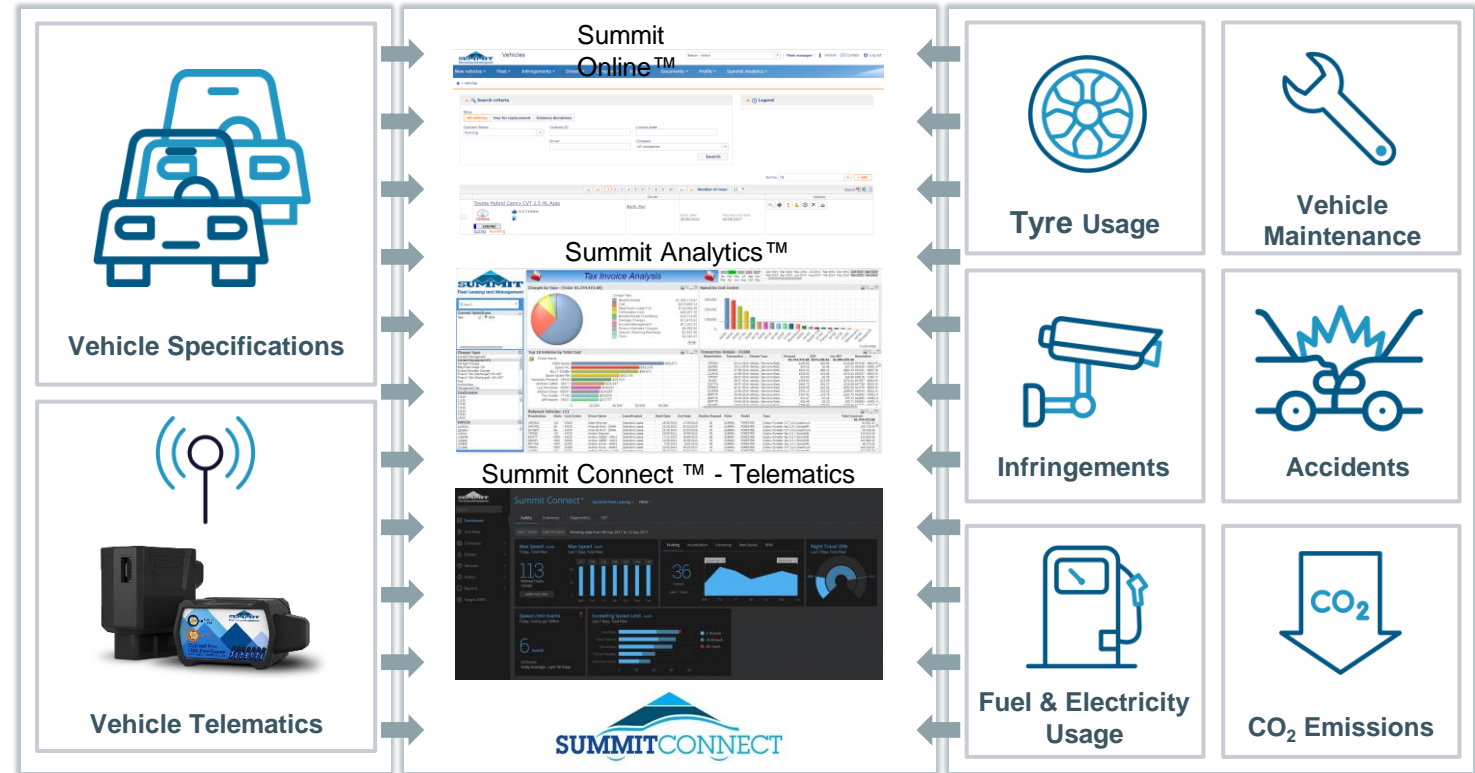
Help people manage their fleet

Help people drive their car
of choice

Remove admin burden
from customers.

Provide MOBILITY SUPPORT &
BUSINESS

Digitisation: Data & The Connected Car Ecosystem



"The world's most valuable resource is no longer oil, but data" – economist.com

What do we do?

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Provide MOBILITY SUPPORT 4 BUSINESS

Company: ABC Pty Ltd

Vehicle	Make	Model	Fuel Consumption per 100	Fuel Price per litre	CO2 G/Km	Tyre	Distance	EST Basic Value	Total Monthly Rental EX GST	Estimated FET Monthly (Est Method)	Estimated Fuel Per Month EX GST	Total Monthly Vehicle Cost EX GST	Total Cost Per Month EX GST	Vehicle Whole of Life Cost EX GST	Cents per budgeted Km
ISUZU D-MAX	Ford	FA Mini Ranger Sup 3.2 TDCI XL Crew Cab 4x4 (Midi)	8.8	\$1.40	230	48	120,000	\$47,424.50	\$1,009.01	\$1,009.01	\$1,200.00	\$1,417.01	\$17,004.12	\$68,016.44	\$0.57
FORD RANGER	Ford	FA Mini Ranger Sup 3.2 TDCI XL Crew Cab 4x4 (Midi)	8.8	\$1.40	230	48	120,000	\$47,424.50	\$1,009.01	\$1,009.01	\$1,200.00	\$1,417.01	\$17,004.12	\$68,016.44	\$0.57
ISUZU D-MAX	Isuzu	Ute D-MAX Sup 3.0 SX Crew Cab 4WD Hi-Rider Auto (Midi)	9	\$1.40	213	48	120,000	\$42,574.50	\$1,071.37	\$1,071.37	\$1,350.00	\$1,350.87	\$16,296.44	\$65,033.75	\$0.54
ISUZU D-MAX	Isuzu	Ute D-MAX Sup 3.0 SX Crew Cab 4WD Hi-Rider Auto (Midi)	9	\$1.40	213	48	120,000	\$42,574.50	\$1,071.37	\$1,071.37	\$1,350.00	\$1,350.87	\$16,296.44	\$65,033.75	\$0.54
ISUZU D-MAX	Isuzu	Ute D-MAX Sup 3.0 SX RANGER Crew Cab 4WD Auto (High)	8.1	\$1.40	213	48	120,000	\$49,814.50	\$1,232.71	\$1,232.71	\$1,200.00	\$1,516.21	\$16,194.52	\$72,778.04	\$0.61
ISUZU D-MAX	Isuzu	Ute D-MAX Sup 3.0 SX RANGER Crew Cab 4WD Auto (High)	8.1	\$1.40	213	48	120,000	\$49,814.50	\$1,232.71	\$1,232.71	\$1,200.00	\$1,516.21	\$16,194.52	\$72,778.04	\$0.61
TOYOTA HILUX	Toyota	Hilux Sup 2.8 Turbo Diesel SR Double Cab 4x4 Auto (Midi)	8.5	\$1.40	219	48	120,000	\$43,474.50	\$1,048.70	\$1,048.70	\$1,200.00	\$1,298.70	\$15,073.40	\$64,071.60	\$0.54
TOYOTA HILUX	Toyota	Hilux Sup 2.8 Turbo Diesel SR Double Cab 4x4 Auto (Midi)	8.5	\$1.40	219	48	120,000	\$43,474.50	\$1,048.70	\$1,048.70	\$1,200.00	\$1,298.70	\$15,073.40	\$64,071.60	\$0.54
TOYOTA HILUX	Toyota	Hilux Sup 2.8 Turbo Diesel SR Double Cab 4x4 Auto (High)	8.5	\$1.40	223	48	120,000	\$45,284.50	\$1,071.91	\$1,071.91	\$1,200.00	\$1,369.41	\$16,432.82	\$65,791.68	\$0.54
TOYOTA HILUX	Toyota	Hilux Sup 2.8 Turbo Diesel SR Double Cab 4x4 Auto (High)	8.5	\$1.40	223	48	120,000	\$45,284.50	\$1,071.91	\$1,071.91	\$1,200.00	\$1,369.41	\$16,432.82	\$65,791.68	\$0.54



Your Fleet

FUEL
Your Fuel per Km: \$0.1021

TYRES
Your Tyre per Km: \$0.0160
Your Cost per Tyre: \$263.56

SCHEDULED MAINTENANCE
Your Scheduled Maintenance per Km: \$0.0219

NON-SCHEDULED MAINTENANCE
Your Non Scheduled Maintenance per Km: \$0.0141

Benchmark

FUEL
Benchmark Fuel per Km: \$0.1637

TYRES
Benchmark Tyre per Km: \$0.0187
Benchmark Cost per Tyre: \$273.70

SCHEDULED MAINTENANCE
Benchmark Scheduled Maintenance per Km: \$0.0291

NON-SCHEDULED MAINTENANCE
Benchmark Non Scheduled Maintenance per Km: \$0.0253

Comparison of Potential Cost Impact

Distance: 10,000 to 200,000
Projected Cost Saving by Distance Travelled

Set your term and distance to compare
Number of Months = 48 Months
Kilometres per Month = 1,500 Km
Number of Cars = 1000

Potential Cost

You may lose: \$5,952,440.02 over 72,000 Kms / 48 Months

You may lose: \$1,488,110.01 per Year

Benchmark Make
TOYOTA, ALFA ROMEO, ALPINA, ASTON MARTIN, AUDI, BENTLEY, BMW, CATERHAM, CHERY, CHEVROLET, CHRYSLER, CITROEN

Benchmark Model
HILUX, 4SDK4, COASTER, FORKLIFT, FORKLIFTER, GRANVA, HIACE, LANDCRUISER 70, LANDCRUISER 100, LANDCRUISER 200, LANDCRUISER 300, LANDCRUISER PRADO, PANA, T SERIES

Benchmark Model Year
2023, 2022, 2021, 2019, 2018, 2017, 2016, 2015, 2014, 2013, 2012, 2011

Benchmark Fuel Type
Electric, Hydrogen, LPG, Petrol - Premium (95), Petrol - Premium (98), Petrol - Premium (E10), Petrol - Unleaded (91)

What do we do?

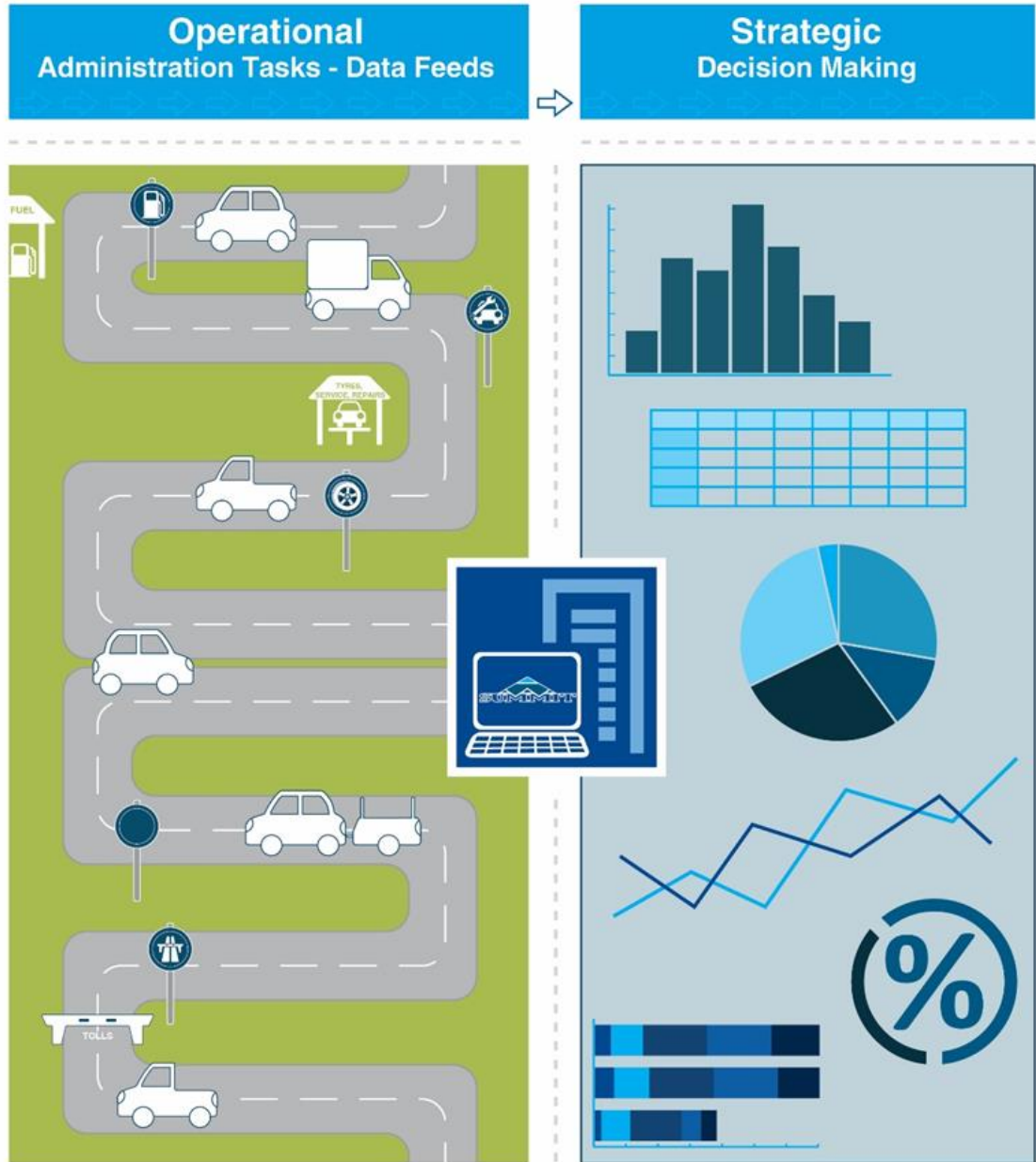
DEVELOP SYSTEMS & PROCESSES
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Remove admin burden
from customers.

Provide MOBILITY SUPPORT 4
Business



Who Do We Do It For?



Who do WE do it for ?

EVERYONE & ANYONE!

Businesses that need help understanding their fleet information.

People who want to reduce taxation

Customers who value support fleet resources.

COMPANIES THAT WANT TO FOCUS ON THEIR BUSINESS NOT THEIR FLEET

SUMMIT AUTO LEASE AUSTRALIA PTY LTD
novated@summitlease.com.au
www.summitlease.com.au
1800 353 385

Value Service Strength



Proud Members of:



Who do WE do it for ?

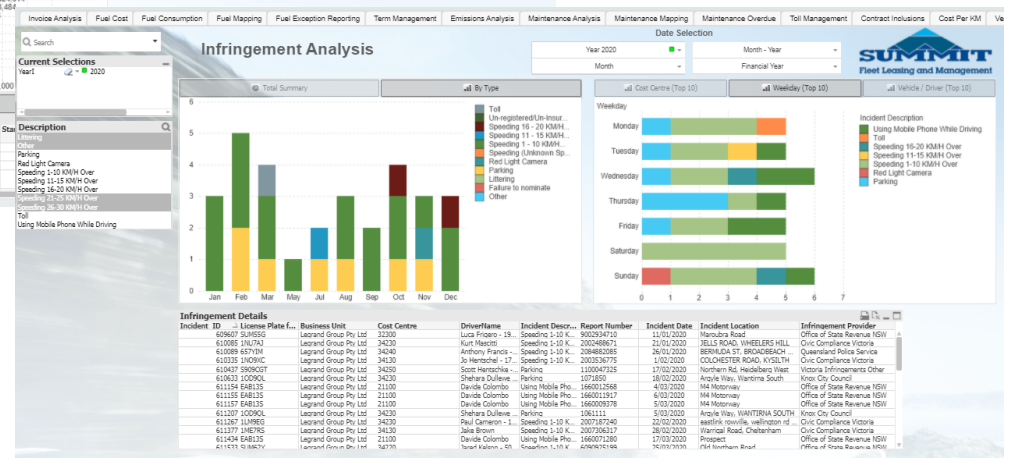
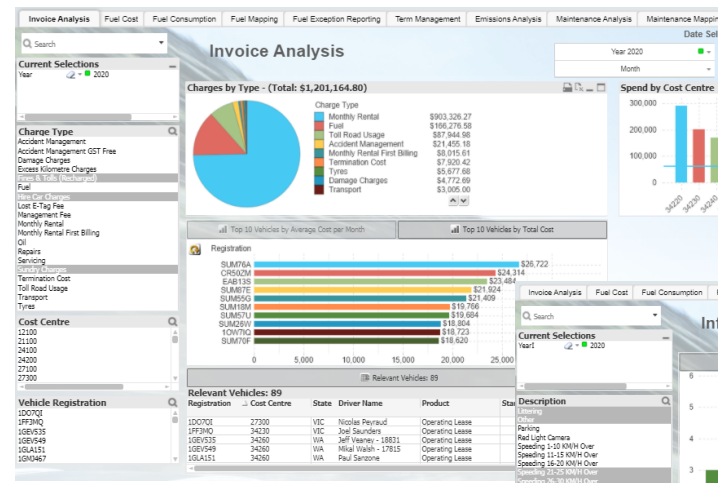
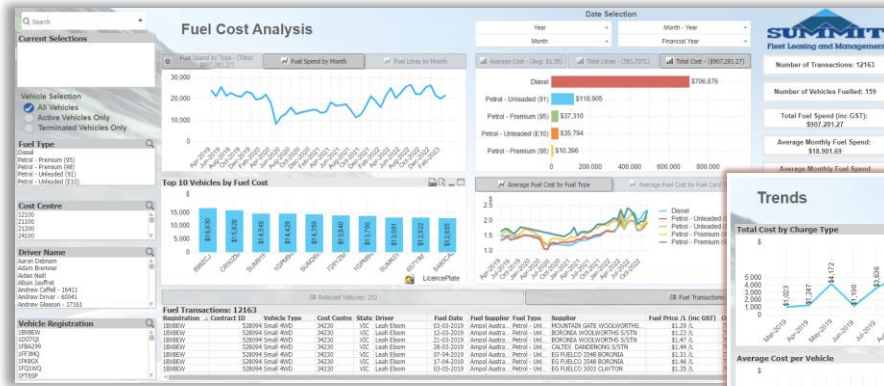
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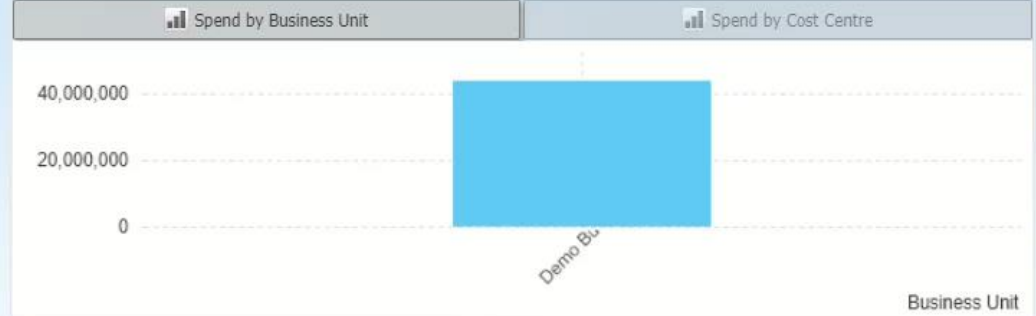
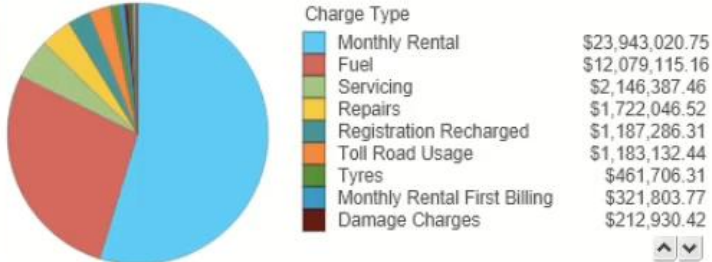


Invoice Analysis

Date Selection

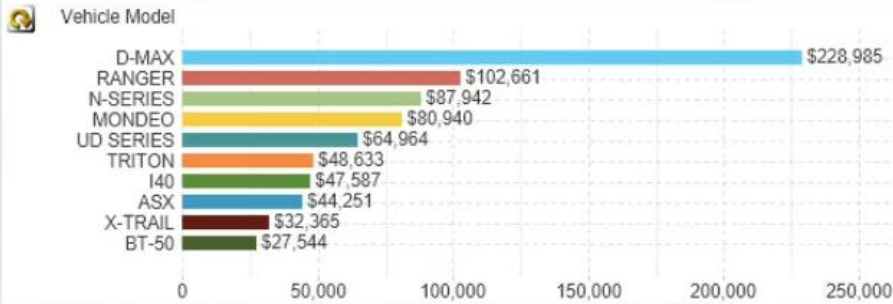
Year: [Dropdown] Month - Year: [Dropdown]
 Month: [Dropdown] Financial Year: [Dropdown]

Charges by Type - (Total: \$43,710,675.61)

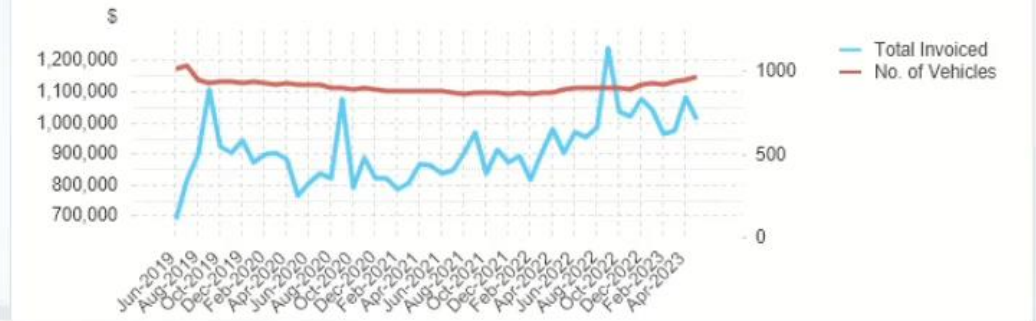


Top 10 Vehicles by Average Cost per Month

Top 10 Vehicles by Total Cost



Total Invoiced Amount by Month



Relevant Vehicles: 1691

Transaction Details - 588758

Transaction Details - 588758

Registration	Contract ID	Amount	GST	Inc GST	State	Cost Centre	Make	Model	Type	Transaction Date	Invoice Date	Charge Type	Desc
		\$43,710,675.61	\$4,299,75...	\$48,010,429.81									
252WHZ	537484	-\$400.00	-\$40.00	-\$440.00	OLD	-	MAZDA	BT-50	Mazda BT-50 6sp...	31-05-2017	01-10-2019	Servicing	30,00
252WHZ	537484	\$318.55	\$31.86	\$350.41	OLD	-	MAZDA	BT-50	Mazda BT-50 6sp...	31-05-2017	01-10-2019	Servicing	30,00
SUM33D	546125	-\$1,059.66	-\$105.98	-\$1,165.64	NSW	31100	FORD	MONDEO	Ford MD Mondeo...	08-01-2018	01-08-2021	Monthly Rental	Mont
SUM33D	546125	\$1,059.66	\$105.99	\$1,165.65	NSW	34120	FORD	MONDEO	Ford MD Mondeo...	10-01-2018	01-08-2021	Monthly Rental	Mont
CFF64A	531343	-\$655.03	-\$65.52	-\$720.55	NSW	32300	SUBARU	FORESTER	Subaru Forester ...	19-02-2018	01-08-2021	Monthly Rental	Mont
CFF64A	531343	\$655.03	\$65.52	\$720.55	NSW	34220	SUBARU	FORESTER	Subaru Forester ...	27-02-2018	01-08-2021	Monthly Rental	Mont

- Current Selections**
- Charge Type**
- Accident Management
 - Accident Management GST Free
 - Damage Charges
 - Excess Kilometre Charges
 - Fines & Tolls (Recharged)
 - Fuel
 - Fuel Rebate - Customer
 - FuelCardFee
 - Hire Car Charges
 - Lost E-Tag Fee
 - Management Fee
 - Monthly Rental
 - Monthly Rental First Billing
 - Oil
 - Registration Recharged
 - Repairs
- Cost Centre**
- 190 931
 - 310
 - 500 851
 - 580 901
 - 901
 - 7300
 - 7303
 - 7305
 - 7313
 - 7314
- Vehicle Registration**
- 985008
 - 000RDT
 - 1AF2HK
 - 1AI3PN
 - 1AK7YB
 - 1BR4EZ
 - 1BT5BM
 - 1BX8EW
 - 1CH8ZO

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Electric

Lease Term (Years):

Annual KMs:

Estimated Vehicle Cost:

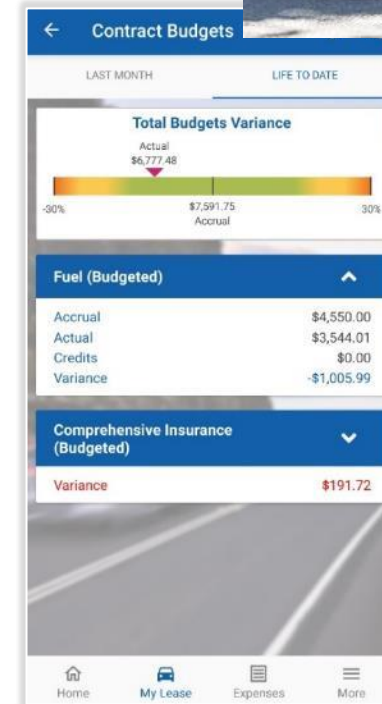
Annual Salary:

ESTIMATED WEEKLY COST
\$209.00

ESTIMATED SAVINGS PER YEAR
\$4,386.00

[Request a quote](#)

- ✓ Save on GST upfront on purchase price.
- ✓ Includes charging costs
- ✓ Reduce income tax paid, more dollars in your bank.
- ✓ Amazing deal offered by the government eligible for lease term (5 years)
- ✓ Easy simple and convenient. Packaged into one monthly payment.
- ✓ No FBT payable under Fed Gov electric car discount legislation.
- ✓ Choose the vehicle to suit your lifestyle.
- ✓ Sustainable and environmentally friendly.



What Is Our Point of
Difference?

What is our point of difference?

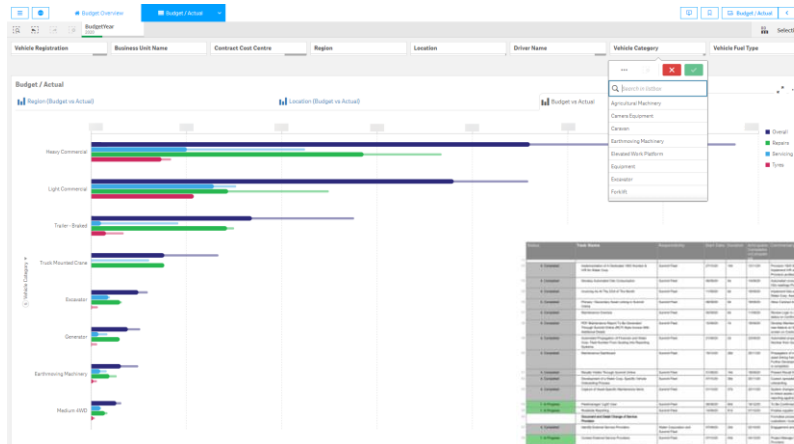
TAKING AN APPROACH THAT GIVES US DEEP UNDERSTANDING OF OUR CUSTOMERS CHALLENGES.

I think we try to help each other help our customers.

Personalised service

- Focused on END USER NEEDS

Aware that textbook Fleet Management does not suit everyone.

A screenshot of a detailed data table with multiple columns and rows. The table is organized into several sections, likely representing different categories of fleet management data. The columns include various identifiers and numerical values. The rows are grouped into sections, with some sections highlighted in green. The table appears to be a complex data set used for fleet management analysis.

What is our point of difference?

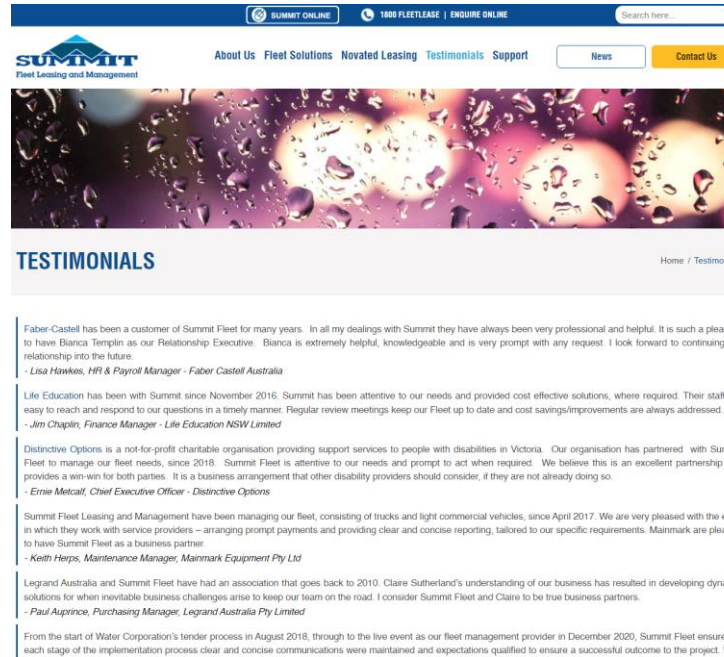
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TESTIMONIALS

Faber-Castell has been a customer of Summit Fleet for many years. In all my dealings with Summit they have always been very professional and helpful. It is such a pleasure to have Bianca Temple as our Relationship Executive. Bianca is extremely helpful, knowledgeable and is very prompt with any request. I look forward to continuing our relationship into the future.
 - Lisa Hawkes, HR & Payroll Manager - Faber Castell Australia

Life Education has been with Summit since November 2016. Summit has been attentive to our needs and provided cost effective solutions, where required. Their staff are easy to reach and respond to our questions in a timely manner. Regular review meetings keep our Fleet up to date and cost savings/improvements are always addressed.
 - Jim Chaplin, Finance Manager - Life Education NSW Limited

Distinctive Options is a not-for-profit charitable organisation providing support services to people with disabilities in Victoria. Our organisation has partnered with Summit Fleet to manage our fleet needs, since 2018. Summit Fleet is attentive to our needs and prompt to act when required. We believe this is an excellent partnership that provides a win-win for both parties. It is a business arrangement that other disability providers should consider, if they are not already doing so.
 - Ernie Metcalf, Chief Executive Officer - Distinctive Options

Summit Fleet Leasing and Management have been managing our fleet, consisting of trucks and light commercial vehicles, since April 2017. We are very pleased with the ease in which they work with service providers – arranging prompt payments and providing clear and concise reporting, tailored to our specific requirements. Mainmark are pleased to have Summit Fleet as a business partner.
 - Keith Herps, Maintenance Manager, Mainmark Equipment Pty Ltd

Legrand Australia and Summit Fleet have had an association that goes back to 2010. Claire Sutherland's understanding of our business has resulted in developing dynamic solutions for when inevitable business challenges arise to keep our team on the road. I consider Summit Fleet and Claire to be true business partners.
 - Paul Auprince, Purchasing Manager, Legrand Australia Pty Limited

From the start of Water Corporation's tender process in August 2018, through to the live event as our fleet management provider in December 2020, Summit Fleet ensured at each stage of the implementation process clear and concise communications were maintained and expectations qualified to ensure a successful outcome to the project. With



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SUMITOMO CORPORATION

**GLOBAL
FLEET GROUP**







Sustainability Council est. 2021

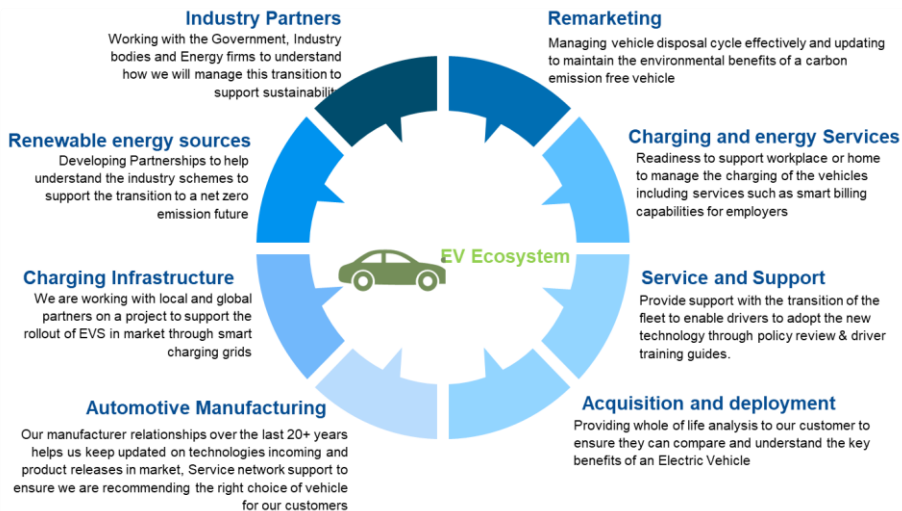
EV adoption and transition program for customers

Foundation hydrogen EV bus alliance

Novated EV adoption for FBT exemptions

Climate active certification

Carbon offset arrangement for customers







driven by 

Summit Fleet Leasing and Management

Video Content





SUMMIT

Fleet Leasing and Management



Fleet Conference
& Exhibition
AND FLEET AWARDS

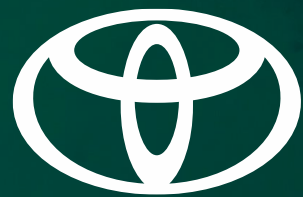
MAY 23-24
ROSEHILL GARDENS
RACECOURSE SYDNEY

Speed Dating with Toyota Fleet Management

PHILLIP BOXSELL

HEAD OF FLEET SALES

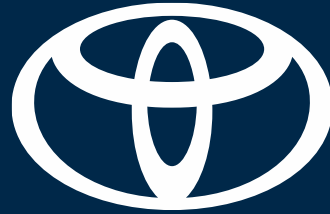
TOYOTA FLEET MANAGEMENT



**TOYOTA FLEET
MANAGEMENT**

25 YEARS OF DRIVING CHANGE

OUR HERITAGE



TOYOTA MOTOR
CORPORATION
JAPAN



FINANCIAL SERVICES

JAPAN

TOYOTA MOTOR
CORPORATION AUSTRALIA



TOYOTA



HINO MOTOR SALES AUSTRALIA



HINO

TOYOTA MATERIAL HANDLING AUSTRALIA



TOYOTA
FINANCE
AUSTRALIA



KiNTO®



HINO
Financial Services



Finance



Insurance



Financial Services

150,000

Assets under finance and management

OUR GLOBAL FOOTPRINT



OUR PARTNERS



OUR VALUES



PARTNERSHIP



EXPERTISE



TRANSPARENCY



CONTINUOUS IMPROVEMENT



CONSISTENCY

OUR STRENGTH



**STABLE AND
CONSISTENT
INTEREST RATES**



**SUPPORT TO
CUSTOMERS
THROUGH HARDSHIP**



**FUNDING
AVAILABILITY**

OUR PRODUCTS & SERVICES



**TOYOTA FLEET
MANAGEMENT**

FUNDING OPTIONS

- Operating lease
- Finance lease
- Term Purchase
- Novated Finance Lease
- Novated Operating Lease
- Chattel Mortgage
- Fleet Management

FLEET MANAGEMENT

- Vehicle acquisition/disposal
- Registration/CTP renewals
- Comprehensive Insurance
- Minilease/Replacement
- Accident and claims
- Fuel and Tolls
- Roadside Assist

FLEET SERVICES

- Customer/Dealer Online
- Customised Reporting
- Environmental Reporting
- Tax/Accounting Reporting
- Risk management
- CarShare
- Telematics
- DriverApp

TFM ADVISORY SERVICES

- Cost Down Recommendations
- Finance Analysis
- OH&S review of vehicle choice
- Whole-of-life Calculator
- Utilisation Analysis
- Fleet Rationalisation

ASSET MANAGEMENT

- Passenger
- Luxury
- Light Commercial
- Truck and Trailers
- Material Handling
- Plant and Equipment

VEHICLE MAINTENANCE

- Scheduled Maintenance
- Full Maintenance
- Tyres

OUR CUSTOMER TEAM



OUR SPECIALIST TEAMS



NOVATED LEASING



SALARY PACKAGING



COMMERCIAL VEHICLES



RENTAL

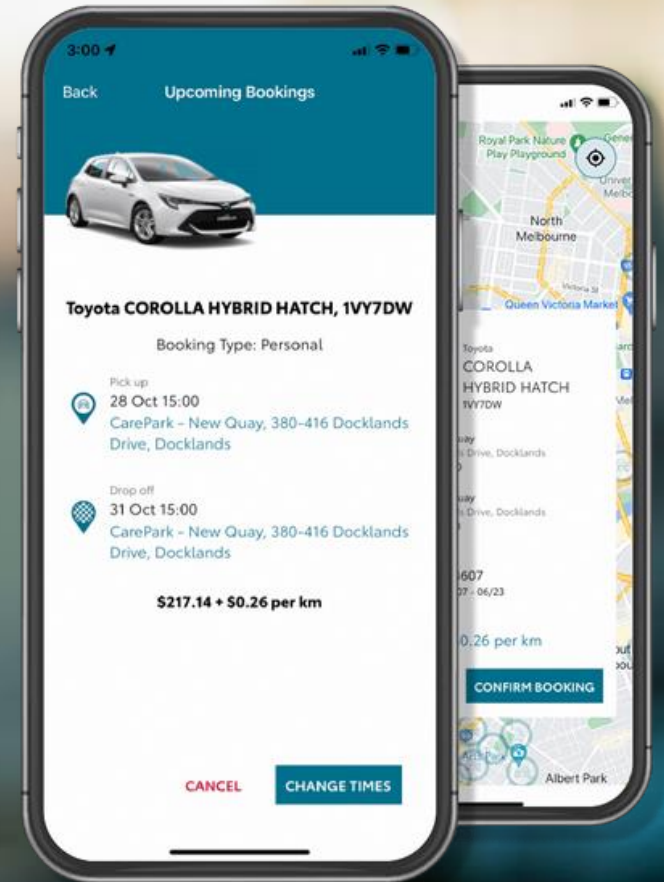


SMALL BUSINESS



CONNECTIVITY & MOBILITY

KiNTO[®]



An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. The road has white lane markings and a few small vehicles are visible. The text 'THANK YOU' is overlaid in the center of the image.

THANK YOU

