



Annual General Meeting
Element Fleet Management Corp.
JUNE 6, 2017



Element Fleet Management (TSX:EFN)

The Leading Global Fleet Management Company

Total assets
C\$18.8 billion

TSX Composite Index
EFN

Employees
2,700+

As of Mar 31st, 2017

Service Offerings



Vehicle Financing



Acquisition, Title,
Licensing & Registration



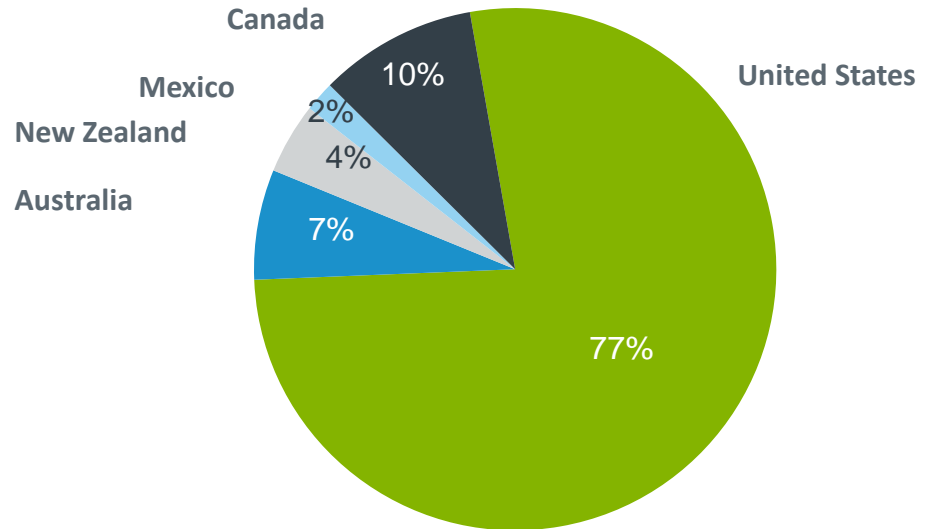
Consulting, Telematics, Risk &
Safety, Accident Management



Fuel, Maintenance & End
of Term Remarketing

Earning Assets

As of Mar 31st, 2017



Element Fleet Management (TSX:EFN)

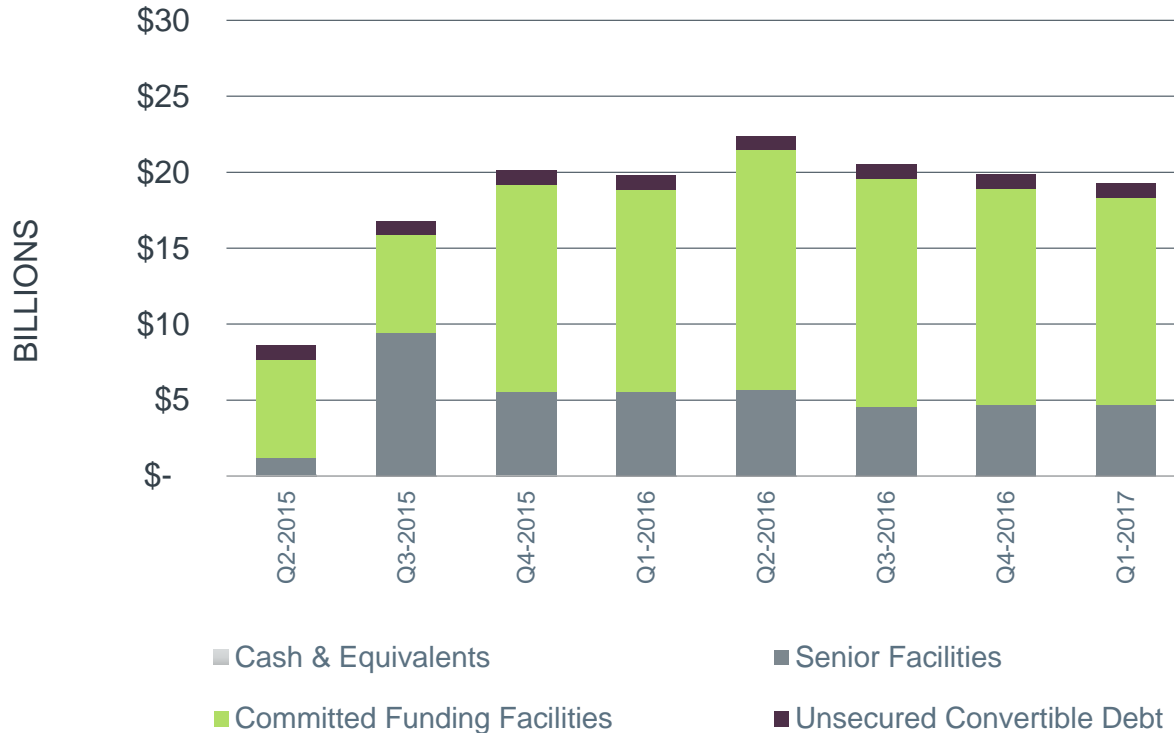
Element Fleet is the largest publicly traded fleet management company in the world, with market leadership in North America and an industry leading position in Australia and New Zealand. We are a leading business services provider, driven by technology and analytics and benefiting from a large-scale integrated services platform.

Element Fleet Advantages

- Superior ability to capture opportunities in the fleet management industry that is still in the early stages of technology innovation and experiencing rapid growth
- Highly experienced leadership and operations teams
- Deep and long-term customer relationships, spanning over two to five decades and longer, providing annuity-like revenue streams – both in service and fee income and NIM
- High quality of assets reflected in investment-grade credit ratings (A-, BBB+) to support finance service option
- Prudent balance sheet leverage drive 22%+ ROTE
- Free cash flow sufficient to fund future growth and return of capital to shareholders

Fleet Facilities

Balance Sheet Capacity to Fund Planned Growth



Committed facilities (available & outstanding) amounted to \$18.3B as of March 31, 2017

At March 31, 2017, Element had \$5.0B in available financing to fund ongoing originations

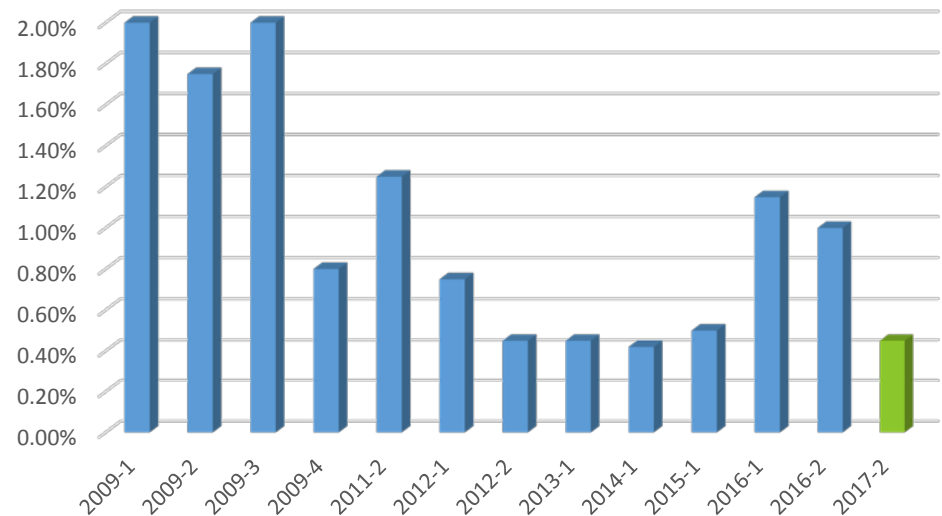
Committed facilities are supplemented by access to the Term ABS market – recently completed Chesapeake II 2017-2

Debt maturities match to asset run off with repayment schedule mirroring expected debt repayments

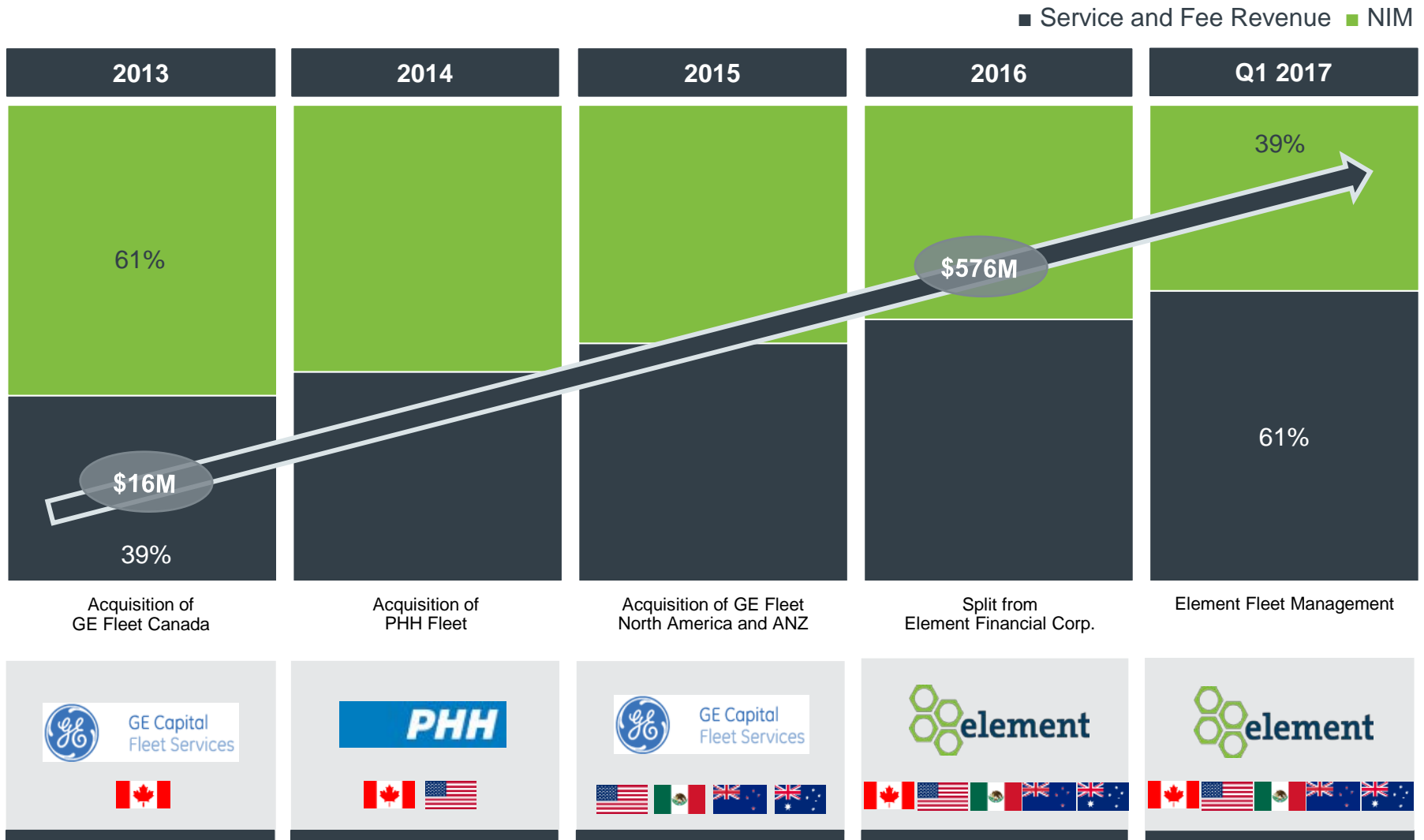
Chesapeake II 2017-2 Snapshot

- Increased size from Initial offering of US\$650mil to US\$1.2billion
- Largest US fleet ABS transaction to-date
- Oversubscribed by ~2 times final amount
- Spreads decreased at the AAA level from 100bps in June, 2016 to 45bps on current issue
- Increased the number of investors by 28% over 2016-2, and 78% over 2016-1
- Added Fitch rating of notes, along with Moody's, DBRS and Kroll

Chesapeake Term Note AAA Spreads



Long-Term Shareholder Value Creation



Primer - Fleet Management

What is it?

- End-to-end management of transportation fleets through technology driven solutions
- Products and services for life cycle management of a corporation's transportation assets

Why?

- Mission critical assets (cars, trucks) for corporations' sales, service and management personnel
- Top five "spend" for an organization
- The fleet vehicle is a critical tool for enabling a corporation's revenue generation activities

How?

- Element manages end-to-end fleet requirements for clients, reducing costs and increasing productivity; total life cycle management

Where?

- Worldwide – 50+ countries

When?

- From pre-acquisition consulting to end of term centers
- 24/7/365 through on board technology and client service

Services Provided

- Consulting
- Acquisition
- Financing
- Data Analytics
- Licensing & Regulatory Compliance
- Telematics
- Risk & Safety - Predictive
- Accident Management
- Fuel Services
- Managed Maintenance
- Usage & Expense Tracking
- Rental Services
- Remarketing

Long-Term Shareholder Value Creation

Global Capabilities: 3+ Million Vehicles



Canada
USA
Mexico



Austria
Belgium
Brazil
Chile
China
Czech Republic
Denmark
Finland
France
Germany
Greece
Hungary
India
Italy
Luxembourg
Morocco
Netherlands
Peru
Poland
Portugal
Romania
Russia
Slovakia
Spain
Sweden
Switzerland
Turkey
United Kingdom

Sumitomo Mitsui Auto Services
Japan
Thailand



Colombia
Ecuador



Ireland



Botswana
Ghana
Lesotho
Mozambique
Namibia
South Africa
Swaziland
Tanzania
Zambia



Australia
New Zealand

Element-Arval
 Partner Countries

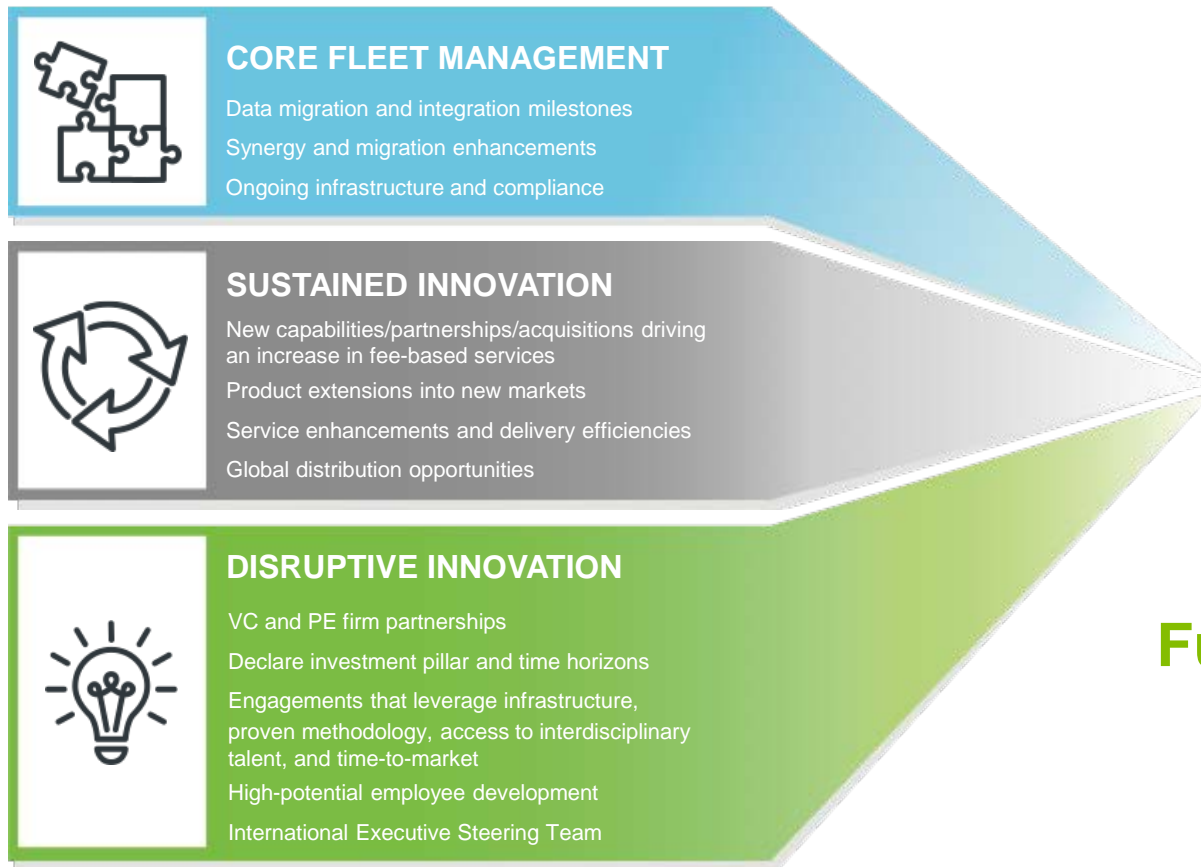


Argentina
Uruguay



Serbia

Maintain the Core, Focus on Operational Excellence & Innovation



Investing for the Future with Balance



Advanced Analytics

What Our Platform Means to Customers



Data

- Maintenance history
- Fuel purchases
- Miles driven
- GPS location
- Points of Interest
- Weather
- Traffic
- Online repair reviews



Insights

- Fuel price geo-indexing
- Predict operating costs
- Fraud detection
- Business rule exceptions
- Accident predictors
- Optimal replacement
- High risk DTC codes
- Repair sentiment analysis



Action

- Vehicle replacement Scheduling
- Fraud actions
- Safe driving interventions
- Non-standard maintenance schedule
- Recommend fueling and maintenance facilities

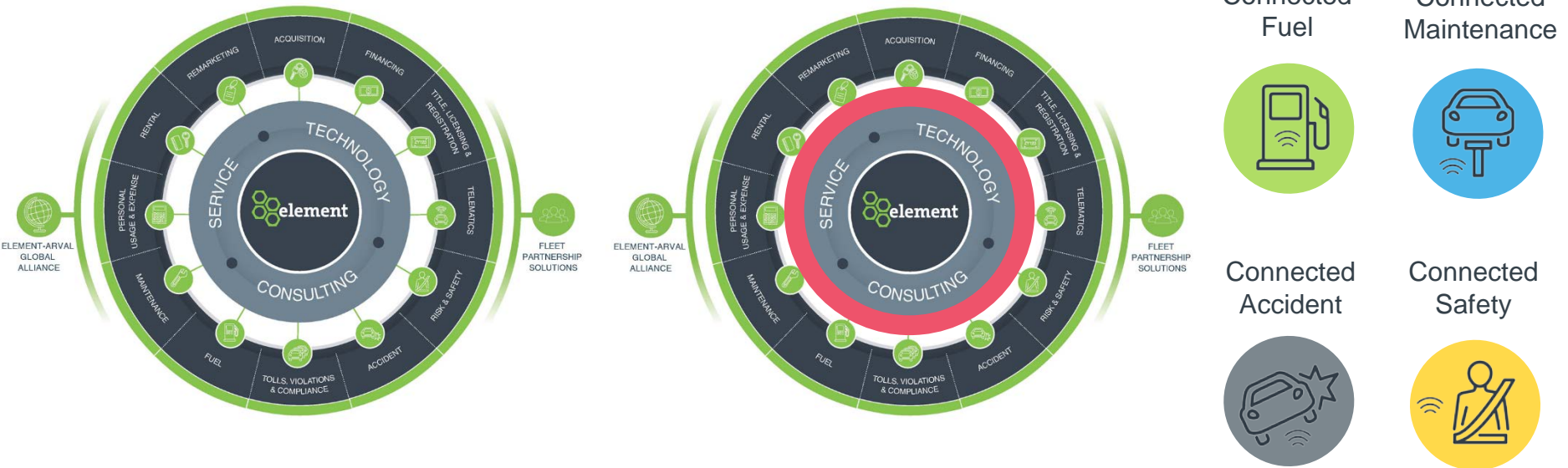


Cassandra

Sifting through the data “noise” must be as fast as possible in order to create actionable recommendations

Disrupting the Model

Product Evolution: Connected Data and Services provide the bridge to the future



Separate products,
limited connectivity

Enhanced
connectivity and scale
with Connected Data

Connected Services