

The Manager – Listings
Australian Securities Exchange Limited
Exchange Centre
20 Bridge Street
Sydney NSW 2000

23 June 2017

BUSINESS UPDATE: PARTIAL ACQUISITIONS OF THREE EQUIPMENT FINANCE BROKERS

As announced on 21 April 2017, QPF Holdings Pty Limited (QPF) (which is a 50% subsidiary of COG) plans to acquire a 50% interest in an equipment finance broker. The updated normalised EBITDA for the year ended 30 June 2016 on which the purchased price is based is \$691k. At 4.5 times multiple this is a purchase price of \$1.554m which will be 50% cash and 50% COG shares.

We are pleased to report that due diligence is substantially complete and the transaction is on target to settle in early July 2017.

As announced on 1 May 2017, COG plans to acquire a 95% interest in a specialised equipment finance broker for \$21.98m, representing 7 times estimated maintainable EBITDA. Due diligence is progressing however, we now anticipate that settlement will be September 2017, subject to audit, bank approval and satisfactory finalisation of the due diligence.

As announced on 9 May 2017, COG plans to acquire a 60% interest in an equipment finance broker. The normalised EBITDA for the year ended 30 June 2016 on which the purchased price is based is \$2.05m. At 6 times multiple this is a purchase price of \$7.38m which will be 50% cash and 50% COG shares.

We are pleased to report that due diligence is substantially complete and the transaction is on target to settle in early July 2017, subject to finalisation of the audit and due diligence.

As previously announced, COG's 100% subsidiary which operates in commercial equipment leasing, TL Rentals Pty Limited, had targeted lease originations for the year ending 30 June 2017 of \$40m at Original Equipment Cost (up from \$34m in FY16). As of close of business 22 June 2017 originations are already \$40.7m.

Cameron McCullagh
Managing Director