

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

20<sup>th</sup> September 2018

### **Highly EPS Accretive Acquisition of 32% of Westlawn Finance Ltd**

Consolidated Operations Group Limited (COG) is pleased to announce that, following completion of due diligence, it expects to execute documents for the purchase of 32% of Westlawn Finance.

Westlawn Finance has a loan book of \$165 million (at June 2018) and operates Insurance Broking and Asset Finance Broking operations. The Westlawn Finance Unsecured Notes Prospectus had notes on issue of \$181 million at June 2018.

Westlawn Finance was established in 1964. The head office is in Grafton and has offices in Coffs Harbour, Ballina, Lismore, Yamba, Casino, Tenterfield, Murwillumbah.

Westlawn has become a significant funder of the TL Rentals portfolio since 2015 and we expect this relationship to continue to expand.

Purchase consideration of \$14 million (\$10m cash, \$4m COG shares). The remainder of Westlawn Finance will continue to be owned by three of the Dougherty families and there is a professional management team operating a well run business.

The forward multiple over FY19 and FY20, including synergies, is expected to be approximately 6 to 7 times Earnings Before Income Tax Depreciation and Amortisation (EBITDA).

The transaction is expected to be completed in September and will be subjected to limited conditions precedent.

The acquisition is consistent with our business strategy. Westlawn Finance earnings are not included in the guidance issued in our 2018 earnings Investor Presentation on 28<sup>th</sup> August, 2018.

Cameron McCullagh  
Managing Director

Andrew Bennett  
Executive Director