

11 October 2021

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

## Q1 FY22 Unaudited Trading Results

COG Financial Services Limited (COG) is pleased to announce its unaudited Q1 FY22 results. Ignoring Government subsidies received in Q1 FY21, COG's underlying trading performance for the quarter is expected to be approximately \$4.7 million of NPATA attributable to shareholders, an increase of 147% on the prior comparative period (excluding Government subsidies).

NPATA <sup>1</sup> to shareholders (Unaudited)	Q1 FY22 <sup>2</sup> \$m	Government subsidies FY22 \$m	Q1 FY22 <sup>3</sup> \$m	Q1 FY21 <sup>2</sup> \$m	Government subsidies FY21 \$m	Q1 FY21 <sup>3</sup> \$m
Finance Broking & Aggregation	3.1	-	3.1	2.2	0.9	3.1
Lending	1.9	-	1.9	0.5	0.2	0.7
Other / Intersegment <sup>4</sup>	(0.3)	-	(0.3)	(0.8)	0.2	(0.6)
<b>Total</b>	<b>4.7</b>	<b>-</b>	<b>4.7</b>	<b>1.9</b>	<b>1.3</b>	<b>3.2</b>

<sup>1</sup> Underlying Net profit after tax and before amortisation and write-off of acquired intangibles

<sup>2</sup> Excluding Government subsidies

<sup>3</sup> Including Government subsidies. FY22 includes \$nil (FY21: \$1.3m) of Government subsidies (post tax and attributable to shareholders).

<sup>4</sup> Q1 FY22 includes \$0.4m (Q1 FY21: \$nil) share of results from associate Earlypay Limited (EPY), based on EPY NPATA earnings guidance of 40%+ growth in FY22 (refer EPY ASX release dated 26 August 2021)

<sup>5</sup> Changes in COG's percentage ownership in subsidiaries are summarised in its ASX announcement dated 26 August 2021

Commenting on the performance, COG CEO, Andrew Bennett said:

"This is another strong result notwithstanding the challenges of lockdowns, border closures and supply chain constraints and validates COG's model of being diversified across geography, industry and asset class".

*Announcement authorised by: Patrick Tuttle, Chairman*

For further information please contact:

Andrew Bennett  
Chief Executive Officer  
M 0405 380 241

COG Financial Services Limited (COG) has two complementary businesses:

1. Finance Broking & Aggregation (FB&A). Through its membership group of independent and equity owned brokers (brokers in which COG has invested), COG is Australia's largest asset finance group, representing over \$5.2 billion per annum of Net Asset Finance (NAF). Further growth is being achieved through organic growth in equipment finance and insurance broking and through equity investment in brokers.
2. Lending. Through broker distribution, COG provides equipment finance to SMEs, and real property loans via its subsidiary Westlawn Finance Limited.

In both businesses COG's market share is small relative to the size of the markets in which it operates, and there are significant growth opportunities through consolidation and organic growth.