



13 April 2022

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

Q3 FY22 Unaudited Trading Results

COG Financial Services Limited (COG) is pleased to announce its unaudited Q3 FY22 results. COG's underlying trading performance for the quarter is expected to be approximately \$5.8 million of NPATA attributable to shareholders, an increase of 49% on the previous period (after excluding Government subsidies).

NPATA ¹ to shareholders (Unaudited)	Q3 FY22 \$m	Q3 FY21 \$m	YTD 31 March 22 \$m	YTD 31 March 21 \$m
Finance Broking & Aggregation	3.4	2.4	10.3	8.3
Funds Management & Lending	2.3	1.6	6.1	6.1
Other / Intersegment ²	0.1	nil	nil	(0.2)
Total	5.8	4.0	16.4	14.1
Less Government subsidies ³	nil	(0.1)	(0.1)	(1.8)
Total	5.8	3.9	16.3	12.3

¹ Underlying Net profit after tax and before amortisation of acquired intangibles and write-off of intangibles.

² Q3 FY22 includes \$0.5m (Q3 FY21: \$0.3m) share of results from associate Earlypay Limited (EPY), based on NPATA earnings guidance for FY22 of +\$15m, as per EPY ASX release dated 24 February 2022.

³ Government subsidies disclosed are post tax and attributable to COG shareholders.

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

"This is again another record result. Both our Segments have continued to perform strongly in what is normally our softest trading period. The FB&A Segment result is particularly impressive given that there have been significant impacts on the supply of new equipment, however, we start this next quarter with a very strong forward order book".

Announcement authorised by: Patrick Tuttle, Chair

For further information please contact:

Andrew Bennett
Chief Executive Officer
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Who we are:

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 \$6 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 & funds management. Through broker distribution, COG provides equipment finance to SMEs, and real property loans via its subsidiary Westlawn Finance Limited.

In both businesses our market share is small relative to the size of the markets we operate in, and there are significant growth opportunities through consolidation and organic growth.