



15 June 2022

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

Macquarie Emerging Leader Forum- Conference Presentation

The Company will address the Macquarie Emerging Leaders Forum today.

Attached is the accompanying presentation.

Authorised for disclosure by:

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Chief Executive Officer

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Macquarie Emerging Leaders Forum

15 June 2022

Andrew Bennett
Chief Executive Officer



The evolution of broking

The megatrend continues

PRE-1990

Banks had branch networks

100% of bank loans assets generated by branches

**25%
Brokers**

■ 2004

NOW

Banks are replacing branches with ATMs

30% of bank loans assets generated by branches.

**70%
Brokers**

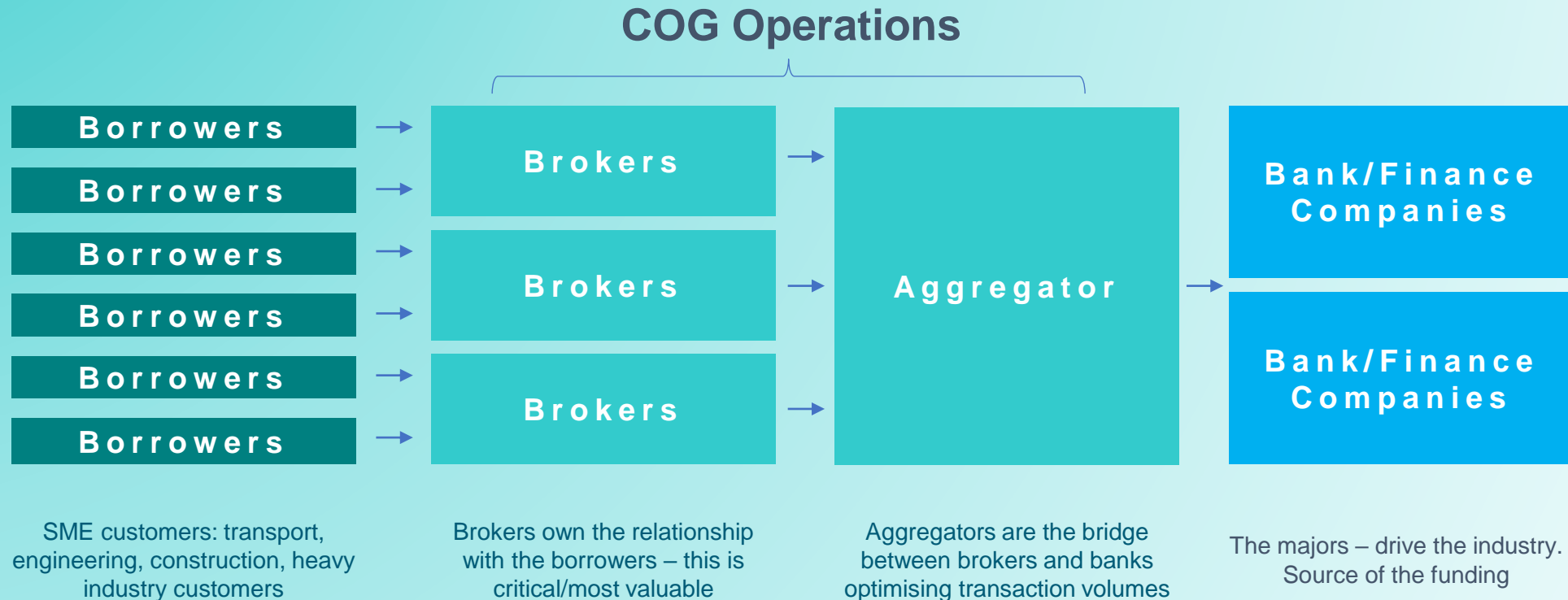
■ 2020

According to East & Partners, this megatrend is the same for asset finance

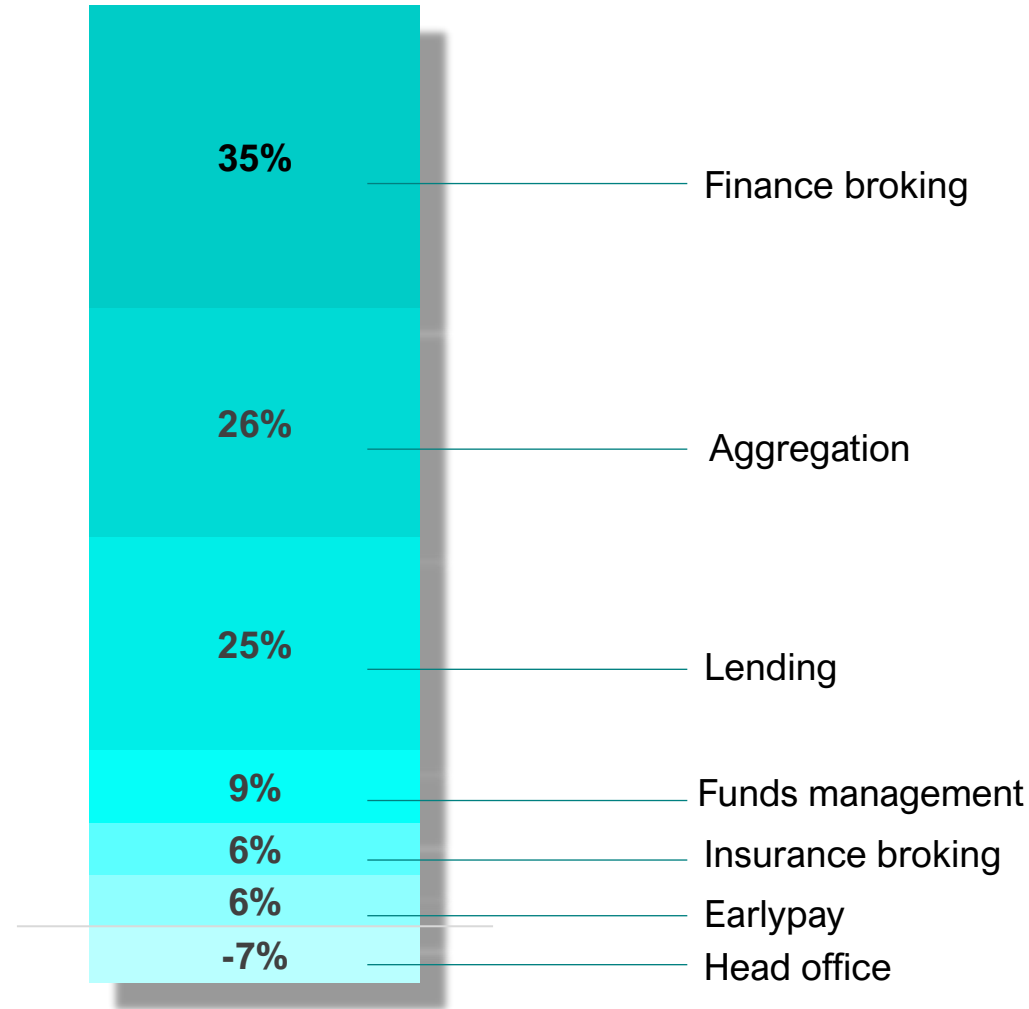
Source: rba.gov.au/publications/fsr/2004/sep/box-d.html
theadviser.com.au/
breaking-news/41061-broker-market-share-surpasses-60

Our business model

Asset Finance Broker and Aggregator



Normalised FY22 NPATA composition¹



¹ Assumes current ownership percentages for COG's subsidiaries are applied from 1 July 2021; based on FY22 (unaudited) forecast

Our results

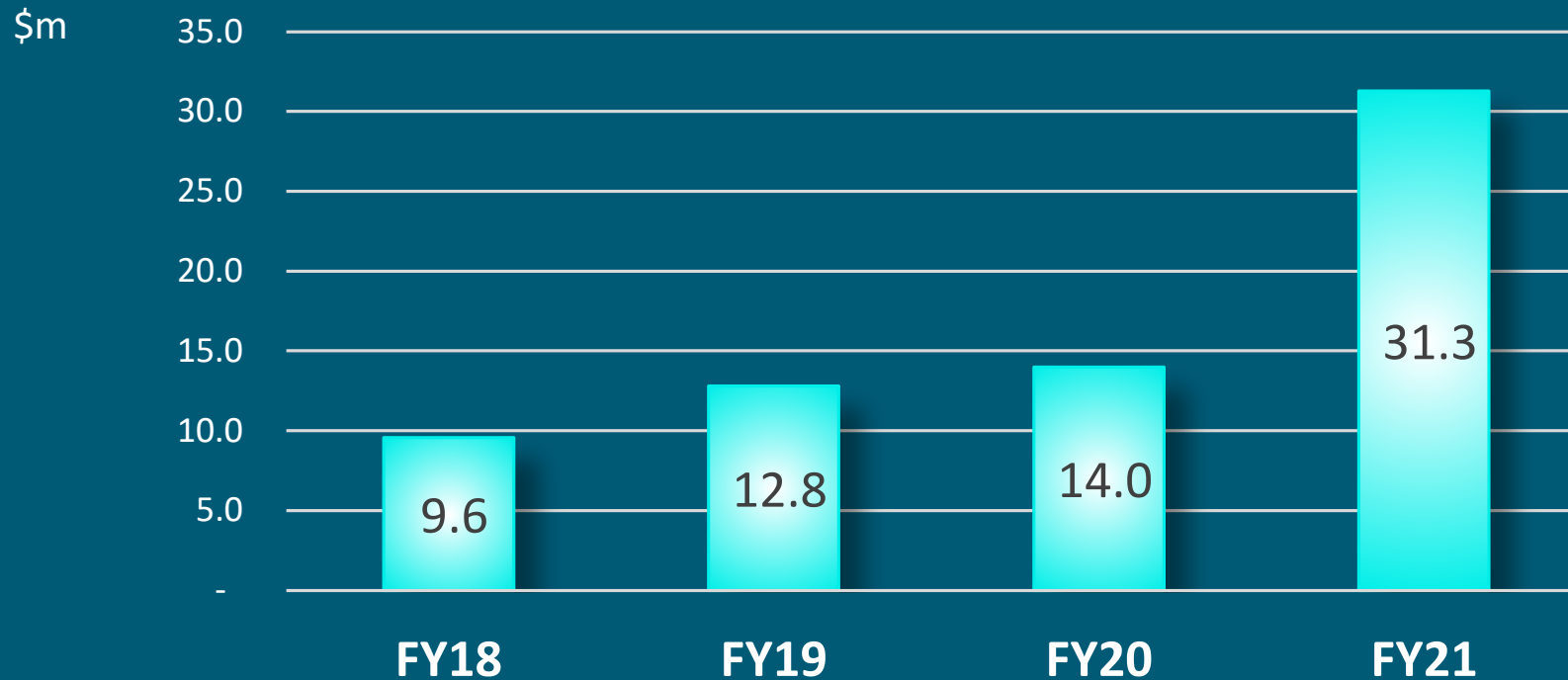
FY22 Forecast NPATA

	FY21 Actuals \$m	FY22 Forecast Range \$m	
NPATA to shareholders (unaudited)	19.5	22.5	24.0
Less Government Subsidies ¹	(1.8)	(0.1)	(0.1)
Total	17.7	22.4	23.9

¹ Government subsidies disclosed are post tax and attributable to COG shareholders

Our results

Underlying EBITDA to Members



¹ The Group adopted:

- AASB 15 *Revenue from contracts with customers* at 1 July 2018 using the cumulative effect method, and comparative information (FY18) is not restated
- AASB 9 *Financial instruments* at 1 July 2018 and comparative information (FY18) is restated
- AASB 16 *Leases* at 1 July 2019 using the modified retrospective approach, and comparative information is not restated (FY18 & FY19)

² For consistency with the COG's current year financial statement presentation of EBITDA the following items have been reclassified in the above chart and included in EBITDA to Members:

- 'Dividend income'
- 'Interest income' & 'Funding costs' relating to the 'Funds Management and Lending' segment
- 'Share of results from associates'

The financial information has been extracted from COG's audited financial statements.

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Words such as 'anticipates', 'expects', 'intends', 'plans', 'believes', 'seeks', 'forecast', 'estimates', and similar expressions are intended to identify forward-looking statements.

These statements are not guarantees, representations or warranties of future performance and are subject to known and unknown risks, uncertainties and other factors (some of which are beyond the control of COG), are difficult to predict, and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements.

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performance, cannot be relied upon as an indicator of (and provides no guidance as to) COG's future performance including COG's future financial position or share price performance.

No party other than COG has authorised or caused the issue of this Presentation, or takes any responsibility for, or makes, any statements, representations or undertakings in this Presentation.

This Presentation should be read in conjunction with COG Appendix 4D and Half Year Financial Report for the period ended 31 December 2021, and COG's 30 June 2018, 2019, 2020 and 2021 Annual Financial Reports, and all other ASX announcements by COG.