



28 July 2023

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

### **FY2023 Unaudited Segment Trading Results**

COG Financial Services Limited (“COG”) is pleased to announce its unaudited FY2023 Segment results for the Finance Broking & Aggregation (“FB&A”) and Funds Management & Lending (“FM&L”) segments.

COG’s other segment is not included because it contains the equity accounted proportional share of EarlyPay (ASX.EPY) results as EPY have withdrawn guidance following a significant loan loss and it is not possible for COG to estimate EPY’s earnings. We have deferred the release of the other segment results until the complete FY23 audited results are available.

The FB&A and FM&L segments’ underlying trading performance for the financial year are expected to be approximately \$27.6 million of NPATA attributable to shareholders, an increase of 13% on the previous period.

<b>NPATA<sup>1</sup> to shareholders (Unaudited)</b>	<b>30 June 2023 \$m</b>	<b>30 June 2022 \$m</b>
Finance Broking & Aggregation (“FB&A”)	17.5	15.6
Funds Management & Lending (“FM&L”)	10.1	8.9
<b>Total</b>	<b>27.6</b>	<b>24.5</b>

<sup>1</sup> Underlying net profit after tax and before amortisation of acquired intangibles.

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

“This is another strong result reflecting our continued business momentum. The resilient strength of Australia’s SME sector can be seen by the 15% growth in our Group Net Assets Financed to \$7.7 Bn for the year.

It is important to note that these segment trading results only include 3 months contribution from our recently acquired PayWise salary packaging & novated leasing business and does not capture the full run-rate of earnings from recently completed acquisitions”.

COG will release its financial results for the full year ended 30 June 2023 on Friday, 25 August 2023, prior to market open.

*Announcement authorised by: Patrick Tuttle, Chair*

For further information please contact:

Andrew Bennett  
Chief Executive Officer  
M 0405 380 241



**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 \$7.7 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. Funds Management and Lending (“FM&L”). 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.