

# Form 604

## Corporations Act 2001 Section 671B

### Notice of change of interests of substantial holder

To: Company Name/Scheme Kogan.com Ltd (ASX:KGN)

ACN/ARSN ACN 612 447 293

#### 1. Details of substantial holder (1)

Name Kogan Management Pty Ltd as Trustee for the Ruslan Tech Trust (ACN 145 965 475) (**Kogan Management**)  
and  
Ruslan Kogan (**Ruslan**)  
ACN/ARSN (if applicable) ACN 145 965 475

There was a change in the interests of the  
substantial holder on 20/08/2018  
The previous notice was given to the company on 15/06/2018  
The previous notice was dated 15/06/2018

#### 2. Previous and present voting power

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in when last required, and when now required, to give a substantial holding notice to the company or scheme, are as follows:

Class of securities (4)	Previous notice		Present notice	
	Person's votes	Voting power (5)	Person's votes	Voting power (5)
Ordinary shares	38,307,279	40.98%	29,405,926	31.38%

#### 3. Changes in relevant interests

Particulars of each change in, or change in the nature of, a relevant interest of the substantial holder or an associate in voting securities of the company or scheme, since the substantial holder was last required to give a substantial holding notice to the company or scheme, are as follows:

Date of change	Person whose relevant interest changed	Nature of change (6)	Consideration given in relation to change (7)	Class and number of securities affected	Person's votes affected
20/08/2018	Kogan Management and Ruslan	End of Voluntary Escrow Period - By virtue of Section 608(3)(a) of the <i>Corporations Act 2001</i> (C'th), Kogan Management and Ruslan, had a relevant interest in Kogan.com Limited, which had the power to control the disposal of all of the Shares subject to voluntary escrow arrangements. All shares were released from voluntary escrow arrangements on 20 August 2018. As a result, Kogan.com Ltd no longer has a relevant interest in the 32,448,956 Shares in the name of Kogan Management ATF The Ruslan Tech Trust, and Shafer Corporation Pty Ltd ATF the Shafer Family Trust formerly subject to voluntary escrow arrangements. Kogan Management and Ruslan still have an interest in 23,547,603 formerly subject to Voluntary Escrow as Kogan Management remains the registered holder of these shares.	N/A	8,901,353	8,901,353

#### 4. Present relevant interests

Particulars of each relevant interest of the substantial holder in voting securities after the change are as follows:

Holder of relevant interest	Registered holder of securities	Person entitled to be registered as holder (8)	Nature of relevant interest (6)	Class and number of securities	Person's votes
Ruslan	HSBC Custody Nominees (Australia) Limited (HSBC) and Kogan Management	Ruslan and Kogan Management	Ruslan controls an interest in shares held by HSBC as nominee for Walsh St Management Pty Ltd ATF Walsh St Trust ( <b>Walsh St Trust</b> ). Ruslan also controls Kogan Management which gives him a relevant interest in any Shares in which Kogan Management has a relevant interest (refer below) under section 608(3)(b) of the Corporations Act.	Ordinary Shares 29,405,926	29,405,926
Kogan Management	Kogan Management Pty Ltd	Kogan Management Pty Ltd	Kogan Management, by virtue of Section 608(1)(a) Corporations Act, has a relevant interest in 29,070,926 Shares as it is the registered holder.	Ordinary Shares 29,070,926	29,070,926

#### 5. Changes in association

The persons who have become associates (2) of, ceased to be associates of, or have changed the nature of their association (9) with, the substantial holder in relation to voting interests in the company or scheme are as follows:

Name and ACN/ARSN (if applicable)	Nature of association
N/A	

#### 6. Addresses

The addresses of the persons named in this form are as follows:

Name	Address
Kogan Management Pty Ltd	Level 10, 530 Collins Street, Melbourne Vic 3000
Ruslan Kogan	Level 10, 530 Collins Street, Melbourne Vic 3000

## Signature

print name Ruslan Kogan

capacity On behalf of Kogan Management and Ruslan

sign here



date 20 August 2018

## DIRECTIONS

- (1) If there are a number of substantial holders with similar or related relevant interests (eg, a corporation and its related corporations, or the manager and trustee of an equity trust), the names could be included in an annexure to the form. If the relevant interests of a group of persons are essentially similar, they may be referred to throughout the form as a specifically named group if the membership of each group, with the names and addresses of members is clearly set out in paragraph 7 of the form.
- (2) See the definition of "associate" in section 9 of the Corporations Act 2001.
- (3) See the definition of "relevant interest" in sections 608 and 671B(7) of the Corporations Act 2001.
- (4) The voting shares of a company constitute one class unless divided into separate classes.
- (5) The person's votes divided by the total votes in the body corporate or scheme multiplied by 100.

- (6) Include details of:
- (a) any relevant agreement or other circumstances because of which the change in relevant interest occurred. If subsection 671B(4) applies, a copy of any document setting out the terms of any relevant agreement, and a statement by the person giving full and accurate details of any contract, scheme or arrangement, must accompany this form, together with a written statement certifying this contract, scheme or arrangement; and
  - (b) any qualification of the power of a person to exercise, control the exercise of, or influence the exercise of, the voting powers or disposal of the securities to which the relevant interest relates (indicating clearly the particular securities to which the qualification applies).

See the definition of "relevant agreement" in section 9 of the Corporations Act 2001.

- (7) Details of the consideration must include any and all benefits, money and other, that any person from whom a relevant interest was acquired has, or may, become entitled to receive in relation to that acquisition. Details must be included even if the benefit is conditional on the happening or not of a contingency. Details must be included of any benefit paid on behalf of the substantial holder or its associate in relation to the acquisitions, even if they are not paid directly to the person from whom the relevant interest was acquired.
- (8) If the substantial holder is unable to determine the identity of the person (eg if the relevant interest arises because of an option) write "unknown".
- (9) Give details, if appropriate, of the present association and any change in that association since the last substantial holding notice.
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