26 August 2026

The Manager – Listings
Australian Securities Exchange Limited
Level 27, 39 Martin Place
Sydney NSW 2000

30 June 2026 Results

COG Financial Services Limited (COG) is pleased to announce the release of results for the year ended 30 June 2026.

EBITDA[1] to shareholders	FY26 $m	FY25[2] $m	PCP Change
Salary Packaging[3]	31.0	16.5	+88%
Broking & Aggregation[4]	24.5	24.5	0%
Lending[4]	1.2	1.9	-37%
Other	(5.2)	(2.6)	-100%
Total	**51.5**	**40.3**	**+28%**

FY26 Highlights

- EBITDA attributable to shareholders of $51.5m, up $11.2m, up 28% on the previous year.
- EPSA of 15.63 cps, up 27% on the previous year.
- Fully franked final dividend declared of 3.5 cps, up 17% on the previous period. As part of the Group's capital management activities, the Dividend Reinvestment Plan remains suspended for the final dividend announced today.
- Net Assets Financed of $9.0b ($8.5b via Broking & Aggregation and $0.5b via Salary Packaging), up 8% on the previous year.
- Total salary packaging customers of 68,510, up 31% on the previous year.
- Novated lease customers of 22,281, up 98% on the previous year.
- Acquisition of 100% of the novated leasing business known as Easifleet Pty Ltd, through COG's subsidiary Paywise Pty Ltd, effective 1 September 2025.
- Acquisition of an additional 14.08% equity interest in Fleet Network Pty Ltd, through COG's subsidiary Platform Consolidated Group Pty Ltd, effective 1 September 2025.

FY27 Outlook

- FY 27 EBITDA to shareholder growth is targeted to be 10% or better.
- The Group's Salary Packaging segment continues to deliver strong results, with the FY27 outlook supported by continued market share capture and strong volume growth led by electric vehicle uptake, further supported by government incentives.
- COG will continue to invest in its Broking & Aggregation platform to enhance the client experience, reduce client churn and deliver scale benefits. Equity-One is also expected to contribute to growth through further geographic expansion and the development of new sources of funds.
- COG will continue to monitor and leverage advances in technology and artificial intelligence to identify opportunities to enhance operational efficiency, build capability and support future growth across the business.
- COG will continue to remain active in the identification of strategic acquisitions (at the right price) to build on the organic trajectory of our business.

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

"COG's underlying EBITDA to shareholders grew 28% on the prior year, driven by strong organic growth and disciplined acquisitions. Salary Packaging led the way with 51% revenue growth, thanks to volume gains and a recent acquisition, while the rest of the Group performed solidly despite continued investment in people and systems. These results show the strength of our diversified business and our disciplined approach to growth."

[1] Underlying basis attributable to shareholders. Excludes acquisition-related expenses (FY26 $1.3m, FY25 $nil, pre-tax), redundancy and restructuring costs (FY26 $0.2m, FY25 $nil, pre-tax), profit on disposal of assets (FY26 $0.2m, FY25 $3.6m, pre-tax), share-based payment expense associated with share options issuance to non-executive directors (FY26 $nil, FY25 $2.4m, pre-tax), long-term incentive expenses associated with shares issued to employees and management under loan-backed employee share scheme (FY26 $0.4m, FY25 $0.7m, pre-tax), and COG's 21.45% and 19.89% proportionate share of EPY and CAF's (i) amortisation of acquired intangibles (FY26 $nil, FY25 $0.7m, pre-tax), (ii) acquisition-related expenses (FY26 $nil, FY25 $0.2m, pre-tax), and (iii) the release of contingent consideration for the acquisition of FAM by CAF (FY26 $nil, FY25 $0.2m, pre-tax). Prior period has been restated to ensure comparability, where applicable.

[2] EBITDA includes interest earned on cash available for lending in the Lending segment (FY26 $1.4m, FY25 $1.2m, pre-tax). Prior period has been restated to ensure comparability.

[3] The Salary Packaging segment was formerly known as Novated Leasing.

[4] The Broking & Aggregation segment (formerly known as Finance Broking & Aggregation) now includes Centrepoint Finance, AAA Finance, Westlawn Insurance Brokers and Equity One which were previously reported in Lending segment (formerly known as Asset Management & Lending). Prior periods of both segments have been restated where relevant to ensure comparability.

Announcement authorised by: Tony Robinson, Chair

For further information please contact:

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Who we are:

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

1. Broking & Aggregation (formerly known as Finance Broking & Aggregation): 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 $8.5 billion per annum of Net Assets Finance (NAF). Further growth is being achieved through organic growth in equipment finance, insurance broking, and through equity investment in brokers.
2. Salary Packaging segment (formerly known as Novated Leasing): Through Fleet Network and its subsidiaries, Paywise, Easifleet and Be Car Wise, COG operates in the novated lease and salary packaging sector. Further growth is being achieved through organic growth, with a significant opportunity arising from existing tax incentives associated with electric cars financed through a novated lease arrangement.
3. Lending (formerly known as Asset Management & Lending): Through broker distribution, COG provides equipment finance to SMEs, and real property loans via its subsidiary Westlawn Finance Limited.