

## Market update and FY25 earnings guidance

**Brisbane, 5 June 2025 – COSOL Limited (COSOL, ASX: COS)** provides an update in relation to its FY25 trading performance, the outlook for FY26, and the continued execution of COSOL's data exploitation strategy to drive strong organic growth and expand operating margins.

Sales activity in H2 FY25 is anticipated to be higher than H1 FY25, with full year revenue expected to land in a range of \$118-\$121 million, approximately 16-19% higher than FY24, with organic revenue growth of 10%.

Higher revenue is expected to translate into higher statutory EBITDA in H2 FY25 driving the full year result to land in the range of \$16.3-\$16.7 million, being 9-12% higher than FY24. While this growth is positive, it is lower than previously anticipated on the back of timing challenges with new contracts (which are anticipated to commence in FY26), once-off restructuring costs and a pullback in activity in the coal sector driven by commodity prices.

Underlying EBITDA is expected to be in the range of \$17.3-\$17.7 million, delivering second half growth of 12-15%.

Entering FY26, COSOL is expecting high single digit revenue growth and margin expansion as higher value data analytics and digital transformation contracts have impact. Statutory EBITDA and earnings per share are each expected to experience strong double-digit growth in FY26.

Key to FY26 expectations is COSOL's growth strategy reaching an important inflection point where existing customer relationships evolve into multi-year managed services and Asset Management as a Service contracts.

Since listing in 2020, COSOL has grown its capability including building its own proprietary IP, and made targeted acquisitions to build capability to deliver all-embracing data analytics drive asset management services. This allows COSOL to become a long-term partner with customers, digitising their asset networks and using data analytics and AI to extract ultimate efficiencies.

The strategy continues to focus on the migration of long-standing customers of advisory and project services through to long-term managed services contracts, and is expected to accelerate in FY26, becoming a larger and higher margin component of COSOL's revenue mix.

COSOL will report its full year FY25 results on Wednesday, 20 August 2025.

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This announcement was authorised for release by the Board of Directors of COSOL Limited.

For more information, please contact:

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## **About COSOL**

COSOL is a global provider of technology-enabled asset management solutions to optimise operational performance in asset intensive industries such as natural resources, energy and water utilities, public infrastructure and defence.

COSOL provides advice, operational expertise and business optimisation outcomes to help clients achieve economic and sustainable improvements in their business operations and supply chains.

Drawing on our signature solutions and proprietary software, COSOL delivers an Asset Management as a Service capability – a complete outsourced solution for asset management operations that helps optimise asset performance.

Since listing on ASX in 2020, COSOL has delivered profitable growth, strong operating cashflows and successful strategic acquisitions.

<https://cosol.global/>