



COSOL Limited Investor Presentation

April 28, 2020



Important Notices & Disclaimer

USE OF THIS DOCUMENT

You must read the following notices before reading or making any use of this document or any information contained in this document. By continuing to read, use or otherwise act on this document, you agree to be bound by the following terms and conditions, including any modifications to them, and make or give the acknowledgements, representations or warranties (as applicable).

This presentation is provided for information purposes only. The information in this presentation is in a summary form, does not purport to be complete and is not intended to be relied upon as advice to investors or other persons. The information contained in this presentation was prepared by COSOL Limited (COSOL) as of its date, and remains subject to change without notice. This presentation has been provided to you solely for the purpose of giving you background information about COSOL.

This presentation should be read in conjunction with COSOL's other periodic and continuous disclosure announcements lodged with ASX.

NOT FOR DISTRIBUTION OR RELEASE IN THE UNITED STATES

This document is not to be distributed or released in the United States.

FORWARD-LOOKING STATEMENTS

This presentation may include forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

Such statements are not guarantees of future performance, and involve known and unknown risks, uncertainties, assumptions, contingencies and other factors, many of which are outside the control of COSOL. No representation is made or will be made that any forward-looking statements will be achieved or will prove to be correct. Actual results, performance, operations or achievements may vary materially from any forward-looking statements. Circumstances may change and the contents of this presentation may become outdated as a result. Readers are cautioned not to place undue reliance on forward-looking statements and COSOL assumes no obligation to update such statements.

No representation or warranty, expressed or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

PAST PERFORMANCE

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

NOT FINANCIAL PRODUCT ADVICE OR OFFER OF SECURITIES

This presentation is not, and is not intended to constitute, financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell COSOL shares or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement, disclosure document or other offering document under Australian law or any other law. This presentation also does not form the basis of any contract or commitment to sell or apply for securities in COSOL or any of its subsidiaries. It is for information purposes only.

COSOL does not warrant or represent that the information in this presentation is free from errors, omissions or misrepresentations or is suitable for your intended use. The information contained in this presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and nothing contained in this presentation constitutes investment, legal, tax or other advice. The information provided in this presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, COSOL accepts no responsibility for any loss, damage, cost or expense (whether direct, or indirect, consequential, exceptional or special damages including but not limited to loss of revenue, profits, time, goodwill, data, anticipated savings, opportunity, business reputation, future reputation, production or profit, any delay costs, economic loss or damage) incurred by you as a result of any error, omission or misrepresentation in this presentation.

PRESENTATION OF INFORMATION

All currency amounts in this presentation are in Australian dollars unless otherwise stated. "FY" refers to the full year to 30 June. Amounts in this document have been rounded to the nearest \$0.1m, any differences between this document and COSOL's financial statements are due to rounding.

AUTHORISATION

This presentation was authorised for release by the Board of COSOL.

For more information, please contact: Mr Ben Buckley, T +61 409 405 550, E ben.buckley@cosol.com.au

COSOL Limited ABN 66 635 371 363
Level 3, 201 Leichhardt Street, Spring Hill QLD 4000

Market Trends & Implications

- The CoVID-19 has had a significant impact on global economy with travel, isolations and lockdown restrictions reaching far and wide.
- The asset intensive or EAM market typically provides critical services like water, energy and public infrastructure which are continuing to operate as normal. That said, the operating model for these organisations has evolved quickly resulting in technology required to rapidly enable a remote working conditions.
- We are seeing a number of global / international technology services firms look to engage with local service providers as a result of travel restrictions providing critical on-site capability.
- Many government organisations have accelerated a number of initiatives, particularly in the technology space.
- Local service providers continue to receive preferential engagement over global or international firms which are also required to engage local service providers.

Business Performance Update

- COSOL remains on track to meet this year's market guidance.
- COSOL has secured a number of new contracts on the back of our unique IP (RPCConnect) that enables the rapid migration of large ERP transformation projects including a newly established clean energy generator and QLD based water utility.
- Our committed pipeline remains strong with significant opportunities in Federal and State Government projected to close in the next quarter.
- We continue to invest in our Digital IP which includes additional data cleansing and preparation functionality particularly around the SAP to SAP S/4 HANA and business process automation bots driving efficiency in the workforce.
- COSOL reacted quickly and decisively to the CoVID-19 threat by
 - enabling remote working arrangements with our clients, securing our position
 - increasing our communications and governance to sustain confidence in the team
- We continue to monitor the situation on a daily basis to ensure we are able to react quickly to change.

Acquisitions Strategy Update

- The Board has established a sub-committee to work on Acquisition strategy and execution. The sub-committee is made up of Ben Buckley, Gerald Strautin's (COSOL Director and ex ASG Head of Strategy and Mergers and Acquisitions) and Scott McGowan (COSOL Australia CEO).
- The Board and Sub-Committee have identified a number of criteria to objectively measure potential acquisitions against. These include – earnings accretive, IP and Product suite expansion, geographical representation and expansion, addition to core capabilities and client roster enhancement.
- Over the last 5 months a number of targets have been identified and preliminary assessments have been conducted against the criteria above.
- The Sub-Committee have recommended to the Board to prioritise 3 of these.
- We are now working through those targets actively, including engaging in early-stage discussions.

Market Guidance

- COSOL remains on track to meet this year's market guidance.
- COSOL confirms the following FY2020 revenue and profit guidance for COSOL Australia

	Pro-forma	Statutory
Revenue forecast for FY20	\$21,443,657	\$21,443,657
Net Profit before income tax for FY20	\$4,068,656	\$3,746,656

