



COSOL Limited – an introduction

EUROZ HARTLEYS CONFERENCE 2022



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AUTHORISATION


This presentation is dated 24 February 2022 and was authorised for release by the Board of COSOL. For more information, please contact: Ben Buckley, T +61 409 405 550, E ben.buckley@cosol.global
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Company Overview


- COSOL is a global provider of proprietary software and digital services to heavy asset intensive industries.
- We drive quantifiable business improvements through the enhanced use of data and data analytics.
- We believe Data Driven Decision Making is at the core of having a competitive edge.

 Data Maintenance

 Data Monitoring

 Data Analytics

 Data Management

 Data Insights

People
230



Clients
68



Share Price
\$0.64



Market Cap
\$90m



Locations

Brisbane 

Denver 



Our Team has a proven track record in the sector

COSOL's Board of Directors has broad skills and a proven track record in growing IT and digital businesses and returning exceptional value to investors

COSOL's Management Team has extensive industry experience with Australian and International companies, coupled with a broad set of commercial and management skills.



Geoffrey Lewis

Non-Executive
Chairman

Founder of ASG Group Ltd (ASG) an IT services company which listed on the ASX in 2003.

ASG was acquired by the Nomura Research Institute for approx. \$350m in December 2016.

Geoff was Managing Director & CEO of ASG from 1996 – 2019.



Stephen Johnston

Non-Executive
Director

Founder and major shareholder of DSL Packaging Pty Ltd (DSL) a privately-owned industrial packaging company.

DSL was acquired by Schutz GmbH in December 2011 for \$120m.

Non-Executive Director of ASG from 2003 – 2010, and 2013 – 2016.



Gerald Strautins

Independent
Non-Executive Director

Senior Executive (Strategy and M&A) for ASG from 2010 to 2017.

Extensive executive, M&A, consulting, program and business management experience.

Completed over \$500m in M&A transactions



Grant Pestell

Independent
Non-Executive Director

Founding Director of Law firm, Murcia Pestell Hillard.

Recognised by Lawyer Monthly magazine as one of the global 250 leading lawyers in 2014.

Non-Executive Director of ASG from 2014 to 2016.



Ben Buckley

Managing Director,
COSOL Limited

Over 30 years of commercial management and director experience.

Has held senior roles including CEO, COO and Marketing Director roles with major companies such as, Nike, Electronic Arts, Foxtel. .



Scott McGowan

Chief Executive Officer,
COSOL Australia

Scott has held executive roles in global companies including Head of Natural Resources for Wipro Technologies and Associate Partner Business Analytics and Optimisation for IBM.

Our Story

Whilst COSOL Limited was born on the ASX in January 2020, its operating entities have been established leaders in their field for over 20 years.



2000

COSOL Australia was established as a business focused on asset intensive industries including energy, utilities, defence, mining & mineral processing with a focus on Enterprise Asset Management software platforms and specialising in data management to drive business improvements

DEC
2019

COSOL Limited formed.

JAN
2020

COSOL Limited listed on the Australian Securities Exchange after raising \$12million. Successfully acquired COSOL Australia Pty Ltd on 16 January 2020.

NOV
2021

Acquired Clarita Solutions Pty Ltd ("Clarita"), a dynamic, digital solutions company with specialist skills in IBM's Maximo (a leader in the Gartner Magic Quadrant for EAM software platforms) committed to transforming Enterprise Asset Management (EAM) operations.

OCT
2020

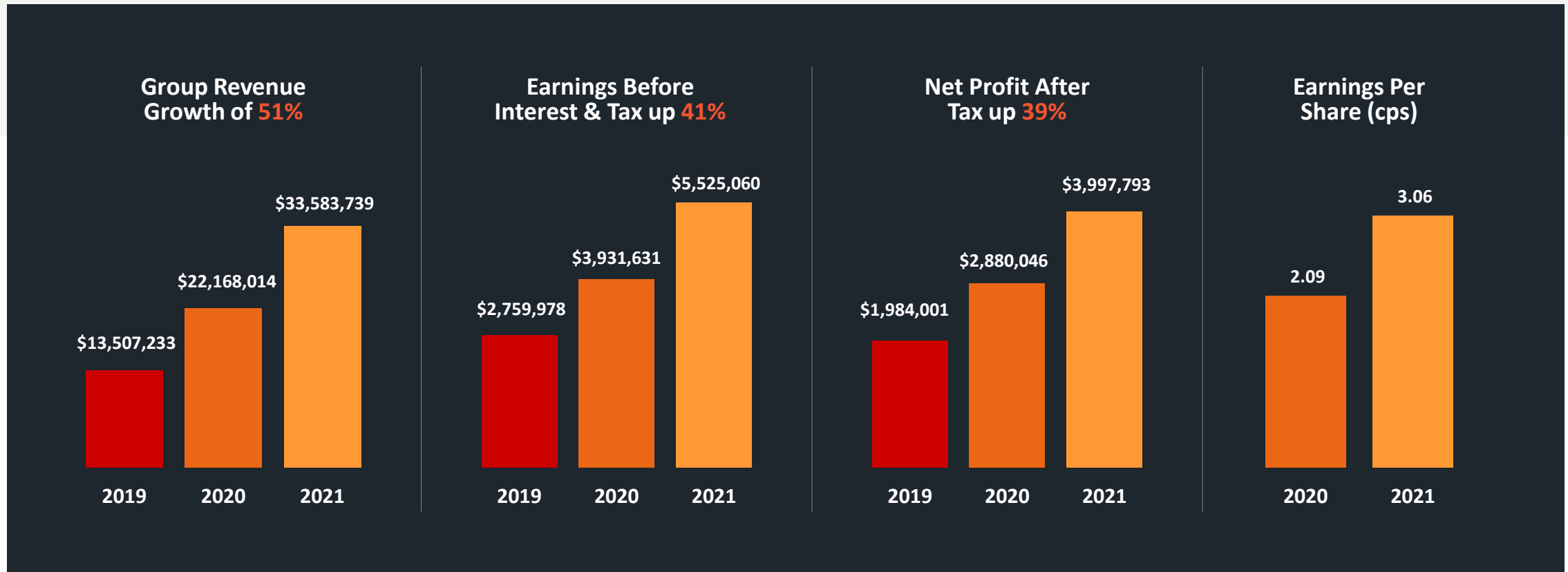
Acquired AddOns Inc on 15 October 2020. AddOns is a Denver Colorado USA based managed services IT and professional services organisation with a portfolio of propriety digital IP.

AUG
2020

Exceeded the financial performance forecast in its IPO prospectus.

COSOL has demonstrated strong capacity to grow organically and through acquisition

Group results are proforma



COSOL Limited

H1 FY22 Financial Highlights

COSOL delivered strong revenue and EBIT growth while protecting margins through a period of acquisition and investment in capability.

Group Results

Interim Dividend =
0.92 cents (Fully Franked)

Revenue
\$22.6M

EBIT
\$3.6M

NPAT
\$2.6M



Group revenue
\$22.6M



Group EBIT
\$3.6M



Group
EBIT %



NPAT
\$2.6M



Basic EPS
1.93 cents per share



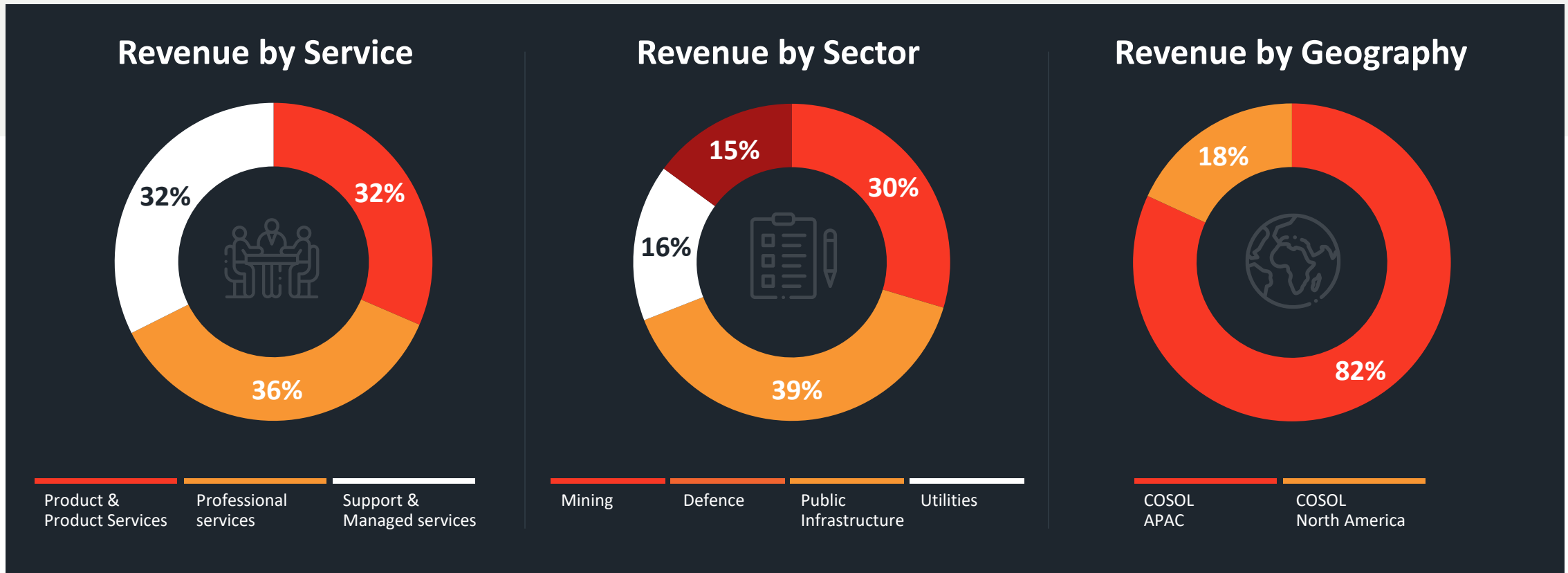
- Strong Balance Sheet - cash balance of \$5.65M and net debt of \$10.3M* (at 31/12/21)
- Fully franked interim dividend of 0.92 cents per share

*Including deferred consideration



First Half FY22 Financials

Revenue Segments



Our Market
COSOL's
addressable
market is
big and
continues to
grow fast

The global EAM market stood at USD 5.5 billion in 2019, forecast to grow at CAGR of 17%

Drivers underpinning the predicted growth include

- The strong focus on the best utilisation of assets.
- Growing need to reduce maintenance and procurement expenses.
- Digitalisation in industries resulting in increased market competitiveness.
- The increasing preference globally for cloud-based/Software as a Service (SaaS) solutions.
- Growing internet penetration through the Internet of Things (IOT).



Global EAM market
is predicted to reach

\$25.9B

USD by 2030



Our Services and Solutions

COSOL provides services and solutions across global leading Enterprise Asset Management platforms including, Hitachi-Ellipse, SAP, IBM Maximo, IFS and Microsoft and has strategic partnerships with industry-recognised major system integrators.

Enterprise Asset Management segments	COSOL's Software & Solutions	Software Platforms	Specific Practices	Specific Services and Solutions
Enterprise Asset Management Advisory Services	Evergreen	HITACHI ABB	Advisory Services	Advisory , Implementations, Upgrades, Support
Enterprise Asset Management Software Platform Services	RP Connect	SAP	Digital Enterprise services and Solutions	Advisory , Implementations, Upgrades, Support
Enterprise Asset Management Data Services	Copernicus	IBM maximo	Data Management, Data Driven Business Improvement, Data Driven Digitalisation	Advisory, Data Quality Assessments, Data Migrations, Legacy Data Management, Process Improvement, Change Management, Training, ICT Benchmarking, Advanced Analytics, Automation, Artificial Intelligence
Managed Services	Add Ons	IFS	Service Management, Applications & Infrastructure	EAM and non-EAM Application Management Services, Desktop, Datacentre, Telecommunication and Cloud Management Services

Our Major Clients

Our major clients represent some of their industries' most prominent blue-chip organisations and provide a strong reference point to attract new clients and are part of the critical infrastructure network.

COSOL Asia Pacific



Clarita Solutions



COSOL North America



Important Contract Wins

The first half of FY'22 saw a number of key contract wins that will establish a platform for future growth and expansion into profitable segments.

DE BEERS GROUP

Awarded the first phase of a multi-year, multi-million dollar data migration assignment for De Beers Group's global SAP to S/4 HANA digital transformation project. The contract was awarded off the back of COSOL's proven proprietary data migration software platform RPCConnect®.



GLENCORE

COSOL Australia is working with Glencore on a three-year contract to provide Managed Services for the Glencore Coal Assets Australia (GCAA) Sales and Logistics System which is powered by Dassault Systèmes DELMIA Quintiq Solution, a NextGen productivity software suite with a multi-million dollar 3 year contract. Demonstrating our EDAM (enterprise data asset management) credentials and expanding our capability in Advanced Analytics and Optimisation the DELMIA Quintiq provides companies with solutions to model, plan and optimise their business operations from end to end.



COSOL has been awarded the end to end data migration assignment for Anglo American Platinum's SAP to S/4 HANA digital transformation project which includes the legacy data module, providing secure and reliable access to historical data. The contract was awarded off the back of COSOL's proven proprietary data migration software platform RPCConnect®.



COSOL is playing a key role in enabling the operation and maintenance of Sydney's WestConnex road network by working closely with client Fulton Hogan Egis O&M (FHEOM).

The solution has been deployed on the EAM as a Service (EAMaaS) cloud platform, with a customised Managed Service Support program for the company's IBM Maximo and EZMaxMobile environment.



Strategic Growth Focus – FY23 and Beyond



**Continued
organic growth
at current run
rate**



**Increase our
proprietary
software solutions
and ARR growth**



**Expand our
presence in North
America**



**Continue to make
strategic acquisitions**



**Drive revenue synergies
across the COSOL Group**



**THANK
YOU**

