



ELECTRO OPTIC SYSTEMS HOLDINGS LIMITED

ABN 95 092 708 364

18 Wormald Street
Symonston, ACT 2609, Australia
+61 2 6222 7900

www.eos-aus.com

EOS expects 2023 Revenue of \$210m to \$230m

Canberra, 1 December 2023

Electro Optic Systems Holdings (“EOS” or the “Company” or the “Group”) announces today that it expects revenue for 2023 to be between \$210m and \$230m.

Context

EOS has not previously provided 2023 revenue guidance and has previously noted that revenue recognised depends on the level of new business secured and the timing of achievement of contract milestones, including project activity and the outcome of discussions with EOS customers.

During 2023, the Group has continued to widen its product and customer base, and to optimise the delivery under existing contracts. EOS has published quarterly activity updates on 30 January, 28 April, 31 July and 30 October 2023, setting out updates on market, customer and business matters.

EOS is however aware that a number of sell-side analysts have published their revenue forecasts for EOS for 2023 and EOS has been monitoring actual performance relative to these, in line with its continuous disclosure obligations. As a result, EOS is today publishing revenue guidance for 2023.

2023 Revenue Outlook

During November 2023, it was determined that the group had generated higher than expected revenue in October and, following further analysis completed this week, is likely to generate higher than initially anticipated revenue in November 2023 and December 2023.

This includes the impact of:

- Ongoing work during the period under an existing multi-year contract with a large customer in the Middle East. Deliveries and contract milestones have progressed positively during the period, particularly during Q4 2023, with some acceleration of milestone achievement compared to EOS' previous expectations.
- Ongoing work by EM Solutions to deliver to customers, including initial ramp up work under the new SEA 1442-5 contract to supply terminals to the Royal Australian Navy. This contract was previously announced on 19 May 2023 and is for up to A\$202m. The level of revenue achieved during October and November 2023, and an improved outlook for December, mean Q4 2023 EMS revenue will exceed EOS previous expectations.
- Work related to the sale of Remote Weapon Systems (RWS) products in July 2023 to a key customer in Western Europe, under a contract that was previously announced on 13 June 2023. This contract is for a total of EUR 32m.

Accordingly, and in light of recent performance, EOS today announces that it expects revenue for 2023 to be between \$210m and \$230m.

This announcement has been authorised for release to the ASX by the Board of Directors of the Company.

Further information:

Andreas Schwer
Chief Executive Officer
enquiry@eos-aus.com

ABOUT ELECTRO OPTIC SYSTEMS (ASX: EOS)

EOS operates in two divisions: Defence Systems and Space Systems

Defence Systems specialises in technology for weapon systems optimisation and integration, as well as ISR (Intelligence, Surveillance and Reconnaissance) and C4 systems for land warfare. Its key products include next-generation remote weapon systems, vehicle turrets, high-energy laser weapons (directed energy), as well as fully integrated and modular counter-UAS and C4 systems.

Space Systems includes all EOS space and communications businesses, and operates as two entities – Space Technologies and EM Solutions. Space Technologies specialises in applying EOS-developed optical sensors and effectors to detect, track and characterise objects in space. It includes capabilities in the domain of space control and space warfare. EM Solutions delivers world-leading RF and optical space communications technology. Its core product range centres around the development and production of high-end, broadband radio transceivers for satellite communications as well as satellite communications-on-the-move terminals for defence and government customers.

This announcement may contain certain "forward-looking statements" including statements regarding EOS' intent, belief or current expectations with respect to EOS' business and operations, market conditions, results of operations, financial condition, and risk management practices. The words "likely", "expect", "aim", "should", "could", "may", "anticipate", "predict", "believe", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings, financial position and performance, establishment costs and capital requirements are also forward-looking statements. Forward-looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. This announcement may contain such statements that are subject to risk factors associated with an investment in EOS. Forward-looking statements involve known and unknown risks, uncertainties and assumptions and other important factors that could cause the actual results, performances or achievements of EOS to be materially different from future results, performances or achievements expressed or implied by such statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this announcement.