

28 August 2025

Softcat plc

Year End Trading Update

Softcat plc (“Softcat”, or the “Group”), a leading UK provider of IT infrastructure technology and services, today publishes a trading update (unaudited) for the financial year ended 31 July 2025.

Following the update provided on 28 May, the Group continued to trade well during the fourth quarter, supported by further conversion of larger solutions projects. As a result, the Board now expects to deliver high-teens growth in full year gross profit and mid-teens growth in operating profit¹. The Group also remains highly cash generative, with FY2025 cash conversion² expected to be towards the top end of our guided range of 85%-95%.

Looking ahead, Softcat remains well positioned to deliver further growth. Excluding the significant incremental contribution from large projects in FY2025, the Board expects to deliver low double-digit gross profit growth and high single-digit operating profit growth in FY2026³. Including the significant incremental contribution from large deals in the comparative period, this translates to reported rates of high single-digit gross profit growth and low single-digit growth in operating profit.

Softcat’s FY2025 preliminary results are scheduled for release on 22 October 2025.

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¹ Full year operating profit adjusted to remove non-underlying items, including acquisition-related expenses such as the fair value of deferred contingent consideration, and implementation costs of the new sales system. FY2025 guidance remains on a consistent basis with that provided in previous statements.

² Cash conversion adjusted to remove the impact of non-underlying items and acquisition-related cash flows.

³ Operating profit excluding the significant incremental contribution from large deals in FY2025 is c.£170m.