

Zacks Small-Cap Research

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Cosmos Health

(COSM-NASDAQ)

COSM: Exciting US Product Launch

COSM is a growing healthcare company that has a broad revenue base and an expanding pharmaceutical business. Using DCF analysis, we value COSM at \$4.50 per share.

OUTLOOK

Cosmos is a vertically integrated healthcare group with a portfolio that spans pharmaceutical and nutraceutical brands, pharmaceutical distribution, proprietary and contract manufacturing as well as an emerging set of technology- and services-oriented assets.

Cosmos Health announced the Series 18 platform for commercialization in the US. The clinically validated products already introduced have an estimated addressable market size of \$7.3 billion.

Current Price (04/21/26) \$0.35
Valuation \$4.50

SUMMARY DATA

52-Week High \$1.25
 52-Week Low \$0.29
 One-Year Return (%) -13.22
 Beta 4.46
 Average Daily Volume (sh) 880,995

Shares Outstanding (mil) 37
 Market Capitalization (\$mil) \$13
 Short Interest Ratio (days) N/A
 Institutional Ownership (%) 13
 Insider Ownership (%) 25

Annual Cash Dividend \$0.00
 Dividend Yield (%) 0.00

5-Yr. Historical Growth Rates

Sales (%) N/A
 Earnings Per Share (%) N/A
 Dividend (%) N/A

P/E using TTM EPS N/A

P/E using 2026 Estimate N/A

P/E using 2027 Estimate N/A

Zacks Rank N/A

Risk Level

Type of Stock
 Industry

Above Average
 Small-Growth
 Health Care

ZACKS ESTIMATES

Revenue

(in millions of \$)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2024	NA	NA	NA	NA	54.4 A
2025	13.7 A	14.7 A	17.1 A	19.7 A	65.3 A
2026	21.7 E	23.8 E	26.2 E	31.5 E	103.2 E
2027	31.1 E	32.9 E	33.0 E	33.8 E	130.8 E

Earnings per Share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2024	NA	NA	NA	NA	-1.17 A
2025	-0.03 A	-0.10 A	-0.17 A	-0.33 A	-0.63 A
2026	-0.01 E	0.01 E	0.02 E	0.06 A	0.08 E
2027	0.00 E	0.01 E	0.03 E	0.03 E	0.07 E

KEY POINTS

- Cosmos announced its 18 Series in the United States.
- Every product in the Series is based on patented ingredients and published clinical research.
- The initial three products in the Series have an estimated addressable market of \$7.8 billion.

OVERVIEW

Cosmos Health's (COSM) recent announcement of its rollout of its "18 Series" marks an important step in a shift away from traditional supplement branding toward what the company is positioning as a clinically grounded nutraceutical platform. Rather than offering loosely formulated wellness products—a common criticism of the supplement industry—the 18 Series is built around patented ingredients, human clinical data, and precise dosing that mirrors what was used in trials. This emphasis on "exact clinical dosing" and published randomized controlled trials is a key differentiator, effectively positioning the portfolio somewhere between conventional dietary supplements and evidence-based therapeutic support products. In an industry often driven by marketing claims, Cosmos Health is attempting to anchor its value proposition in reproducible science, which is particularly relevant for investor audiences looking for defensible product differentiation and pricing power that can help to drive revenue and the share prices of COSM higher.

At the center of this strategy is the idea that each product in the 18 Series is not just a formulation, but a targeted solution aimed at large, underserved health categories. The company has explicitly stated its ambition to build out a portfolio of up to 18 clinically validated products, suggesting a scalable platform rather than a one-off launch. This creates a repeatable commercialization model: identify a high-prevalence condition, pair it with a patented or proprietary ingredient, validate it through clinical studies, and bring it to market with premium positioning. The early products in the series illustrate this approach clearly.

The flagship product, Liv18, targets liver health—specifically liver fat reduction, a condition affecting over 30% of U.S. adults. What distinguishes Liv18 from typical liver supplements is its use of BergacynFF, a patented botanical blend supported by two randomized, double-blind, placebo-controlled trials conducted at the exact commercial dose. These studies demonstrated liver fat reductions of approximately 9–15% versus placebo, alongside additional metabolic benefits. This level of clinical validation is rare in the supplement space, where many products rely on indirect or preclinical evidence. From an investment standpoint, this positions Liv18 as a premium, science-backed offering in a U.S. liver health market estimated at roughly \$4.6 billion, providing both differentiation and a clear demand driver.

Equally important is the economic profile of the product. Cosmos Health has indicated that Liv18 could achieve gross margins of approximately 75% through a direct-to-consumer strategy, a dramatic step-up from its legacy pharmaceutical distribution margins. This margin expansion highlights why the 18 Series is strategically significant: it transitions the company toward higher-value, branded health products with stronger unit economics and scalable marketing channels.

Beyond Liv18, the broader 18 Series currently includes Noor18 and Cur18, each targeting distinct but large wellness categories. Noor18 focuses on marine collagen and anti-aging, tapping into the growing beauty-from-within market, while Cur18 is positioned as a next-generation curcumin formulation with enhanced bioavailability aimed at joint health and inflammation. Together, these products demonstrate a

diversified approach across metabolic health, longevity, and inflammation—three of the most commercially attractive segments in the global supplement industry.

What ties the portfolio together—and what arguably underpins its investment appeal—is the consistency of its development philosophy. Each product is designed to move beyond commoditized ingredients by incorporating patented compounds, clinically validated outcomes, and clean-label formulations. This not only supports premium pricing but should also improve consumer trust and retention, two critical drivers in the direct-to-consumer health market. Additionally, U.S.-based manufacturing in GMP-certified, FDA-registered facilities reinforces quality control and supply chain efficiency, further strengthening the brand's positioning.

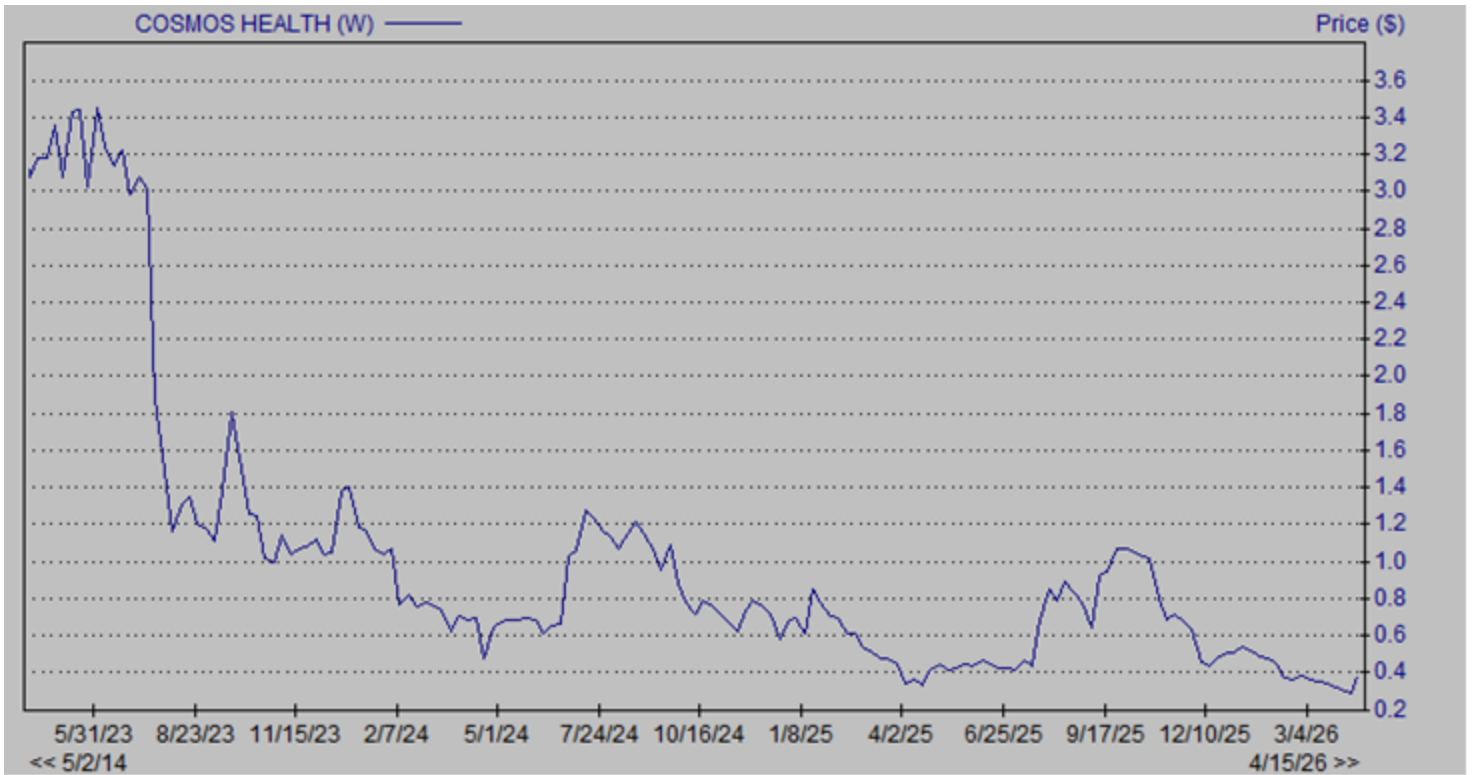
Finally, the 18 Series represents more than a product launch; it is a structural evolution in Cosmos Health's business model. By combining clinical validation, proprietary formulations, and high-margin distribution strategies, the company is attempting to carve out a differentiated niche within the crowded nutraceutical space. If execution aligns with early projections—particularly around Liv18's commercialization and margin profile—the platform has the potential to become a meaningful driver of both revenue growth and profitability, while also re-rating the company toward a more premium, innovation-driven healthcare multiple.

PROJECTED INCOME STATEMENT & BALANCE SHEET

Cosmos Health Income Statement and Balance Sheet

	2024A	1Q2025A	2Q2025A	3Q2025A	4Q2025A	1Q2026E	2Q2026E	3Q2026E	4Q2026E
Revenues	54,426,402	13,712,528	14,745,702	17,110,425	19,703,160	21,673,476	23,840,824	26,224,906	31,469,887
Cost of Goods Sold	50,115,079	11,662,729	13,581,888	14,507,807	17,623,816	17,772,250	19,072,659	20,455,427	23,602,415
Gross Profit	4,311,323	2,049,799	1,163,814	2,602,618	2,079,344	3,901,226	4,768,165	5,769,479	7,867,472
Operating Expenses									
General and administrative	(11,733,237)	(1,478,702)	(1,490,485)	(2,040,341)	(10,609,632)	(2,081,148)	(10,821,825)	(2,122,771)	(11,038,261)
Salaries and wages	(5,693,436)	(1,040,019)	(1,868,443)	(1,919,950)	(1,949,866)	(1,969,365)	(1,989,058)	(2,008,949)	(2,029,038)
Sales and marketing	(354,969)	(28,155)	(21,706)	(64,794)	(35,585)	(39,144)	(43,058)	(47,364)	(52,100)
Research and development	(533,293)	(15,629)	(74,637)	(18,337)	(410,760)	(1,200,000)	(1,400,000)	(2,000,000)	(2,500,000)
Impairment Charge	(291,980)	0	0	0	(162,785)	0	0	0	0
Depreciation and amort.	(1,249,238)	(320,439)	(353,862)	(377,911)	(317,141)	(326,655)	(336,455)	(346,549)	(356,945)
Total Operating Expenses	(19,856,153)	(2,882,944)	(3,809,133)	(4,421,333)	(13,485,769)	(5,616,311)	(14,590,396)	(6,525,632)	(15,976,344)
Other income and (expenses)									
Interest income	406,449	91,326	105,787	100,698	98,602	100,574	102,586	104,637	106,730
Interest expense	(1,012,314)	(187,107)	(388,814)	(669,150)	(654,801)	(589,321)	(530,389)	(477,350)	(429,615)
Other income, net	(32,323)	110,829	100,278	(2,965,723)	1,816,691	1,889,359	1,889,359	1,964,933	1,964,933
Total other (income) and expenses, net	(638,188)	15,048	(182,749)	(3,534,175)	1,260,492	1,400,612	1,461,555	1,592,220	1,642,048
Gain/(Loss) from before income taxes	(16,183,018)	(818,097)	(2,828,068)	(5,352,890)	(10,145,933)	(314,474)	(8,360,676)	836,068	(6,466,825)
Income Taxes	0	0	0	0	0	0	0	0	0
Net gain/(loss)	(16,183,018)	(818,097)	(2,828,068)	(5,352,890)	(10,145,933)	(314,474)	(8,360,676)	836,068	(6,466,825)
Deemed Dividends	(6,195,024)	0	0	0	0	0	0	0	0
Foreign currency translation adjustment	(1,715,087)	1,031,268	1,562,470	255,263	2,466,434	0	0	0	0
Total Comprehensive Gain/(Loss)	(24,093,129)	213,171	(1,265,598)	(5,097,627)	(7,679,499)	(314,474)	(8,360,676)	836,068	(6,466,825)
Basic and diluted loss per share	\$ (1.17)	\$ (0.03)	\$ (0.10)	\$ (0.17)	\$ (0.33)	\$ (0.01)	\$ (0.24)	\$ 0.02	\$ (0.17)
Basic and diluted wtd avg common shares	19,147,726	26,037,608	28,753,492	30,625,284	30,289,072	32,289,072	34,289,072	36,289,072	38,289,072
Assets									
Current Assets:									
Cash	315,105	742,881	655,503	889,441	715,674	737,144	759,259	782,036	805,497
Restricted Cash	-	-	-	3,744,219	2,744,219	-	-	-	-
Accounts Receivable	14,708,571	15,673,910	16,905,141	19,637,469	22,072,800	22,293,528	22,516,463	22,741,628	22,969,044
Securities and other current assets	21,148	25,278	30,266	33,178	46,158	48,004	49,924	51,921	53,998
Inventory	4,355,365	4,736,222	5,110,947	5,683,662	5,778,142	5,951,486	6,130,031	6,313,932	6,503,350
Loan Receivable	1,171,946	1,435,116	1,431,298	1,834,777	487,638	492,514	497,440	502,414	507,438
Prepaid Expenses	4,889,213	5,231,592	6,429,156	6,281,543	6,543,625	6,609,061	6,675,152	6,741,903	6,809,322
Total Current Assets	25,461,348	27,844,999	30,562,311	38,104,289	38,388,256	36,131,738	36,628,269	37,133,835	37,648,650
Property, Plant and Equipment, net	9,689,505	10,016,068	10,820,391	10,664,820	10,578,858	10,790,435	11,006,244	11,226,369	11,450,896
Goodwill and intangible, net	7,756,534	7,808,529	8,225,361	7,960,633	7,569,695	7,418,301	7,269,935	7,124,536	6,982,046
Digital Assets	-	-	-	1,000,057	1,411,084	2,822,168	5,644,336	11,288,672	22,577,344
Other assets	11,404,505	11,528,348	12,227,497	11,762,959	7,529,625	7,454,329	7,379,785	7,305,988	7,232,928
Total Assets	54,311,892	57,197,944	61,835,560	69,492,758	65,477,518	64,616,971	67,928,569	74,079,399	85,891,864
Liabilities and stockholder equity									
Current liabilities:									
Accounts Payable	12,427,061	12,287,516	13,431,963	14,676,934	16,626,476	16,792,741	16,960,668	17,130,275	17,301,578
Accrued Interest	221,820	255,192	345,406	521,843	786,497	794,362	802,306	810,329	818,432
Lines of Credit	6,985,052	7,305,377	8,161,845	7,584,786	9,177,684	8,259,916	7,433,924	6,690,532	6,021,478
Notes/loans Payable	2,565,232	2,774,735	3,167,072	3,584,928	4,341,049	4,254,228	4,169,143	4,085,761	4,004,045
Other current liabilities	3,558,375	3,963,167	6,060,275	12,165,826	7,340,138	7,707,145	8,092,502	8,497,127	8,921,984
Total Current Liabilities	25,757,540	26,585,987	31,166,561	38,534,317	38,271,844	37,808,391	37,458,543	37,214,023	37,067,517
Long-term Liabilities:									
Notes payable-long-term	1,560,433	2,088,540	2,053,857	5,711,462	5,851,837	5,910,355	5,969,459	6,029,154	6,089,445
Operating/Fin. Lease-long-term	501,797	468,697	453,442	427,813	373,473	377,208	380,980	384,790	388,638
Other liabilities	1,959,193	2,097,008	1,930,066	1,684,282	2,555,735	2,479,063	2,404,691	2,332,550	2,262,574
Total long-term liabilities	4,021,423	4,654,245	4,437,365	7,823,557	8,781,045	8,766,626	8,755,130	8,746,493	8,740,656
Total liabilities	29,778,963	31,240,232	35,603,926	46,357,874	47,052,889	46,575,017	46,213,673	45,960,516	45,808,173
Stockholders Equity									
Common stock	23,689	27,285	29,804	31,956	41,154	41,977	42,817	43,673	44,546
Additional Paid-in capital	141,583,625	142,785,641	144,328,641	146,327,367	152,136,404	153,636,404	155,136,404	156,636,404	158,136,404
Subscription receivable	(20)	(20)	(20)	(20)	-	-	-	-	-
Treasury stock	(917,159)	(917,159)	(917,159)	(917,159)	(917,159)	(917,159)	(917,159)	(917,159)	(917,159)
Accumulated Deficit	(114,022,275)	(114,840,372)	(117,668,440)	(123,021,330)	(133,167,273)	(135,017,621)	(132,815,683)	(127,885,701)	(117,397,600)
Accumulated other comp. income	(2,134,931)	(1,103,663)	458,808	714,070	331,503	298,353	268,517	241,666	217,499
Total stockholders equity	24,532,929	25,951,712	26,231,634	23,134,884	18,424,629	18,041,954	21,714,896	28,118,883	40,083,691
Total liabilities and stockholder equity	54,311,892	57,197,944	61,835,560	69,492,758	65,477,518	64,616,971	67,928,569	74,079,399	85,891,864

HISTORICAL STOCK PRICE



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