

FOS Capital reports strong sales growth in 1Q25

3 October 2024

FOS Capital Limited (ASX: FOS, “FOS” or the “Company”) today provides an update on trading for the three months ending 30 September 2024 (1Q25).

A\$m	1Q25	1Q24	Change
Sales	\$8.3m	\$2.8m	+194%
Orders on Hand	\$9.1m	\$4.7m	+93%
Active Quotes	\$110m	\$81m	+35%

1Q25 Trading Update

FOS achieved another record result in 1Q25, with sales rising 194% yoy to \$8.3m. Growth was driven by increased activity across multiple infrastructure projects, and pleasingly organic growth remains very strong at 125% yoy.

While 1Q25 sales benefitted from the favourable timing of some project deliveries during the quarter, sales have rebased higher over the past 12 months and recent trading remains positive.

The KLIK Systems integration continues to lower operating costs and improve gross margins, while further progress has been made across the FOS and KLIK product lines, including sales into additional international markets.

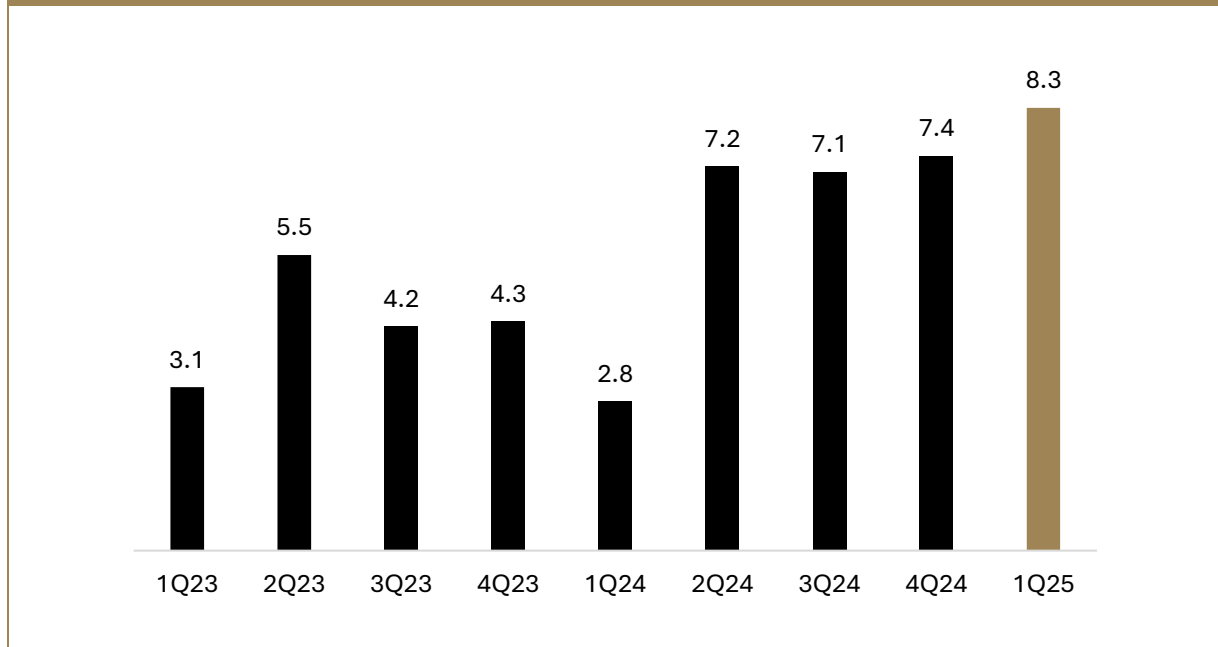
Con Scrinis, FOS Capital Limited Managing Director, said: “1Q25 was another solid quarter for FOS, with a significant increase in revenue and all parts of the business tracking well. We continue to take market share, and the current level of Orders on Hand and Active Quotes provide good visibility heading into 2Q25 and beyond.

Alongside a continued focus on product development and rationalisation, we are currently considering several accretive, strategic acquisitions. I look forward to seeing my fellow shareholders at the upcoming AGM.”

Contact

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FOS Capital – Sales (A\$m)



This announcement has been authorised for release to the ASX by the FOS Capital Limited Board of Directors

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About FOS Capital

FOS Capital is a founder-led manufacturer and distributor of commercial, industrial, and architectural lighting solutions. FOS owns 17 brands and 2 manufacturing facilities, located in Brisbane and Sydney. Since listing in June 2021 FOS has achieved annual revenue and EBITDA growth of 35% and 29%, respectively, and remained profitable throughout this period. FOS operates in highly fragmented markets and is committed to increasing market share from 5% to 15% in the medium-term through a combination of continued organic growth and strategic acquisitions, at an EBITDA margin exceeding 10%.