

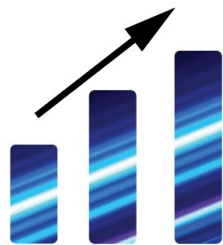
FÖS
CAPITAL

2021 AGM Presentation

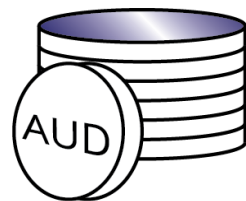
ASX:FOS

A decorative graphic consisting of several horizontal, glowing blue light streaks that originate from the left side of the slide and extend towards the right. The streaks vary in thickness and intensity, with some appearing as sharp lines and others as softer, blurred bands. They all converge towards the right edge of the slide, creating a sense of motion and depth.

FY21 Highlights



\$ 8.1M
Sales +47%



\$0.96M
PBT (pre ipo exp)



\$ 3.8M
Order book +164%



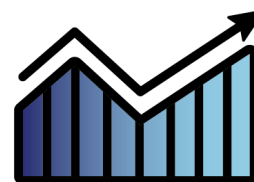
Pixon Technology
Appointed exclusive distributor



Acquisition
JSB Lighting



\$ 2.2M
Reduced JSB cost base



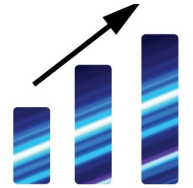
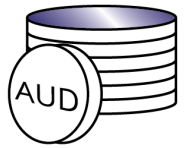
ASX listed
IPO raised \$3m



47
Employees +56%

FY21 Operational Update

- JSB integration complete
 - Subleased JSB factory to new tenant & relocated to FOS factory
 - Vacated/relocated 6 other office/warehouses
 - Merged JSB & FOS IT systems and now operating as one company
 - Completed sale of Intralux inventory
 - Cost of restructure \$0.75 million
 - JSB cash on acquisition \$1.19 million used to fund restructure & paydown liabilities
- FOS order book at record high \$3.8 million with increasing pipeline
- Employed 5 new senior sales executives across Melbourne, Sydney and Brisbane
- Continued product development & expansion of ranges
- FOS appointed exclusive distributor to Pixon Technology LED display screens
 - This creates a new product vertical



FOS
CAPITAL

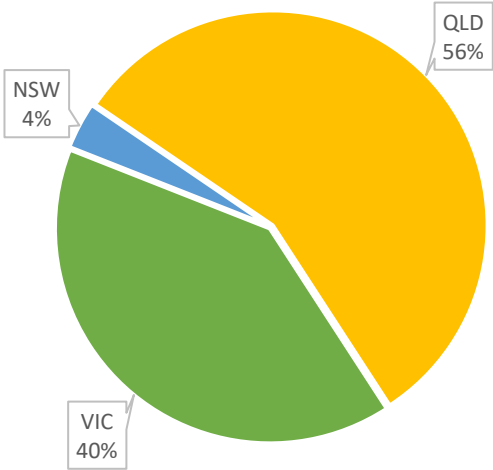
Financials 30 June 2021

P&L (\$m)	FY21	FY20*
Sales	8.1	5.5
PBT (excl ipo costs)	.96	.4
IPO costs	.17	.19
PBT	.90	.21
PAT	.78	.12
EPS	1.7c	n/a
*FOS Lighting Group		

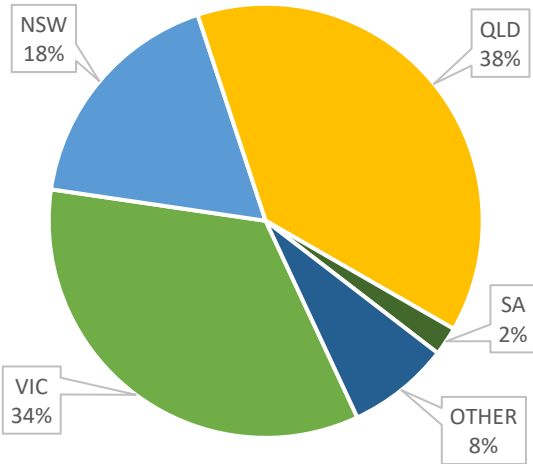
Balance Sheet (\$m)	FY21	FY20
Cash & Receivables	5.27	2.01
Stock, P&E, Other	5.71	2.87
Total Assets	10.98	4.88
Payables	1.6	.8
Other	2.46	1.19
Total Liabilities	4.06	1.99
Net Assets	6.92	2.89

FY21 Comparative analysis

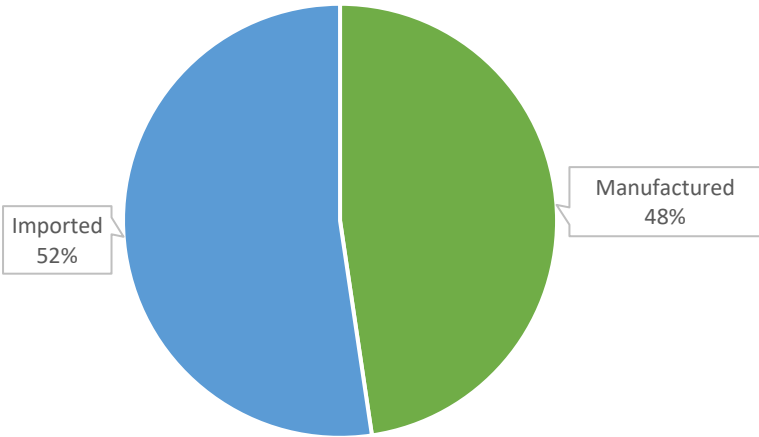
Sales by Region FY20



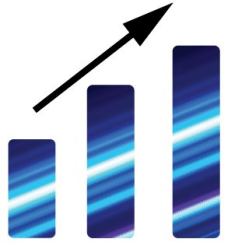
Sales by Region FY21



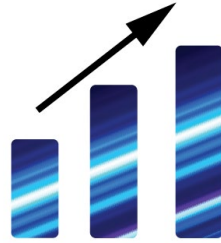
Import vs Local Manufactured



YTD Highlights - November



\$ 5.1M
Sales +66%



\$ 6.1M
Order book +500%



\$ 47M
Active Quotes +90%



Acquisition
Ecopoint Lighting



ISO9001 QA
Accreditation



iCore Smart Poles
Appointed exclusive distributor



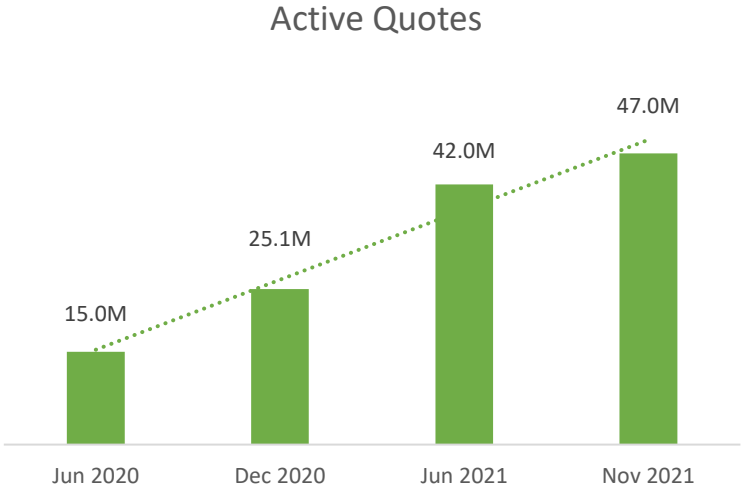
54
Employees +80%

YTD Commentary

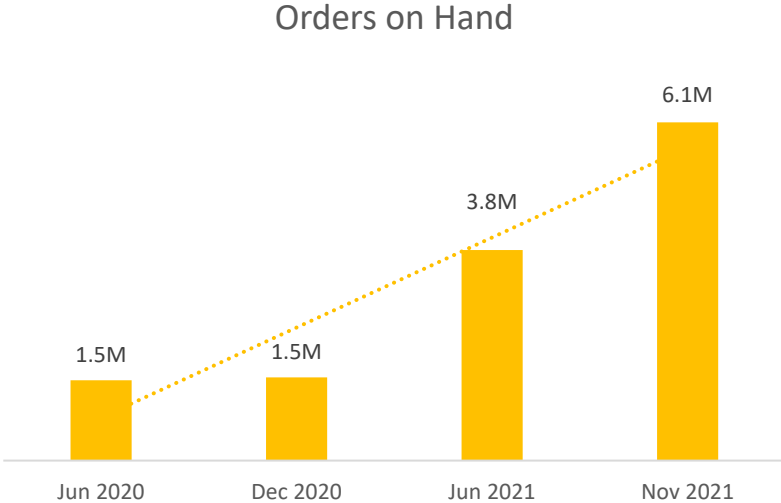
- Order book continues to climb as we navigate lengthy lock downs in VIC, NSW & NZ resulting in project sales & order delays.
- Investment in new sales executives to deliver greater results in second half.
- Ecopoint acquisition completed and positively contributing
 - Substantial \$1.6m hospital order majority to be invoiced 2h22
- iCore smart poles to open new revenue streams in the IoT market
 - Multiple mounting options, Lighting, Signage, Cameras, Sensors, EV charging
 - Multi channel to facilitate high and low voltage cabling
- Have increased stock of raw materials & components to insulate against delayed deliveries.
- Have created a diversified business model to protect against external impacts
 - Customer/product/geographic range extremely diversified
 - No concentration on any one element
 - All systems cloud based, the business can operate from any location if required

Comparative analysis

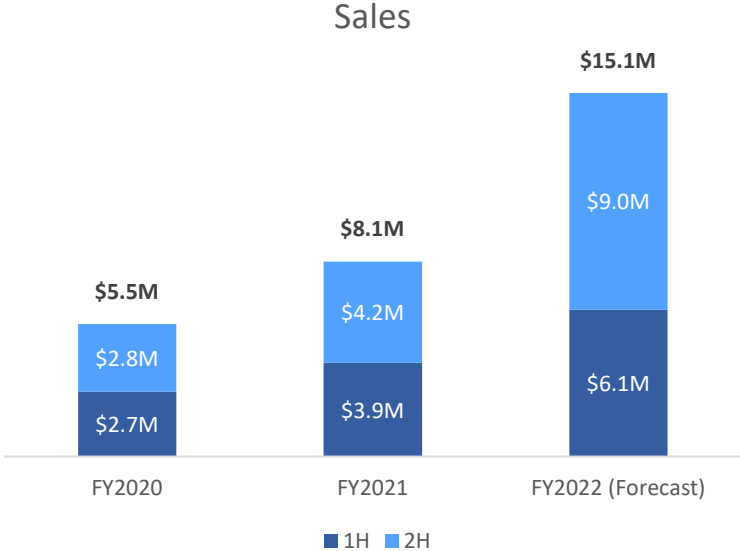
Active Quotes



Orders on Hand

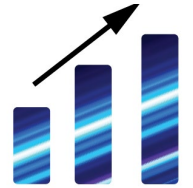
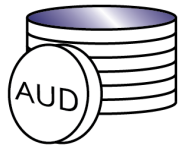


Sales



Outlook

- Ecopoint acquisition bedded down looking to expand sales team
- ANZ operation with 54 staff now in place well placed for further growth
- Proven & experienced management team with substantial skin in the game
- Record order book \$6.1M underwrites increased second half
- 2H Revenue forecast +\$9M will bring FY22 +85% to approximately \$15M
- Growing pipeline of projects with increased construction activity as VIC, NSW & NZ come out of lockdown.
- Govt increased infrastructure spend brings additional benefits to FOS Lighting
- Actively pursuing multiple value accretive acquisition opportunities
- We are building a long term sustainable, maintainable business.



FÖS
CAPITAL

Strong financial and market position

1

Robust balance sheet

- Low Capex
- No Debt

2

Continued investment in

- People
- Products

3

Acquisition strategy

- Acquire Synergistic Business's
- Build Critical Mass

4

Organic growth

- +25% PA
- Increasing national market share

5

Manufacturing facility

- Quality assurance achieved - ISO 9001 accreditation
- Excess capacity for future growth

6

Risk diversified

- Broad blue-chip customer base
- Geographic spread of national operations

FOS at a glance

Capital Structure	ASX:FOS	Directors	
Shares on Issue	46.3m	Non-Executive Chairman	Sandy Beard
Share price (29/11)	24c	Managing Director	Con Scrinis
Market Cap	\$11.1m	Executive Director	Michael Koutsakis
		Non-Executive Director	Michael Monsonogo
		Employees	54
		Brands	16
		Offices	5
Major Shareholders: SKM Investment Group (associated with executive directors) 65%			
: ASX listed HGL Ltd 6.5%			