

## COMPANY UPDATE

FOS Capital Ltd (ASX:FOS) is pleased to provide the following operational update.

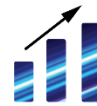
### 1<sup>st</sup> HALF HIGHLIGHTS



\$6.2M  
Sales + 77%



iCore Smart Poles  
Appointed exclusive distributor



\$6.1M  
Order Book +326%



57  
Employees +90%

### SNAPSHOT

FOS ends 1H22 in a profitable and cashflow positive position. Sales and order book continue to rise as we win major projects across all locations. The Ecopoint acquisition in New Zealand has transitioned seamlessly and delivering positive results. We received our first order for Melbourne's Metro Tunnel Project. The first station is one of five stations being constructed. FOS were appointed the exclusive distributor of the iCore smart pole in ANZ, this new technology multi-functional IoT pole will be manufactured in Australia from our Brisbane facility which has also received ISO9001 Quality assurance accreditation.

### Q2 MAJOR PROJECTS

- Metro Tunnel - VIC
- Gallipoli Barracks - QLD
- Miele Head Office - VIC
- Deakin One - ACT
- Coffs Harbour Civic Centre - NSW
- Australian Red Cross -VIC
- Health & Medical Research - SA
- Gore 1 School - NZ

### OUTLOOK

Expanding the sales team in New Zealand as we roll out FOS products to the Ecopoint customer base. With a record order book of \$6.1M we are expecting 2H sales of +\$9M without increasing the cost base which will bring FY22 +85% to approximately \$15M. Our project pipeline continues to grow, and we expect increased construction activity as VIC, NSW & NZ come out of lockdown. We are actively pursuing further acquisition opportunities to continue our consolidation of a fragmented lighting market.

### INVESTOR BRIEFING

FOS Capital will conduct an interactive online investor briefing after the release of the half year report expected to be mid February 2022.

This Announcement has been authorised for release to ASX by the board of FOS Capital Ltd.

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