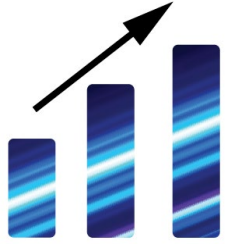




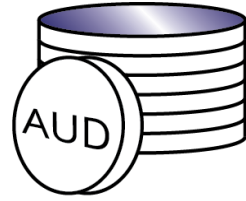
FY21 Results Presentation

ASX:FOS

FY21 Highlights



\$ 8.1M
Sales +47%



\$0.96M
PBT (pre ipo exp)



\$ 3.8M
Order book +164%



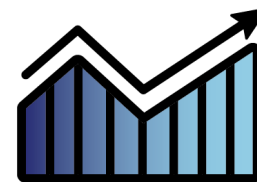
Pixon Technology
Appointed exclusive distributor



Acquisition
JSB Lighting



\$ 2.2M
Reduced JSB cost base



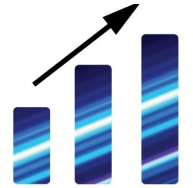
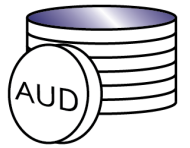
ASX listed
IPO raised \$3m



47
Employees +80%

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

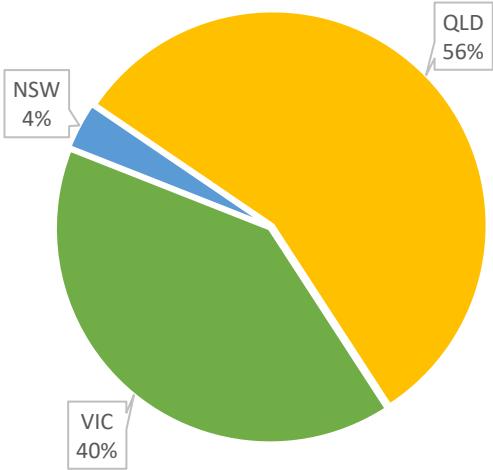
Financials

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		

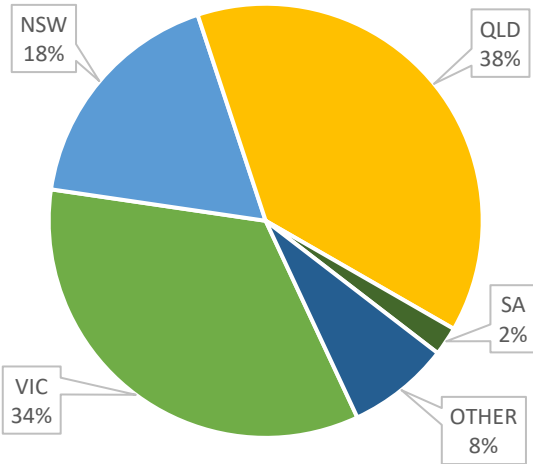
Balance Sheet (\$m)	FY21	FY20
Cash & Receivables	5.27	2.01
Stock, P&E, Other	5.71	2.87
Total Assets	10.98	4.88
Payables	1.6	.8
Other	2.46	1.19
Total Liabilities	4.06	1.99
Net Assets	6.92	2.89

FY21 Comparative analysis

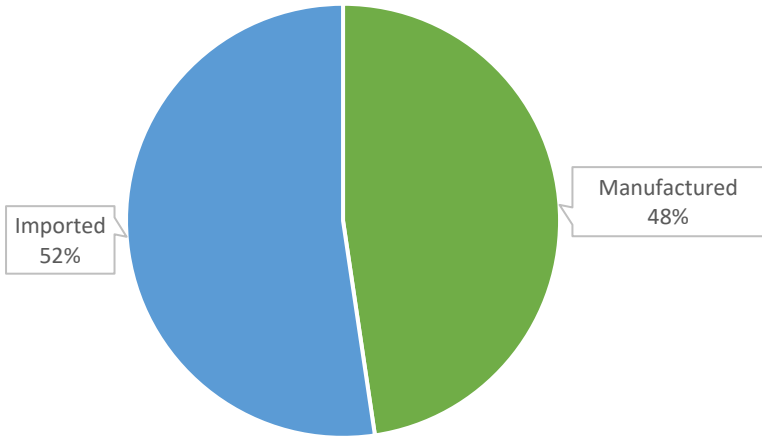
Sales by Region FY20



Sales by Region FY21

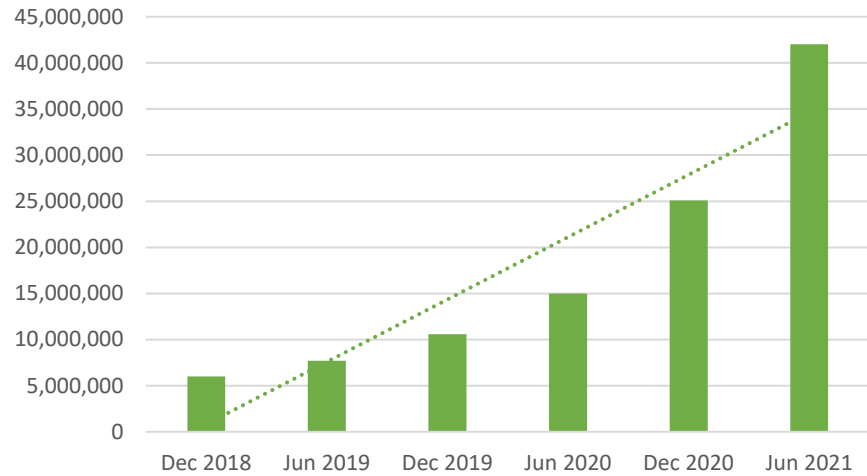


Import vs Local Manufactured

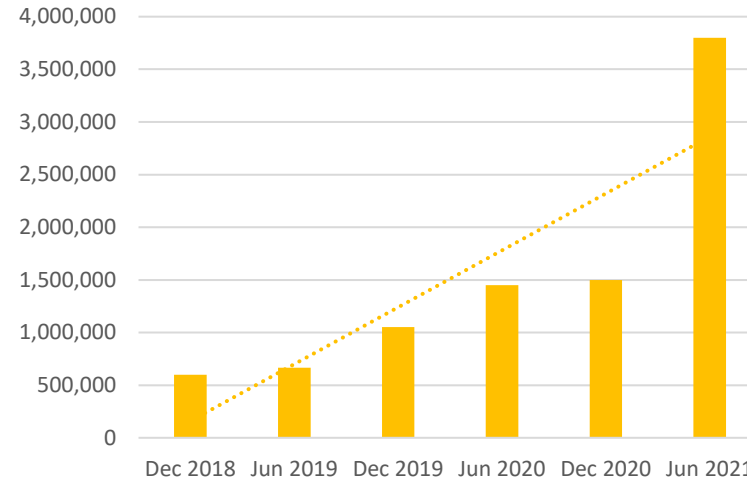


FY21 Comparative analysis

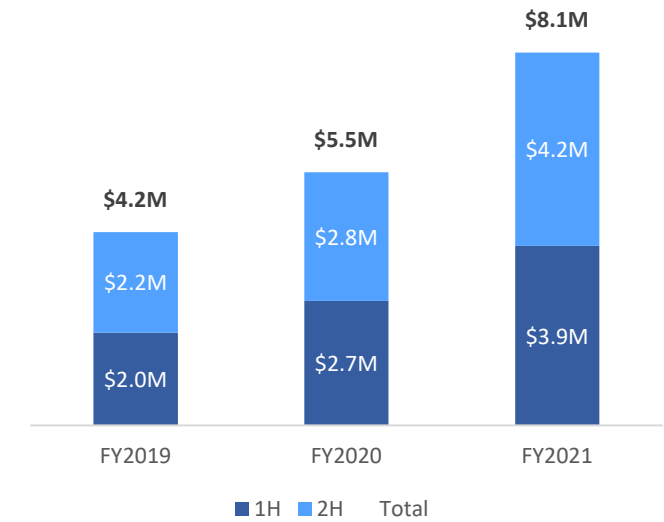
Active Quotes



Orders on Hand



Sales



Strong financial and market position

1

Robust balance sheet

- Low Capex
- No Debt
- \$3m Cash

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

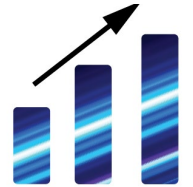
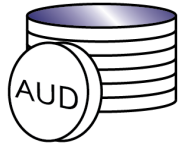
6

Risk diversified

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

Outlook

- ASX listing & JSB acquisition bedded down
- National operation with 47 staff now in place poised for further growth
- Experienced management team with substantial skin in the game
- Strong balance sheet, debt free & \$3m cash to deploy for expansion
- Growing pipeline of projects with the ability to grow organically at +25% pa
- Govt infrastructure spend brings additional benefits to FOS Lighting
- Currently working on multiple value accretive acquisition opportunities



FOS
CAPITAL

FOS at a glance

Capital Structure	ASX:FOS	Directors	
Shares on Issue	45m	Non-Executive Chairman	Sandy Beard
Share price (24/8)	24c	Managing Director	Con Scrinis
Market Cap	\$10.8m	Executive Director	Michael Koutsakis
Cash	\$3m	Non-Executive Director	Michael Monsonogo
Enterprise Value	\$7.8m	Employees	47
Net Assets	\$6.9m	Brands	14
NA per share	15c	Offices	4
EPS	1.7c		
Major Shareholders: SKM Investment Group (associated with executive directors) 66.67%			
: HGL Ltd 6.67%			