

ASX Release
5 July 2022

COMPANY UPDATE

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

FY22 HIGHLIGHTS



\$13.6M
FY Sales + 67%



\$4.1M
Q4 sales + 62%



\$6.2M
Order Book +62%



\$56M
Quote pipeline

SNAPSHOT

FOS has completed a record breaking fourth quarter with orders and sales continuing their upward momentum. We achieved our highest sales month in June \$1.9M and highest orders month in April \$2M. Full year sales of \$13.6M fell short of the projected \$15M but are up 67% on pcp and our order book sits at a high of \$6.2M. We have successfully managed supply chain and cost increase issues to the point where they have not had a material impact on our business. Brand management has resulted in a reduction of product ranges from 16 to 14 and operational efficiencies has reduced staff from a high of 59 to 50.

Q4 MAJOR PROJECTS

- Next DC – QLD
- Sydney Modern Art – NSW
- St Mary's Drive - NSW
- Woomera Eldo - SA
- Metro Tunnel - VIC
- Queens Wharf – QLD
- University of Waikato – NZ
- NGV - VIC

OUTLOOK

With a record active quote pipeline of \$56M and a solid commercial construction market the foundations have been laid for an even stronger year ahead where we are targeting FY23 sales of +\$16M as we continue pursuing further acquisition opportunities.

INVESTOR BRIEFING

FOS Capital will conduct an interactive online investor briefing after the release of the full year report expected towards the end of August 2022.

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

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