



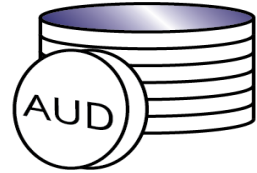
FY22 Results Presentation

ASX:FOS

FY22 Highlights



\$ 13.5M
Sales +66%



\$0.35M
NPAT



0.5c per share
Fully franked dividend



\$6.2M
Order book +62%



Ecopoint NZ
Acquisition



\$0.7M
Operating cashflow



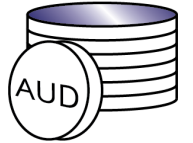
Aura Lighting WA
Appointed distributor



\$56M
Quote pipeline

FY22 Operational Update

- Impressive sales growth to \$13.5M +66%
- Record Order Book \$6.2M +62% (increasing pipeline)
- NPAT \$0.35M
- Declared maiden fully franked Dividend 0.5 cents per share
- Acquired Ecopoint Lighting New Zealand
 - Integration complete, additional sales resources added
- Rationalized product ranges from 16 to 14
- Operational efficiencies resulted in staff levels reducing from a high of 59 to 50
- FOS appointed exclusive distributor for iCore Smart poles
- Aura Lighting appointed as FOS exclusive distributor in WA
- Expanded FOS VEKTA range, now our biggest selling product line
- Have exited the last of JSB property's (Melb & Sydney)
- Successfully navigated covid disruptions and supply chain issues



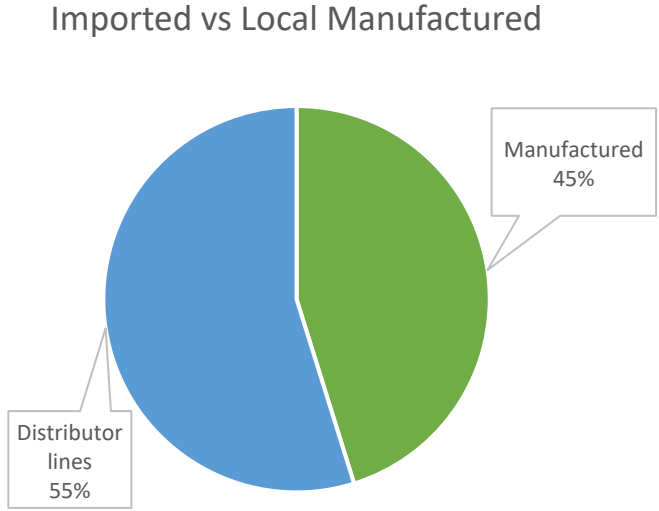
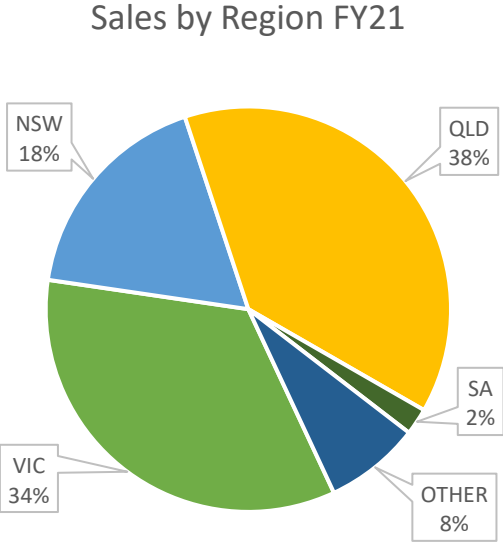
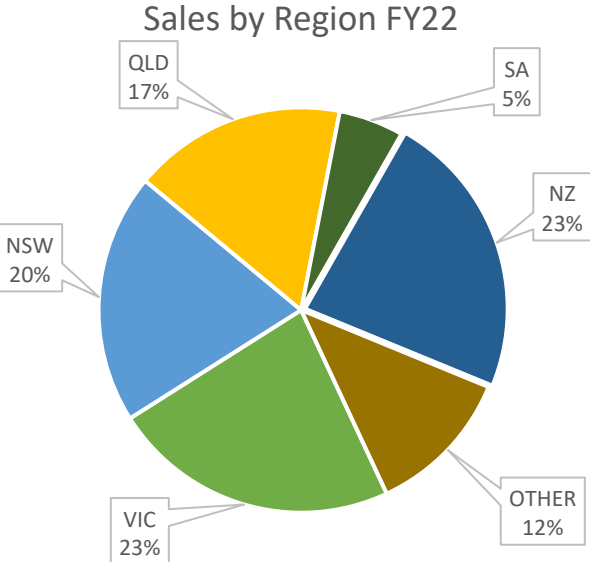
FOS
CAPITAL

Financials

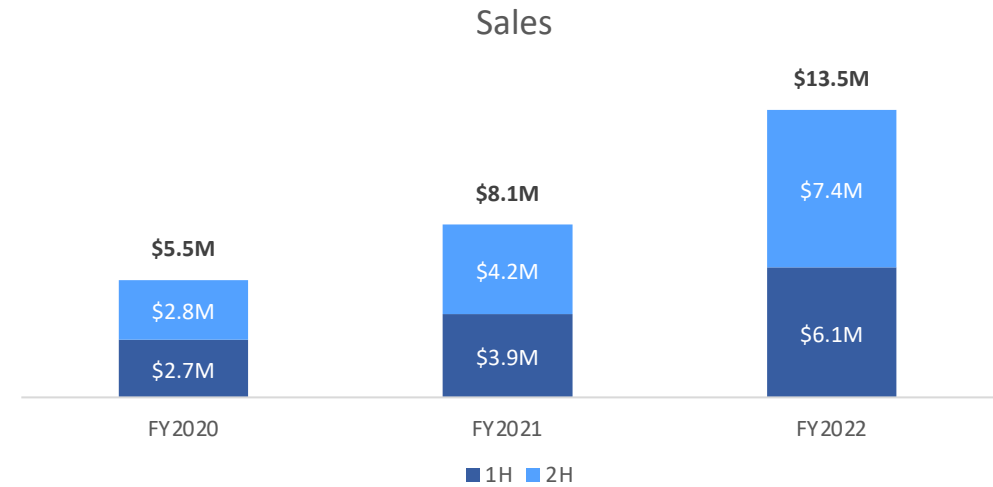
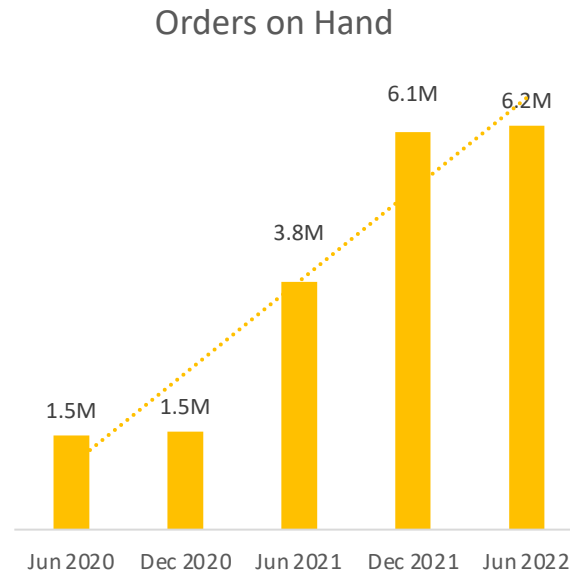
P&L (\$m)	FY22	FY21
Sales	13.5	8.1
Gross Profit	5.7	3.3
Other income	0.4	1.4
Expenses	5.7	3.9
PBT	0.41	0.79
NPAT	0.35	0.74
Operating cashflow	0.7	(0.9)

Balance Sheet (\$m)	June 22	Dec 21	June 21
Cash & Receivables	3.7	3.9	5.3
Stock, P&E, Other	8.1	8.7	5.7
Total Assets	11.8	12.6	11
Payables	1.8	1.6	1.6
Other	2.4	3.5	2.4
Total Liabilities	4.2	5.1	4.1
Net Assets	7.6	7.5	6.9

FY22 Comparative analysis

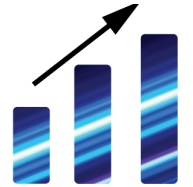
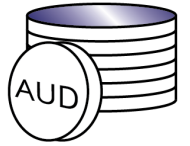


FY22 Comparative analysis



Outlook

- Significant momentum in all sales locations with increasing order book
- ANZ operation with 50 staff now in place poised for further growth
- Expanded geographical presence with the appointment of Aura Lighting as our exclusive distributor in Western Australia.
- Growing pipeline of projects with active quotes now at \$56m
- Commercial construction industry robust and benefiting from Gov't stimulus
- Experienced management team with substantial skin in the game
- Continued focus on product development
- Strong balance sheet, debt free, no material capex requirements
- Actively pursuing multiple value accretive acquisition opportunities



FÖS
CAPITAL

FOS at a glance

Capital Structure	ASX:FOS	Directors	
Shares on Issue	46.3m	Non-Executive Chairman	Sandy Beard
Share price (26/8)	24c	Managing Director	Con Scrinis
Market Cap	\$11.1m	Executive Director	Michael Koutsakis
Cash	\$1.9m	Non-Executive Director	Michael Monsonogo
Enterprise Value	\$9.2m	Employees	50
Net Assets	\$7.6m	Brands	14
NA per share	16c	Offices	5
EPS	0.76c		
Major Shareholders: SKM Investment Group (associated with executive directors) 65%			
: Hancock & Gore Ltd 6.5%			