

## COMPANY UPDATE

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

### Q3 HIGHLIGHTS



**\$4.2M**  
Q3 Sales +11 %



**\$12.9M**  
YTD Sales + 37%



**\$3.6M**  
Order Book -31%



**\$73M**  
Quote Pipeline

### SNAPSHOT

- FOS has achieved another excellent quarter with sales of \$4.2M bringing YTD sales to \$12.9M an increase of 37%.
- Cost of doing business continues the half year trend at 33% of sales.
- Hawko acquisition in November has integrated seamlessly and we are at the final stages of implementing our automated drafting system which will cover both Hawko & Vekta linear product ranges.
- As outlined in the half year commentary the high level of sales in the last 6 months has resulted in the order book reducing to \$3.6M. We expect to see this climb back up over the coming months as we continue to win major projects.

### OUTLOOK

The commercial construction industry remains robust as reflected by our improved quote pipeline. We will continue the cost & product rationalisation program stemming from the Hawko acquisition which will result in further margin improvements.

### INVESTOR WEBINAR

#### Interactive Investor Zoom Webinar 2.00PM AEST Thursday 6 April

You are invited to register using this link:

[https://us06web.zoom.us/webinar/register/WN\\_uPqPkzJKQpShur\\_tFILIDw](https://us06web.zoom.us/webinar/register/WN_uPqPkzJKQpShur_tFILIDw)

*Participants may submit questions during registration or speak to the audience during the session*

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

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