

FOS enters Emergency & Exit lighting sector via exclusive distribution agreement with leading German manufacturer

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FOS Capital Limited (ASX: FOS, “FOS” or the “Company”) today announces its wholly-owned subsidiary, FOS Lighting, has entered into an exclusive distribution agreement with RP Group, a leading German based global emergency & exit lighting products manufacturer.

Established over 40 years ago, RP Group specialises in modern emergency lighting solutions, in Central Battery & Wireless Self Contained Systems, Smart Lighting Systems as well as batteries for a wide range of applications catering to every kind of project.

Today’s agreement will see RP Group products sold for the first time throughout Australia and New Zealand (ANZ), via the extensive FOS network. The Emergency & Exit lighting sector in ANZ is estimated to be worth over \$200m, and the addition of RP Group’s products increases the total addressable market for FOS from approximately \$500m to more than \$700m.

Con Scrinis, FOS Managing Director, said: “We are delighted to partner with RP Group to bring their market-leading products to Australia and New Zealand. The RP Group has a distinguished history of producing certified & award-winning lighting solutions and is a pioneer in wireless emergency lighting systems. The addition of this product range to the FOS portfolio enhances our offering to our end-customers and highlights our continued focus on product development.”

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Tapered escape sign luminaire series



Source: RP Group

Innovative lens system FlexiClick



Source: RP Group

This announcement has been authorised for release to the ASX by the FOS Capital Limited Board of Directors

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About FOS Capital

FOS Capital is a founder-led manufacturer and distributor of commercial, industrial, and architectural lighting solutions. FOS owns 17 brands and 2 manufacturing facilities, located in Brisbane and Sydney. Since listing in June 2021 FOS has achieved annual revenue and EBITDA growth of 35% and 29%, respectively, and remained profitable throughout this period. FOS operates in highly fragmented markets and is committed to increasing market share from 5% to 15% in the medium-term through a combination of continued organic growth and strategic acquisitions, at an EBITDA margin exceeding 10%.