

The image is a composite. The left side features a semi-transparent white overlay with the 'FÖS CAPITAL' logo in a large, black, sans-serif font. Below the logo, the text 'AGM Presentation 2023' and 'ASX: FOS' is displayed. The background of the entire image is a photograph of a modern office interior. The office has light-colored wood paneling on the walls and ceiling, with circular recessed lights. A large, curved, grey stone reception desk is in the foreground on the right. In the background, there are wooden chairs and a doorway. A person is blurred in motion in the center background. A man is sitting on a green armchair on the left. A small, cylindrical, gold-colored table is in the foreground on the left.

FÖS CAPITAL

AGM Presentation 2023

ASX: FOS

FOS at a glance



c.\$9m

Market Cap



+\$25m

Annualised Sales



\$0.6m

FY23 NPAT



\$10m

Order Book



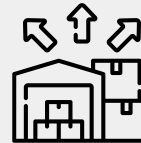
16

Product ranges



6

Sales offices



8

Distributors



4

Facilities

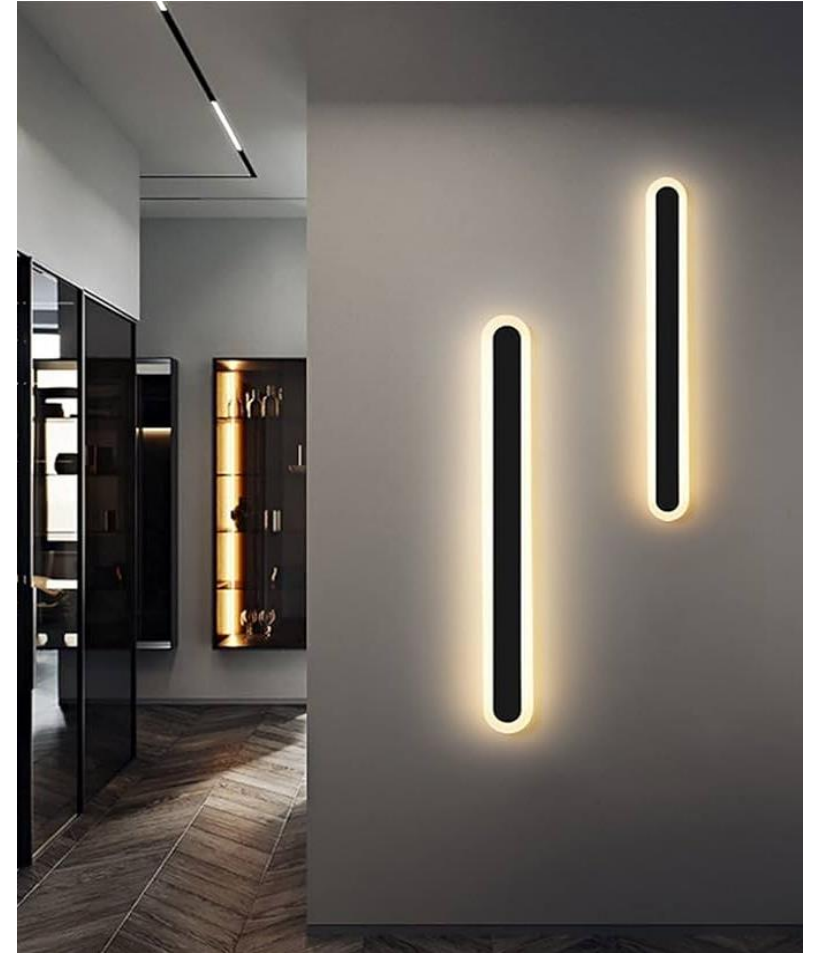
FY23 Operational Update

Operations

- Solid full year performance with continued focus on cost reductions
- Post impact from Hawko Acquisition
- 9 consecutive half yearly profits since inception (April 2019)
- Several major projects successfully delivered across ANZ

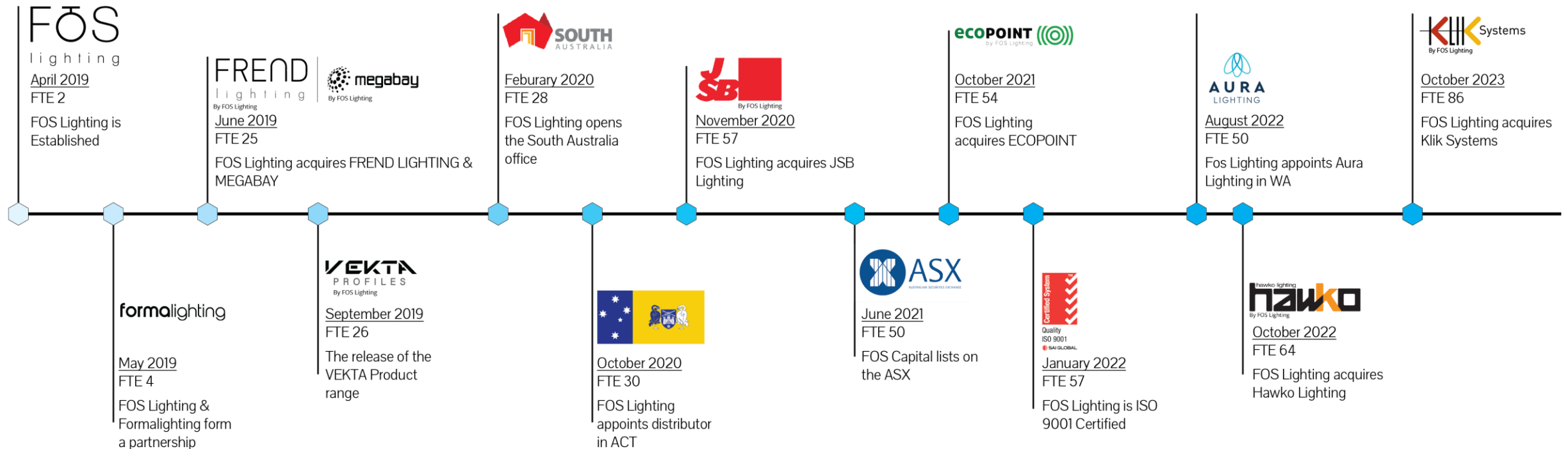
Financial results

- Sales growth up 26% to \$17m
- Organic growth +16%
- NPAT up 67% to \$0.6m
- H2FY23 operating cashflow of \$0.9m
- \$2m working capital facility established with Westpac



Milestones

Track record of accretive acquisitions



KLIK Systems

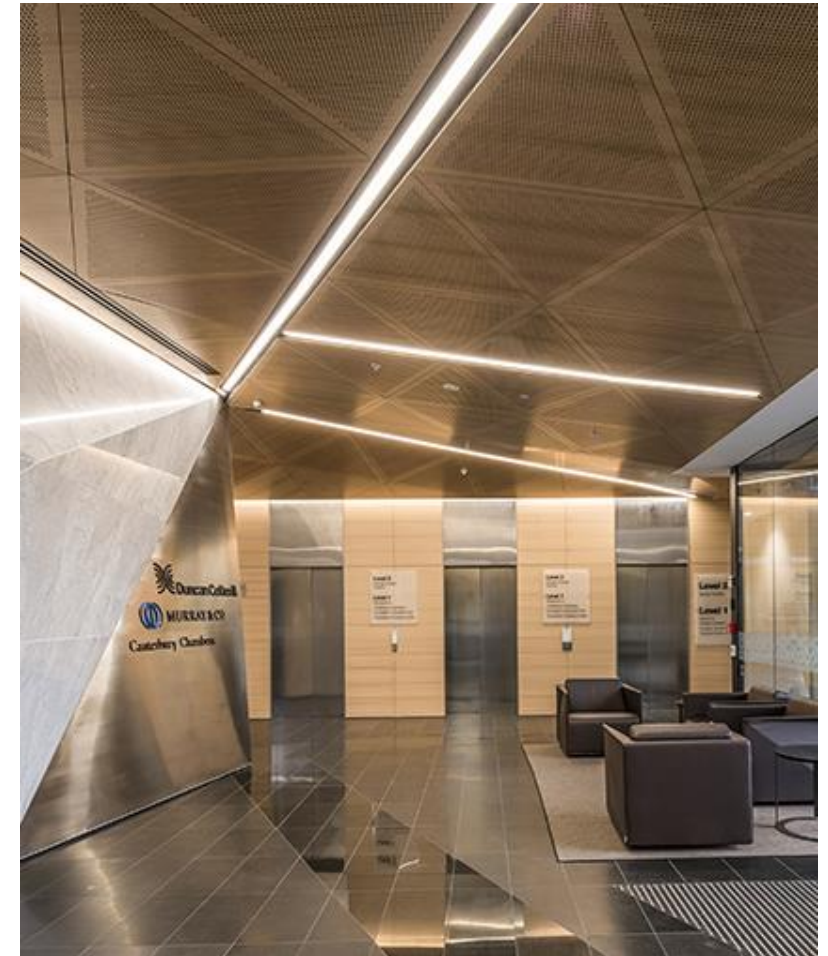


Transformative acquisition

- KLIK 40+ years in operation in design, manufacture & distribution of quality LED linear & handrail lighting solutions
- Acquisition of KLIK doubles FOS EPS to 2.49c (using KLIK proforma 2023 figures restructured under FOS ownership)
- Funded with cash and debt

Strategic Benefits

- Increases FOS market share in architectural linear lighting
- Introduces new export markets
 - Significant presence in US market (with 70 agents across North America)
 - Opportunity to export FOS Megabay range into these markets
- In house manufacturing, design and testing capabilities
- Australian distribution capability across WA, VIC, TAS
- Access into key export markets including USA, Middle East, Asia, Europe



Trading Update

- Q1 Sales \$3 million in line with last year - October sales \$2 million (includes \$0.6m Klik)
- Q1 operating cash flow +\$0.8 million
- Current order book has climbed to \$10.2m (includes \$4.7m from Klik)
- Favourable cost-effective position reached to maintain Klik at current premises
- Sunshine Coast production to consolidate into Klik in the new year – consolidation of linear product into Klik manufacturing site to result in further efficiencies



Outlook

- ANZ operation with 80 staff well poised for further growth
- Commercial construction industry continues to be robust with orders being released
- Acquisition of KLIK expected to deliver significant manufacturing synergies
- New revenue streams from expanded geographical presence with the addition of 4 new distributors via Klik
- Entry into new export markets
- Order book over \$10m with active quotes now at +\$100m
- Continued focus on product development and rationalisation
- Strong balance sheet position with no immediate material capex requirements

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