

# FÖS

## CAPITAL

Transformative Acquisition  
KLIK Systems

ASX: FOS



# Transformative Acquisition



- Acquisition of KLIK transformative for FOS
- Group revenues reach critical mass +\$25M\*
- Doubles EPS to 2.49c \*
- Increases FOS market share in linear lighting
- Introduces new export markets
  - Significant presence in US market
  - KLIK USA have 70 agents across USA & Canada
  - Identified opportunity to export FOS Megabay range into these markets
- Platform to drive cost restructure and reduction
- Post acquisition FOS order book will reach \$10 million

\* Unaudited Proforma 2023 assumes KLIK relocation and restructured business under FOS ownership

# KLIK Systems Overview

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- 40+ years in operation
- Designs, manufactures & distributes quality LED linear & handrail lighting solutions
  - Supplies into the commercial construction market
- Head office and factory in Sydney NSW, sales in QLD.
- Australian Distributors WA, VIC, TAS
- Export market (25%) USA, Middle East, Asia, Europe
- In house manufacturing, design and testing capabilities
- Employees 31
- Revenues \$8M
- Order book +\$4M



# KLIK Acquisition Terms



- Purchase price \$3 million cash
  - \$2 million on completion
  - \$1 million 12 months from completion
  - Funded from existing cash and facilities
- KLIK factory lease ends January 2024
  - Under the terms of acquisition FOS is to relocate the business by December 2023
- Significant synergies with FOS sales & manufacturing business
- KLIK estimated EBITDA post relocation & restructuring \$1.5 million

# Proforma P&L

	FOS Capital FY23	KLIK Systems FY23 pro-forma	Proforma Combined FY23
Revenue	17,120	8,159	25,279
Gross Profit	6,580	4,009	10,589
GP%	38%	49%	42%
Other Income	223	6	229
OPEX	5,867	2,565	8,433
EBITDA	936	1,500	2,385
Interest & Dep	193	442	635
PBT	743	1,007	1,750
Income tax	(159)	(252)	(411)
NPAT	584	755	1,339
EPS	1.09		2.49

Note: KLIK unaudited proforma 2023 assumes relocation and restructured business under FOS

# Proforma Balance Sheet 30/6/23

	FOS	KLIK	Acquisition Payment	Proforma Combined
Cash & Receivables	4,411			4,411
Inventory & other	4,532	900		5,432
Total current assets	8,943	900		9,843
Non-current assets	4,679	1,726	1,796	8,201
Total assets	13,622	2,626	1,796	18,044
Payables	1,940			1,940
Other current liabilities	1,621	2,422		4,043
Total current liabilities	3,561	2,422		5,983
Non-current liabilities	774			774
Bank debt			2,000	2,000
Total liabilities	4,335	2,422	2,000	8,757
Net Assets	9,287	204	(204)	9,287