

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

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.

Con Scrinis
Managing Director
con@foslighting.com.au