

## COMPANY UPDATE

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

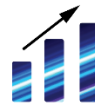
### Q3 HIGHLIGHTS



**\$9.5M**  
Sales YTD + 70%



**Q3 +50%**  
Avg Revenue per  
employee



**\$5.2M**  
Order Book +28%



**53**  
Employees +6%

### SNAPSHOT

FOS has completed a solid third quarter with orders and sales continuing to increase. The month of March delivered record sales (\$1.5M) and record orders (\$1.8M). We are also beginning to see operational efficiencies as our upgraded operating systems kick in and volumes increase, this trend will continue as the business reaches critical mass. Securing the order for Art Gallery NSW was a significant milestone for the company and we have begun discussions with local councils and engineering firms for our iCore IOT poles.

### Q3 MAJOR PROJECTS

- Art Gallery NSW - NSW
- Gatten Uni – QLD
- Massey UNI – NZ
- RACV - VIC
- Whitefriars College -SA
- Cabulture Hospital - QLD
- Oceania Healthcare – SA
- 530 Collins St - VIC

### OUTLOOK

We will continue building on our established base as we gain traction in NZ. With a record pipeline of \$56M we have laid the foundations for an even stronger 2023. We are also pursuing further acquisition opportunities to consolidate a fragmented lighting market.

### INVESTOR BRIEFING

FOS Capital will conduct an interactive online investor briefing on Tuesday 12 April at 11.00 am. You are invited to register using this link.

[https://us06web.zoom.us/webinar/register/WN\\_chMDYsd9SCiYTiT7Bre9Lw](https://us06web.zoom.us/webinar/register/WN_chMDYsd9SCiYTiT7Bre9Lw)

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

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