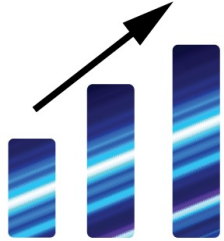




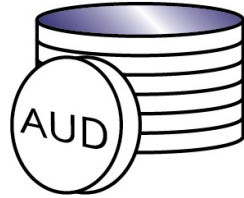
1H22 Results Presentation

ASX:FOS

1H Highlights



\$ 6.2M
Sales +77%



\$0.3M
PBT



\$ 6.1M
Order book +323%



iCore Smart Poles
Appointed exclusive distributor



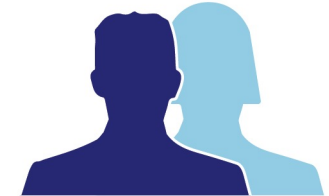
Acquisition
Ecopoint Lighting



ISO 9001
Quality Assurance



\$50M
Active quotes

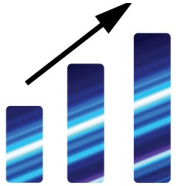
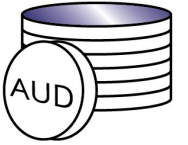
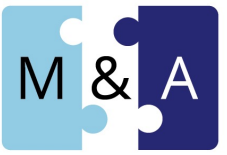


57
Employees +90%

FÖS
CAPITAL

1H22 Operational Update

- Acquired Ecopoint Lighting – New Zealand
 - Smooth transition to new ownership
 - Introducing FOS product range to Ecopoint customers
 - Planned ERP integration for implementation 2H22
 - Profitable contribution first 3 months with record sales in January.
- Group orders & sales continue to increase, investment in sales staff to reap benefits 2H22
- Have increased inventory on key components to avoid supply chain disruption.
- PBT of \$311K in-line with internal budgets.
- FOS order book at record high \$6.1 million with increasing pipeline.
- FOS appointed exclusive distributor to iCore Smart Poles



FÖS
CAPITAL

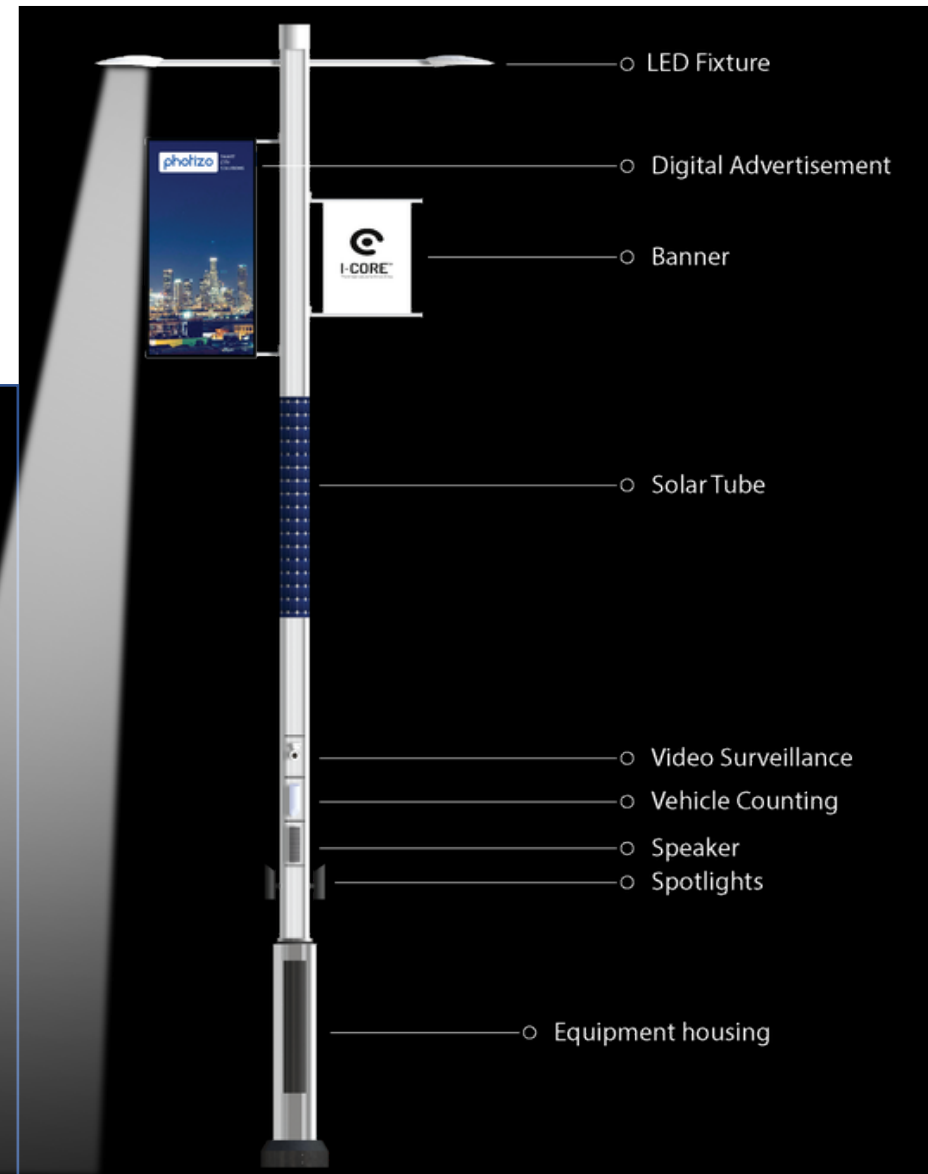
iCore Poles – IoT Poles

The platform for deployment and optimisation of IoT Poles.

Unlimited possibilities

I.CORE™ Technology is an intelligent and innovative design concept that provides all the solutions to challenges faced by traditional pole design.

With I.CORE™, pole manufacturers can now develop their own unique IoT Poles to meet the requirements of any urban development and smart city projects.



ECOPOINT



Ecopoint specialises in the specification, design, procurement and supply of quality LED lighting products, with a focus on excellent price performance. **We are a wholly-owned subsidiary of FOS Lighting (Pty) Ltd** and have more than 10 years' experience bringing sustainable LED lighting solutions to New Zealand businesses.



FÖS
CAPITAL

Megabay



Viento

The next generation architectural linear LED Projector

Weatherproof Protection

A meticulously manufactured housing protects & delivers outstanding performance in the harshest of conditions



FÖS
CAPITAL

PIXON – LED Displays



PIXON
TECHNOLOGY

Pixon Tech offers the comprehensive capabilities and deep industry knowledge necessary to help you select, specify, procure, project manage, deliver and enjoy your LED Displays project. Since opening our doors in 2019, we're proud to say that each month we have a bigger list of returning and new clients with over 100 projects already under our belt.



FÖS
CAPITAL

Motolux - Lighting on the move

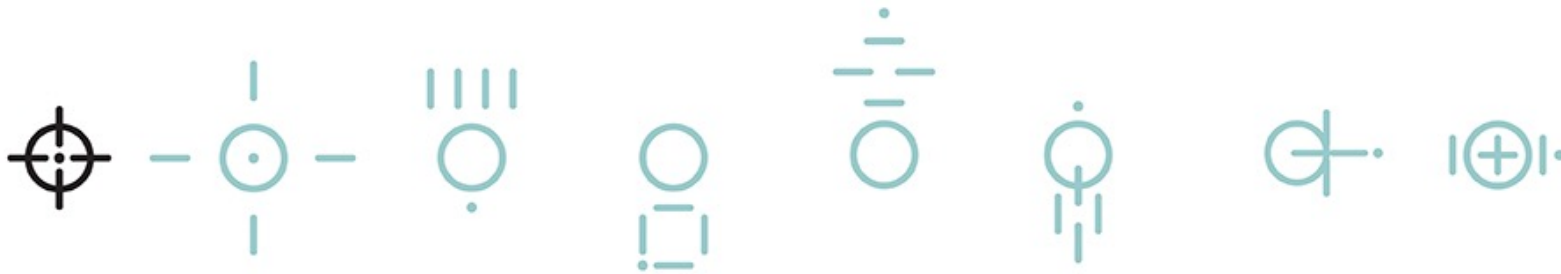


formalighting

MOTOLUX PRO brings intelligent spotlighting to configurable space with guaranteed accuracy.

Precise movements and dimming are controlled through the CASAMBI App or DMX.

Simply Set, Save, and Recalling of scenes as desired.



MOTOLUX PRO
Motorized Remote Controlled Lighting



Moto-Combo



Moto-Zero 130



FÖS
CAPITAL

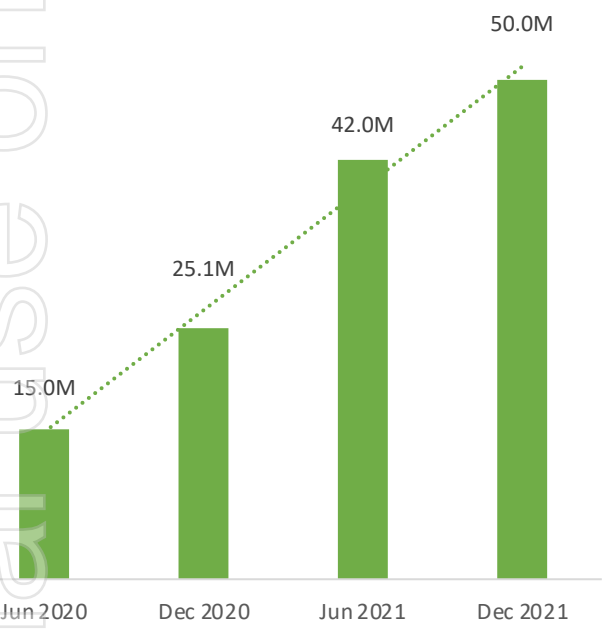
Financials 30 December 2021

P&L (\$m)	HY22	HY21
Sales	6.1	3.5
PBT	0.31	0.59
PAT	0.28	0.41
EPS	0.63c	1.38c
HY21 included additional \$355K in job keeper payments		

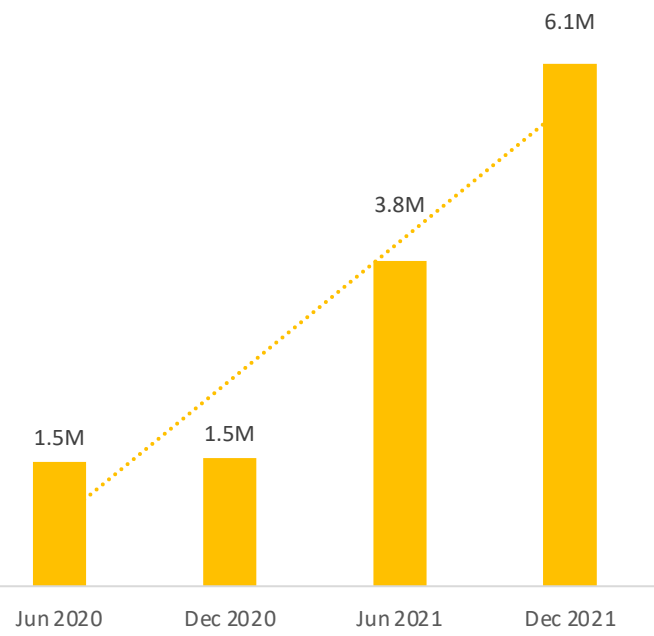
Balance Sheet (\$m)	Dec 21	June 21
Cash & Receivables	4.0	5.2
Stock, P&E, Other	8.7	5.7
Total Assets	12.7	10.9
Payables	1.7	1.6
Other	3.5	2.4
Total Liabilities	5.2	4.0
Net Assets	7.5	6.9

Comparative analysis

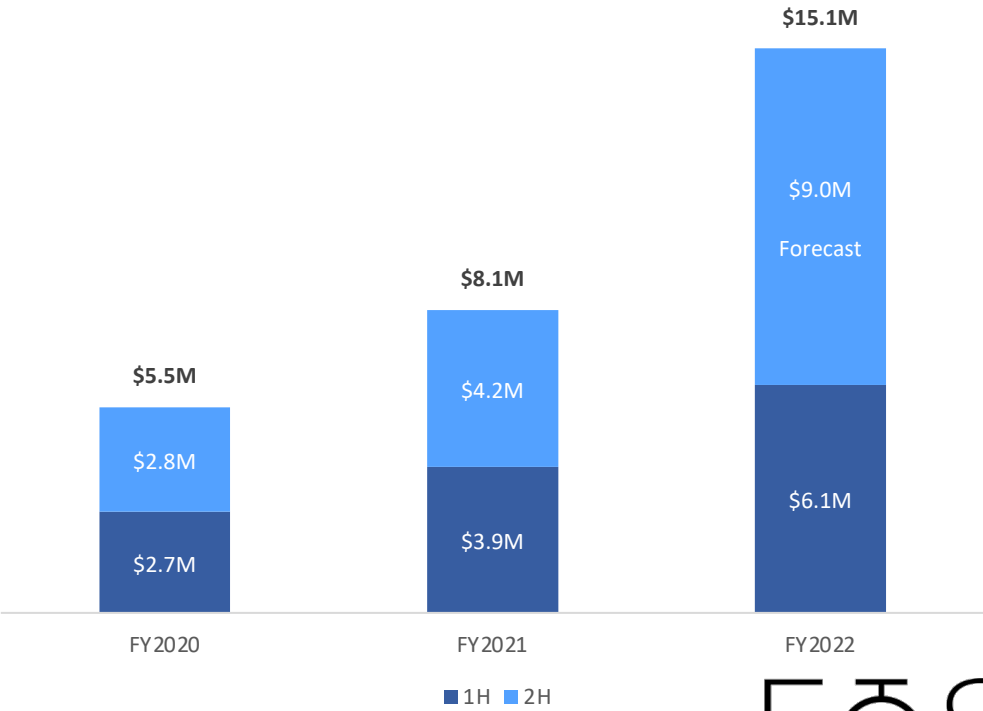
Active Quotes



Orders on Hand

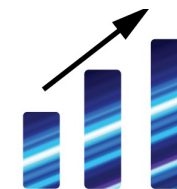
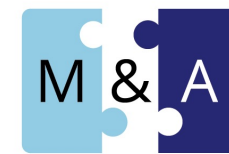


Sales



Outlook

- Ecopoint acquisition bedded down looking to expand sales team
- ANZ operation with 57 staff well positioned for further growth
- Proven & experienced management team with substantial skin in the game
- Record order book \$6.1M underwrites increased second half
- 2H Revenue forecast +\$9M will bring FY22 +85% to approximately \$15M
 - Overhead cost structure will stay in-line with 1H
- Growing pipeline of projects with increased construction activity as VIC, NSW & NZ come out of lockdown. Active quotes now at \$50M
- Govt increased infrastructure spend brings additional benefits to FOS Lighting
- Actively pursuing multiple value accretive acquisition opportunities
- We are building a long term sustainable, maintainable business.



FOS
CAPITAL

Strong financial and market position

1

Robust balance sheet

- Low Capex
- No Debt

2

Continued investment in

- People
- Products

3

Acquisition strategy

- Acquire Synergistic Business's
- Build Critical Mass

4

Organic growth

- +25% PA
- Increasing national market share

5

Manufacturing facility

- Quality assurance achieved - ISO 9001 accreditation
- Excess capacity for future growth

6

Risk diversified

- Broad blue-chip customer base
- Geographic spread of national operations

FOS at a glance

Capital Structure	ASX:FOS	Directors	
Shares on Issue	46.3m	Non-Executive Chairman	Sandy Beard
Share price (18/2)	25c	Managing Director	Con Scrinis
Market Cap	\$11.5m	Executive Director	Michael Koutsakis
		Non-Executive Director	Michael Monsonego
		Employees	57
		Brands	16
		Offices	5
Major Shareholders: SKM Investment Group (associated with executive directors) 65%			
: ASX listed HGL Ltd 6.5%			