1Q27 Trading Update

14 October 2026; FOS Capital Limited (ASX: FOS) is pleased to provide an update on operational performance during the three months to 30 September 2026 ("**1Q27**").

During 1Q27, FOS achieved unaudited revenue and EBITDA above the figures guided at the trading update on 3 September 2026, reflecting improved sales activity, a strengthened order book, and the ongoing benefits of the Company's cost reduction program.

1Q27 Highlights

- **Sales of $7.25m**, up 64% on the pcp
- **EBITDA $0.55m**, representing a significant improvement on the pcp
- **Order book increased to $10.5m** as at 30 September 2026, up 15% on the pcp
- **Active quote pipeline remains approximately $130m**, underpinning a substantial future order conversion opportunity
- **Significant project wins secured during the quarter** included the Monash Medical Clinic project (~$1.0m) and the Queensland Schools Lighting Upgrade Program (~$2.5m expected sales)
- **Successfully completed $1.82m capital raise**, comprising an institutional placement and Share Purchase Plan

Outlook

FOS expects trading momentum to continue into 2Q27, with sales volumes for the quarter expected to be similarly high to 1Q27. This is supported by the strong order book and record active quote pipeline. Along with the ongoing benefits of the Company's cost reduction program, earnings are expected to be positively impacted.

FOS Capital Managing Director Con Scrinis said: "We are pleased to have delivered a strong first quarter, with both revenue and EBITDA exceeding the trading update we provided last month. The combination of a growing order book, record quote pipeline, recent contract wins, and continued progress within Aldridge Traffic Systems positions FOS well for the remainder of FY27. We continue to grow market share in the markets we operate in, while the benefits of our cost reduction initiatives are beginning to flow through the business. I look forward to updating the market further at our upcoming AGM on 28 October 2026".

This announcement has been authorised for release to the ASX by the FOS Capital Limited Board of Directors. Any forward-looking statements are subject to market risks and uncertainties.

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