



STOKES LIMITED (ASX:SKS)

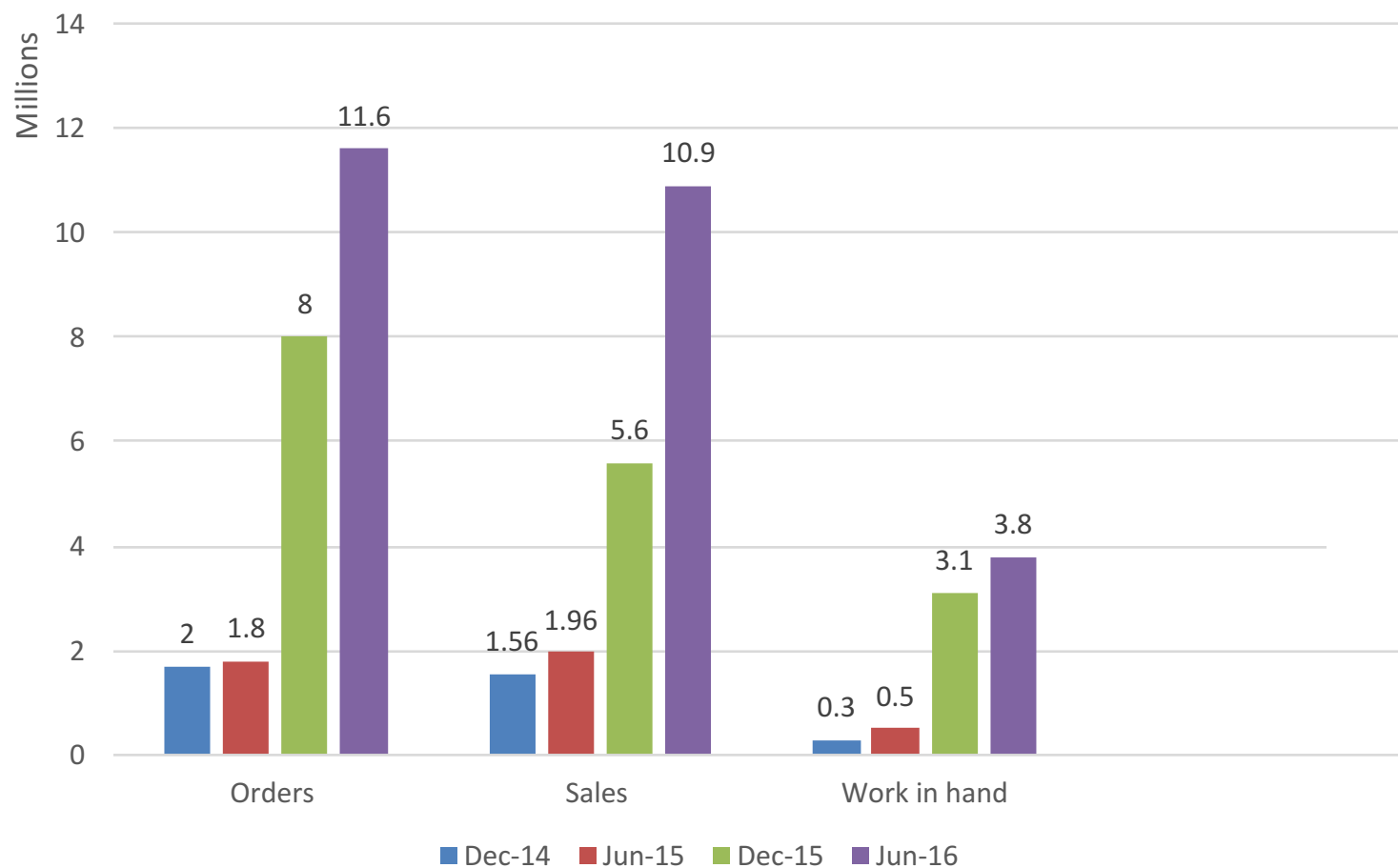
AGM PRESENTATION November 2016

Presented by Executive Director Con Scrinis

Highlights

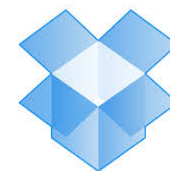
- July 2015 Sale of Appliance parts division \$5m
- September 2015 Acquisition of Duetek distribution
- April 2016 appointed Australian distributor of AT&T structured cabling products
- FY16 Revenue growth from \$3.5m to \$15.4 representing 338% increase
- 2H EBIT \$170K compared to a 1H loss of \$1.2m from doubling sales
- August 2016 won \$3m AV projects Geelong Simonds Stadium & Melbourne Airport T2 upgrade
- October 2016 acquisition of street lighting business Artcraft Urban Group
- November 2016 work in hand +\$12 million

Impressive organic sales growth for new businesses



Lighting Division

- Acquired street lighting and pole business Artcraft Urban Group (AUG)
- AUG operates from Vic, NSW and SA. 11 staff
- Business has a high barrier to entry due to stringent approvals from road authorities etc
- Street lights will be converted to LED in coming years
- AUG has approved LED street lights and will be well placed to take advantage of LED roll outs
- Lighting business will be merged into one unit and rebranded Urban Lighting Group



Dropbox



Stokes

Audio Visual & IT Distribution Division “Dueltek”

- Products including LED video walls, AV control systems, cable systems, racks & cabinets, speakers, wireless routers
- National distributor of structured data cabling systems provider AT&T Cabling Systems
- Relocating operation from Croydon to Stokes West Melbourne in January 2017



Audio Visual Integration Division

- Stokes operates in the commercial specification market working with electrical engineers & consultants to design & supply high end fully integrated AV projects
- Many major projects completed in the year
- Strong order book and pipeline ahead
- Relocating Sydney operation to Urban Lighting premises December 2016.



Top Shareholders

Directors & Management	46%
Top 20 Shareholders	87%
Substantial Shareholders (Non Management)	
JM Financial Group	23%

Directors & management

Peter Jinks	Managing Director
Greg Jinks	Executive Director
Con Scrinis	Executive Director

Capital Structure

Shares on issue	30.8m
Convertible notes	8.4m
Options on issue	Nil
Share price	40c
Market cap	\$12.3m
52 week high	50c
52 week low	30c