

2019 Annual General Meeting

31 October 2019



ENEVIS™

ENERGY WITH VISION



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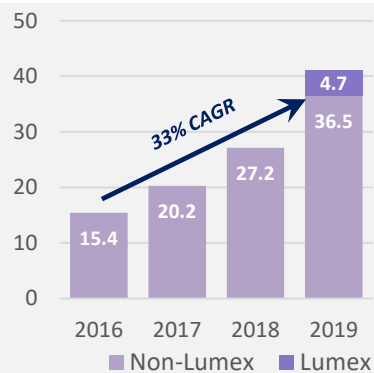
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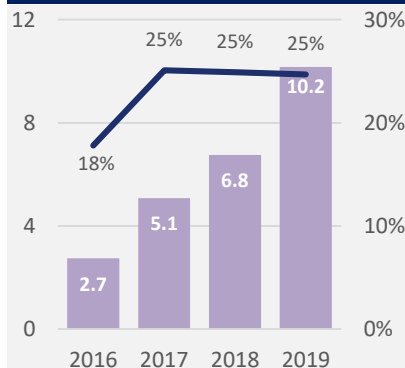
FY19 Financial Snapshot

Sales Revenue (\$M)



Gross Profit (\$M) & Margin

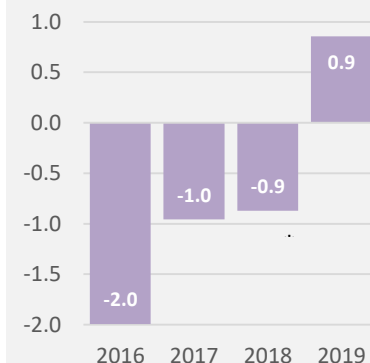
(from continuing operations)



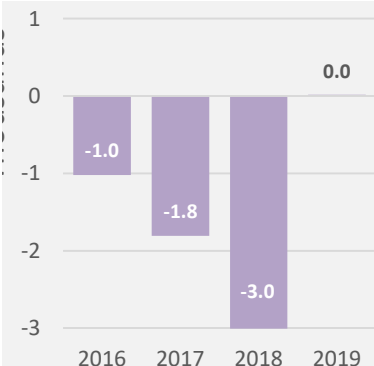
EBITDA (\$M)

(from continuing operations)

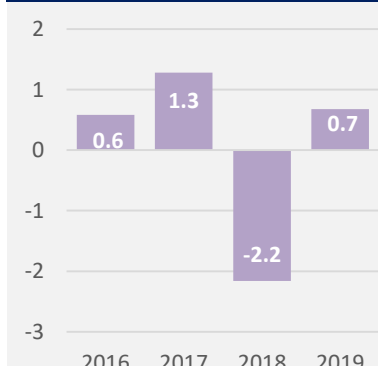
* 2018 excluding doubtful debt impairment of \$1.2m



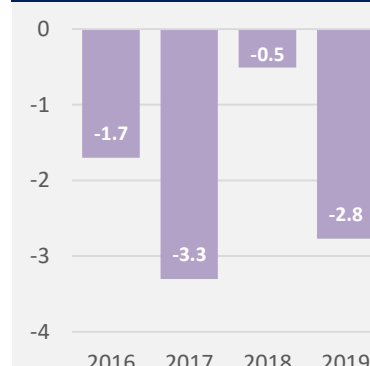
NPAT (\$M)



Net Cash Flow (\$M)



Cash from Operations (\$M)



While we've turned the business around, we still have work to do to deliver an acceptable return to shareholders.

Organisational Structure



Cross selling customer base and shared operational platform



Enevis Limited consists of three integrated business units which drive efficiencies through a shared resource platform of structure, resources, relationships and financial management.

SKS Technologies

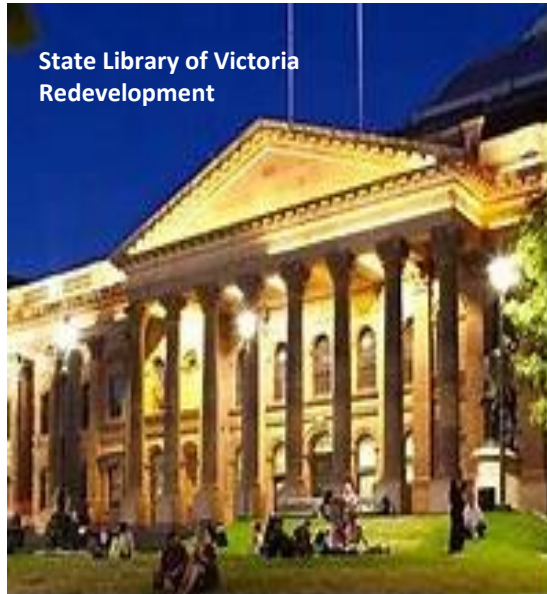


Description

An electrical products and services provider that designs, delivers and supports clients' business critical communications systems, including audio-visual, communications cabling, general electrical, and lighting and building automation

Performance Highlights

- ❖ South Australian market entry with break-even achieved at six months rather than the forecast 10 months and revenue exceeding expectation
- ❖ Queensland market entry, completing the strategy to be a national business
- ❖ 93% of work and 86% of revenue emanated from existing customers, reflecting the excellent level of customer service maintained over the year
- ❖ High calibre projects completed such as:
 - Joan Kirner Women's and Children's Hospital
 - State Library of Victoria
 - Global film production studio, Mill Film



SKS Technologies is now a well-established national provider of interactive audiovisual, communications and electrical solutions.

Urban Lighting Group



Description

A lighting specialist business that offers both internal and external lighting solutions for a range of applications, most notably for architectural, retail and commercial, urban space, street lighting and sports lighting market sectors

Performance Highlights

- ❖ Formalised Lumex acquisition and merged it with ULG on 1 August 2018. It brings together people and products to upscale the business
- ❖ New distribution rights secured for high end European commercial lighting product range
- ❖ New IP with the development and introduction of architectural product lighting range
- ❖ Strong demand in NSW has seen expansion of sales and marketing team
- ❖ Major projects completed include , Justco office lighting – a major co-working office space company in Melbourne and Sydney, Advancing Clean Energy Schools Rollout, Queensland, and SBS Broadcasting, Melbourne



Urban Lighting Group is now a well-established national provider of energy efficient lighting solutions.

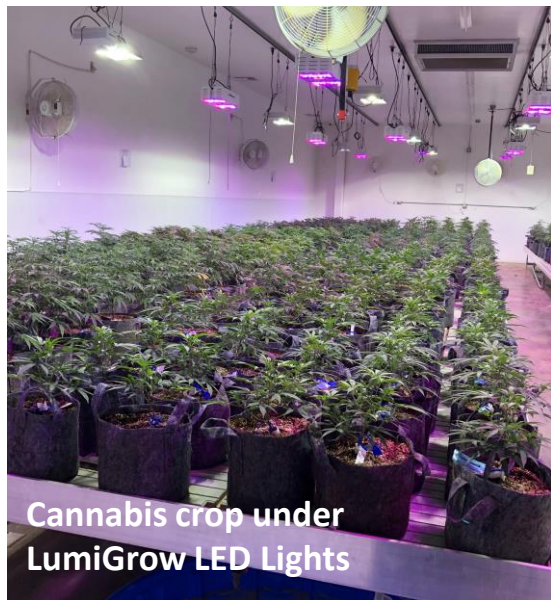


Description

A horticultural grow lighting business that offers energy efficient LED lights for cropping in greenhouses and warehouses through an exclusive supply agreement with US based manufacturer LumiGrow for the Australian, New Zealand markets as well as select markets in Asia

Performance Highlights

- ❖ Established in April to take advantage of the changing horticultural market with plants grown inside under lights to bring higher yields, better quality and higher returns to growers
- ❖ Agreement with LumiGrow, a leading US designer and manufacturer of sophisticated LED grow lighting and software, signed in April
- ❖ Participation in Protected Cropping Australia's conference to generate awareness and sales for LumiGrow products
- ❖ Establishment of a diversity of relationships and contacts through which to pursue opportunities and build the business



Cannabis crop under
LumiGrow LED Lights



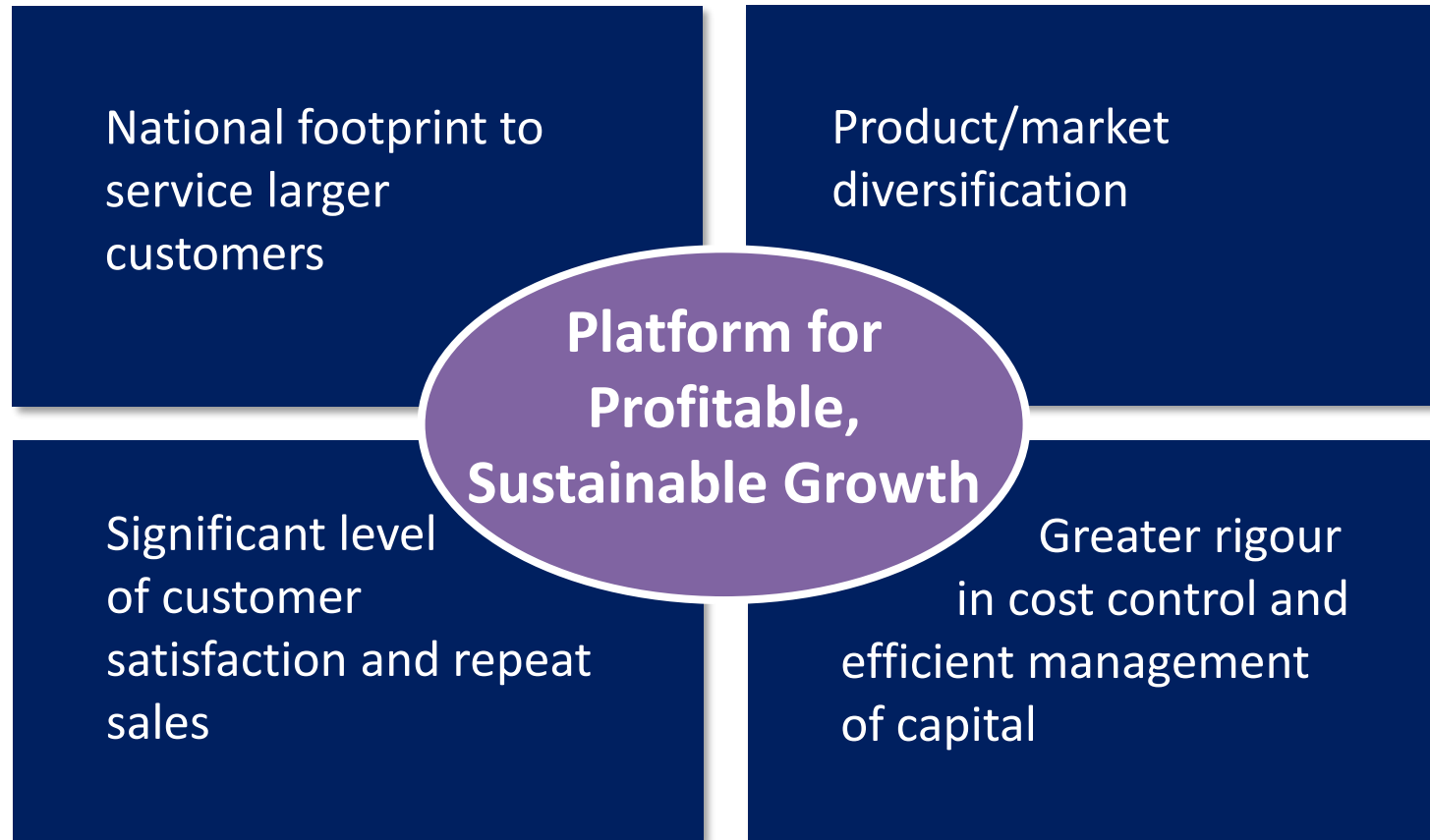
Enegrow has been established to use existing knowledge, skills and resources to capture new markets with new products.

Strategic Initiatives -FY19

Strategic Objective	Completed
Streamline operations and extract efficiencies across the business	<ul style="list-style-type: none"> Reviewed operating cost base for suitability with respect to short-term growth prospects Continued to review stock levels and rationalised where appropriate
Seek new growth opportunities that integrate with the existing business units	<ul style="list-style-type: none"> Signed an evergreen exclusive supply agreement with LumiGrow to leverage our skills in the protected cropping market and currently pursuing some large prospects Achieved full integration of the Lumex acquisition – people, products, processes and projects Secured new distribution rights for high-end European commercial lighting product ranges built IP assets with the development/introduction of a product range under own architectural lighting brand, Forlite, filling a gap in the market for high quality, efficient architectural lighting
Maintain our customer service levels such that we continue to generate the majority of revenue from existing customers	<ul style="list-style-type: none"> Achieved an approximate 93% of work and 86% of revenue from existing customers in the SKS business Completed numerous projects for high profile institutions and buildings, including the State Library of Victoria, Joan Kirner Women's and children's hospital, Latrobe University and Queensland Rail
Build national presence for business units	<ul style="list-style-type: none"> Out-performed expectations with first full year of SKS Technologies trading in the South Australian market Entered the Queensland market with SKS Technologies



Wrap-Up



Further Information:

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