



Company Update

Matthew Jinks
Chief Executive Officer

May 2021

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Company Snapshot

SKS Technologies delivers advanced technology via creative design and installation of converged AV/IT, electrical and communication networking solutions nationally.

Business Profile

170+ Employees

87% Repeat business

\$60M Annualised Run Rate

National Presence



Industry Profile

Hospitals



Government Buildings



Commercial Buildings



Correctional Facilities



Airports



Sporting Complexes



Hotels

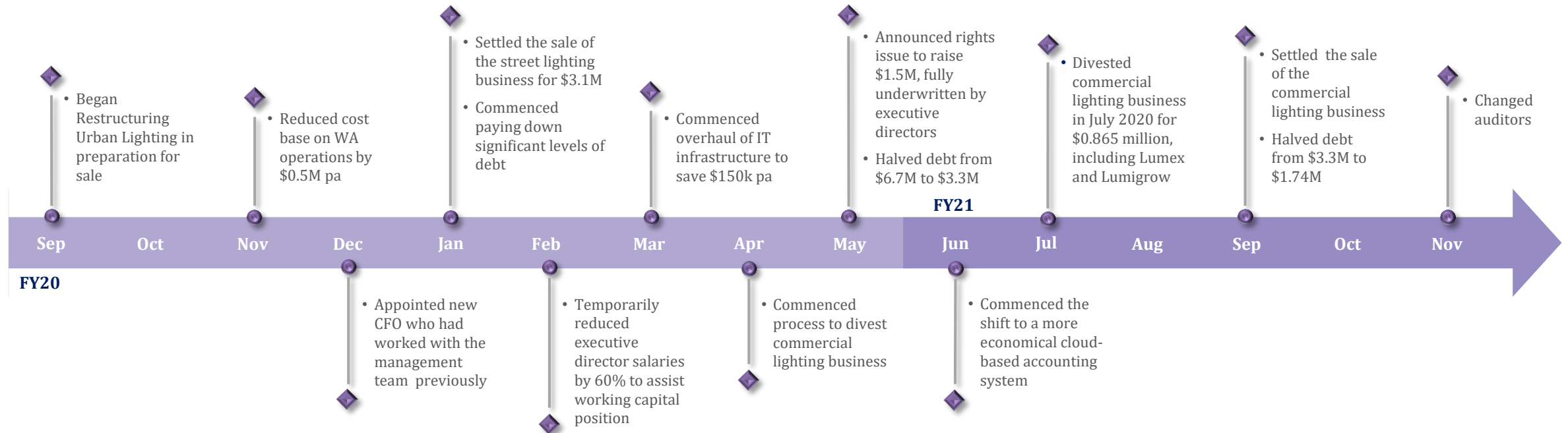


Universities



Restructure Activity

A wholesale restructure of the business was undertaken, largely in FY20, to remove underperforming business units as well as \$1 million in costs from the continuing operations and build a solid foundation for growth.



APEC Acquisition

A key tenet of the SKS Technologies' growth plan is to target acquisitions that leverage economies of scale, expand revenue opportunities and build customer networks.

Rationale

- Complementary product/service offering and client base, which enables SKS Technologies to achieve scale benefits
- Secures a platform to leverage and build long-term recurring revenue from a broad client base
- Expected to be EPS accretive in the first year of combined operations

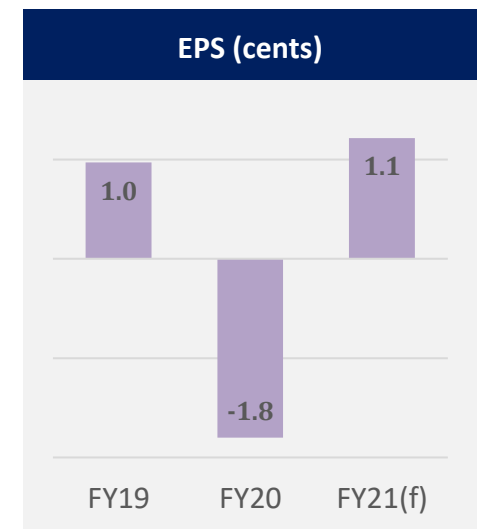
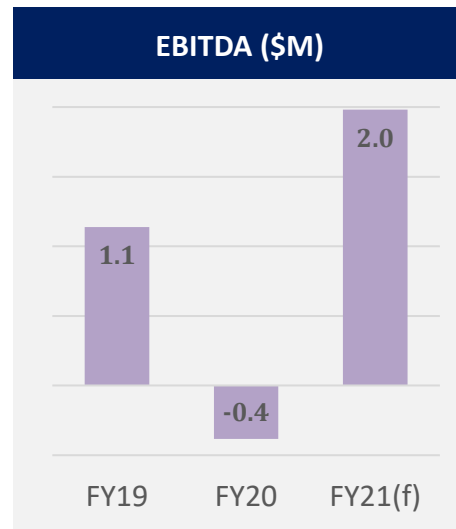
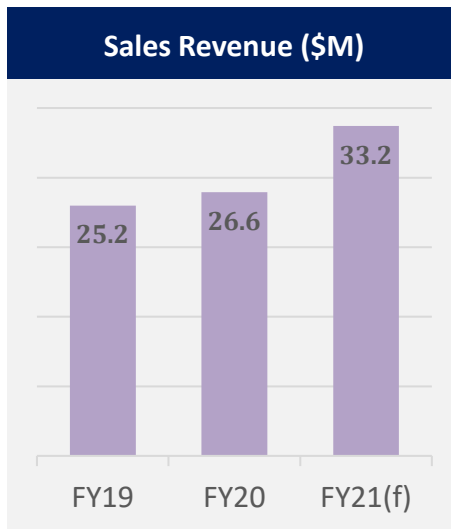
Integration

- Transaction completed on 31 March and integration commenced 1 April
- All employees located at SKS Technologies facilities by June 21
- All APEC operating systems, including front and back office, transitioned to SKS Technologies systems
- New work being won on the basis of the integrated business offering



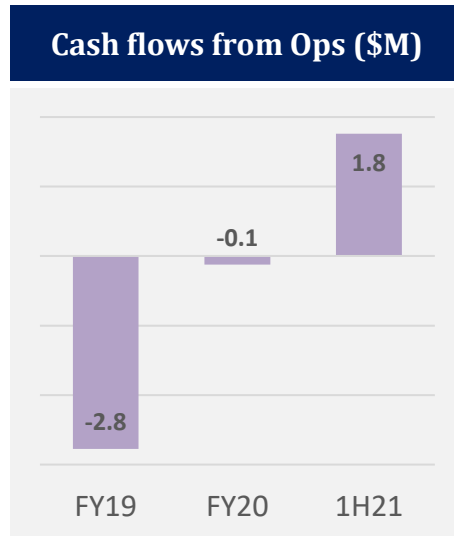
Earnings Performance and Forecast – Continued Operations

Based on year-to-date performance as at 30 April, the business anticipates a 25% increase in revenue, including the APEC acquisition and a \$2.4 million turnaround in net profit after tax.



Cash and Debt

Cash reserves remain adequate with cash flows from operations showing a greater than \$4.5 million turnaround and a 76% reduction in debt since June 2019.



- Operations cash flow positive, providing cash for working capital and debt reduction



- Debt reduced by over \$5 million since FY19 as a result of:
 - sales proceeds
 - capital raising
 - cash generated by the business

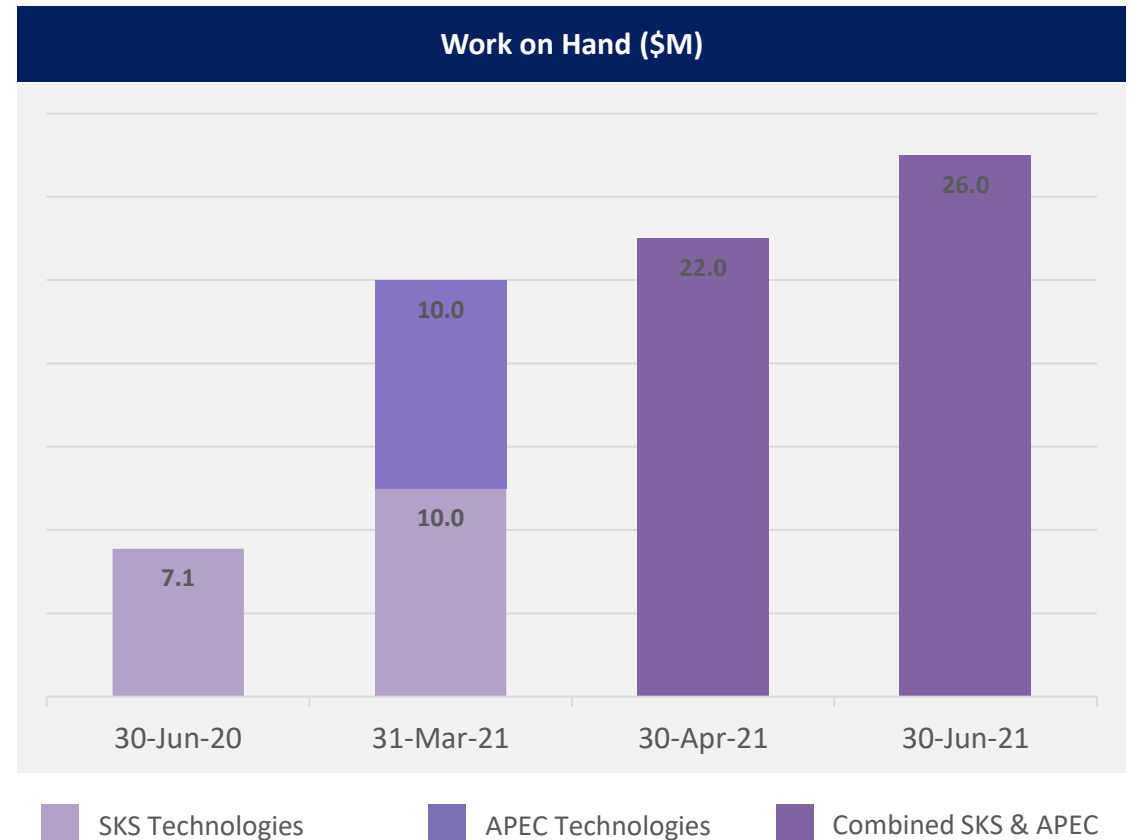


- SKS Technologies also has access to an additional \$3 million working capital facility to fund a record order book

Work on Hand

SKS Technologies' successful project delivery track record is now a key selling proposition in winning new projects at a rate that is greater than projects are being completed, building the forward revenue profile.

- Approximately 90% of Work on Hand will convert to revenue within 12 months with the balance during the following 21 months
- Work on Hand position has grown post the restructure and has continued to grow at a rapid rate despite the disruption across the economy caused by COVID-19
- Sufficient working capital to fund this increased level of operations is available, particularly given the \$3 million financing facility that was drawn down by only \$0.18 million at the end of 3Q21



Major Contracts

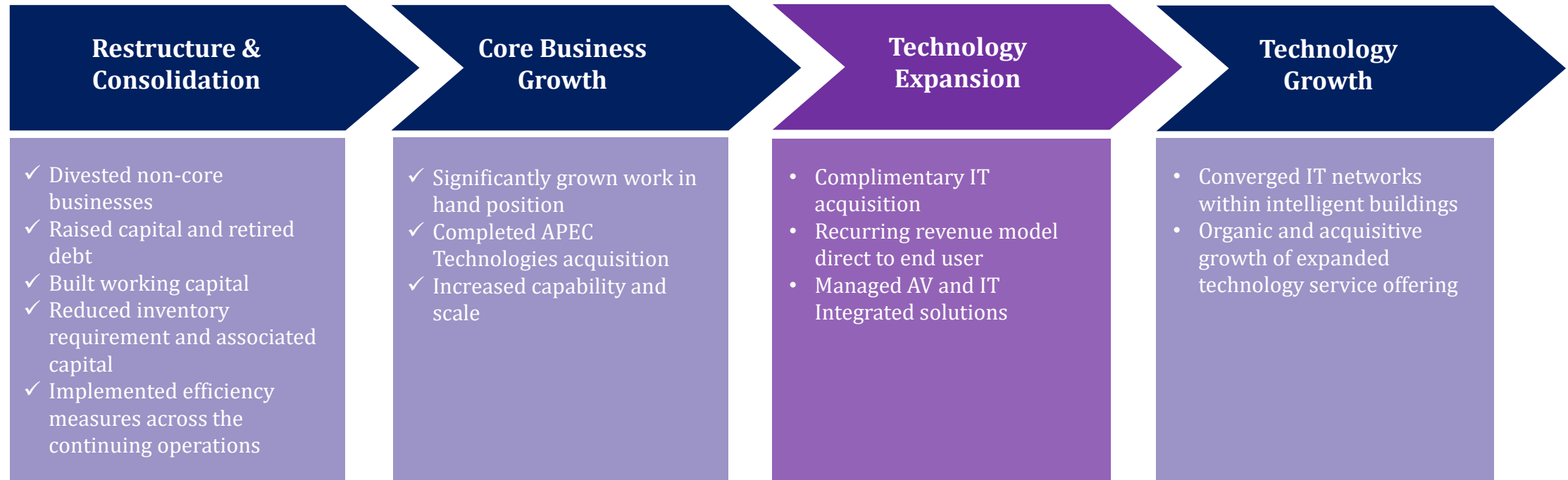
An impressive bank of experience and expertise across market sectors enables the business to secure large contracts with government and blue-chip organisations.

Contract Details	End Client	Completion
Youth Justice Centre	Victorian Government	March 2022
AFP Melbourne State Office	Australian Federal Police	July 2022
Eastland EastCo Tower	Victorian Government Department of Transport	February 2022
Australian Post Bayswater Distribution Centre	Australia Post	June 2022
Adelaide Railway Station Refurbishment	Adelaide Railway Station	December 2021
Thiess Brisbane New Head Office	Thiess	October 2021



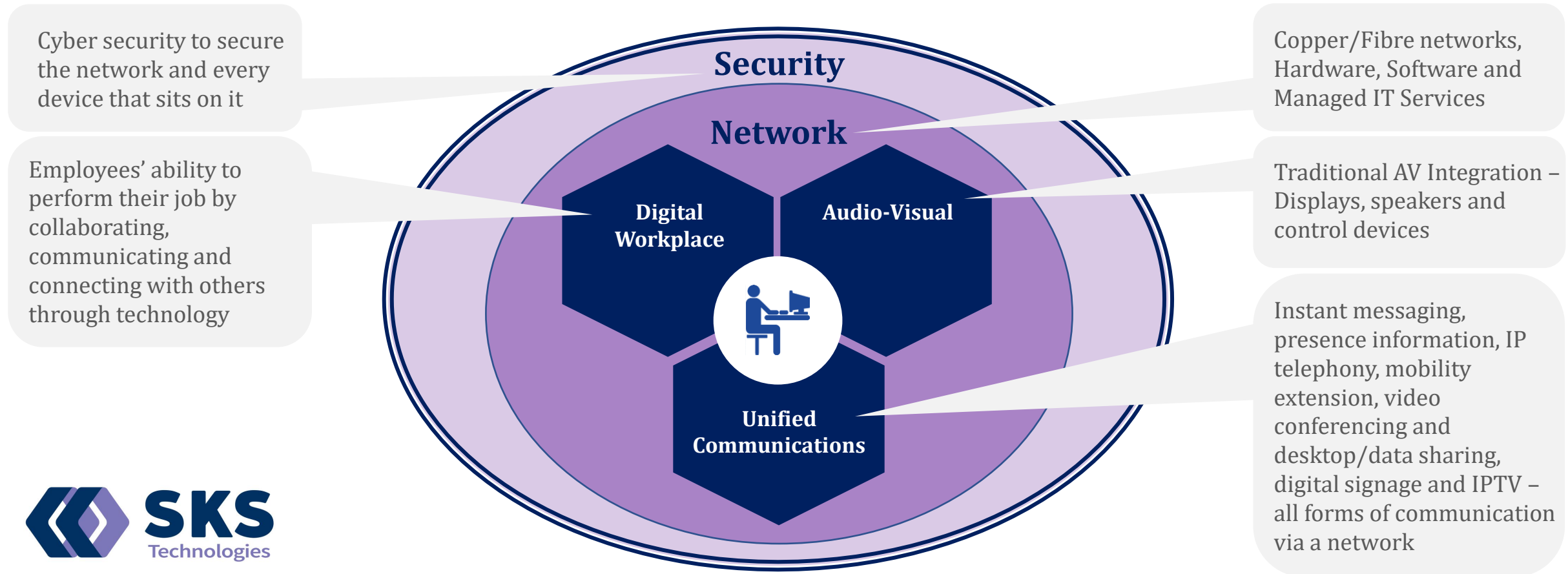
SKS Technologies Strategy

The strategy is to drive higher margins with a recurring revenue model by leveraging the convergence of AV and IT networks.



The Opportunities of the New Workplace

Growth into new markets will capitalise on the SKS Technologies' current market position and leverage the convergence of AV and IT to increase margins and grow recurring revenue contracts.



Further Information:

Matthew Jinks
Chief Executive Officer

Tel: +613 9289 5000

Email: matthew.jinks@skstech.com.au



Appendix 1 - SKS Technologies Snapshot

ASX MARKET INFORMATION *

Shares on Issue	107,983,602
Options on Issue	0
Market Cap	\$26.46M
52-Wk High	\$0.25
52-Wk Low	\$0.035
AV Volume	53,203

*As at 12/05/21

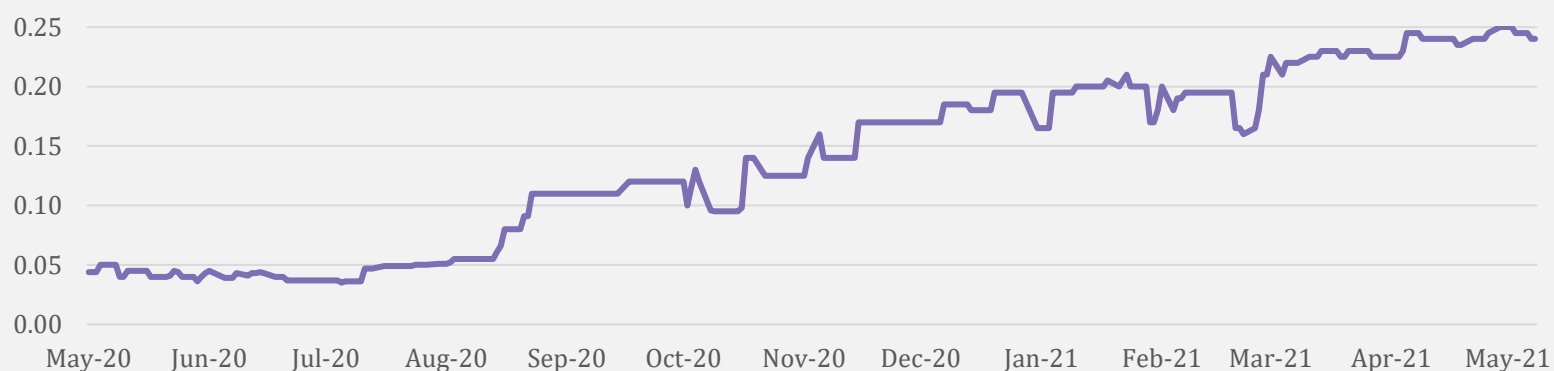
FINANCIAL INFORMATION 1H21

Revenue*	\$14.6M
EBITDA*	\$1.1M
EBIT*	\$0.76M
NPAT*	\$0.66M
NPAT (Total)	\$1.03M

* From continuing operations



SKS SHARE PRICE MOVEMENT AS AT 12/05/21



DIRECTORS AND KEY EXECUTIVES

Mr Peter Jinks	Executive Chairman
Mr Greg Jinks	Executive Director
Mr Terence Grigg	Non Executive Director
Mr Matthew Jinks	Chief Executive Officer
Mr Gary Beaton	Chief Financial Officer

COMPANY INFORMATION

ASX Listing	01/01/1974
Name	SKS Technologies Group Ltd
Offices	Melbourne (HQ), Sydney, Brisbane, Adelaide, Perth
No of staff	170