



Investor Presentation

ASX: SKS

September 2021



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What We Do

SKS Technologies Group Limited (ASX:SKS) is focused on building a leading integrated technology solutions business with nationwide operations.

The company specialises in delivering advanced technology via creative design and installation of converged Audio Visual (AV) / Information Technology (IT), electrical and communication networking solutions nationally.

Scope of projects include the design, supply and installation of boardrooms, stadiums, commercial buildings, retail outlets, airport lounges, lecture halls and hospitals for clients across Australia.

SKS Technologies' offerings are unique in that we combine AV, electrical and communications networks whilst maintaining the agility to capitalise on industry technology advancements as the company turns its current focus to the convergence with IT. There are very few who have the ability to provide a truly end to end technology solution and who can do it nationally.

Business Profile

\$60M+ Annualised Run Rate

\$26M Work on Hand

200+ Employees

5 Cities, National Presence



SKS Technologies offers an integrated solution with AV, IT, electrical and communications, alongside a network and security solution that is integrated and connected.

Industry Profile

Hospitals



Joan Kirner Hospital - AV fitout

- Refurbishment of 20 labour delivery rooms, 39 Special Care Nursery cots, 4 operating theatres, inpatient beds
- Additional outpatient clinic

Government Buildings



Victorian State Library

- Part of the \$88m redevelopment project
- Creation of innovative new spaces for children
- Reinvention of services embracing new technologies & promoting digital literacy

Commercial Buildings



MTIP Office Fitout

- Video conferencing rooms
- Digital signage video wall
- Interactive Samsung Flip to accommodate meeting spaces for the modern client

Universities



LCI Academy Melbourne

- Fit out of new campus in Collingwood, Melbourne
- 12 interactive teaching spaces with interactive whiteboards, sound reinforcement and crestron control for teachers to engage students in lectures
- Large scaled event space (projectors, audio)

Airports



Qantas Domestic Lounge, Melbourne Airport

- Electrical, Audio Visual & Communication Package for Qantas Domestic Lounge

Sporting Complexes



Simonds Stadium, Geelong

- AV, MATV, public address, digital signage & broadcast services work executed
- Multi-purpose function rooms
- Expanded MATV & Foxtel system
- 10 high profile suits & coaches box

Hotels



Westin Hotel Project, Perth

- State of the art AV equipment, Back Ground Music and Screen Technics Projection Screens installation throughout the hotel
- The IPTV system commissioned by SKS Technologies serviced all 368 Guest Rooms

Correctional Facilities



Youth Justice Project, Cherry Creek VIC

- 143 accommodation units
- Inmate video conferencing solutions
- State of the art technology solutions for Academic classrooms and Large Scale event space
- Facility wide IPTV solution

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

SKS Technologies' pipeline is strong, with several high-profile private and public contracts providing a solid runway of revenue for the remainder of 2021 and much of 2022.

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



Aggressive organic growth strategy increasing capability and scale of SKS Technologies' existing operations with 34% annual sales growth, 195% growth 2H21 compared to 2H20. Order book grown by 266% year on year to \$26m.



Strategic acquisitions after divesting non-core business' set strong foundations for growth.

Successfully integrated APEC Technologies Group.
Achieved an annualised revenue run rate in excess of \$60M.



Driving higher margins under a recurring revenue model

Recently announced the acquisition of Integrated Solutions Group Queensland bringing with it 61% of recurring revenue.
Further geographic expansion as acquisitions bolster presence across Australia.



SKS Technologies' offerings create a competitive advantage, providing a full suite of Technology solutions more comprehensive than competitors across extensive blue-chip clientele.



SKS Technologies' offering is targeting a growing market, exacerbated by COVID-19's disruption of traditional ways of working. Company focused on leveraging the convergence of AV and IT to capitalise on how people now communicate and collaborate.

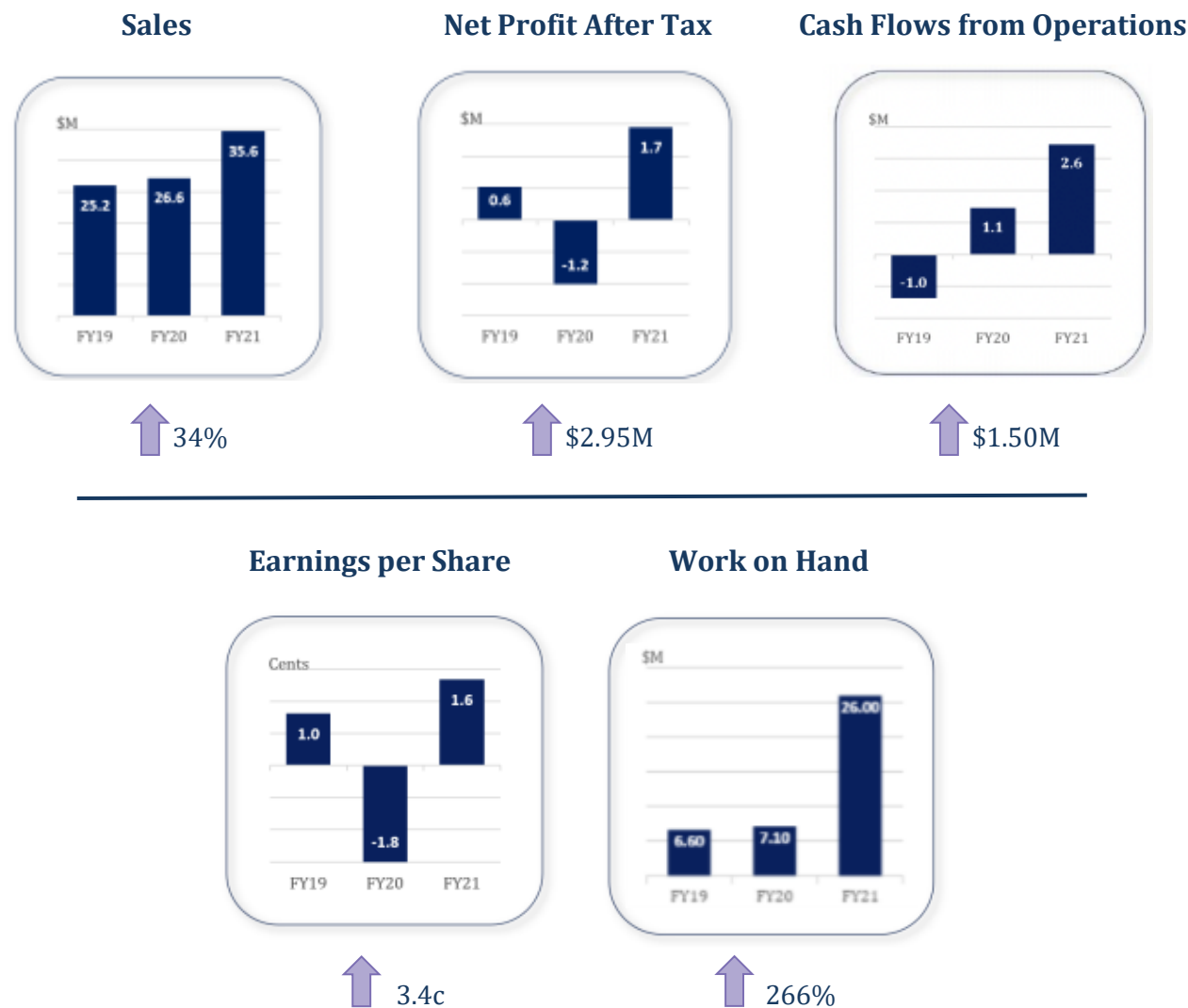
Year-on-year growth in both sales and work on hand, **with sales growing by 34% and work on hand growing by 266%** from FY20 to \$26M.

Following the strategic divestment of non-core business lines, SKS Technologies has seen a strong profit in FY21 having generated a net profit after tax (NPAT) of \$1.74M, **an increase of \$2.95M from the previous financial year.**

Cash flow positive from continuing operations of \$2.59M, representing a \$1.50M increase.

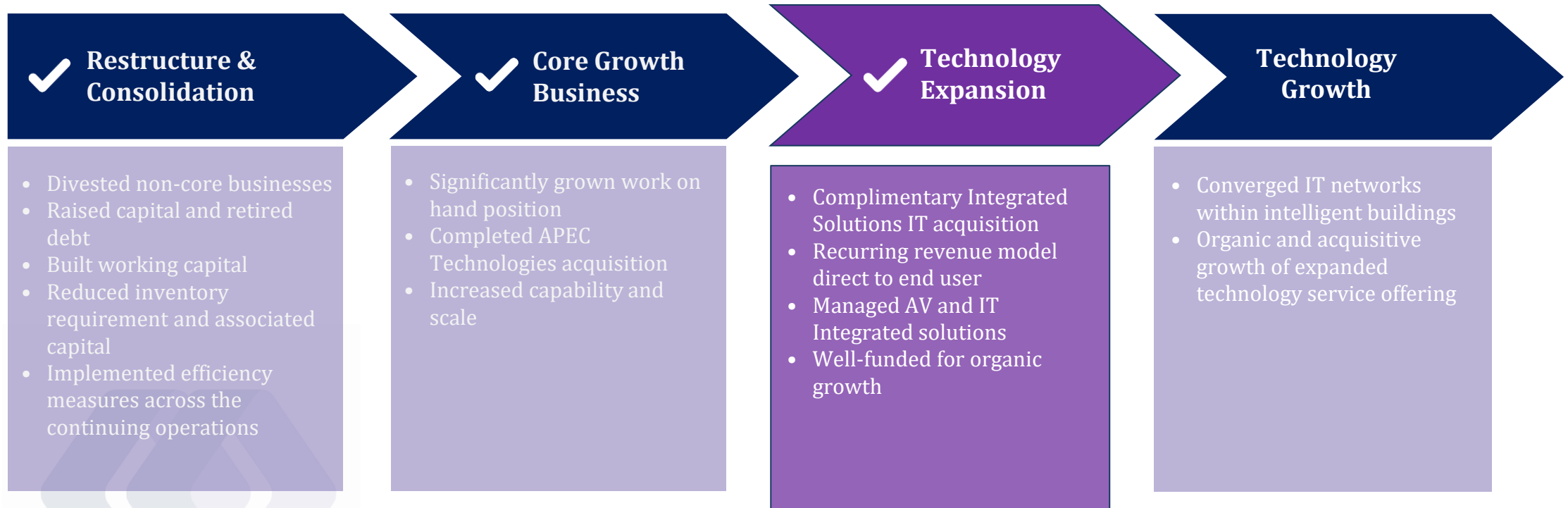
SKS Technologies has access to a **\$3 million working capital facility** to fund a record order book.

Group earnings per share increased by 3.4 cents.



SKS Technologies continues to expand its product offering and progress its technology growth strategy by expediting a roadmap in the Australian market.

SKS Technologies is currently executing on the third cornerstone of our growth strategy, Technology Expansion, through the acquisition of Information Technology provider Integrated Solutions Group Queensland, having already consolidated and restructured the business with a focus on core growth business strategies as the previous pillars of growth.



Acquisitions are a key tenet of the SKS Technologies' growth plan. We employ a very disciplined approach to our acquisitive growth, with a specific set of criteria used to assess potential targets. Integrated Solutions ticks all of these boxes.

Integrated Solutions Group Queensland Pty Ltd Overview

SKS Technologies recently acquired specialist IT provider Integrated Solutions Group Queensland Pty Ltd for total consideration of \$5m.

This acquisition fits into the third cornerstone of SKS Technologies' strategy, Technology Expansion, which aims to drive higher margins with a recurring revenue model by leveraging the convergence of IT and Audio-Visual networks, to make the natural progression towards a complete integration.

Integrated solutions are a customer-focused, Brisbane based team who are passionate about providing tailored and expert IT support services for complex businesses.



Complementary Services

Strategic acquisition directed at **specialised IT operations**, services including data centres, voice & video, security & advanced networking, onsite infrastructure & project management.

The **convergence of AV/IT has been heightened** due to Covid and it is more important than ever to make sure meeting places are a more engaging experience for people returning to the workplace.



Drive Customer Retention

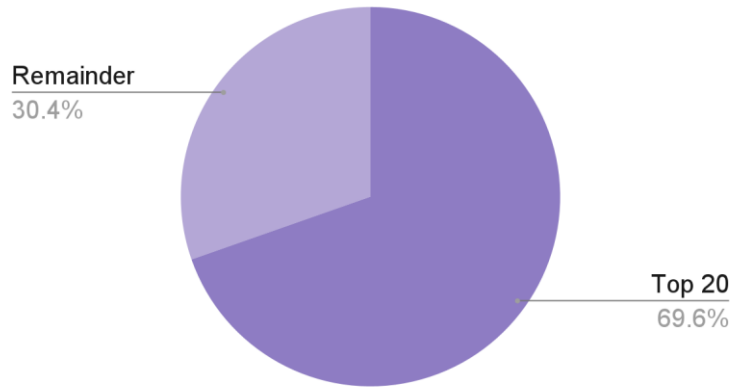
Expanding customer base - Integrated Solutions brings 32 employees based in its Brisbane office. Integrated Solutions will continue operations in Brisbane to **build a greater presence** in QLD and **enable a greater sales effort** across SKS Technologies' national footprint.



Grow Revenue

Integrated Solutions brings ~\$6m revenue per annum with additional \$0.5m working capital, with **~61% of its revenue from recurring income** driving **higher profit margins**.

Shareholder Registry



Market Cap	\$21.59M
Shares on Issue	107,983,602
Options on Issue	0
52-Wk High	\$0.25
52-Wk Low	\$0.095
AV Volume	30,074



Peter Jinks, Chairman & Managing Director

- 40 years of industry experience as a leader and industry NECA council member, and executor of high level policy, resource, operational and strategic visions.
- Co-founded the KLM Group Limited in 1981 and was Managing Director until August 2012 when it was acquired by ASX-listed Programmed.



Greg Jinks, Executive Director

- 35+ years of experience in the telecommunications sector particularly in electrical, data cabling networks and the supply of high tech AV installations.
- Co-founded KLM Group in 1981 and played a pivotal role in the company's industry and government accreditations.



Terence Griggs, Non-Executive Director

- 25 years' experience as an Executive Director of Ausfine Foods Pty Ltd.
- Previously a Director of Ansearch Limited, Richmond Football Club, Windermere Child and Family Services, Position Partners Pty Ltd and ESCA Australia Pty Ltd.



Matthew Jinks, Chief Executive Officer

- MBA Finance Major, joined SKS in 2013 as COO.
- Prior to joining SKS Technologies, Matthew was Executive General Manager Finance and one of the Directors of KLM Group.



Gary Beaton, Chief Financial Officer

- 30+ years of experience as a construction and project accountant.
- Gary previously worked for six years with the SKS Technologies Group management team as Chief Financial Officer of their former business KLM Group Ltd.



Thank You



Matthew Jinks
Chief Executive Officer

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