



# Annual General Meeting

ASX: SKS

November 2021



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# Chairman's Address

Peter Jinks

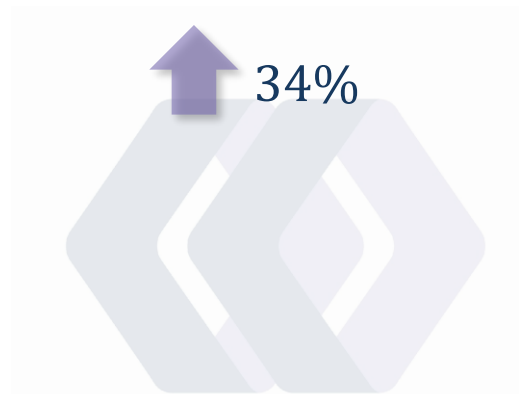
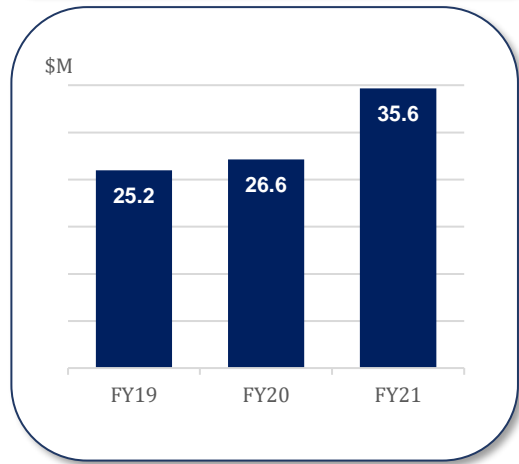


# Chief Executive Officer's Report

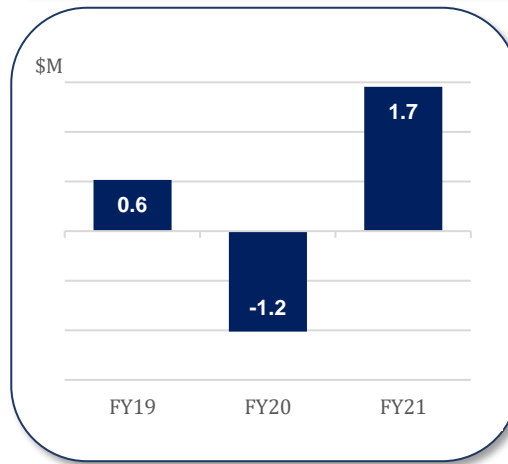
Matthew Jinks

The turnaround in earnings metrics validates our strategy to date and is in spite of the disruption to the business owing to Covid lockdowns and restrictions.

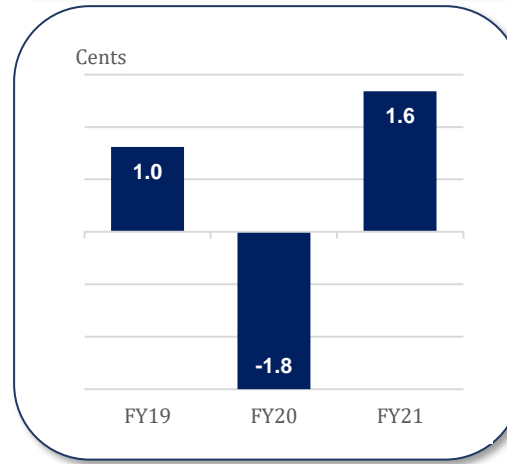
## Sales Revenue



## Net Profit After Tax



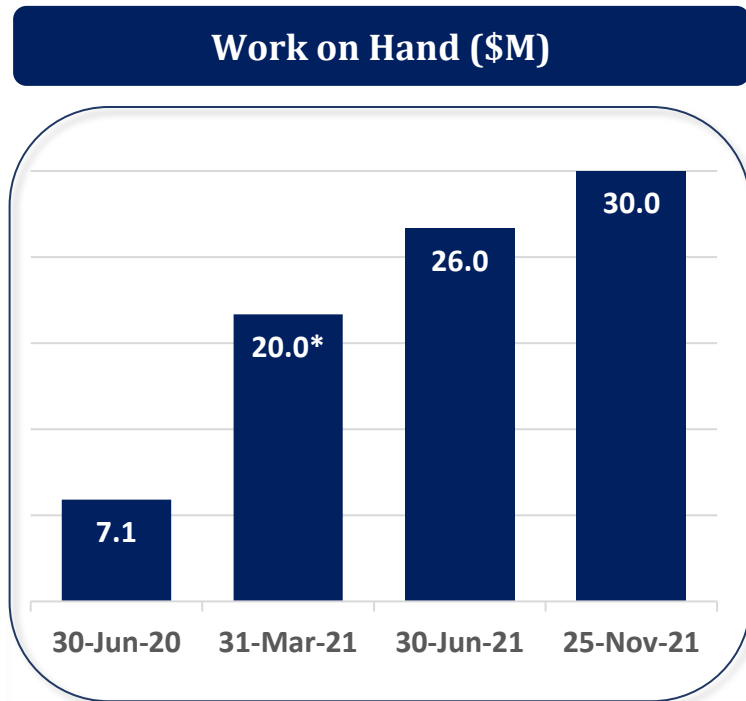
## Earnings per Share



## Cashflow from Ops

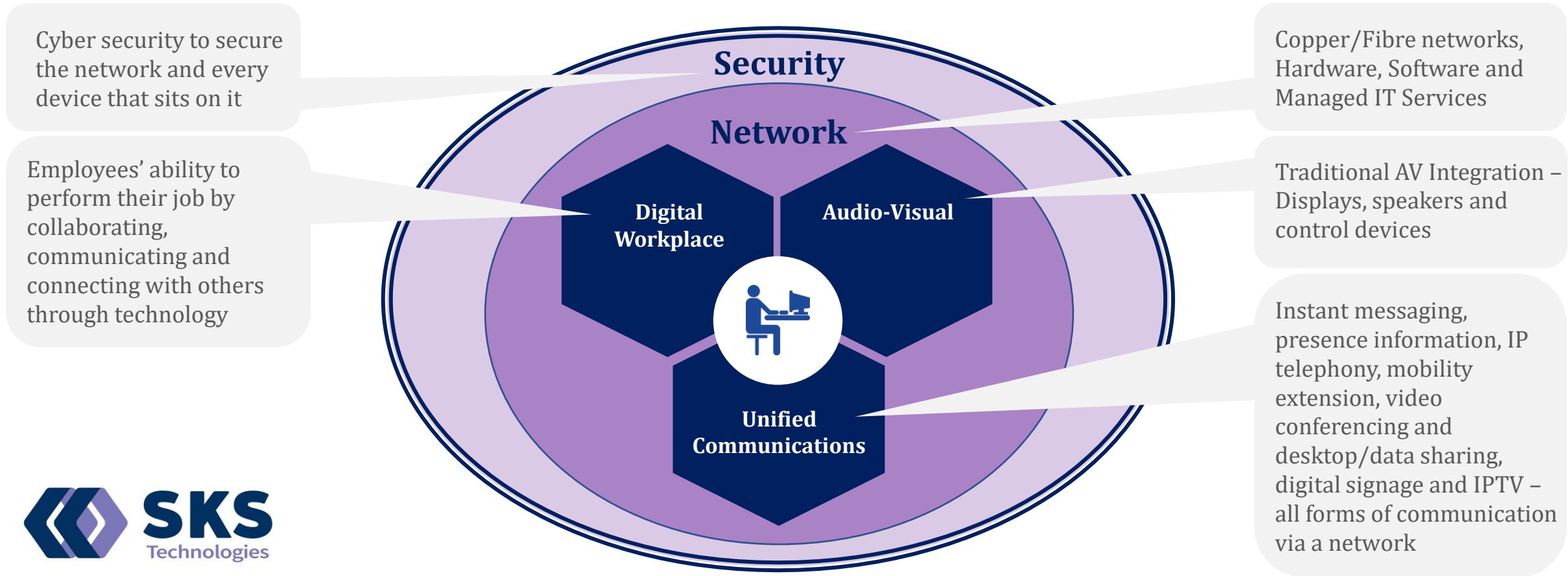


Work on hand continues to grow at a faster rate than we are completing projects for a range of end-users from both the private and the public sector across a diversity of industries.

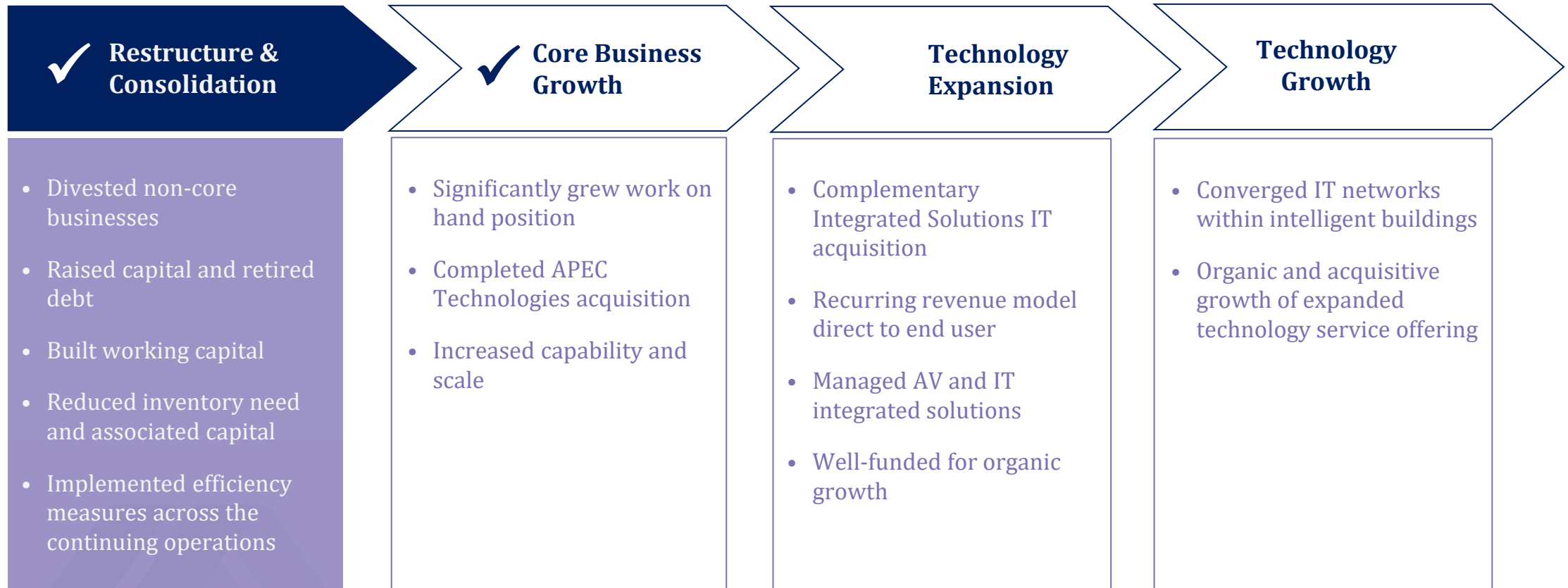


# Market Opportunities

**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.**

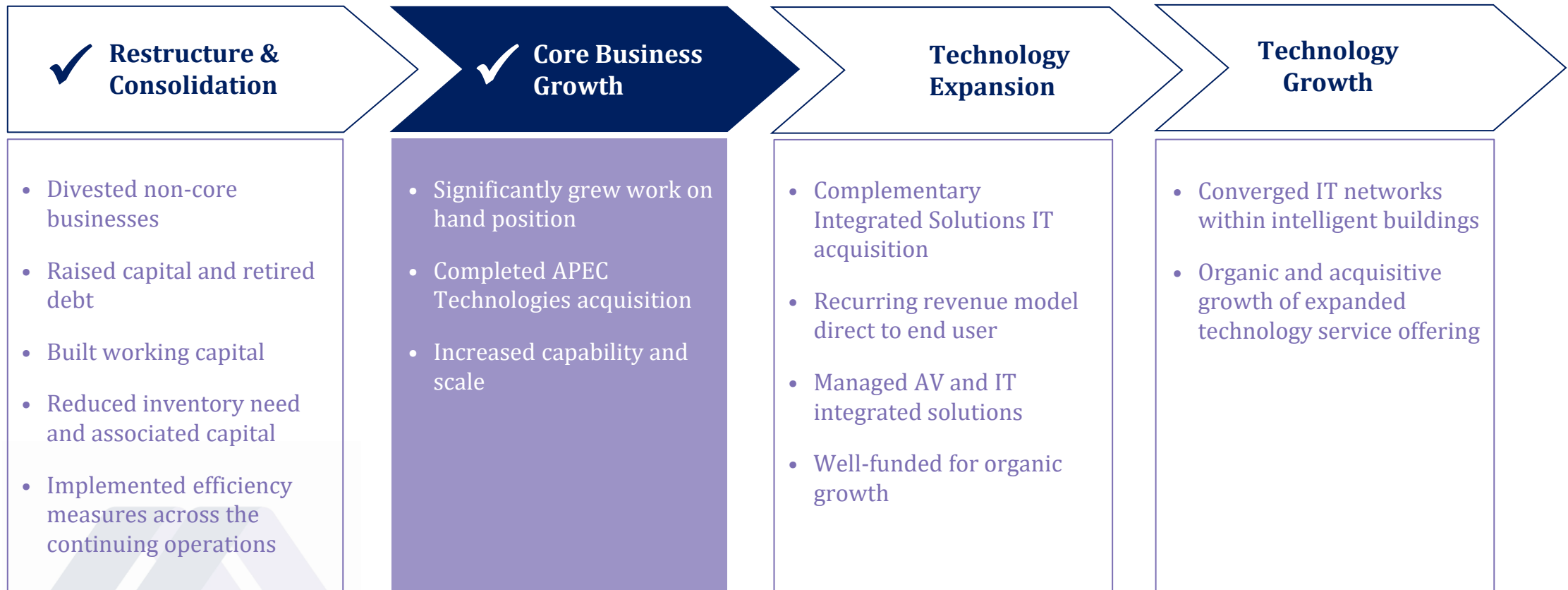


Several years ago, the Board set out a roadmap to refocus the business and focus on what it does best, largely completing this first stage of the strategy in FY20.

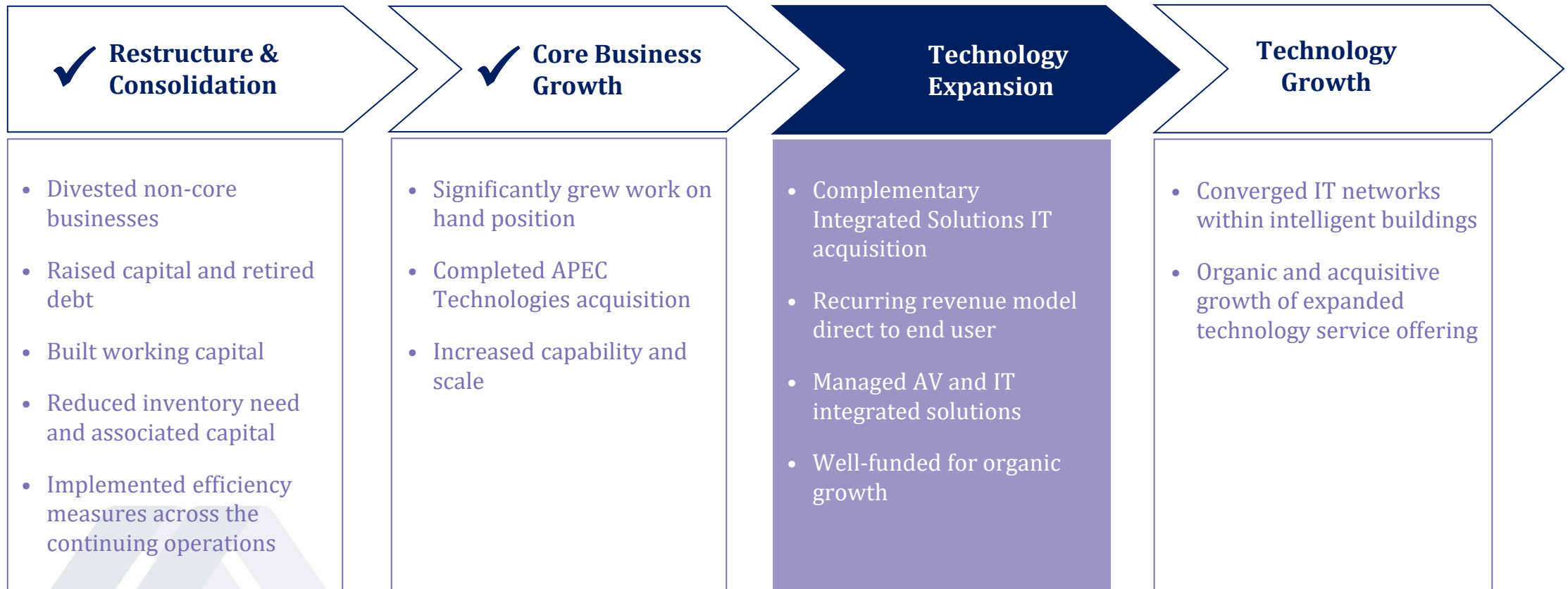




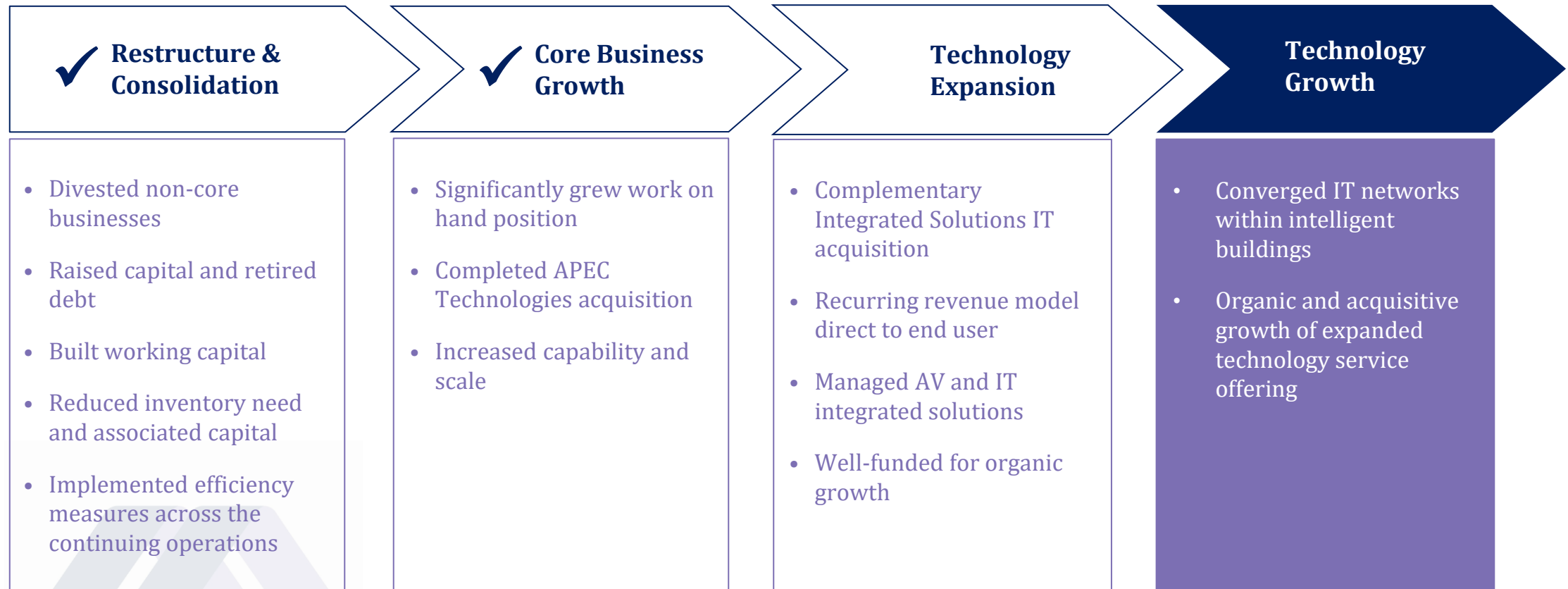
Attention was then turned to growing the newly streamlined core operations with both the acquisition of APEC Technologies Group to build capacity and capability as well as growing the core business organically.



**Having completed the first two cornerstones, we intend to bring inhouse the IT skills and expertise that SKS Technologies has traditionally worked alongside on projects to provide fully integrated AV/IT solutions.**

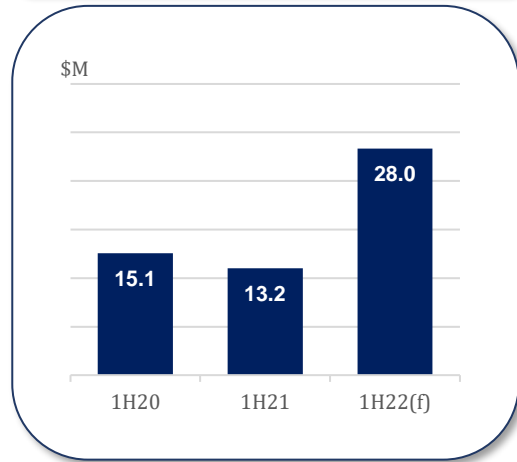


**The fourth cornerstone of our strategy involves growing our client base in the integrated AV/IT space and becoming a go-to supplier of innovative and sophisticated networks in smart buildings.**

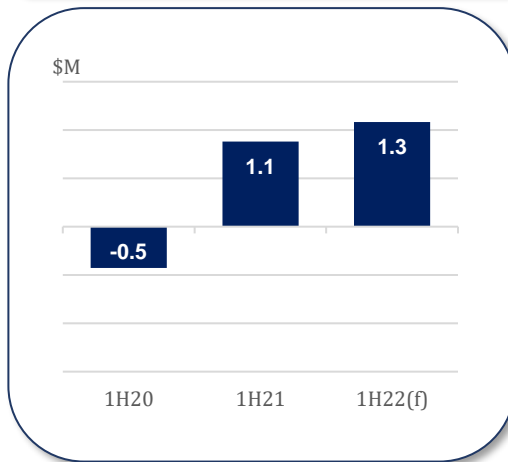


Last week, we provided the market with an upgraded forecast of our 1H22 performance, which is materially higher than initially expected, with 112% increase in revenue and 25% increase in EBITDA.

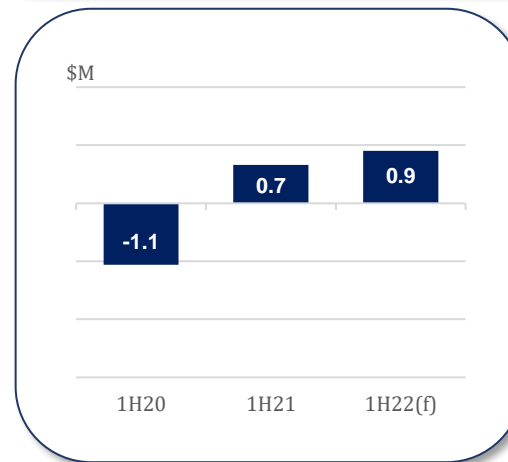
## Sales Revenue\*



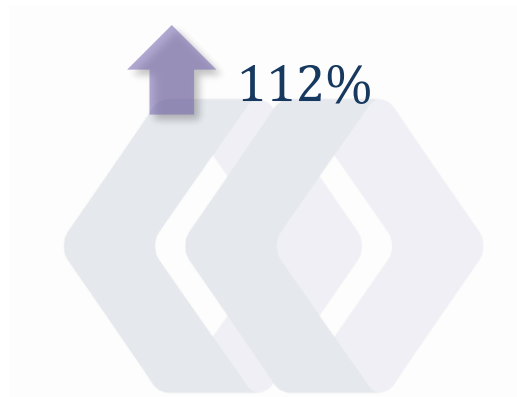
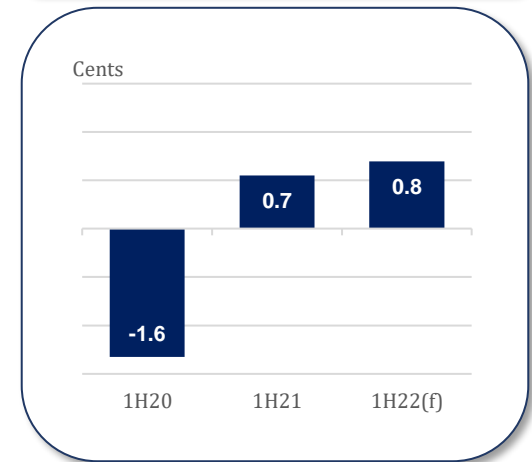
## EBITDA



## Net Profit Before Tax



## Earnings Per Share





**Thank You**



**Matthew Jinks**  
**Chief Executive Officer**

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