

Annual General Meeting

21 November 2024

'Leading
provider of
innovative
technologies,
products and
solutions'

ASX: SKS

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The forward-looking statements in this document speak only as of the date of this document. SKS Technologies does not intend to update the forward-looking statements in this document in the future.

Chair's Address

Peter Jinks



Western Health

Footscray Hospital, Melbourne, VIC

SKS Technologies designed and installed systems for education and training, as well as for wayfinding, digital signage, patient check-in and queuing throughout the 10-floor facility.



Chief Executive Officer's Address

Matthew Jinks



Barangaroo Office, Sydney, NSW

SKS Technologies installed a range of audiovisual systems on floors 1 – 15 and level 28, which included meeting rooms, event and executive spaces as well as the private wealth group area.



Bespoke integrated systems/services for any market

Offices/sites in all mainland states and territories

Audiovisual



- › Display and projector systems
- › Interactive whiteboards
- › Video walls
- › Specialist controlled lighting
- › Public access systems
- › Video and audio conferencing
- › Touch panel control

Communications



- › Voice and data structured cabling
- › Optical fibre and copper
- › Patch panel management
- › Active equipment
- › Cable networking auditing
- › WAP Installation

Electrical



- › General lighting and power
- › High voltage systems
- › Earthing systems
- › Uninterruptible power systems
- › Power quality analysis
- › Power factor correction

Energy management



- › Energy audits
- › Energy savings timers and sensors
- › Energy monitoring
- › Power analysis and data logging
- › Lighting efficiency analysis

Smart buildings



- › Converged Networks
- › Digital Twins
- › Active monitoring of essential services to facilitate timely fault detection

Maintenance



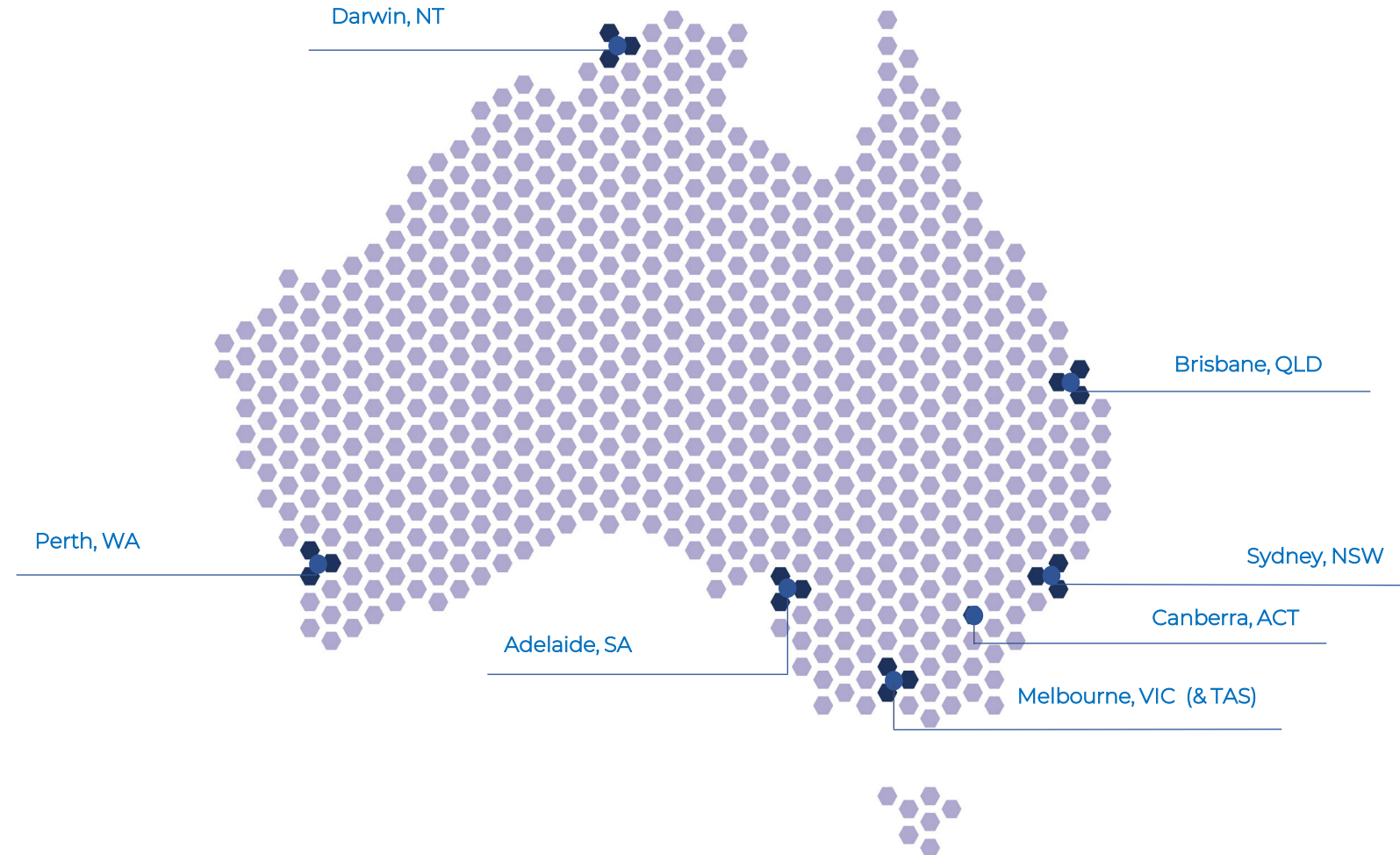
- › Desktop power and data works
- › Light level audits
- › Exit and emergency light test
- › Lamp replacements
- › Test and tag electrical equipment
- › Switchboard testing

Healthcare & aged care								
Mining & resources								
Banking & finance								
Corporate								
Manufacturing								
Data centres & technology								
Utilities & smart buildings								
Retail								
Sports, entertainment & hospitality								
Airports and airlines								
Government								
Education								
Defence								
Rail, transport, logistics & warehousing								

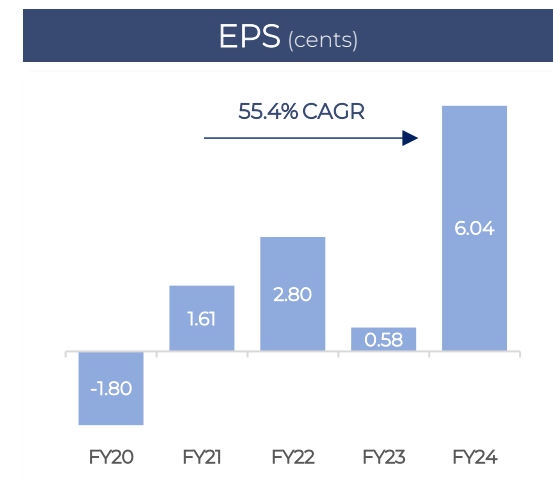
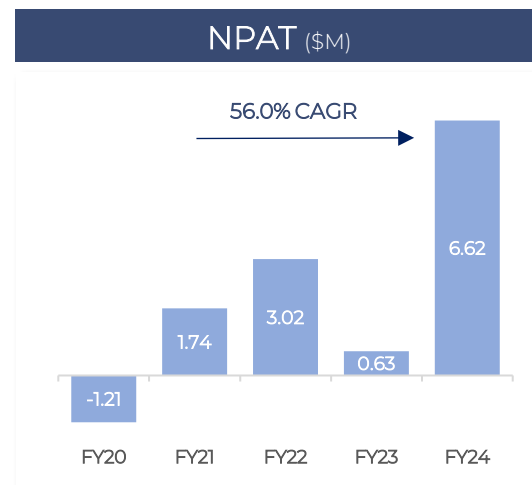
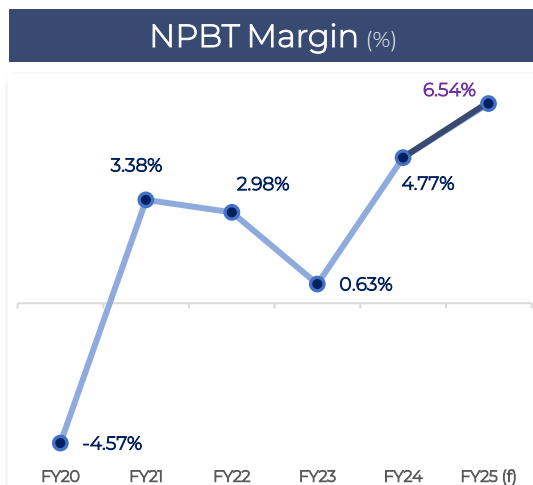
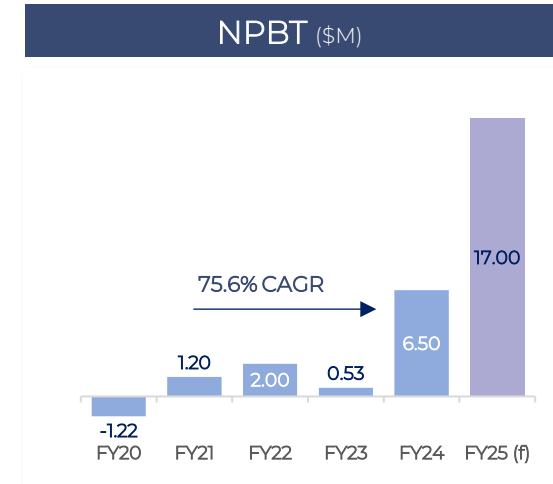
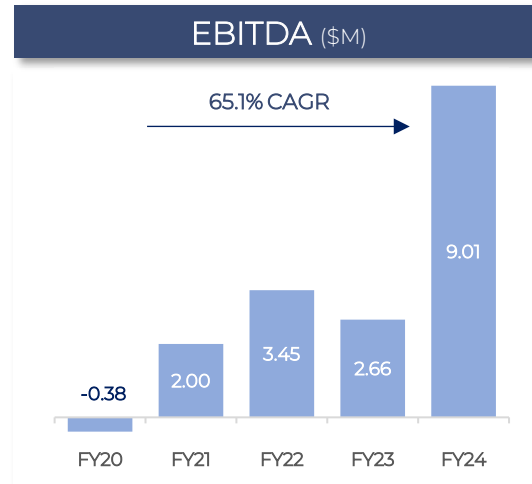
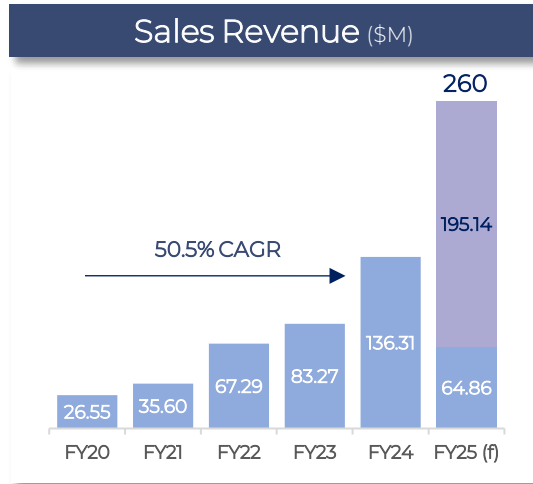
Work profile by state

Work is vigorously pursued in all states and territories, with a particular sector focus in some areas where markets are more prevalent:

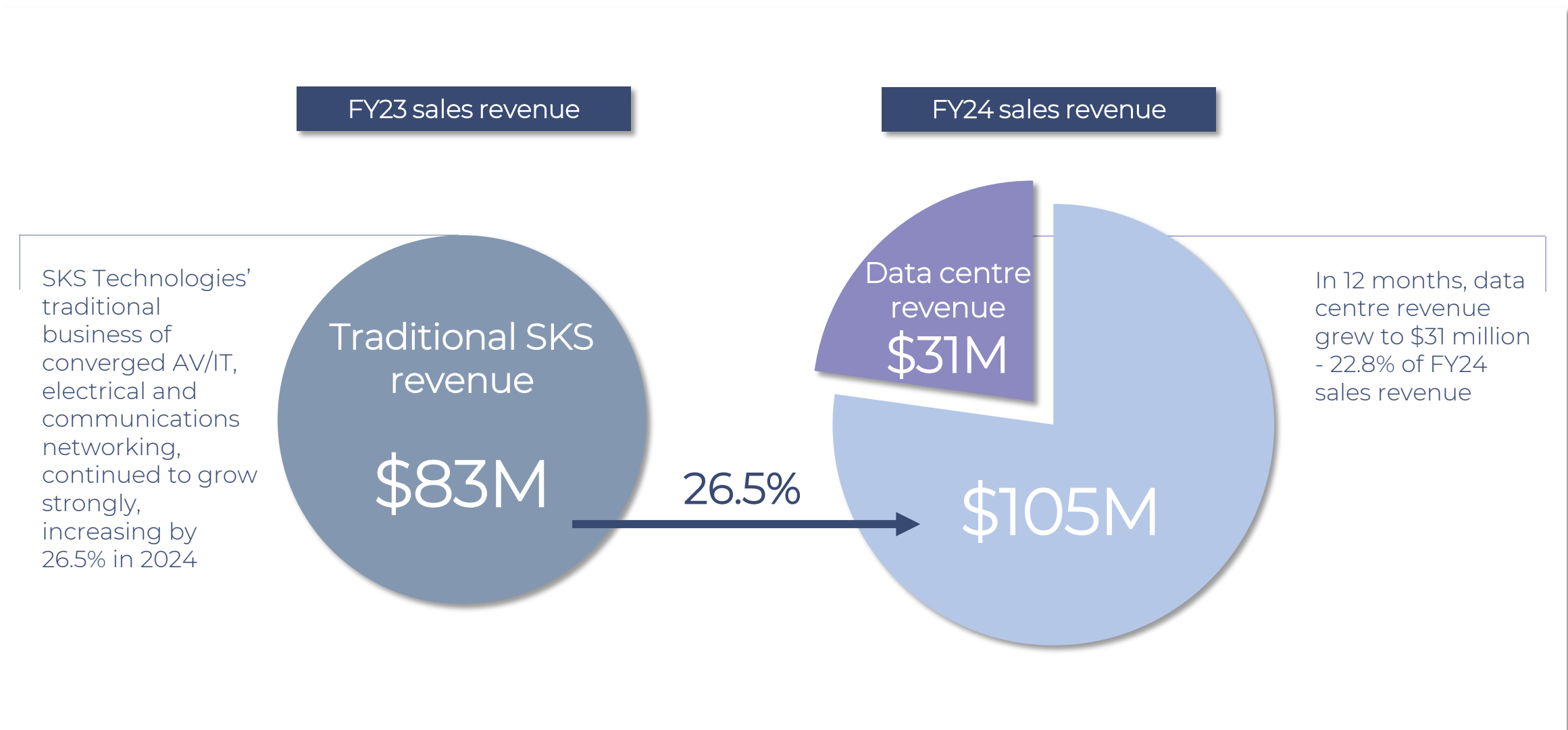
- › WA – mining and resources
- › NT – defence
- › SA – defence, corporate
- › QLD - retail
- › NSW – data centres, retail, corporate
- › VIC – data centres, corporate, retail
- › ACT - defence



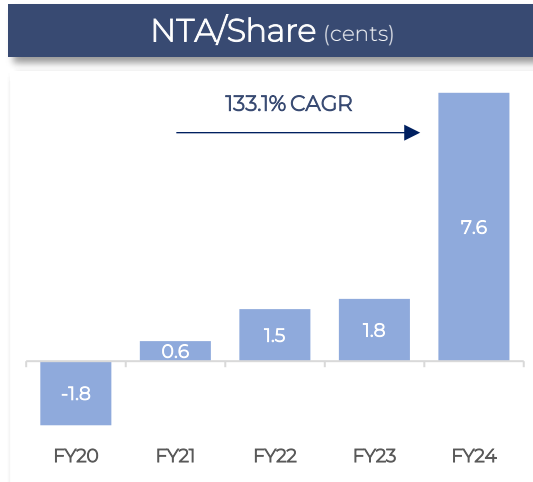
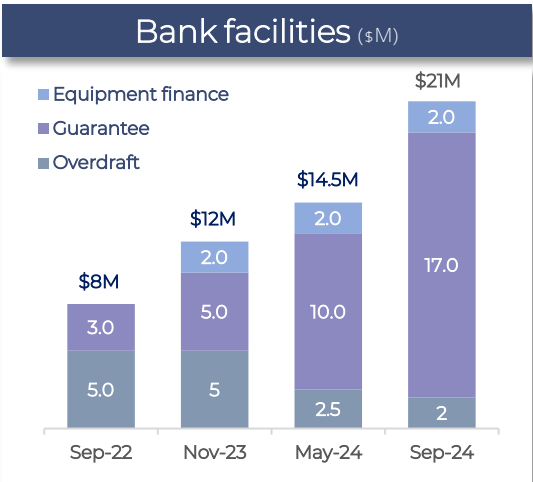
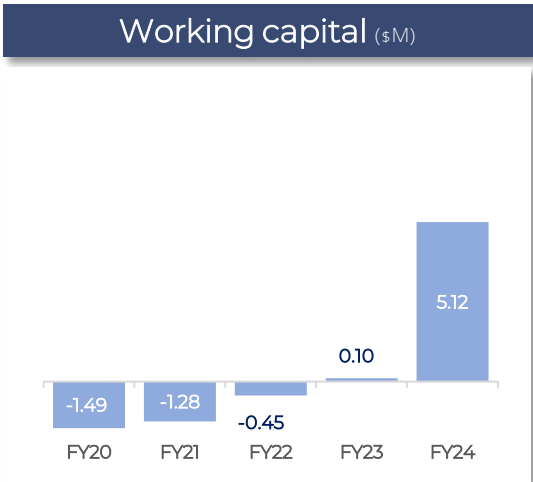
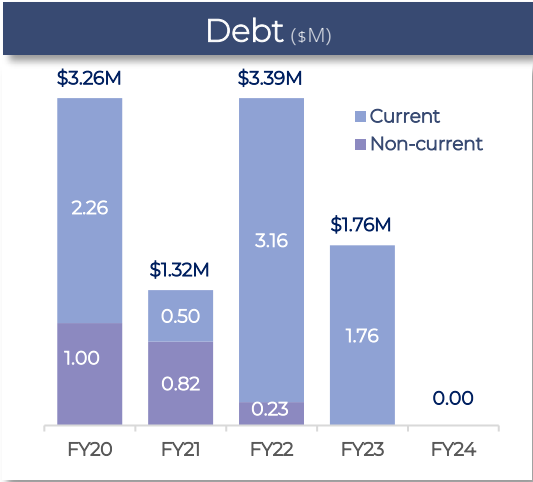
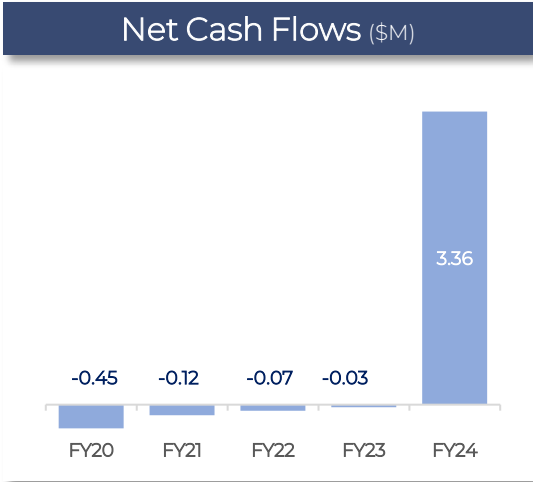
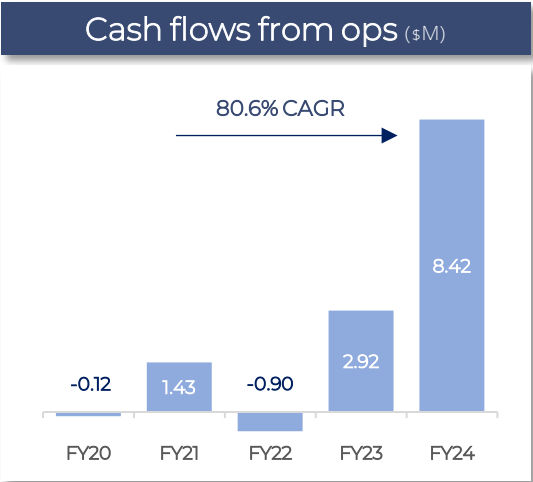
All earnings metrics show quantum growth



Diversity and growth in traditional revenue base



Strong balance sheet to fund growth



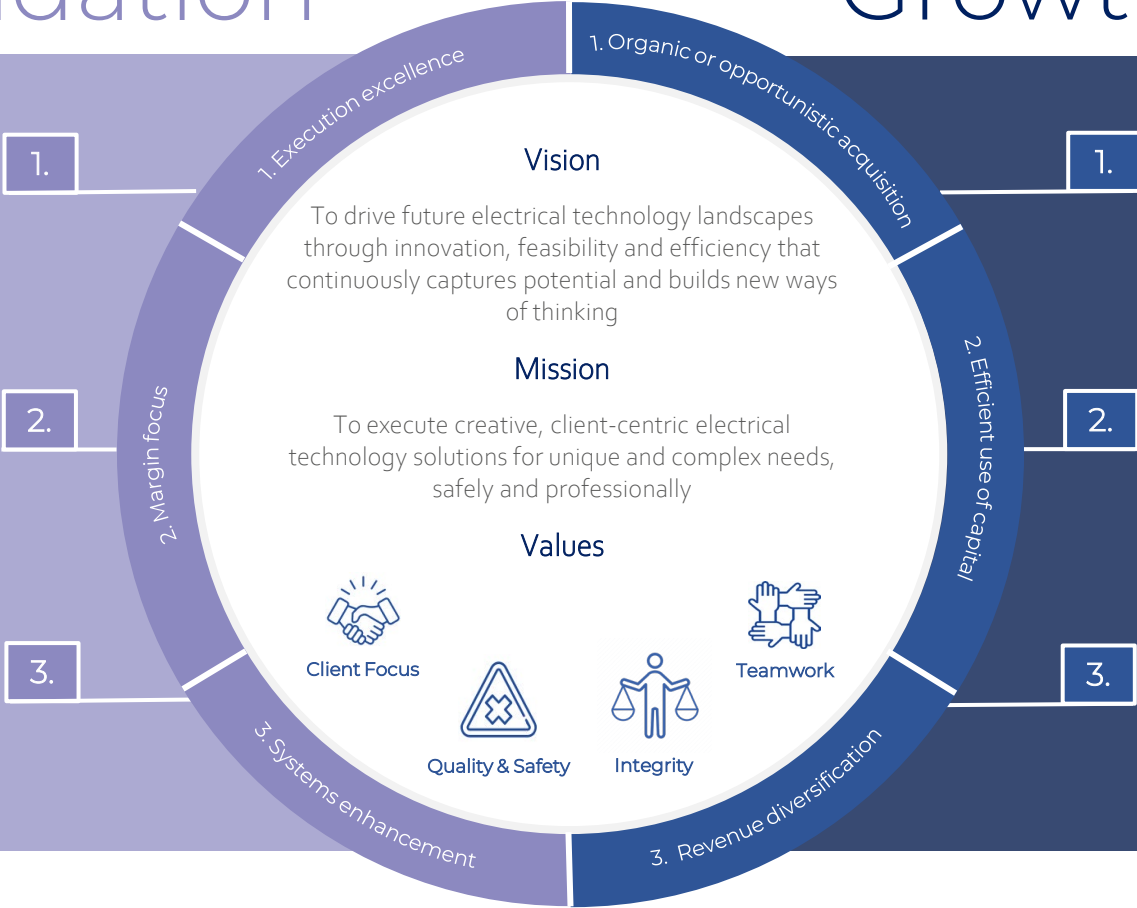
Dual strategic focus

The priority is to embed an increasingly sophisticated operating base to support continuing rapid levels of planned organic growth.

Consolidation

Growth

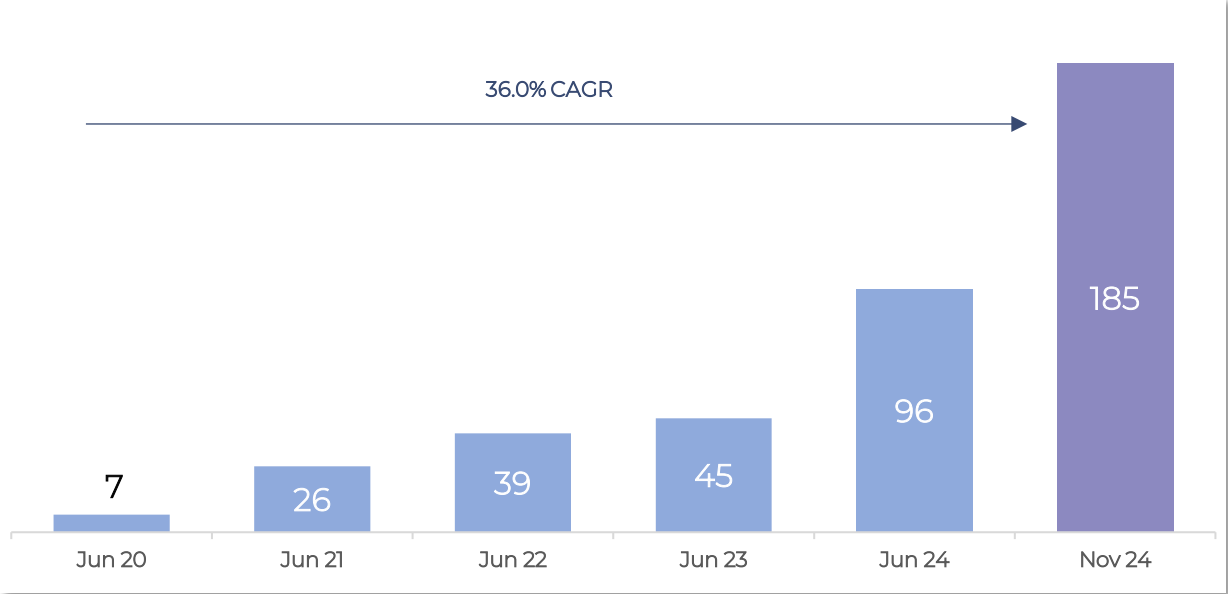
- Focus on recruiting the right people
 - Providing training programs for employees that foster attitudinal excellence
 - Seek feedback from customers during and upon completion of projects
-
- Ensure margins are maintained despite continuing rapid increase in market share
 - Manage cost base to support growing operating platform
-
- Invest in IT systems to support growth
 - Build the operating framework to sustain a higher level of operating activity
 - Continue to enhance the SKS Technologies safety culture



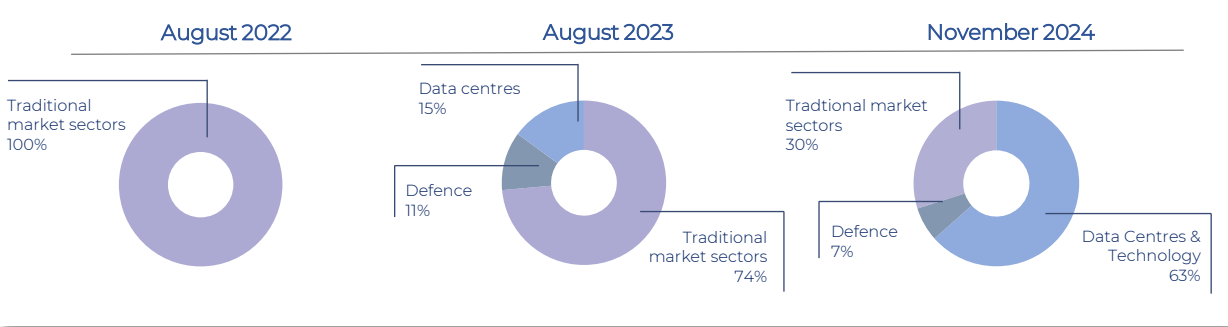
- Pursue core growth organically
 - Assess opportunistic acquisitions for fit
 - Anticipate market demand and direction
-
- Rigorous analysis of investment options
 - Constant eye on future capital needs
-
- Build state-based customer accounts into national accounts
 - Focus on growth across all market sectors

Strategy evident in work on hand profile

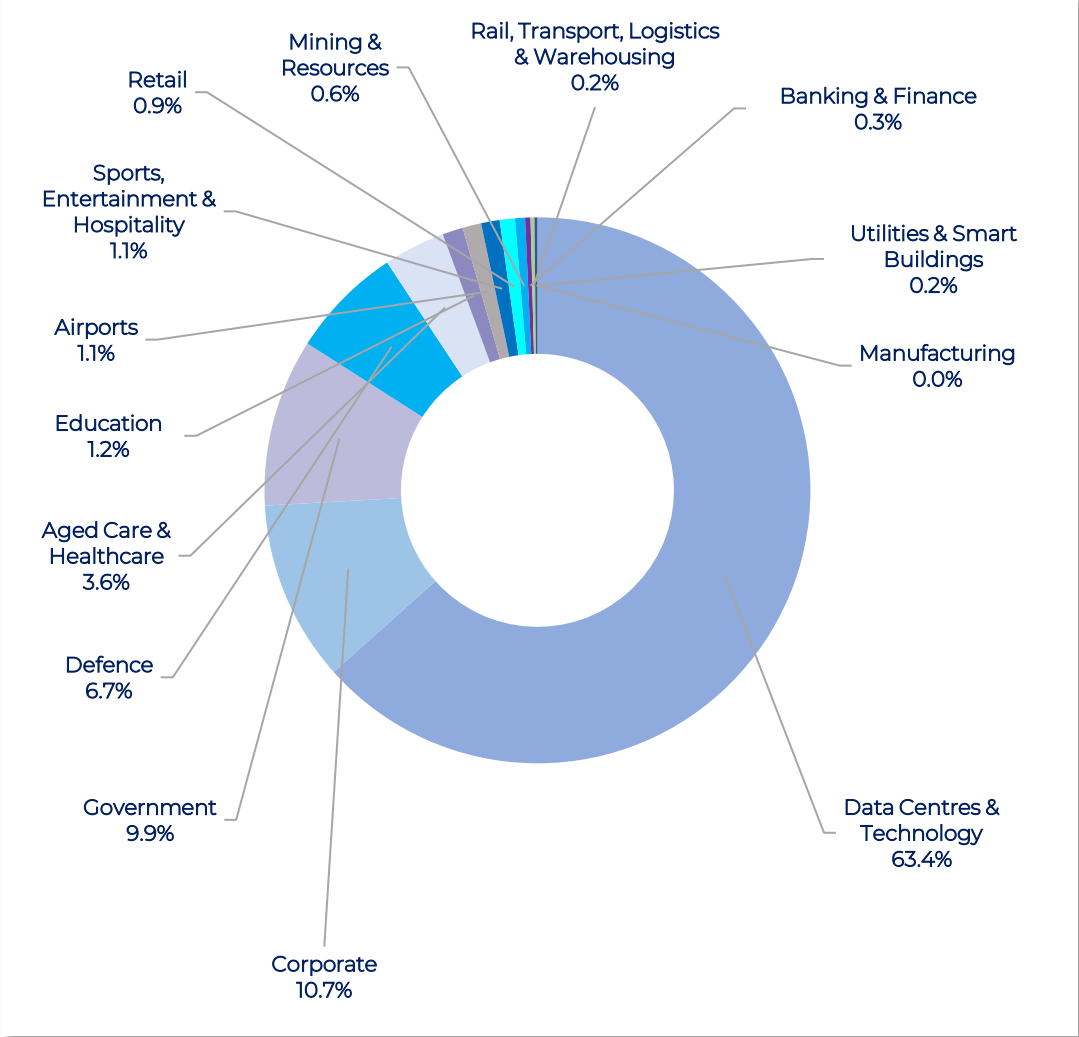
Total work on hand (\$M)



Increase in work on hand in targeted market sectors (%)

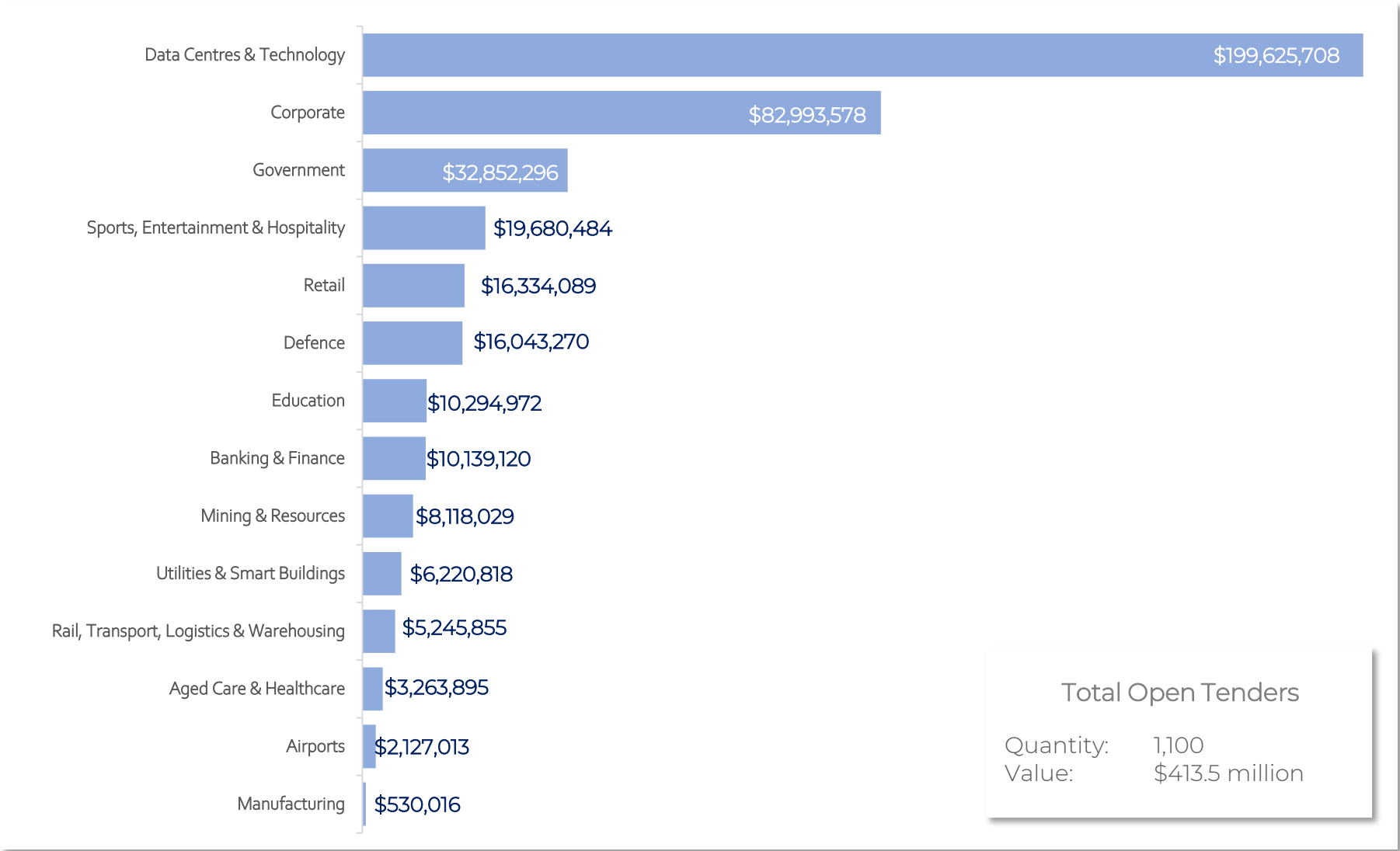


Work on hand by sector



Unabating pipeline of opportunities

- Continuing strong momentum in pipeline
- Demand in the data centre market is large and growing, as anticipated.
- Several very large contracts won in FY24 and FY25
- Reputation for innovation and excellence drives new work
- Early mover position provides a head start on expertise and credibility in the marketplace
- Focus remains on winning work across all market sectors



Data from 12 November 2024

Project – Australian Defence Force's RAAF base, Tindal, Northern Territory



Australian Government

Defence

SKS Technologies is completing a range of electrical and communications infrastructure projects at the Tindal base. As an example of its complexity, one component of the project involved laying 180km of fibre optic cable across the entire site with efficiency as a core consideration.

Another component involved the installation of specialist communications systems in a secure concrete bunker in accord with specific ADF standards and requirements.

The project is due for completion in February 2026.



Project – data centre for Built, Melbourne, Victoria

Built.

SKS Technologies has secured a series of contracts with major projects developer, Built, for work on an international hyperscale data centre.

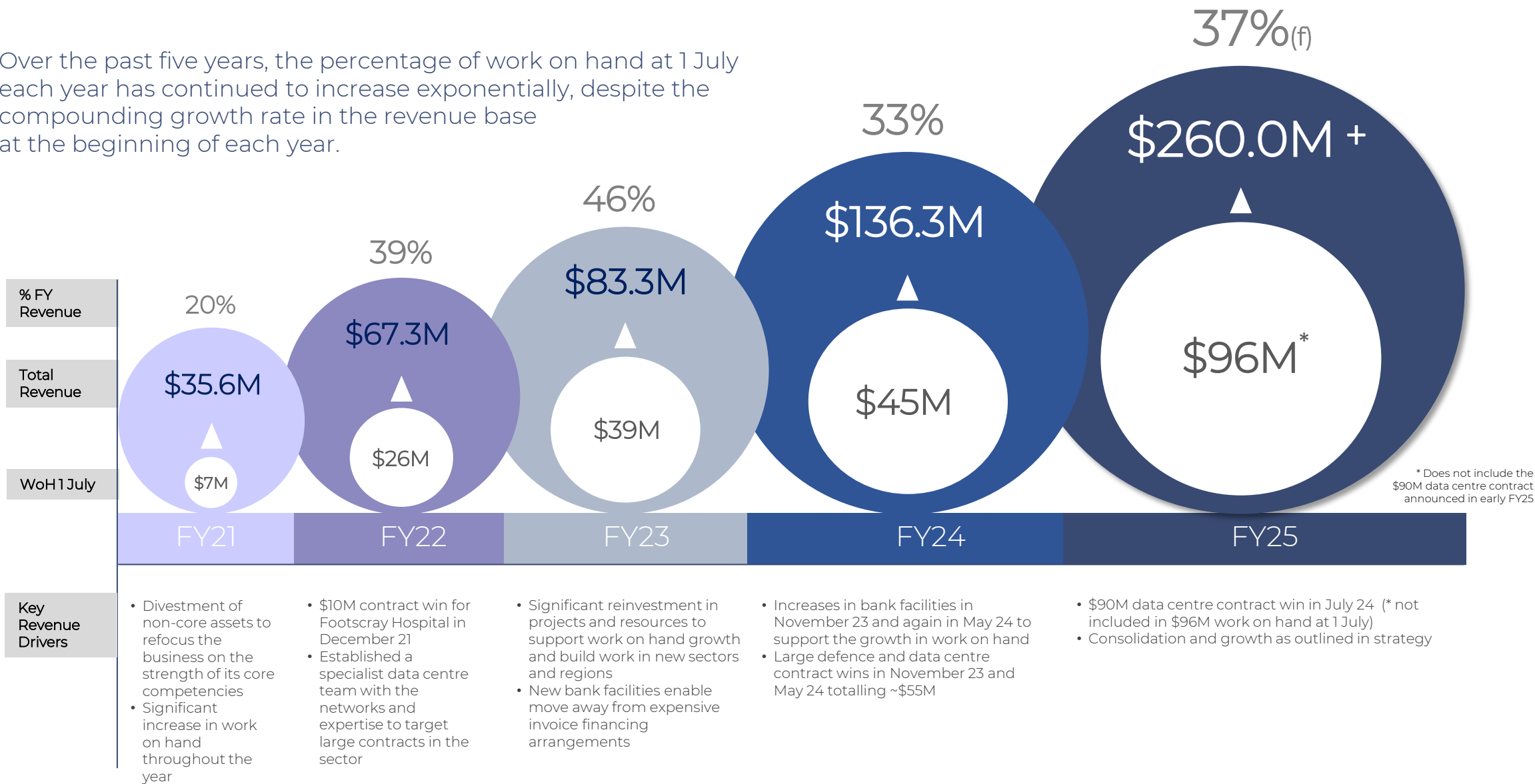
Works involve the design and construction of electrical systems for numerous multi-level data hall facilities to expand the data centre from 100MW capability to 185MW.

The project is scheduled for completion in October 2025.



Pathway to \$260 million revenue

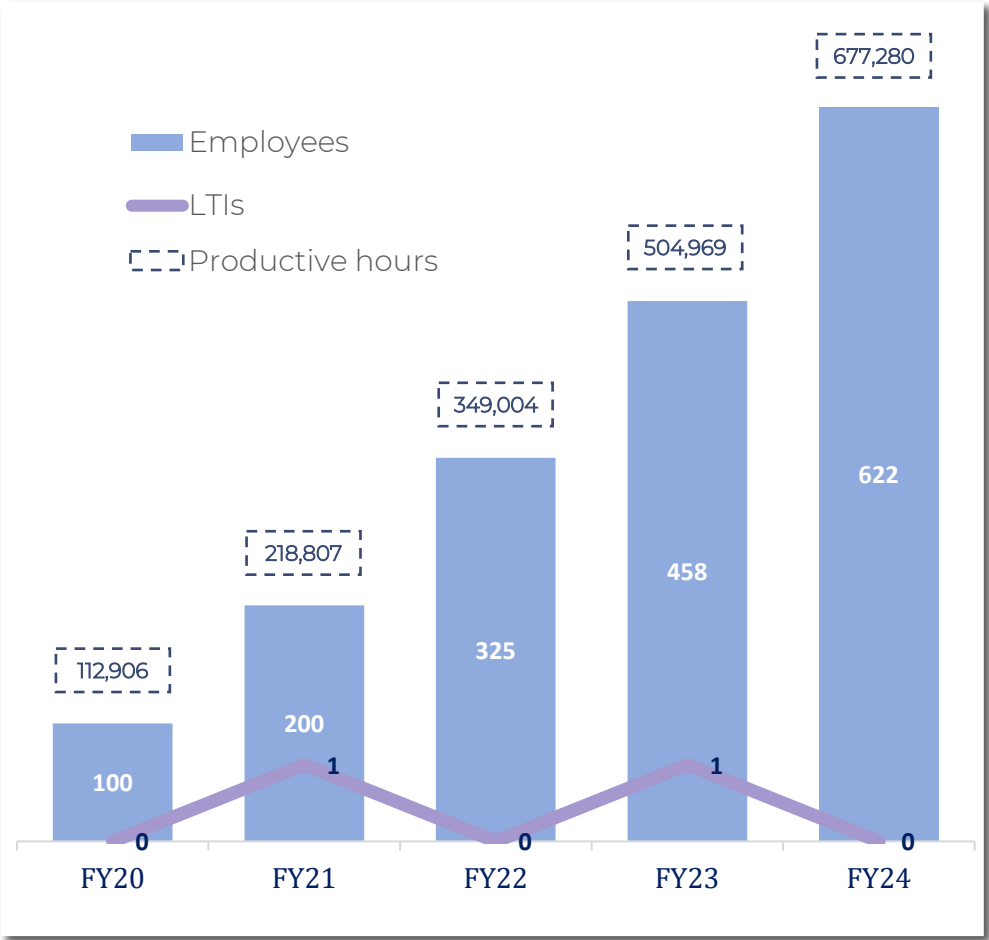
Over the past five years, the percentage of work on hand at 1 July each year has continued to increase exponentially, despite the compounding growth rate in the revenue base at the beginning of each year.



Safety record sustained despite large and rapid growth

Excellent safety culture prevails despite quantum increase in employee numbers and productive hours

There has not been a serious injury in the ten-year history of the business



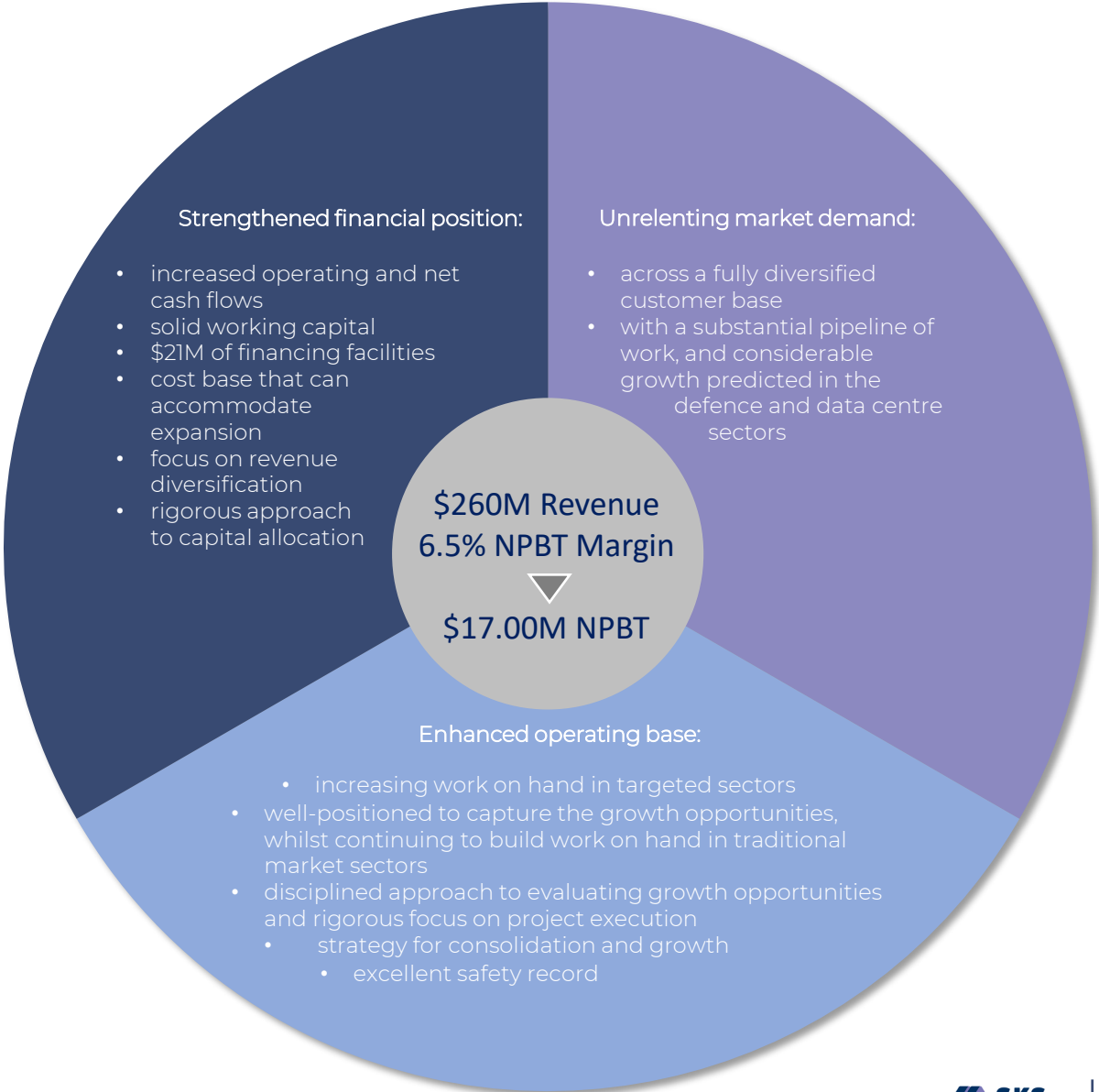
SKS Indigenous Technologies - national operations

A uniquely successful combination, founded on a genuine motivation to contribute knowledge, opportunities and organisational structure to the advancement of young Indigenous people as well as a commercial imperative to drive operational growth across all states and territories.

Established in August 2022	\$10M	\$1.5M+	6
	FY24 revenue	Spent on Indigenous employment in FY24	States of operation NT, WA, SA, VIC, NSW, Qld
	\$13.6M	17 + 5	\$5M
	Work on Hand as at Sept 2024	Electrical apprentices and fully qualified electricians	Largest contract won

Outlook and investment proposition

SKS Technologies is positioned for further organic growth with adequate capital to fund it in a booming market environment.





Further information:

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