

# Stokes

Appliance Parts | Technologies | Service | Industrial



## Stokes Limited (SKS) 1H Results Presentation

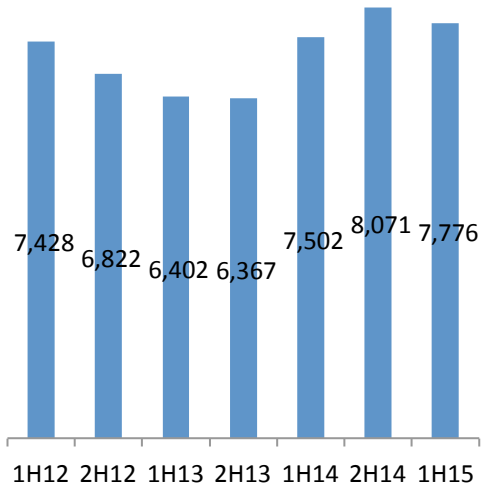
## Key Highlights

- Group revenue steady at \$7.7M (PCP \$7.5M).
- EBITDA\* (\$19,772) (pcp \$109,615 ).
- NPAT\* (\$291,292) (pcp \$13,170 ).
- Revenue from technologies division \$1.5M (pcp : nil).
- Appliance Parts online sales now at 24%
- Significant investment in expansion of Technologies division

\*Net Profit After Tax and EBIT after adding back business-restructuring costs of \$207,000 expensed to profit & loss

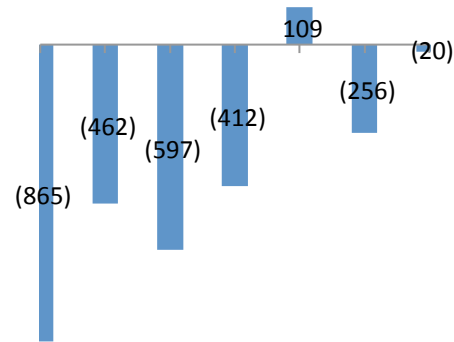
# Results Snapshot

## Revenue



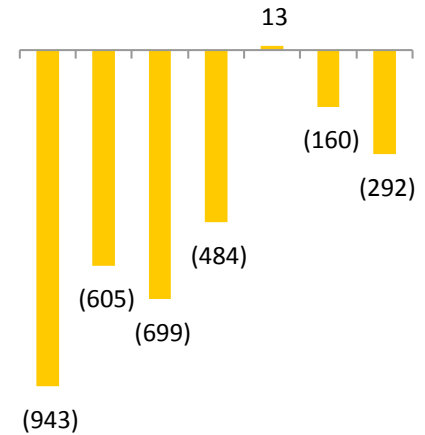
## EBITDA

1H12 2H12 1H13 2H13 1H14 2H14 1H15



## NPAT

1H12 2H12 1H13 2H13 1H14 2H14 1H15



## Technologies Division - Audio Visual & Lighting

- Revenues of \$1.5M (PCP:NIL)
- Continued investing in key staff with employees now at 15
- Launched new products: Ascendancy & Worksphere
- Appointed exclusive Australian distributor of Forma Lighting
- Established NSW sales office
- Established WA sales office (commenced January 15)

## Technologies Division - Audio Visual & Lighting (cont'd)

- LED lighting now proven technology and at early adopter stage for retrofitting existing installations due to significant power and maintenance savings.
- Project pipeline continues to expand.
- Business being run with long term sustainable growth at the expense of short term profitability

## Appliance Parts and Industrial Divisions

- Appliance parts division reaping gains post restructure
- Revenues lower as a result of removal of non profitable products
- Costs significantly reduced leading to doubling in profitability
- Online transactions now account for 24% of sales and growing.
- Industrial manufacturing division continued downsizing
- Staff numbers reduced from 100 (2012) to 48 (2014)

## Outlook

- Technologies division growing rapidly with strong project pipeline
- New offices in WA & NSW to contribute in FY16
- New products open doors to larger customer and project pool
- Appliance parts division expected continued improvement

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