

Stokes Limited (SKS) FY2015 Investor Presentation

'Leading provider of innovative
technologies, products and solutions'



Stokes

Key Highlights

- Sale of Appliance Parts Division for \$5M
- Profit on Sale of Appliance Parts Division \$2.4M
- Closure of Manufacturing Division at a cost of \$1.1M
- Company transformed from old world manufacturer to new world technologies business
- Technologies division revenue up 63% to \$3.5M
- No Bank Debt
- Strong cash balance to fund future growth both organic and by acquisition



Financial Summary

Profit and Loss Summary	Continuing	Discontinued	FY 2015	FY 2014
Revenue	3,528,318	11,291,107	14,819,425	15,572,672
Cost of Sales	(2,737,164)	(8,776,842)	(11,514,006)	(10,082,476)
Selling & Admin Expenses	(2,563,319)	(3,458,790)	(6,022,109)	(5,408,280)
Depreciation	(66,285)	(284,441)	(350,726)	(77,618)
Finance costs	(406,790)	-	(406,790)	(150,915)
Goodwill impairment	-	(99,485)	(99,485)	
Reported Net Loss	(2,245,240)	(1,328,451)	(3,573,691)	(146,617)
Increase in finance costs (Con Notes)	321,579			
New business set up cost	1,850,000			
Adjusted net loss for the year	(73,661)			

Technologies Division

- FY sales up 63% to \$3.5M
- Opened NSW and WA offices
- Continued investment in key Staff with employees now at 31
- Secured exclusive Oceania distributorship of Forma lighting products
- Appointed Exclusive Australian distributor of AEC & Eco Point lighting
- Established lighting distributors in WA, QLD and ACT

Technologies Division

- LED lighting retrofit market expanding rapidly
- Strong start to new financial year with +\$2M of new orders
- Acquired AV and telecommunications business with \$1.5M revenue
- Expecting significant growth in coming years

Corporate Snapshot

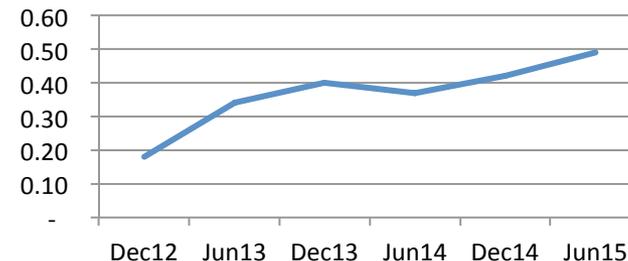
Capital Structure

Shares on issue	29.1 million
Convertible Notes	7.3 million
Options on issue	Nil
Share price	49.5c
Market Cap	\$14.4 million
52 week high	50c
52 week low	37c

Directors & Management

Peter Jinks	Non Executive Chairman
Greg Jinks	Executive Director
Con Scrinis	Managing Director

Share Price Performance



Shareholder Breakdown

Directors & Management	46%
Top 20 Shareholders	86%
Substantial Shareholders (Non Management)	
JM Financial Group	19%

stokes.com.au

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