



# STOKES LIMITED

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(ASX:SKS)

**FY16 Results Presentation**

# Highlights

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## Continuing operations

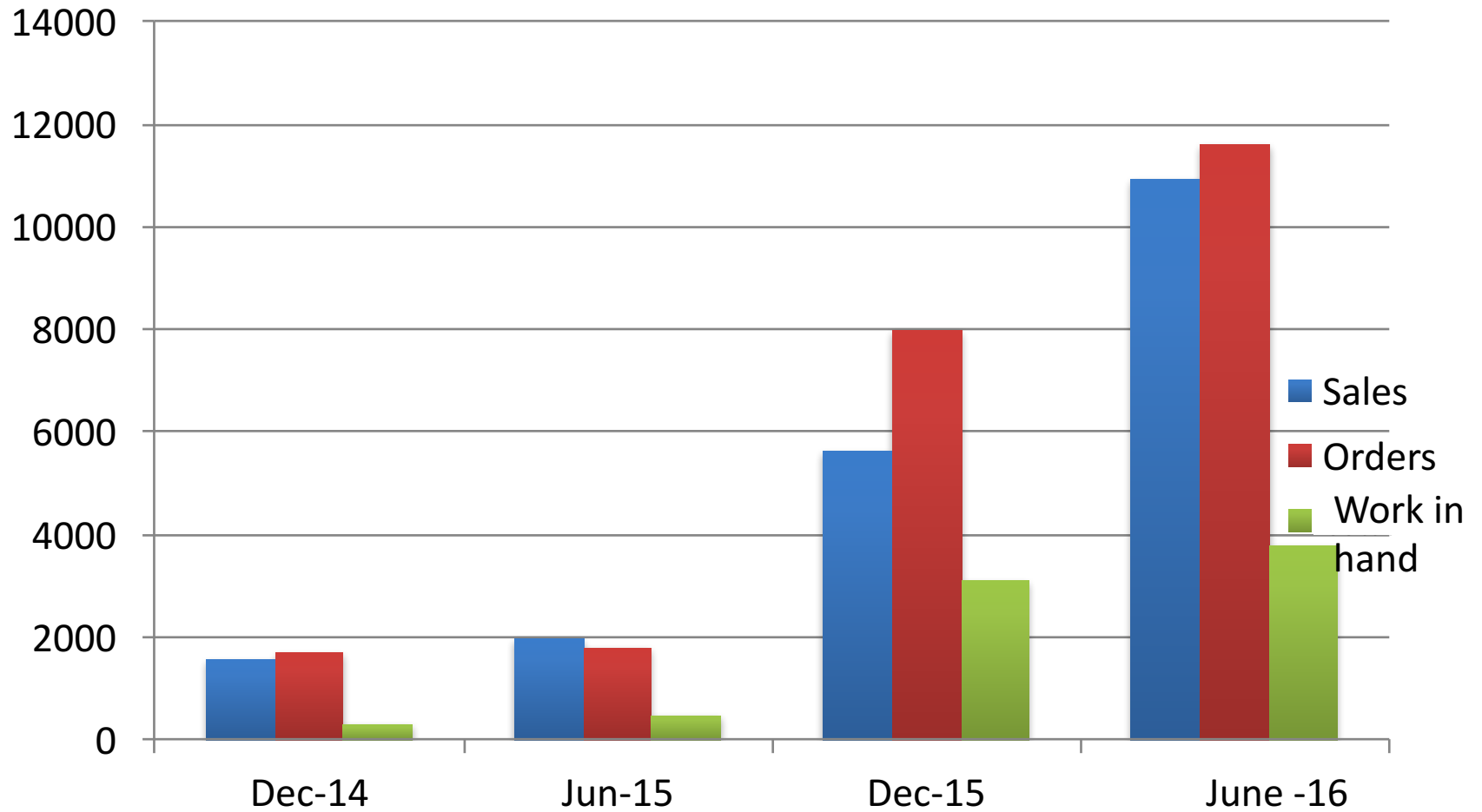
- Sales up 338% to \$15.4 million
- FY loss \$1.5 million reduced from \$2.2 million (FY15)
- Stronger 2H delivers EBITDA \$200K resulting in \$1.4 million turnaround from 1H
- FY order intake \$17.6 million
- Work in hand increased from \$500K to \$3.8 million 30 June.
- Won Simonds Stadium and Melbourne Airport AV projects combined \$3 million
- Work in hand August 2016 \$10 million following major project wins
- Acquired AV & IT distributor Duetek Distribution
- Appointed Australian distributor of AT&T structured data cabling products
- Won multiple major lighting projects with blue chip clients
- Strong R&D focus delivers first sales of “Ascendancy” control system.

## Discontinued operations

- Sale of appliance parts division for \$5 million
- Closure and exit of manufacturing division
- Profit from discontinued operations \$1.5 million



## Impressive sales growth for new businesses



# LED Lighting Division

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- Established 2014
- LED lighting has revolutionised industry due to energy/maintenance savings
- Secured exclusive Oceania distributorship of Forma & AEC lighting products
- Established lighting distributors in WA, QLD
- Stokes operates in commercial specification market working with electrical engineers and consultants to design & supply lighting projects
- Stokes also assists clients obtain govt rebates where applicable
- Products inc LED panels, down lights, floodlights & industrial lighting
- Projects inc offices, big box retail, warehouses, schools, railway stations
- New products constantly under development

## formalighting



# Audio Visual & IT Distribution Division

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- Acquired Dueltek Distribution Sep 2015, \$1.5m pa revenue business
- Melbourne based with significant online presence
- Dueltek invested in additional product lines
- Added sales staff & upgraded IT systems
- Apr 2016 appointed national distributor of structured cabling systems provider`AT&T Cabling Systems
- Products including LED video walls, AV control systems, cable systems, wall plates, racks & cabinets, speakers, wireless routers
- Customers include AV & IT integrators, electrical contractors, govt departments



# Audio Visual Integration Division

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- Established 2014
- Opened NSW & WA offices 2015
- Experienced management team with ability to deliver large scale technical projects
- Stokes operates in the commercial specification market working with electrical engineers & consultants to design & supply high end fully integrated AV projects
- Products installed include AV control systems, LED screens, projectors, speaker systems & video conferencing which incorporates programming & commissioning
- Stokes services include providing support & scheduled maintenance for customers
- Projects include offices, boardrooms, meeting & conference rooms, retail