



Annual General Meeting

17 November 2022

ASX: SKS



The Eminence, Brisbane

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Adelaide Railway Station



Chairman's Address

Peter Jinks





Data Centre

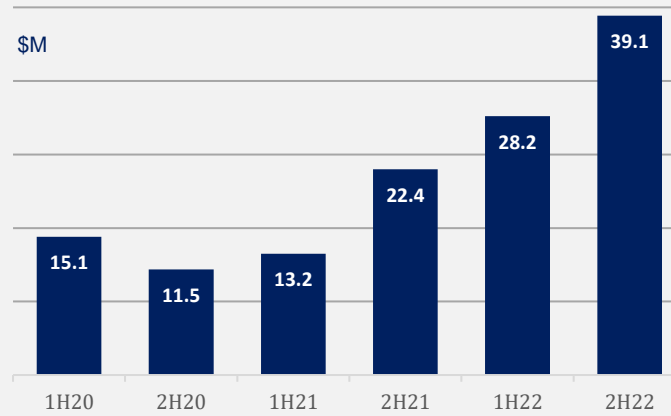


Chief Executive Officer's Report

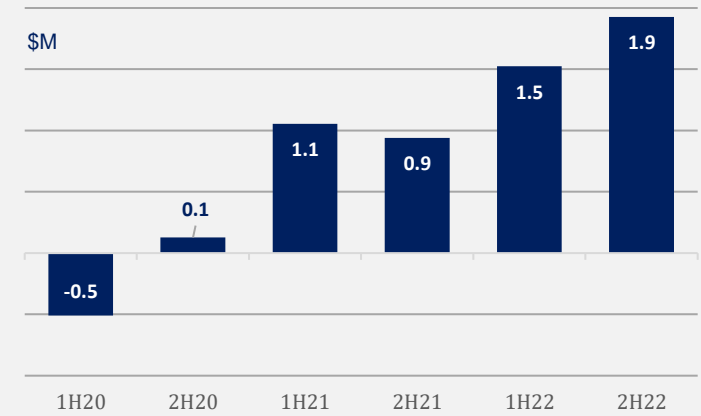
Matthew Jinks

Since the completion of the restructure at FY20, and despite the impact of Covid, revenue has grown at a compound annual growth rate of 59.2%. The business has completed the year with a revenue run rate in excess of \$90 million against the previously stated \$80 million annual revenue target for FY23.

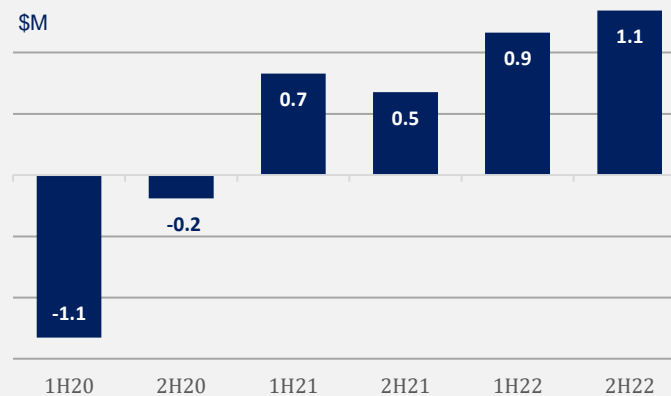
Sales Revenue



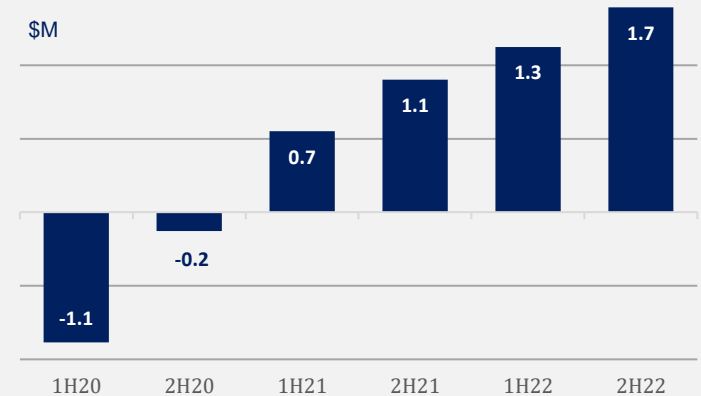
EBITDA



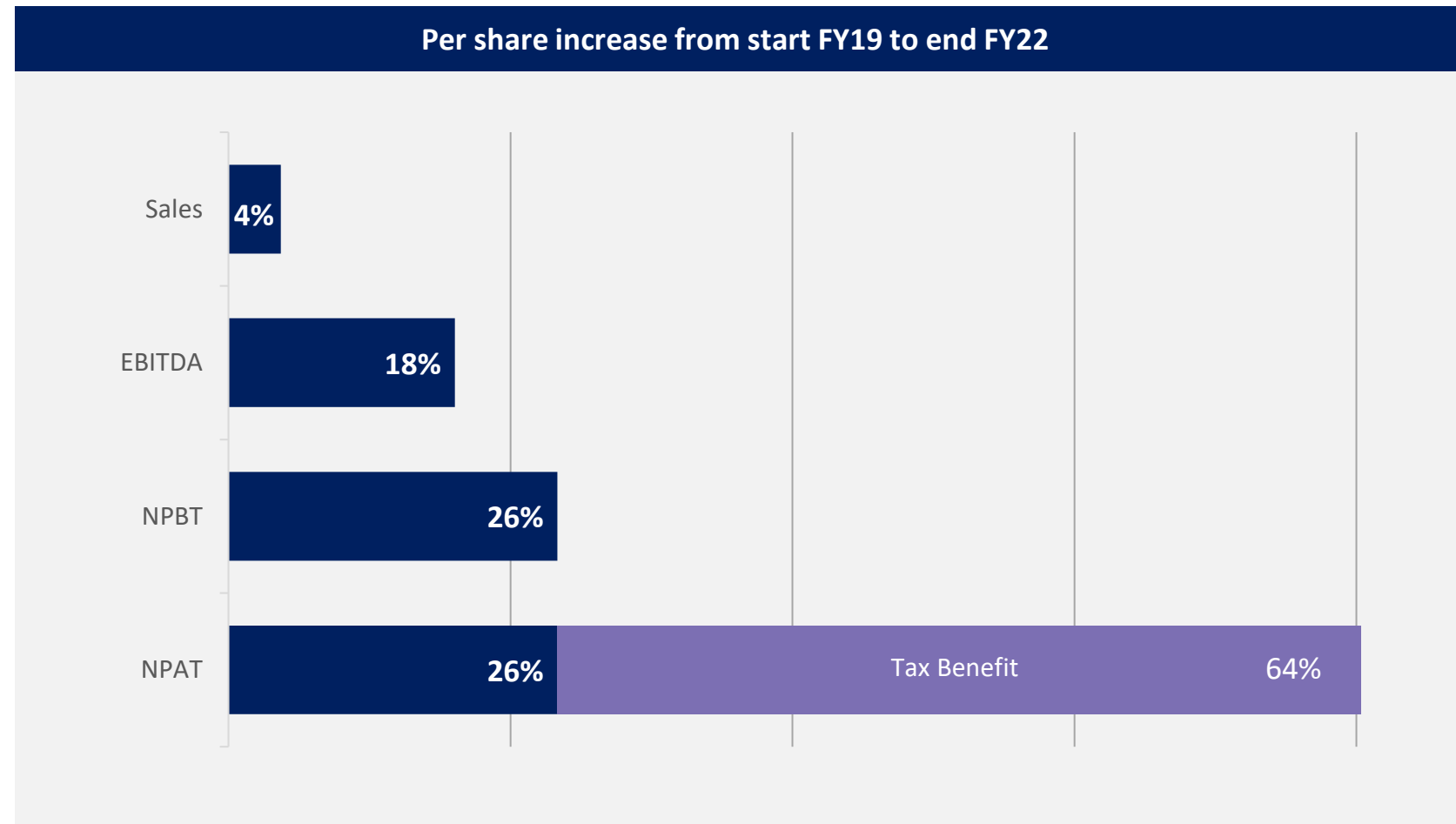
Net Profit Before Tax



Net Profit After Tax

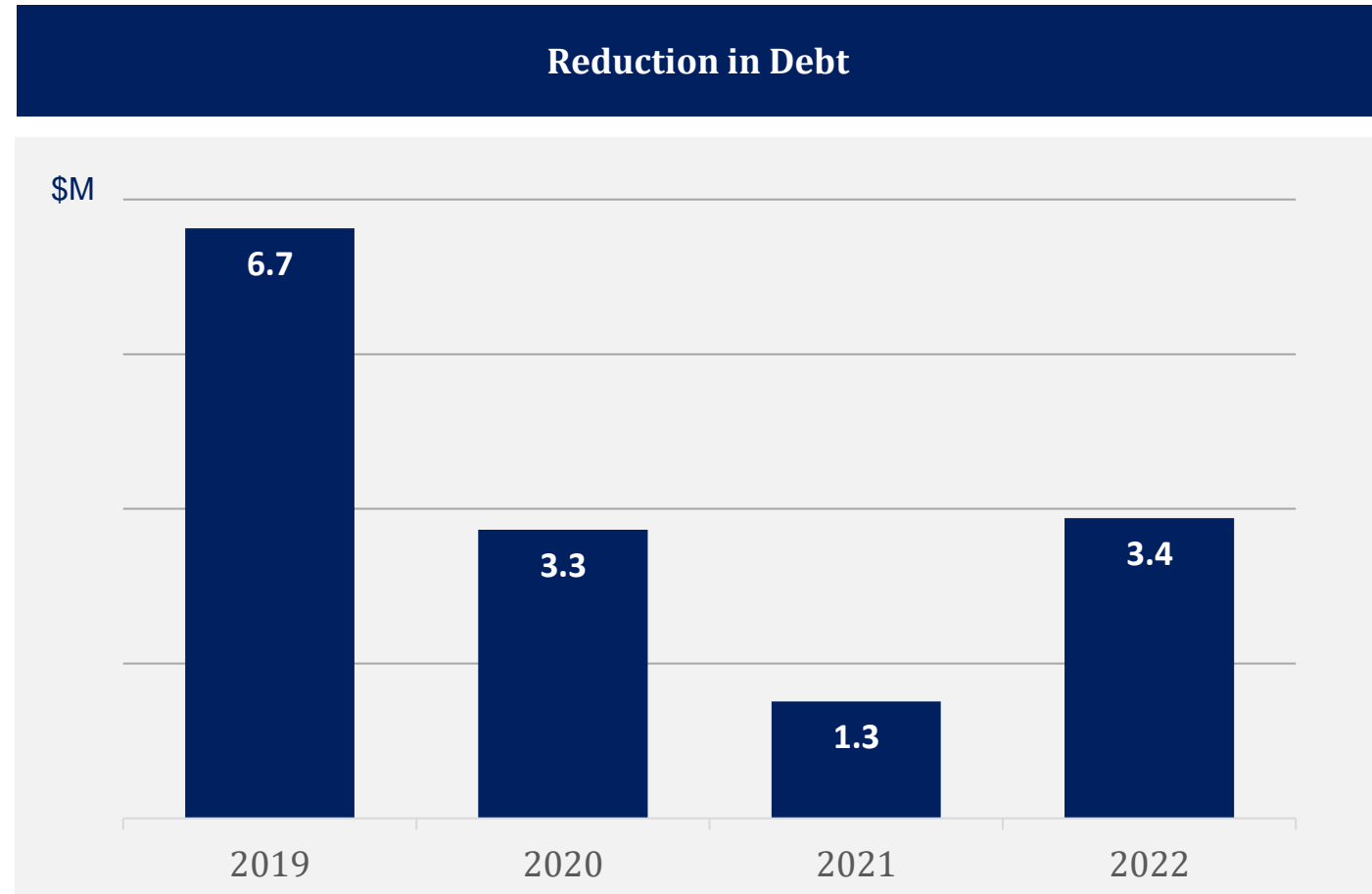


Despite 2.5 times increase in shares on issue, growth all earnings metrics, on a per share basis, have outperformed the growth in issued capital, emphasising the quality of the new earnings.

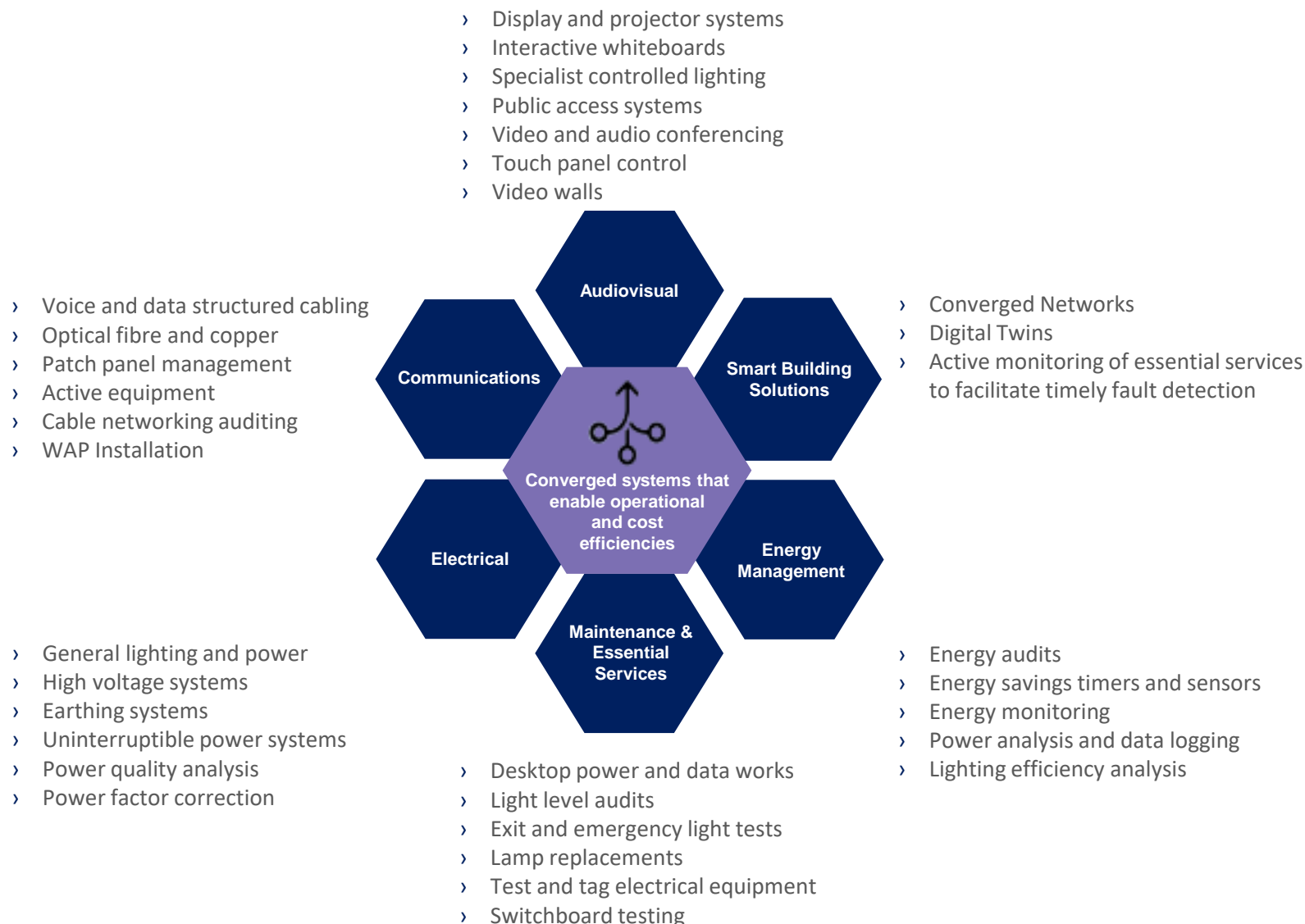


*From FY19 to FY21,
debt was reduced by
\$5.4 million.*

*Increased debt in FY22
is a result of increased
revenue and a
commensurate
increase in the
financing facility.*



SKS Technologies' optimum capability offers a technology package that manages employee connection and interaction, energy management and data warehousing to mitigate risk and extract maximum value from a business's core operations.

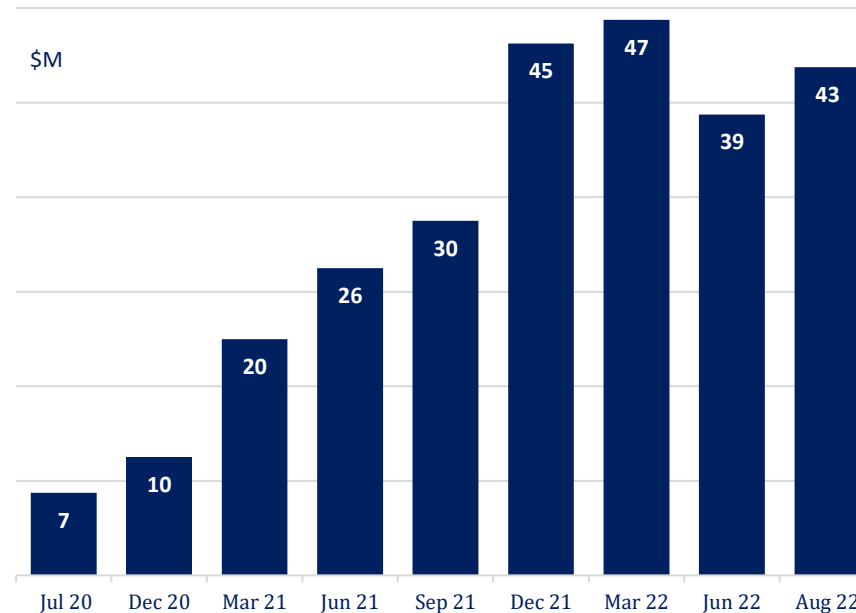


SKS Technologies Group is headquartered in West Melbourne and employs 325 EFTs working from offices in the capital cities in Australia, except Tasmania, which is serviced from Victoria. It offers the largest range of integrated systems and services nationally and is the only ASX-listed business of its kind.

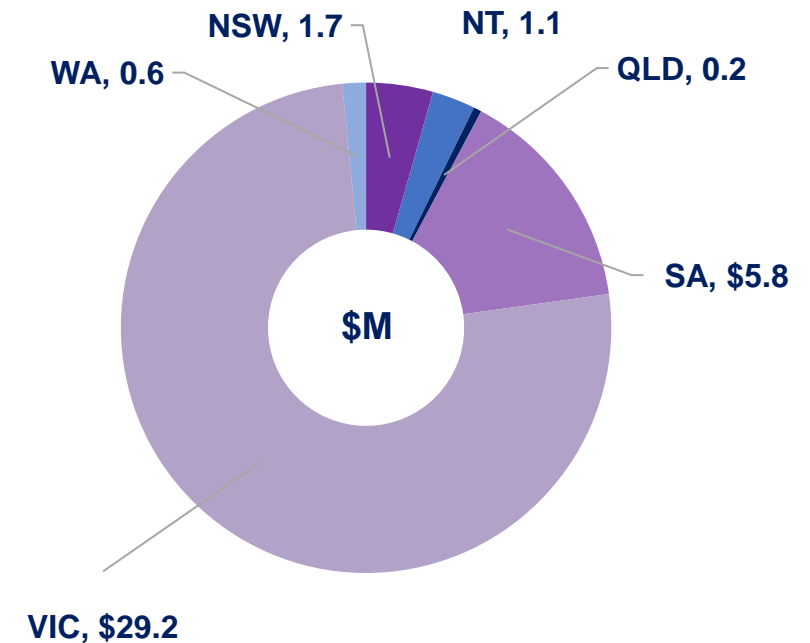


The order book has expanded rapidly over the past two years, requiring significant investment in resources to deliver the work load. The new offices in Canberra and Darwin, and restructured offices in Brisbane and Perth, are expected to increase the diversity of earnings across the geographic markets.

Total Work on Hand



Work on Hand by Location



SKS Technologies Group enjoys a 96% repeat business level from a diverse range of listed, private, government, large and small organisations across the full spectrum of industry sectors. Our relationships with our customers, suppliers and employees are what make our business so successful.



Management understands the value of keeping people safe, protecting and preserving the environment, operating ethically, and celebrating the approach to diversity and inclusion that has helped drive the business to achieve the success that it has delivered over the past few years.

Mission

To preserve and improve the physical, social, environmental cultural and economic health and wellbeing of its neighbourhoods, while ensuring quality of life for current and future generations.

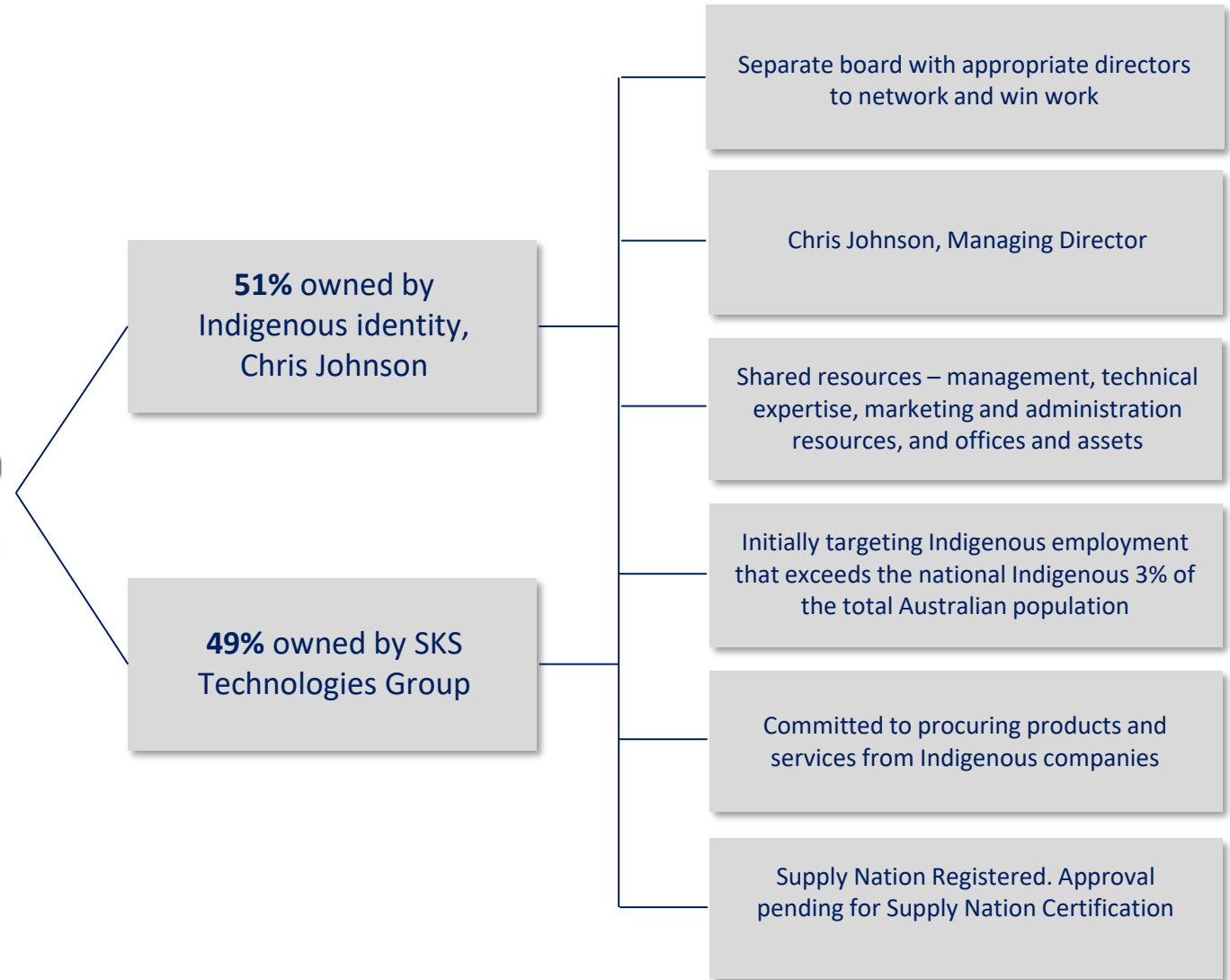


Our expansion strategy informs every major decision that is made in the business and is supported by an external environment that realises the necessity of our systems and services for its business continuity.




- Focus on organic growth
 - Maintain opportunistic approach to acquisitions – as assessed against specific criteria that drive capability, capacity and scale
 - Leverage new networks
 - Build higher revenue spread across existing cost base
- Build work on hand in newer markets in WA, NT, ACT and QLD
 - Build work for SKS Indigenous Technologies
 - Secure projects directly with the end-user client
 - Continue to strengthen the balance sheet
 - Pursue recurring revenue opportunities
 - Continue to focus on cost efficiencies
- Capture a share of the lucrative and rapidly evolving data warehousing market
 - Continue to focus on technology conversion
 - Pursue converged IT networks projects in intelligent buildings
 - Pursue defence opportunities

A key tenet of our strategy, which also aligns with our ESG approach, is the establishment of SKS Indigenous Technologies, which opens up employment opportunities for Indigenous people as well as valuable markets for our business.



The logical extension of SKS Technologies' systems and services is in integrating more widely to encompass the spectrum of technological value and harness the efficiencies and added functionality that come from full integration.



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- Significant growth in all earnings metrics year on year since restructure completion in mid-2020.
 - Resilient performance through 2H20 and FY21 despite significant hindrance of pandemic
 - More than six-fold increase in the order book over two years with a continuing strong pipeline of attractive opportunities
 - Blue chip client base with high level of repeat business (96%)
 - Growth areas in integrated systems for intelligent buildings as well as in the rapidly developing area of data warehousing and defence
 - Technologies, systems and services that are critical for business continuity and in demand across all market sectors
 - A national presence with branches in all mainland states and territories
 - \$8 million of new CBA bank debt facilities to free up working capital currently tied to project performance guarantees and enable a more flexible and efficient means of funding the operations



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