

Stokes

Appliance Parts | Technologies | Service | Industrial



Stokes Limited (SKS) FY14 Investor Presentation



Presented by Managing Director
Con Scrinis



Key Highlights

- Group revenue up 19% to \$15.6 M (PCP \$13M).
- EBIT* \$254K (pcp loss \$1.06M).
- NPAT* \$103K (pcp loss \$1.18M).
- Revenue from new technologies division \$2.1M (pcp : nil).
- Restructuring complete.
- Two capital raisings totaling \$4.55M.

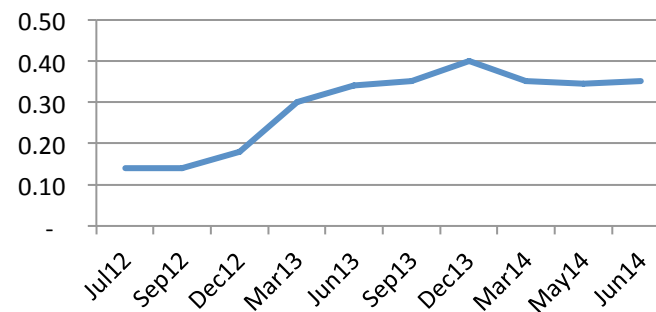
*NPAT and EBIT after adding back restructure costs of \$0.25M

Corporate Snapshot

Capital Structure

Shares on issue	29,151,281
Convertible Notes	7,287,240
Options on issue	Nil
Share price	38c
Market Cap	\$11M

Share Price Performance



Directors & Management

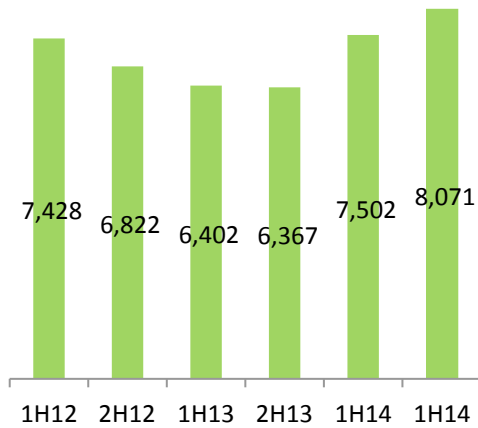
Peter Jinks	Non Executive Chairman
Greg Jinks	Executive Director
Con Scrinis	Managing Director

Shareholder Breakdown

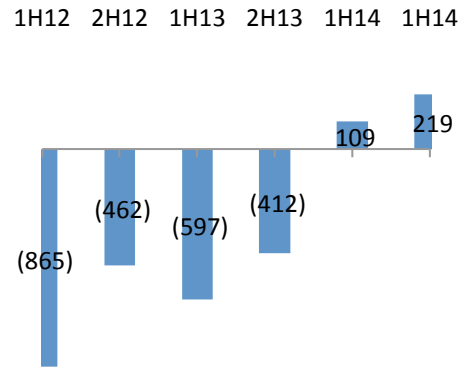
Directors & Management	46%
Top 20 Shareholders	86%
Substantial Shareholders (Non Management)	
JM Financial Group	19%

Results Snapshot

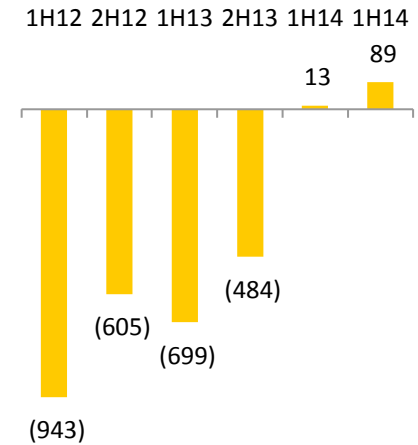
Revenue up



EBITDA up



NPAT up



Balance Sheet

(\$'000)	June 2013	June 2014
Current Assets	4,375	8,115
Total Assets	4,807	8,841
Current Liabilities	2,817	2,370
Debt	1,262	4,014
Total Liabilities	4,190	6,467
Shareholder's fund	617	2,375



Technologies Division

- Immediate success with sales of \$2.1M.
- AV Complete and AV Solutions ranges launched.
- New products being designed and certified.
- Large scale LED lighting retrofit orders won.
- Substantial pipeline of projects underway.
- New office established in West Melbourne.
- 2015 will see rapid growth as we continue to build team.

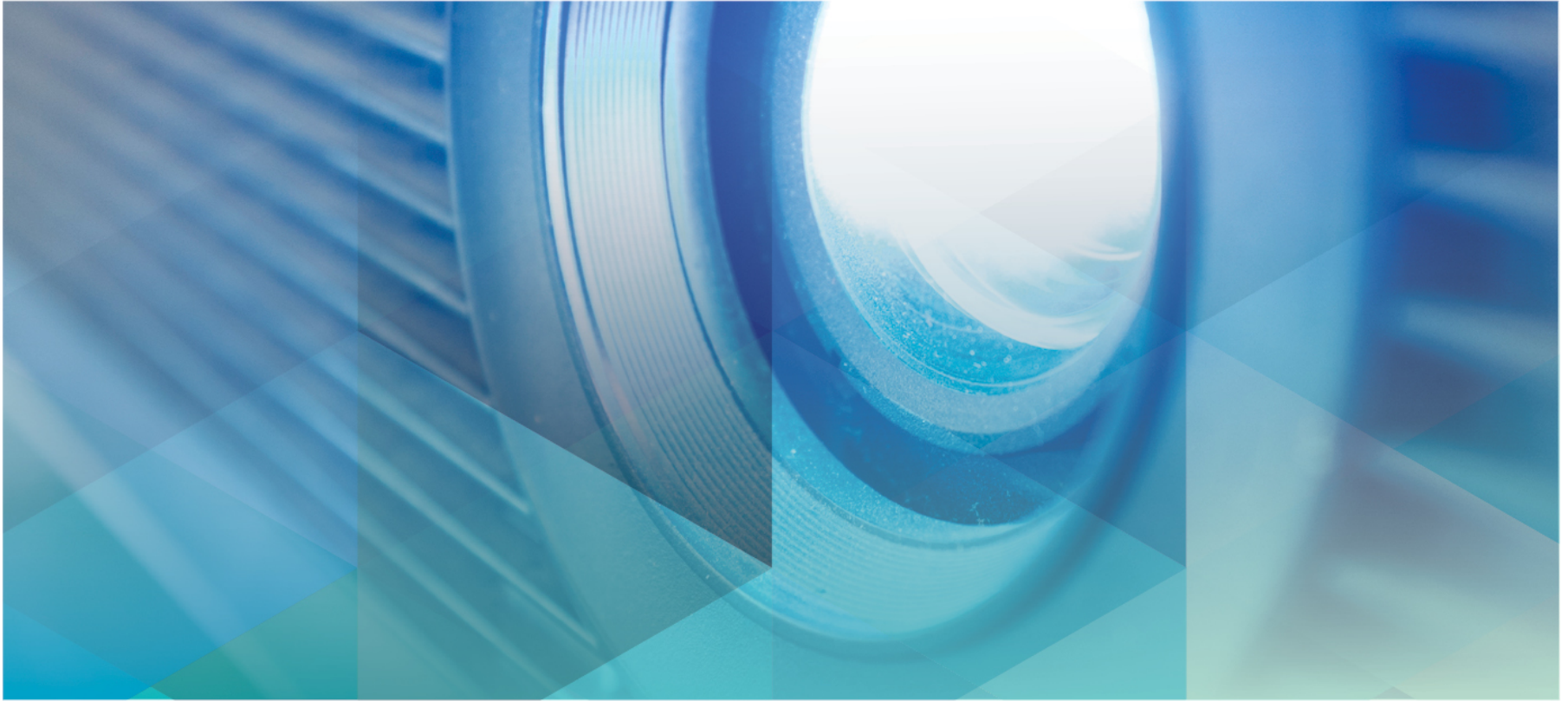


Appliance Parts and Industrial Divisions

- Restructure complete.
- Revenues stabilised \$13.4M (pcp : \$12.8m).
- Acquired ANZ and Janda appliance parts.
- Profitability improving and will continue to do so.
- On line transactions now account for 20% of sales.

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stokes.com.au