



## 2017 ANNUAL GENERAL MEETING INVESTOR PRESENTATION

Leading provider of innovative technologies, products and solutions

## About Stokes

Stokes Ltd, an Australian publicly listed company (SKS) is a leading provider of innovative technologies, products & solutions in the field of Audiovisual, Lighting & Distribution.

### STOKES OPERATES 3 DIVISIONS

#### Stokes Technologies

Audiovisual design & integration

#### Urban Lighting Group

Commercial LED lighting  
design & supply

#### Dueltek

Distribution of audiovisual & IT products



## Board Members

### Peter Jinks

Executive Chairman/  
Managing Director

- 40 years of industry experience
- Co-founded KLM Group, which built a \$160m annual turnover, acquired by Programmed in 2010
- Previous NECA council member

### Greg Jinks

Executive Director

- 35 years of experience in telecommunications sector
- Co-founded KLM Group with Peter
- Leads Stokes strategic and business development

### Terrence Grigg

Non Executive Director

- 25 years' experience in import & export
- Extensive knowledge & experience in purchasing, sales, marketing, financial management
- Experience as a Director across a range of sectors

### Thomas Krulis

Non Executive Director

- Corporate lawyer
- Experience as a MD/CEO
- Extensive network of business contacts

### Paul Miller

Company Secretary/  
Chief Financial Officer

- 25 years of financial experience
- Previous roles with PricewaterhouseCoopers and Pharmaxis Ltd



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## 2017 Achievements

\$24 million  
full year  
revenue, up  
45% on 2016

EBITDA  
increase of  
**145%** to  
\$370,000

Order intake up  
**74% to \$30  
million-plus**

Created  
**Urban Lighting  
Group**  
through two  
new acquisitions

**\$9 million** of  
work in hand for  
2018, up **170%**  
on previous year

Generated  
**strong  
pipeline** of  
potential  
projects



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## Stokes Technologies Major Projects 2017



Simonds Stadium  
Geelong  
\$2 Million



Aloft Hotel  
Perth  
\$1.7 Million



Melbourne Airport T2  
Melbourne  
\$1.4 Million



# Stokes Technologies

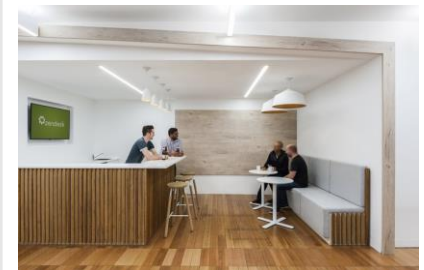
The Audiovisual Division

## Products & Services

Video Walls  
Digital Screens  
LCD Screens  
AV Control Systems  
Sound Systems  
Roll Outs  
Support & Maintenance

## Markets

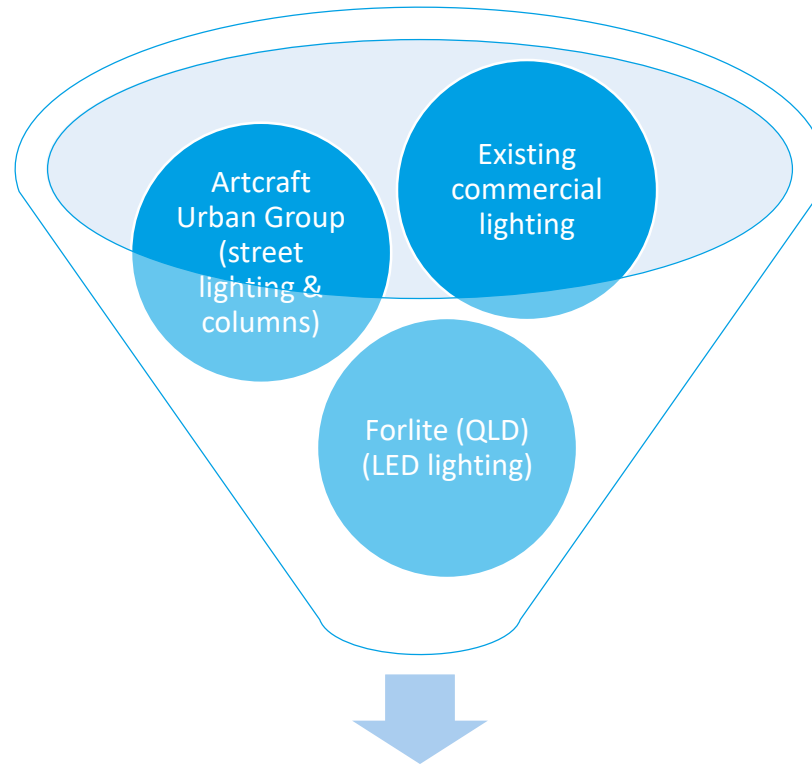
Commercial - Banks, Corporate Offices  
Retail - Shopping Centres  
Health - Hospitals  
Defence  
Education - Primary/Secondary Schools, Universities  
Advertising



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# Urban Lighting Group

The Lighting Division



Urban Lighting Group



## Urban Lighting Group Major Projects 2017



VRC Grandstand



Rialto Foyer



Dan Murphy



## Highlights

- Capital raising \$2.356ml
- Reduced debt by \$2.5ml
- Peter & Greg Jinks converted notes at 35c
- Staff growth from 43 to 65
- Revenue up 45% in 2017
- On track for \$30 million revenue in 2018
- Strong pipeline of opportunities
- Highly experienced board & management
- Stabilised operating structure to meet continued strong growth



**Stokes**



## Our People

Thank you to our staff & management,  
our board members and  
our shareholders.





THANK YOU

Leading provider of innovative technologies, products and solutions