



# 13<sup>th</sup> Annual Australian Microcap Investment Conference

Matthew Jinks  
Chief Executive Officer

30 October 2024

'Leading  
provider of  
innovative  
technologies,  
products and  
solutions'

ASX: SKS

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# Bespoke integrated systems/services for any market

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Offices/sites in all mainland states and territories

## Audiovisual



- › Display and projector systems
- › Interactive whiteboards
- › Video walls
- › Specialist controlled lighting
- › Public access systems
- › Video and audio conferencing
- › Touch panel control

## Communications



- › Voice and data structured cabling
- › Optical fibre and copper
- › Patch panel management
- › Active equipment
- › Cable networking auditing
- › WAP Installation

## Electrical



- › General lighting and power
- › High voltage systems
- › Earthing systems
- › Uninterruptible power systems
- › Power quality analysis
- › Power factor correction

## Energy management



- › Energy audits
- › Energy savings timers and sensors
- › Energy monitoring
- › Power analysis and data logging
- › Lighting efficiency analysis

## Smart buildings



- › Converged Networks
- › Digital Twins
- › Active monitoring of essential services to facilitate timely fault detection

## Maintenance

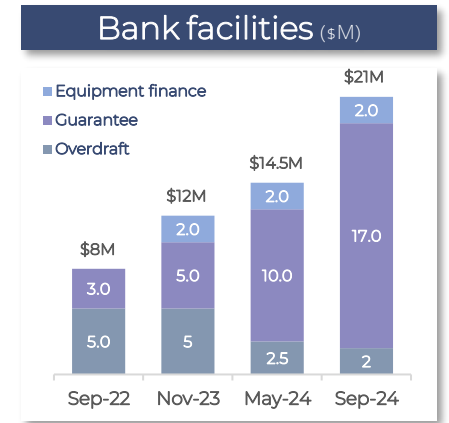
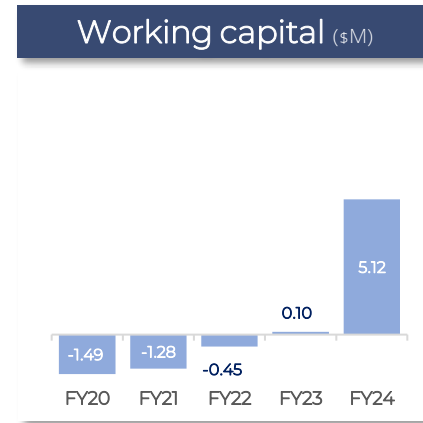
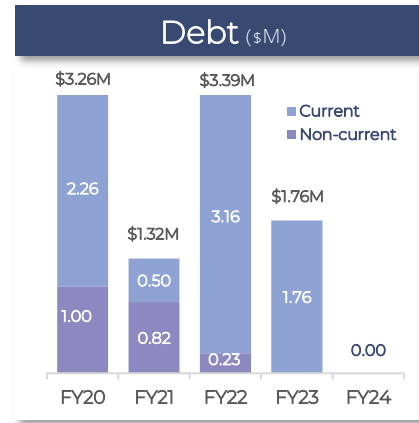
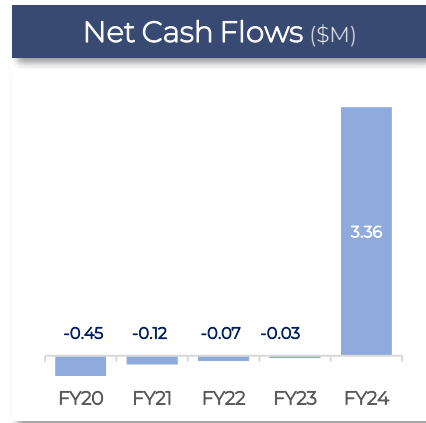
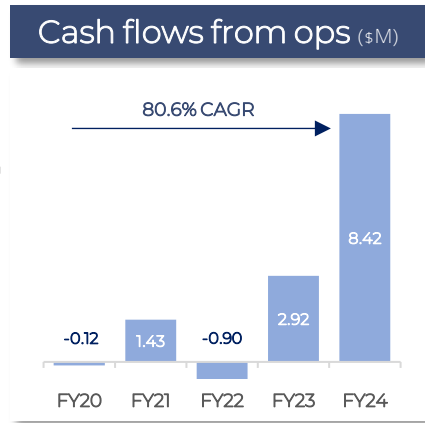
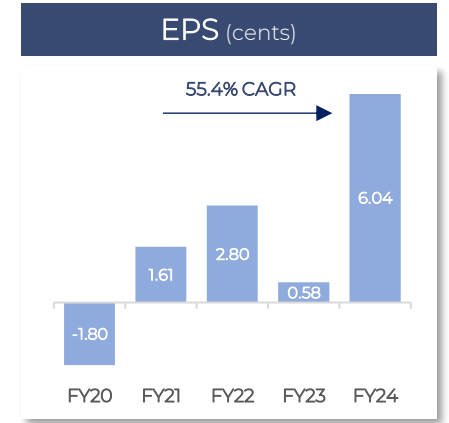
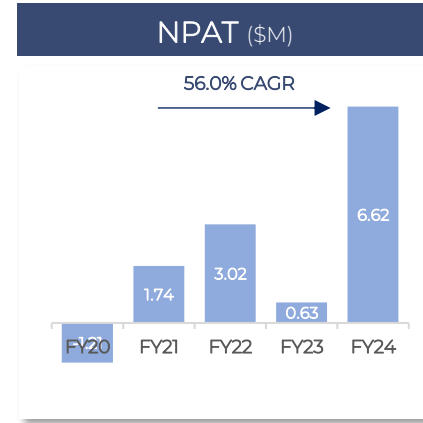
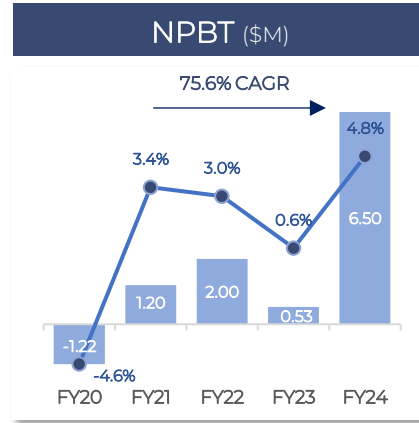
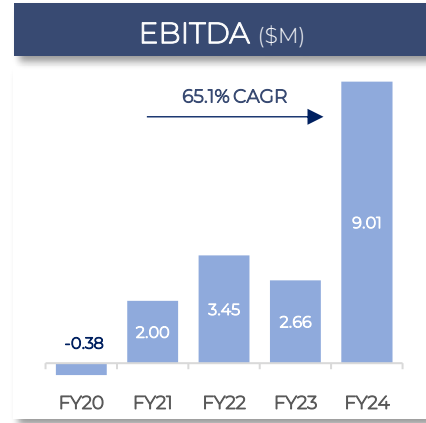
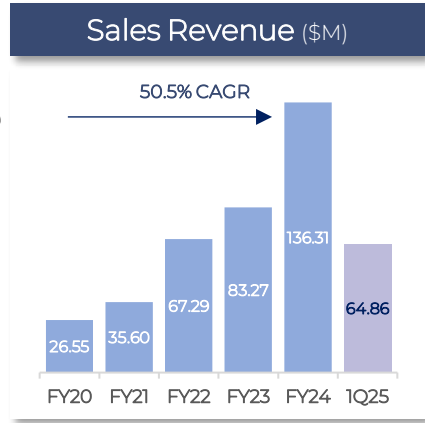


- › Desktop power and data works
- › Light level audits
- › Exit and emergency light test
- › Lamp replacements
- › Test and tag electrical equipment
- › Switchboard testing

Healthcare & aged care									
Mining & resources									
Banking & finance									
Corporate									
Manufacturing									
Data centres & technology									
Utilities & smart buildings									
Retail									
Sports, entertainment & hospitality									
Airports and airlines									
Government									
Education									
Defence									
Rail, transport, logistics & warehousing									

# All financial metrics show quantum growth

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# Diversity & growth in traditional revenue base

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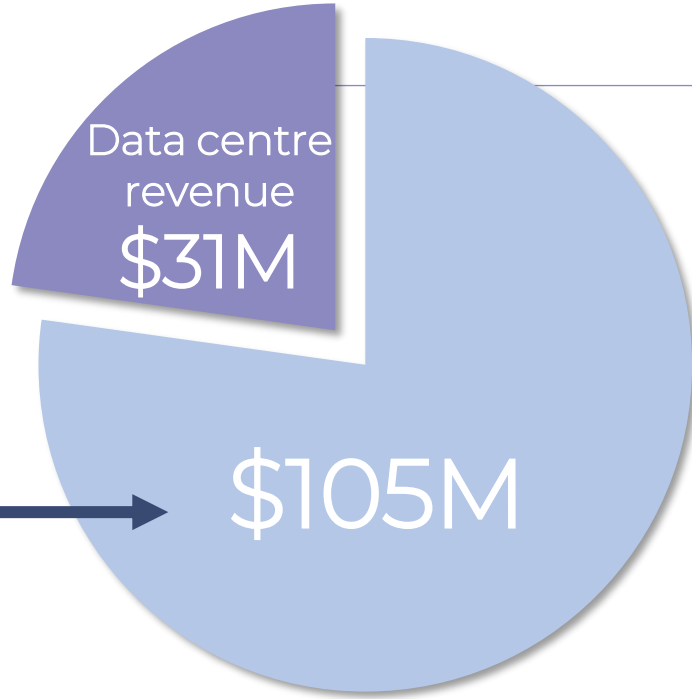
FY23 sales revenue

FY24 sales revenue

SKS Technologies' traditional business of converged AV/IT, electrical and communications networking, has continued to grow strongly, increasing by 26.5% in 2024



26.5%



In 12 months, data centre revenue has grown to \$31 million, comprising 22.8% of FY24 sales revenue.

# Dual strategic focus

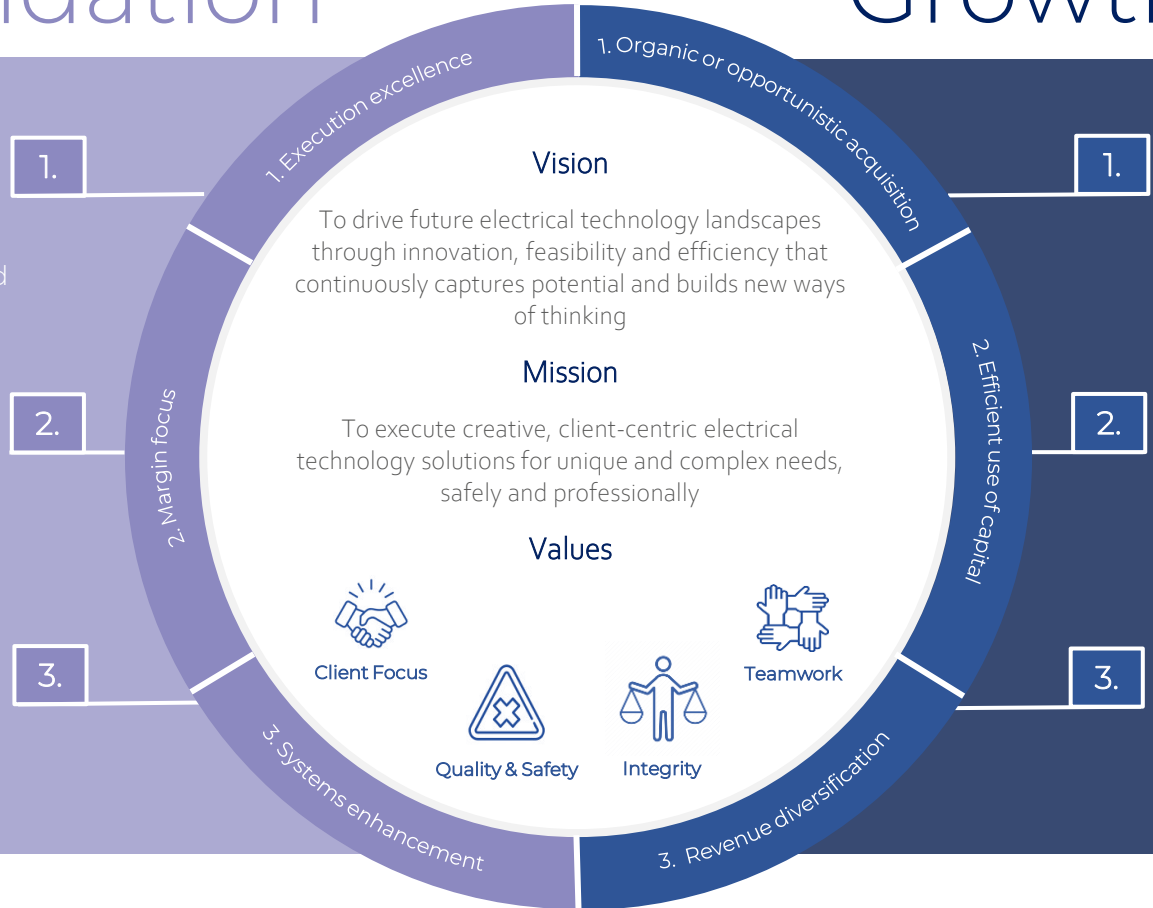
The priority is to embed an increasingly sophisticated operating base to support continuing rapid levels of planned organic growth.

## Consolidation

## Growth

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- Focus on recruiting the right people
- Providing training programs for employees that foster attitudinal excellence
- Seek feedback from customers during and upon completion of projects
- Ensure margins are maintained despite continuing rapid increase in market share
- Manage cost base to support growing operating platform
- Invest in IT systems to support growth
- Build the operating framework to sustain a higher level of operating activity
- Continue to enhance the SKS Technologies safety culture

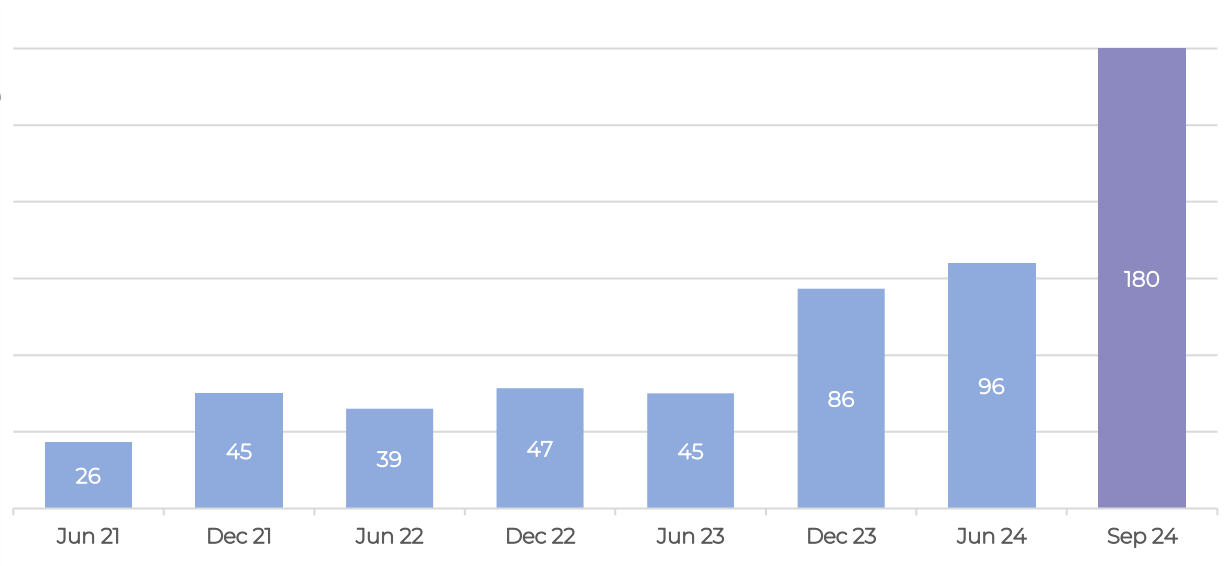


- Pursue core growth organically
- Assess opportunistic acquisitions for fit
- Anticipate market demand and direction
- Rigorous analysis of investment options
- Constant eye on future capital needs
- Build state-based customer accounts into national accounts
- Focus on growth across all market sectors

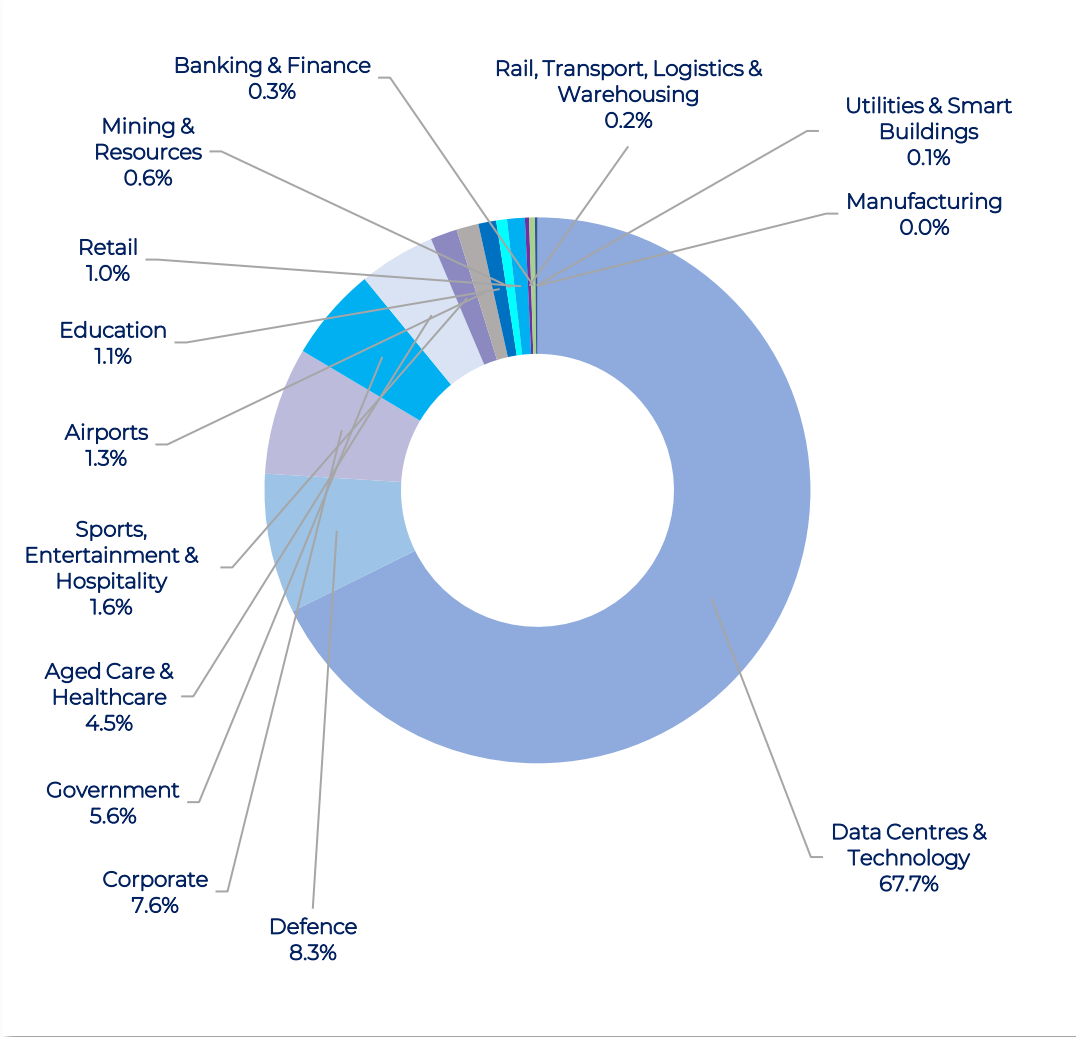
# Strategy evident in work on hand profile

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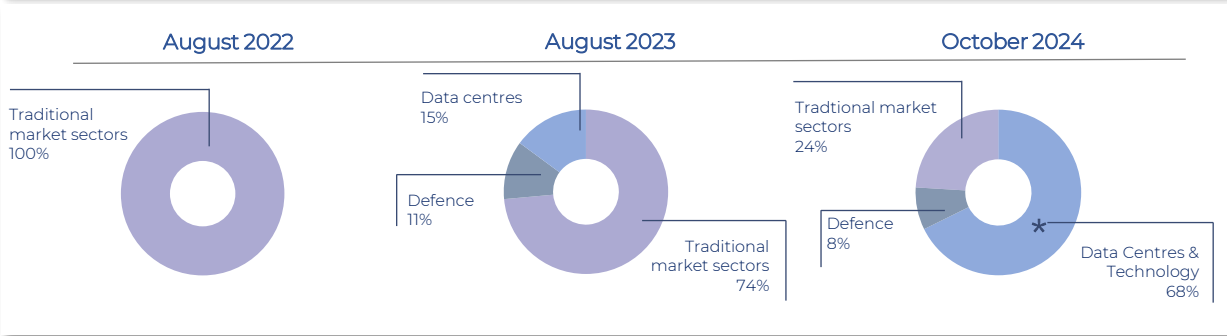
Total work on hand (\$M)



Work on hand by sector



Increase in work on hand in targeted market sectors (%)



\* Skewed by the \$90M contract announced in July 2024

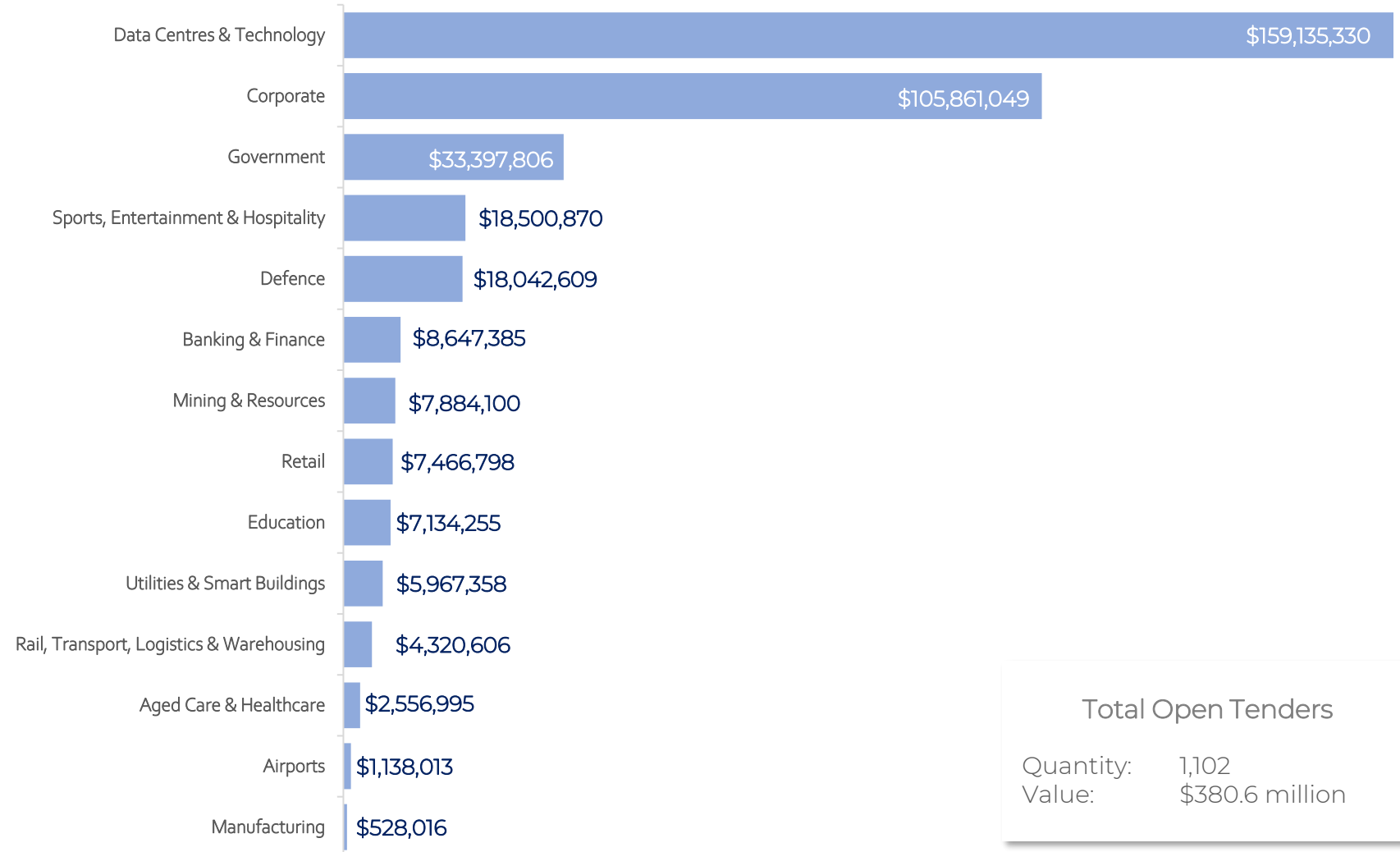
# Unabating pipeline of opportunities

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Continuing strong momentum in pipeline

Demand in the data centre market is large and growing, as anticipated. Having won several very large contracts recently, SKS Technologies is capitalising on its reputation of innovation and excellence, being in the enviable position of early mover with few competitors who can execute to the same standard

The focus remains on winning work across all market sectors





# Project Snapshot

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Westpac Bank, NSW



### Description

Undertook a comprehensive range of all audiovisual systems on floors 1 – 15 and level 28, which included meeting room, event and executive spaces as well as the private wealth group area

### Completion

December 2024



Footscray Hospital, Melb VIC



### Description

Designed and installed technology systems for education and training, as well as systems for wayfinding, digital signage, patient check-in and queuing throughout the 10-floor facility

### Completion

April 2025



Data Centre in Melbourne, VIC



### Description

Involves electrical design and construction works related to numerous multi-level data hall facilities to expand the data centre from 100MW capability to 185MW

### Completion

October 2025



ADF's RAAF base, Tindal, NT



### Description

Completed a range of electrical and communications infrastructure projects at the Tindal base, including laying 180km of fibre optic cable across the entire site

### Completion

February 2026



Deloitte Office, Adelaide, SA



### Description

Completed a state-of-the-art electrical, communications and audiovisual fit-out 3.5 floors for Deloitte in the new Festival Tower

### Completion

December 2024



Melbourne Headquarters, VIC



### Description

Designed and installed extensive audiovisual systems and equipment across multiple floors, including state-of-the-art technology in two 'town hall' spaces with capacity for 270 and 180 people, respectively

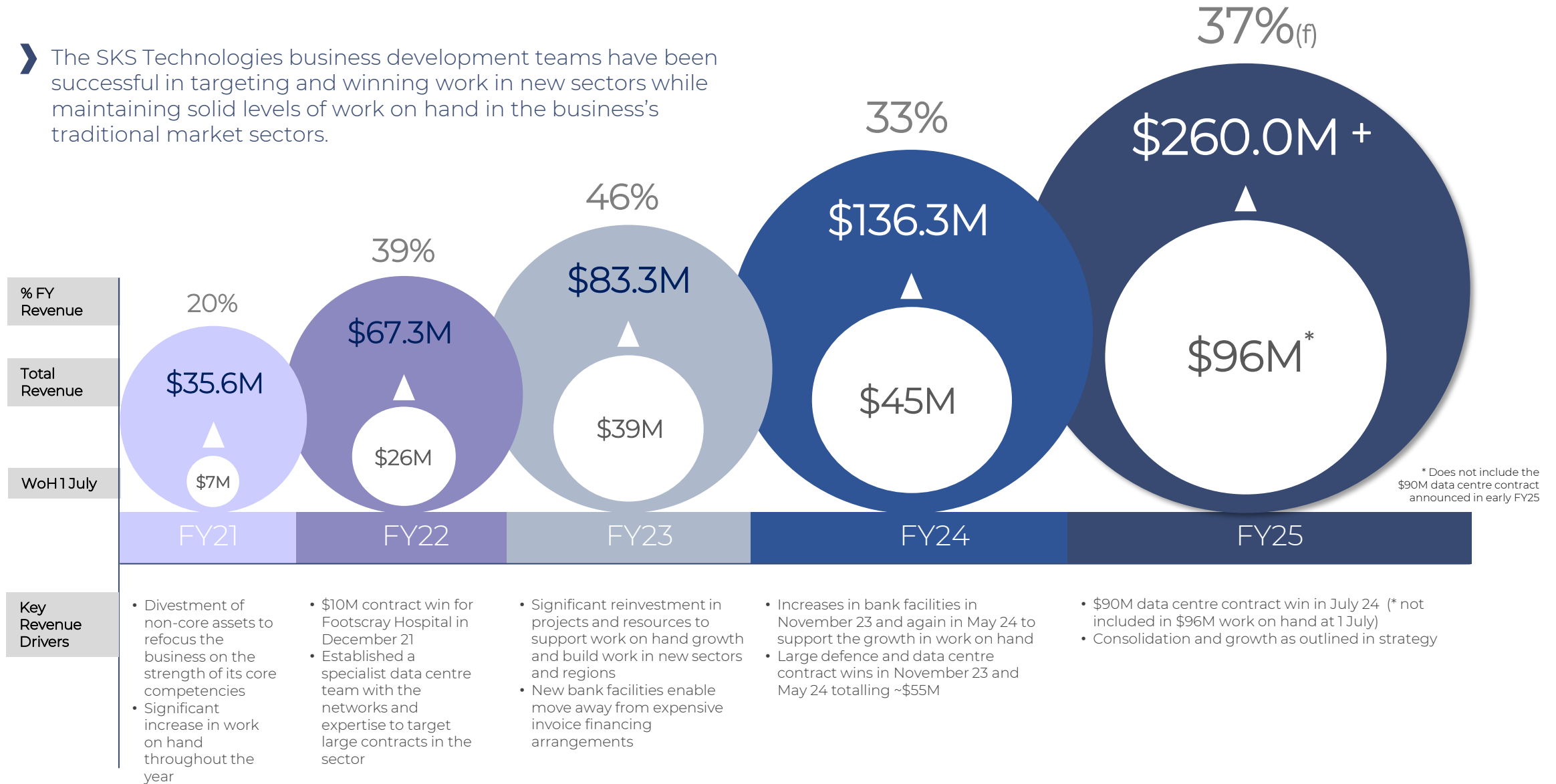
### Completion

September 2024

# Pathway to \$260 million revenue

› The SKS Technologies business development teams have been successful in targeting and winning work in new sectors while maintaining solid levels of work on hand in the business's traditional market sectors.

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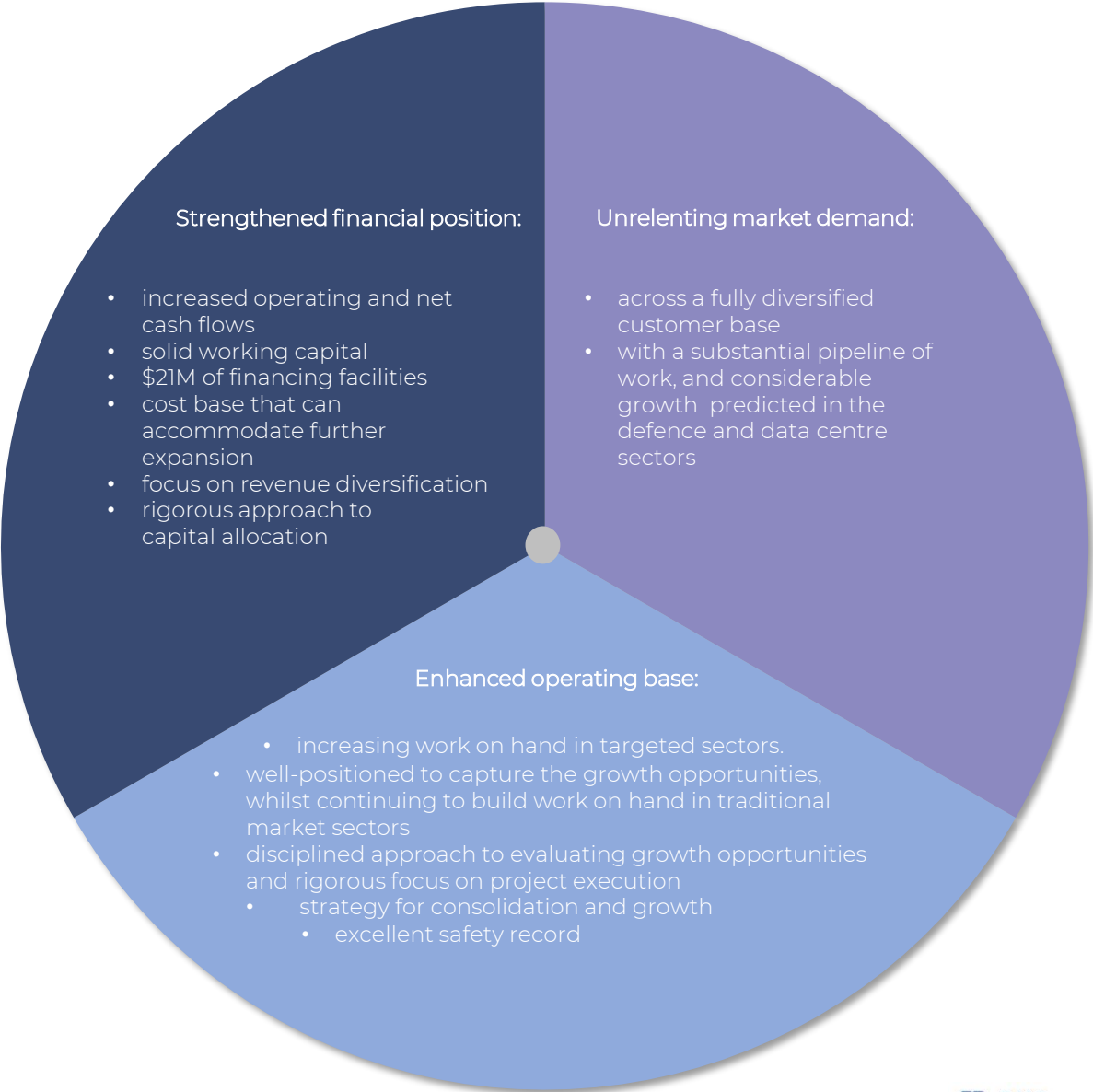
### Key Revenue Drivers

- Divestment of non-core assets to refocus the business on the strength of its core competencies
- Significant increase in work on hand throughout the year
- \$10M contract win for Footscray Hospital in December 21
- Established a specialist data centre team with the networks and expertise to target large contracts in the sector
- Significant reinvestment in projects and resources to support work on hand growth and build work in new sectors and regions
- New bank facilities enable move away from expensive invoice financing arrangements
- Increases in bank facilities in November 23 and again in May 24 to support the growth in work on hand
- Large defence and data centre contract wins in November 23 and May 24 totalling ~\$55M
- \$90M data centre contract win in July 24 (\* not included in \$96M work on hand at 1 July)
- Consolidation and growth as outlined in strategy

# Outlook & investment proposition

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SKS Technologies positioned for further organic growth in an attractive market environment



# Appendices

1. Company snapshot
2. Historical profit & loss
3. Historical balance sheet
4. Historical cash flows

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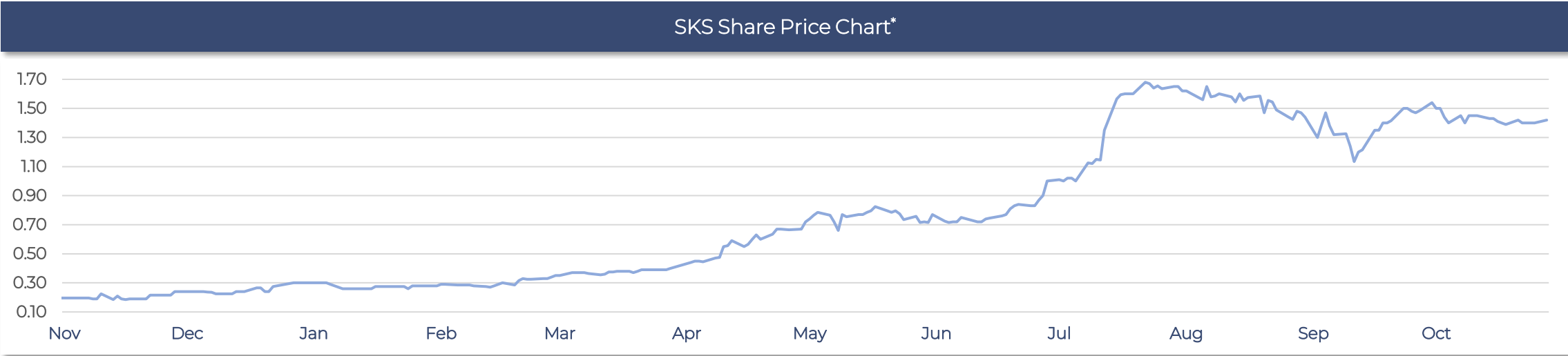
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# Company snapshot

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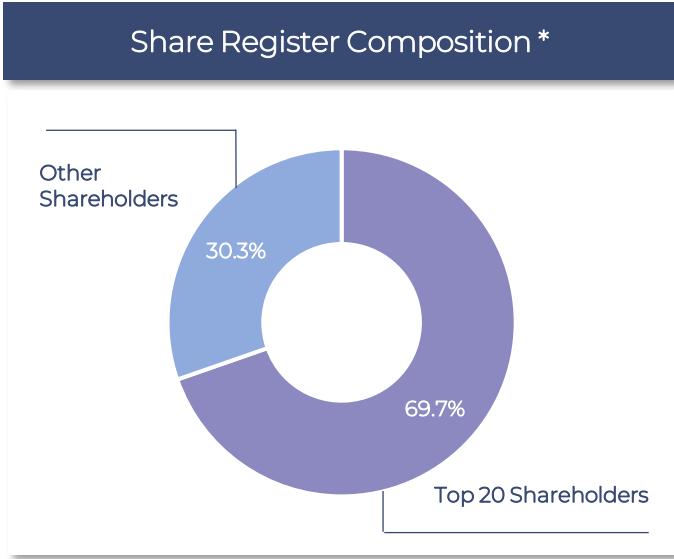


### Directors and Executives

Peter Jinks	Executive Chairman
Greg Jinks	Executive Director
Terrence Grigg	Non-Executive Director
Antoinette Truda	Non-Executive Director
Matthew Jinks	Chief Executive Officer
Gary Beaton	Chief Financial Officer

### Market Information \*

Shares on Issue	112,069,879
Options on Issue	0
Market Cap	\$159.14M
52-Wk Range	\$0.185 - \$1.720
AV Volume/Day	217,861



\* Information current as at closing on 28/10/24

# Historical profit & loss (continuing operations)

A\$000s		FY24	FY23	FY22	FY21	FY20*
Revenue & other income	Sales	136,309.2	83,268.1	67,288.4	35,599.2	26,551.1
	Other income	208.4	902.3	1,838.0	1,469.3	838.7
	<b>Total Revenue &amp; other income</b>	<b>136,517.6</b>	<b>84,179.4</b>	<b>69,126.4</b>	<b>37,068.5</b>	<b>27,389.9</b>
Expenses	Raw materials, consumables & logistics	(72,345.0)	(46,854.4)	(38,174.0)	(22,245.1)	(16,770.6)
	Employee benefits	(51,260.5)	(31,814.5)	(25,669.6)	(11,355.2)	(9,830.8)
	Occupancy	(135.9)	(170.5)	(185.5)	(122.5)	(45.5)
	Administration	(3,763.3)	(2,624.4)	(1,645.4)	(1,350.7)	(1,126.7)
	Depreciation & amortisation	(1,925.7)	(1,407.4)	(917.6)	(549.2)	(483.7)
	Finance charges	(588.3)	(772.1)	(530.8)	(242.7)	(347.1)
	<b>Total expenses</b>	<b>(130,018.8)</b>	<b>(83,643.3)</b>	<b>(67,122.9)</b>	<b>(35,865.4)</b>	<b>(28,604.5)</b>
Profit/(loss) before tax		6,498.8)	527.1	2,003.5	1,203.2	(1,214.6)
	(Tax)/tax benefit	125.8	105.0	1,020.0	540.0	-
Profit/(loss) after tax		<b>6,624.6</b>	<b>632.1</b>	<b>3,023.5</b>	<b>1,743.2</b>	<b>(1,214.6)</b>
	Profit/(loss) from discontinued operations	-	-	(0.9)	423.3	(3,774.7)
Profit/(loss) for year		6,624.6	632.1	3,022.6	2,166.5	(4,989.3)
Profit attributable to members after minority interest		6,559.7	752.8	-	-	-

\* Wholesale company restructure completed

# Historical balance sheet (continuing operations)

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A\$000s		FY24	FY23	FY22	FY21	FY20*
<b>Current assets</b>	Cash & equivalents	3,366.7	8.6	39.5	109.2	229.0
	Trade & other receivables	42,308.0	18,080.5	20,173.1	11,477.1	6,235.2
	Inventories	142.1	49.3	102.9	46.5	170.5
	Assets held for sale	-	-	-	-	990.7
	Other current assets	302.5	369.2	287.7	123.7	115.1
	<b>Total current assets</b>	<b>46,119.3</b>	<b>18,507.6</b>	<b>20,603.3</b>	<b>11,756.4</b>	<b>7,740.5</b>
<b>Non-current assets</b>	Trade and other receivables	-	-	414.9	-	-
	Plant & equipment	4,028.1	1,826.7	1,746.7	1,381.4	649.8
	Right of use assets	5,916.3	4,872.3	4,216.3	928.6	433.7
	Intangible assets	1,883.7	1,901.0	1,919.4	1,898.1	33.4
	Other non-current assets	0.1	0.1	115.7	140.0	131.7
	Deferred tax asset	1,797.3	1,665.0	1,560.0	540.0	-
	<b>Total non--current assets</b>	<b>13,625.5</b>	<b>10,265.1</b>	<b>9,972.9</b>	<b>4,888.2</b>	<b>1,248.5</b>
<b>Total assets</b>		<b>59,744.7</b>	<b>28,772.7</b>	<b>30,576.2</b>	<b>16,644.6</b>	<b>8,988.9</b>

A\$000s		FY24	FY23	FY22	FY21	FY20*
<b>Current liabilities</b>	Trade & other payables	36,838.7	14,174.5	15,720.7	11,230.9	5,890.9
	Borrowings	-	1,761.3	2,664.0	-	1,401.6
	R&D liability payable	-	-	500.8	500.8	860.5
	Provisions	3,115.3	1,642.0	1,350.0	859.0	588.3
	Lease liabilities	1,039.3	826.0	816.5	448.5	438.8
	Liabilities held for sale	-	-	-	-	51.4
	Income tax payable	6.5	-	-	-	-
	<b>Total current liabilities</b>	<b>40,999.9</b>	<b>18,403.7</b>	<b>21,051.9</b>	<b>13,039.3</b>	<b>9,231.4</b>
<b>Non-current liabilities</b>	R&D liability payable	-	-	229.0	821.5	1,001.6
	Provisions	43.8	86.8	40.2	24.7	47.7
	Lease Liabilities	6,555.4	4,795.8	4,185.3	939.6	482.5
	<b>Total non-current liabilities</b>	<b>6,599.2</b>	<b>4,882.6</b>	<b>4,454.5</b>	<b>1,785.8</b>	<b>1,531.8</b>
<b>Total liabilities</b>		<b>47,599.1</b>	<b>23,286.3</b>	<b>25,506.4</b>	<b>14,825.1</b>	<b>10,763.3</b>
<b>Net assets / (deficiency)</b>		<b>12,145.6</b>	<b>5,486.4</b>	<b>5,069.8</b>	<b>1,819.5</b>	<b>(1,774.3)</b>
<b>Equity</b>	Contributed equity	22,615.7	22,359.1	22,072.8	22,085.7	20,658.3
	Share option reserve	-	2.5	230.9	-	-
	Accumulated losses	(10,414.3)	(16,754.5)	(17,233.9)	(20,266.2)	(22,432.6)
	Equity attributable to group equity holders	12,201.3	5,607.0	5,069.8	1,819.5	(1,774.3)
	Non-controlling interest	(55.7)	(120.6)	-	-	-
	<b>Total equity</b>	<b>12,145.6</b>	<b>5,486.4</b>	<b>5,069.8</b>	<b>1,819.5</b>	<b>(1,774.3)</b>

\* Wholesale company restructure completed

# Historical cash flows (continuing operations)

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A\$000s		FY24	FY23	FY22	FY21	FY20*
Cash flows from operations	Receipts from customers	132,856.5	94,433.5	64,903.1	34,694.9	44,338.8
	Receipts from government incentives	41.1	759.4	1,717.9	1,528.4	697.6
	Payments to suppliers & employees	(123,888.8)	(91,471.0)	(66,989.7)	(34,540.4)	(44,686.4)
	Interest received	16.7	2.1	0.4	0.7	4.5
	Interest paid (incl lease liab)	(606.4)	(801.5)	(527.4)	(253.5)	(477.5)
	<b>Net cash from (used in) operations</b>	<b>8,419.1</b>	<b>2,922.5</b>	<b>(895.6)</b>	<b>1,430.0</b>	<b>(123.0)</b>
Cash flows from investing	Payment for plant & equipment	(2,179.7)	(656.0)	(766.9)	(314.6)	(14.9)
	Proceeds from disposal of plant & equipment	(19.6)	54.9	2.0	24.5	19.7
	Payment for intangibles	(4.5)	(6.9)	(47.4)	(24.8)	-
	(Payments to) / Proceeds from bank guarantees	7.2	251.5	(114.6)	(46.9)	28.3
	Payment for acquiring business – APEC	-	-	-	(66.3)	-
	Proceeds from sale of discontinued operations	-	-	142.0	1,187.6	2,090.9
	<b>Net cash from investing activities</b>	<b>(2,157.4)</b>	<b>(356.5)</b>	<b>(784.9)</b>	<b>759.6</b>	<b>2,124.1</b>

A\$000s		FY24	FY23	FY22	FY21	FY20*
Cash flows from financing	(Payments to) / proceeds from issue of options/shares	(3.7)	(1.4)	(12.9)	(8.9)	500.3
	Payment to buy back shares	-	-	-	(13.1)	-
	Payment of lease liabilities	(919.2)	(870.1)	(552.1)	(425.6)	(500.9)
	Net (repayment of)/ proceeds from borrowings	(1,761.3)	(902.7)	-	-	-
	Proceeds from borrowings	-	-	66,114.6	31,856.8	40,984.6
	Repayments of borrowings	-	-	(63,450.6)	(33,258.4)	(43,185.4)
	Repayment of R&D liability	-	(249.3)	(488.2)	(460.4)	(250.5)
	Dividends paid	(219.5)	(273.5)	-	-	-
	<b>Net cash used in financing activities</b>	<b>(2,903.6)</b>	<b>(2,596.9)</b>	<b>1,610.8</b>	<b>(2,309.5)</b>	<b>(2,452.0)</b>
	<b>Net increase/(decrease) in cash</b>	<b>3,358.1</b>	<b>(31.0)</b>	<b>(69.7)</b>	<b>(119.8)</b>	<b>(450.9)</b>
	Cash & equivalents at start of year	8.6	39.5	109.2	229.0	679.9
	<b>Cash &amp; equivalents at end of year</b>	<b>3,366.7</b>	<b>8.6</b>	<b>39.5</b>	<b>109.2</b>	<b>229.0</b>

\* Wholesale company restructure completed



## Further information:

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