

22 MAY 2025

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Rapid Insights **Conference**

ASX:SKS



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Who We Are



ASX:SKS

Publicly listed



7

Locations nationally



950+

Staff nationally



2,500+

Projects completed 2024



~\$260M

FY25 revenue guidance



100+

Service/maintenance vehicles



Electrical Technologies and
Digital Infrastructure Specialists

Diversified Service Offering

Electrical Solutions



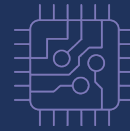
- Electrical design and engineering services
- High voltage systems
- Switchboard and metering
- Generator backup solutions
- Uninterruptible power supplies
- General light and power
- Service and maintenance services

Audio Visual



- Video conferencing and collaboration spaces
- Unified communications
- Digital signage
- Video walls
- Digital audio systems
- Remote monitoring and helpdesk support

Communications



- Design and installation of copper and fibre structured cabling systems
- Wireless access networks and surveys
- Smart buildings and converged networks
- Network management
- Managed services and remote hands



Market Sectors



Data centres & technology



Mining & resources



Banking & finance



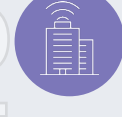
Corporate



Manufacturing



Healthcare & aged care



Utilities & smart buildings



Retail



Sports, entertainment & hospitality



Airports & airlines



Government



Education



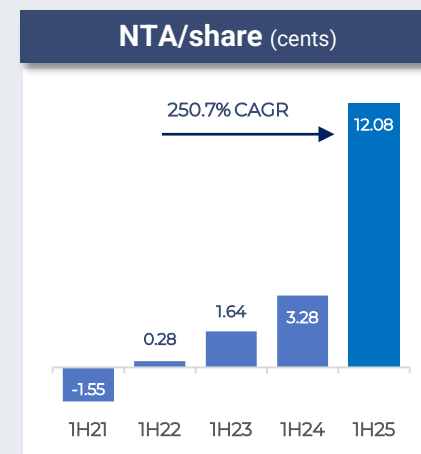
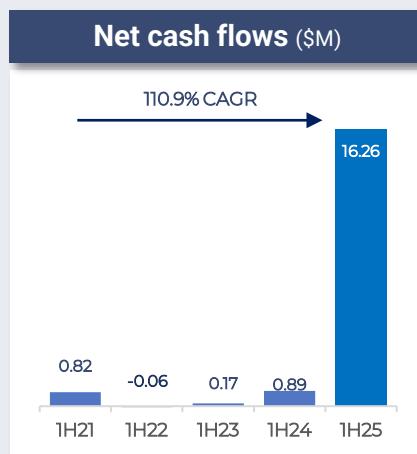
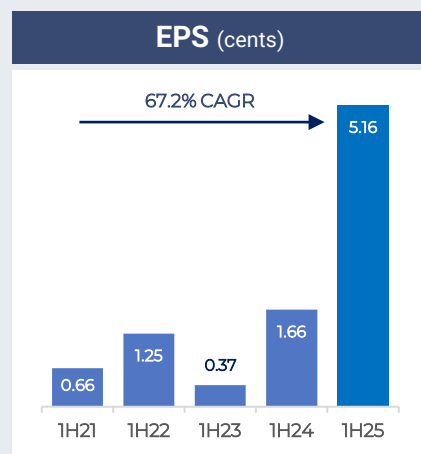
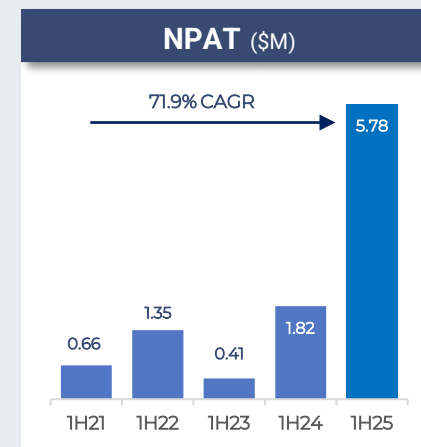
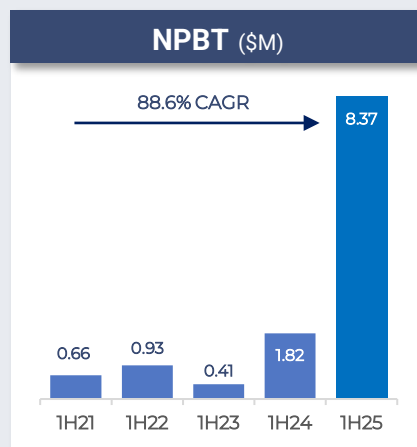
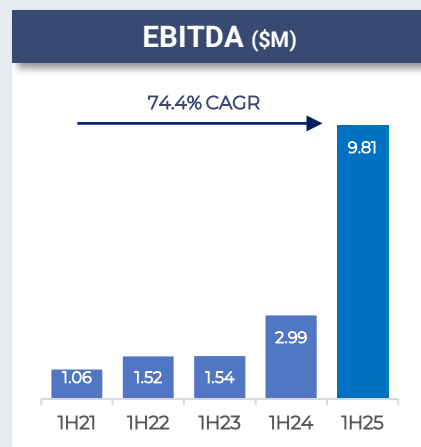
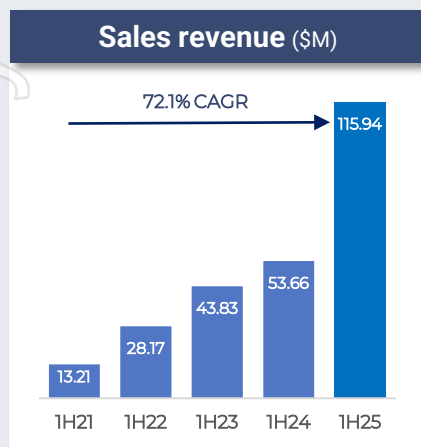
Defence



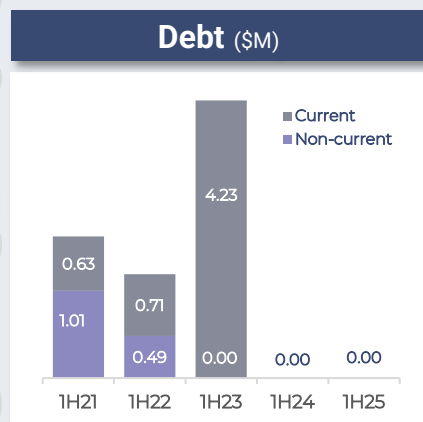
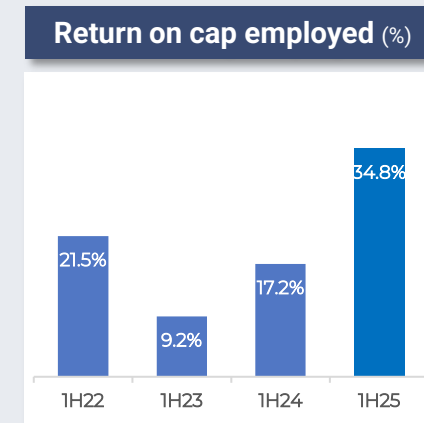
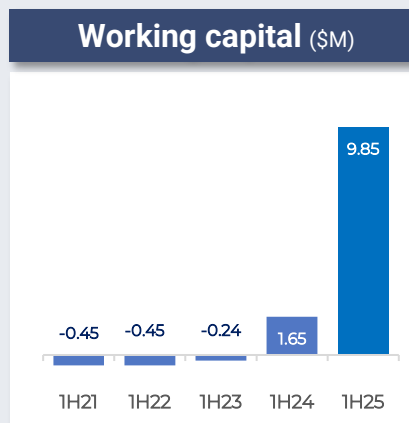
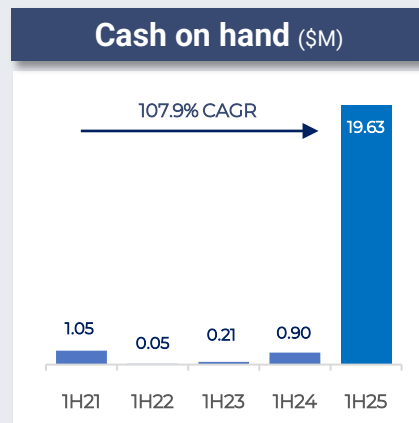
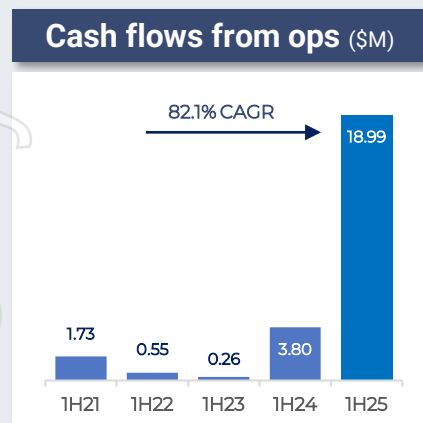
Rail, transport, logistics & warehousing



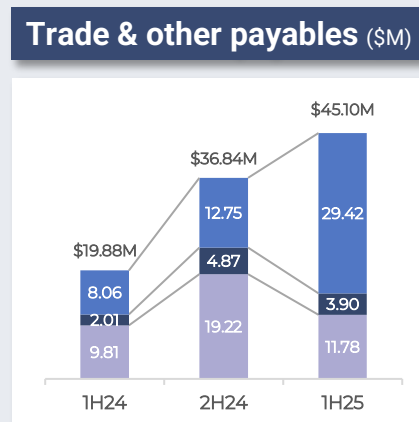
1H25 Highlights Show Continued Increase in Momentum



1H25 Cash and Debt Analysis



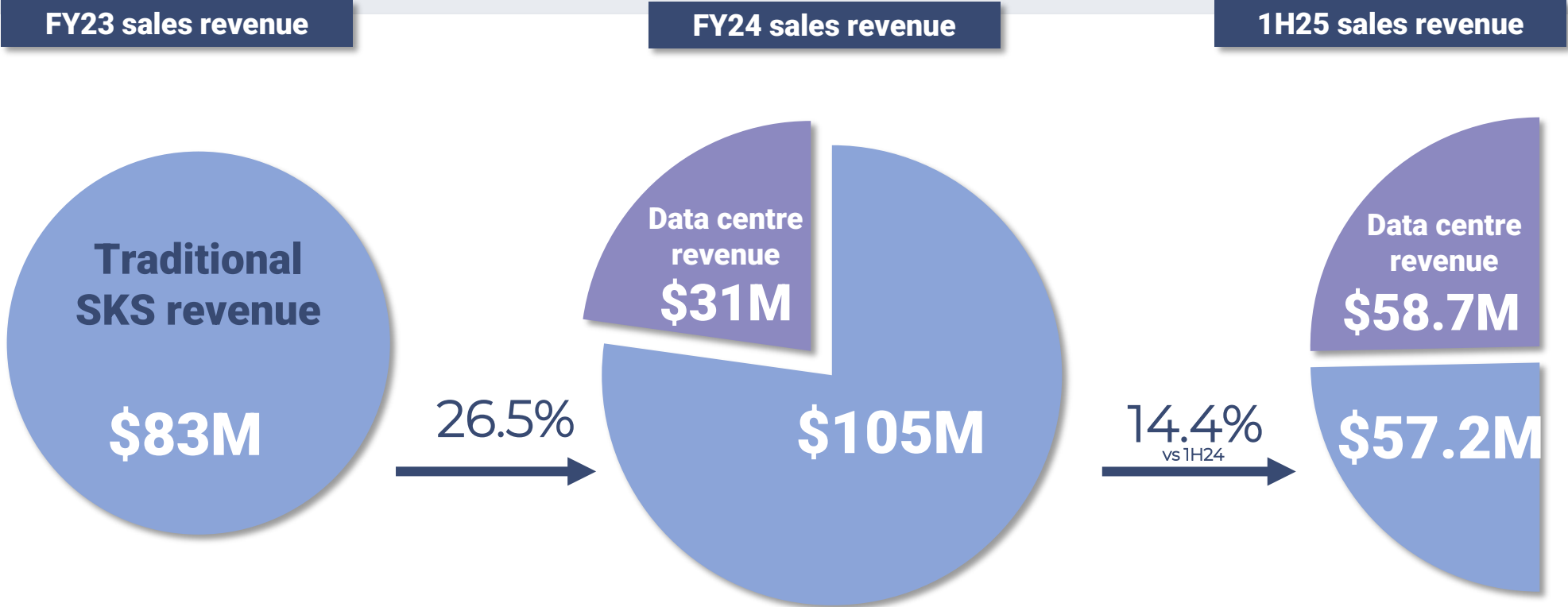
■ Current
■ Non-current



■ Unearned revenue/contract liabilities
■ Accrued expenses & other payables
■ Trade payables

- Operating cash flows have increased 5x on pcp
- Working capital has increased six-fold over pcp, supporting the continuing rapid work on hand and revenue growth
- Return on capital employed has increased due to the increase in after-tax profit, despite a doubling of assets
- Debt levels have remained at zero, with the business generating sufficient cash to fund its continually burgeoning work on hand position without requiring external capital
- Trade and other payables has grown by 22.4% over 2H24, due to a 130.7% increase in contract liabilities resulting from higher work on hand. Despite the increasing cash balances, trade payables has decreased by 38.7% since 30 June 2024

Continued Growth in Traditional Revenue Base



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

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

In 1H25, despite the skew from a handful of large data centre projects, traditional revenue rose by 14.4% from 1H24.

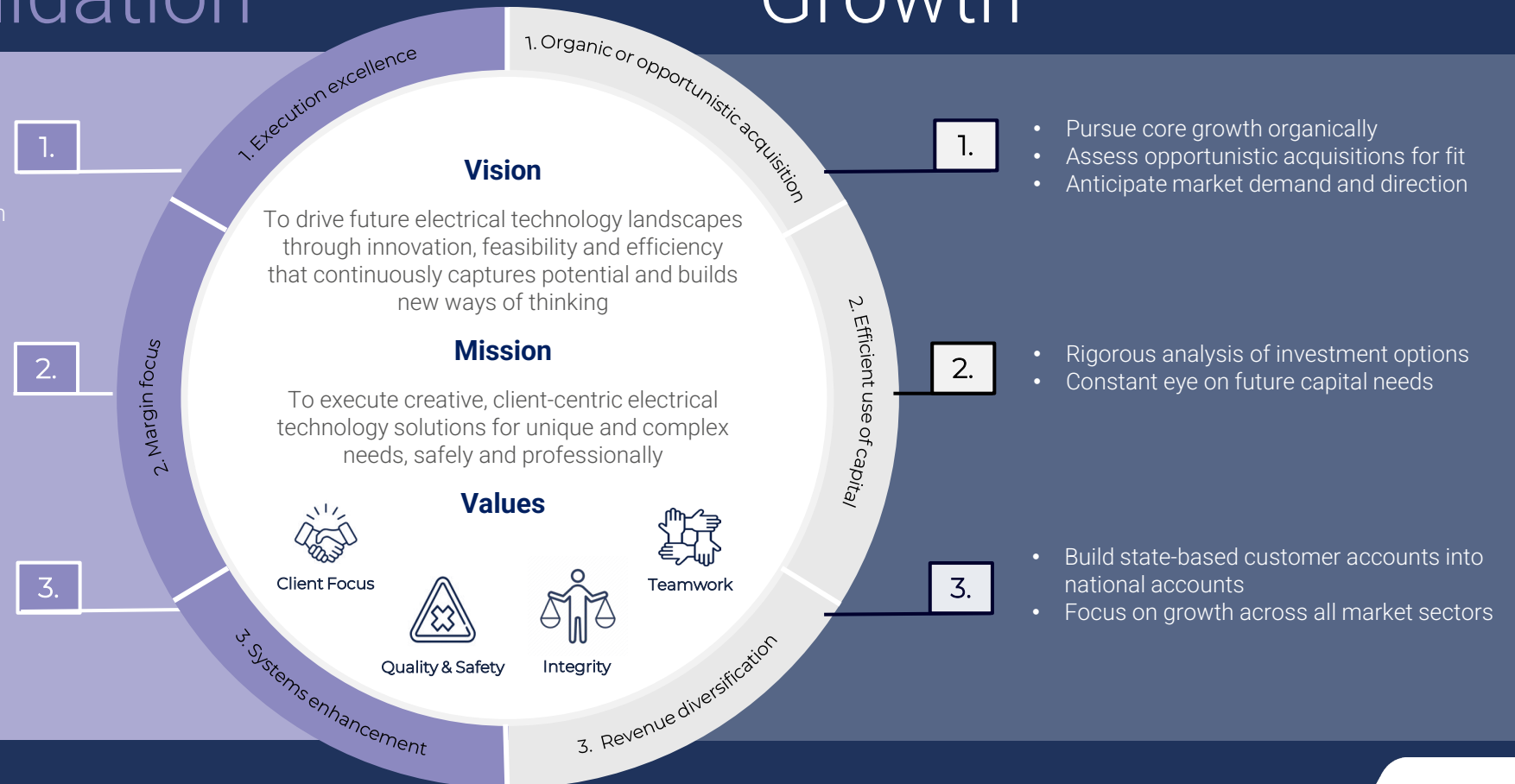
Dual Strategic Focus

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

Consolidation

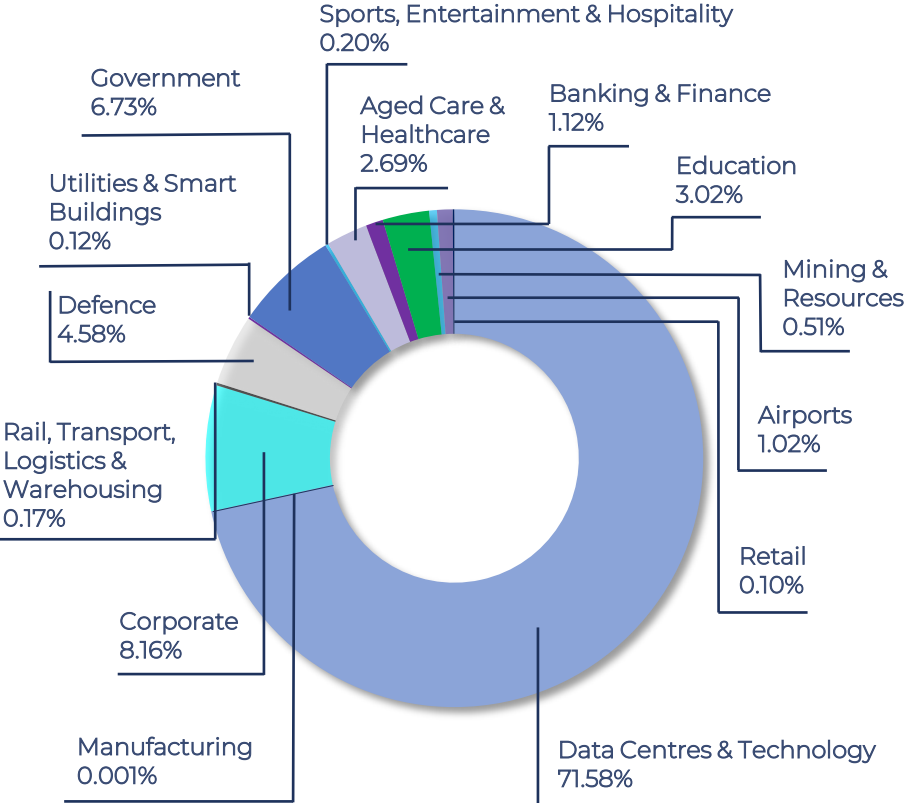
Growth

- 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

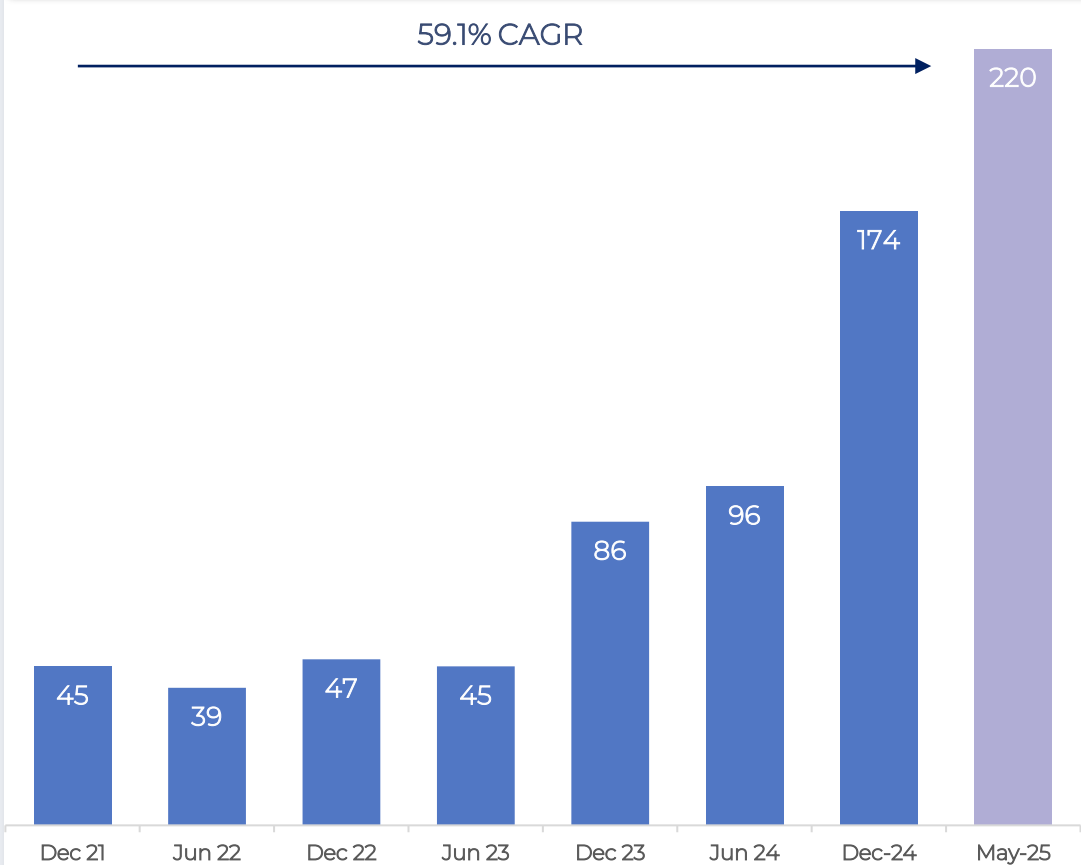


59% Compound Annual Growth Since 1H21

Work on hand by sector* (%)



Total work on hand* (\$M)

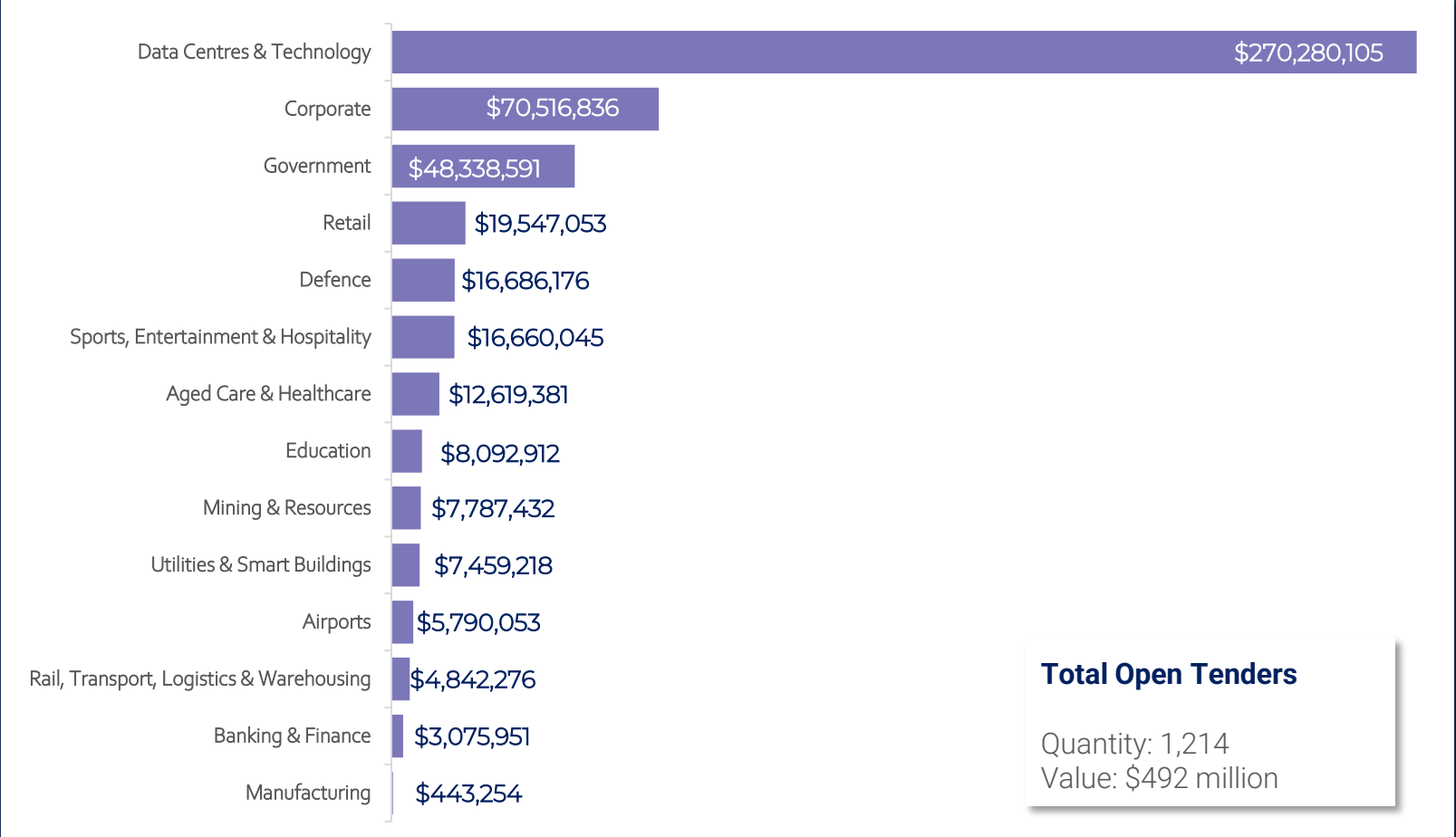


* Data taken as at May 2025

Unabating Pipeline Of Opportunities



- SKS Technologies continues to win new and extended data centre contracts, such as the recently announced \$100 million project with Erilyan Group. The conversion of this project from pipeline to work on hand masks the increased tendering activity in this sector.
- In August 2024, the total value of open tenders was \$354 million, which shows a 21% increase in tendering activity over the last nine months.



Data taken as at May 2025

SKS Indigenous Technologies Growth Since Inception

SKS Indigenous Technologies offers a range of employment opportunities for Indigenous people as well as valuable markets for our business.

Business inception August 2022

- 51% owned by Chris Johnson and 49% by SKS Technologies
- Initially aimed for national target of >3% employment
- Committed to Indigenous procurement
- Shared resources with SKS Technologies

Operations commence

- Achieved Supply Nation accreditation
- Exceeded national target of >3% employment
- Built WoH to > \$3M across a range of market sectors
- Onboarded with approx 10 corporate and government panels around Australia

1H23

FY23

Work on hand builds

- Work on hand of >\$10M
- Doubling of employees to 20
- Five fully qualified electricians

1H24

FY24

National operations established

- Work on hand of \$23M
- Largest contract \$7M
- Employing 21 Indigenous electrical apprentices and 5 fully-qualified electricians
- Projects underway across 6 mainland states

1H25

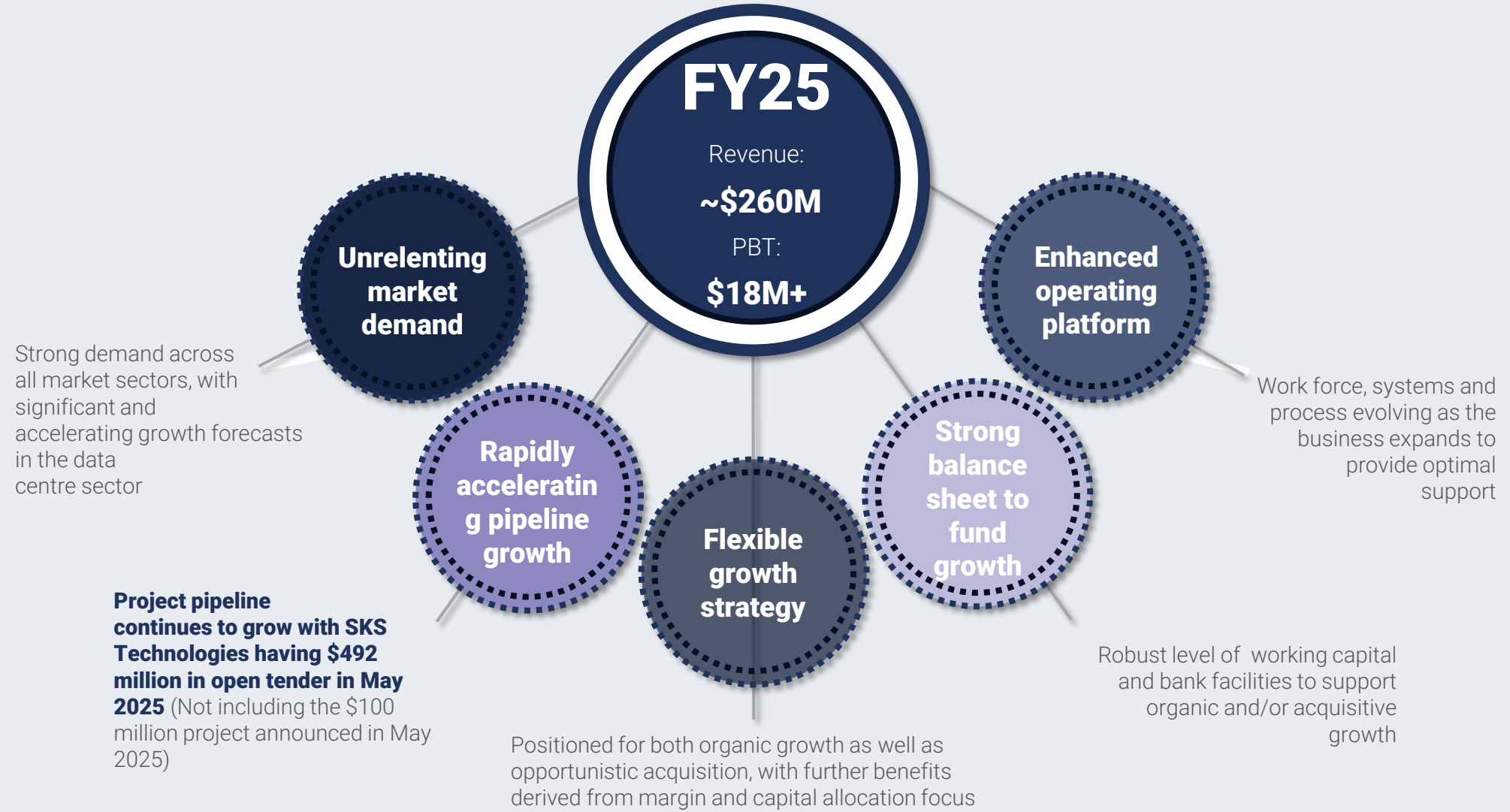
Operations gain momentum

- Work on hand of >\$5M
- Entry into the NT market with a project for Defence at Kangaroo Flat
- Entry into the SA market with a project for Amata Community APY Lands
- Entry into the WA market with a project for the Royal Australian Navy

Solid revenue growth

- Revenue of \$10M revenue
- Annual Indigenous employment spend of \$1.5M
- Work on hand of \$11.5M
- Employing 17 Indigenous electrical apprentices
- First female Indigenous apprentice

FY25 Guidance and Outlook

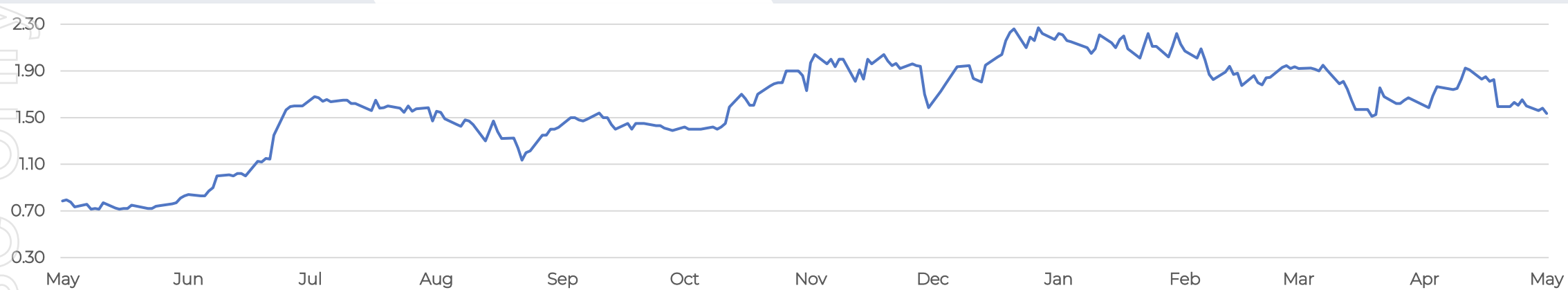


Appendices

1. Company snapshot
2. Key financial metrics
3. Historical profit & loss
4. Historical balance sheet
5. Historical cash flows

Company Snapshot

SKS Share Price (Closing) Chart*



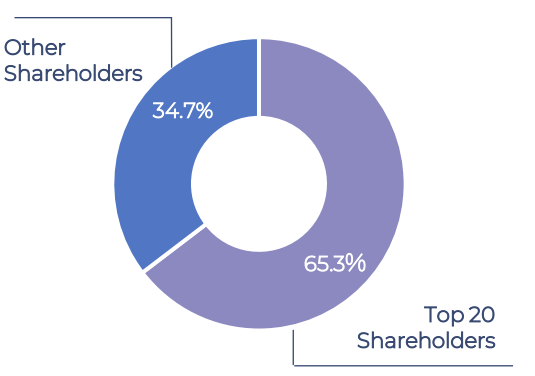
Directors and Executives

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	113,069,879
Options on Issue	1,500,000
Market Cap	\$178.65M
52-Wk Range	\$0.69 - \$2.45
AV Volume/Day	220,092

Share Register Composition *



* Information current as at closing on 21/02/25

Key Financial Metrics

	1H25	1H24	1H23	FY24	FY23	FY22
Earnings per share (EPS)	5.16 cents	1.66 cents	0.37 cents	6.04 cents	0.58 cents	2.80 cents
Dividend per share	1.0 cents	-	-	1.0 cents	0.2 cents	0.25 cents
Return on Equity (ROE)	33.2%	15.0%	7.7%	54.5%	11.5%	59.6%
Return on capital employed (ROCE)	34.9%	17.2%	9.2%	37.8%	12.5%	26.6%
Return on assets (ROA)	7.5%	5.2%	1.3%	11.1%	2.2%	9.9%
Total expenses (including D&A)/sales revenue	93.3%	96.7%	100.4%	95.4%	100.5%	107.7%
Total employee benefits/sales revenue	41.2%	35.6%	35.5%	37.6%	38.2%	38.1%
EBITDA/sales revenue	8.5%	5.6%	3.5%	6.6%	3.3%	5.1%
EBIT/sales revenue	7.3%	4.0%	2.0%	5.2%	1.6%	3.8%
Work on hand at 1H and FY end	\$174m	\$86m	\$47m	\$96m	\$45m	\$39m
Working capital	\$9,854.6	\$1,648.5	(\$237.9)	\$5,119.4	\$103.9	(\$448.6)
Net profit before tax as a % of total revenue	7.2%	3.4%	0.9%	4.8%	0.6%	2.9%
Net profit after tax as a % of total revenue	5.0%	3.4%	0.9%	4.9%	0.8%	4.4%
Net tangible assets backing per share	12.08 cents	3.28 cents	1.64 cents	7.57 cents	1.67 cents	1.47 cents
Net assets backing per share	15.6 cents	6.5 cents	4.8 cents	10.9 cents	5.0 cents	4.7 cents
Shareholder equity as a % of total assets	22.6%	20.3%	16.2%	20.3%	19.1%	16.6%
Long-term debt	-	-	-	-	-	-
Share price at end of period	\$1.84	\$0.30	\$0.18	\$1.00	\$0.15	\$0.15
Market capitalisation at end of period	\$206.21m	\$32.94m	\$119.69m	\$111.80m	\$16.41m	\$16.20m

Historical Profit & Loss By Full Year (from 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
	Total Revenue & other income	136,517.6	84,179.4	69,126.4	37,068.5	27,389.9
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)
	Total expenses	(130,018.8)	(83,643.3)	(67,122.9)	(35,865.4)	(28,604.5)
EBITDA		8,987.5	2,704.1	3,451.3	1,994.3	(385.2)
EBIT		7,061.8	1,296.7	2,533.7	1,445.1	(868.9)
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		6,624.6	632.1	3,023.5	1,743.2	(1,214.6)
	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 By Half Year

A\$000s		1H25	1H24	1H23	1H22	1H21
Current assets	Cash & equivalents	19,626.9	897.7	206.7	52.3	1,051.5
	Trade & other receivables	41,656.0	21,814.6	21,409.2	11,327.9	5,925.2
	Inventories	406.9	620.2	41.2	8.0	-
	Assets held for sale	-	-	-	-	-
	Other current assets	1,178.6	1,195.8	1,060.1	777.1	334.1
	Total current assets	62,868.4	24,528.3	22,717.3	12,165.3	7,310.8
Non-current assets	Trade and other receivables	-	-	-	195.8	-
	Plant & equipment	4,740.1	2,180.4	1,911.6	1,419.5	179.8
	Right of use assets	5,784.1	4,971.7	4,256.3	1,400.8	747.1
	Intangible assets	1,909.9	1,891.8	1,906.9	1,908.7	45.6
	Other non-current assets	0.1	0.1	107.8	64.6	158.5
	Deferred tax asset	1,995.7	1,665.0	1,560.0	960.0	-
	Total non-current assets	14,429.9	10,709.0	9,742.7	5,949.4	1,131.0
Total assets		77,298.3	35,237.3	32,459.9	18,114.6	8,441.8

A\$000s		1H25	1H24	1H23	1H22	1H21
Current liabilities	Trade & other payables	45,880.4	19,883.2	16,236.3	10,376.9	6,161.4
	Borrowings	-	-	3,814.8	209.0	-
	R&D liability payable	-	-	410.5	500.8	626.0
	Provisions	3,148.0	2,148.9	1,652.3	1,236.4	565.2
	Lease liabilities	1,191.3	847.8	841.3	572.9	407.3
	Liabilities held for sale	-	-	-	-	-
	Income tax payable	2,799.1	-	-	-	-
	Total current liabilities	53,018.8	22,879.9	22,955.2	12,896.1	7,759.9
Non-current liabilities	R&D liability payable	-	-	-	485.9	1,005.3
	Provisions	62.1	103.3	55.2	19.3	36.4
	Lease Liabilities	6,769.7	5,091.8	4,189.9	1,544.9	394.7
	Total non-current liabilities	6,831.8	5,195.2	4,245.1	2,050.1	1,436.4
Total liabilities		59,850.6	28,075.0	27,200.3	14,946.2	9,196.3
Net assets / (deficiency)		17,447.7	7,162.3	5,259.7	3,168.4	(754.4)
Equity	Contributed equity	22,926.6	22,432.1	22,359.1	22,085.7	20,645.2
	Share option reserve	333.2	3.2	1.7	-	-
	Accumulated losses	(5,904.9)	(15,174.5)	(17,020.5)	(18,917.3)	(21,399.7)
	Equity attributable to group equity holders	17,354.9	7,260.8	5,340.3	3,168.4	(754.4)
	Non-controlling interest	92.8	(98.5)	(80.6)	-	-
	Total equity	17,447.7	7,162.3	5,259.7	3,168.4	(754.4)

Historical Balance Sheet By Full Year

A\$000s		FY24	FY23	FY22	FY21	FY20*
Current assets						
	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
	Total current assets	46,119.3	18,507.6	20,603.3	11,756.4	7,740.5
Non-current assets						
	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	-
	Total non-current assets	13,625.5	10,265.1	9,972.9	4,888.2	1,248.5
Total assets		59,744.7	28,772.7	30,576.2	16,644.6	8,988.9

A\$000s		FY24	FY23	FY22	FY21	FY20*
Current liabilities						
	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	-	-	-	-
	Total current liabilities	40,999.9	18,403.7	21,051.9	13,039.3	9,231.4
Non-current liabilities						
	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
	Total non-current liabilities	6,599.2	4,882.6	4,454.5	1,785.8	1,531.8
Total liabilities		47,599.1	23,286.3	25,506.4	14,825.1	10,763.3
Net assets / (deficiency)		12,145.6	5,486.4	5,069.8	1,819.5	(1,774.3)
Equity						
	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)	-	-	-
	Total equity	12,145.6	5,486.4	5,069.8	1,819.5	(1,774.3)

* Wholesale company restructure completed

Historical Cash Flows By Half Year

A\$000s		1H25	1H24	1H23	1H22	1H21
Cash flows from operations	Receipts from customers	146,642.8	59,341.5	48,037.8	31,786.7	16,229.4
	Receipts from government incentives	55.2	31.8	552.4	471.3	1,299.2
	Payments to suppliers & employees	(127,541.3)	(55,230.4)	(47,874.0)	(31,507.0)	(15,691.1)
	Interest received	156.0	0.3	0.2	0.2	0.2
	Interest paid (incl lease liab)	(326.4)	(327.4)	(458.5)	(200.2)	(101.6)
	Net cash from (used in) operations	18,986.2	3,797.8	258.0	551.0	1,726.2
Cash flows from investing	Payment for plant & equipment	(1,028.3)	(483.2)	(398.9)	(319.4)	(3.3)
	Proceeds from disposal of plant & equipment	28.3	-	35.8	2.0	9.1
	Payment for intangibles	(39.3)	(3.0)	-	(21.8)	(24.8)
	(Payments to) / Proceeds from bank guarantees	6.9	17.2	54.8	(51.3)	(26.8)
	Payment for acquiring business – APEC	-	-	-	-	-
	Proceeds from sale of discontinued operations	-	-	-	81.2	1,022.4
	Net cash from investing activities	(1,032.4)	(469.0)	(308.2)	(309.4)	976.7

A\$000s		1H25	1H24	1H23	1H22	1H21
Cash flows from financing						
	(Payments to) / proceeds from issue of options/shares	(18.7)	(1.0)	(1.4)	-	-
	Payment to buy back shares	-	-	-	-	(13.1)
	Payment of lease liabilities	(554.3)	(458.0)	(433.0)	(253.1)	(215.2)
	Net (repayment of)/ proceeds from borrowings	-	(1,761.3)	-	-	-
	Proceeds from borrowings	-	-	42,260.8	30,065.5	14,287.8
	Repayments of borrowings	-	-	(41,110.0)	(29,856.5)	(15,689.3)
	Repayment of R&D liability	-	-	(225.5)	(254.5)	(250.4)
	Dividends paid	(1,120.7)	(219.5)	(273.5)	-	-
	Net cash used in financing activities	(1,693.7)	(2,439.7)	217.4	(298.6)	(1,880.3)
Net increase/(decrease) in cash		16,260.2	889.1	167.2	(56.9)	822.5
	Cash & equivalents at start of year	3,366.7	8.6	39.5	109.2	229.0
Cash & equivalents at end of year		19,626.9	897.7	206.7	52.3	1,051.5

Historical Cash Flows By Full Year

A\$000s		FY24	FY023	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)
	Net cash from (used in) operations	8,419.1	2,922.5	(895.6)	1,430.0	(123.0)
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
	Net cash from investing activities	(2,157.4)	(356.5)	(784.9)	759.6	2,124.1

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)	-	-	-
	Net cash used in financing activities	(2,903.6)	(2,596.9)	1,610.8	(2,309.5)	(2,452.0)
	Net increase/(decrease) in cash	3,358.1	(31.0)	(69.7)	(119.8)	(450.9)
	Cash & equivalents at start of year	8.6	39.5	109.2	229.0	679.9
	Cash & equivalents at end of year	3,366.7	8.6	39.5	109.2	229.0

* Wholesale company restructure completed

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Further Information

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