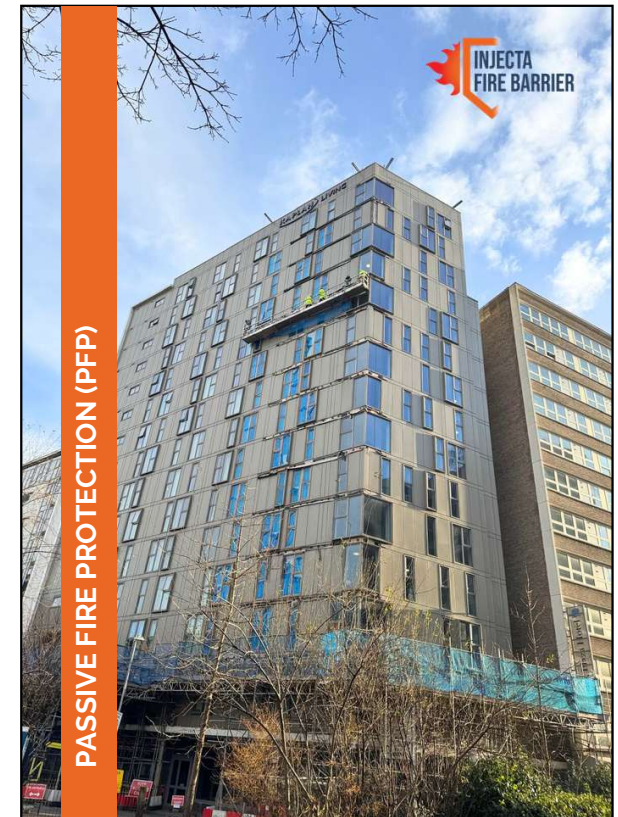
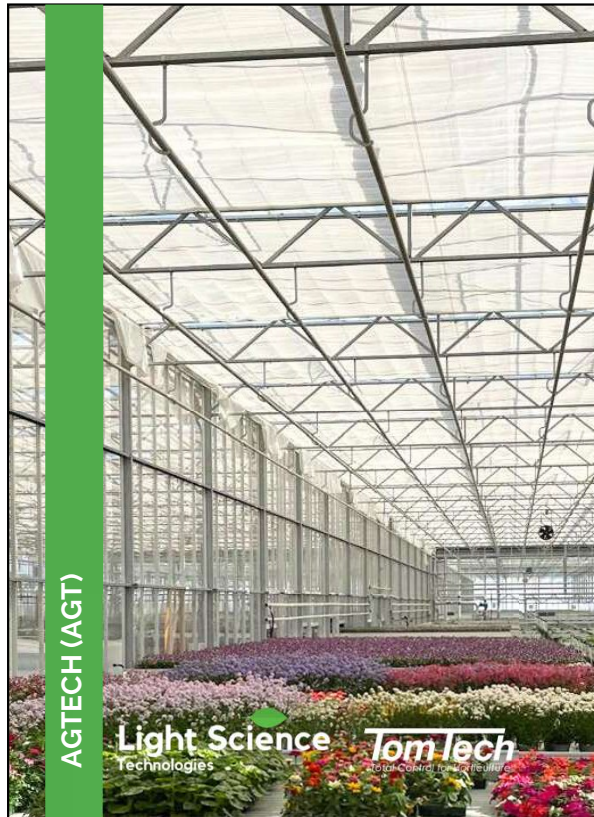


LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC CAPITAL MARKETS DAY



CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC IN THE EVENT OF AN EMERGENCY

- An announcement will be made over the public address system.
- The key word to listen out for is **"ATTENTION"**.
- **"EVACUATE"** - leave the room immediately. A member of **staff** will meet you and direct you to the **emergency exit**.
- Security staff and Fire Marshals will direct you to the **assembly area**.
- If **anyone is missing** from your event, let the **events team or fire marshals know**.
- Once **at the assembly point**, please remain here until **further instruction** is given.
- If you hear the message to proceed to your nearest **internal assembly area**, event staff will escort you to a safe refuge area within the building, where you should remain until further instruction is given.
- Please ensure you advise your event manager if you are aware of anyone attending your event that may **require assistance** to evacuate the building in an emergency.

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC
WELCOME



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

WELCOME

Introduction:

- IPO on 15th October 2021 (3.5 years ago)
- Raised £5m (gross) | MCap £17.5m

Progress:

- £1.5m (gross) fundraise in April 2023
- Acquired TomTech in September 2023
- Acquired Injecta Fire Barrier in November 2023
- H2 2024: first period of cashflow positive operations
- Turnover of c.£12m[^] | MCap of c.£10m

Outcome:

- Developed a strong group
- Used its capital wisely
- No further dilution
- A compelling investment in my view

[^] Final figures pending completion of audit



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

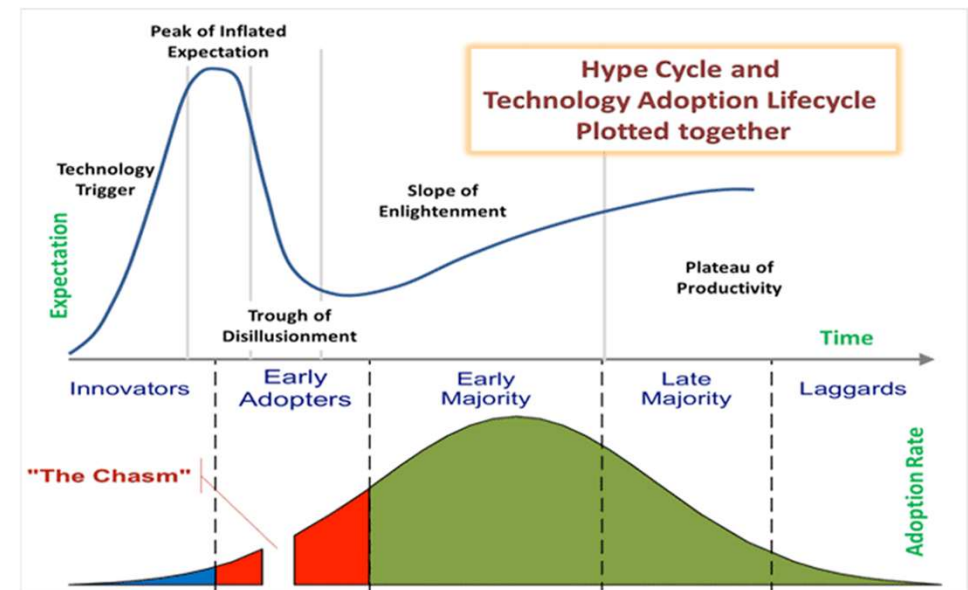
WELCOME

The AgTech (AGT) Cycle:

- Trigger: Food security
- Peak: \$Billions raised
- The Chasm
- Trough: Market consolidation
- Growth: Early adoption market

Group Summary:

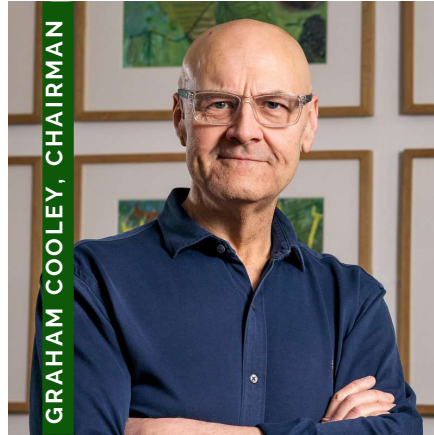
- LST has crossed 'The Chasm'
- A portfolio of products and markets
- Will now climb the adoption curve



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

PRESENTERS



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

AGENDA

- Group Overview Simon Deacon, CEO
- R&D Dyson Farming Richard Meredith, Head of Research
- AgTech (AGT) Craig Price, OD
- **Coffee Break | Exhibition**
- Contract Electronics Manufacturing (CEM) Marc Ellis, MD
- Passive Fire Protection (PFP) Shaun Tasker, MD
- Financial Overview Jim Snooks, CFO
- Group outlook, strategy and closing remarks Simon Deacon, CEO
- **Lunch | Networking | Exhibition**



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

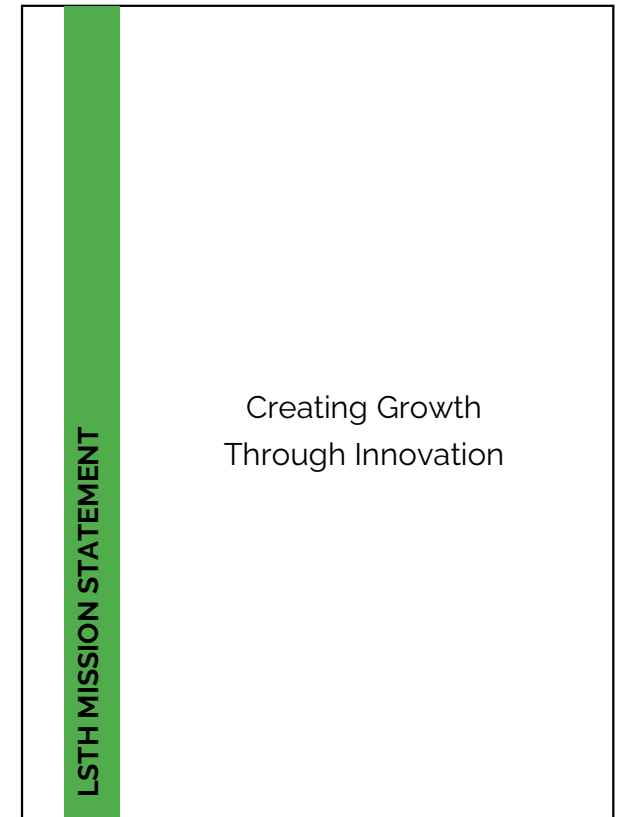
INTRODUCTION TO THE GROUP



LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC



SIMON DEACON, CEO



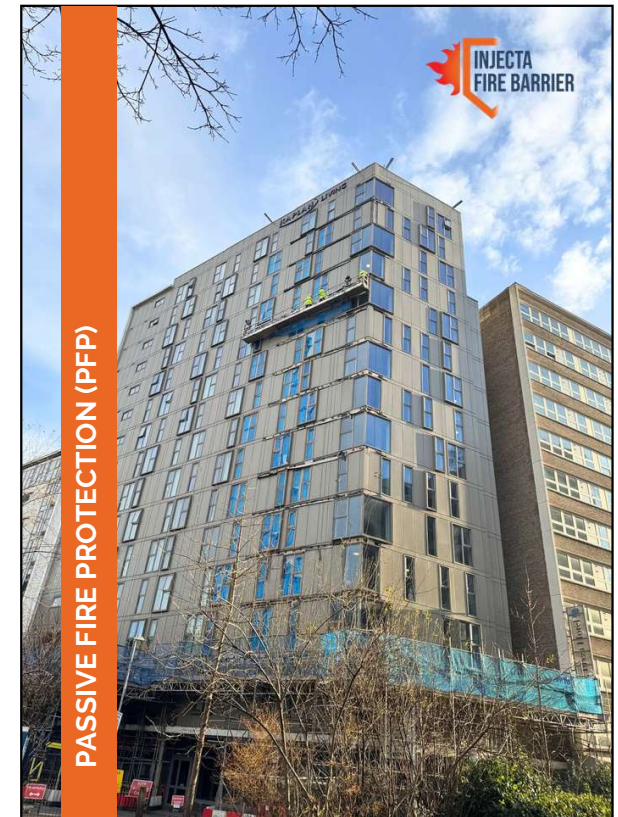
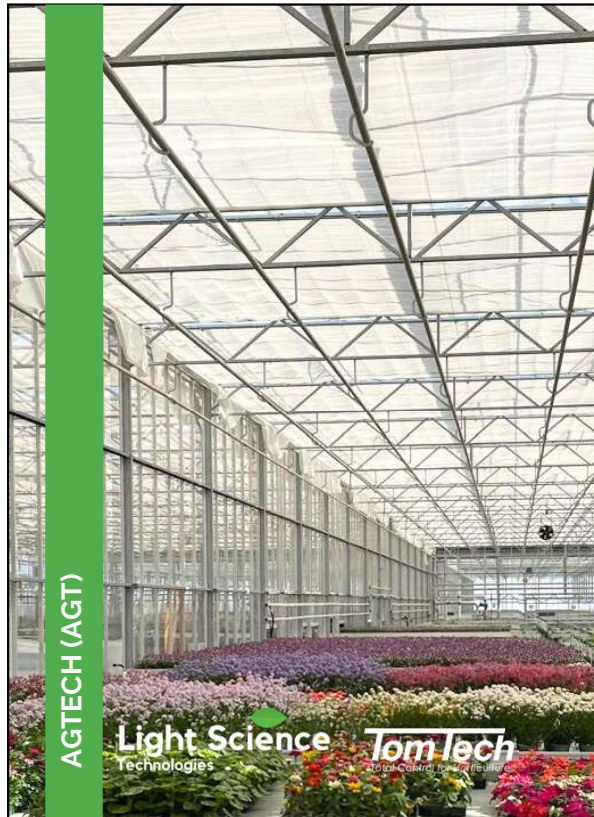
LSTH MISSION STATEMENT

Creating Growth
Through Innovation

CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC DIVISIONS



CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC GROUP HIGHLIGHTS



3

Growing market
sectors

>£50m

Group quoted business

>£3m

Forward orders

70

Employees

120+

Customers

c.29%^Δ

Revenue growth for
FY24

c.28%^Δ

FY24 Gross Profit
Margin (up from 23.4%)

>£1.9m

Cash and undrawn
funds availability at
FY24 end

c. 3X

Share price uplift over
last 16 months

^Δ Unaudited, subject to confirmation through 2024 audit

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

COMBINED MARKET OPPORTUNITY

AgTech (AGT) Global Smart Agriculture market size

£47bn*(2033) with a compound growth rate of 11.3% (2023–2033)

Current AGT Focus - market sizes

LED Grow lights: **£9.6bn** (2030); **CAGR of 28.2%** (2021–2030)

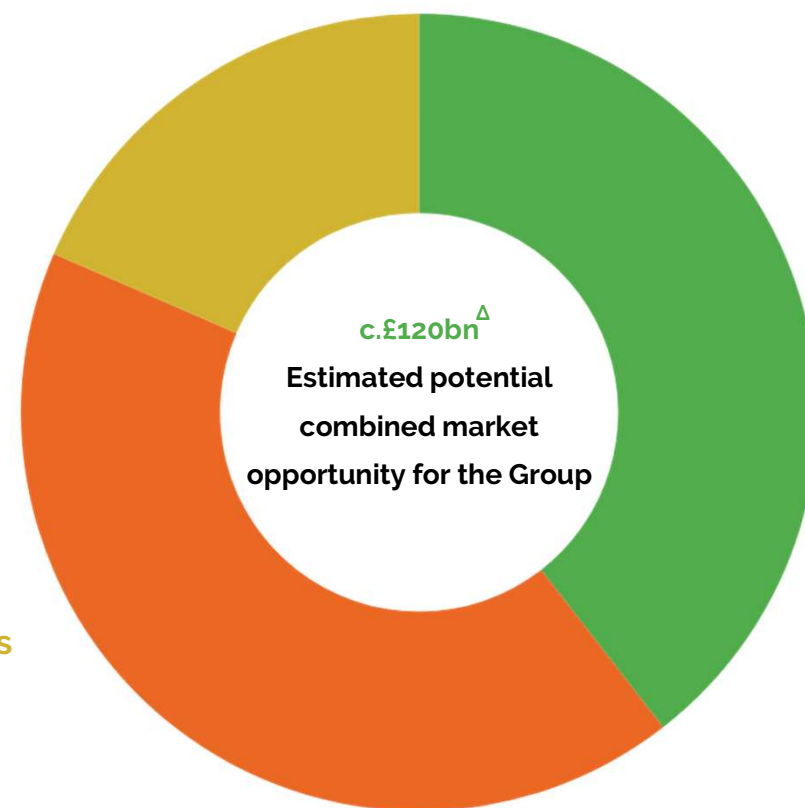
Agricultural sensors: **£3.74bn** (2032); **CAGR of 11.3%** (2024–2032)

Passive Fire Protection (PFP) Potential market size

Up to £50bn**

UK Contract Electronics Manufacturing (CEM) and Design services market size

£22bn*** (2030); CAGR of 8.8% (2024–2030)



Combined Market Opportunity (Page 12)

Δ Aggregation of the following 3 market sizes:

* Report: Smart Agriculture Market Size & Share, Growth Report 2033 (gminsights.com) USD \$60.1 billion by 2033 converted at GBP £1 - USD \$1.28.

** Estimators price cladding replacement at 10 times government budget (theconstructionindex.co.uk)

*** Report - Horizon Grand View Research 2030 (<https://www.grandviewresearch.com/horizon/outlook/electronic-contract-manufacturing-and-design-services-market/uk>) USD \$28.2 billion by 2030 converted at GBP £1 - USD \$1.28.

CEA Market Opportunity Sub Analysis:

□ Report: Allied Market Research LED Grow Lights Market Analysis 2030 (<https://www.alliedmarketresearch.com/led-grow-lights-market-A12416>) USD \$12.3 billion by 2030 converted at GBP £1 - USD \$1.28.

□□ Report: Agricultural Sensors Market 2032 (<https://www.credenceresearch.com/report/agriculture-sensors-market>) USD \$4.8 billion by 2032 converted at GBP £1 - USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

GROUP MARKET OPPORTUNITY TIMESCALE



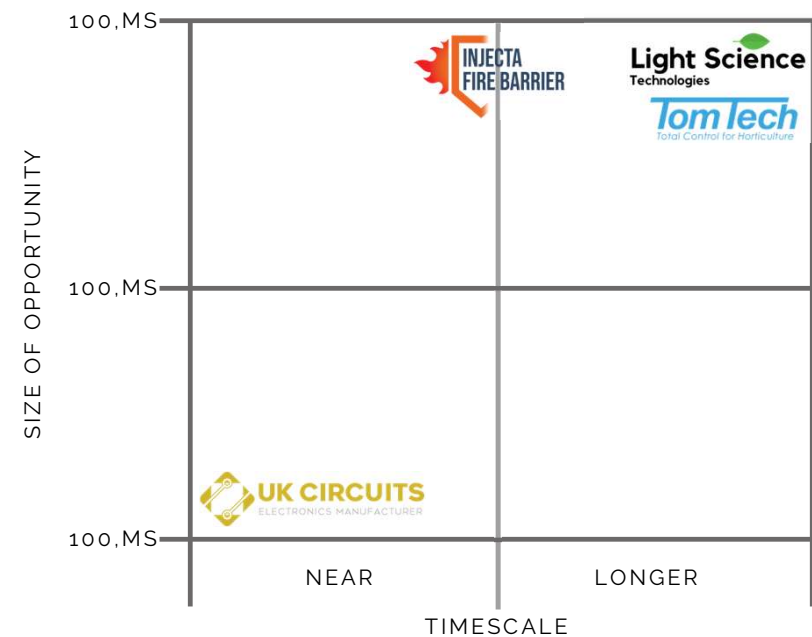
- AgTech (AGT)



- Contract Electronics Manufacturing (CEM)



- Passive Fire Protection (PFP)



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC
GROUP VIDEO



WWW.LIGHTSCIENCE TECHNOLOGIES HOLDINGS.COM

CREATING GROWTH THROUGH INNOVATION

RESEARCH & DEVELOPMENT | DYSON FARMING

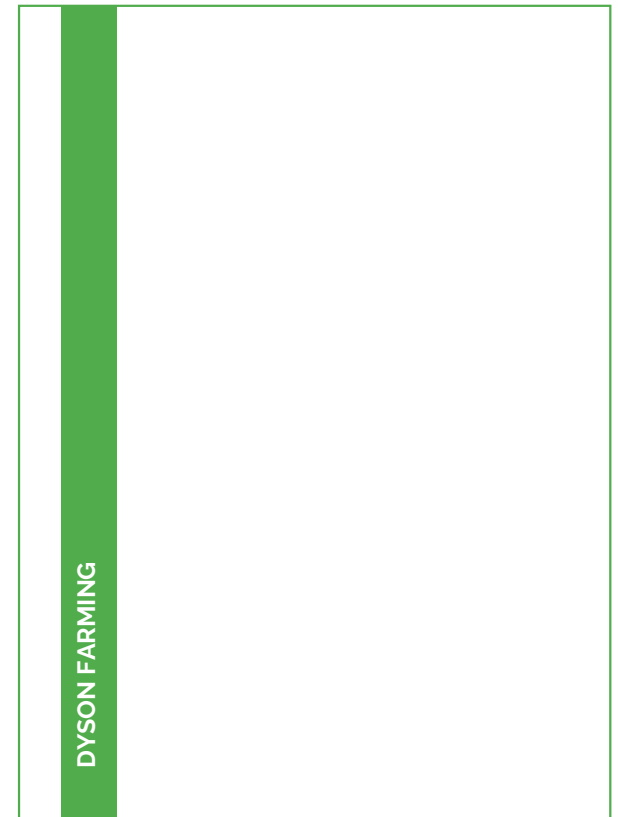
PRESENTER: RICHARD MEREDITH



AGRI-TECH (AGT)



RICHARD MEREDITH, HEAD OF RESEARCH



DYSON FARMING

CREATING GROWTH THROUGH INNOVATION

AIM: LST

Farming differently Science. Research. Experimentation.

Richard Meredith

Head of Research

Dyson farming

Dyson Farming vision and mission

We are excited about growing the future of sustainable agriculture through innovation and people

We will transform categories through reinvigorating the value in better tasting, healthier food, grown in harmony with the environment



Vision and mission

We are excited about growing the future of sustainable agriculture through innovation and people

We will transform categories through reinvigorating the value in better tasting, healthier food, grown in harmony with the environment



A high-angle photograph of a man with light brown hair, wearing a white short-sleeved shirt and tan trousers, sitting on a light-colored floor. He is focused on working on a cylindrical component of a vacuum cleaner. Surrounding him are various tools and parts: a red toolbox with several tools, a roll of silver tape, a pair of pliers, a screwdriver, a blue vise, a red and grey vacuum motor, a blue circular component, and a wooden frame with a blue circular part. The scene is a workshop or prototype development area.

dyson

5 years

5,126 prototypes

FARMERS TODAY

ACCOUNT MANAGER.

AGRONOMIST.

AI DEVELOPER.

AGRICULTURAL METEOROLOGIST.

ANIMAL NUTRITIONIST.

BIODIVERSITY SPECIALIST.

CROP SCIENTIST.

CROP TRADER.

DIGITAL CREATOR.

DRONE OPERATOR.

FINANCIAL CONTROLLER.

GLASSHOUSE MANAGER.

GRAPHIC DESIGNER.

HEALTH AND SAFETY ADVISOR.

MACHINERY OPERATOR.

MECHANIC.

NEW PRODUCT DEVELOPMENT MANAGER.

NUTRITIONIST.

PACKHOUSE MANAGER.

PROJECT MANAGER.

QUALITY ASSURANCE ASSESSOR.

RENEWABLE ENERGY TECHNICIAN.

ROBOTICS ENGINEER.

SHEPHERD.

SOIL RESEARCHER.

STRAWBERRY GROWER.

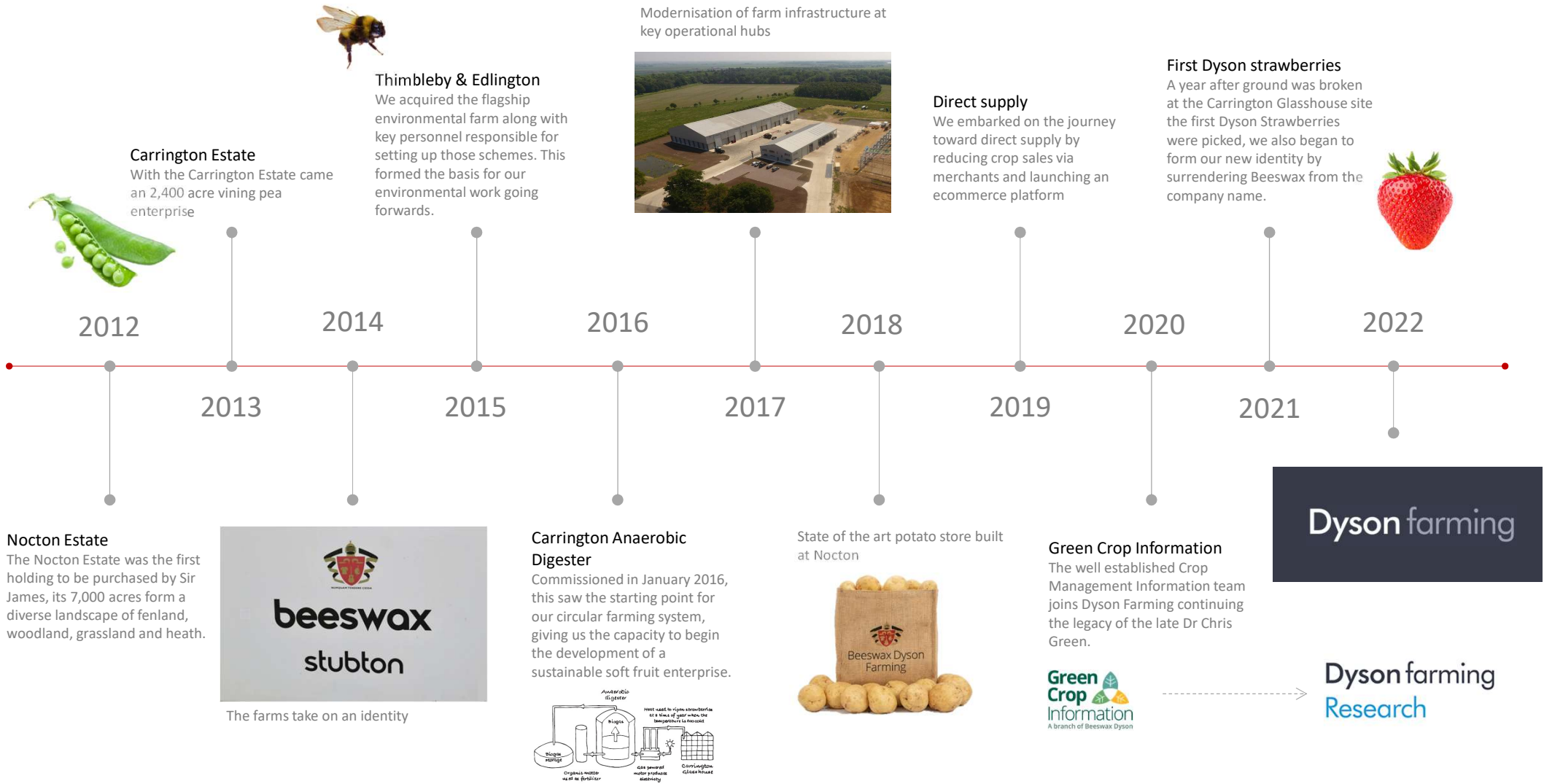
SUSTAINABILITY MANAGER.

TECHNICAL MANAGER.

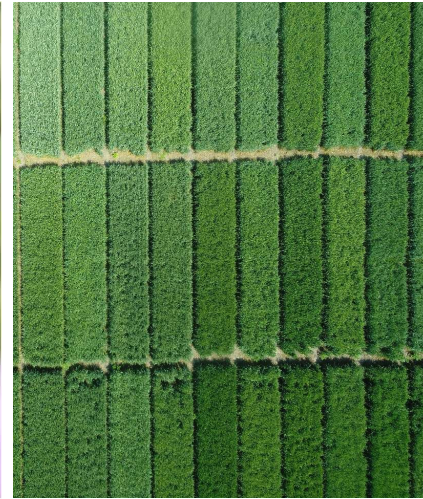
TECHNOLOGY MANAGER.

TRAINING AND SKILLS MANAGER.

10 years of Dyson in farming



What we do



Food

Farming in Lincolnshire, Oxfordshire, West Berkshire Gloucestershire and Somerset growing food crops and rearing livestock.

Energy

Converting crops into renewable energy to power 10,500 homes. We are exploring technology that will provide us with a cleaner way to power our farm machinery with the crops we grow.

Environment

We have 1,300 ha of environmental stewardship features established and managed by a dedicated in-house team. 68km of public and permissive access routes.

Research

Providing independent research and analysis into crop management strategies that help make farming more efficient and beneficial for the environment.

Property

Providing high quality rural housing and leisure opportunities to share the benefits of our natural capital.

Industry challenges

Emissions and pollution	Nutrition	Labour
<ul style="list-style-type: none">– Climate change – 8.5% GHG emissions from Ag– Fertiliser and synthetic input usage– Fuels (diesel)– Animal waste and co-streams– Deforestation for Ag 14.5% GHG impact	<ul style="list-style-type: none">– 8bn to 10bn people in 25 years– Food poverty– Ultra-processed, addictive foods– Appetite suppressant ‘medication’	<ul style="list-style-type: none">– Availability for manual tasks– Skills and training
Depleting resources	National food security	Connecting British consumers
<ul style="list-style-type: none">– Water management– Capital investment– Soil health– Biodiversity and nature loss	<ul style="list-style-type: none">– Declined from >84% in 1980’s to 54% in 2020– How do we grow more of the foods that deliver nutrition– Potential lower carbon footprint of local / domestic	<ul style="list-style-type: none">– Clearer labelling– Government procurement– Change British food culture

Our approach

British and better



Better tasting, more nutritious food, grown and produced in Britain.

Farming differently



Using technology to produce more using less, allowing us to operate in harmony with the environment.

Experimentation



Investing in research and engineering solutions that will help us produce better food in the future.

British & better

Better tasting, more nutritious food, grown and produced in Britain.

Dyson farming

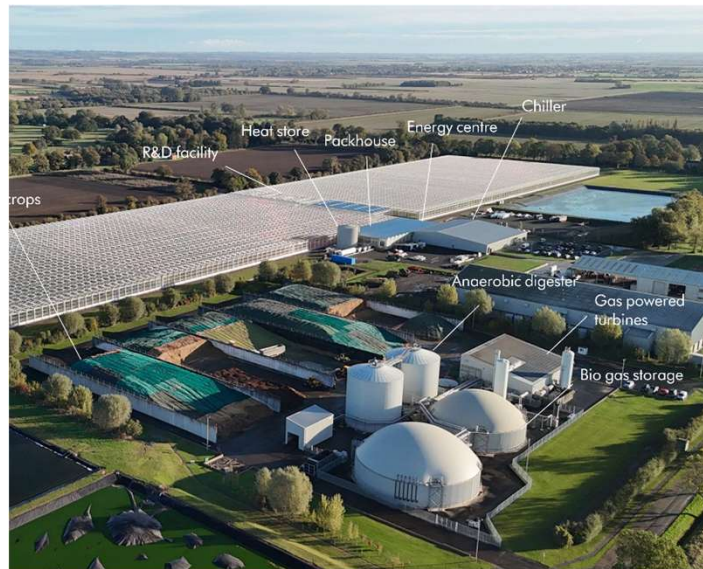
Food security and innovation – Strawberries

Aim



Premium British
strawberries year
round

Implementation



Innovation and
technology

Future



Vertical farming and
robotic picking



Dyson farming

British strawberries

Sweet and juicy, packed with zestiness

Grown in winter on carbon-neutral farms



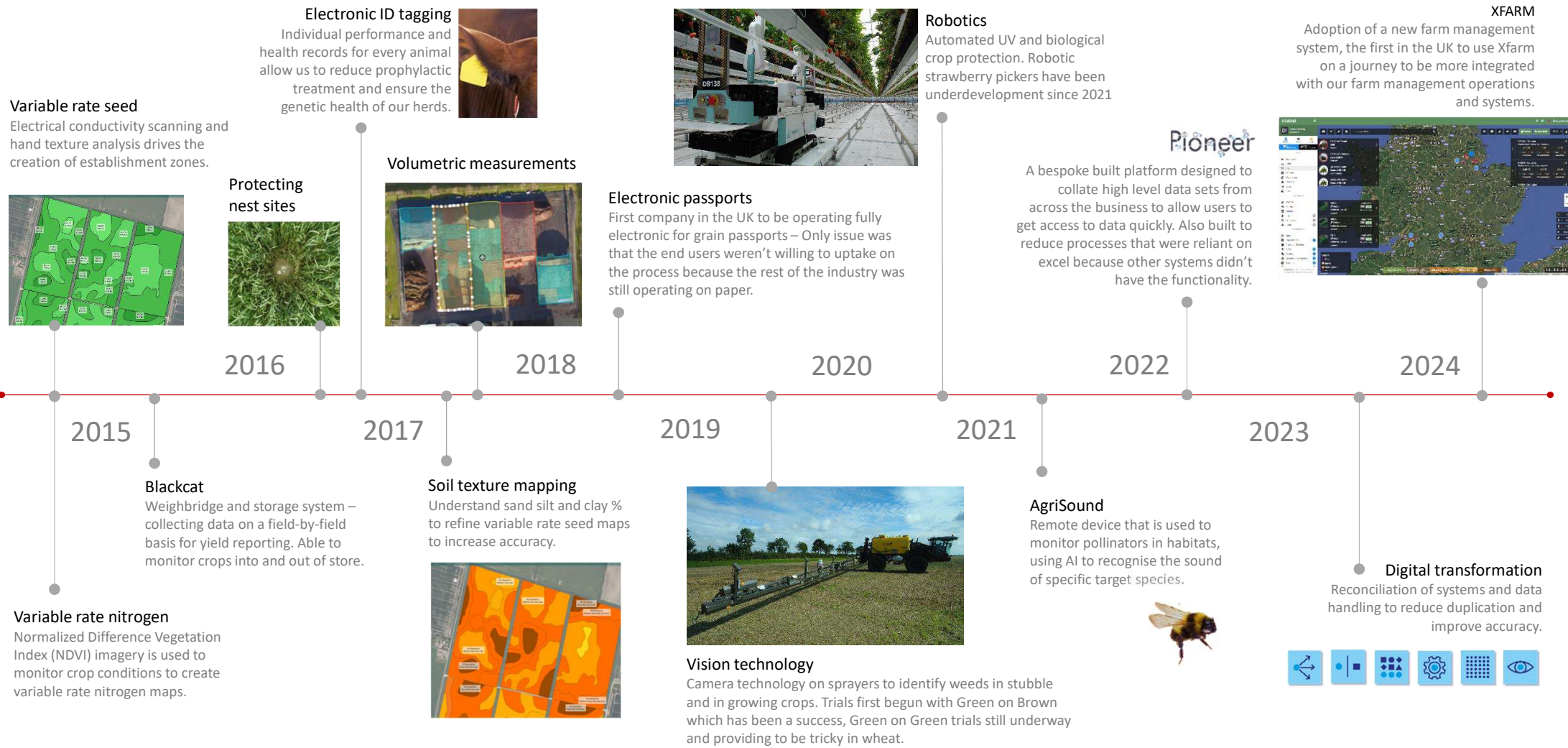


Farming differently

Using technology to produce more using less, allowing us to operate in harmony with the environment.

Dyson farming

Innovative, technology driven farming



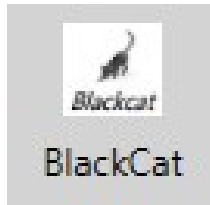
 iMETOS



Red Tractor
Assurance



exc



MARCO®



Power BI



DroneDeploy



SCANIA



Carbon accounting: opportunities

Direct supply opportunity

80% reduction net emissions by 2035

Branding and marketing opportunities

Methodology & data management

Review of carbon accounting tools



Carbon accounting: challenges

Lack of consistency

1

Many unknown factors remain

2

Multiple platforms and tools

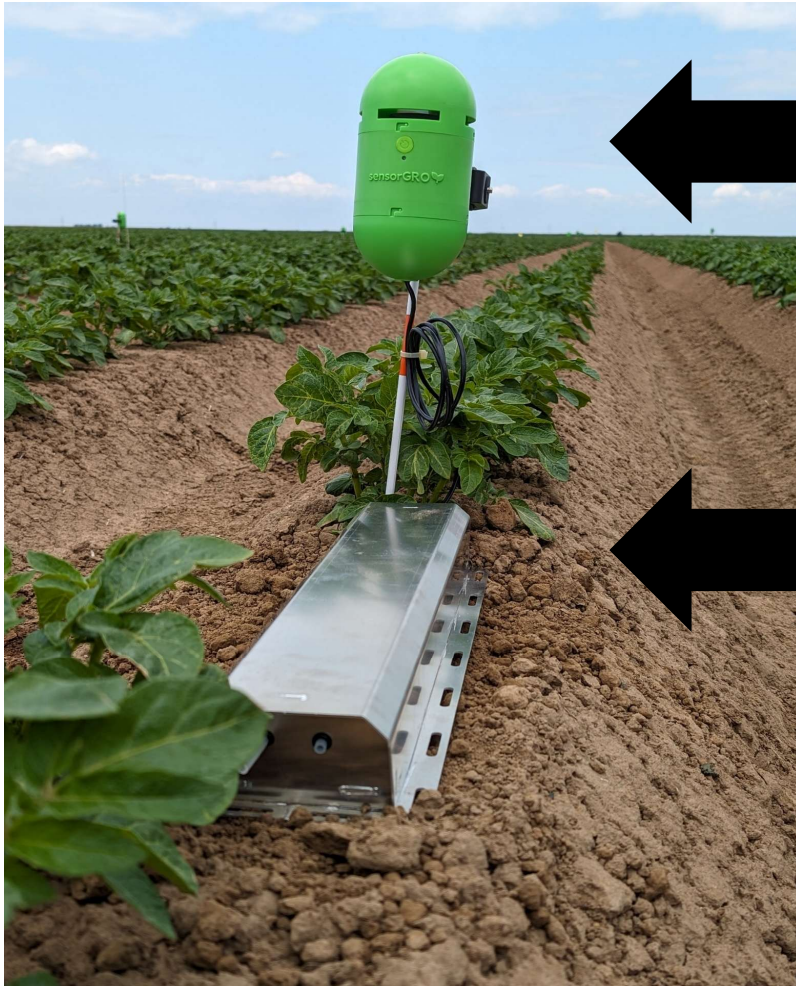
3

Easy to feel overwhelmed

4



Measuring GHG emissions: new technology



Existing sensor measures the atmosphere:

- light
- CO₂
- pressure
- temperature
- humidity

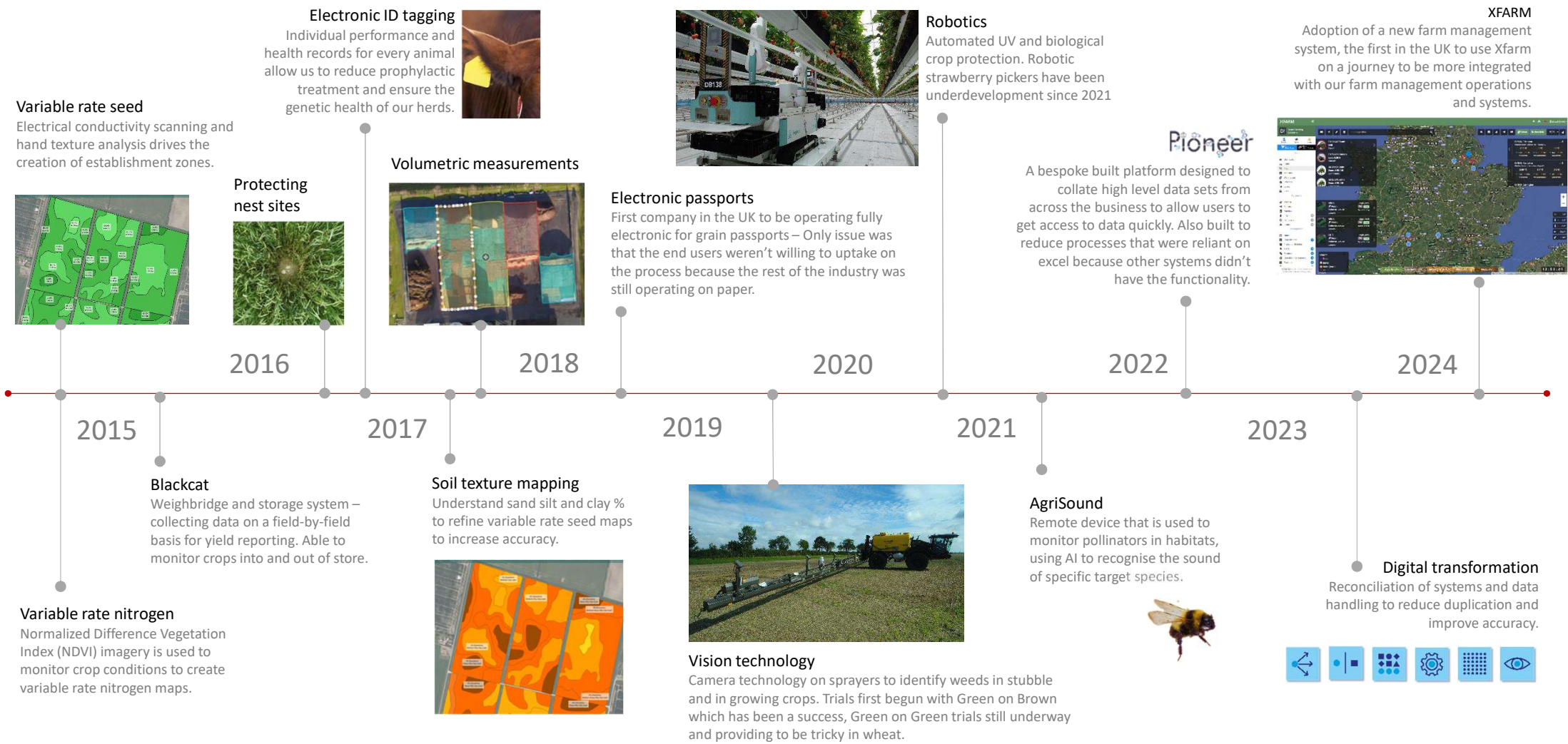
New sensor measures N₂O emissions and includes:

- purge pump
- microcontroller
- flash memory

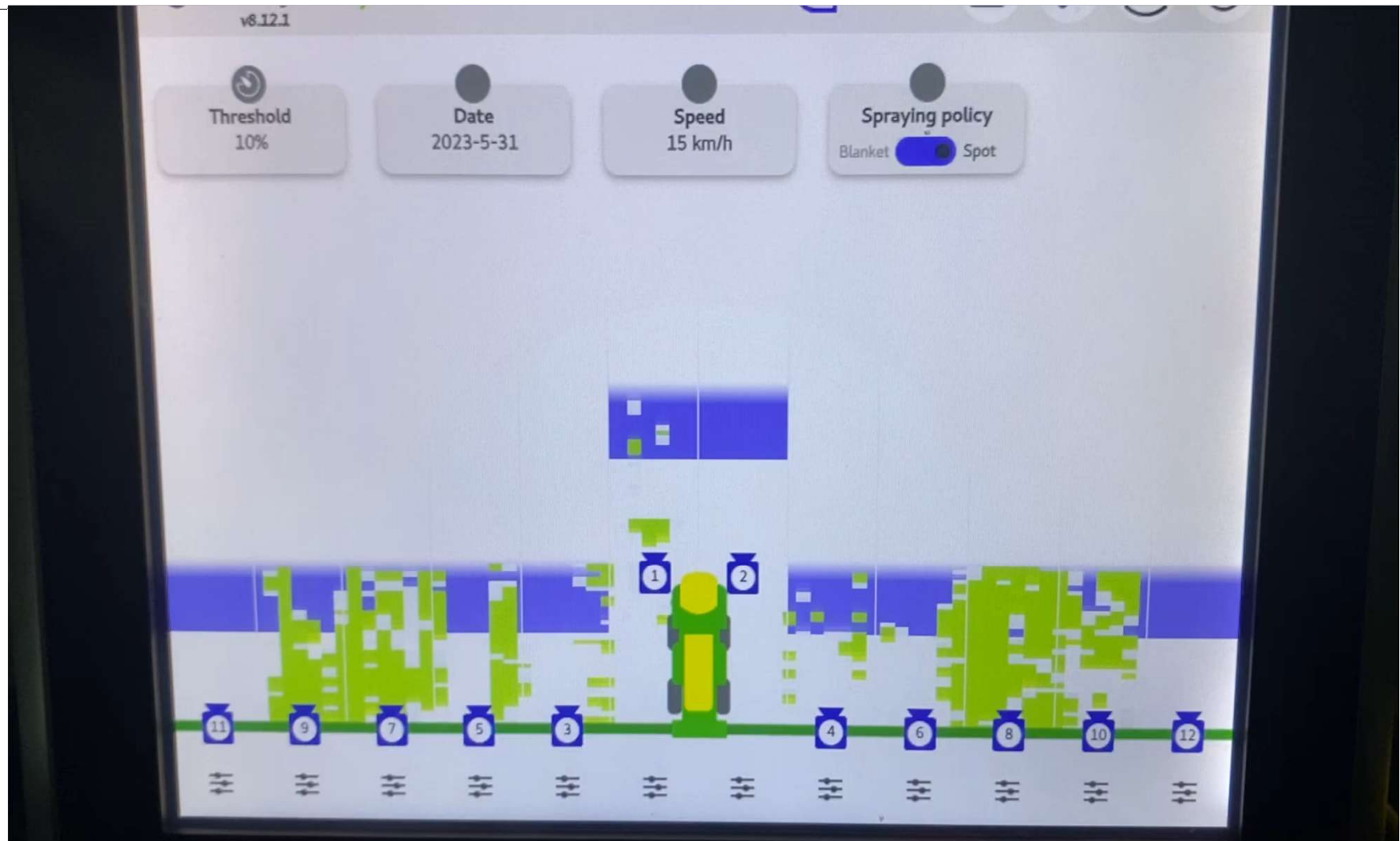
Plan to add CO₂ sensor in future.

c. 50 devices deployed in Dyson nitrogen experiments, producing 2 million data records in the 2024 season.

Innovative, technology driven farming



On farm tests



Spot Spraying



Green on Brown

Experimentation

Investing in research and engineering solutions that will help us produce better food in the future.

Dyson farming



Energy
Pace
Networks

Running
towards
challenges

Focus areas



Dyson Farming Research Innovation Farm

Encouraging risks

Demonstrating system approaches & impact

Multiple rotations

Incubators for tech innovators.

Education centre



Funded research projects



Nitrogen use efficiency



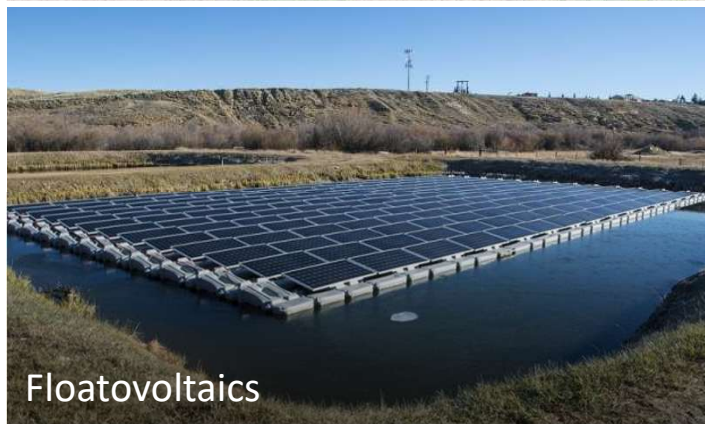
Transformative reduced input potatoes



UK plant protein



Low carbon fertiliser



Floatovoltaics



Novel breeding techniques

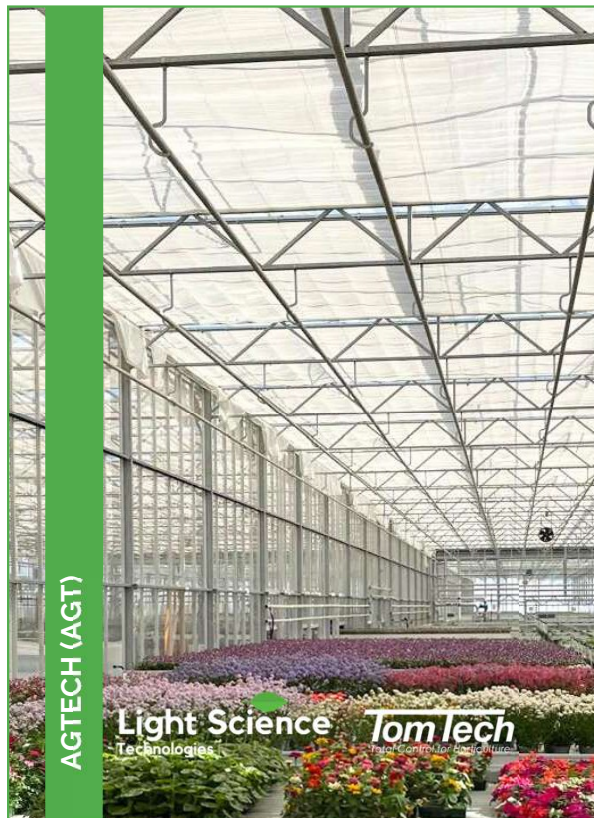
Challenging the industry



Dyson farming

dysonfarming.com

AGTECH DIVISION PRESENTER: CRAIG PRICE



AGT MISSION STATEMENT

Through innovation of new technologies we provide solutions to growers allowing them to "Rethinking Farming", "Grow more with less" and support the step change towards "Digital Agriculture"

CREATING GROWTH THROUGH INNOVATION

AIM: LST

AGTECH DIVISION
PRESENTER: CRAIG PRICE

CRAIG PRICE, OD



BIOGRAPHY

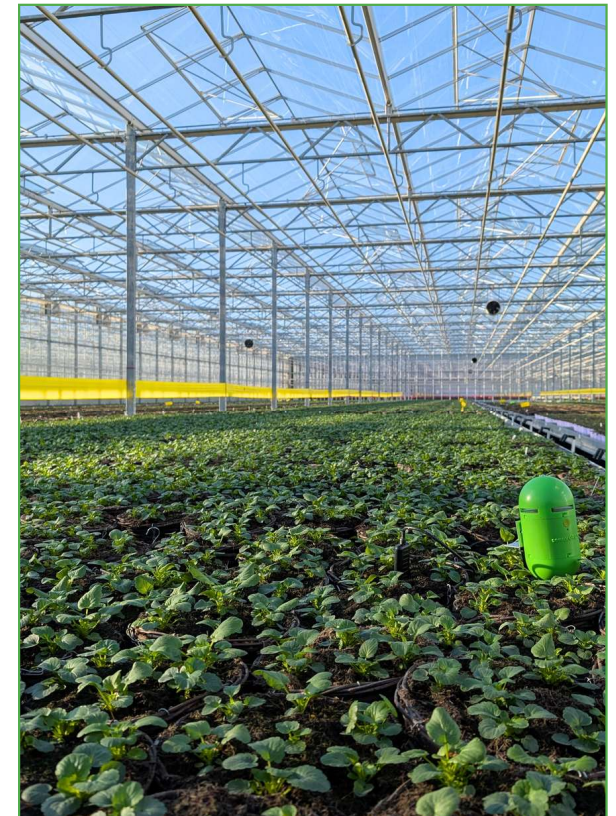
Over 26 years experience in electronic design, production and manufacturing of various technologies inclusive of LED lighting, sensing and power distribution. With over 15 years of operational management in previous companies I have overall responsibility in development and implementation operational strategies of the AgTech Division

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION CONTENTS

- Highlights
- Introduction video to the division | structure & market
- How we produce our food "Rethinking Farming"
- Three of the biggest current challenges
- The Needs of a Plant
- How our technology meets the needs of the market
- Case Studies & Grower Feedback
- New Technologies to service future needs
- Transition of revenue | Partnerships
- Digital Agriculture | Closing Summary
- Q&A

CREATING GROWTH THROUGH INNOVATION



AGTECH DIVISION HIGHLIGHTS

4

Core Product
Ranges Developed

2

Partnership
Agreements

£42.5m

Quoted Pipeline

First

Battery Powered,
Modular Sensor
Platform

In -House

Design and
Manufacture

Delivered our first
project **nuturGROW**
in Europe

>1.94m

N₂O flux
Measurement in our
1st of Year Trials

4

UKRI Innovation
Grant Awards

2

Patent Submissions



AGTECH DIVISION
DIVISION VIDEO

Light Science
Technologies Holdings



WWW.LIGHTSCIENCE TECHNOLOGIES HOLDINGS.COM

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION SETTING THE SCENE

Corporate Structure

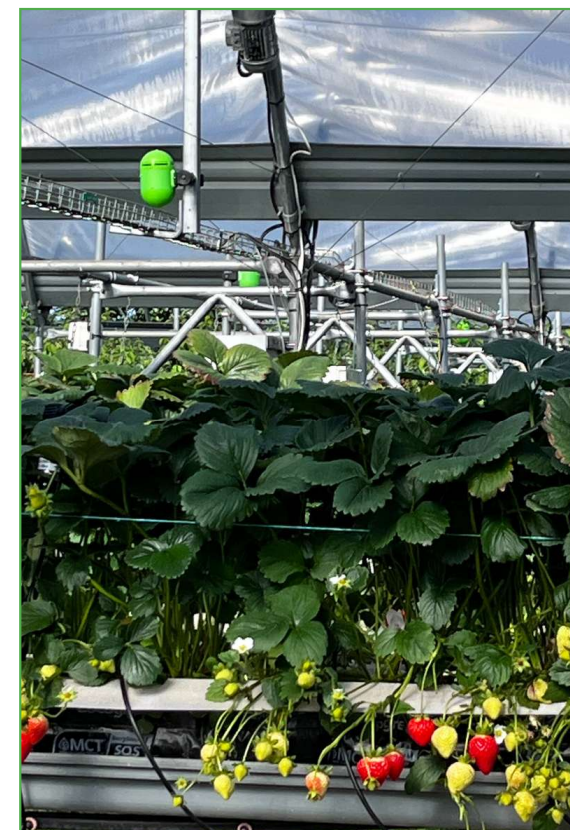
2 companies leveraging over 35 years' experience allowing us to develop a current pipeline: c.£42 million, Providing innovative technologies into the agtech market.

Customer Offering

- nurturGROW tuneable lighting system
- sensorGROW sensors & IoT Platform
- Environmental control systems & turnkey offering

Global Market Size

- AgTech (AGT) Smart Agriculture market size £47bn*(2033); CAGR of 11.3% (2023-2033)
- Current AGT Focus – market sizes LED Grow lights: £9.6bn□ (2030); CAGR of 28.2% (2021-2030)
- Agricultural sensors: £3.74bn□□ (2032); CAGR of 11.3% (2024-2032)



* Report: Smart Agriculture Market Size & Share, Growth Report 2033 (gminsights.com); USD \$60.1 billion by 2033 converted at GBP £1 = USD \$1.28.
 □ Report: Allied Market Research LED Grow Lights Market Analysis 2030; (<https://www.alliedmarketresearch.com/led-grow-lights-market-A12416>); USD \$12.3 billion by 2030 converted at GBP £1 = USD \$1.28.
 □□ Report: Agricultural Sensors Market 2032; (<https://www.credenceresearch.com/report/agriculture-sensors-market>); USD \$4.8 billion by 2032 converted at GBP £1 = USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION HOW WE PRODUCE OUR FOOD



"Rethinking Farming"

Innovation

In its simplest form, is the act of creating or improving something to add value or solve a problem.



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION CHALLENGES

Food Security

Human well-being

- Climate Change & Extreme Weather
- Population Growth & Food Demand
- Economic & Supply Vulnerabilities



Land Use

Shortage of "croppable" land

- Urbanization & Industrial Growth
- Soil Degradation
- Resources & Intensive Practices



Carbon

Farming impact

- Soil Management Practices
- Agricultural Energy Consumption
- Land Use & Crop Selection

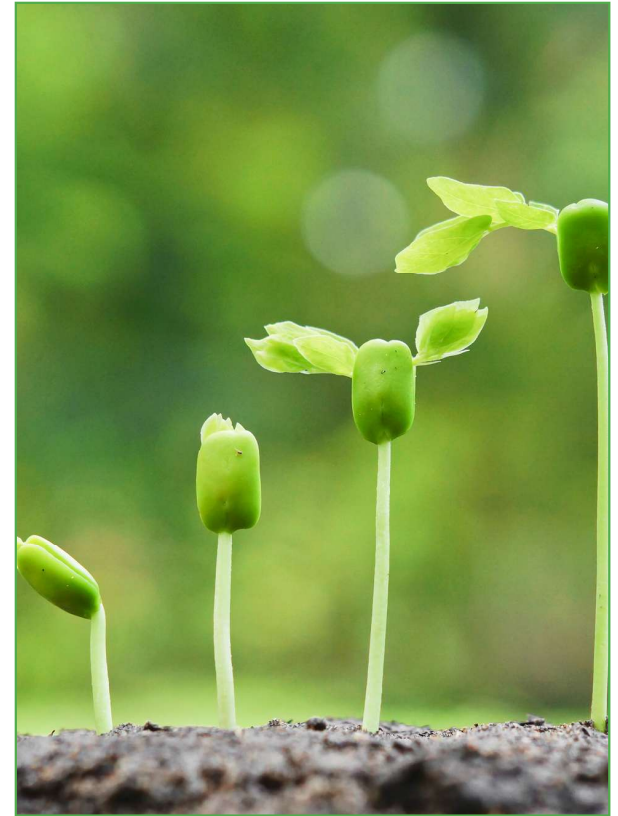


CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION A PLANTS NEEDS



- Water
- Air
- Light
- Warmth
- Nutrients
- Microbes to increase soil fertility
- Pollinating agents



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION THE SOLUTION

The recipe of light given to plants



Sensors & IoT Platform Technologies



Environmental Control &
Turnkey Solutions



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION
LIGHTING APPLICATIONS

nurturGRO 

nurturGROW, patented range of sustainable, modular lighting solutions inclusive of top light, inter-crop, and multi-layer LED lighting provisional for all the needs of the closed environmental agriculture space.



Light Science
Technologies Holdings 

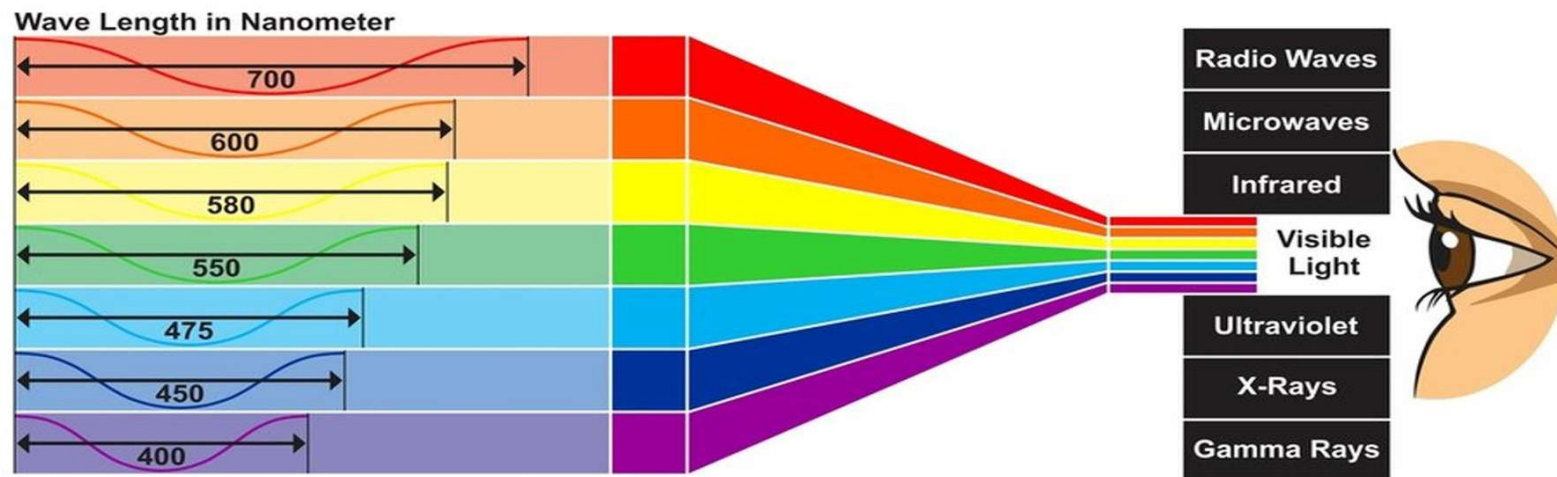
CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION
LIGHT RECIPE

nurturGRO 


Light Science
Technologies Holdings

nurturGROW, patented range of sustainable, modular lighting solutions inclusive of top light, inter-crop, and multi-layer LED lighting provisional for all the needs of the closed environmental agriculture space.



CREATING GROWTH THROUGH INNOVATION

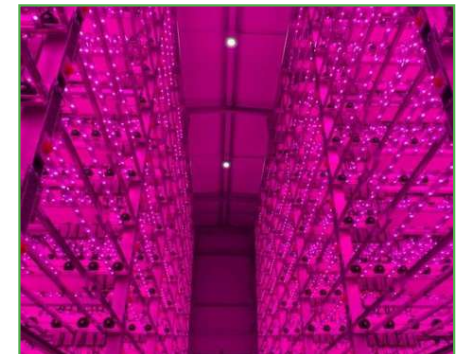
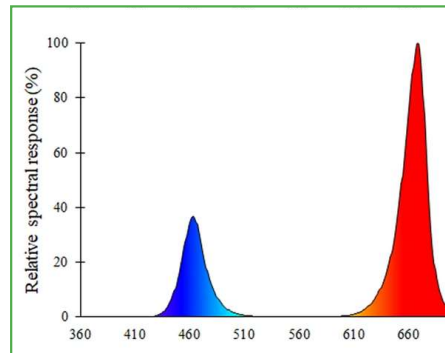
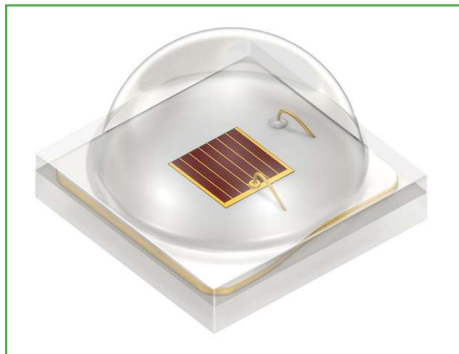
AGTECH DIVISION LIGHT RECIPE

nurturGRO

Light Science
Technologies Holdings

nurturGROW, patented range of sustainable, modular lighting solutions inclusive of top light, inter-crop, and multi-layer LED lighting provision for all the needs of the closed environmental agriculture space.

LED technology is **Monochromatic**, emitting single wavelength (Color) of light, allowing us to tailor and fine tune the light recipe to maximise yield, quality and shelf life.



CREATING GROWTH THROUGH INNOVATION

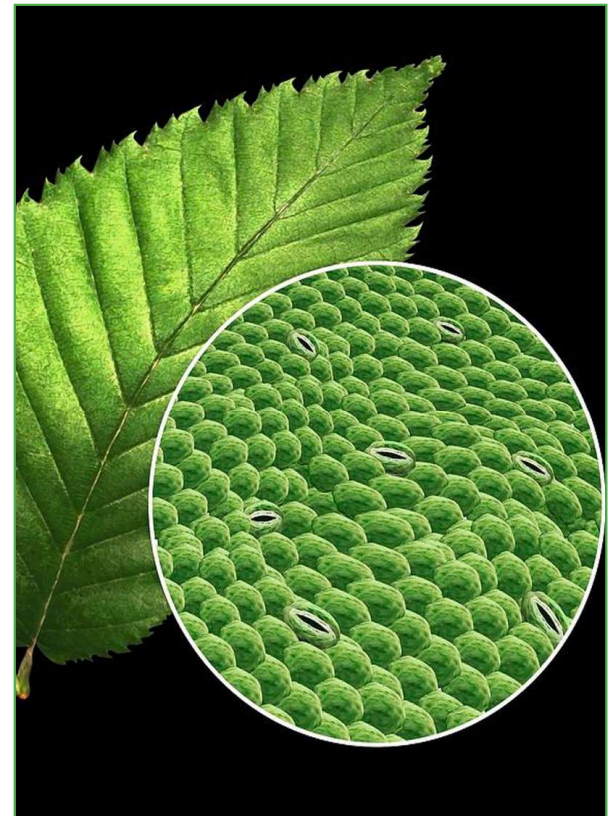
AGTECH DIVISION SENSORS & IOT PLATFORM



sensorGRO

Sensors play a vital role in providing data to Improve:

- Yield
- Forecasting
- Quality
- Control, prevent pests & diseases
- Identify nutrient and salinity



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION

THREE GROWERS | THREE PROBLEMS SOLVED

sensorGRO

Grower A

Temperature & Humidity monitoring in early lettuce, under fleece to detect optimum conditions for the onset of Mildew.



Grower B

Monitoring and managing the canopy environment to prolong the effectiveness of biological control.



Grower C

Temperature & Humidity monitoring within potato haulm can provide early detection for late season Blight.



AGTECH DIVISION

SENSORGROW- MODULAR PLATFORM OFFERING TAILORED MEASUREMENTS

sensorGRO**Zone****Measurements****Air**

- Light
- Temperature
- CO₂
- Humidity
- Pressure
- VPD (Vapour Pressure Deficit)

Communications

- LoRaWan
- Battery Power

Root

- Soil Temperature
- Soil Moisture
- Soil EC
- Soil PH

Launching
Spring 2025**GHGs**

- Nitrous Oxide - N₂O
- Methane - CH₄
- Carbon Dioxide - CO₂
- Ammonia - NH₃

Launching
2025/26

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION
MULTIZONE SENSOR INTRODUCTION

sensorGRO 



With increasing pressures, and incentives from supply chains to reduce crop inputs, Farmers, Growers and Agronomists are looking for innovative ways to monitor crop health, more accurately predict timing and dose of fertilisers, pesticides and fungicides applications.

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION BROADACRE DEVELOPMENT

Outdoor trials | Dyson Farming. | Part of UKRI sensor development grant to support government objectives to reduce inputs in how we grow our food.

- Helps farmers make informed decisions on when and how much fertiliser should be applied to crops
- Gives a comprehensive insight into the effects of other environmental conditions
- Provides data evidence to report their inputs towards carbon neutrality, reducing cost and the impact on the environment.
- More than 98% more land farmed as broadacre compared to CEA

sensorGROW will eventually become an environment sensor

CREATING GROWTH THROUGH INNOVATION



AGTECH DIVISION IOT PLATFORM



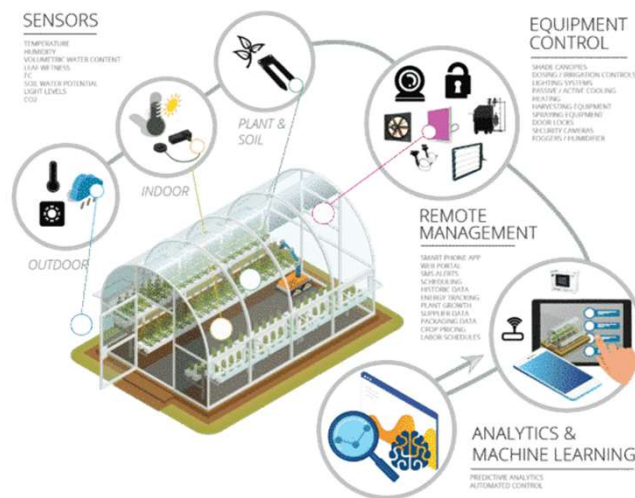
CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION CONTROL SYSTEM & TURNKEY OFFERING

Our turnkey solution and installations are custom designed allow a grower to have complete control of their growing environment, utilising the latest sensor and IoT technologies which provide real-time analytics to maximise yield, crop health, quality and shelf life.

Some of the control considerations are:

Heating & Cooling, Irrigation & Fertigation, CO2 Supplementation and distribution, Assimilation Lighting

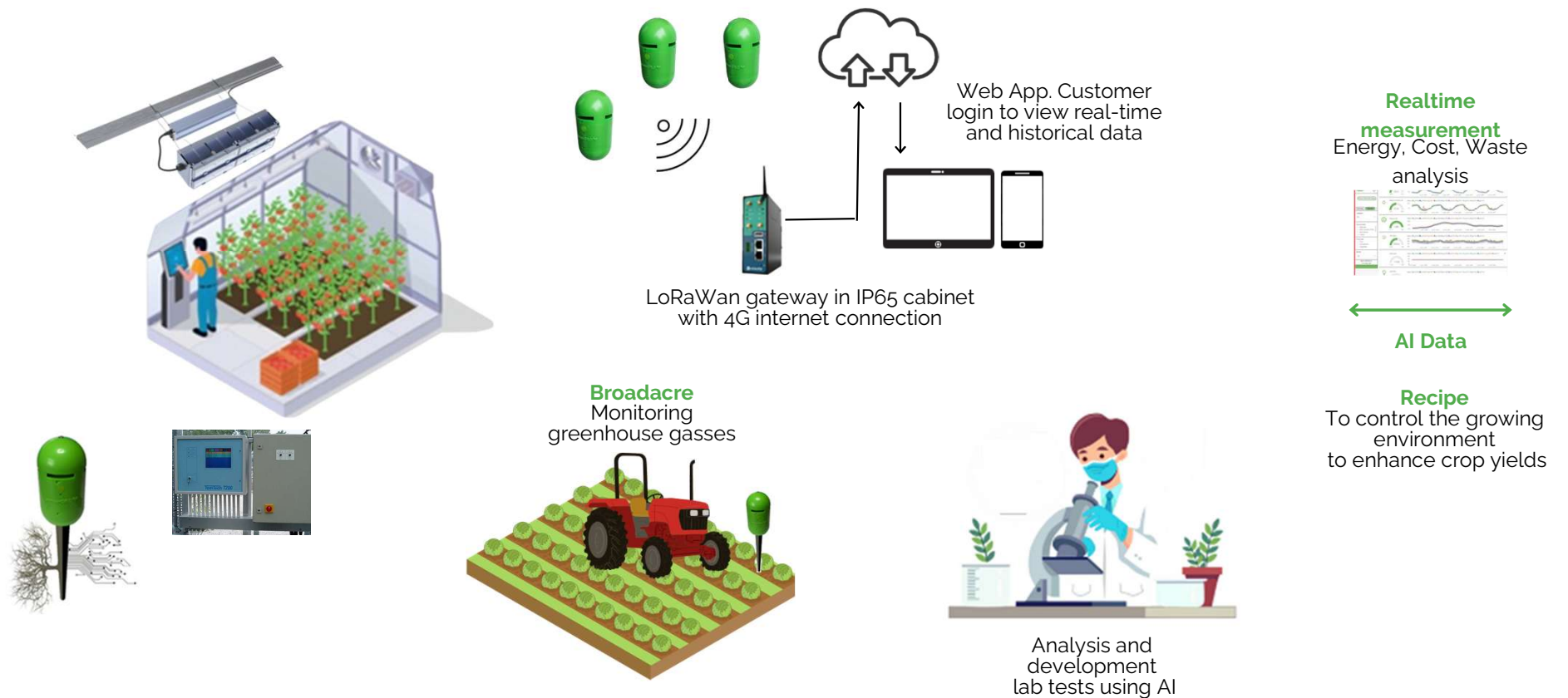


CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION DIGITAL AGRICULTURE TRANSFORMATION

Flagship product of the future.

Leverages soil and crop science through AI and data science, driving sustainable agriculture. Enhancing crop yield, monitoring the environment and impact.



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION

WHAT DOES THIS MEAN FOR THE SENSOR MARKET

Light Science
Technologies Holdings

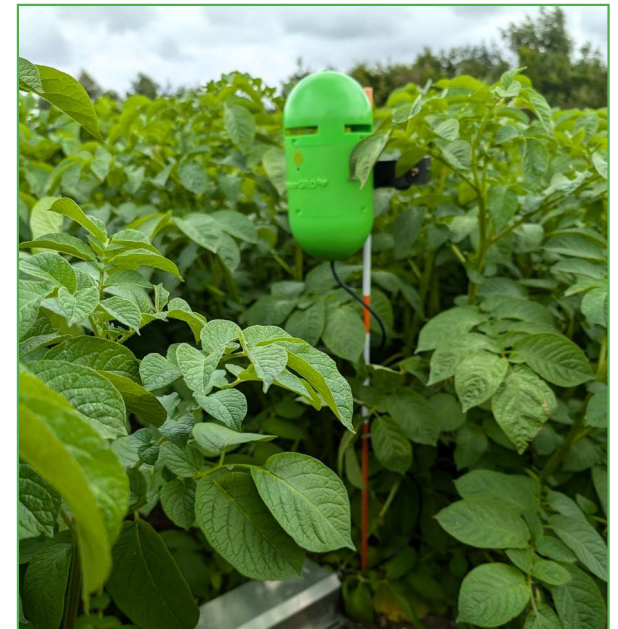
A potential market opportunity for worth £3.74bn* by 2032



Dyson
farming



- First battery powered multifunction product which can be used in various markets.
- Attractive growth area providing key data to growers that is crucial to optimise crop growth and reduce inputs.
- Real-time data for precision agriculture.
- Aid Net Zero Objectives.



*Report: Agricultural Sensors Market 2032: (<https://www.credenceresearch.com/report/agriculture-sensors-market>): USD \$4.8 billion by 2032 converted at GBP £1 = USD \$1.28

CREATING GROWTH THROUGH INNOVATION

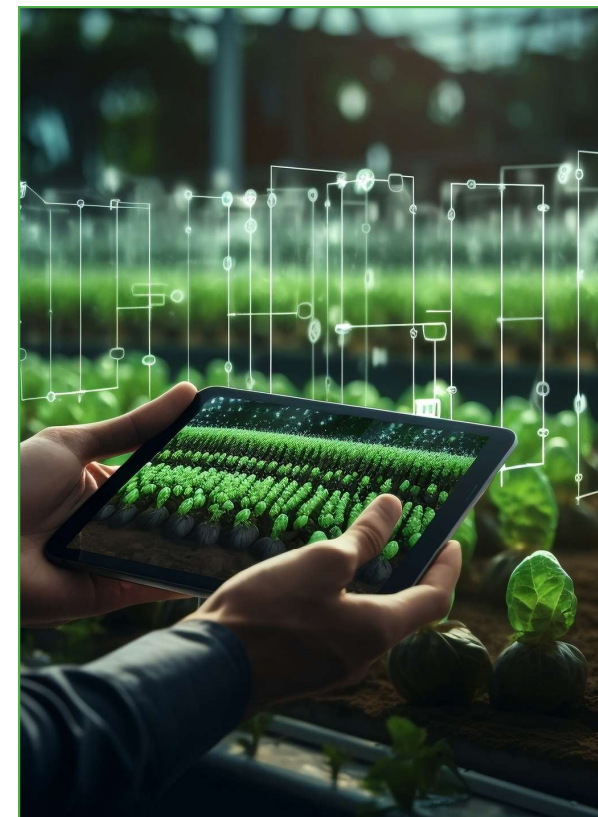
AGTECH DIVISION DIGITAL AGRICULTURE



'Rethinking farming'

Digital agriculture will transform the way we produce food, making it more efficient, sustainable, and scalable, especially in the face of growing global population pressures and climate change.

"We can't make the step change with just one solution. It's only when we combine technologies and practices will we be able to transform the way we produce our food"



CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION DISTRIBUTION PARTNERSHIPS



Focuses on African market entry and expansion for lighting, sensors and control systems



Focuses on Toplight market opportunities to deliver best value to growers.

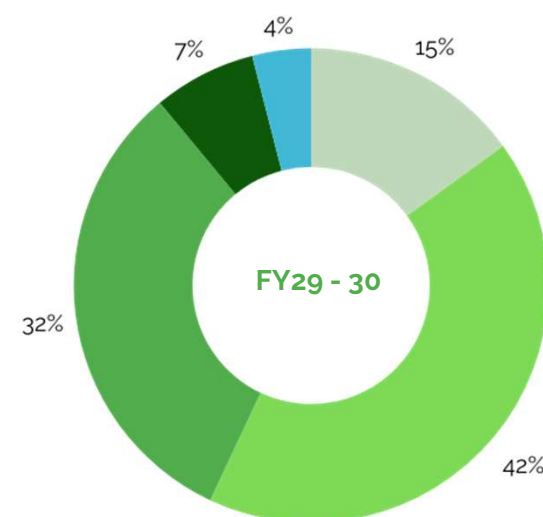
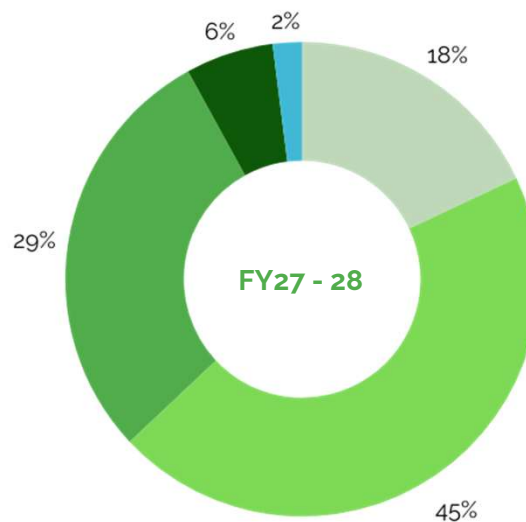
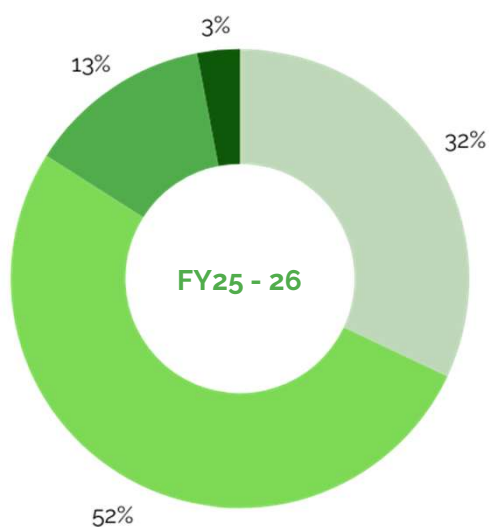


CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION

STRATEGY, MARKET & VISION FOR % REVENUE MAKE-UP TRANSITION

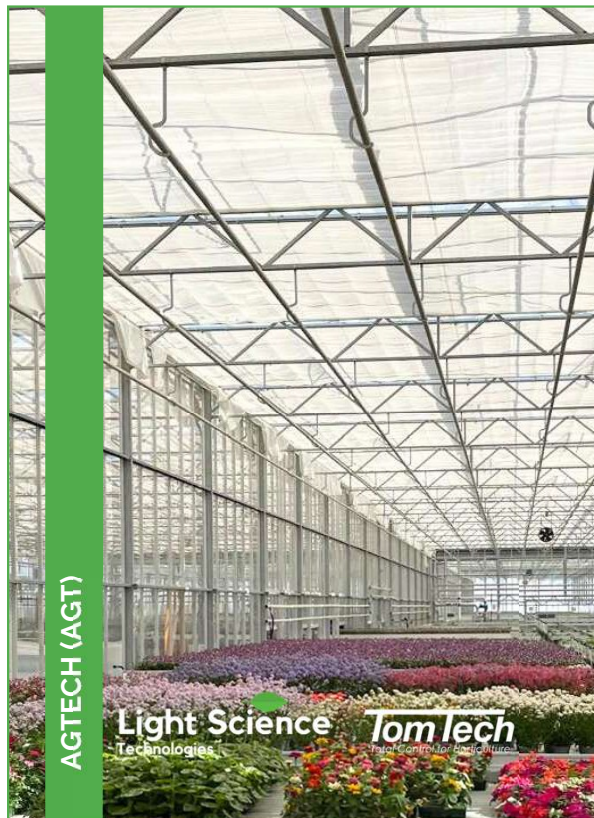
- Expanding of our dealer and partner network to include Europe, North America, Canada, Gulf, and Australasia.
- New product introductions, value added services, and an open API platform to maximise revenue opportunities.
- Technology adoption, Improved rural communications and IoT Infrastructure.



Turnkey Installation
 Lighting - In/Outbound Dist & Direct Sales
 Sensor - AGT
 Data, Cloud, Recurring Revenue
 Sensor - Environmental

CREATING GROWTH THROUGH INNOVATION

AGTECH DIVISION QUESTIONS



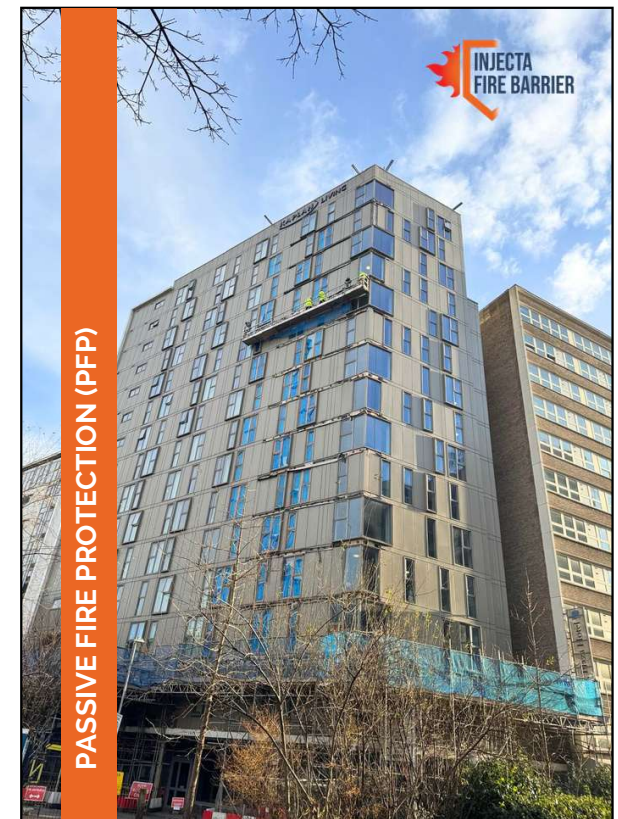
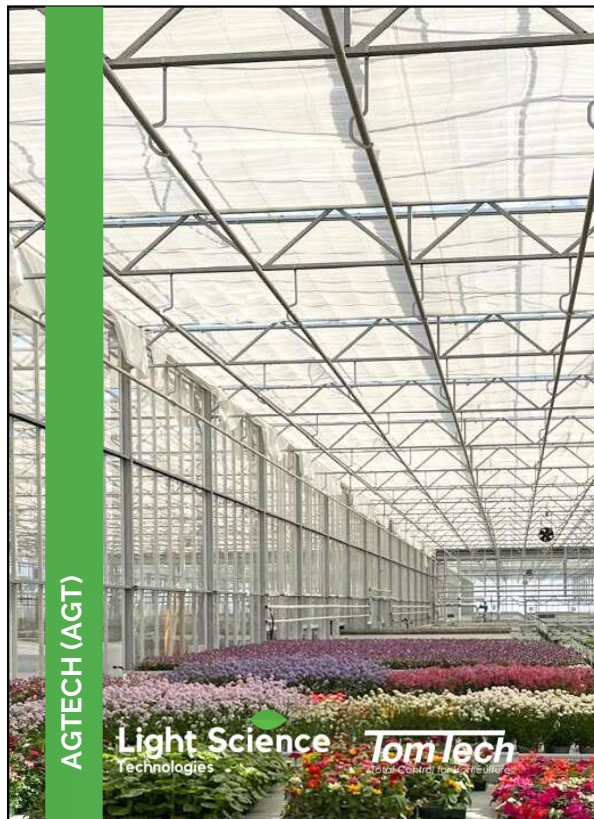
AGT MISSION STATEMENT

Rethinking Farming
Digital Agriculture
Grow more with less

CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC CAPITAL MARKET DAY



CREATING GROWTH THROUGH INNOVATION

AIM: LST

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRESENTER: MARC ELLIS, MD



CONTRAT ELECTRONICS MANUFACTURING (CEM)



MARC ELLIS, MD

CEM MISSION STATEMENT

We exist to make the world of electronics work and customers lives easier.

CREATING GROWTH THROUGH INNOVATION

AIM: LST

CONTRACT ELECTRONICS MANUFACTURING DIVISION

MARC ELLIS, MD



MARC ELLIS, MD

BIOGRAPHY

- Worked at UK Circuits since 1997, over 27 years ago
- Extensive knowledge of all business areas
- Became MD in 2019
- Turnover increased from £4.6m to £9.5m since becoming MD

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION CONTENTS

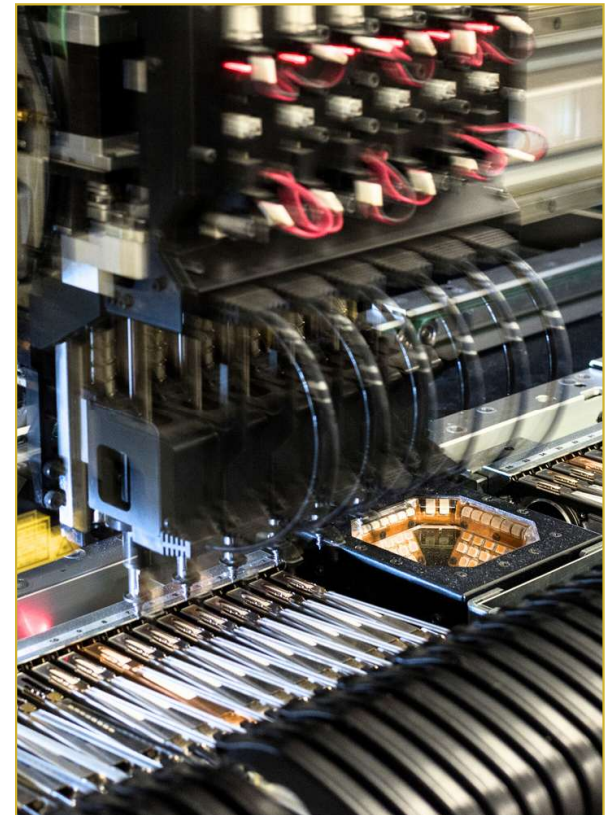
- Introduction | division video
- Highlights
- Market | Clients
- Products
- Pre Production Process | Production Process
- Quality Control | Accreditations
- Case Study
- Strategy | Outlook
- Summary
- Questions



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION COMPANY OVERVIEW

- Founded in 1997
- 28+ years of industry experience.
- Incorporated into the Group in 2021
- Manchester-based specialist in contract electronics
- 20,000 sq.ft facility
- Manufacturing division for the Group



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION
COMPANY VIDEO



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION HIGHLIGHTS

Rapid, high quality
volume
manufacturing

Onshoring
UK Manufacturing

Continuous
investment in new
equipment

Loyal client base
high repeat orders

Diverse spread of
markets

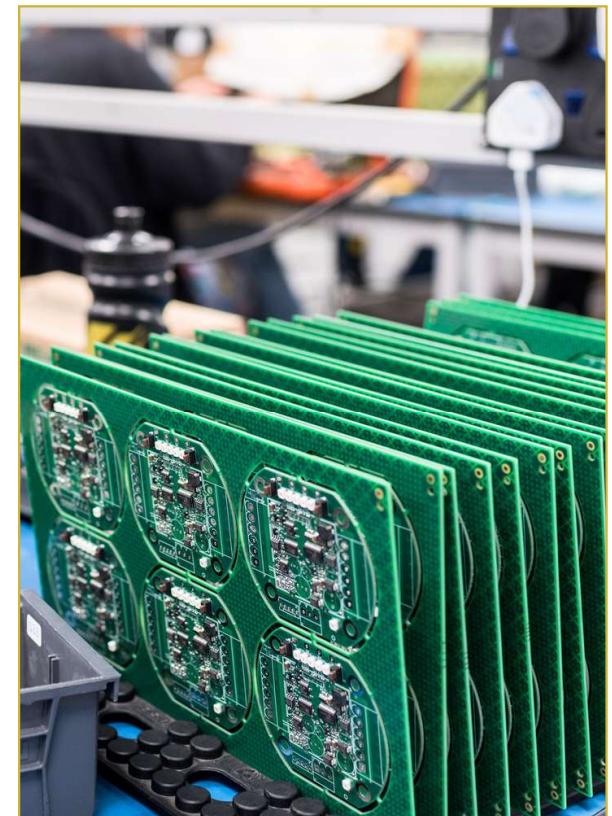
Increased revenue
since IPO by 29%^

Accredited provider

In house
manufacturing for
the Group

44 employees
Average service 8
years

^ Final figures pending completion of audit



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION MARKET TRENDS

- **Outsourcing**
 - OEM focus on core competencies and outsource to CEM
- **Reshoring**
 - Continuing trend post covid of move from the Far East to UK Manufacturers
 - Global semi-conductor shortages
 - China/Taiwan tensions
- **Increasing use of electronics**
 - Increase in electric cars, consumer electronics
 - Wearables and miniaturisation
 - Instability in global security increases defence spending
 - Increasing healthcare market post-covid



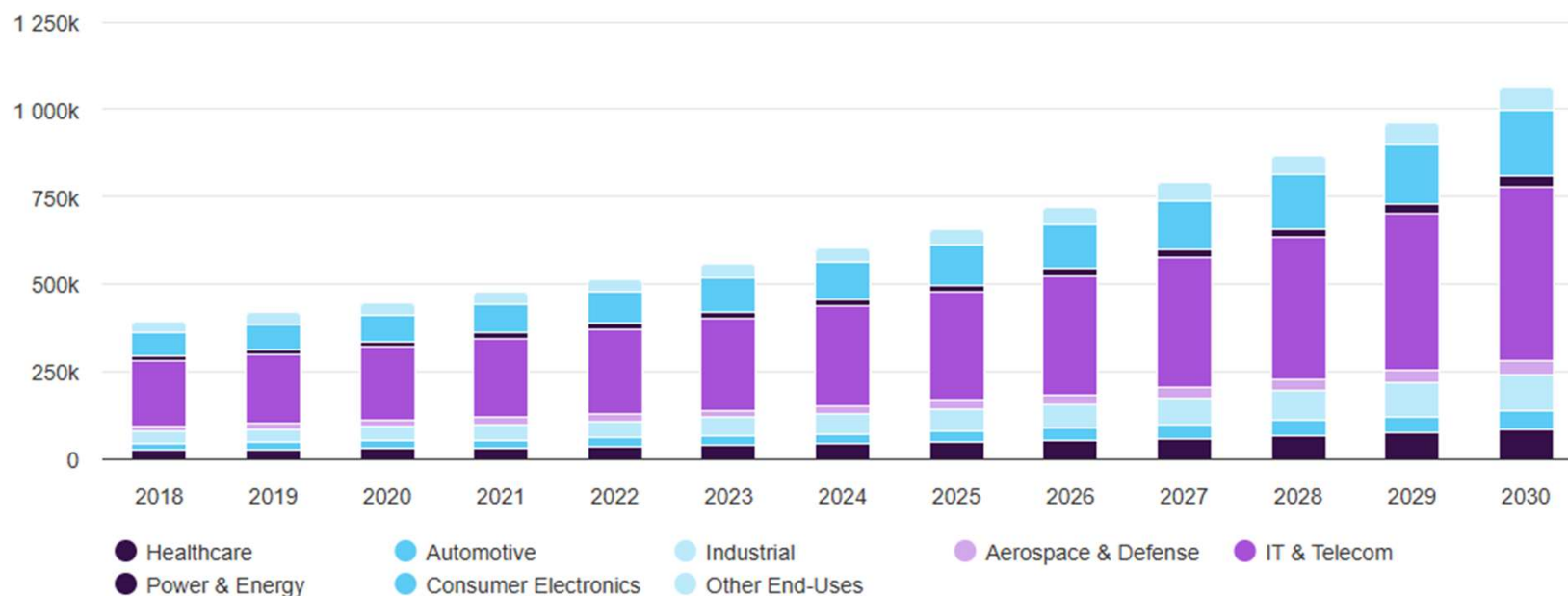
CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION MARKET OPPORTUNITY

Own in-house manufacturing, selling into a range of markets including CEA, which de-risks the group.

UK CEM and Design services market size: **£22bn*** (2030); **CAGR of 8.8%** (2024-2030)

Market Segments (note IT & Telecoms predominantly OEM)



* Report - Horizon Grand View Research 2030 (<https://www.grandviewresearch.com/horizon/outlook/electronic-contract-manufacturing-and-design-services-market/uk>): USD \$28.2 billion by 2030 converted at GBP £1 - USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

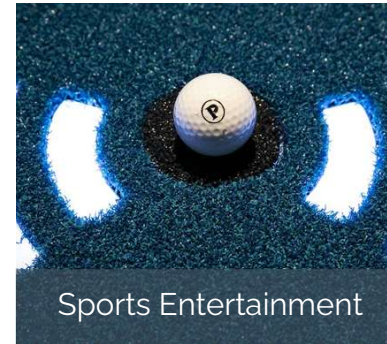
CONTRACT ELECTRONICS MANUFACTURING DIVISION OUR MARKETS



Pest Control



Automotive



Sports Entertainment



Lighting



Audio



Gas Safety Systems



HVAC & Building Control



Medical

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION OUR CLIENTS

100+ active clients



18 years



15 years



13 years



7 years



6 years



5 years



5 years



5 years



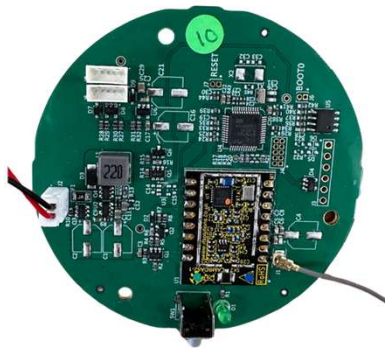
2 years



1 year

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION OUR PRODUCTS



20,000 units in 2024



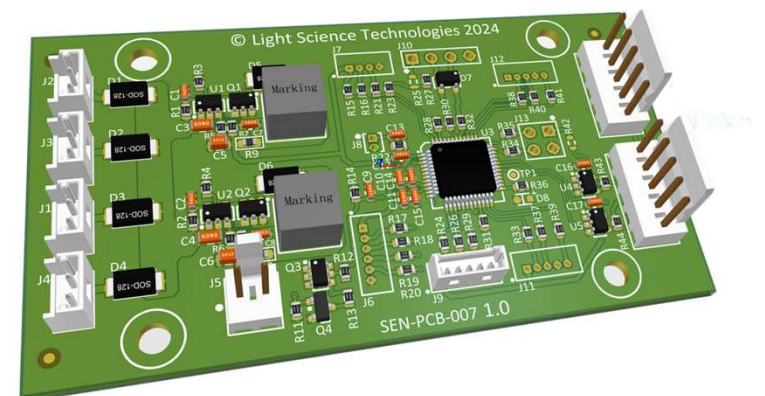
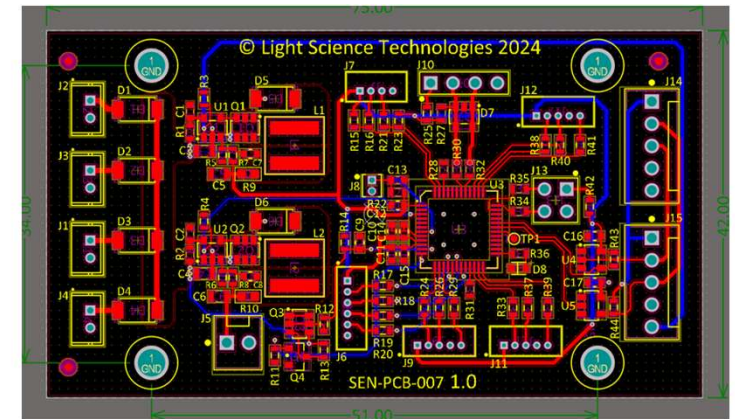
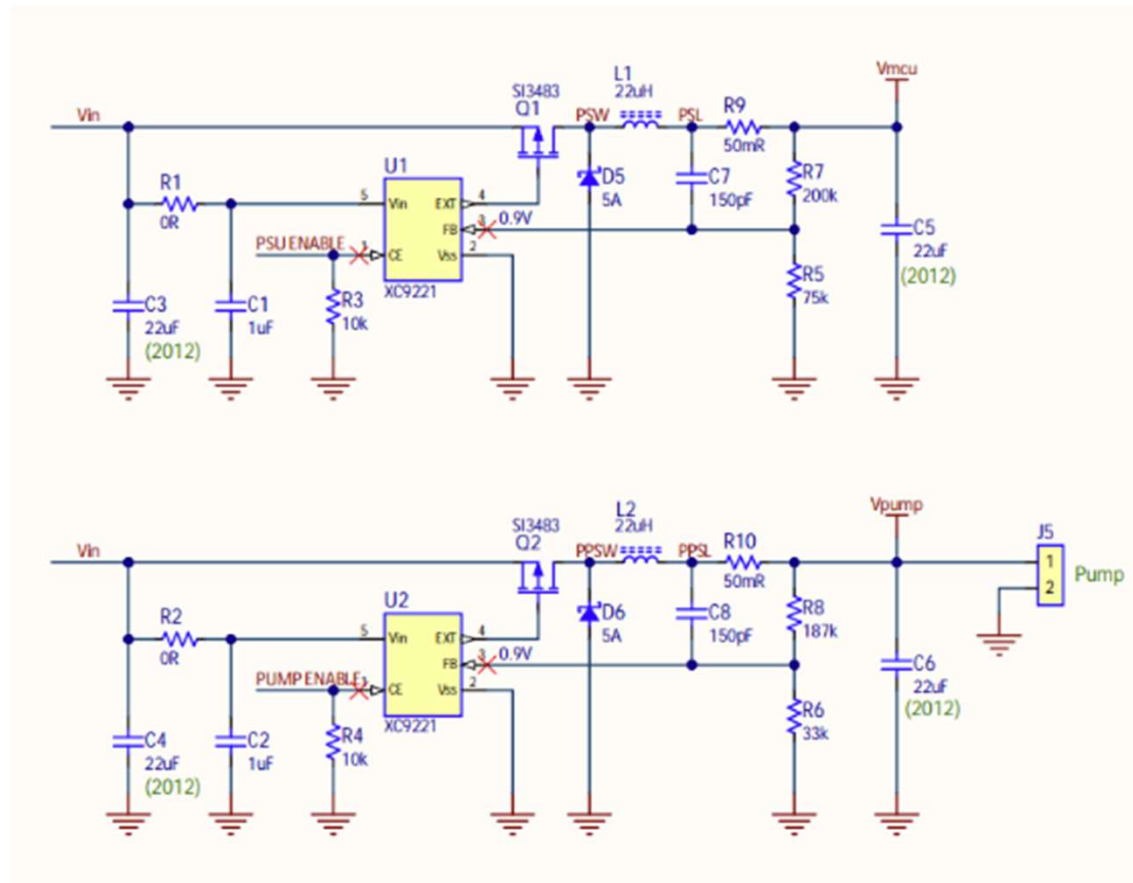
251,600 units in 2024



22,484 units in 2024

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRE -PRODUCTION PROCESS | DESIGN



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRE -PRODUCTION PROCESS | MATERIALS MANAGEMENT

- All items have unique part numbers
- Lot traceability in the MRP system back to source
- 7,284 stock SKUs over 21 categories
- Full stock take at year end delivered a 0.06% variance

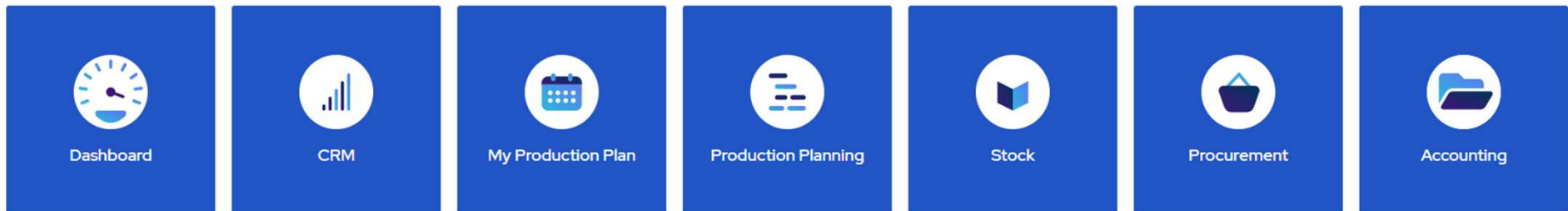


CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION INTEGRATED MRP SYSTEM

Commercial pricing, procurement and materials and labour planning conducted via our integrated MRP system.

- Enables reduced cash flows by planning 'just in time materials' and efficient labour resource planning
- Quote hit rate of 62% over the last 12 months
- Manufacturing lead time from order to despatch 4-6 weeks,
- BOM (Bill of material) health check service offered to clients - lifecycle / risk of components
- Components sourced from 36 approved franchise distributors
- No grey market as standard practice, except under clients concession
- Over 30m components purchased in the last 12 months
- Average number of components per BOM is 55

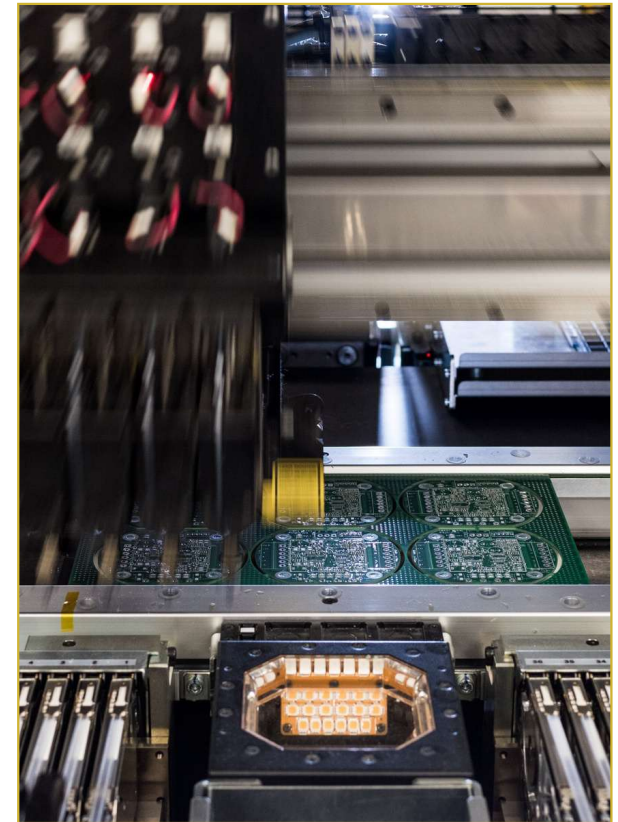


CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRODUCTION PROCESS | SURFACE MOUNT TECHNOLOGY (SMT)



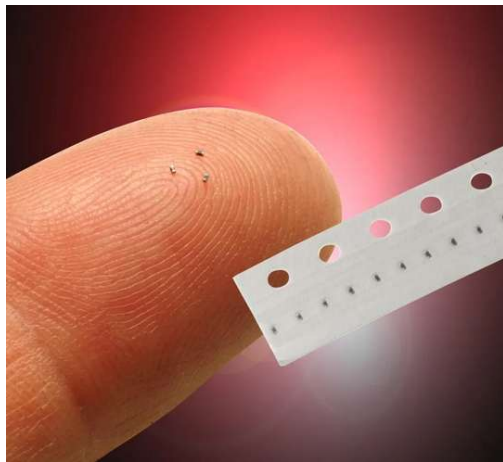
- SMT capability - designed for complex PCB manufacturing technology
- Automated SMT lines configured with conveyors, solder paste printing, and in-line reflow soldering



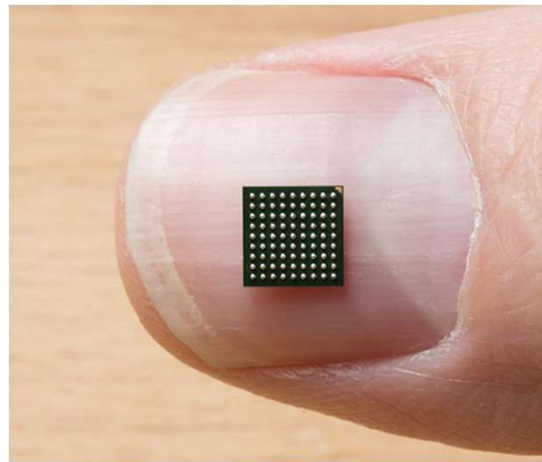
CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRODUCTION PROCESS | SURFACE MOUNT TECHNOLOGY (SMT)

- Over 30m components placed per year with production orders ranging from 2 units to 10,000
- DFN "Dual Flat No-Lead," packages are designed to be very small, making them ideal for space-constrained applications
- Minute high-density circuits are typically used in electronic devices where space is limited, such as smartphones and wearables
- Ball Grid Arrays use less space and fewer components, which can save space for custom PCBs



Smallest chip we can place 0201
case size (0.60mm x 0.30mm)



Ball Grid Array (BGA)

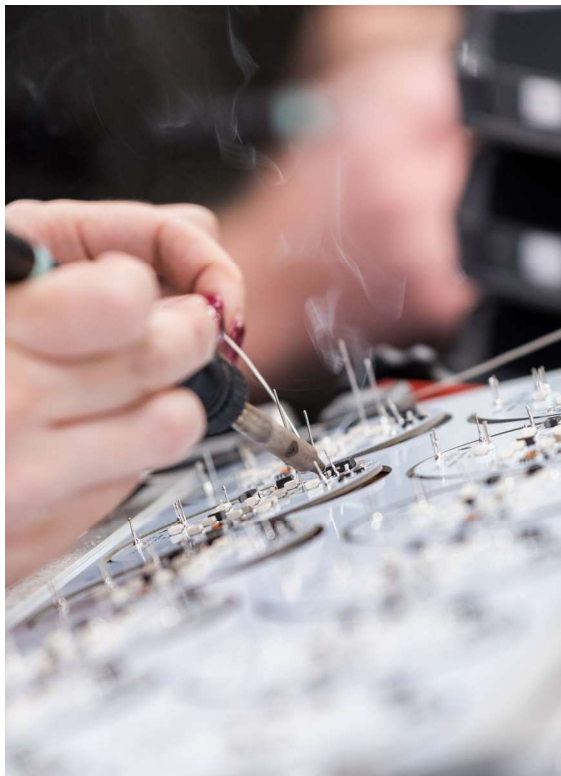


Dual Flat No-Lead (DFN)

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRODUCTION PROCESS | THROUGH HOLE ASSEMBLY

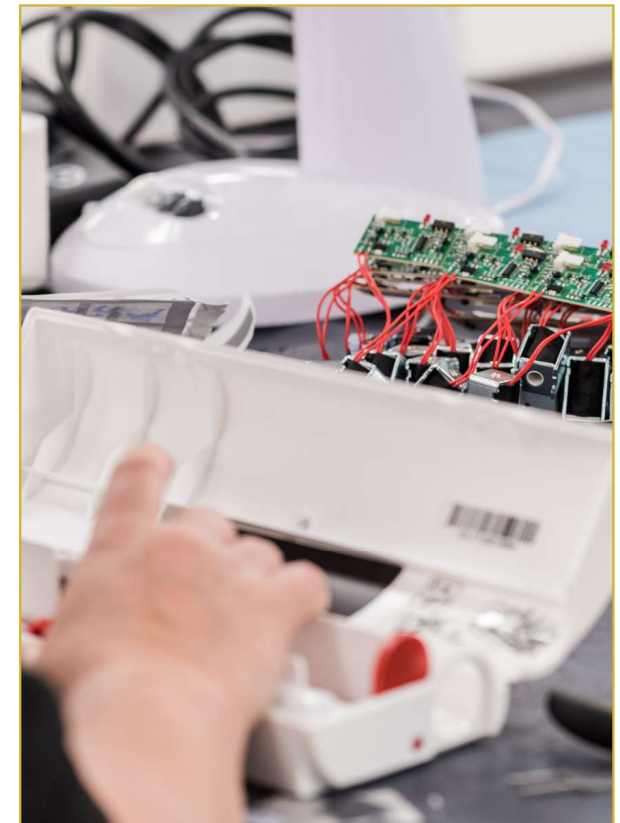
- Used for larger assemblies or where a stronger mechanical bond is required
- Carried out by Wave solder machine and hand soldering



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRODUCTION PROCESS | BOX BUILD ASSEMBLY

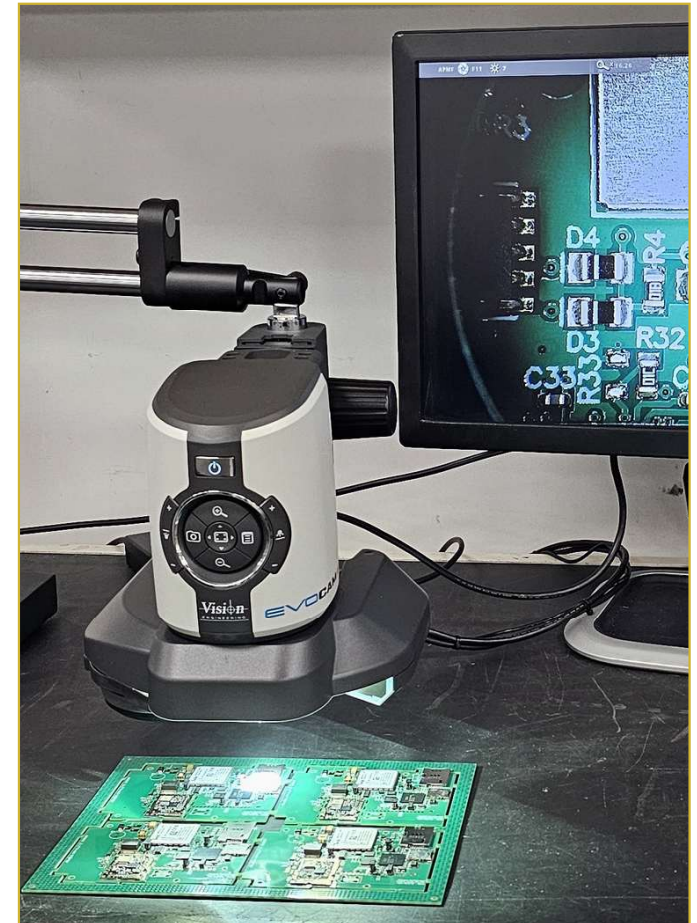
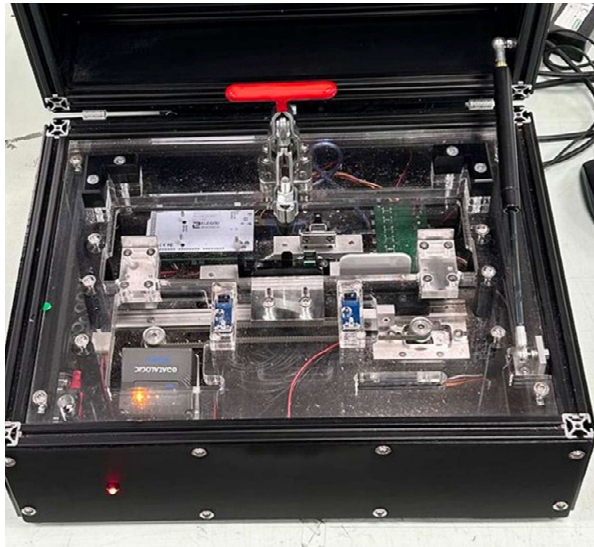
- Providing the client with a turnkey solution
- Box assembly is the process of creating a finished product by putting electronic components and mechanical parts into a product enclosure
- Products are built from detailed work instructions



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION PRODUCTION PROCESS | QUALITY ASSURANCE

- Inspection carried out at every manufacturing stage
- Offline AOI inspection carried out on 100%
- High definition camera for inspecting fine pitch components
- Testing carried out using bespoke automated test equipment
- Internal and external NCR's recorded
- Low defect rate of 0.05%



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION ACCREDITATIONS

ISO9001:2015

- Quality Management System (QMS)
- Framework that drives continuous improvement
- Standard held for over 25 years

ISO14001:2015

- Environmental Management System (EMS)
- Framework that minimising impact on the environment
- Standard achieved in 2023
- Both standards are audited annually by a UKAS accredited certification body



12322
ISO9001, ISO14001

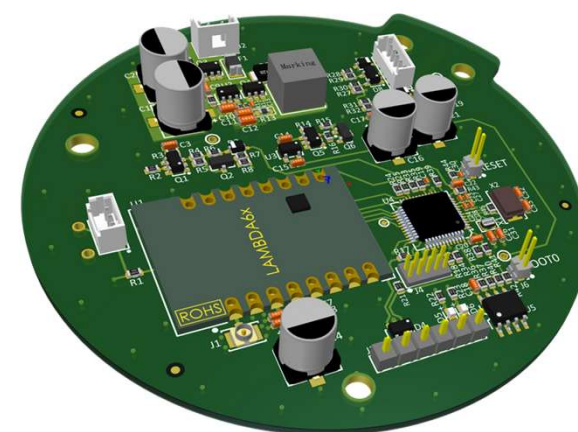
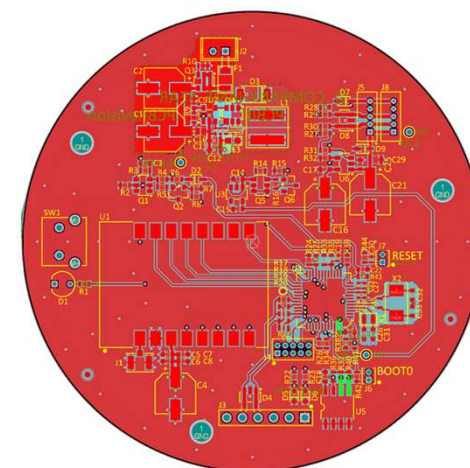
CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION GROUP CASE STUDY **sensorGRO**



- AGT division's sensorGROW/ products are manufactured and assembled at CEM factory
- Our Engineering team work with the AGT division's Software and Electronic Design Engineers
- The Design engineers create 2D CAD and schematic PCB board diagrams for manufacture.

CREATING GROWTH THROUGH INNOVATION



In these images, the PCB boards are represented as 2 and 3D CAD models and also as a 2D schematic layout which enables us to manufacture the boards on the SMT lines

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION STRATEGY AND OUTLOOK

For the next 12 months, the focus will be on the following:

- Building on our strong forward order book, going into 2026.
- Continuing the trend of improving material margins and labour efficiency
- Developing OEM capabilities to build product for the Group
 - SensorGROW range
 - Tomtech control systems
 - Early warning system in PFP
- Target new market entry in:
 - short term - Medical | Healthcare
 - long term - Defence
- Continue to lay the foundations for new market entry by:
 - New ISO13485 certification for the medical sector
 - Investing in new equipment
 - Consolidate final stages of MRP implementation into standard processes



CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION SUMMARY

- Strong consistent and growing revenues
- Recurring revenues from long-standing customer base
- Diverse range of markets served
- Long standing employee service of 8 years average
- Integrated processes drive material and labour resource efficiencies
- Came 9/195 in Plimsoll Best CEM Trading Partners -Jan 25 (highest <£15m)

THE TOP 24 BEST TRADING PARTNERS

	<u>Company Name</u>	<u>Latest Sales</u>	<u>Sales Growth (%)</u>
1	CORNELIUS ELECTRONICS LTD	£19.1m	11.1%
2	C.B TECHNOLOGY LTD.	£16.1m	13.3%
3	ELITE ELECTRONIC SYSTEMS LTD	£40.7m	17.7%
4	ESPRIT ELECTRONICS LTD	£18.8m	23.0%
5	JALTEK SYSTEMS LTD	£15.8m	12.1%
6	KELVINSIDE ELECTRONICS (NUMBER 1) LTD	£16.8m	23.0%
7	NOTE WINDSOR LTD	£24.3m	63.7%
8	THOGA LTD	£21.7m	5.8%
9	UK CIRCUITS AND ELECTRONICS SOLUTIONS LTD	£9.1m	13.0%
10	(E) ARRIVAL ELECTRONICS LTD	£4.6m	24.3%
11	(E) CLEVELAND CIRCUITS LTD	£2.0m	33.3%
12	(E) GREEN ELECTRONICS GROUP LTD	£5.7m	90.0%
13	(E) INDUSTRIAL ELECTRONIC WIRING LTD	£5.4m	5.9%
14	(E) INTERFACE MANUFACTURING LTD	£3.2m	6.7%
15	(E) KASDON ELECTRONICS LTD	£10.5m	32.9%
16	(E) KEY-TECH (SCOTLAND) LTD	£6.9m	6.2%
17	(E) MAGNA ELECTRONICS LTD	£2.4m	33.3%
18	(E) MKR ELECTRONICS LTD	£2.0m	53.8%
19	(E) MUTECH LTD	£1.7m	41.7%
20	(E) M. P. E. ELECTRONICS LTD	£9.0m	11.1%
21	(E) POWER ACTION LTD	£10.4m	73.3%
22	(E) PRINTED SYSTEMS LTD	£6.0m	5.3%
23	(E) QUARTZ TECHNICAL SERVICES LTD	£2.7m	35.0%
24	(E) SELLECTRONICS LTD	£3.1m	34.8%

CREATING GROWTH THROUGH INNOVATION

CONTRACT ELECTRONICS MANUFACTURING DIVISION QUESTIONS



CONTRAT ELECTRONICS MANUFACTURING (CEM)



MARC ELLIS, MD

CEM MISSION STATEMENT

We exist to make the world of electronics work and customers lives easier.

CREATING GROWTH THROUGH INNOVATION

AIM: LST

PASSIVE FIRE PROTECTION DIVISION PRESENTER: SHAUN TASKER, MD



PFP MISSION STATEMENT

Our mission is to enhance building safety through robust, efficient, and compliant fire barrier solutions.

We pride ourselves on our core values of safety, quality, integrity, innovation, and customer focus.

CREATING GROWTH THROUGH INNOVATION

AIM: LST

PASSIVE FIRE PROTECTION

SHAUN TASKER, MD



SHAUN TASKER, MD

BIOGRAPHY

- Over 20 years of experience
- **Construction** | Facilities Management
- **Operations** | Safety & Compliance
- **Commercial** | Sales & Marketing
- **Business Development** | Partnership Building

CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION CONTENTS

- **Company Overview** | Introduction Video
- **Highlights** | Legislation
- Market **Opportunity**
- **Target Market**
- **How it works** & Benefits
- **Projects** | Testimonials
- Accreditations
- **Strategic Outlook**
- Summary
- **Q&A Session**



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION COMPANY OVERVIEW



Innovative and compliant | Cavity fire barrier solutions for **residential, commercial, industrial** and **public** sectors.
With **extensive experience** in **fire safety remediation**, we help **protect buildings and save lives**.



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION
INTRODUCTION VIDEO



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION HIGHLIGHTS 2024 - 2025

**Profitable & Cash
Generative ^**

H2 2024

Orders received

£2.7m

>£14m

Quoted Pipeline

Strong Margins

130%

Increase in
enquires

213%

Visitor Increase
Social Media
Platforms

300+

Partnership Follow
on projects

10

Buildings
completed/in
progress

^ Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION LEGISLATION DRIVING THE INDUSTRY

Fire Safety Act 2021

- Requires **building owners and managers to assess fire risks** in **external walls**, cladding, balconies, and windows.
- **Increase in fire risk assessments** (multi-occupancy **residential buildings**).

Building Safety Act 2022

- Expands fire safety rules to buildings over 11 metres,
- Holds developers **accountable**.
- Funding fire safety improvements, in mid-rise buildings, government initiative

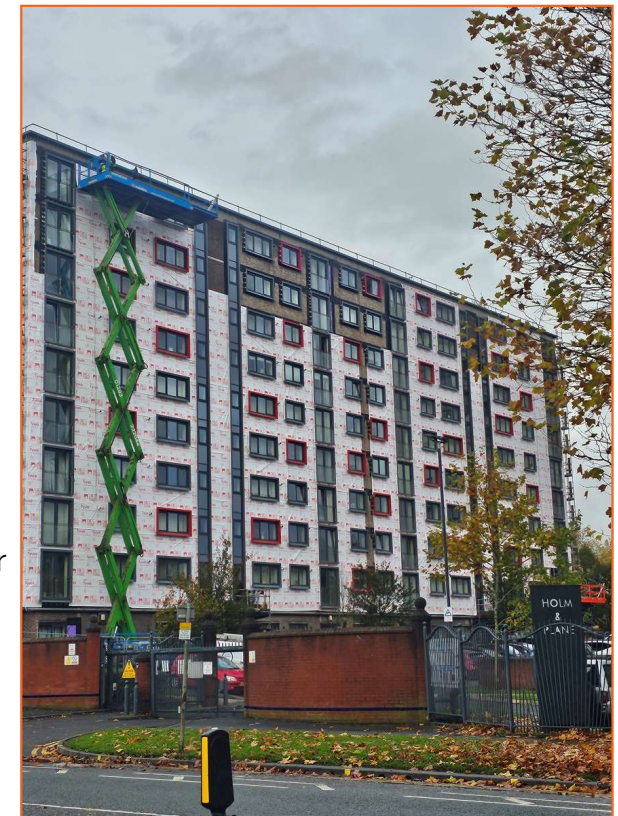
Government Initiatives

- **£6.1 billion allocated** for **cladding and fire safety remediation**., Drives demand for **cost-effective**, efficient **fire protection solutions**

Market Demand

- **Stricter regulations** create a need for **compliance-focused solutions**.
- Minimises costly and disruptive structural changes.

CREATING GROWTH THROUGH INNOVATION



PASSIVE FIRE PROTECTION DIVISION THE MARKET OPPORTUNITY

Bottom up Analysis

Building Type	# of Remediation Buildings	Typical Project Value (per PFP quoted Pipeline)	Potential Total Addressable Market
High Rise (Above 18 metres)	11,000	£1m	£11bn
Mid Rise (Between 11 and 18 metres)	33,000	£0.5m	£16.5bn

Top down Analysis

£50bn* total fire safety remediation market opportunity

* Estimators price cladding replacement at 10 times government budget (theconstructionindex.co.uk)



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION TARGET MARKETS AND STAKEHOLDERS

Target Markets

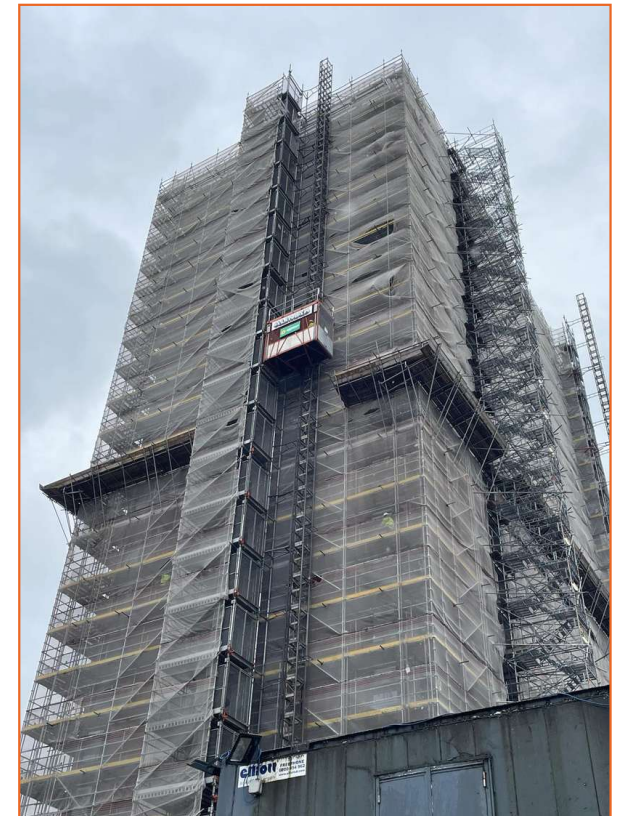
- Residential,
- Commercial
- Industrial
- Public buildings

End Customers

- **Building Owners & Developers**
- **Contractors** and **Consultants**

Other stakeholders

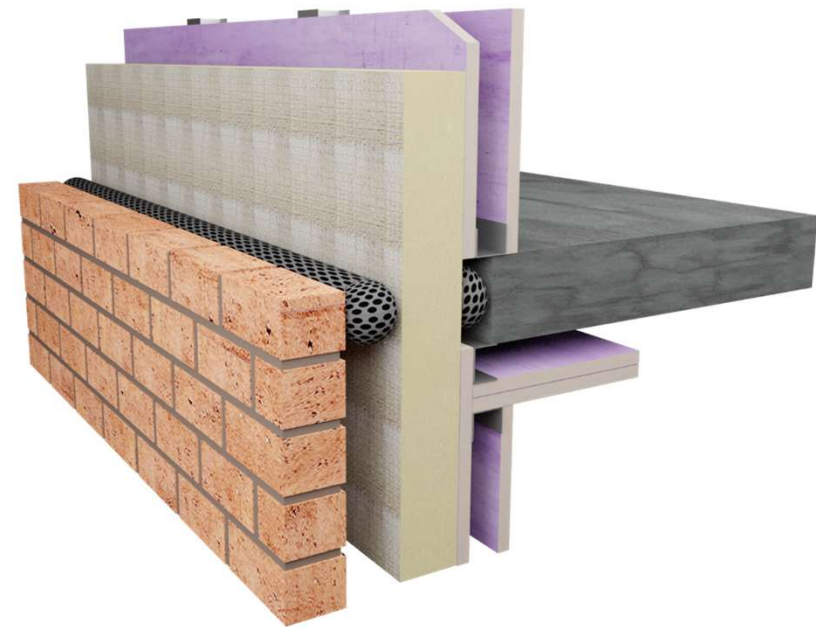
- **Government & Regulatory Bodies:** Working to enforce new building safety standards
- **Fire engineers & architects** specifying remediation projects
- Other Passive Fire contractors who are providing adjacent or competitive products
- **Tenants' associations** who want to ensure **ESW1 compliance**



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION HOW IT WORKS

- **Acrylic-based graphite sealant** designed to reinstate fire resistance in walls and floors requiring retrospective cavity barriers.
- **Sealant is pumped** into voids at the desired depth and width using a patented method.
- System includes **reinforcing mesh** and **holding pin supports** for secure installation.
- Developed and **tested by leading fire protection experts** to ensure full regulatory compliance.
- Intumescent material **expands upon heat** contact, **increasing in volume** and decreasing in density.
- **Creates a regulatory-compliant barrier** to contain smoke and fire spread between building compartments.



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION KEY BENEFITS & QUALITY ASSURANCE

- **No need to remove existing building façade**, significantly reducing costs.
- **Speedy installation** compared to traditional façade removal
- Used for cavities up to 200mm
- Suitable for **vertical and horizontal installations**
- **Minimal disruption** for building occupants
- Ideal for uneven and irregular cavity construction types
- Works with existing PIR insulation
- **Environmentally friendly** solution, generating less dust and waste.

Quality Assurance

- Installations are fully documented in **Fire Arrest** with referenced images for **client confidence** and **quality assurance**.
- Client has full visibility and portal access
- Conformity certificate upon completion



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION PROJECT VALUES



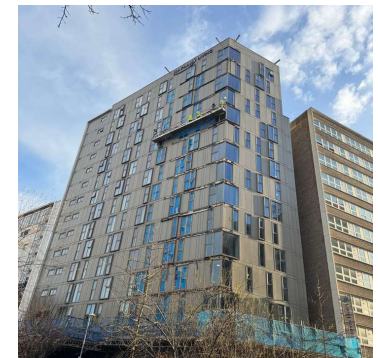
SALFORD - £600K



LIVERPOOL - £124K



SALFORD P2 - £1.175m



NOTTINGHAM - £757k

CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION TESTIMONIALS



"Working with Injecta fire barrier has been an outstanding experience."
David Richardson, Project Manager, Quaysquare Consult Ltd



"Partnering with Injecta Fire Barrier on our recent Nottingham Project was the professional solution we needed."
Vere Thorpe, Vinci



"From start to finish, the quality of their work was outstanding."
David Bolderston, Tilbury Douglas: Site Manager



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION ACCREDITATIONS

IFC Certification (3183)

- **International Fire Consultants**
- Compliance with **UK building regulations** and **fire safety standards**
- Key Benefit: Validates product performance and builds client trust



ASFP Accreditation (3380/C)

- **Association for Specialist Fire Protection**
- Adheres to best practices and **regulatory compliance**
- Key Benefit: **Enhances reputation** for **quality** and **safety**



CHAS Accreditation (29030767)

- **Contractor's Health and Safety Assessment Scheme**
- Recognised **health and safety pre-qualification** in the **UK construction industry**
- Key Benefit: Demonstrates strong safety culture and compliance



Constructionline Gold (1314579)

- **Pre-qualification certification** meeting **high standards in safety, governance, and procurement**
- Key Benefit: **Accelerates tender processes** and boosts **client confidence**



CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION STRATEGIC OUTLOOK

For the next 12 months, the focus will be on:

- Scaling Injecta Fire Barrier as the **leading independent installer** for use across the UK in target sectors of student accommodation, residential, commercial, and industrial.
- **Raising awareness** of the solution with Fire Engineers, architects and the Building Safety Regulator
- **Leveraging** our quoted £14M pipeline from:
 - Over 11,000 **high** rise Buildings
 - 33,000 **mid** rise buildings
 - Build partnerships with key main contractors with repeat projects
- **Infrastructure building** to meet operational demand
 - Additional Pumps, each one facilitates c.£1.5m in Revenue
 - Training passive fire protection specialists
 - Enhance systems/processes for efficiency.

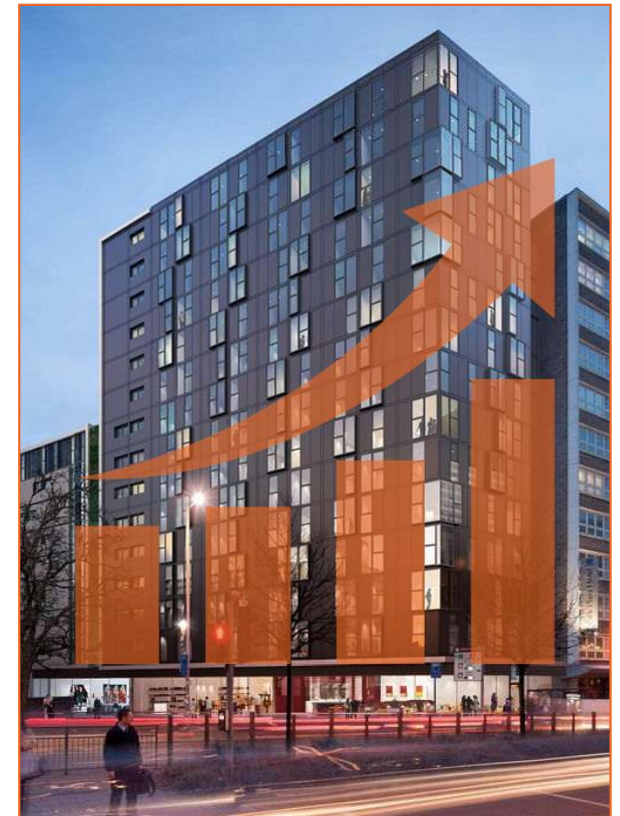


CREATING GROWTH THROUGH INNOVATION

PASSIVE FIRE PROTECTION DIVISION SUMMARY

- Large market
- Strong margins
- Low risk
- Cash generative
- First mover advantage
- Highly scalable
- Strong contribution to the Group

CREATING GROWTH THROUGH INNOVATION



PASSIVE FIRE PROTECTION DIVISION QUESTIONS



PFP MISSION STATEMENT

Our mission is to enhance building safety through robust, efficient, and compliant fire barrier solutions.

We pride ourselves on our core values of safety, quality, integrity, innovation, and customer focus.

CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW



CREATING GROWTH THROUGH INNOVATION

AIM: LST

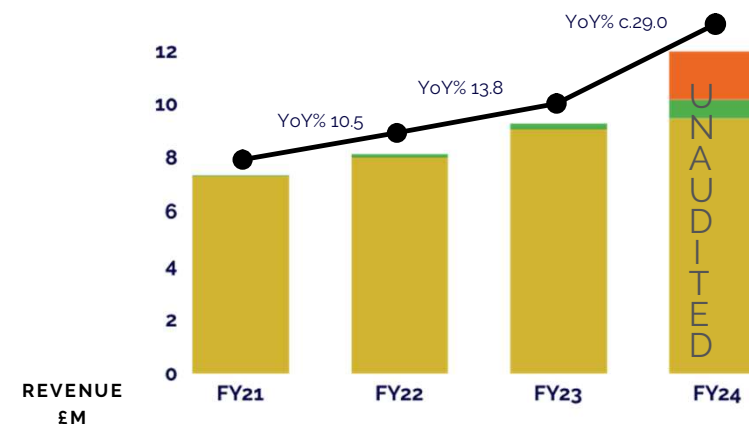
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP REVENUE

For Financial Years ending 30 November - Unaudited for FY24[^]



- Year-on-year Group Revenue growth: c.29.0% for FY24
- Revenue growth is organic and acquisitive
- Scaling PFP and AGT divisions are reshaping Group Revenue
- Substantial PFP contract wins in FY24 of c.£2.7m with c.£1.0m Revenue delivery in H1 2025
- AGT order worth c.£0.12m for Revenue delivery in H1 2025



REVENUE £M	FY21	FY22	FY23	FY24
Total Group Revenue (£,000)	7,390	8,170	9,300	c.12,000 [^]
CEM Division Revenue (£,000)	7,360	8,040	9,085	c. 9,500 [^]
AGT Division Revenue (£,000)	30	130	215	c. 800 [^]
PFP Division Revenue (£,000)	N/A	N/A	N/A	c.1,800 [^]

[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION

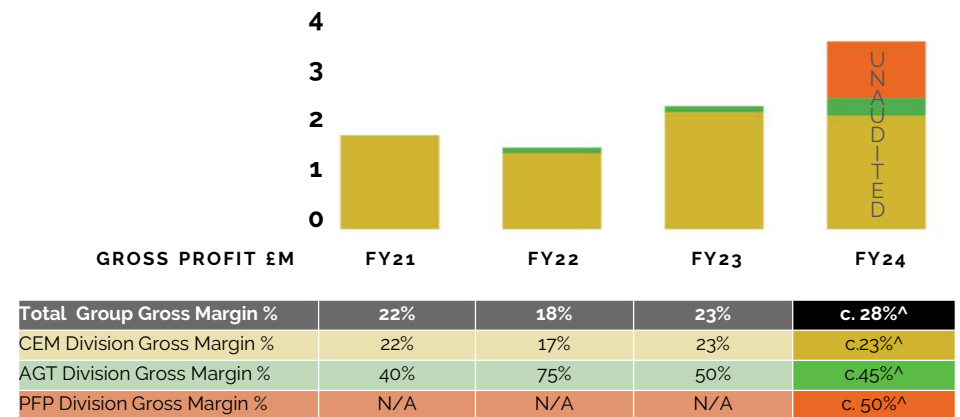
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP GROSS MARGIN%



For Financial Years ending 30 November - Unaudited for FY24[^]

- Group Gross Margin % increased by 56% FY22 to Fy24
- Strong Gross Margin % contribution from PFP and AGT divisions driving up Group Gross Margin % on scale-up



[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION

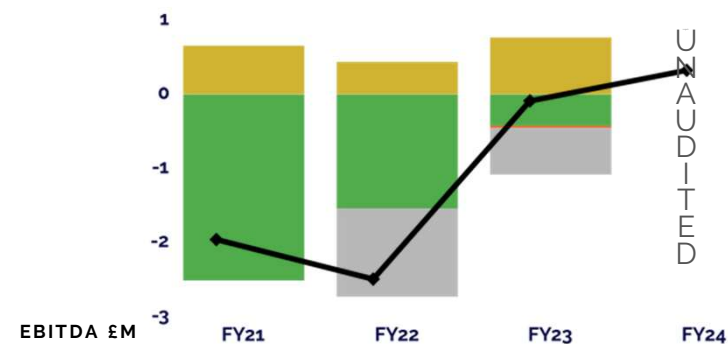
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP EBITDA*



For Financial Years ending 30 November - Unaudited for FY24^

- Tight overhead control in all divisions and holding company
- FY23: realigned cost base with 29% overhead reduction
- H1 2024: maintained cost base despite 2 acquisitions, becoming EBITDA positive for the first time
- FY24: lean and agile Group overhead base, allowing flexibility to rapidly exploit opportunities
- 2 acquisitions successfully integrated into the Group with commercial and financial synergies



EBITDA £M	FY21	FY22	FY23	FY24
Group EBITDA* (£,000)	(1,850)	(2,290)	(310)	^
CEM Segment EBITDA* (£,000)	660	440	770	^
AGT Segment EBITDA* (£,000)	(2,510)Δ	(1,540)Δ	(420)	^
PFP Segment EBITDA* (£,000)	N/A	N/A	(30)	^
Corporate Segment EBITDA* (£,000)	N/A Δ	(1,190)Δ	(630)	^

^ Final figures pending completion of audit

* EBITDA is not presented within the Company's financial statements but has been calculated by Company management from disclosures within those reports

Δ Reportable segments disclosure for the FY22 comparable was re-stated in FY23's financial statements, due to changes in structure following acquisitions during FY23. Disclosure for FY21 remains unadjusted in the above table

CREATING GROWTH THROUGH INNOVATION

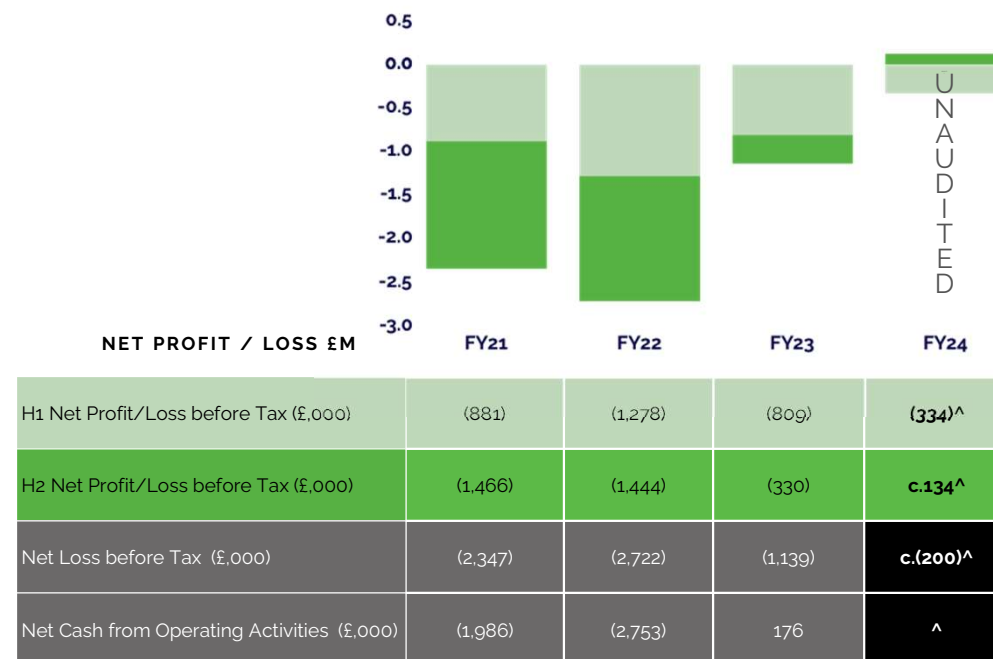
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP FULL YEAR & INTERIM NET PROFIT/LOSS



For Financial Years ending 30 November - Unaudited for FY24^

- H2 2024: generated Net Profit before Tax for the first time
- Full Year FY24: Net Loss before Tax reduced by c.80% to near breakeven
- Strategy to build on operational cash generation in FY25



^ Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP BALANCE SHEET

For Financial Years ending 30 November - Unaudited for FY24[^]

- Goodwill and Acquisition Intangibles Assets: originating from the earnings enhancing acquisitions in the AGT and PFP divisions towards the end of FY23
- Development Assets: relates to the Group's investment in R&D, mainly in respect of the AGT division's sensorGROW technology
- Non-current Assets: includes operating Group Properties and Plant & Equipment used in operations
- Current Assets: includes typical types of working capital, namely stock and trade debtors
- Current Liabilities: includes trade creditors, short-term obligations under leases / other bank borrowings and consideration due to vendors on acquisitions
- Non-Current Liabilities includes longer-term obligations under leases, bank borrowings and consideration due

£,000	30/11/21	30/11/22	30/11/23	30/11/24
Goodwill and Acquisition Intangible Assets	-	-	1,422	^
Development Assets	215	708	1,059	^
Non-current Assets	1,374	1,437	1,278	^
Current Assets (exc. Cash)	3,089	4,330	3,593	^
Cash	3,860	591	981	c.1,200 [^]
TOTAL Assets	8,538	7,066	8,333	^
Current Liabilities	(3,617)	(4,309)	(4,124)	^
Non-current Liabilities	(1,004)	(822)	(1,742)	^
TOTAL Liabilities	(4,621)	(5,131)	(5,866)	^
Net Assets/(Liabilities)	3,917	1,935	2,467	^

[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP INVESTMENT SUMMARY



- Efficient use of Equity funding, springboarding 62% Revenue growth over 3 years since IPO, becoming profitable in H2 2024
- Substantial investment in AGT division's products, developing and marketing technology solutions at the forefront of the sector
- Key investment in CEM division's factory automation and control / reporting systems, driving efficiency and improved Gross Margin %

£,000 Equity Fundraises	IPO 15/10/21	Fundraise 24/04/23
Gross Proceeds	5,000	1,590
Fundraise Costs	(1,120)	(130)
Net Proceeds	3,880	1,460
£,000 Utilisation of Funds	From 15/10/21	From 24/04/23
Product design, tooling and development (AGT)	(1,050)	(750)
Marketing costs to publicise the Company's innovative solutions (Group)	(550)	(50)
Automation and testing equipment (CEM)	(100)	(90)
R&D Laboratory equipment (AGT)	(125)	-
Intellectual Property protection (AGT)	(55)	(20)
General working capital (Group)	(2,000)	(550)

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | GROUP CASH & BANKING FACILITIES

For Financial Years ending 30 November - Unaudited for FY24^

- Increased Cash position at end FY24 to c.£1.2m with additional undrawn funds availability from working capital facilities of c.£0.7m, **total c.£1.9m**. (H1 2024: Cash £1.1m, undrawn funds £0.5m, **total £1.6m**)
- Partnered with Close Brothers since October 2020 providing a £2m (maximum) invoice finance facility and term loan to CEM division
- Agreed enhanced terms with Close in H1 2024, providing an additional £850,000 working capital facility for use throughout the Group
- Close are a key partner to the Group in supporting continued growth opportunities, organically and acquisitively

£,000	30/11/21	30/11/22	30/11/23	30/11/24
Cash	3,860	591	981	c.1,200^
Working capital Bank facilities	(1,125)	(1,791)	(1,563)	c.(540)^
Current Bank loans and leases	(443)	(439)	(318)	c.(490)^
Non-Current Bank loans and leases	(940)	(710)	(484)	c.(890)^
Net Cash/(Debt)	1,352	(2,349)	(1,385)	c.(720)^

^ Final figures pending completion of audit

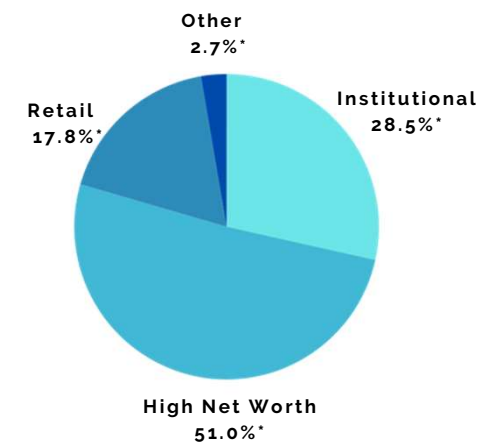
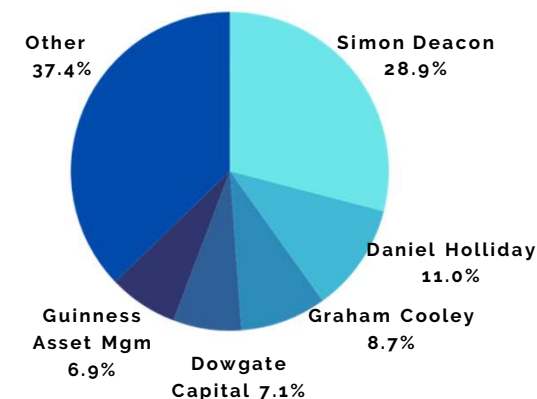
CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | SHARE REGISTER

- Well balanced Share Register between Institutional, High Net Worth and Retail investors
- c.40% shareholding held by Board of Directors: substantial "skin in the game"
- Liquidity facilitated through 18% Retail investors

Name	No. of Shares	%
Simon Deacon	96,203,613	28.9
Daniel Holliday	36,630,605	11.0
Graham Cooley	29,000,000	8.7
Dowgate Capital / Onward Opportunities	23,690,000	7.1
Guinness Asset Management	22,988,120	6.9
LSTH Trustee	8,900,000	2.7



*Share Register Analysis of Institutional / HNW / Retail per <https://simplywallst/stocks/gb/tech/aim-lst/light-science-technologies-holdings-shares/information> on 24.02.25

CREATING GROWTH THROUGH INNOVATION

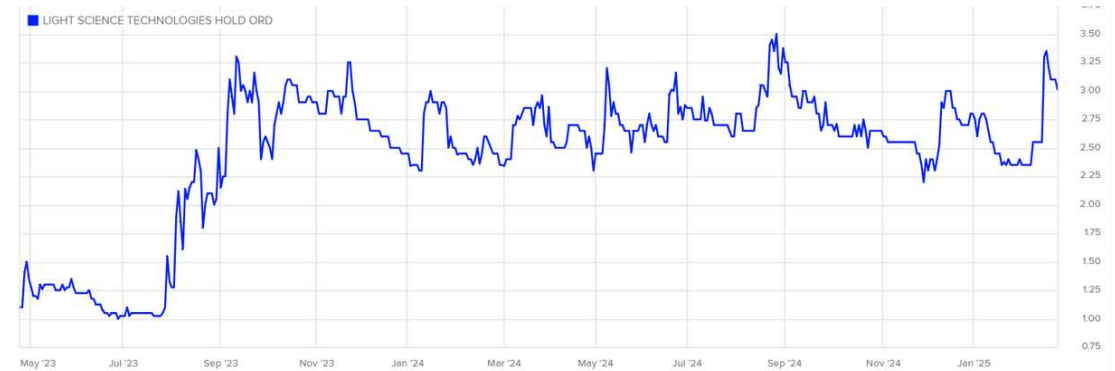
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | SHARE TRADING

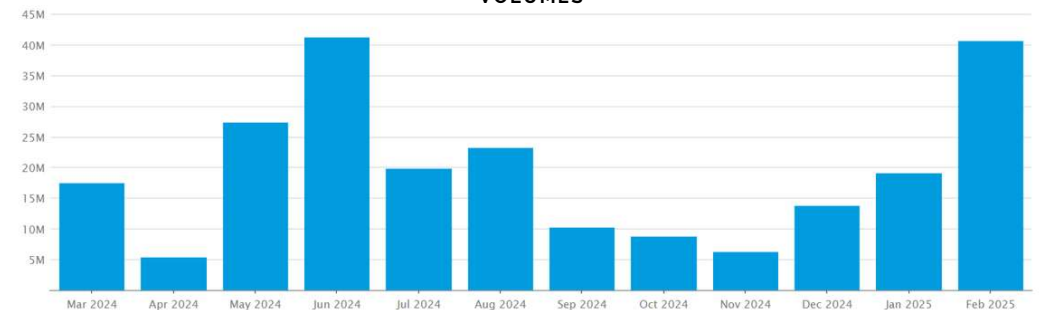


- Share price increased by x3 since last fundraise in April 2023
- 35 RNS released during FY24
- Highest trading volumes:
 - > May / Jun 24 - FY23 Annual Report
 - > Aug 24 - FY24 Interim Results
 - > Feb 25 - FY24 Prelim Results / Directors' dealing (Dec 24) and Agrolux Distribution Agreement (Feb 25)

SHARE PRICE GBX*



SHARE TRADING VOLUMES*



*<https://www.londonstockexchange.com/stock/LST/light-science-technologies-holdings-plc/company-page> on 24.02.25

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC FINANCIAL OVERVIEW | SUMMARY

- c.62% Revenue growth over three years since IPO[^]
- Year-on-year organic growth in CEM division
- 2 acquisitions well integrated into Group, providing scaling growth alongside commercial and financial synergies
- Generated a Net Profit before Tax in H2 2024[^]
- Group approaching breakeven in FY24[^]
- Strengthened relationship with key banking partner Close Brothers
- Share price increased x3 since last fundraise in April 2023

[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION



LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC FINANCIAL OVERVIEW | FINANCIAL STRATEGY & OUTLOOK

- Progressive performance in FY24 provides a solid springboard for continued growth
- Continue to reshape Group Revenue with scaling PFP and AGT divisions
- Organic and acquisitive Revenue growth opportunities within existing 3 divisions, underlaid by supportive banking partners Close Brothers
- Build Recurring Revenues in AGT division with SensorGrow
- Continue to drive up Gross Profit Margins and control overhead costs
- Build on H2 2024 Net Profit before Tax and operational Cash generation[^]
- Drive up Shareholder Value through regular RNS newsflow underlaid by solid Group trading performances
- Substantial potential as a Growth Share

[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION



LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

FINANCIAL OVERVIEW | QUESTIONS



LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC



JIM SNOOKS, CFO



LSTH MISSION STATEMENT

Creating Growth
Through Innovation

CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

GROUP OUTLOOK & STRATEGY



SIMON DEACON, CEO



LSTH MISSION STATEMENT

Creating Growth
Through Innovation

CREATING GROWTH THROUGH INNOVATION

AIM: LST

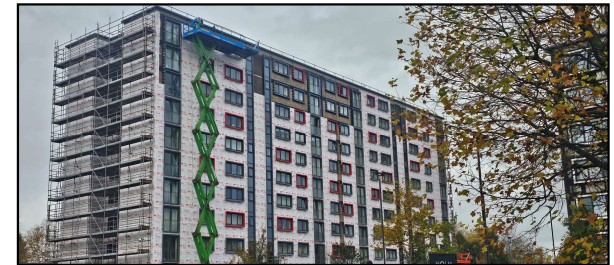
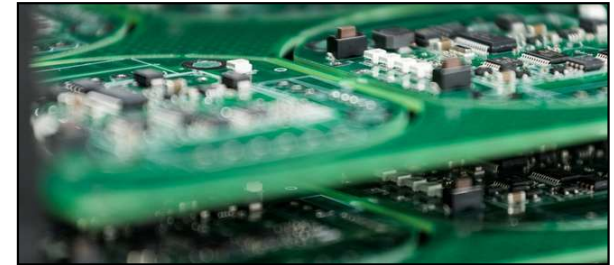
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC GROUP HISTORY



The group has turned a page during 2024,

The last three years since joining AIM on the London Stock Exchange have been challenging.

- The war in Ukraine resulted in the energy crisis and shortage of food
- The aftermath of Brexit in 2020 and the pandemic
- World elections in many of the major countries in the world
- Economic downturn
- Stock market downturn resulting in undervalued companies



CREATING GROWTH THROUGH INNOVATION

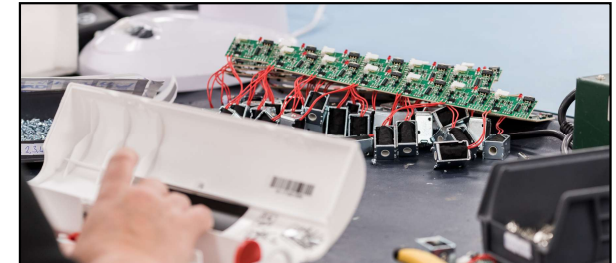
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

GROUP HISTORY



During these challenging times, the following has been achieved

- Revenue Growth of 62%^
- Margin Growth of 56%^
- 2 Acquisitions, AgTech and Passive Fire Protection divisions
- Stable overheads despite the 2 acquisitions
- Development of 4 core products (84+ variants)
- Pipeline of over £50 million
- New division (PFP). Entry into 2 new markets worth £50bn* (PFP) and £3.74bn** (AGT)
- H2 FY24 Profitable and cash generative^



^ Final figures pending completion of audit

**Report: Agricultural Sensors Market 2032: (<https://www.credenceresearch.com/report/agriculture-sensors-market>) USD \$4.8 billion by 2032 converted at GBP £1 = USD \$1.28 (theconstructionindex.co.uk)

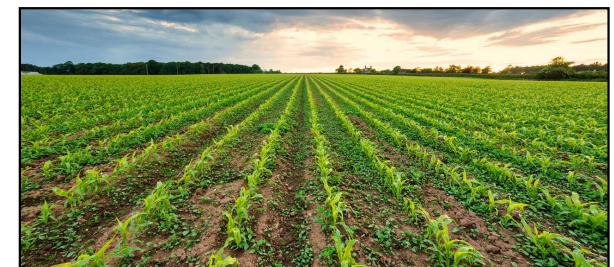
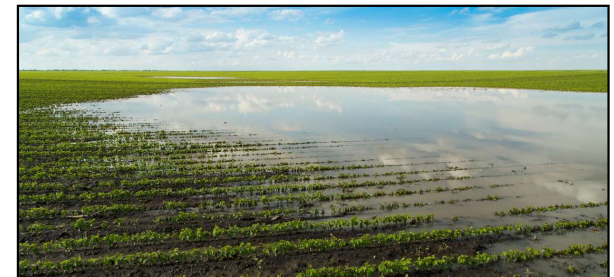
*Estimators price cladding replacement at 10 times government budget

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

AGTECH DIVISION STRATEGY

- Driven by food security and extreme weather
- Global market opportunity of £47 billion*
- Focus on providing growers with smart technologies they need to create the optimum environment to:
 - Increase profitability
 - Reduce costs
 - Increase yields
 - Extend the growing season
 - Healthier/ disease free crops
 - Reduce waste



* Report: Smart Agriculture Market Size & Share, Growth Report 2033 (gminsights.com): USD \$60.1 billion by 2033 converted at GBP £1 = USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

AGTECH DIVISION STRATEGY



Intelligent software providing live data is key for a successful growing environment.

Agriculture is becoming automated and technology-led:

- Tractors that can operate 24hrs a day
- Monitoring: real-time data allowing decisions to be made for optimum growth
- Predicting the weather and when crops will be at their optimum for harvest

Technology is increasingly improving the efficiency and outputs of agriculture

- New products will continue to be developed as technology progresses



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

AGTECH DIVISION STRATEGY

- Nitrous oxide (N₂O) sensor currently on trial at Dyson Farming
- N₂O is less abundant in the atmosphere than Carbon Dioxide or Methane, however its global warming potential is nearly 300 times that of carbon dioxide over a 100-year time scale. N₂O is a strong ozone-depleting substance*
- Subscription-based model taking shape for our monitoring software solution with real time data



*Phys.Org (<https://phys.org/news/2020-10-nitrous-oxide-emissions-powerful-carbon.html#:~:text=N%E2%82%82O%20is%20destroyed%20in%20the%20upper%20atmosphere%2C%20primarily,the%20ozone%20layer%20and%20contributes%20to%20global%20warming.>)

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

AGTECH DIVISION STRATEGY

- Continue growing and converting the strong AGT pipeline of £42 million
- Expansion through partnerships: Globally and locally within a country, providing customers with on the ground support
- Data and IT support can also be carried out remotely



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CONTRACT ELECTRONICS MANUFACTURING DIVISION STRATEGY

- Driven by on-shoring/supply chain security
- UK market size £22 billion*
- Servicing the loyal client base built up over the last 28 years
- Servicing new markets including new client in the sports entertainment industry on-boarded in 2024:
 - Providing electronics for golf balls
 - Estimated to order 30-40,000 boards per annum, bringing them into the top ten CEM clients



*Report - Horizon Grand View Research 2030 (<https://www.grandviewresearch.com/horizon/outlook/electronic-contract-manufacturing-and-design-services-market/uk>): USD \$28.2 billion by 2030 converted at GBP £1 - USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CONTRACT ELECTRONICS MANUFACTURING DIVISION STRATEGY

- Market opportunities: the return to UK manufacturing from the Far East and from Europe (following Brexit) to alleviate the associated costs:
 - Transport/administration of goods
 - Tariffs being imposed on certain countries from America
- Significant investment over the last three years in automation, resulting in increased efficiencies, profitability and competitiveness
- Plimsoll Summary Analysis report in Jan 2025: 9th position of the top 24 best CEM trading partners in the UK
- Proud to have achieved a top 50 position for UK market share in the CEM sector
- The CEM facility has increased profitability on products it manufactures for other divisions within the Group
- This will increase as the Group continues to grow



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CONTRACT ELECTRONICS MANUFACTURING DIVISION STRATEGY

Future focus:

- Client partnerships increasing visibility
- Providing more turnkey solutions to meet client's needs and increase product value
- Entering new markets: targeting medical, military, IT and traffic communication
 - Potential new growth market worth £796m* by 2030 in UK Intelligent Traffic Management Systems
- This strategy facilitates:
 - Increased margins
 - Lower concentration levels de risking customer base
- New accreditations: ISO 13485 and ISO45001
- Further increase automation and drive ongoing efficiencies



*Report: Horizon Grand view Research 2030 (<https://www.grandviewresearch.com/horizon/outlook/intelligent-traffic-management-system-market/uk>):USD \$1.019.4 million by 2030. A compound annual growth rate of 12.3% from 2025 to 2030. converted at GBP1 - USD \$1.28

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

PASSIVE FIRE PROTECTION DIVISION STRATEGY

- Driven by Government legislation to make UK buildings safe from fire and smoke
- £6 billion Government support
- UK market size of £50 billion*
- Estimated potential for 20 years of work
- Being specified through building control, fire officers and architects across the UK
would further increase the current pipeline of £15 million
- Partner with blue-chip companies with their portfolios of properties, securing
future work and providing increased visibility
- Invest to rapidly scale the PFP division



* Estimators price cladding replacement at 10 times government budget

(theconstructionindex.co.uk)

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

PASSIVE FIRE PROTECTION DIVISION STRATEGY

- Focus on new technologies to enhance current offering
- Utilise Group sensor and software technologies:
 - Create a cavity early warning system using sensor technologies
 - Wireless network
 - Easy to install with software/maintenance program creating recurring revenues
- Become specified by insurance companies to endorse the technology



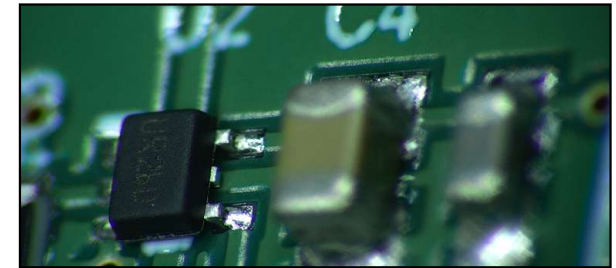
CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

GROUP STRATEGY



- This is the start of a new chapter and new horizons for the Group
- Challenges of running a business and mechanism of managing these are key
- The Group now has three divisions de-risking the business model by ensuring the technology provided is sold into many markets, domestic and global.
- We will continue to invest in our teams, attracting excellent talent as we grow
- Group market opportunity £120 billion^Δ



Combined Market Opportunity (Page 12)

Δ Aggregation of the following 3 market sizes:

* Report: Smart Agriculture Market Size & Share: Growth Report 2033 (gminsights.com) USD \$60.1 billion by 2033 converted at GBP £1 - USD \$1.28.

** Estimators price cladding replacement at 10 times government budget (theconstructionindex.co.uk).

*** Report - Horizon Grand View Research 2030 (https://www.grandviewresearch.com/horizon/outlook/electronic-contract-manufacturing-and-design-services-market/uk) USD \$28.2 billion by 2030 converted at GBP £1 - USD \$1.28.

CEA Market Opportunity Sub Analysis:

□ Report: Allied Market Research LED Grow Lights Market Analysis 2030: (https://www.alliedmarketresearch.com/led-grow-lights-market-A52458) USD \$12.3 billion by 2030 converted at GBP £1 - USD \$1.28.

□□ Report: Agricultural Sensors Market 2032: (https://www.credenceresearch.com/report/agriculture-sensors-market) USD \$4.8 billion by 2032 converted at GBP £1 - USD \$1.28.

CREATING GROWTH THROUGH INNOVATION

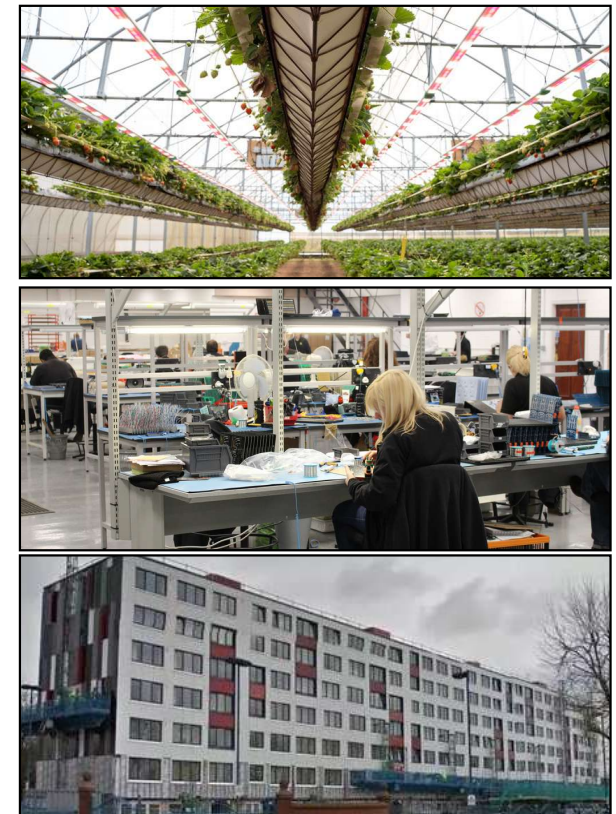
LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CEO'S 5 YEAR VISION

- Take the Group from a c.£12[^] million to a £50 million revenue business
- Selling hardware and software products
- Generating c.20% recurring revenue in the AgTech division
- Continue to build cash generation within the Group
- Expand organically as well as through acquisitions within the current divisions
- AgTech and the PFP division's revenues to level up with the CEM
- Increase in gross margin resulting from leveling up of revenue contributions
- Creating partnerships in all divisions
- Expanding globally through local partners and global players
- Using our current technology model to expand into digital monitoring of greenhouse gasses

[^] Final figures pending completion of audit

CREATING GROWTH THROUGH INNOVATION



[^] Final figures pending completion of audit

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CEO'S 5-YEAR VISION

Water pollution monitoring

- Developing Methane (CH₄) and Ammonia (NH₃) sensors
- A water course sensor to detect pollution in rivers, canals, oceans and other bodies of water

Air pollution monitoring

What if we had a sensor on every house to monitor pollution?

- Current practice for buying or letting property is location, energy certificate and broadband
 - How healthy is the area?
 - Monitoring pollution using sensor technology/creating a pollution banding system

Carbon credit monitoring

- Technology can be used to provide data for Carbon credits
- Real time data monitoring replacing current methods



CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

CEO CLOSING COMMENTS

- Looking forward to the next 12 months and beyond, building a brighter and better technology Group
- Having a sensible approach with a clear strategy and a solid team to deliver our ambitions will lead to a prosperous Group
- Substantially undervalued market cap of c.£10m allowing new investors an opportunity to buy in 3 divisions for the value of 1 (on 1 x Revenue valuation)



THANK YOU FOR JOINING US TODAY

CREATING GROWTH THROUGH INNOVATION

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC

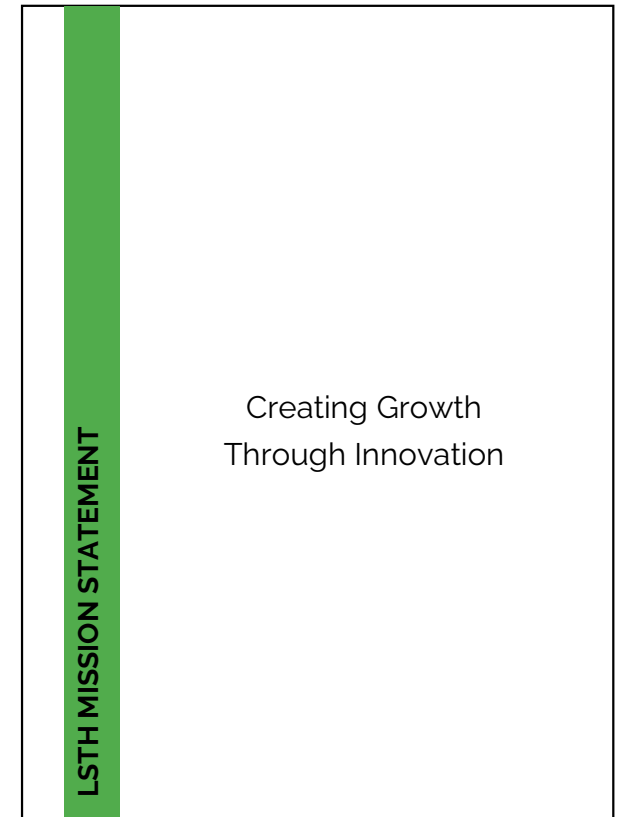
QUESTIONS



LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC



SIMON DEACON, CEO



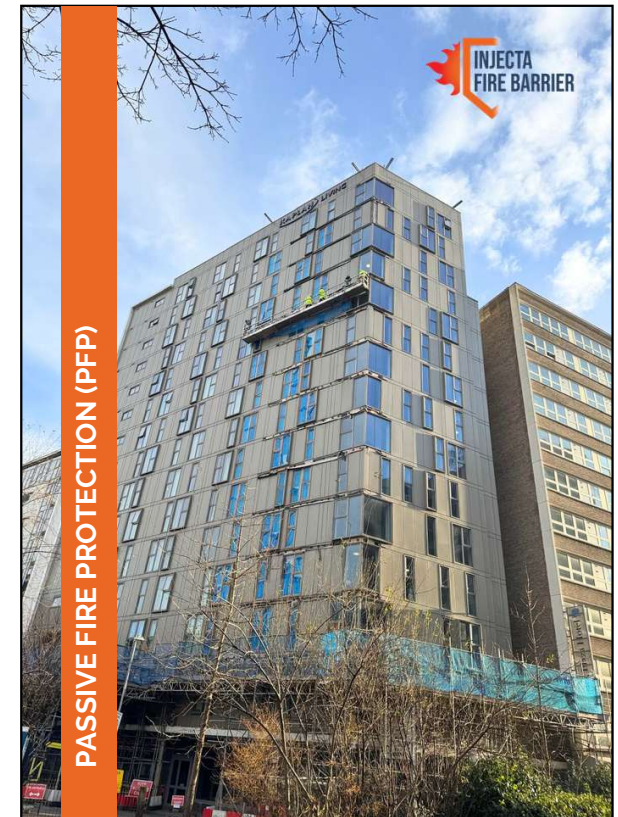
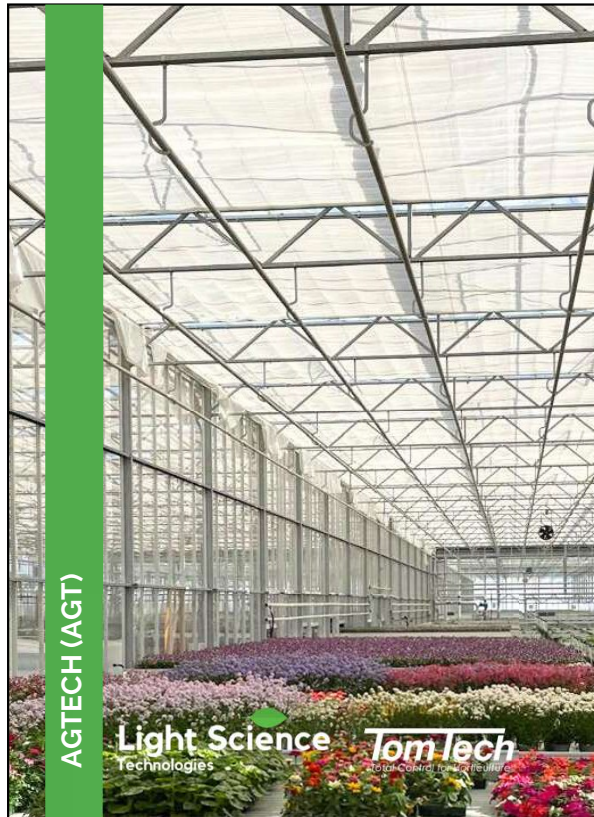
LSTH MISSION STATEMENT

Creating Growth
Through Innovation

CREATING GROWTH THROUGH INNOVATION

AIM: LST

LIGHT SCIENCE TECHNOLOGIES HOLDINGS PLC THANK YOU



CREATING GROWTH THROUGH INNOVATION

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