

**FINAL RESULTS FOR THE YEAR
ENDED 30 NOV 2024**

CREATING GROWTH THROUGH INNOVATION



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CREATING GROWTH THROUGH INNOVATION

PRESENTERS | GROUP



Simon Deacon
Chief Executive Officer

An entrepreneur and dynamic individual with solid commercial awareness formed from over 30 years' experience.

Headed the acquisition of a portfolio of businesses across a diverse range of industries.



Jim Snooks
CFO & Company Secretary

Experienced FD for SME's through to multi-million pound companies, across a broad range of industry sectors.

Strong background in supporting rapid-growth business and experienced in company acquisitions and disposals.

Light Science Technologies Holdings Plc

Industry experts providing technologies in 3 key growth market sectors:

- AgTech (AGT)
- Contract Electronics Manufacturing (CEM)
- Passive Fire Protection (PFP).

Our focus is to provide technology solutions to some of today's key global issues.

GROUP INTRODUCTION



GROUP HIGHLIGHTS FY2024

Light Science | *om|tech*

Light Science
Technologies Holdings

3

Growing market sectors

>£50m

Group quoted business

>£3m

Forward orders

65

Employees

120+

Customers

29.5%

Revenue growth for FY24

30.3%

FY24 Gross Profit Margin (up from 23.4%)

c.£1.9m

Cash and undrawn funds availability at FY24 end

x2.9

Share price uplift over last 20 months

GLOBAL TRENDS DRIVING THE GROUP SECTORS



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)

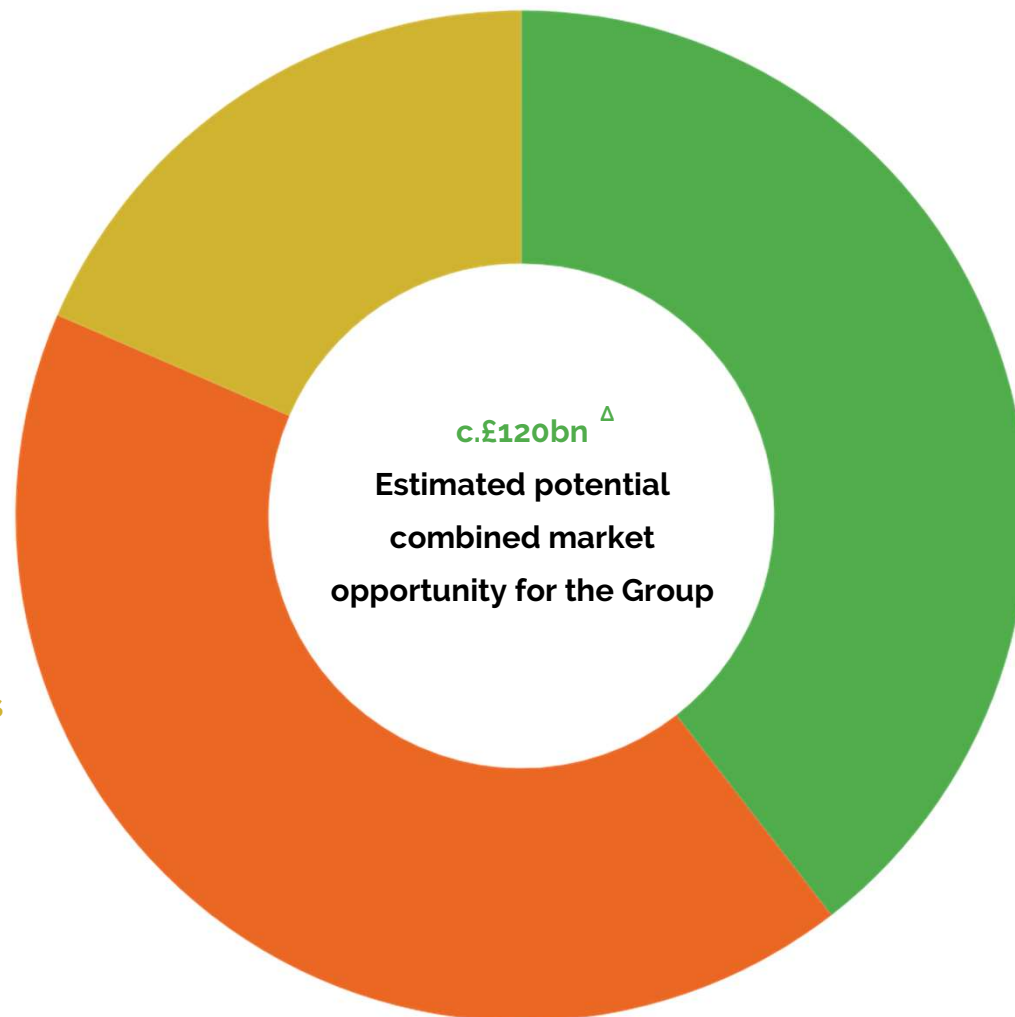
Agricultural sensors: **£3.74bn** (2032); **CAGR of 11.3%** (2024-2032)

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

AGT Market Opportunity Sub Analysis:

[□] Report: Allied Market Research LED Grow Lights Market Analysis 2030: (https://www.alliedmarketresearch.com/led-grow-lights-market-A12410) USD \$42.3 billion by 2030 converted at GBP £1 = USD \$1.28

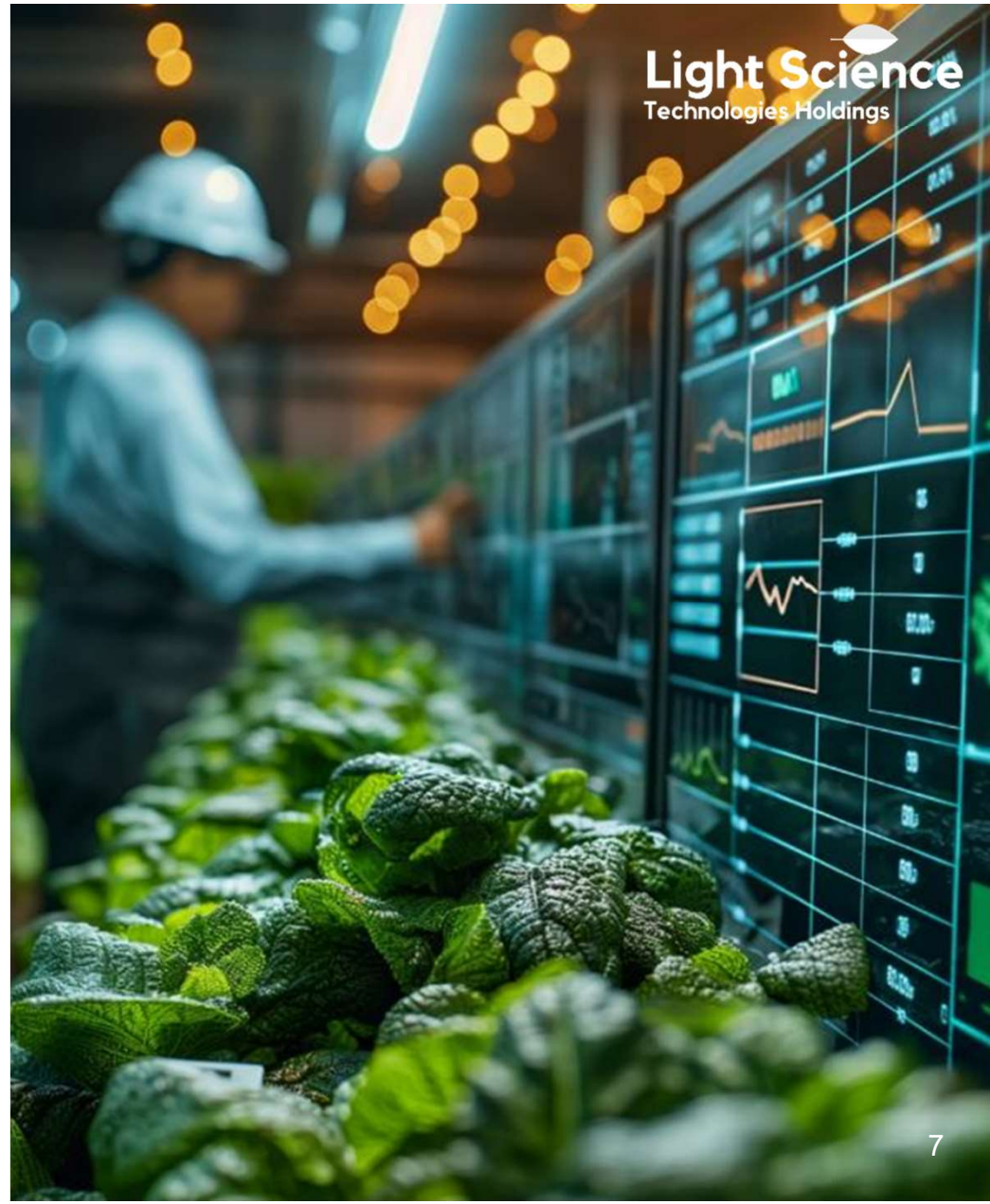
[□] Report: Agricultural Sensors Market 2032: (https://www.credenceresearch.com/report/agriculture-sensors-market) USD \$4.8 billion by 2032 converted at GBP £1 = USD \$1.28

AgTech (AGT)

Global market size **£47bn***(2033)

Climate change and extreme weather is having a huge impact on farming globally, resulting in crops being destroyed and impacting food supply chains. It is becoming harder to grow using traditional methods. Food security is key for an ever growing population and the world must look at the effects of farming on the climate and identify economic and environmentally conscious ways of farming.

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



WHAT DOES THE AGTECH DIVISION DO?

Current quoted sales pipeline: **c.£42 million**

- 2 companies with over 35 years' experience

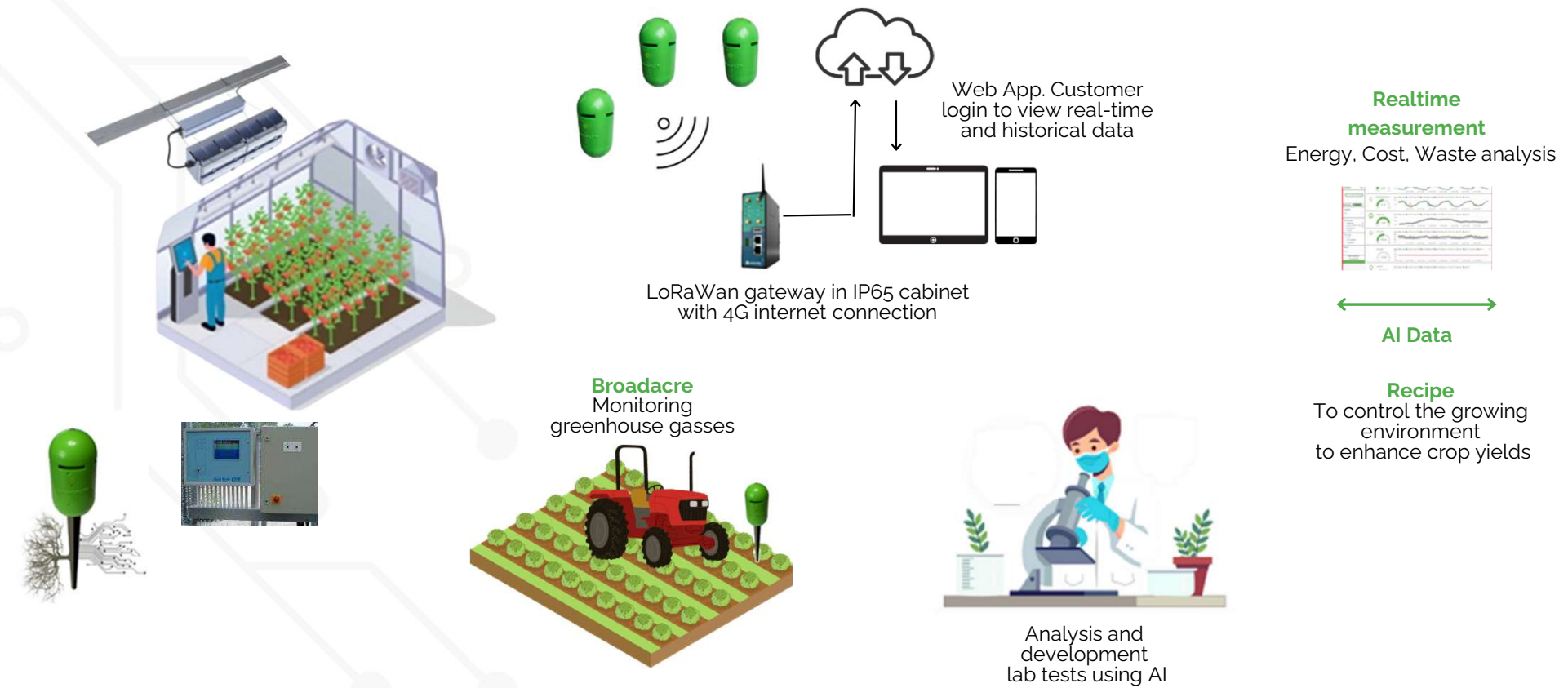
Turnkey solution in smart technology:

- nurturGROW tuneable lighting - Enables growers to create an optimal recipe of light
- Environmental control systems with dedicated software helping growers to create the optimal growing environment recipe for strengthened plant growth and maximised yields
- sensorGROW and its software - designed, developed and manufactured in-house, measures and monitors key cardinals for plant growth performance **Light, Temperature, CO₂, Humidity** and **Pressure (Air Zones)** and soon to be launched, **Soil Temperature, Soil Moisture**, and **Soil Electroconductivity (Root Zones)**
- Directing water, light and nutrients only where needed, reducing cost and waste
- Wireless long life battery powered and connected by LoRaWan, multiple sensor capabilities
- Extending the traditional growing season into the shoulder months
- Grown locally reducing food miles
- Global focus: Americas, Middle East, South Africa, Australia
- Distribution Partnerships signed for South Africa (Agrilogic) and UK / Ireland (Agrolux)
- Recurring revenue from software and maintenance packages



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.



AGTECH | BROADACRE DEVELOPMENT



Outdoor trials at **Dyson Farming**, as part of a UKRI sensor development grant. Monitoring the greenhouse gas Nitrous Oxide (N_2O) from soil emissions.

Why? Government objectives to obtain a net zero status require farmers/supermarkets to reduce the amount of greenhouse gasses emitted into the air from farming.

Our AGT division is developing the **only mobile** in-situ platform capable of measuring N_2O helping farmers make informed decisions on when and how much fertiliser should be applied to crops, giving insight into the effects of other environmental conditions such as rainfall on the soil and the nutrients applied.

Benefits to farmers - Help reduce waste, cost and the impact on the environment and increase the bottom line. By providing data for reporting, farmers can evidence their inputs towards carbon neutrality.

Further developments - to measure Methane (CH_4) and Ammonia (NH_3) from soil emissions to provide a holistic overview of greenhouse gas emissions, allowing growers to identify and adapt to more efficient and sustainable farming practices.

sensorGROW will eventually become an environment sensor.



WHAT DOES THIS MEAN FOR THE SENSOR MARKET?

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

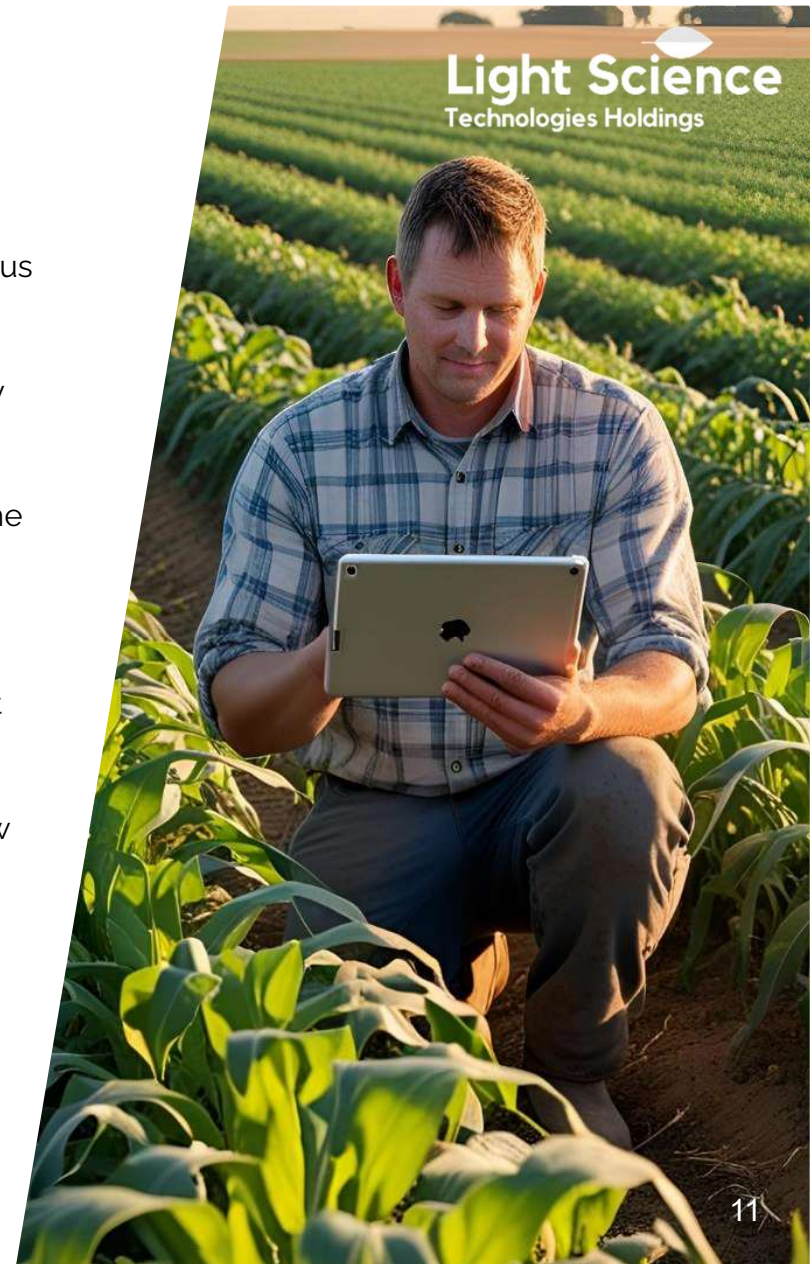
- The division has the first battery powered multifunction product which can be used in various markets. This is supporting the Government's net zero target.
- Our division with its technologies is an attractive growth area because we are providing key data to growers that is crucial to optimising crop growth and minimising waste.
- Software and maintenance plans could provide a recurring revenue stream potentially in the multi-millions in the medium term.
- The AgTech division is investing in the future, opening up sensor technology to outdoor farming (broadacre), providing crucial environmental data to support the Government's Net Zero goal.
- A number of large household food brands and nutrient manufacturers are interested in how our technology can support them in providing and reporting accurate data.



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*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 22



AGTECH DIVISION | DISTRIBUTION | PARTNERSHIPS



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



Agrolux focuses on Toplight market opportunities to deliver best value to growers.
Agrolux quoted business c.£10m between Europe and UK



Broadacre sensor product development trials: part of UKRI grant worth c.210k

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WWW.LIGHTSCIENCE TECHNOLOGIES HOLDINGS.COM

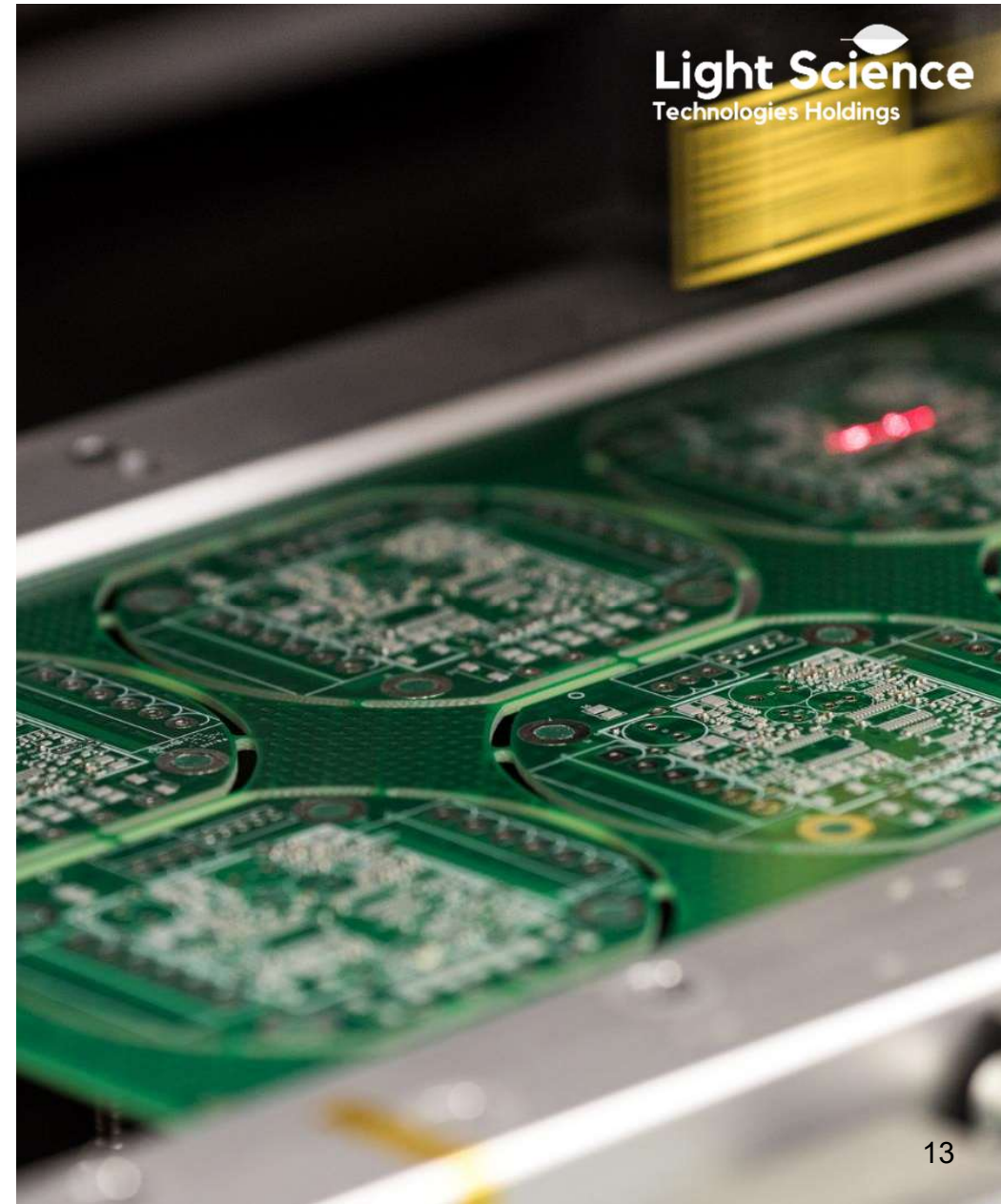
Contract Electronics Manufacturing Division (CEM)

UK potential market size £22bn*(2030)

Technology has greatly advanced over the years. We now have smart watches on our wrists and cars that drive themselves. All of these innovations require inbuilt electronic circuitry, enabling them to operate. This is creating a constant demand for work within the electronics industry and will continue to do so as these advances expand in the future.

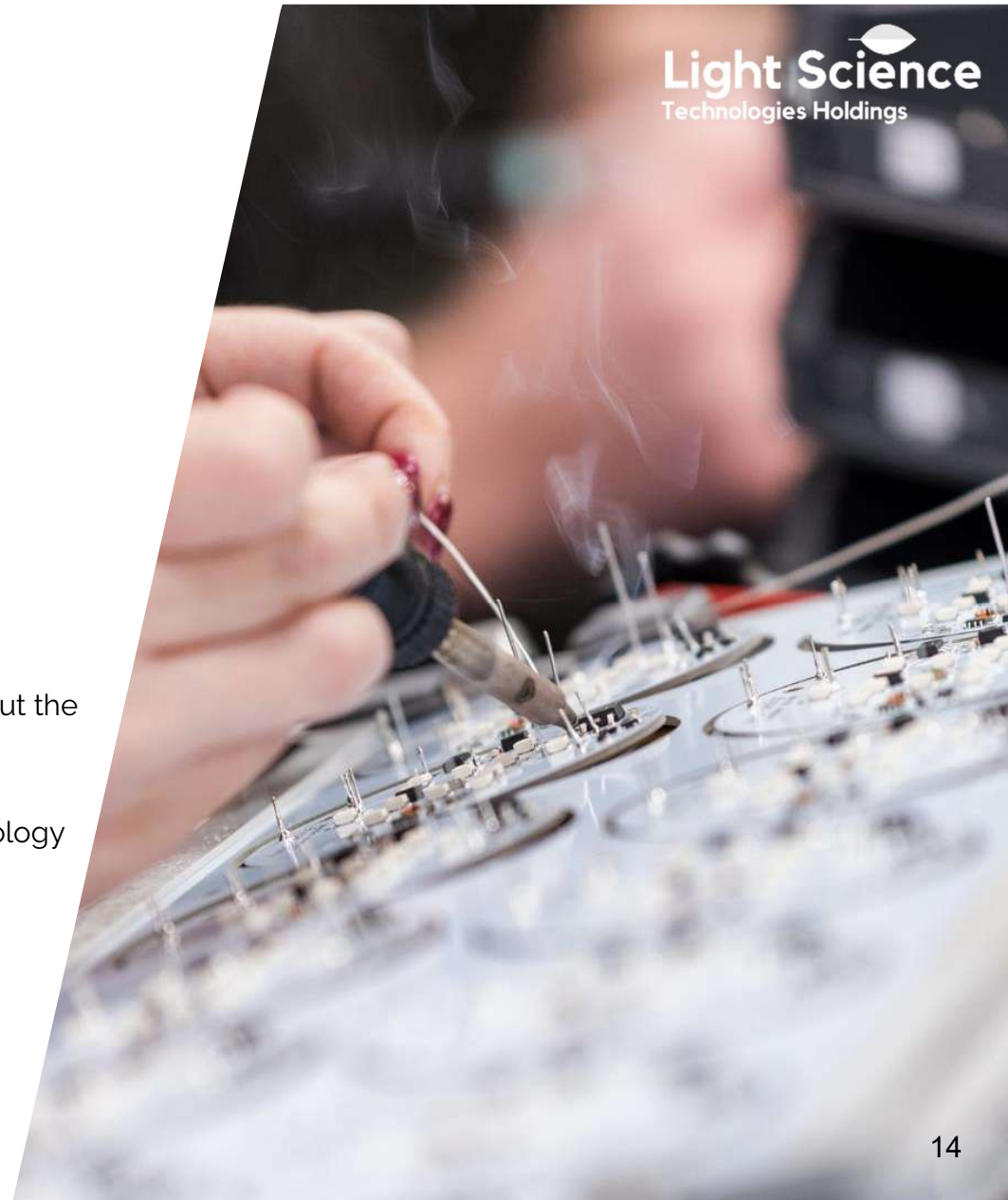
*Report - Horizon Grand View Research 2030 (<https://www.grandviewresearch.com/horizon/outlook/electronic-contract-manufacturing-and-design-services-market/uk>): USD \$28.2 billion by 2030 converted at GBP £1 - USD \$1.28.

CREATING GROWTH THROUGH INNOVATION



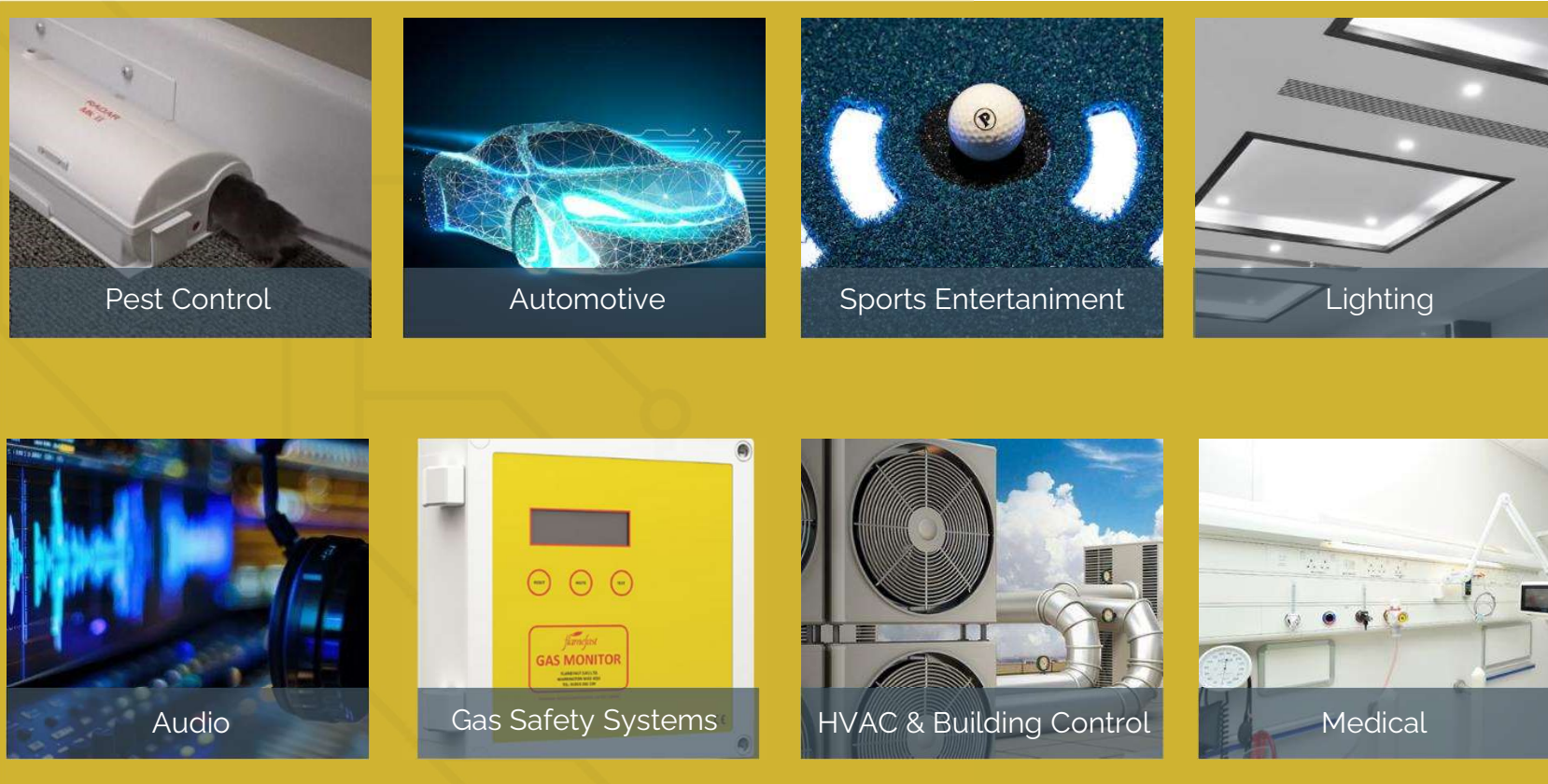
CONTRACT ELECTRONICS DIVISION | OVERVIEW

- Over 25 years' experience
- Increased year-on-year Revenues, since IPO in October 2021
- Return to UK manufacturing (on shoring)
- Continuous investment in new equipment
- Fast turnaround, high quality and volume manufacturing
- Turnkey solution for our clients, from design to finished product
- Accredited provider
- Manufactures technology for a spread of different markets
- In control of our own manufacturing, providing cost efficiencies throughout the Group: expected to continue with further Group growth
- Well-established business and loyal client base at the forefront of technology
- 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 CEM market share



CONTRACT ELECTRONICS DIVISION | MARKETS | CLIENTS

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

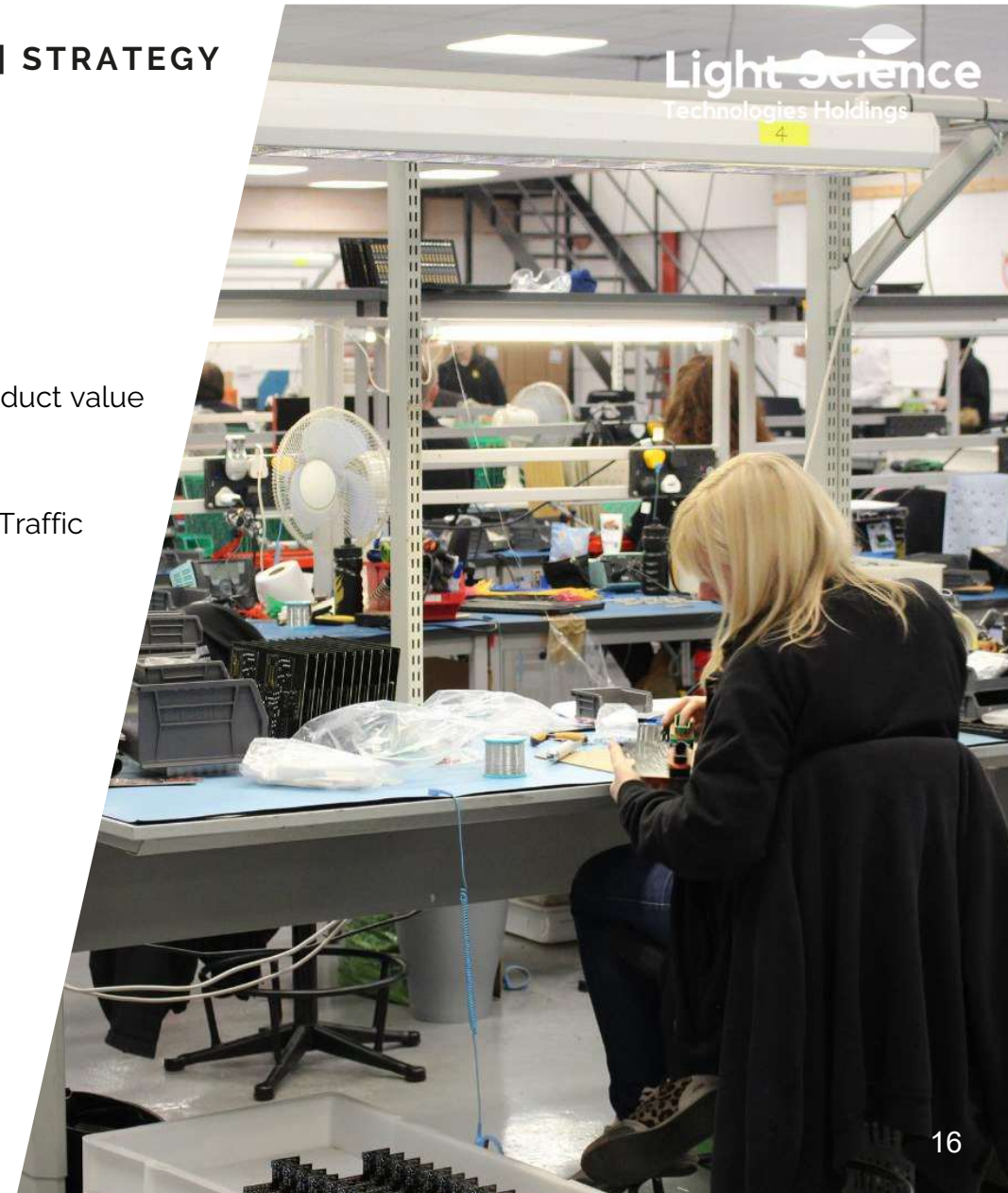


CONTRACT ELECTRONICS MANUFACTURING DIVISION | STRATEGY

Future focus:

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

*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

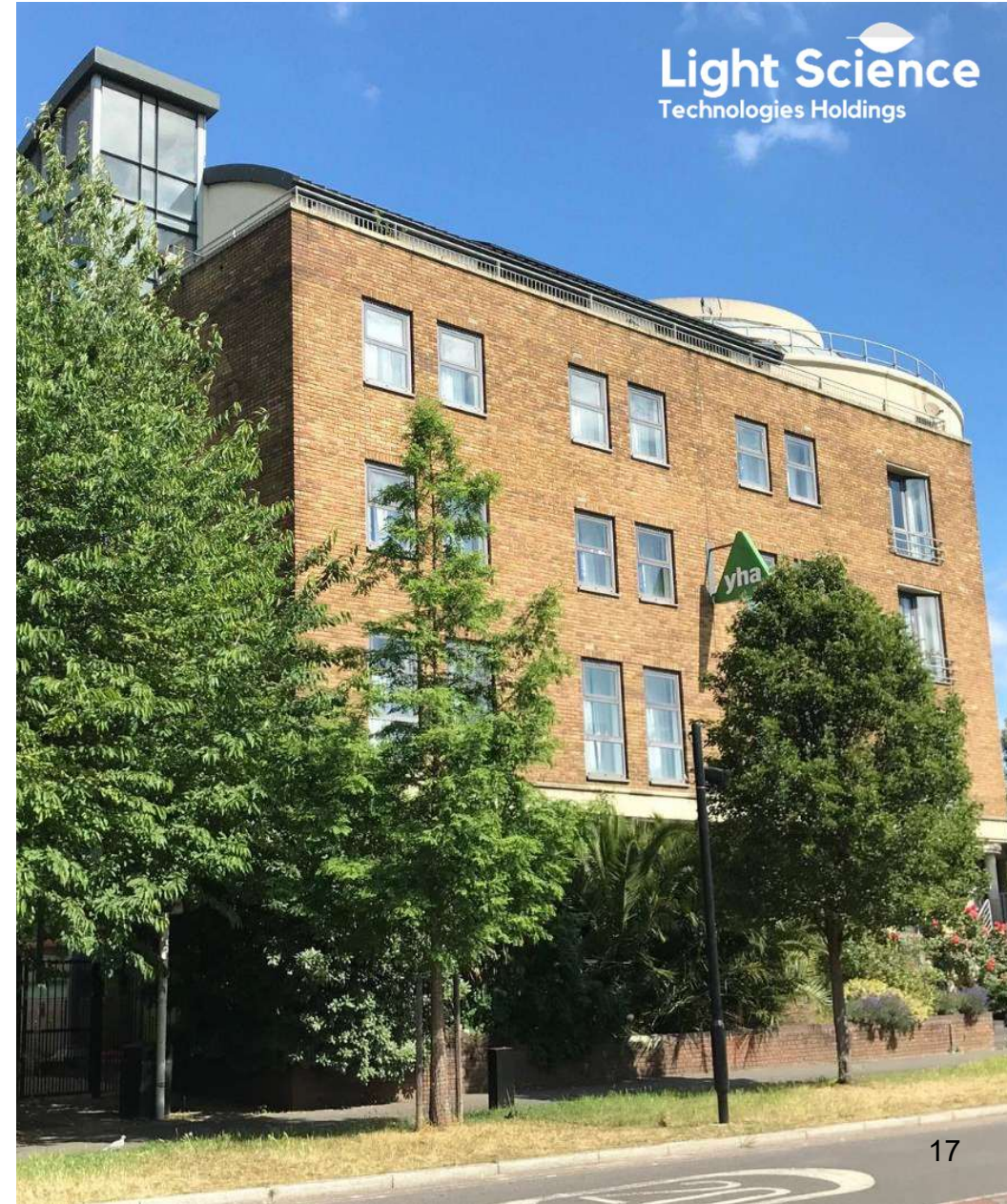


Passive Fire Protection Division (PFP)

Up to **£50bn*** potential market opportunity

Recent catastrophic fire events in the UK have highlighted safety issues in tall buildings. This resulted in the UK government legislating under the Fire Safety Act 2022 and the Building Safety Act 2021 to force tall building owners to carry out remediation work to ensure the safety of building occupants.

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



PASSIVE FIRE PROTECTION DIVISION | WHAT WE DO

Our division is the **first approved independent installer** of the patented Injectaclad solution. Injectaclad is a **cost-effective** way to remediate tall buildings. Rather than removing the external facade, the system can be injected into a building's cavity **saving time, cost, waste and lives.**

Injectaclad is an acrylic based graphite sealant that expands up to 20 times its size on contact with heat, filling the cavity void and created a compartment to prevent the spread of smoke and fire for up to 2 hours, in accordance with regulations.

There are over **11,000** tall buildings over 18 metres and **33,000** buildings between 11 and 17 metres in the UK that may require fire safety remediation. This is estimated to require remediation work for up to **20 years.**



PASSIVE FIRE PROTECTION DIVISION | HIGHLIGHTS & OVERVIEW

- Revenue c.£1.8m, with c.£1.5m in H2 2024
- Current quoted pipeline: c.£14m
- Cash generative and strong margins
- Driven by Fire Safety Act 2021 & Building Safety Act 2022
- Government-led pledge for £6bn industry contribution to assist with national remediation works. £1.1bn of this pledge has already been spent
- Cost-effective, less waste, more environmentally friendly option
- IFC accredited
- Compliant with statutory regulations
- Enabling safe evacuation of a building

Clients

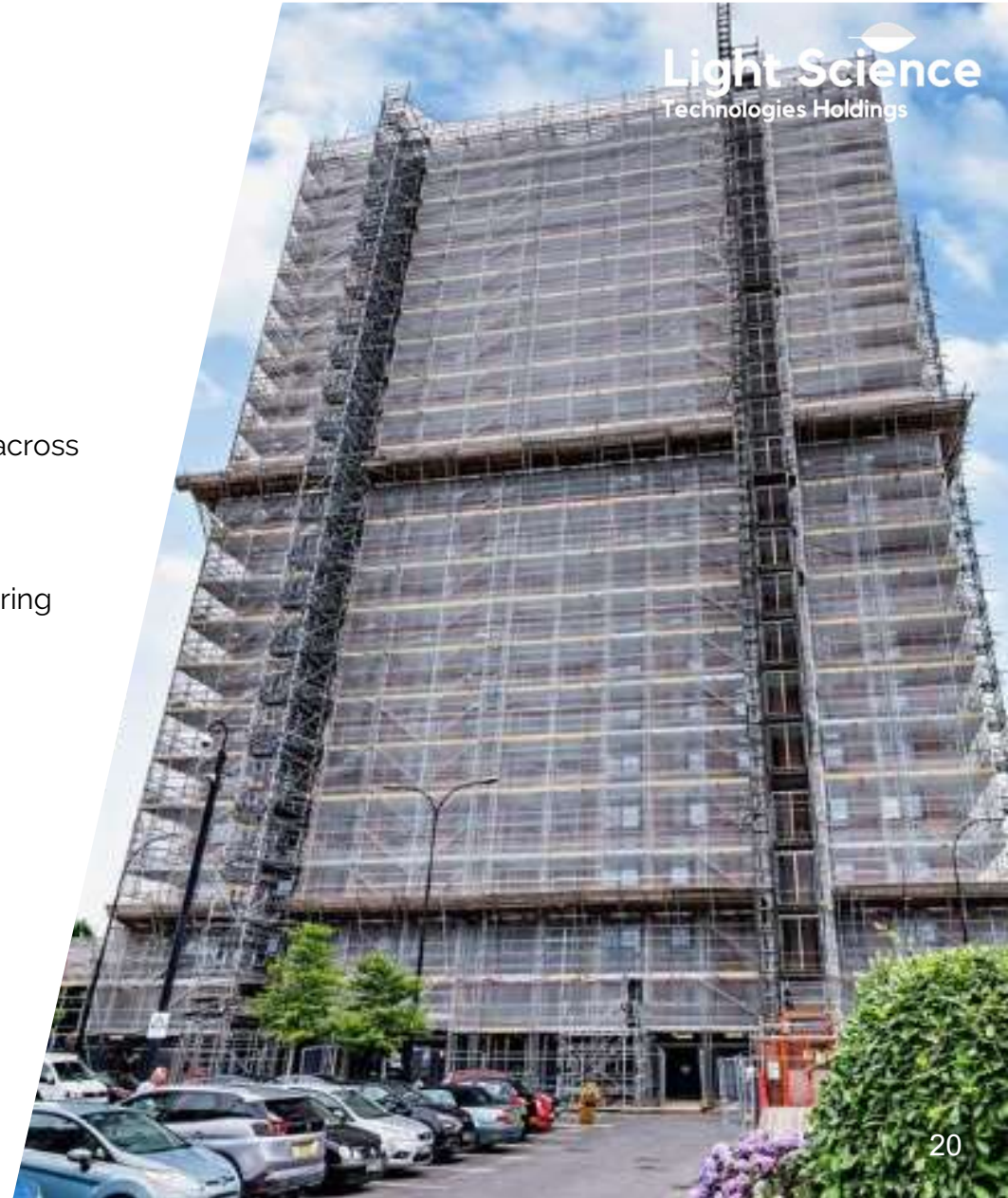


CREATING GROWTH THROUGH INNOVATION



PASSIVE FIRE PROTECTION DIVISION | STRATEGY

- Estimated potential for 20 years of work
- Becoming specified through building control, fire officers and architects across the UK would further increase the current pipeline of £14 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



FINANCIAL OVERVIEW | GROUP REVENUE & GROSS PROFIT

For Financial Years ending 30 November

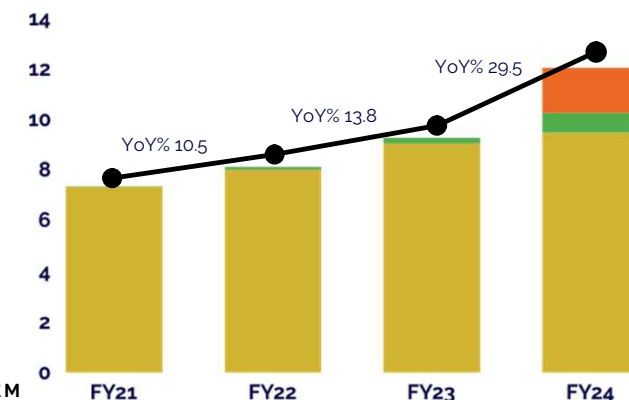


Group Revenue

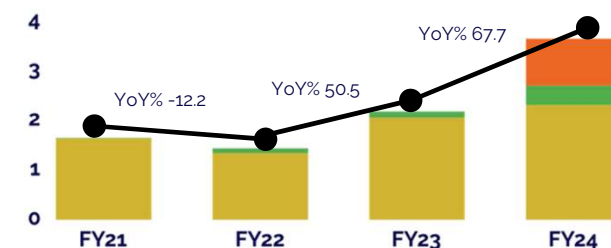
- Record Group Revenue of £12.0m for Fy24 (£9.3m FY23)
- Year-on-year Group Revenue growth: 29.5%
- Revenue growth is organic and acquisitive
- Scaling PFP and AGT divisions are reshaping Group Revenue
- Substantial PFP contract wins in FY24 of c.£2.7m with c.£1.0m Revenue delivery in H1 2025
- AGT order worth c.£0.12m for Revenue delivery in H1 2025

Group Gross Profit & Margin %

- Record Group Gross Margin of 30.3% for Fy24 (23.4% FY23)
- Year-on-year Group Gross Profit increase: 67.7%
- Strong Gross Margin % contribution from PFP and AGT divisions driving up Group Gross Margin % on scale-up



	FY21	FY22	FY23	FY24
Total Group Revenue (£,000)	7,390	8,167	9,295	12,037
CEM Division Revenue (£,000)	7,360	8,039	9,085	9,513
AGT Division Revenue (£,000)	30	128	222	778
PFP Division Revenue (£,000)	N/A	N/A	N/A	1,778
Corporate Revenue Adj. (£,000)	N/A	N/A	(12)	(32)



	FY21	FY22	FY23	FY24
Total Group Gross Margin	22.2%	17.7%	23.4%	30.3%
CEM Division Gross Margin	22.2%	16.7%	22.7%	24.3%
AGT Division Gross Margin	43.3%	77%	54.2%	49.9%
PFP Division Gross Margin	N/A	N/A	N/A	53.3%

FINANCIAL OVERVIEW | GROUP EBITDA* & NET PROFIT/LOSS BEFORE TAX

For Financial Years ending 30 November

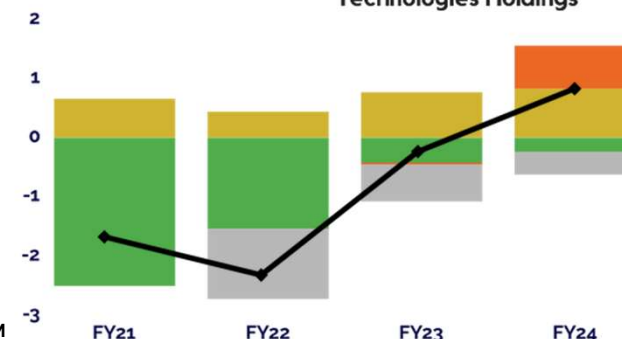


Group EBITDA*

- Continued tight overhead control in all divisions and holding company
- Administrative expenses increased only 10.3% (FY23: 3.03m to FY24: £3.34m), despite successful integration of 2 acquisitions and 29.5% revenue growth
- EBITDA* positive for the first time in FY24: £0.93m

Group Net Profit / (Loss) before Tax

- H2 2024: generated Net Profit for the first time: £0.3m[^]
- Full Year FY24: Net Loss reduced by 97.3% to near breakeven: (£0.03m)
- Strong improvement in operational cash generation (FY23: 0.18m to FY24: £1.53m)



EBITDA* £M	FY21	FY22	FY23	FY24
Total Group EBITDA* (£,000)	(1,852)	(2,292)	(311)	932
CEM Division EBITDA* (£,000)	660	442	771	831
AGT Division EBITDA* (£,000)	(2,512) ^Δ	(1,542) ^Δ	(423)	(240)
PFP Division EBITDA* (£,000)	N/A	N/A	(31)	727
Corporate EBITDA* (£,000)	N/A	(1,192) ^Δ	(628)	(386)



NET PROFIT/(LOSS) £M	FY21	FY22	FY23	FY24
H1 Net Profit/(Loss) before Tax (£,000)	(881) [^]	(1,278) [^]	(809) [^]	(334) [^]
H2 Net Profit/(Loss) before Tax (£,000)	(1,466) [^]	(1,444) [^]	(330) [^]	304 [^]
Net (Loss) before Tax (£,000)	(2,347)	(2,722)	(1,139)	(30)
Net Cash from Operating Activities (£,000)	(1,986)	(2,753)	176	1,534

[^] Unaudited

* 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

FINANCIAL OVERVIEW | GROUP BALANCE SHEET

Further investment to expand capacity and facilitate continued growth

- Development Assets: Further product development investment in AGT division's sensorGROW technology: £0.30m
- Non-current Assets:
 - > Further investment in CEM division's Plant & Equipment: £0.08m
 - > PFP division now has 3 "Injecta" Pumps to support current and future contracts

Group Cash and Banking facilities

- Increased Cash position at end FY24 to £1.2m with additional undrawn funds availability from working capital facilities of c.£0.7m, total £1.9m (H1 2024: Cash £1.1m, undrawn funds £0.5m, total £1.6m)
- Close Brothers are a key partner to the Group in supporting continued growth opportunities, organically and acquisitively
- Net Cash / (Debt) decreased from £(1.4m) to £(0.7m)

£,000	30/11/21	30/11/22	30/11/23	30/11/24
Goodwill and Acquisition Intangible Assets	-	-	1,422	1,327
Development Assets	215	708	1,059	1,127
Non-current Assets	1,374	1,437	1,278	1,198
Current Assets (exc. Cash)	3,089	4,330	3,593	3,453
Cash	3,860	591	981	1,215
TOTAL Assets	8,538	7,066	8,333	8,320
Current Liabilities	(3,617)	(4,309)	(4,124)	(3,780)
Non-current Liabilities	(1,004)	(822)	(1,742)	(2,058)
TOTAL Liabilities	(4,621)	(5,131)	(5,866)	(5,838)
Net Assets/(Liabilities)	3,917	1,935	2,467	2,481

£,000	30/11/21	30/11/22	30/11/23	30/11/24
Cash	3,860	591	981	1,215
Working capital Bank facilities	(1,125)	(1,791)	(1,563)	(543)
Current Bank loans and leases	(443)	(439)	(318)	(501)
Non-Current Bank loans and leases	(940)	(710)	(484)	(885)
Net Cash/(Debt)	1,352	(2,349)	(1,385)	(714)



Videos

- 15,069 total views
- 742 hours (total watch time)

Articles

- 175,360 views and impressions
- 48,529 page impressions
- 126,831 page views

RNS Short Videos

- 36 RNS's published
- New communication method
- 5 shorts published so far



Capital Markets Day

- 26th February 2025
- Presentation with all divisional heads and guest speaker from Dyson Farming



WHY INVEST?

- Revenue grew by 29.5% during FY24
- Gross profit margins increased from 23.4% to 30.3%
- Increase in cash and undrawn banking facility availability to c.£1.9m at end FY24
- Group market opportunity of £120 billion Δ
- >£3m Group current forward order book
- Current Group combined quoted business >£50m
- Low risk, low-cost expansion model
- Distribution partnerships taking products global and becoming specified
- Recurring revenue model potential in the AGT and PFP divisions
- 3 divisions providing technology de-risking the market and investment

Combined Market Opportunity (Page 12)

Δ Aggregation of the following 3 market sizes:

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QUESTIONS | THANK YOU

