

Investment Profile

1. Early mover advantage - Integrated, sustainable, one stop solutions addressing multi £bn CEA market
2. £40m pipeline of opportunities across CEA & CEM, including: £16m forward order book and contract potential value
3. Growing Group margins driven by CEM division
4. SensorGrow technology sold on a 3-year subscription basis with 6 beta testers signed up to date
5. VCT & EIS qualifying investment
6. Improving market conditions and reduced supply chain constraints within the CEM division

Share Information

Ticker	AIM: LST
Share Price (GBX)	3.1
Shares in issue (m)	333
Market Cap (£m)	9.3
12m Hi/Low (GBX)	8.0/0.9

(Source: The London Stock Exchange, Sep 2023)

12-Month Share Price



(Source: The London Stock Exchange, Sep 2023)

Major Shareholders (as of Sep 2023)

Name	%
Simon Deacon	28.7
Intuitive Investments Group plc	8.5
Herald Investment Management	5.7
Dr Graham Cooley	5.3
David Evans	4.7
LSTH Trustee	2.7

(Source: [Company Website](#))

Company Overview

Light Science Technologies Holdings plc is the holding company of the Group's controlled environment agriculture ("CEA") division, comprising Light Science Technologies Ltd ("Light Science Technologies") and Tomtech (UK) Limited ("Tomtech"), alongside its contract electronics manufacturing ("CEM") division, UK Circuits and Electronics Solutions Limited ("UK Circuits").

Contract Electronics Manufacturing

UK Circuits is the Group's CEM focussed division, generating strong revenue and profit growth. It designs, procures, and manufactures high-quality CEM products, specialising in Printed Circuit Boards, which are used in a range of sectors including audio, automotive, electronics, gas detection, lighting, pest control, telecommunications and, more recently, the CEA market. Due to ongoing disruption in the global electronics supply chain, the CEM division is seeing an increase in reshoring, meaning switching to UK manufacturing for their requirements, providing increased opportunity for the Company.

Controlled Environment Agriculture

Light Science Technologies was founded in 2019 and is the Company's grow lights and sensor technology business, providing bespoke recipes and technologies tailored to customers' needs - with key targets including indoor, vertical, glasshouses, polytunnels and medicinal farming markets. The all-in-one CEA solution will include analysing customers' crop growing requirements to provide bespoke, low-energy and sustainable equipment. Development of remote wireless sensors also provides solutions for open agriculture.

Market drivers include food and water shortages in many parts of the world; growing global population; UK and other government policy encouraging sustainable and efficient growth methods; increased scrutiny of the effect of food production on climate change and the continuing transition away from processed foods.

sensorGROW:

sensorGROW was launched in June 2022 and its technology will enable farmers to monitor the following key air zone growing factors in real-time: carbon dioxide levels, humidity, light, oxygen - and in the future: air speed, plant disease, soil, temperature and water pH levels. By monitoring these key growing factors, farmers can save money through better management of resources: water, nutrients, fertilisers and energy - while increasing yields and producing healthier crops.

nurturGROW:

nurturGROW is a sustainable grow lighting product range, offering an innovative, high-performance and cost-effective solution for indoor farming, covering greenhouses, vertical farming, polytunnels and medicinal plants.

Tomtech:

Tomtech, a UK leader in control systems for commercial greenhouses and polytunnels, acquired in September 2023 now provides comprehensive solutions to create, monitor and maintain an optimised cultivating environment. Its sensors monitor temperature, humidity, light, carbon dioxide, pH, nutrients and more - whilst its intelligent systems help control irrigation, fertigation, dosing, ventilation, light and more.

Recurring Revenue Partnership Model

Building long term partnerships



Light products and upgrades



Replacement contracts between 4-6 years frequency over 20+ year period



Technology products and upgrades



Business intelligence and data software licensing on subscription contracts



Full turnkey solution for CEA



Replacement contracts over 20 years+



What's New?

In the six months to 31 May 2023 the Company took several measures to realign its cost base and focus on broadening market reach of CEA division to help mitigate impact of sales cycle fluctuations. For the same period, strong CEM performance underpinned revenue growth of 22% to £4.4m and a margin 20.9%, up from 17.7% for the full prior year, across the Group.

Commenting on the results and prospects, Simon Deacon, CEO, said:

"We continue to be excited by the growth potential across both divisions. With the CEM division continuing to be our predominant revenue generator, and the CEA division continuing to develop and market solutions to the unprecedented pressures affecting the agricultural sector, we are well placed to take advantage of growth opportunities. Daily discourse regarding food security and supply highlights the ongoing challenges and impacts of unreliable harvests and labour shortages and we believe that our solutions will help mitigate these issues."

In September Light Science announced the Group earnings enhancing acquisition of Tomtech (UK) Limited, a UK leader in the design, manufacture and installation of monitoring and control systems for commercial greenhouses and polytunnels, for £500k. Tomtech is a well-established business, operating for over 35 years, which adds new CEA products and revenue streams. With 160+ live customers, the acquisition provides growing revenues, recurring sales, and offers strong commercial and operational synergies with the Group's existing offering. It brings a loyal UK CEA customer base, will be immediately Group earnings enhancing and positions the Group for further international growth. As the UK sees various ongoing challenges, the growing opportunities in Australia, the Middle East, and the Americas support the Board's strategy that looks to expand its reach and exploit year round growing needs.

Recent Progress

Launched 2 New Product Ranges

sensorGRO 
nurturGRO 

FY22 Shipped Goods - CEM

500K+

Presented at 10+ Global Events



Expanded Global Opportunities



Multiple Award Winning and Nominated



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Key Newsflow

Sep - Investor Presentation

Sep - Acquisition of Tomtech

Aug - Half Year Report

Jun - Trading Update

May - Result of AGM

May - Change of Broker

May - Final Results, Board Changes & Notice of AGM

Apr - Result of General Meeting & TVR

Apr - Result of Fundraising and WRAP Retail Offer

Management Team

Simon Deacon, Chief Executive Officer

Simon has 25 years' experience in expediting business growth, having acquired and grown companies operating in the lighting and electronics manufacturing sectors, such as Light Science Technologies and UK Circuits. Simon also co-founded a retail consultancy, Design Conformity Ltd, focused on safety and sustainability, which has been adopted by numerous global retailers and brands.



Jim Snooks, Chief Financial Officer

Jim has held several Finance Director positions including as Group Financial Controller of Breasley Group, Finance Director of Furntec Ltd and Financial Controller of GLW Feeds Ltd, developing a wealth of experience in the finance operations of medium size enterprises. Jim is a CIMA chartered management accountant, and a CGMA global chartered management accountant.



Andrew Hemsall, Chief Operating Officer

Andrew is a highly experienced industry executive, with significant operational leadership experience. Andrew has worked in many commercial roles, driving company operations, particularly in the manufacturing sector.



Market Opportunity

Estimated combined
market opportunity in CEA



* Report - Smart Agriculture Market Size & Share report (2030)
** Report - Global Grow Lights Market (2020) - Mordor Intelligence
*** Report - Agricultural Sensors Market To Reach USD 2.56 Billion By 2026 | Reports And Data
**** Report - Globe Newswire - reportlinker.com. The global environment controllers market within the agricultural greenhouse market is expected to grow from \$4.66 billion in 2022 to \$5.00 billion in 2023 at a CAGR of 7.4%.