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Light Science Technologies Holdings



Presenters



Simon Deacon Chief Executive Officer

An entrepreneur, dynamic individual with solid commercial awareness formed from over 25 years' experience.

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



Jim Snooks Chief Financial Officer / Company Secretary

Experienced Finance Director having held positions for SME's through to multimillion-pound group companies, across a broad range of industry sectors

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



Andrew Hempsall Chief Operating Officer

Highly experienced industry executive, with significant operational leadership experience.

Worked in many senior commecial roles, driving company operations, particularly in the manufacturing sector.



Group overview Three companies within LSTH





sensor products.



Established in 1986, a UK leader in control systems for commercial greenhouses, providing everything a grower needs to monitor and maintain the perfect growing environment.



Established in 1997, a UK based Contract Electronic Manufacturer (CEM) servicing multiple business sectors.

Estimated market opportunity for group



Combined group pipeline and forward orders

c.£16m Group forward order book and contract potential value

£40m Group pipeline opportunity including group forward order book and contract potential value

Estimated market opportunity in CEM





Estimated market opportunity for group











£1.7bn** Grow lights (2023) with a CAGR 21.1% (2020–25)

£2.1bn*** Agricultural Sensors (2026) with a CAGR 11.4% (2018-26)

£3.75bn**** Global environment controllers market in indoor farming (2023) with a CAGR 7.4% (2022-23)

^{*} 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%.

Global trends driving the CEA and CEM markets











Cost of living



Water shortages



Onshoring of UK manufacturing



Soil degradation



Dietary shift away from processed foods



Access to components



Climate change. Extreme weather patterns globally



Growing population



Drive for quality over cost

Recap on products in the CEA division





£40m+





Rapidly expanding existing products into new markets

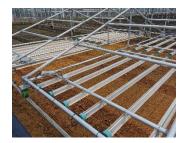
Comprising forward orders, contract potential and pipeline

Recurring revenue model Technology sold on 3-year subscription basis

Complete control systems
Full suite of products with
maintenance packages













advanceGRO



Iom lech

Semi-automated crop care

CEM Division-UK Circuits and Electronics Solutions Technology



Key facts

- Contract electronic manufacturer founded in 1997
- Incremental Year on Year turnover since 2019
- Broad range of sectors including Pest control, Audio, sensors and Automotive

Investment programme focused on automation technologies and digitisation of manufacturing and testing facilities, with a focus on driving increased profitability.

Programme of system developments to streamline processes for continued growth of platform business.

Pivot to become Tier 1 supplier

Key customers include













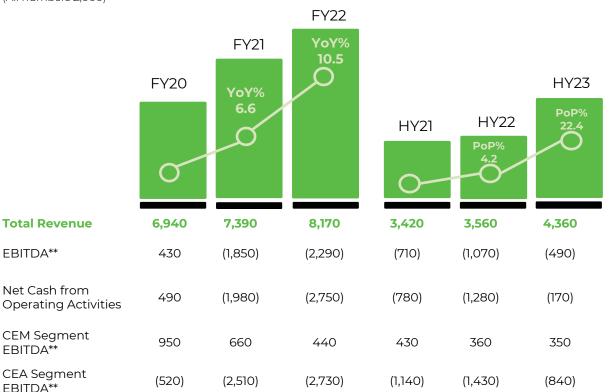


Consolidated Financial Results

For FY's ending 30 November and HY's ending 31 May



(All numbers £,000)



Income Statement HY23 Headlines

- Revenue growth of 22.4%
- Gross Profit Margin flat at 20.9%, up from 17.7% for FY22
- Loss before tax reduced by 37% to £0.8m
- Realigned cost base with 20% overhead reduction

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

Consolidated Balance Sheet (summary)



31/05/21	31/05/22	31/05/23
146	341	836
1,383	1,487	1,278
2,634	3,816	4,158
130	1,780	1,003
4,293	7,424	7,275
(3,453)	(3,473)	(3,944)
(2,150)	(937)	(699)
(5,603)	(4,410)	(4,643)
(1,310)	3,014	2,632



Balance Sheet HY23 Headlines

- Continued investment in CEM division to improve automation capabilities
- Further investment in CEA division, including an increase in development assets
- Fundraise net proceeds of £1.45m during interim period

New acquisition





Light Science Technologies Holdings Plc acquired Tomtech (UK) Limited on 5th September 2023. Founded in 1986 Tomtech has a well-established name in the Controlled Environment Agriculture market.

With its own range of control systems and software, Tomtech have everything needed to create, monitor and maintain the perfect growing environment within glasshouses, polytunnels, vertical farms or other horticultural environments.

With its own on-site installation and maintenance teams delivering recurring revenue, a database of over 1000 clients and 150 active clients, there are many synergies and product integration opportunities with its new sister company Light Science Technologies.

Irrigation Sensors Motors

Lighting Control Systems & Software Venting









The two companies have a range of products that will compliment both businesses offerings to the CEA market.

Tomtech will have access to Light Science's own designed and manufactured lighting and sensor products.

Light Science will benefit from Tomtech's Control system.

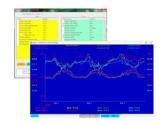




















Group focus going forward



- Increasing revenue and continuing growth
- Increasing margins
- Reducing overheads
- Move towards being cash generative
- Launch developed products into broader geographical markets and new sectors
- Create global partnerships
- Improving efficiency in our manufacturing division by modernising and automating systems and equipment
- Integration of Tomtech and exploiting economies of scale
- Actively exploring cash generative acquisition opportunities

Group Summary





Early mover advantage £32.2bn global CFA + UK CFM market

c.£16m

Forward order book and contract potential value combined across CEA + CEM

£40m

Pipeline of opportunities

combined across CEA + CEM, including forward order book and contract potential value

UK Circuits

achieved ISO14001 **Environmental** Management accreditation.



Revenue growth of 22% compared to HY22

Increase in margin from 17.7% (FY22) to 20.9% Overhead reduction of 20%







Trials in sensorGro and nuturGro continue out in the field



Our first acquisition since being on AIM



Video footage



Interesting video links:

https://www.youtube.com/watch?v=3sz2kZwu2YU

https://www.youtube.com/watch?v=06-zgt9_1TI

https://www.youtube.com/watch?v=Bz1FYLJbOpA

https://www.youtube.com/watch?v=jQW2N2GoDZM

https://www.youtube.com/watch?v=qDZTXgH1Vbc&t=3s

https://www.youtube.com/watch?v=EiCu_COgf0g