

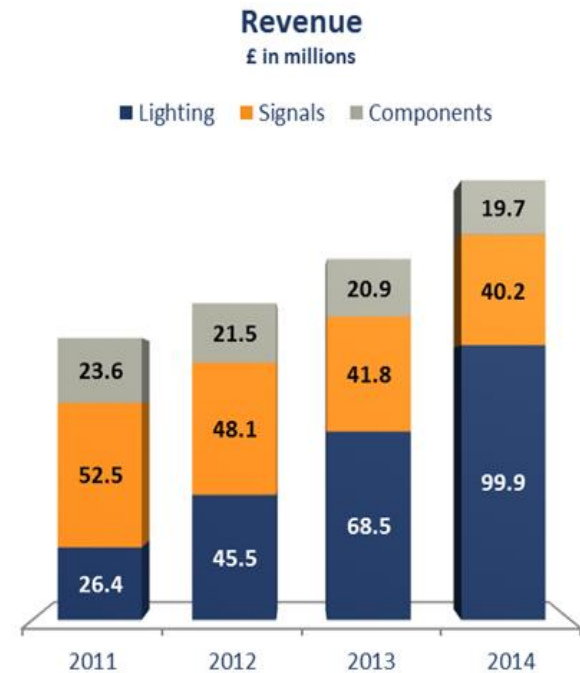
Dialight AGM



15 April 2015

2014 Highlights

- ❖ Lighting revenue increased by 46% to £99.9m (constant currency +50%)
- ❖ Lighting operating profit increased by 26% to £14.5m (constant currency +30%)
- ❖ Obstruction revenue increased by 16% to £17.0m (constant currency +22%)
- ❖ Group underlying EBIT increased 25% to £18.1m (constant currency +30%)
- ❖ Basic underlying EPS up 20% at 36.8 pence (2013: 30.8 pence)
- ❖ Basic statutory EPS up 12% to 29.4 pence (2013: 26.2 pence)



The Lighting Market

Dialight targets:

Heavy Industrial

- ❖ Steel processing
- ❖ Pulp & paper
- ❖ Auto manufacturing plants

Mining

- ❖ Surface mining

Food & Beverage

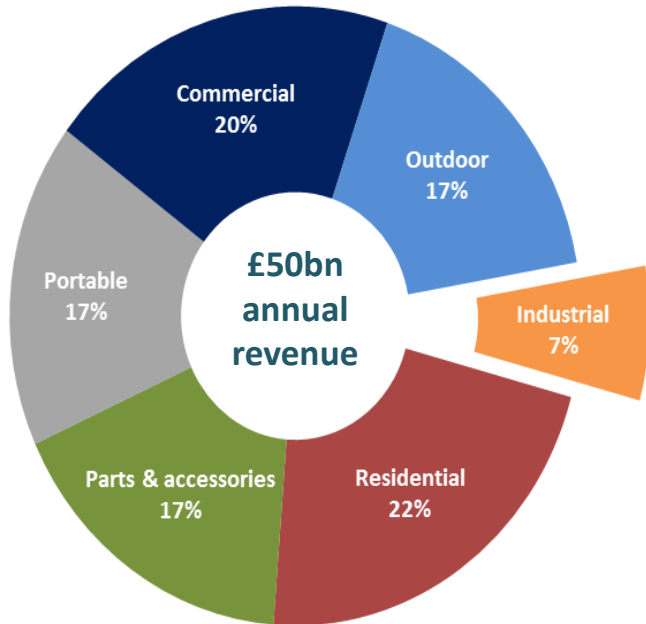
- ❖ Food processing
- ❖ Agricultural

Power Generation

- ❖ Coal, nuclear
- ❖ Renewable (wind, solar, geothermal)

Oil, Gas & Petrochem

- ❖ Upstream (exploring & drilling)
- ❖ Downstream (refining)



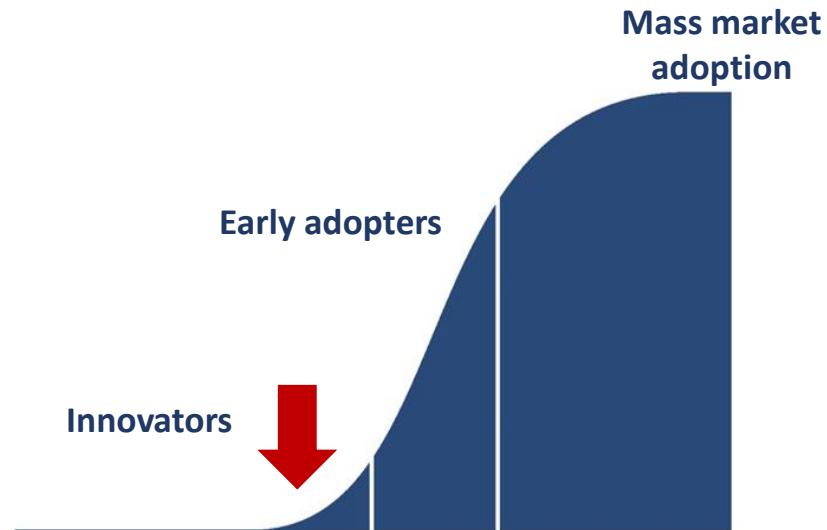
Freedonia Global Estimate:

- ❖ £50bn annual lighting market
- ❖ £3.5bn annual industrial revenue
- ❖ Dialight addresses installed base; 20+ years retro-fit cycle for light fixtures
- ❖ £70bn - £100bn Total Addressable Market (TAM)

Where are we on the growth curve?

Estimated LED penetration in Industrial / Hazardous Locations:
Vertical & Geographical Markets for Dialight

1%-2%



- ❖ £70bn - £100bn TAM
- ❖ Dialight estimates LED lighting sales into Industrial / Hazardous locations are between £650m to £1bn to date
- ❖ This excludes markets that Dialight does not sell into such as China, Russia, India & Africa

How does Dialight differ?

- ❖ **Integrated systems approach** – vertical integration

- ❖ **Power Supply Technology**

- ❖ Key to reliability & fixture longevity (10 year warranty)
- ❖ In-house designed , patent protected technology
- ❖ Most efficient power supplies available today (93-94%)

- ❖ **Intelligent Thermal Management**

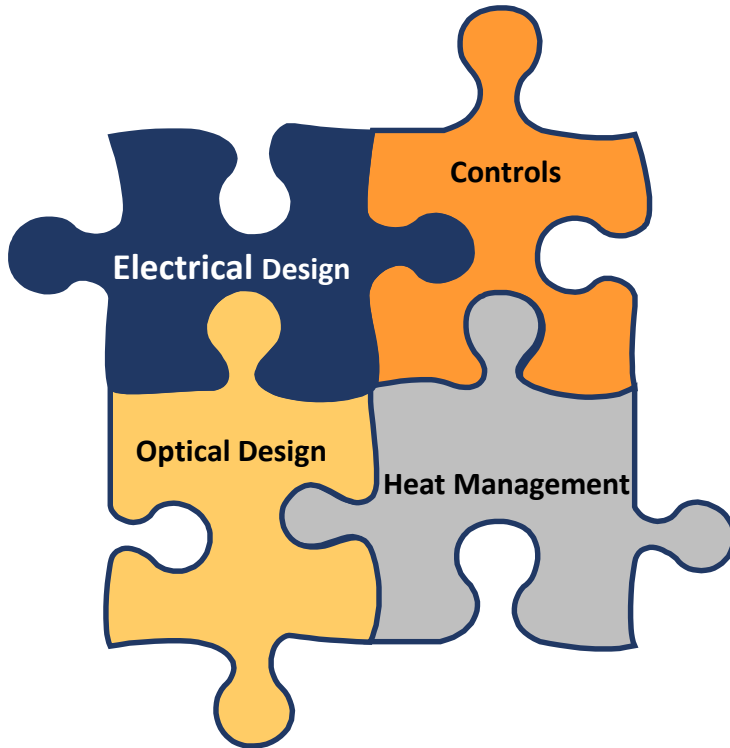
- ❖ Temperature compensation technology managing heat from LEDs to maximize life

- ❖ **Optical Design**

- ❖ Custom reflectors to direct light to where it is needed at the work place

- ❖ **Intelligent Controls (IoT)**

- ❖ Controls embedded within Dialight power supply
- ❖ Integrating with existing building / process management system infrastructure
- ❖ Hazardous certified control systems



Channel Expansion



- ❖ Expanding distribution channel to maximise reach
- ❖ Making in-roads to customers and territories not previously available to us
- ❖ Established national distributor programs:
 - ❖ Rexel / Gexpro
 - ❖ Affiliated Distributors/ SupplyFORCE
 - ❖ Consolidated Electrical Distributors (CED)
- ❖ From trials to orders to roll out



Dialight LED Lighting Portfolio



Linears

- ❖ 10' → 20' mounting
- ❖ Indoor & outdoor rated
- ❖ Hazardous & industrial



Flood Lights

- ❖ 15' → 100' mounting
- ❖ Mostly outdoor
- ❖ Hazardous & industrial



High Bays

- ❖ 15' → 100' mounting
- ❖ Mostly indoor
- ❖ Hazardous & industrial

Area Lights

- ❖ 10' → 20' mounting
- ❖ Indoor & outdoor rated
- ❖ Hazardous & industrial

New Markets - 1,000W Replacements



60K High Bay

TAM Potential

- ❖ £4bn (20% of high bays)

Markets (indoor)

- ❖ Aerospace
- ❖ Automotive
- ❖ Steel processing
- ❖ Pulp & paper
- ❖ Other industrial indoor



55K Flood Light

TAM Potential

- ❖ £1bn (15% of flood lights)

Markets (outdoor)

- ❖ Oil, gas & petrochemicals
- ❖ Power generation
- ❖ Mining
- ❖ Other industrial & hazardous outdoor

Summary

❖ 2014

- ❖ Lighting revenue increased by 50% (constant currency)
- ❖ Lighting operating profit increased by 30% (constant currency)
- ❖ Obstruction back to growth
- ❖ 2014 – a year of strong growth

❖ Q1 Update

- ❖ Strong growth continues
- ❖ Growing pains
- ❖ Programs to improve operational performance
- ❖ Outlook unchanged

