# Dialight plc 2006 AGM 9<sup>th</sup> May 2006





## Highlights of 2005

- Divested Solartron Businesses for gross proceeds of £72.1m
- Returned £46.5M to Shareholders (£90m since 2003)
- Renamed and Refocussed company: Dialight plc
- Appointed new Executive Management Team
- Year end cash position £9.8m
- Early 2006 acquisition of Lumidrives



## Highlights - Continuing Businesses

- Strong increase in sales and profit in H2 over H1
- Profit before tax £4.5m versus £4.3m in 2004
- Operating Cash Flow £5.3m for Continuing Group before Capex and Pension Payment
- Strong year-end balance sheet
- Increased order intake in 2006



## Proforma 2005 group profit and loss account £m

Turnover	56.1
Operating profit	5.0
Interest	0.4
Profit before tax	5.4
Taxation	(1.9)
	3.5
Dividend – say 4.5 pence full year	1.4
EPS	11p
Dividend Cover	2.46x



## Dialight – continuing group cash flow £m

	~111	2005	2004
Operating profit		3.9	4.4
Depreciation / amortisation		1.8	1.7
Movement in working capital		<u>(0.4)</u>	<u>(0.1)</u>
Cash from operations		5.3	6.0
Capital expenditure		(1.1)	(0.7)
Tax		<u>(1.6)</u>	<u>(1.5)</u>
		_2.6_	_3.8_

Before one-off pension contributions





## Reporting Segments

- Components- Traditional Indicator Business + Electromagnetic Based Products
- Signals/Illumination High Brightness LED Business comprising Traffic Lights, Rail Signals, Obstruction Lights and Solid State Lighting



## 2005 Sales and Contribution by Segment

	2005		2004			
	Sales £m	Contribution £m	Sales £m	Contribution £m	%	%
Components	26.6	13.3	27.2	14.7	(2.2)	(9.5)
Signals/Illumination	29.6	9.9	28.0	9.2	5.5	7.3
Total	56.2	23.2	55.2	23.9	1.8	(2.9)



## Components

- Orders up 4% on year and 18% on H2
- Sales down 2% on year
- H2 Sales up 5% on H2/04
- Contribution down on year
- Electromagnetic Components responsible for adverse swing in contribution year on year



## Components

- North American Distributor Point of Sales 5% growth in 2005
- Continued strong Preferred Vendor Status at OEMs
- Awarded Wing Mirror Contract for major Japanese Auto Manufacturer- will ship in 2006
- Booked £1.5m+ orders for Meter Disconnects in January/February 2006
- 2006 to date Order Input up over H2/05



## Signals /Illumination

- Orders up 4.6% on year
- Orders in H2/05 up 10% on H2/04
- Sales up 5.5% on year
- Sales in H2/05 up13% on H2/04
- Contribution up 7.3% on year
- Obstruction showing good growth year on year
- Traffic flat in 2005



#### **Drivers for Growth**

- Components Segment expected to show mid single digit growth over time
- Signals/Illumination expected to demonstrate double digit growth through focus on
  - European Traffic
  - 2. European/Asia Rail
  - 3. Obstruction Lights
  - 4. Niche opportunities in Industrial Applications for white light
  - 5. Architectural/Entertainment Lighting for coloured lights



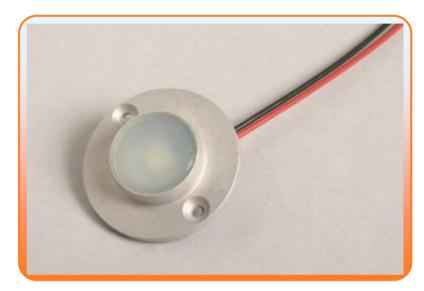
### Acquisition of Lumidrives Ltd.

- Completed on 11 January 2006 for £3m
  - £2.45m in cash
  - £0.55m in Dialight shares (223,578 shares)
- 2005 draft results show sales of £3.2m with a double digit return
- Consistent growth in sales from 2002 to 2005
- Net assets of approximately £0.5m at acquisition fair value review to be completed
- Strong position in Architectural Lighting Markets



## **Architectural Lighting Products**

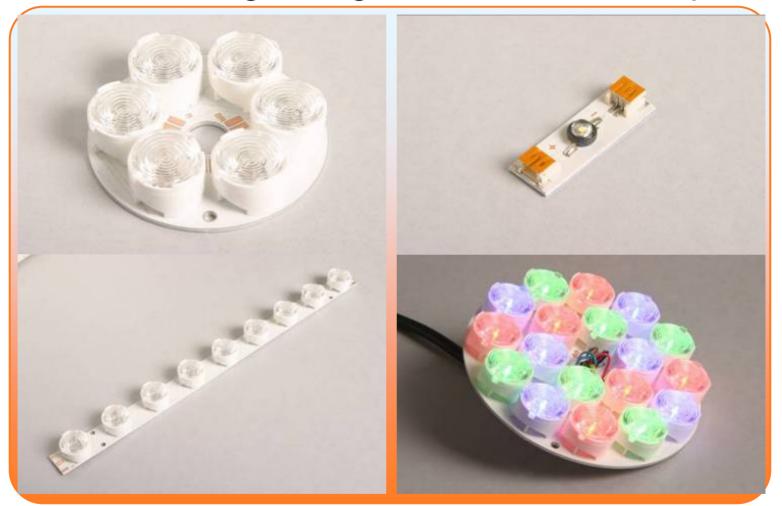








## Modules – Light Engines, Drivers and Optics





## The Light – Leeds, UK

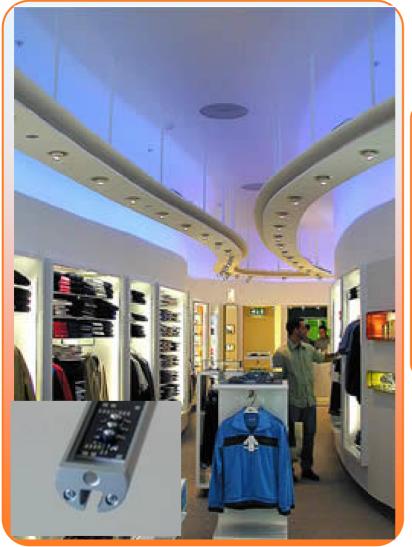








### Lacoste Retail Outlets - Nationwide UK









### Prospects for 2006

- European Traffic positioned to grow
- Obstruction continued growth with new products and more adoption
- White Light- hazardous location launched
- Coloured Light- exploitation of Lumidrives acquisition on a worldwide basis
- Promising signs in Components Segment



## DIALIGHT

## Uniquely Positioned to Exploit the Lighting Revolution

