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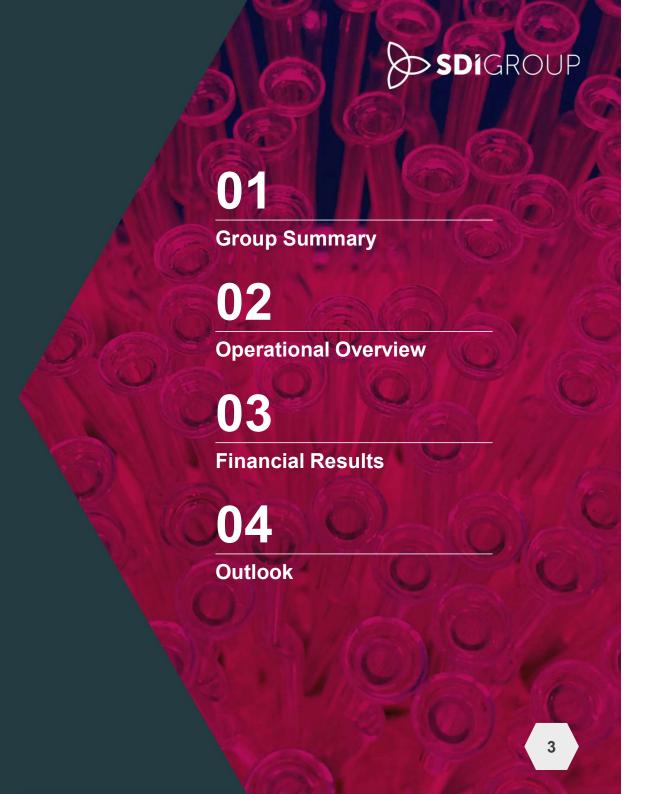
# Agenda



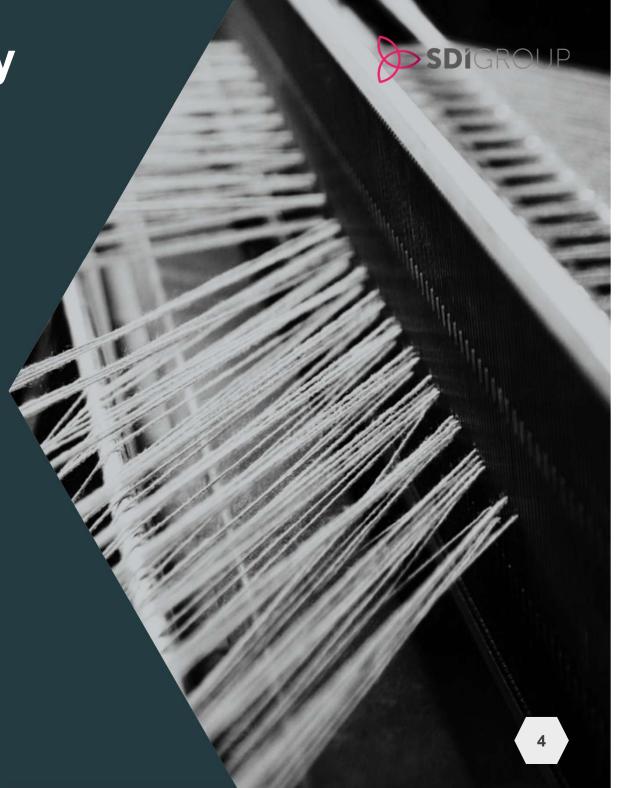
**Stephen Brown Chief Executive Officer** 



**Amitabh Sharma Chief Financial Officer** 

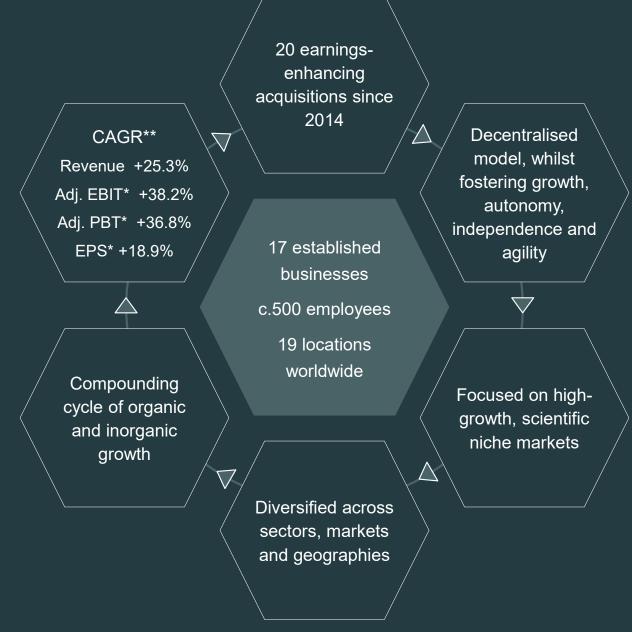


**01 Group Summary** 



## **Group Introduction**



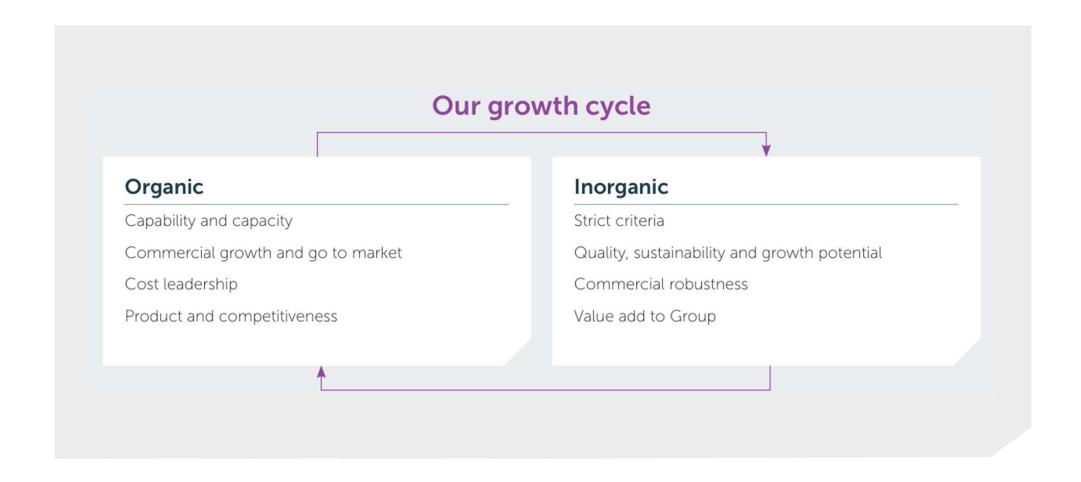


<sup>\*</sup>before share based payments, acquisition costs, reorganisation costs and amortisation of acquired intangible assets

<sup>\*\*</sup>Since 2015, FY25. EPS represents adjusted diluted EPS



# **SDI Group Business Model**



# 02 Operational Overview







### **Continuing momentum**

- ➤ Solid Financial Performance: Delivered excellent progress against strategic objectives, strengthening our foundation for sustained, profitable growth
- ➤ Acquisition-Led Growth: Revenue growth driven by strategic, value-accretive acquisitions of businesses with strong reputations and niche technology in growth markets
- **▶** Delivered Earnings Enhancing Acquisition:
  - ► Severn Thermal Solutions (June 2025)
- ▶ Organic Growth Strategy: Focused on operational excellence, R&D, new product launches and knowledge sharing/synergies across the Group
- ▶ Resilient Business Model: Our de-centralised, entrepreneurial model has performed well despite a complex global economic landscape
- ► Financing: Renewed loan facility with HSBC to £25m, expanding the accordion option to £15m





## **Operational Overview**



### **Key Growth Initiatives**

- Operational Excellence: Fraser and Peak initiated ERP implementation which will expand across the Group
- Commercial focus: Drive for expansion into new markets and applications
- · Group Collaboration: Routes to market, combined tender bidding, internal supply chain, cross selling
- Marketing Refresh: New websites launched across six businesses in the Group, alongside rebranding initiatives



LABORATORY EQUIPMENT

> Monmouth Scientific



SYNOPTICS



SOVORO

INDUSTRIAL & SCIENTIFIC SENSORS











INDUSTRIAL & SCIENTIFIC PRODUCTS

















# **Laboratory Equipment**

► Revenue: Increased +12.0%

### ► Key Highlights:

- ► Monmouth Scientific: Cleanroom activity significantly improved from last year
- ➤ **Safelab:** Significant government contract won to supply high performance fume cabinets
- ➤ **Severn Thermal Solutions:** Increased order intake for the nuclear industry

### ▶ New Product Launches & Synergies:

- ▶ LTE Scientific: New series autoclaves launched
- ► Lab Innovations: Five SDI businesses presenting from a single stand

Revenue

£12.1m

H1 FY25: £10.9m

**Companies** 

5

H1 FY25: 4





**Industrial & Scientific Sensors** 

► Revenue: Increased +5.6%

### Key Highlights:

- ► Sentek: Strong order intake and significant interest from new OEM customers
- ► **Astles:** Recovery in demand for chemical dosing systems, executing strong H1 order book
- ▶ Chell Instruments: Excellent order intake in H1 for H2 execution

#### ► New Product Launches:

► Chell Instruments: New industrial scanner range launched in April, generating strong revenues

Revenue

£8.9m

H1 FY25: £8.4m

Companies

5

H1 FY25: 5





**Industrial & Scientific Products** 

► Revenue: Increased +11.5%

### ► Key Highlights:

- ▶ Atik Cameras: executed market expansion strategy, building professional astronomy moving market life sciences traction
- ► Applied Thermal Control: market headwinds relating to US refrigerant regulations

### ► New Product Launches & Synergies:

- ► Atik Cameras: Launched xGbE 60 camera
- ▶ Applied Thermal Control: G and H series developed for new environmental regulations
- ► Fraser | InspecVision: Route to market collaboration, exploring expansion into EV battery manufacture

Revenue

£13.0m

H1 FY25: £11.7m

**Companies** 

7

H1 FY25: 5







### **Severn Thermal Solutions**

**Division** 

Laboratory Equipment

**Summary** 

Designs and manufactures furnaces and environmental chambers for a wide range of applications within industry and research, offering advanced material testing and processing for niche scientific sectors.

Its systems are capable of achieving temperatures of over 3000°C or near absolute zero.

Offers the Group expansion into the controlled environment market and a global, blue-chip customer base.

### **Key sectors**

- ▶ Materials Processing
- Aerospace
- Semiconductors
- Nuclear
- Automotive
- Microelectronics

Net Consideration £4.8m

FY24 Revenues £2.42m

FY24 Reported EBIT £1.06m

Employees 11

Established 2006



03 Financial Results SDÍGROUP SDI Group plc Interim results for the six months ended 31 October 2025

## **Financial Highlights**



Revenue

£34.0m

(H1 FY25: £30.9m)

Adjusted Operating Profit<sup>1</sup>

£4.6m

(H1 FY25: £3.9m)

Adjusted Diluted EPS<sup>1</sup>

2.77p

(H1 FY25: 2.37p)

Organic Growth constant currency

+3.0%

(H1 FY25: (5.7%) decline)

Adjusted Profit before Tax<sup>1</sup>

£3.8m

(H1 FY25: £3.2m)

**Cash Generated by Operations** 

£4.2m

(H1 FY25: £4.7m)

**Inorganic Growth** 

+6.9%

Acquisition revenues of £2.1m

**Reported Profit Before Tax** 

£2.5m

(H1 FY25: £1.7m)

Net Debt<sup>2</sup>

£18.0m

(H1 FY25: £17.1m)

- 1. Before share-based payments, acquisition costs, re-organisation costs and amortisation of acquired intangible assets
- 2. Debt less cash, excluding leases and deferred consideration

### **Income Statement**



	Half year 31 Oct 25 £'000	Half year 31 Oct 24 £'000	Percentage change
Revenue	34,026	30,911	+10.1%
Gross Profit %**	66.3%	65.4%	
Adjusted operating profit*	4,583	3,894	+17.7%
Reported operating profit	3,217	2,434	+32.2%
Adjusted profit before tax*	3,842	3,156	+21.7%
Reported profit before tax	2,476	1,696	+46.0%
Reported profit after tax	1,812	1,242	+45.9%
Adjusted diluted EPS*	2.77p	2.37p	+16.9%
Diluted EPS	1.70p	1.18p	+44.1%

#### **Tax Rate**

► Tax rate on statutory PBT 26.8% (H1 FY25: 26.8%)

SDI Group plc Interim results for the six months ended 31 October 2025

#### **Reported Operating Profit**

▶ Lower share based payments than H1 FY25 due to lapse of FY23 LTIP option awards

#### Revenue

- ► FY25/FY26 acquisitions contributed £2.1m of revenues
- ► Total growth 10.1%
- ► Organic growth 3.0%, acquisition growth 6.9%
- ► FX impact 0.2%

#### **Gross Profit**

- ▶ 66.3% on materials only
- ► Margins improved as the Group continued to work on pricing

#### **Adjusted PBT**

- ► Cost growth of 4.4% on a LFL basis
- ► Lower interest rates meant net finance charges are similar to last year

<sup>\*</sup> before share based payments, acquisition costs, reorganisation costs and amortisation of acquired intangible

<sup>\*\*</sup> Gross profit on materials only



### **Divisional Performance**

### **Laboratory Equipment**

### ► Key Highlights:

- ► Organic growth of 5.9%
- ► Acquisition revenues of £0.7m from Severn Thermal
- ▶ Strong first half performance from Monmouth
- ▶ Both Safelab and LTE Scientific saw growth over the period
- Synoptics faced a slower life sciences market
- ➤ Operational gearing resulted in net operating margins improving to 11.7% (H1 FY25: 7.2%)

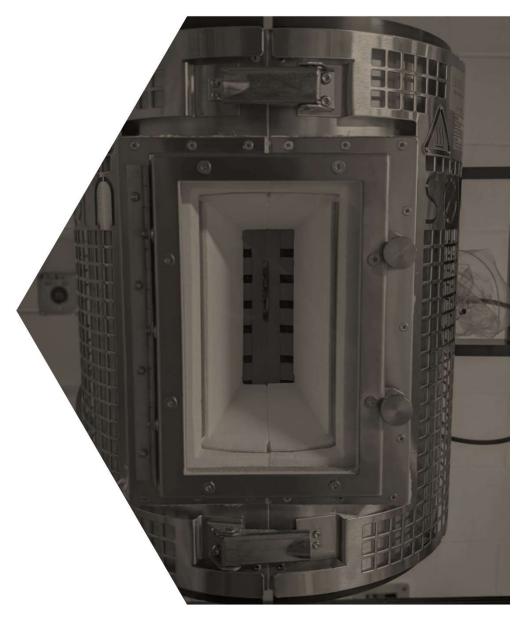
Adjusted EBIT\*

£1.4m

H1 FY25: £0.8m

Adj. EBIT\* growth

81.1%





### **Divisional Performance**

### **Industrial & Scientific Sensors**

### ► Key Highlights:

- ► Organic growth of 5.6%
- ▶ Astles Control Systems grew strongly after a slow FY25
- ➤ Sentek experienced strong organic growth as its major OEM customers increased demand for pH sensors over the period
- ▶ MPB had a slower period of trading, with a strong comparative trading period
- ▶ Net operating margins held at 21.7% (H1 FY25: 21.8%)

Adjusted EBIT\*

£1.9m

H1 FY25: £1.8m

Adj. EBIT\* growth

5.0%





### **Divisional Performance**

#### **Industrial & Scientific Products**

### ► Key Highlights:

- ► Acquisition growth of £1.4m from InspecVision and Collins Walker
- ▶ Organic growth broadly flat, with a small decline of 1.2%
- ► Atik Cameras grew strongly as it executed its significant professional astronomy contract (won in Q4 FY25)
- ► Fraser improved margins through stronger cost control
- Scientific Vacuum Systems saw a slow period of trading as it worked on one contract over the first half
- ► Improved net operating margins of 21.6% (H1 FY25: 19.8%) through improved cost control

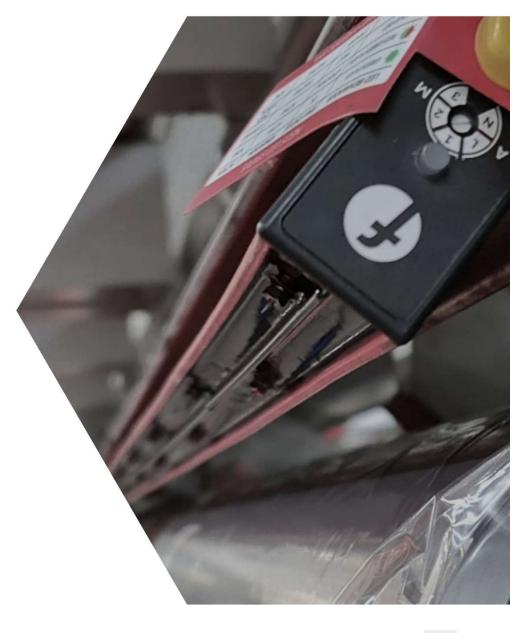
Adjusted EBIT\*

£2.8m

H1 FY25: £2.3m

Adj. EBIT\* growth

21.4%



<sup>\*</sup> before share based payments, acquisition costs, reorganisation costs and amortisation of acquired intangible assets

### **Cash Flow**



	Half year 31 Oct 25 £'000	Half year 31 Oct 24 £'000
Operating cash flow before movement in working capital	5,595	4,652
Movements in working capital	(1,346)	29
Cash generated from operations	4,249	4,681
Interest paid	(741)	(738)
Tax paid	(1,016)	(912)
Capex & R&D spend	(1,150)	(860)
Lease payments	(422)	(357)
Free cash flow	920	1,814
Acquisition of subsidiaries (net of cash), incl. deferred consideration	(4,959)	(5,643)
Net cash from financing (excl. leases)	4,300	3,675
Net changes in cash	261	(154)
Cash, beginning of period	1,313	1,430
FX movements on cash	(66)	(81)
Cash, end of period	1,508	1,195

### Working capital/ Free Cash flow

Working capital increased by £1.3m over the period:

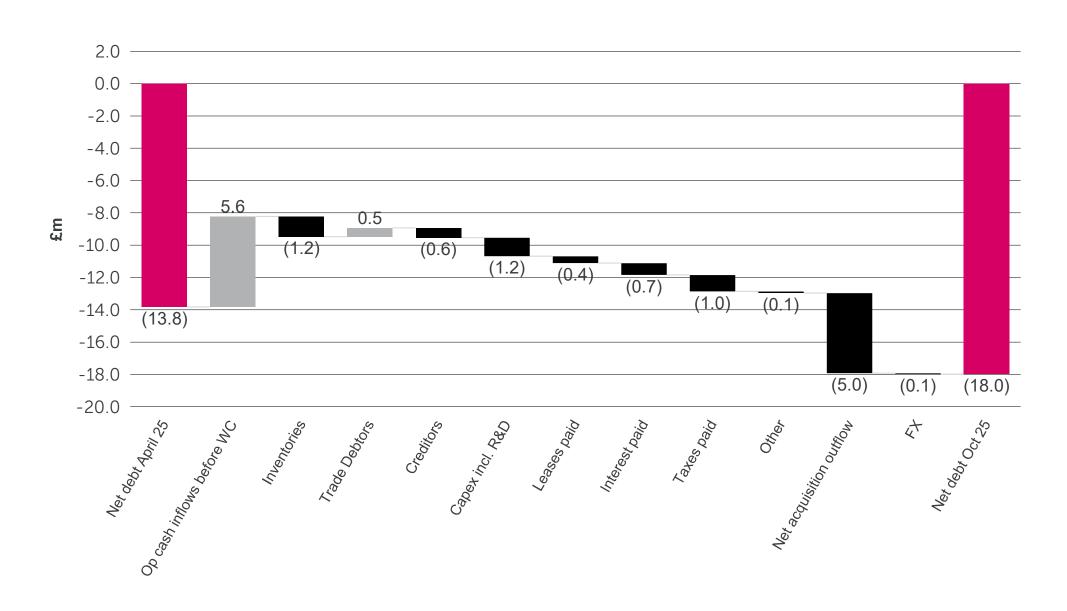
- ► Inventories increased by £1.2m, driven by Atik and Safelab who increased stock levels to meet H2 requirements
- Customer advances were flat compared to year end
- WC/sales excluding acquisitions increased to c21% of sales as a result of the inventory increase
- ► Free cash flow reduced to £0.9m.

### **Acquisition**

► £4.8m expenditure net of cash on Severn Thermal

## **Net Debt Bridge**





### **Net Debt**



	Half year 31 Oct 25 £'000	Half year 31 Oct 24 £'000
Cash	1,508	1,195
RCF facility	(19,500)	(18,275)
Net debt (excl. leases)	(17,992)	(17,080)
Deferred consideration	(500)	(500)
Net debt with deferred consideration	(18,492)	(17,580)
Loans committed until	Nov 28	Nov 26

- ► Net debt: EBITDA c1.3x at end of the half
- ► Unused facility of £5.5m at period end
- New 3-year RCF facility agreed with HSBC: £25m plus £15m accordion. 2 additional years available at HSBC discretion

#### **Deferred consideration**

► Deferred consideration was paid in November 2025

# 04 Outlook

SDI Group plc Interim results for the six months ended 31 October 2025



### To the future

### Outlook

### Consistent delivery against strategy

- Continue to identify growth catalysts and promote synergies in the Group
- Investing in new technology/development

### **Core Strength**

 Resilience driven by subsidiaries in niche markets with robust demand for specialised products, whilst being mindful of economic uncertainties

#### **Acquisition Pipeline:**

 Robust pipeline of acquisition opportunities and have the capacity to execute

### **Key H2 Focus:**

- Execute on the significant contracts received
- Leverage agility to explore new markets
- Continue proven inorganic strategy (earnings accretive acquisitions)

### **Group Performance**

- H2 bias as expected
- FY26 expected to be in line with market expectations



# **Appendices**

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**Acquisition Model** 

02

**Balance Sheet** 

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**Capital Structure** 

04

**Our Portfolio Links** 

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The Group at a Glance



# **Acquisition Model**

## **SD**1GROUP

### Key criteria

- · Earnings enhancing acquisitions
- Established presence in a scientific or industrial focused growth market
- Global sales footprint with a diversified and loyal customer base
- Established products in their market with a strong brand and reputation for excellence
- Proven manufacturing capability and light asset model
- Strong local management and established operations to ensure continued stability
- Synergies to complement and amplify value -'double bump'



## **Balance Sheet**



	As at 31 Oct 25	As at 31 Oct 24
Anada	£,000	£'000
Assets Non-contract accepta		
Non-current assets Intangible assets	52,681	47,217
	14,193	
Property, plant and equipment  Deferred tax asset	14,193	14,653 142
Deletted tax asset	66,962	62,012
Current assets	00,902	62,012
Inventories	12,579	11,629
Trade and other receivables		
	12,777	11,205
Corporation tax asset	4 500	292
Cash and cash equivalents	1,508	1,195
Total access	26,864	24,321
Total assets	93,826	86,333
Liabilities		
Current liabilities		
Trade and other payables	10,748	8,584
Provisions	119	53
Lease liabilities	952	953
Corporation tax liability	219	-
	12,038	9,590
Non-current liabilities		
Borrowings	19,500	18,275
Lease liabilities	5,615	5,898
Provisions	250	235
Deferred tax liability	4,976	5,595
	30,341	30,003
	·	
Total liabilities	42,379	39,593
Net assets	51,447	46,740

# **Capital Structure**



Listing	AIM:SDI
Market Capitalisation	£75m
Ordinary Shares in issue	104,573,126
Options and holdings, including LTIP	3,869,991 (3.7% of issued share capital)

Shareholders	Number of ordinary shares	Percentage of issued share capital
Business Growth Fund	14,375,000	13.7%
Danske Bank A/S	6,250,372	6.0%
Shareholder Value Beteiligungen	5.280.000	5.1%
Universal-Investment (management company for assets managed by Berenberg)	5,218,184	5.0%
Herald Investment Management	4,983,149	4.8%
Octopus Investments	3,719,640	3.6%

Share options	Ami Sharma	Ken Ford	David Tilston	Stephen Brown	Andrew Hosty, Louise Early	Total
LTIP awards* and deferred bonus shares	1,084,856	135,455	-	1,290,128	-	2,510,439
Shareholdings	28,762	1,205,217	100,000	25,573	-	1,359,552
Total options and holdings	1,113,618	1,340,672	100,000	1,315,701	-	3,869,991

<sup>\*</sup> Subject to performance conditiions

### **Our Portfolio Links**



LABORATORY EQUIPMENT

Monmouth.





INDUSTRIAL &









FRASER Anti-Static Techniques







































SYNOPTICS



















## The Group at a Glance



**Direct Overseas Revenues** 

47%

**Number of Employees Globally** 

c.500

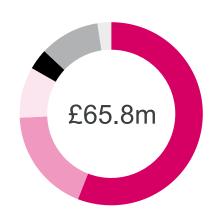
**Number of Worldwide Locations** 

19

### **Revenue by Destination of External Customer**







**Total Group Revenue FY24** 

201	15-2025	CAGR

Revenues	25.3%
Adjusted EBIT	38.2%
EBIT	61.1%
Cash generated by operations	40.2%
Adjusted diluted EPS	18.9%

United Kingdom	£34.8m
<ul><li>Europe</li></ul>	£12.8m
USA	£6.6m
<ul><li>Americas (excl. USA)</li></ul>	£1.4m
<ul><li>Asia</li></ul>	£9.2m
Rest of World	£1.4m

<ul><li>United Kingdom</li></ul>	£36.8m
<ul><li>Europe</li></ul>	£12.1m
USA	£5.9m
<ul><li>Americas (excl. USA)</li></ul>	£2.4m
<ul><li>Asia</li></ul>	£7.0m
Rest of World	£1.6m