





# DISCLAIMER

## Forward-Looking Statements



This presentation contains “forward-looking statements”—that is, statements related to future events within the meaning of the Private Securities Litigation Reform Act of 1995. The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements. In this context, forward-looking statements often address our expected future business, financial performance, financial condition and results of operations, often contain words such as “estimates,” “targets,” “anticipates,” “hopes,” “projects,” “plans,” “expects,” “intends,” “believes,” “seeks,” “may,” “will,” “see,” “should” and similar expressions and the negative versions of those words, and may be identified by the context in which they are used.

Such statements, whether expressed or implied, are based upon current expectations of LSI and speak only as of the date made. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements to differ materially from those expressed or implied. Forward-looking statements include statements that address activities, events or developments that LSI expects, believes or anticipates will or may occur in the future, such as earnings estimates (including projections and guidance) and other predictions of financial performance. Forward-looking statements are based on LSI's experience and perception of current conditions, trends, expected future developments and other factors it believes are appropriate under the circumstances and are subject to numerous risks and uncertainties, many of which are beyond LSI's control.

These risks and uncertainties include, but are not limited to the following: the impact of competitive products and services; product and pricing demands, and market acceptance risks; LSI's reliance on third-party manufacturers and suppliers; substantial changes to the refueling and convenience store and grocery markets; LSI's stock price volatility; potential costs associated with litigation, other proceedings and regulatory compliance; LSI's ability to develop, produce and market quality products that meet customers' needs; LSI's ability to adequately protect intellectual property; information technology security threats and computer crime; reliance on customers and partner relationships; financial difficulties experienced by customers; the cyclical and seasonal nature of our business; the adequacy of reserves and allowances for doubtful accounts; the failure of investments, acquisitions or acquired companies to achieve their plans or objectives generally; unexpected difficulties in integrating acquired businesses; the inability to effectively execute our business strategies; the ability to retain key employees, including key employees of acquired businesses; labor shortages or an increase in labor costs; changes in shift in product mix; unfavorable economic, political, and market conditions, including interest rate fluctuations; changes in U.S. trade policy; the results of asset impairment assessments; risks related to disruptions or reductions in business operations or prospects due to international conflicts and wars, pandemics, epidemics, widespread health emergencies, or outbreaks of infectious diseases such as the coronavirus disease COVID-19; price increases of materials; significant shortages of materials; shortages in transportation; increases in fuel prices; sudden or unexpected changes in customer creditworthiness; not recognizing all revenue or not receiving all customer payments; write-offs or impairment of capitalized costs or intangible assets in the future or restructuring costs; anti-takeover provisions in LSI's organizational documents and in Ohio law; and the other risk factors LSI describes from time to time in SEC filings. There may be additional risks of which we are not presently aware or that we currently believe are immaterial which could have an adverse impact on our business.

You are cautioned to not place undue reliance on these forward-looking statements. LSI does not guarantee any forward-looking statement, and actual results may differ materially from those projected. LSI undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, circumstances or otherwise. Additional descriptions of risks, uncertainties and other matters can be found in our annual reports on Form 10-K and quarterly reports on Form 10-Q that we file with the SEC and are incorporated herein by reference. Our public communications and other reports may contain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially.



# COMPANY OVERVIEW

# COMPANY OVERVIEW – FY2025 REVENUE \$573M



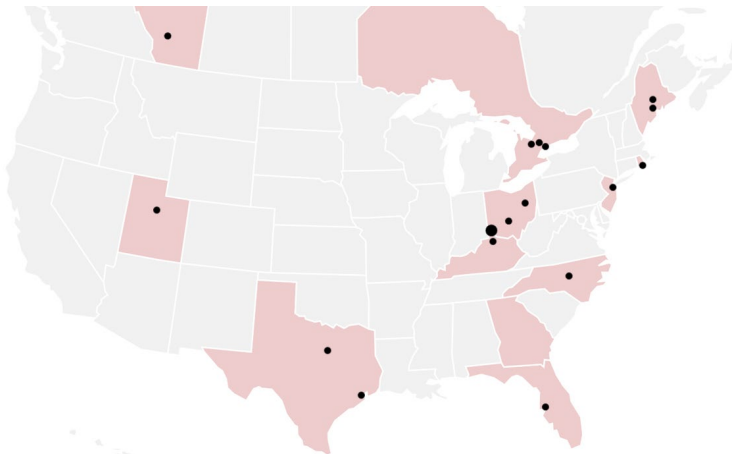
Leading Integrated Lighting and Display Solutions Company

## Our Progress

- Expanded market leadership by driving targeted vertical acquisitions (JSI, EMI, and CBSF) and advanced solution development.
- Leading vertically integrated commercial indoor/outdoor lighting and display solutions company – strong foundation with entrenched position in growing vertical markets
- Multi-year focus on migration to higher-value solutions culminated in substantial multi-year improvements, highlighted by sustained revenue growth, margin expansion, EBITDA and free cash flow conversion
- Built high-performance organization throughout the business
- Dual-track organic / inorganic growth strategy to support stair-step increase in operating performance and profitability
- Robust return of capital program, including quarterly cash dividend and share repurchase authorization

## Our Footprint

Serving Our Marketplace From 19 Manufacturing Locations



## Our 4-Year Performance<sup>(1)</sup>

Total Revenue	Adjusted Operating Income	Adjusted EBITDA	Adjusted EBITDA Margin	FYE Net Leverage
+82%	+204%	+161%	+290 bps	0.8x

Multi-Year Business Transformation Positioned LSI to Expand within New, Higher-Margin Growth Markets

(1) Results for the twelve months ended June 30, 2025 as compared to the FY20 period



# VERTICAL MARKET FOCUS

Customize Solutions Serving High-Value Applications



## Vertical Markets



## Market Driven Portfolio

### Lighting Solutions

#### Indoor

- High Bay
- Downlights
- Linear
- Troffer
- Retrofit Kits
- Decorative

#### Outdoor

- Area
- Canopy
- Garage
- Wall Mount
- Flood
- Bollards

#### Controls

- Sensors
- Photocontrols
- Dimmers
- Motion Detection
- Bluetooth Systems
- Wireless IoT Systems

### Display Solutions

- Printed Graphics
- Facades and Cladding
- Digital Signage
- Menu Board Systems
- Display Fixtures
- Refrigerated Display Cases
- Custom Millwork
- Custom Metalwork

### Services

- Creative Services
- Site Surveys
- Permitting
- Construction / Installation
- Rebrands / Change-Outs
- Content Management
- Post-Implementation



# INNOVATION

New Products / New Markets



**REDiMount™**

International PCT Application No.  
PCT/US2022/031165



Revitalized  
Portfolio  
V-Locity™



Environmentally  
Friendly  
Refrigerants  
R290



Enabling Safety  
thru Technology

## Customer / Market Driven Opportunities

Strong Vertical Alignment

- **40+** New or Improved Products Launched Annually
- **100+** New or Improved Products Over the Last 4 Years
- **30+% of Sales** Come from New Products
- **Robust** Product Development Process
- Developing **Enhanced Services** Business
- Developing **RMR** (Reoccurring Monthly Revenue)
- Specific Innovation
  - REDiMount Mounting System
  - V-Locity Area Light Platform
  - Environmentally Friendly Refrigerated Displays
  - Enhanced Environmental Safety
  - Expanded Warehouse and Sports Offerings
  - Controls for Energy Conservation and Title 24 Compliance



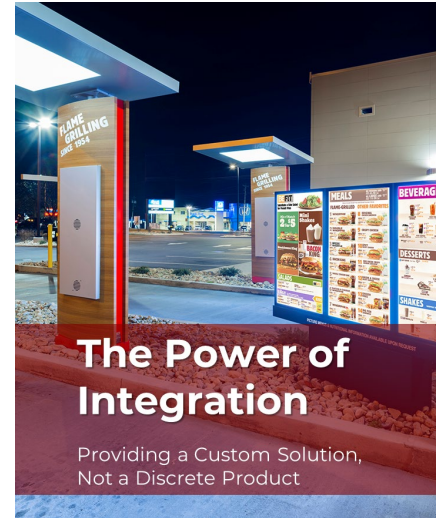
# PROFESSIONAL SERVICES

Adapt – Fully Scalable Offering



## Program Management

- Surveys
- Take-Offs / Specifications
- Permit Sets / Permitting
- Warehousing / Logistics
- Construction Management
- Installation
- Information / Data Management
- Program Reporting

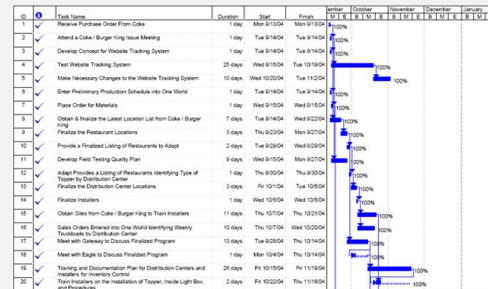


- Program Managed LSI Digital Menu Boards at More than **6,500 Locations** for One of the Largest Fast-Food Chains in North America
- **\$100 Million**, Three-Year Award Through Calendar Year-End 2022. Positioned LSI for **\$30 Million** Digital Menu Board Indoor Program
- Under The Terms of the Award, LSI Manufactured the Menu Boards and Performed the Lead **System Integrator** Function, Which Included Program Management and Installation Responsibilities
- LSI's Digital Menu Boards Replaced the Majority of the Customer's Traditional **Indoor and Outdoor Signage**

### Site Tracking



### Project Management



### ExxonMobil Payment Updates

- 11,700+ Locations
- 2 ½ Month Rollout
- Apple & Google Pay Pump Updates
- Included Design / Planning / Printing / Installation
- 24 Installation Technicians

### 7-Eleven Lighting Upgrades

- 6,900+ Sites Over 2 Years
- Upgrade Lighting to LED
- Area, Canopy, Soffit, & Wall Pack Lighting
- Survey, Permitting, Installation

### Phillips 66 Site Assessment

- 7,519 Location Field Surveyed in 107 days
- 36 Survey Crews
- Project-Specific Information
- General Site Information



# STRONG CUSTOMER ENGAGEMENT

## Target Verticals with End-User Specific Lighting & Display Solutions



### Strong Value Proposition

- We provide integrated lighting and display solutions to a growing base of long-tenured customer brands
- Our marketing, technical and program management expertise provide customers with a one-stop solution that is unique in the markets we serve
- Our customer contracts range from 100s to 1,000s of customer locations, often spanning over a multi-year period
- Balanced revenue across both the Lighting and Display Solutions segments, and multiple vertical markets

### We Serve Leading Global Brands





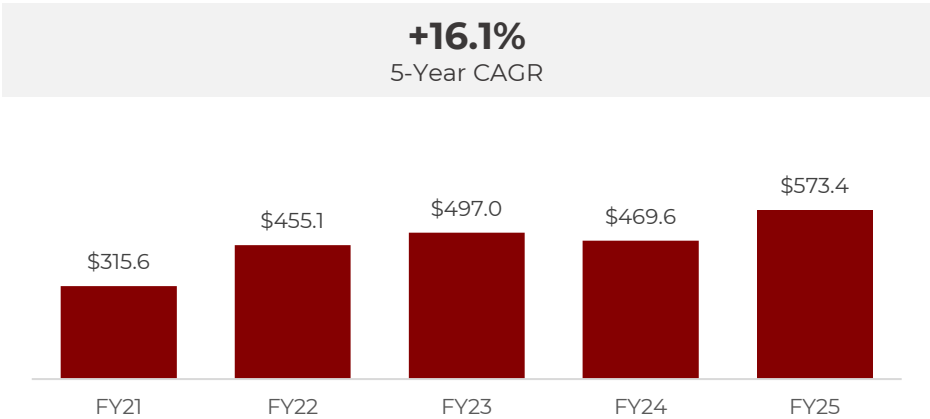
# SUSTAINED MULTI-YEAR GROWTH

Strong Track Record of Operational and Financial Execution

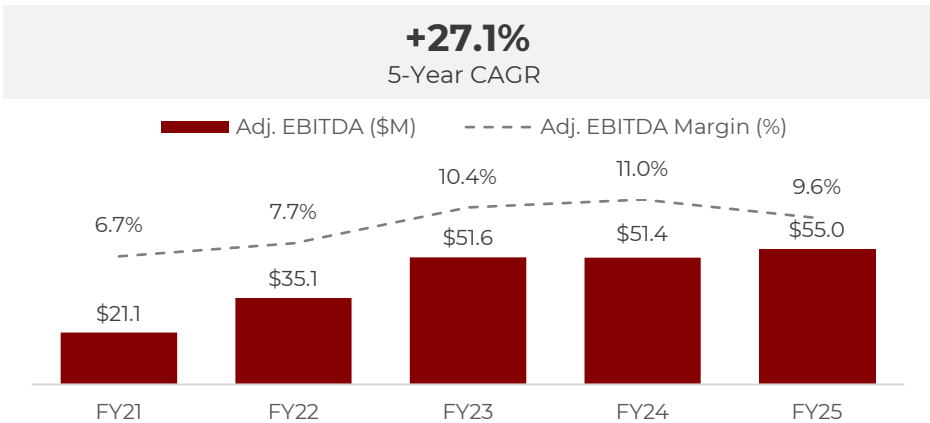


- Sales growth in refueling, C-store, QSR, and other higher-margin targeted verticals, driven by improved operational execution and disciplined capital deployment, successfully offset the significant disruption in Grocery vertical demand
- Invested in commercial and operations initiatives during which improved earnings performance; positioning LSI for stair-step improvement in profitable growth
- Built higher-quality business as a platform to build a bigger, more profitable business

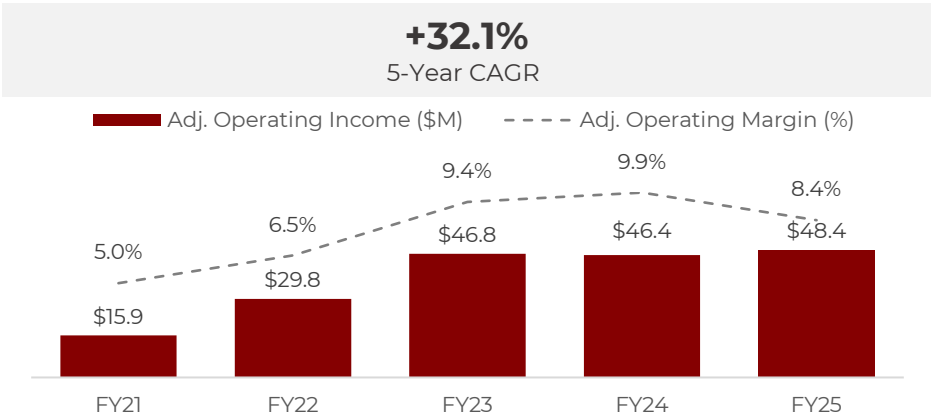
**Total** Net Sales  
(\$M)



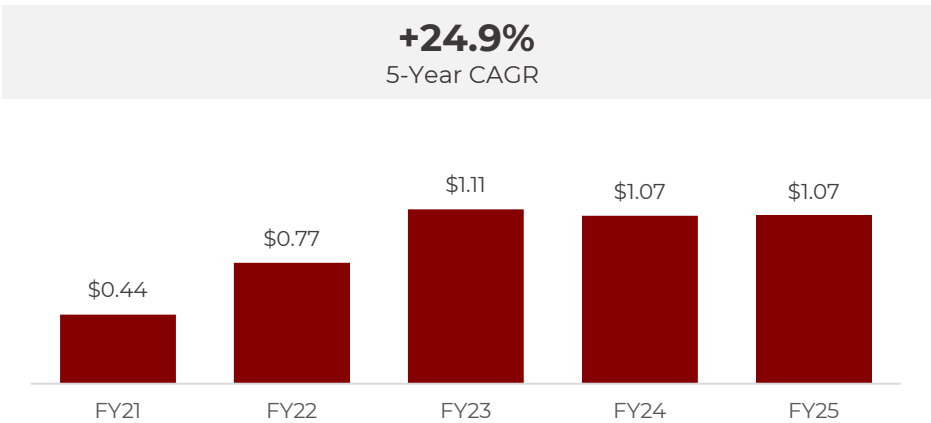
**Total** Adjusted EBITDA



**Total** Adjusted Operating Income



**Total** Adjusted EPS  
(\$ per diluted share)



LSI Fiscal Year (FY) July 1<sup>st</sup>, Through June 30<sup>th</sup>

# KEY MESSAGES

## Fiscal Fourth Quarter 2025 Results



### Strong quarter driven by balanced performance across both segments; Adj. EBITDA improves to 11.0%

Organic sales increased 11% driven by improving demand conditions across key vertical markets

Strength in Display Solutions driven by ongoing Refueling / C-Store programs, and continued recovery in Grocery

Stair-step improvement in Lighting sales, reflecting improved project order rates, particularly in larger projects



#### Double-digit organic sales growth across both our Lighting and Display Solutions segments

Q4FY25 sales 20% above PY driven by balanced growth across both segments. Organic sales increased 11% driven by improved demand conditions across key vertical markets including continued strength in Refueling / C-Store and Grocery.



#### Strong Adjusted EBITDA growth; Margin improvement reflects operating discipline

Adjusted EBITDA increased 21% versus prior year reflecting increased sales volume and operating efficiency. As a result, margin improved 250 basis points from the third quarter.



#### Efficient supply chain strategy and strategic pricing initiatives to mitigate tariff impact

Minimal tariff impact in the fourth quarter, as existing inventories were utilized in manufacturing. Expect limited tariff impact in fiscal 2026 owing to domestic component sourcing, pricing actions and other cost reduction efforts.



#### Lighting revenues increase 12% on improved project order rates

Rebound in order activity, particularly in large projects, led to 20% growth in backlog exiting the year. Operating income increased 32% owing to strong revenue growth, operating discipline and improved mix.



#### Display Solutions growth broad-based across multiple verticals, order activity stable at elevated levels

Organic growth led by strength in Refueling / C-Store vertical and the resumption of demand in Grocery; exited the quarter with a strong Display Solutions backlog and book-to-bill of 1.0.



#### Executing on *Fast Forward* value creation initiative

Vertical market strategy continues to focus on organic & complementary inorganic growth; recent acquisitions of EMI and Canada's Best Holding demonstrate strategic focus on high-value, complementary acquisitions; ended FY25 with net leverage of 0.8x and significant optionality to support profitable growth.



# CONSOLIDATED FINANCIAL RESULTS

Solid Q4 and Successful FY25; Navigated Market Uncertainty and Trade Policy Shifts



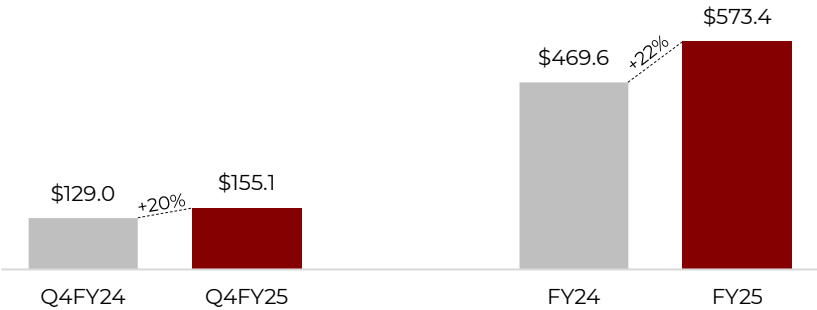
## Key vertical markets driving solid sales and order performance

11% organic sales growth, supported by balanced demand growth across both Display Solutions and Lighting segments

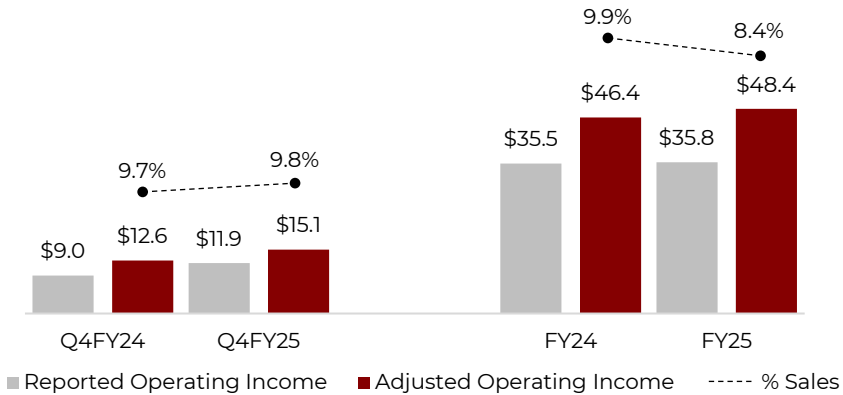
Delivered Adj EBITDA margin improvement of 250 bps sequentially between Q3FY25 and Q4FY25, driven by increased sales volumes, improved operating leverage / productivity

Generated record sales and adjusted EBITDA in FY25 due to strong organic sales growth and a (record) full-year performance at EMI

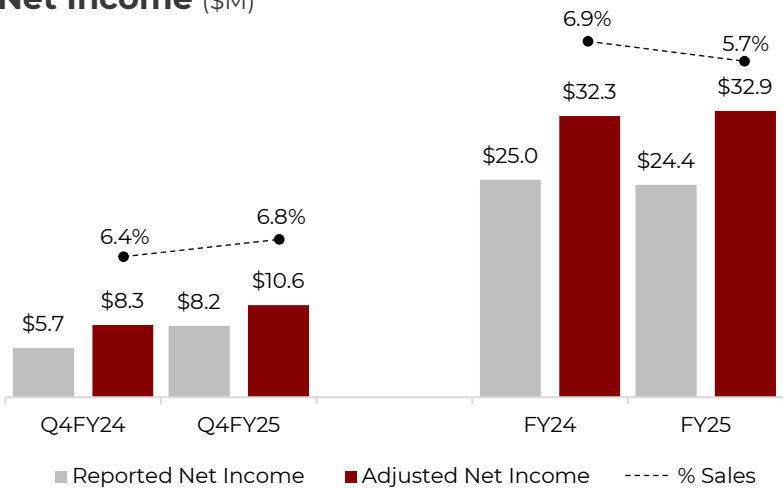
Total Net Sales (\$M)



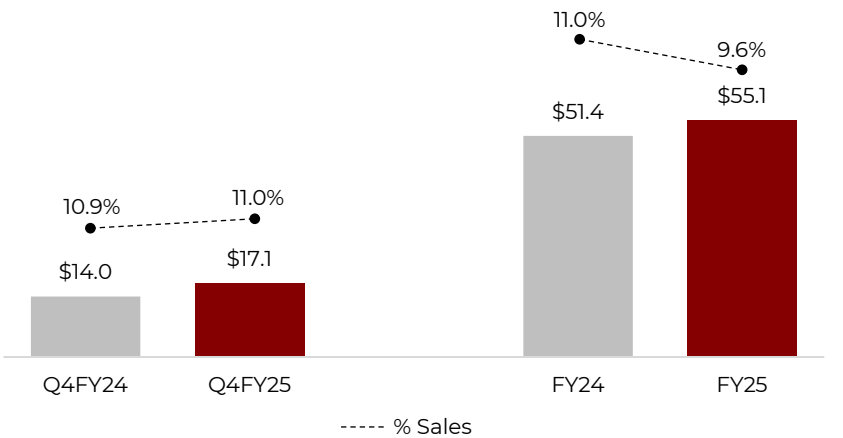
Operating Income (\$M)



Net Income (\$M)



Non-GAAP Adjusted EBITDA (\$M)



# STRONG BALANCE SHEET; CONSISTENT CASH GENERATION

Allocating Free Cash Generation Toward Debt Reduction, High-Return Investments

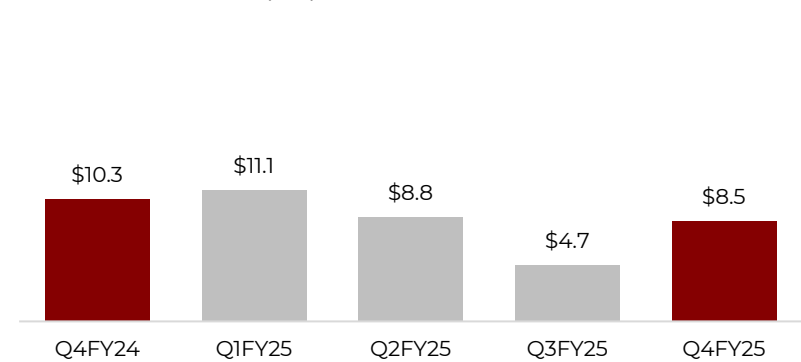


Generated free cash flow of \$8.5 million; TTM free cash flow through Q4FY25 of \$34.7 million

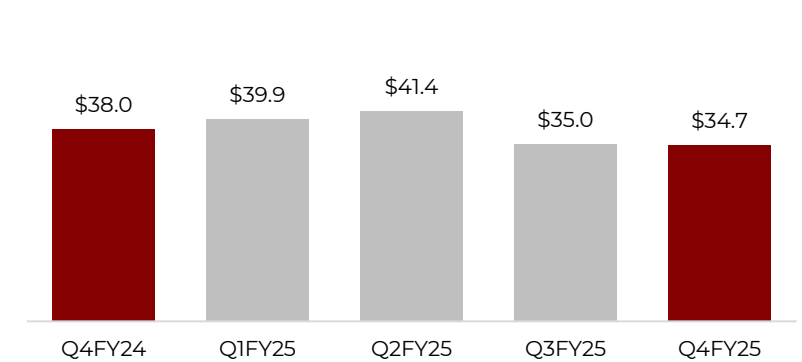
Net debt \$45.1 million through Q4FY25; net leverage ratio of 0.8x at 6/30/2025 provides ample financial flexibility

Long-term capital deployment priorities continue to focus on reinvestment in the core business, debt reduction, and the opportunistic acquisition of complementary assets that support our *Fast Forward* strategy

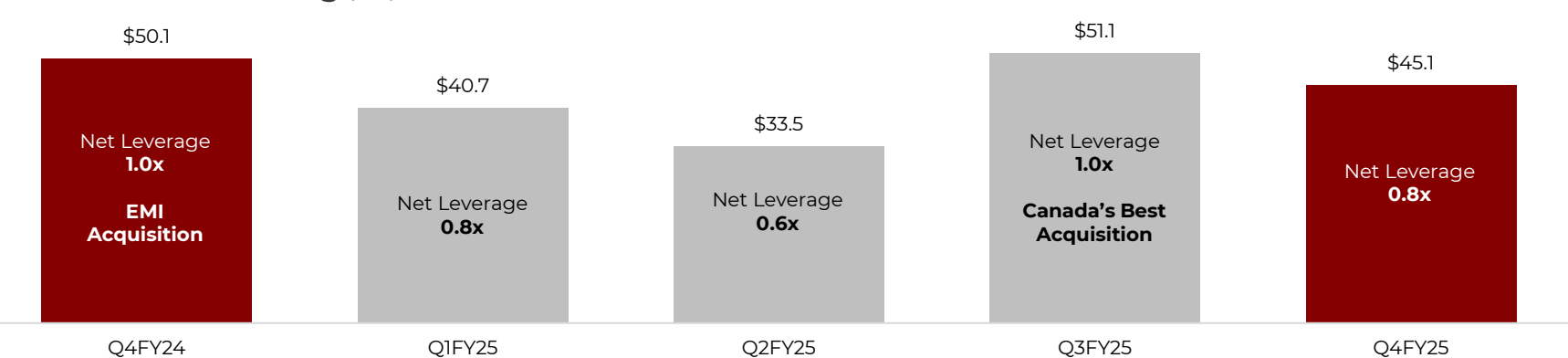
Free Cash Flow (\$M)<sup>(1)</sup>



TTM Free Cash Flow (\$M)<sup>(1)</sup>



Net Debt Outstanding (\$M)<sup>(2)</sup>



(1) Free cash flow (FCF) defined as cash flow from operating activities less capital expenditures  
(2) Net leverage defined as net debt divided by trailing 12-month Adjusted EBITDA



# DISCIPLINED WORKING CAPITAL MANAGEMENT



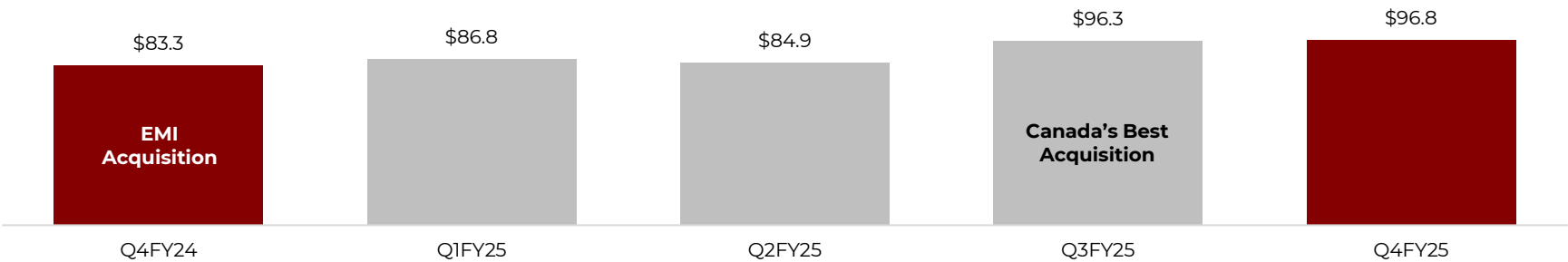
Slight Increase Q4 vs. Q3 Driven by Increased Sales and Related Inventory Alignment

Disciplined working capital management supporting strong free cash generation

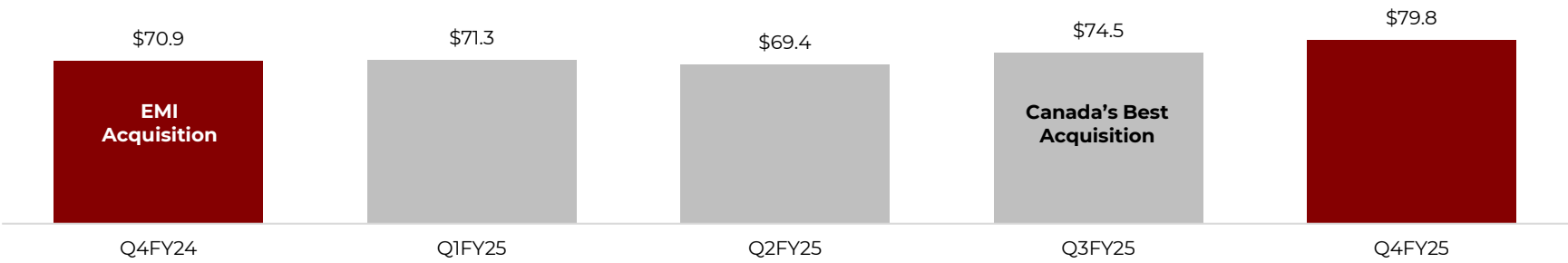
Days of Working Capital decreased in Q4 reflecting increased demand and stabilized production / customer scheduling

Multiple actions have been implemented to ensure supply chain reliability, as well as offsetting any tariff impacts, all while opportunistically leveraging our domestic manufacturing capabilities in the market

Total Working Capital (\$M)



Total Inventory (\$M)





# ***FAST FORWARD***

Roadmap to FY28



# INTRODUCING OUR *FAST FORWARD* INITIATIVE

The Five-Year Roadmap to FY28



## Accelerating Markets

### Current Focus

- ✓ Applications Outside and Inside the Building
- ✓ Entrenched Presence in Attractive End-Market Verticals Growing Well Above Industry Average
- ✓ Strategically Aligned Around Clean Energy Megatrends
- ✓ Uniquely Positioned to Improve the Increasingly Demanding Experience of our Customers' Customer

### Forward Focus

- ✓ Vertical and Horizontal Application Specific New Products
- ✓ Complementary Bolt-on Vertical M&A
- ✓ Increase Customer Mindshare and Share-of-Wallet
- ✓ New Customers Within Existing Verticals



## Incremental Growth Drivers

- ✓ Adjacent Opportunities Tied to Our Vertical Market Strategy
- ✓ Leverage Trends in Energy, Infrastructure and Evolving Consumer Habits
- ✓ Identify and Grow New Vertical Markets
- ✓ Pilot New Ideas / Applications

- ✓ Expansion in Services
- ✓ Safety & Security
- ✓ Apply Technological Developments
- ✓ Solar Applications
- ✓ Infrastructure – Leaner, Cleaner, and Greener
- ✓ Complementary Bolt-on Horizontal M&A



## Leveraging Unique Operating Model

- ✓ Onshore Manufacturing and Supply Chain Model
- ✓ Custom Design Services and Production Capabilities
- ✓ Utilize Installation Network to Differentiate from Competitors

- ✓ Significantly Scale our Broad Service Model and Provider Capability Ecosystem
- ✓ Expand Role as Turnkey Integrator, Building Competitiveness in Program Management
- ✓ Single-Source Provider Supporting Multiple Customer Requirements / Applications
- ✓ Unmatched Cross-Selling Advantage

# **FAST FORWARD EXPAND END-MARKET FOCUS**

Incremental Growth Drivers: Leveraging Integrated Solutions in Higher Value Markets



## **Current Focus**

- ✓ Adjacent Opportunities Tied to Our Vertical Market Strategy
- ✓ Leverage Trends in Energy, Infrastructure and Evolving Consumer Habits
- ✓ Identify and Grow New Vertical Markets
- ✓ Pilot New Ideas / Applications

## **Forward Focus**

- ✓ Expansion in Services
- ✓ Safety & Security
- ✓ Apply Technological Developments
- ✓ Solar Applications
- ✓ Infrastructure – Leaner, Cleaner, and Greener
- ✓ Complementary Bolt-on Horizontal M&A

### **Refrigeration**



- ✓ Next-Gen. Refrigerants
- ✓ Hot / Cold Food
- ✓ Static and Environmentally Controlled Display
- ✓ Fixtures

### **Safety & Security**



- ✓ Employee & Customer Safety
- ✓ Fraud & Loss Prevention
- ✓ Compliance Enforcement
- ✓ Leverage Existing Site Presence

### **Solar & EV**



- ✓ Fast Forward for Petroleum
- ✓ Uniquely Position for System Integration
- ✓ Execute Role as Integrator

### **Professional Services**



- ✓ Design – Build - Installation
- ✓ Project Management
- ✓ Aftermarket Service Contracts – Repair / Replace
- ✓ Reoccurring Revenue – Content Management

### **Infrastructure**



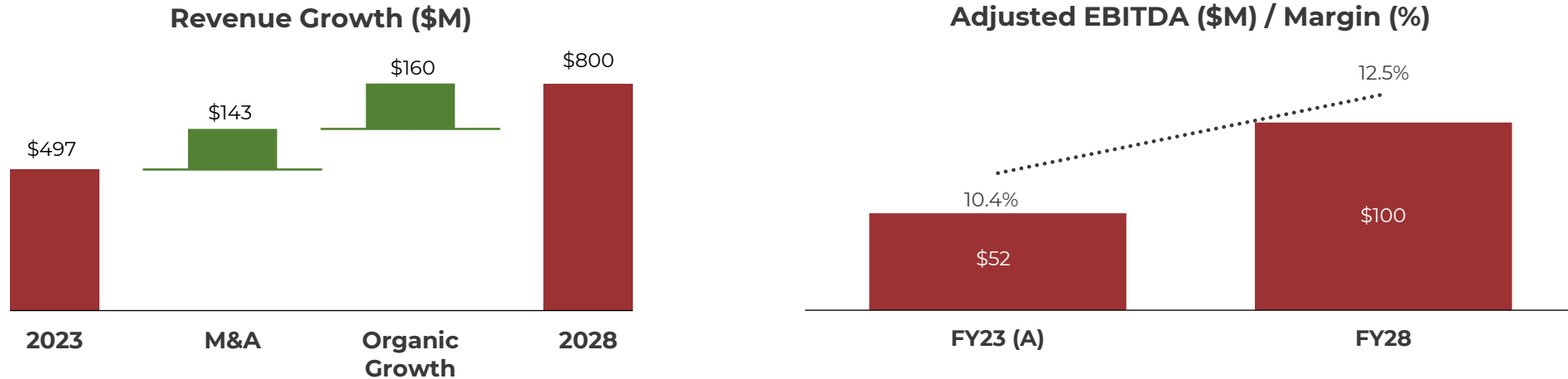
- ✓ Replace / Upgrade Infrastructure
- ✓ “Smart” Products and Solutions
- ✓ US Domestic Manufacturing
- ✓ Rapid Development



# **FAST FORWARD** FINANCIAL TARGETS [FY23-FY28]



Introducing our New, Five-Year Financial Targets



## Targeted Commercial Expansion

Durable Revenue Growth

- ✓ High-single-digit organic revenue growth; ~5-7% CAGR
- ✓ Balanced inorganic growth; \$150+ M in acquisition-related revenue by 2028
- ✓ Organic market expansion through product expansion and enhanced commercialization

## Focused Operational Excellence

Stable Margin Expansion

- ✓ Drive increased asset optimization
- ✓ Drive ratable cost reductions; targeting annualized cost of reduction of 2-3%
- ✓ Deliver at least 50 basis points of margin expansion annually

## Long-Term Value Creation

Driving Profitable Growth

- ✓ Drive Ratable Annualized Growth in Adjusted EPS
- ✓ Deliver consistent free cash flow conversion; targeting 100% of Adjusted Net Income
- ✓ Committed to consistent payment of quarterly cash dividend

\*LSI Fiscal Year (FY) July 1<sup>st</sup>, Through June 30<sup>th</sup>

# SUCCESSFUL M&A GROWTH

Focus on Vertical Market Development: Consistent with 2028 *Fast Forward Plan*



## M&A Approach

- Driven by Vertical Market Strategy
- Products and Solutions for both New and Existing Markets
- Cast a Wide Net in M&A Scope  
Broadly categorized as horizontal, vertical, and concentric opportunities
- Disciplined Buyer
- Strong Balance Sheet

## Recent M&A Transactions

### 2021 – JSI Store Fixtures (Sales \$72M)

Open-air refrigeration and non-refrigeration display cases for the Grocery and C-Store markets; offering includes both mobile and static fixtures



### 2024 – EMI Technologies (Sales \$87M)

Millwork, metals, and refrigeration products, including checkout counters, food and beverage dispensing fixtures, food-grade stainless steel and aluminum fixtures, and enclosed refrigeration. Serve the C-Store, Grocery, and QSR Markets



### 2025 – Canada's Best Holdings (Sales \$25M)

Millwork and metal fixtures serving the Canadian market, including Grocery, C-Store, QSR, banking, and specialty retail.



**Successful Integration Contributing to Profitable Growth**

# HIGHLY COMPLEMENTARY SOLUTIONS OFFERING

One-Stop Integrated Solution for Unique Value Proposition



## Product Offering



### Millwork Products

EMI produces custom millwork with expertise across multiple material surfaces.



### Metal Products

EMI designs and engineers metal-based fixtures using stainless steel, sheet metal, and aluminum, among others.



### Refrigeration

EMI is experienced in both custom and conventional refrigeration in a variety commercial food environments

## Customer Testimonial

*“EMI has become a true partner with Wawa. The product that they provide is first class. Both companies share similar value which enables Wawa to provide its customers a warm and inviting shopping experience”*



C-Store

Grocery

Restaurants

## Solutions Offering

- Concept Phase
- Design & Engineering
- Custom manufacturing
- Installation & Program Management
- Post Sales Service



# EXPANDING SOLUTION SET WITHIN TARGET VERTICALS

Through Acquisition, LSI Continues to Enhance the Value Proposition to the Customer



## Grocery Case Study

### LSI

has strong presence within the store interior, led by grocery display case products, dimensional graphics and lighting...



### While EMI

has a strong presence in grocery interior, led by millwork solutions, refrigeration and checkout counters.



## C-Store Case Study

### LSI

has a strong presence in the exterior refueling station and within select indoor displays...



### While EMI

has a strong presence across a breadth of indoor display solutions, including countertops and food and beverage dispensing fixtures.



LSI + EMI provides a comprehensive solution set that enhances customer-specific branding and overall customer experience





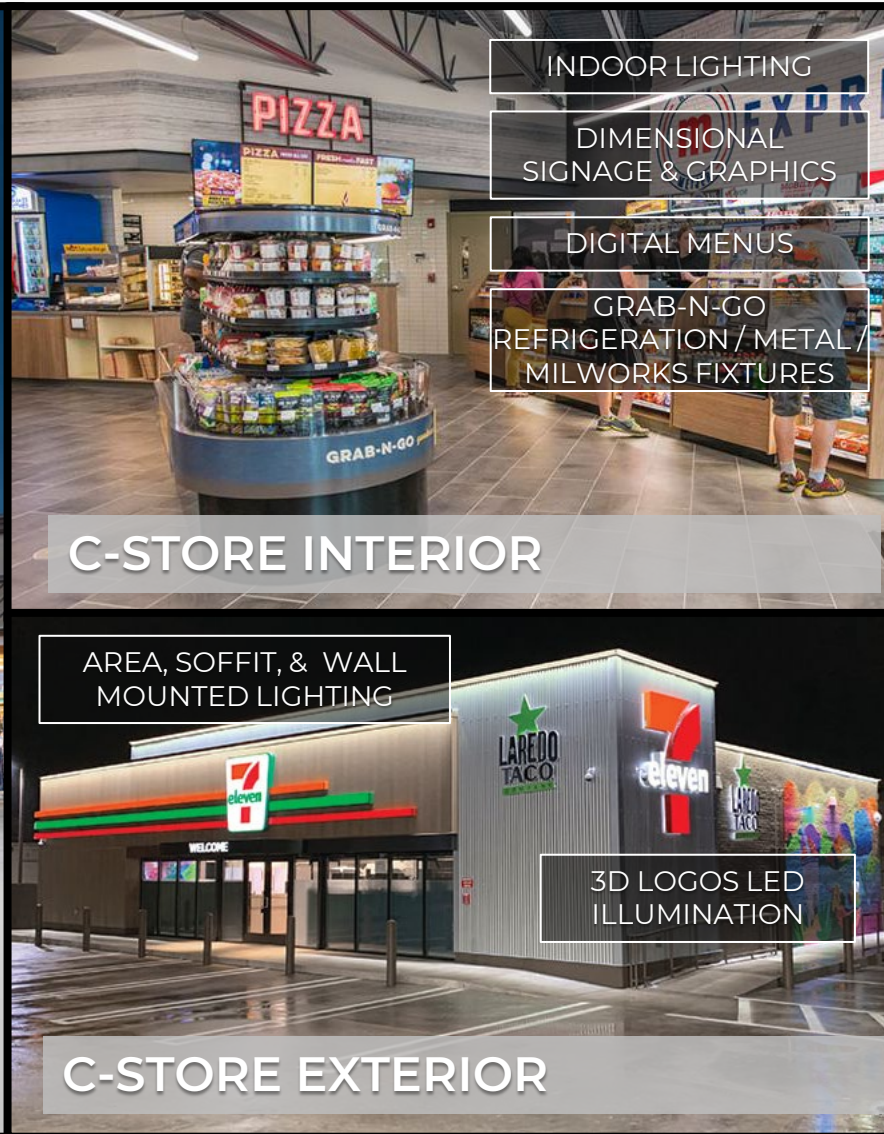
# VERTICAL APPLICATIONS





# REFUELING & CONVENIENCE STORE

Lead with Display Solutions and Lighting





# GROCERY

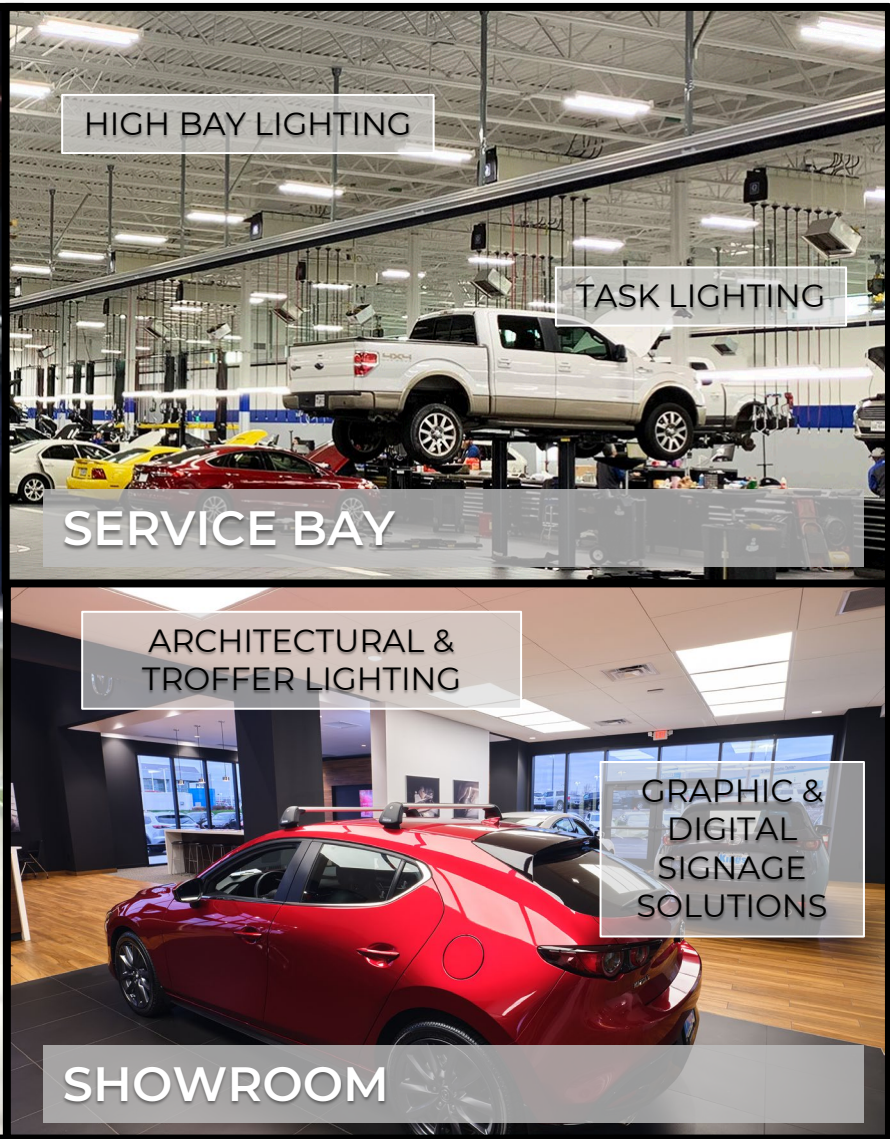
Lead with Display Solutions





# AUTOMOTIVE

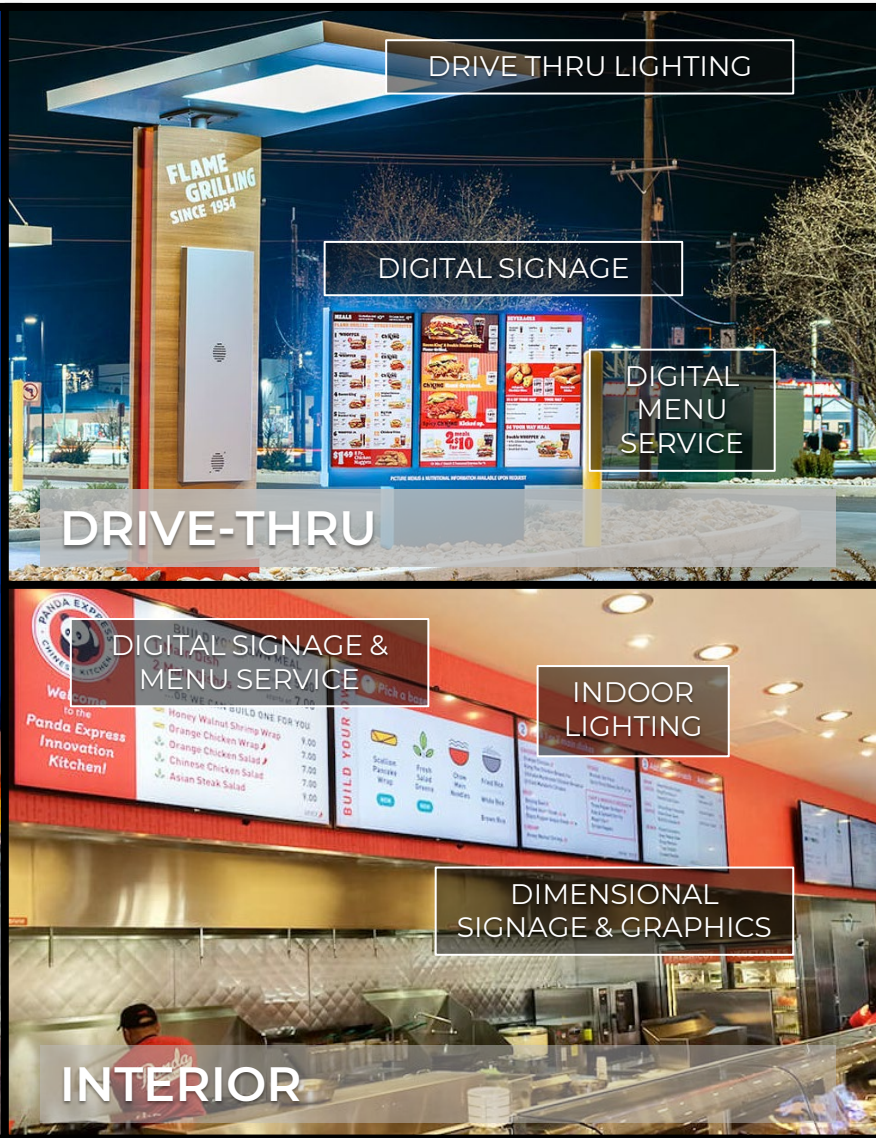
Lead with Outdoor Lighting





# QUICK SERVE RESTAURANTS (QSR)

Lead with Digital Menu Boards and Lighting







# INVESTMENT CONCLUSION

# INVESTMENT SUMMARY

Building Upon a Foundation of Commercial Growth and Operational Execution



## Enterprise Growth

Expand Our Vertical Markets and Solutions Offering

- ✓ Deeper Penetration in Existing Verticals
- ✓ New Adjacent Solutions for Existing and New Verticals
- ✓ Market Driven New Product / Solutions Development
- ✓ M&A: Expand our Vertical Presence in New and Existing Segments

## Partner of Choice

Build & Leverage Partners and Ecosystems

- ✓ Educate and Empower our Independent Sales Network
- ✓ Collaborate with Partners and End-Customer to Understand Unique Requirements
- ✓ Expand Integrator and Service Capabilities for Broad Solutions Offering
- ✓ Shared Incentives for Success

## Business Excellence

Focus on Total Value Creation

- ✓ Provide Excellent Customer Service Throughout the Value Chain
- ✓ Leverage our US Manufacturing Footprint and Custom Solution Capabilities
- ✓ Drive Productivity and Continuous Improvement
- ✓ ESG Commitment
- ✓ Talent Management: Attract, Develop and Retain our People

## Capital Allocation

Balanced & Disciplined Approach to Driving Shareholder Value

- ✓ Invest in Organic Sales Growth Opportunities
- ✓ Debt Reduction / Net Leverage
- ✓ Targeted Acquisitions
- ✓ Share Repurchase Authorization
- ✓ Committed to a Quarterly Cash Dividend





# APPENDIX



# STATEMENT ON NON-GAAP FINANCIAL MEASURES



This presentation includes adjustments to GAAP gross margin, operating income, net income, and earnings per share for the periods ending March 31, 2024, and March 31, 2025. Gross Margin, operating income, net income, and earnings per share, which exclude the impact of long-term performance-based compensation, severance costs, restructuring costs, lease expense on the step-up basis of acquired leases, the amortization expense of acquired intangible assets, consulting expenses supporting commercial growth initiatives, and acquisition costs are non-GAAP financial measures. We believe these non-GAAP measures will provide increased transparency to our core operating performance of the business. Also included in this presentation are non-GAAP financial measures, including Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA and Adjusted EBITDA), Free Cash Flow, Organic Sales Growth, and Net Debt. We believe that these are useful as supplemental measures in assessing the operating performance of our business. These measures are used by our management, including our chief operating decision maker, to evaluate business results and are frequently referenced by those who follow the Company. These non-GAAP measures may be different from non-GAAP measures used by other companies. In addition, the non-GAAP measures are not based on any comprehensive set of accounting rules or principles. Non-GAAP measures have limitations in that they do not reflect all amounts associated with our results as determined in accordance with U.S. GAAP. Therefore, these measures should be used only to evaluate our results in conjunction with corresponding GAAP measures. Below is a reconciliation of these non-GAAP measures to the net income and earnings per share reported for the periods indicated, along with the calculation of EBITDA, Adjusted EBITDA, Free Cash Flow, Organic Sales Growth, and Net Debt.

# NON-GAAP RECONCILIATION



## Reconciliation of Reported Operating Income to Adjusted Operating Income

LSI Industries	Q4 2024	Q4 2025
<b>Net Sales</b>	<b>129,007</b>	<b>155,066</b>
<b>Operating Income</b>	<b>9,011</b>	<b>11,944</b>
Consulting expense: commercial growth initiatives	-	-
Acquisition Costs	982	225
Amortization expense of acquired intangible assets	1,388	1,588
Lease expense on the step-up basis of acquired leases	-	153
Severance costs/Restructuring costs	10	240
Long-term performance based compensation	1,185	970
<b>Adjusted Operating Income</b>	<b>12,576</b>	<b>15,120</b>
<b>Adjusted Operating %</b>	<b>9.7%</b>	<b>9.8%</b>
Depreciation expense	1,468	1,882
<b>Adjusted EBITDA</b>	<b>14,044</b>	<b>17,002</b>
<b>Adjusted EBITDA %</b>	<b>10.9%</b>	<b>11.0%</b>

Full Year	
FY 24	FY 25
<b>469,639</b>	<b>573,377</b>
<b>35,517</b>	<b>35,769</b>
19	81
<b>982</b>	1,047
4,957	5,869
-	356
540	300
4,380	4,939
<b>46,395</b>	<b>48,361</b>
<b>9.9%</b>	<b>8.4%</b>
5,040	6,621
<b>51,435</b>	<b>54,982</b>
<b>11.0%</b>	<b>9.6%</b>

Effective in the first quarter of fiscal 2025, LSI will include the amortization expense related to acquired intangible assets as an add-back to its non-GAAP reconciliation. Prior quarter non-GAAP reconciliations have been adjusted accordingly.

# NON-GAAP RECONCILIATION



## Reconciliation of Reported Operating Income to Adjusted Operating Income

Lighting Segment	Q4 2024	Q4 2025
<b>Net Sales</b>	<b>65,095</b>	<b>72,743</b>
<b>Operating Income</b>	<b>8,450</b>	<b>11,368</b>
Amortization expense of acquired intangible assets	604	603
Severance costs/Restructuring costs	10	24
Long-term performance based compensation	82	52
<b>Adjusted Operating Income</b>	<b>9,146</b>	<b>12,047</b>
<b>Adjusted Operating %</b>	<b>14.1%</b>	<b>16.6%</b>
Depreciation expense	619	672
<b>Adjusted EBITDA</b>	<b>9,765</b>	<b>12,719</b>
<b>Adjusted EBITDA %</b>	<b>15.0%</b>	<b>17.5%</b>

Display Solutions Segment	Q4 2024	Q4 2025
<b>Net Sales</b>	<b>63,912</b>	<b>82,323</b>
<b>Operating Income</b>	<b>5,384</b>	<b>6,017</b>
Amortization expense of acquired intangible assets	784	985
Lease expense on the step-up basis of acquired leases	-	153
Severance costs/Restructuring costs	-	195
Long-term performance based compensation	126	231
<b>Adjusted Operating Income</b>	<b>6,294</b>	<b>7,581</b>
<b>Adjusted Operating %</b>	<b>9.8%</b>	<b>9.2%</b>
Depreciation expense	750	1,117
<b>Adjusted EBITDA</b>	<b>7,044</b>	<b>8,698</b>
<b>Adjusted EBITDA %</b>	<b>11.0%</b>	<b>10.6%</b>

## Full Year

FY 24	FY 25
<b>262,413</b>	<b>248,357</b>
<b>33,328</b>	<b>30,251</b>
2,413	2,412
26	84
174	339
<b>35,941</b>	<b>33,086</b>
<b>13.7%</b>	<b>13.3%</b>
2,753	2,639
<b>38,694</b>	<b>35,725</b>
<b>14.7%</b>	<b>14.4%</b>

FY 24	FY 25
<b>207,226</b>	<b>325,019</b>
<b>19,969</b>	<b>26,355</b>
2,545	3,457
-	356
513	196
994	1,067
<b>24,021</b>	<b>31,431</b>
<b>11.6%</b>	<b>9.7%</b>
1,934	3,633
<b>25,955</b>	<b>35,064</b>
<b>12.5%</b>	<b>10.8%</b>

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# NON-GAAP RECONCILIATION



## Reconciliation of Reported Net Income to Adjusted Net Income

LSI Industries	Q1 2024		Q2 2024		Q3 2024		Q4 2024		FY 2024	
		Diluted EPS		Diluted EPS		Diluted EPS		Diluted EPS		Diluted EPS
<b>Net Income Reported</b>	\$ 8,028	\$ 0.27	\$ 5,906	\$ 0.20	\$ 5,375	\$ 0.18	\$ 5,668	\$ 0.19	\$ 24,977	\$ 0.83
Acquisition costs	-	-	-	-	-	-	722	0.02	735	0.02
Consulting expense: commercial growth initiatives	13	-	-	-	-	-	-	-	-	-
Amortization expense of acquired intangible assets	870	0.03	885	0.03	888	0.03	1,028	0.04	3,671	0.13
Lease expense on the step-up basis of acquired leases	-	-	-	-	-	-	-	-	-	-
Severance costs/Restructuring costs	256	0.01	34	-	101	-	5	-	396	0.01
Long-term performance based compensation	974	0.03	625	0.02	767	0.03	906	0.03	3,272	0.11
Tax rate difference between reported and adjusted net income	(531)	(0.02)	(201)	(0.01)	-	-	(25)	-	(757)	(0.03)
<b>Net Income Adjusted</b>	<b>\$ 9,610</b>	<b>\$ 0.32</b>	<b>\$ 7,249</b>	<b>\$ 0.24</b>	<b>\$ 7,131</b>	<b>\$ 0.24</b>	<b>\$ 8,304</b>	<b>\$ 0.28</b>	<b>\$ 32,294</b>	<b>\$ 1.07</b>
<b>Adjusted Net Income %</b>	<b>7.8%</b>		<b>6.7%</b>		<b>6.6%</b>		<b>6.4%</b>		<b>6.9%</b>	

LSI Industries	Q1 2025		Q2 2025		Q3 2025		Q4 2025		FY 2025	
		Diluted EPS		Diluted EPS		Diluted EPS		Diluted EPS		Diluted EPS
<b>Net Income Reported</b>	\$ 6,682	\$ 0.22	\$ 5,647	\$ 0.18	\$ 3,883	\$ 0.13	\$ 8,172	\$ 0.26	\$ 24,383	\$ 0.79
Acquisition costs	36	-	-	-	577	0.02	211	-	838	0.03
Consulting expense: commercial growth initiatives	-	-	62	-	-	-	-	-	62	-
Amortization expense of acquired intangible assets	1,042	0.03	1,090	0.04	1,128	0.04	1,485	0.05	4,745	0.16
Lease expense on the step-up basis of acquired leases	50	-	53	-	52	-	130	-	285	0.01
Severance costs/Restructuring costs	45	-	-	-	-	-	195	0.01	240	0.01
Long-term performance based compensation	881	0.03	1,294	0.04	879	0.02	912	0.04	3,951	0.13
Foreign currency transaction gain on intercompany loan	-	-	-	-	-	-	(489)	(0.02)	(489)	(0.02)
Tax rate difference between reported and adjusted net income	(755)	(0.02)	(150)	-	(188)	(0.01)	(39)	-	(1,132)	(0.04)
<b>Net Income Adjusted</b>	<b>\$ 7,981</b>	<b>\$ 0.26</b>	<b>\$ 7,996</b>	<b>\$ 0.26</b>	<b>\$ 6,331</b>	<b>\$ 0.20</b>	<b>\$ 10,577</b>	<b>\$ 0.34</b>	<b>\$ 32,883</b>	<b>\$ 1.07</b>
<b>Adjusted Net Income %</b>	<b>5.8%</b>		<b>5.4%</b>		<b>4.8%</b>		<b>6.8%</b>		<b>5.7%</b>	

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For Additional Questions,  
Please Contact  
720.778.2415

Thank You,

**LSI Investor Relations**