



NASDAQ: LYTS

INVESTOR
PRESENTATION
FAST FORWARD

JANUARY 2026

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 – FY2026 REVENUE \$573M



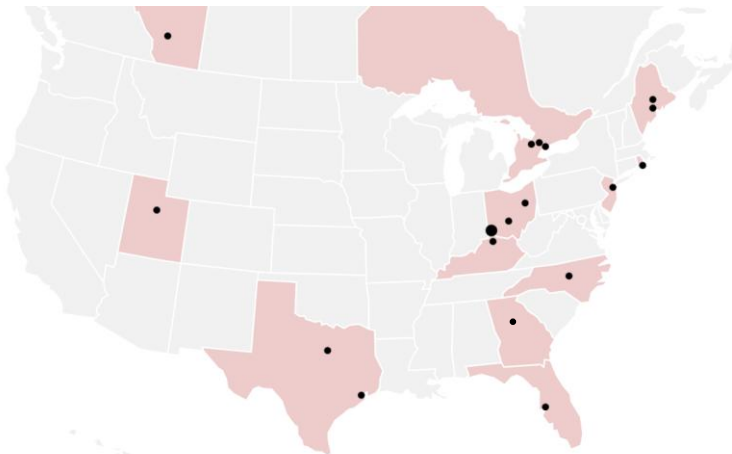
Leading Integrated Lighting and Display Solutions Company

Our Progress

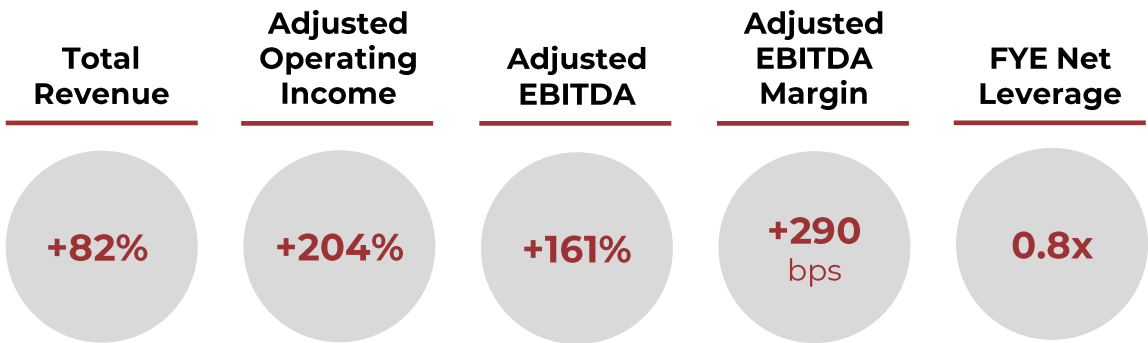
- Expanded market leadership by driving targeted vertical acquisitions (JSI, EMI, and CBSF) and advanced solution development.
- Leading vertically integrated commercial indoor/outdoor lighting and display solutions company – strong foundation with entrenched position in growing vertical markets
- Multi-year 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⁽¹⁾



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

(1) Results for the twelve months ended June 30, 2026 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

- Bluetooth Systems
- Sensors
- Photocontrols
- Dimmers
- Motion Detection
- 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
- Design Layouts



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

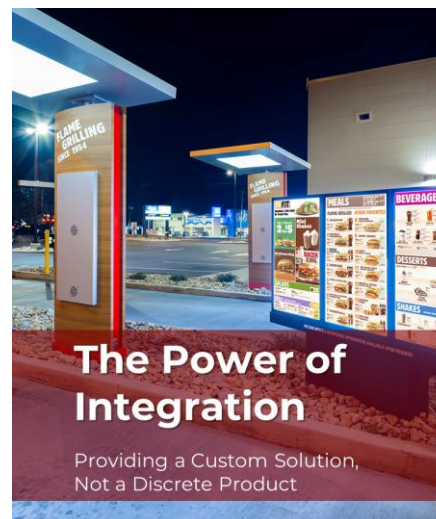
PROFESSIONAL SERVICES

Adapt – Fully Scalable Offering



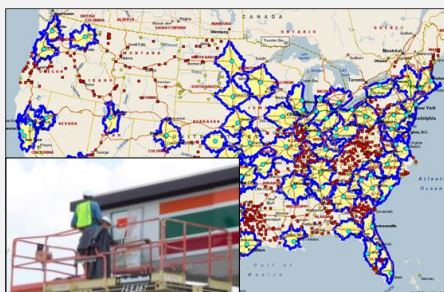
Program Management

- 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

| ID | Task Name | Duration | Start | Finish | Progress |
|----|---|----------|--------------|--------------|----------|
| 1 | Receive Purchase Order From Client | 1 day | Mon 8/1/2024 | Mon 8/1/2024 | 100% |
| 2 | Attend a Client / Burger King Team Meeting | 1 day | Tue 8/14/24 | Tue 8/14/24 | 100% |
| 3 | Develop Contract for Wireless Tracking System | 1 day | Tue 8/14/24 | Tue 8/14/24 | 100% |
| 4 | Test Wireless Tracking System | 25 days | Wed 8/15/24 | Tue 9/10/24 | 100% |
| 5 | Make Necessary Changes to the Wireless Tracking System | 10 days | Wed 8/22/24 | Tue 9/3/24 | 100% |
| 6 | Enter Preliminary Production Schedule into One World | 1 day | Tue 8/14/24 | Tue 8/14/24 | 100% |
| 7 | Place Order for Materials | 1 day | Wed 8/15/24 | Wed 8/15/24 | 100% |
| 8 | Obtain & Install the Latest Location List from Client / Burger King | 7 days | Tue 8/14/24 | Wed 8/22/24 | 100% |
| 9 | Provide the Distribution Center | 8 days | Tue 8/22/24 | Wed 8/29/24 | 100% |
| 10 | Provide a Detailed Listing of Restaurants to Audit | 2 days | Tue 8/22/24 | Wed 8/29/24 | 100% |
| 11 | Develop Field Testing Quality Plan | 8 days | Wed 8/15/24 | Mon 8/27/24 | 100% |
| 12 | Adopt Provide a Listing of Restaurants Identifying Type of Order by Distribution Center | 1 day | Thu 8/30/24 | Tue 9/3/24 | 100% |
| 13 | Finalize the Distribution Center Locations | 3 days | Fri 10/1/24 | Tue 10/8/24 | 100% |
| 14 | Finalize Installers | 1 day | Wed 10/9/24 | Wed 10/9/24 | 100% |
| 15 | Obtain Sites from Client / Burger King to Train Installers | 11 days | Thu 10/10/24 | Thu 10/24/24 | 100% |
| 16 | Train Installers on the Field Testing Quality Plan | 10 days | Thu 10/10/24 | Wed 10/23/24 | 100% |
| 17 | Train Installers on the Distribution Center | 10 days | Tue 10/24/24 | Thu 11/7/24 | 100% |
| 18 | Meet with Burger King to Discuss Finalized Program | 1 day | Mon 10/14/24 | Thu 10/17/24 | 100% |
| 19 | Training and Documentation Plan for Distribution Centers and Installers for Training Center | 25 days | Fri 10/18/24 | Fri 11/15/24 | 100% |
| 20 | Train Installers on the Installation of Trainers, Inside Light Box, and Distribution | 2 days | Fri 10/25/24 | Thu 11/7/24 | 100% |

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



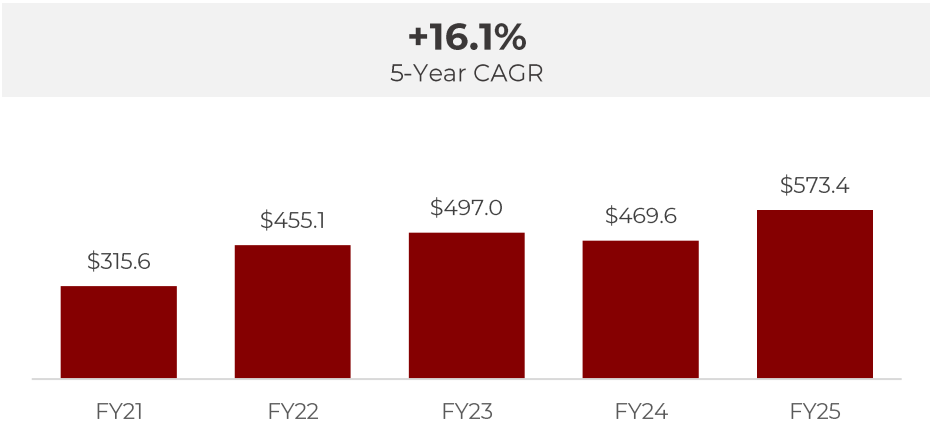
SUSTAINED MULTI-YEAR GROWTH

Strong Track Record of Operational and Financial Execution

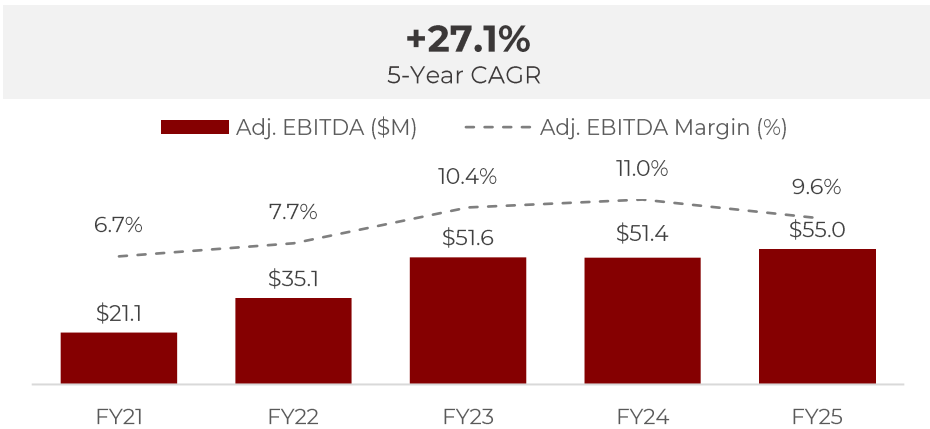


- Sales growth in refueling, C-store, QSR, and other higher-margin targeted verticals, driven by improved operational execution and disciplined capital deployment, successfully offset the significant disruption in Grocery vertical demand
- Invested in commercial and operations initiatives during which 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

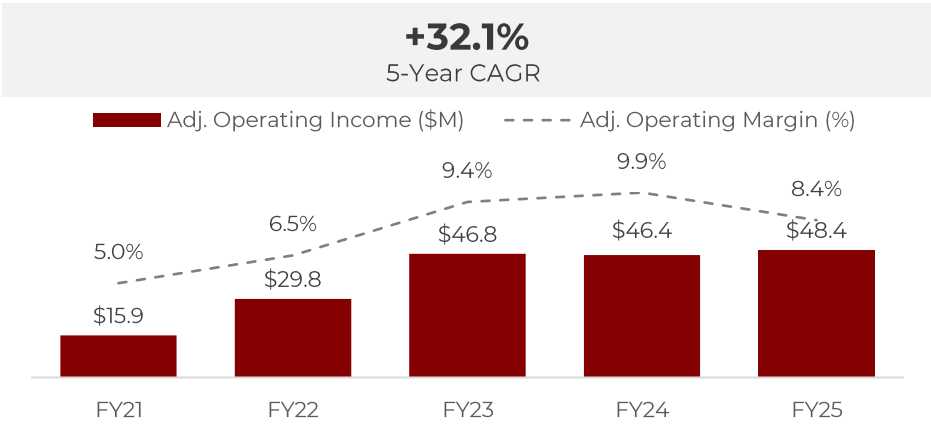
Total Net Sales
(\$M)



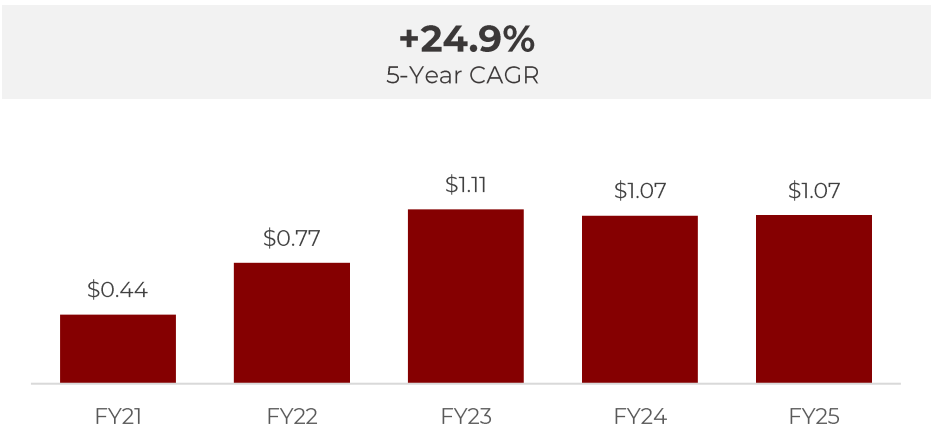
Total Adjusted EBITDA



Total Adjusted Operating Income



Total Adjusted EPS
(\$ per diluted share)



LSI Fiscal Year (FY) July 1st, Through June 30th

KEY MESSAGES

Fiscal Second Quarter 2026 Results



Q2FY26 sales and profitability successfully offset non-recurring demand surge in Q2FY25

Q2FY26 performance was noteworthy in view of an elevated prior-year comparison, during which the Display Solutions segment delivered 50% organic sales growth following an industry-wide surge in project activity



Strategic price and cost actions partially offset cost inflation, contributing to stable margin realization

Generated Q2FY26 adjusted EBITDA margin of 9.1%, +10 bps versus PY; strategic focus on project pricing, productivity, and cost discipline served to offset cost inflation in the second quarter; margin management remains a priority



Working capital efficiencies contributed to strong free cash flow in Q2FY26, continued debt reduction

Delivered \$23.3 million free cash flow in Q2FY26, or \$37.7 million on a TTM basis through Dec. 31, 2025; resulting in ratio of net debt to trailing twelve-month adjusted EBITDA of 0.4x



Lighting Segment: +15% organic revenue growth versus PY on market share gains, increased large project activity

Large project shipments within the Lighting segment doubled when compared to the prior-year period, while recent investments in our national account strategy have resulted in new customer conversions and project wins. Adj. Gross margin rate improved 190 bps



Display Solutions Segment: Improved order activity supports increased demand entering second half of fiscal 2026

Maintaining a high level of project execution across large, multi-year customer programs in the Refueling / C-Store vertical; QSR remains sluggish; Grocery vertical demand patterns returning to seasonal levels after two years of significant disruption, enabling improved productivity and customer service levels



Market activity encouraging entering fiscal third quarter 2026

Anticipate y/y growth in Q3FY26; Exiting Q2FY26, Lighting segment orders were 10% above prior-year levels, resulting in a book-to-bill ratio above 1.0x, while in the Display Solutions segment, orders in the Grocery vertical increased 20% above the prior year, supporting improved segment backlog

Strong free cash flow conversion, improved balance sheet optionality, improving demand conditions



CONSOLIDATED FINANCIAL RESULTS

Demonstrated Value of Diversified Model

Successful in offsetting elevated PY sales comps with growth in Lighting and continued large C-Store projects in Display

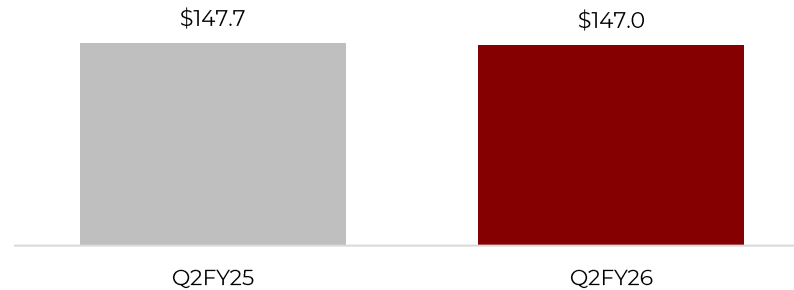
Stable Margin Realization Due to Price, Cost Actions

Q2FY26 adjusted operating margin of 7.9%; adjusted net income +6% y/y; adjusted EBITDA margin 9.1% +10 bps y/y

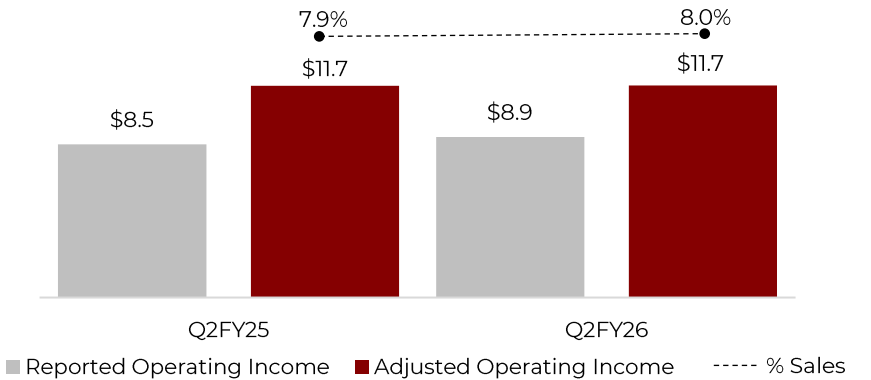
Positioned for Y/Y Growth Entering Q3FY26

Combination of increased order rates and backlog, new customer conversions, along with existing large program fulfillment support constructive outlook

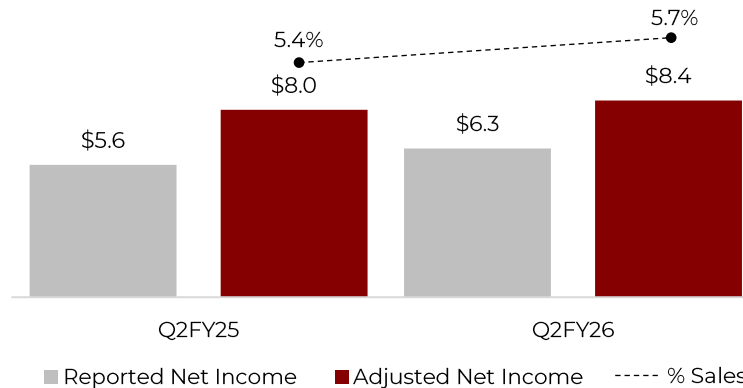
Total Net Sales (\$M)



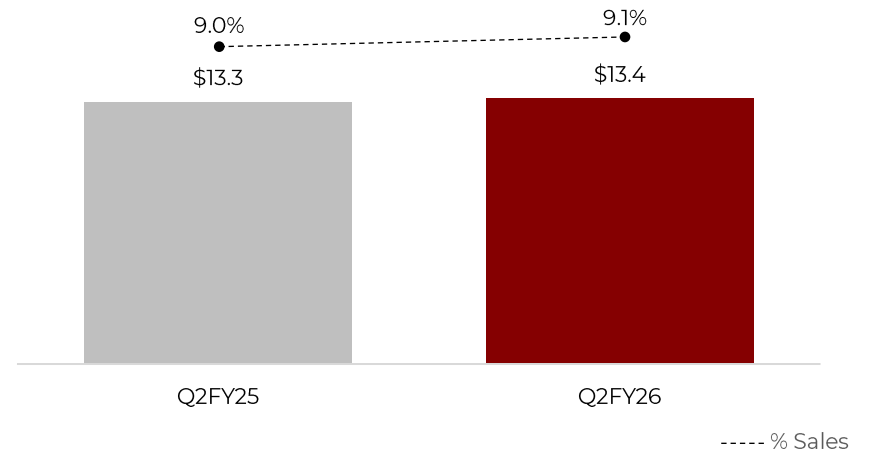
Operating Income (\$M)



Net Income (\$M)



Non-GAAP Adjusted EBITDA (\$M)





WORKING CAPITAL UPDATE

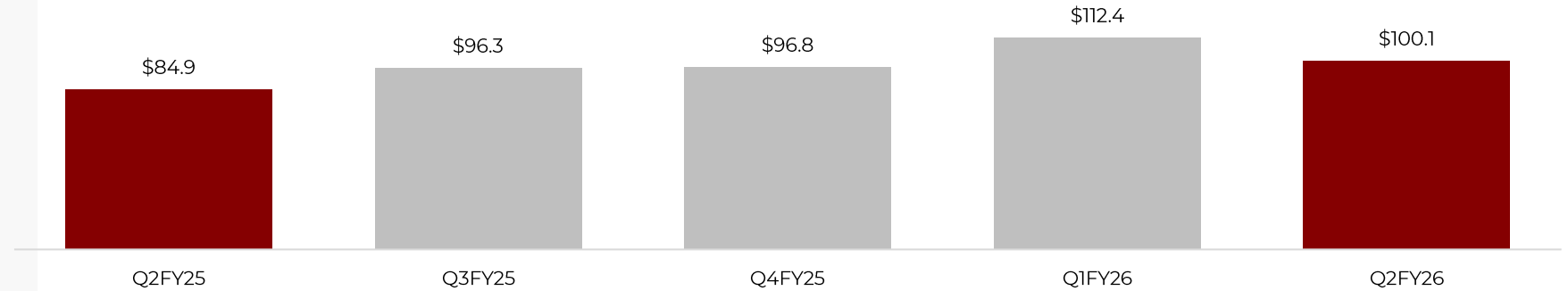
Working Capital Declined 11% Sequentially in Q2FY26

Cash conversion on expected AR reduction, disciplined inventory management contributed to \$12.2 million sequential decline in total working capital

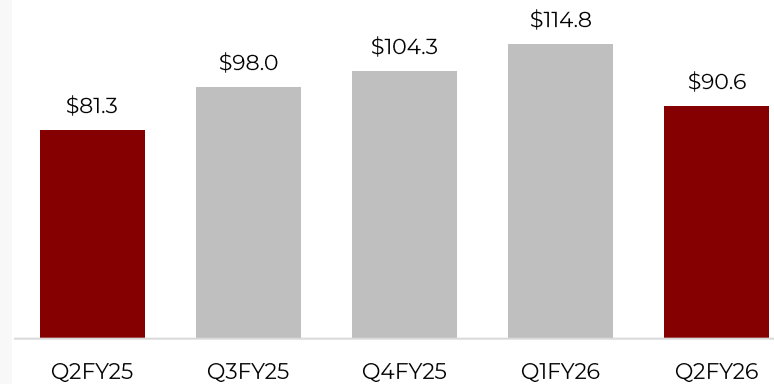
Inventory Levels Remain Consistent With Current Demand Conditions

Effectively managing supply availability; y/y increased in inventory related to low PY levels after strong shipments quarter; addition of Canada's Best Holdings, and supporting expected Q3 sales

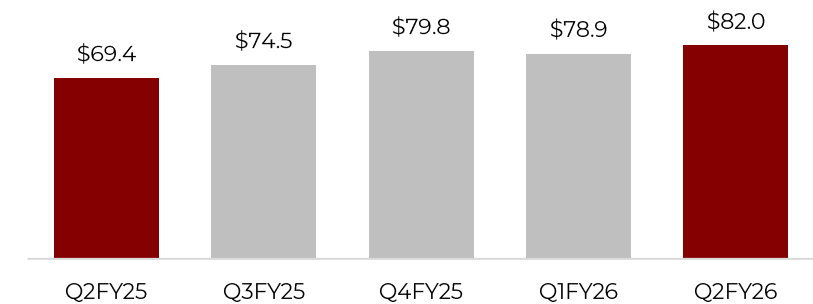
Total Working Capital (\$M)



Net Accounts Receivable (\$M)



Total Inventory (\$M)





BALANCE SHEET UPDATE

Significant Liquidity to Support Growth

More than \$103 million of cash and available liquidity under our \$125 million credit facility maturing in 2031

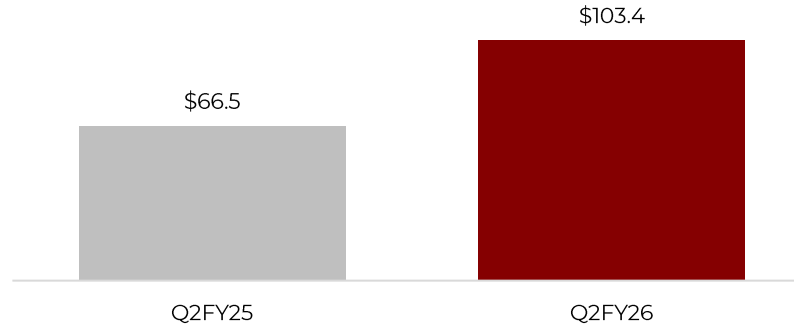
Strong Free Cash Flow Generation

Q2FY26 free cash flow \$23.3 million, on pace to deliver our fourth consecutive year of cash flow greater than \$30 million

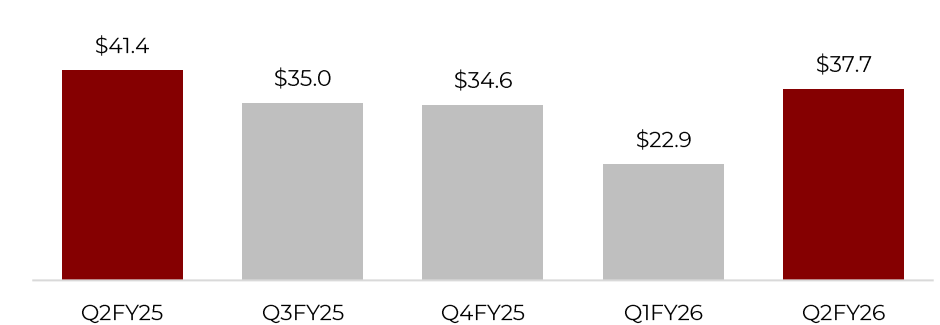
Continued Debt Reduction, Net Leverage of 0.4x

After investing \$20+ million to acquire Canada's Best during Q3FY25, net leverage is below PY levels at 0.4x as of Dec. 31, 2025

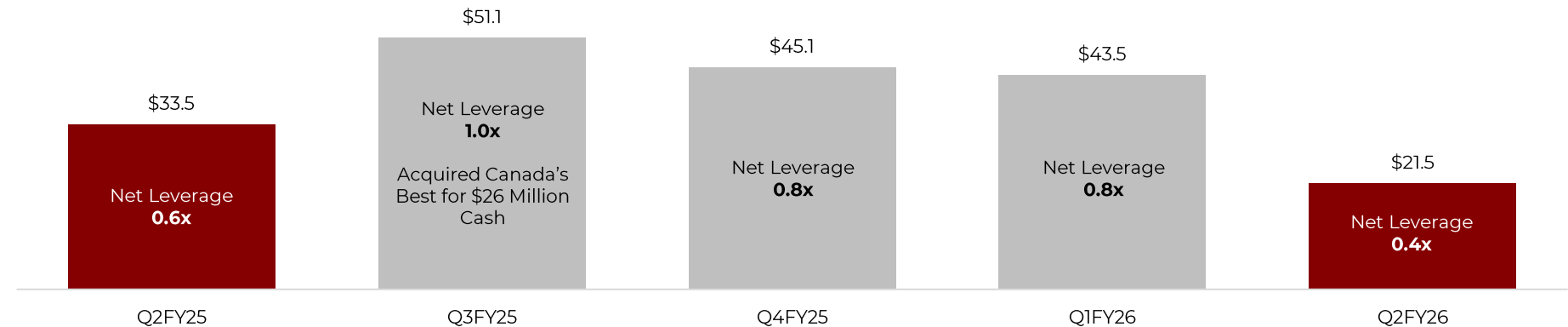
Available Liquidity (\$M)



TTM Free Cash Flow (\$M)⁽¹⁾



Net Debt Outstanding (\$M)⁽²⁾



(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



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

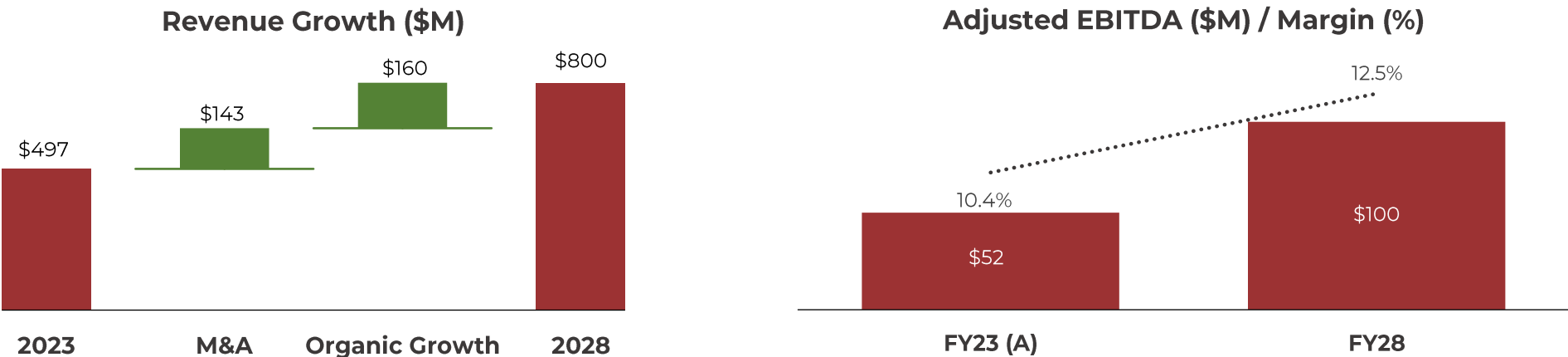


- ✓ Replace / Upgrade Infrastructure
- ✓ “Smart” Products and Solutions
- ✓ US Domestic Manufacturing
- ✓ Rapid Development

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 1st, Through June 30th*

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



2026 – 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.



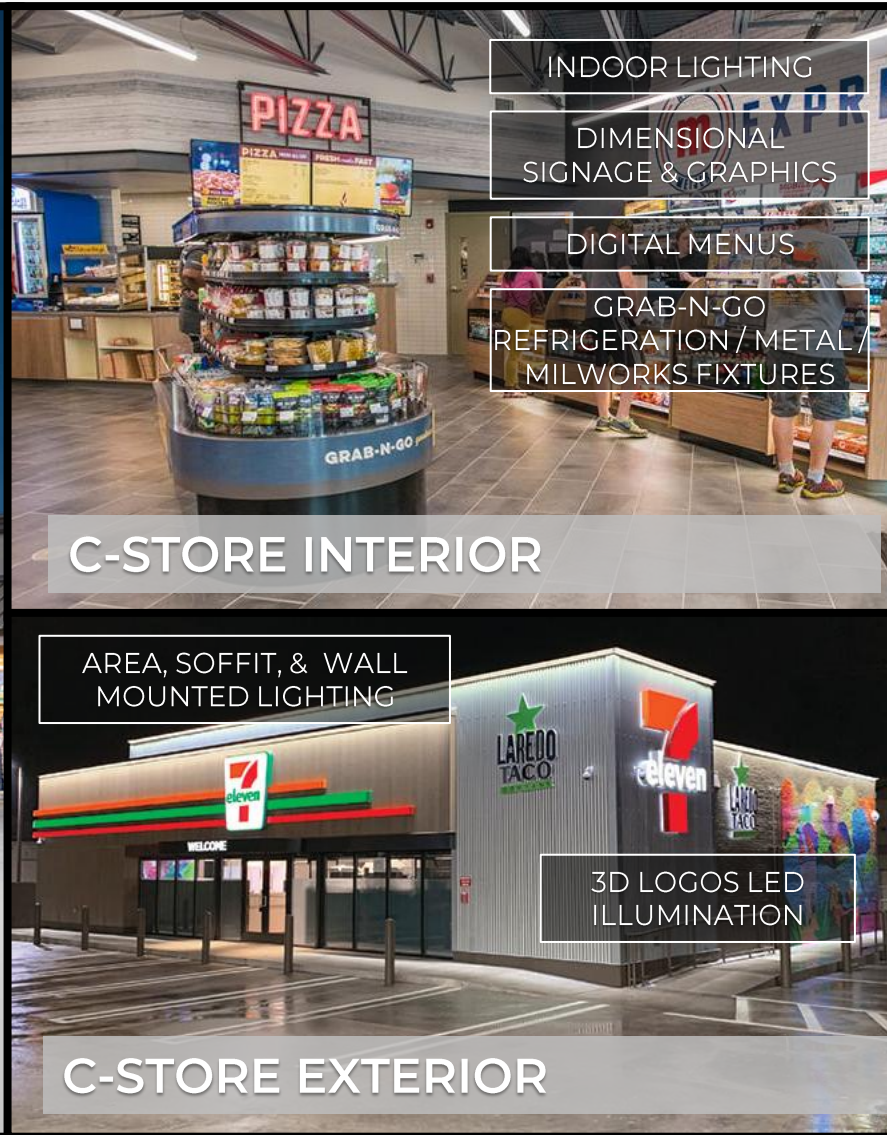
LSI + EMI provides a comprehensive solution set that enhances customer-specific branding and overall customer experience



VERTICAL APPLICATIONS

REFUELING & CONVENIENCE STORE

Lead with Display Solutions and Lighting



GROCERY

Lead with Display Solutions



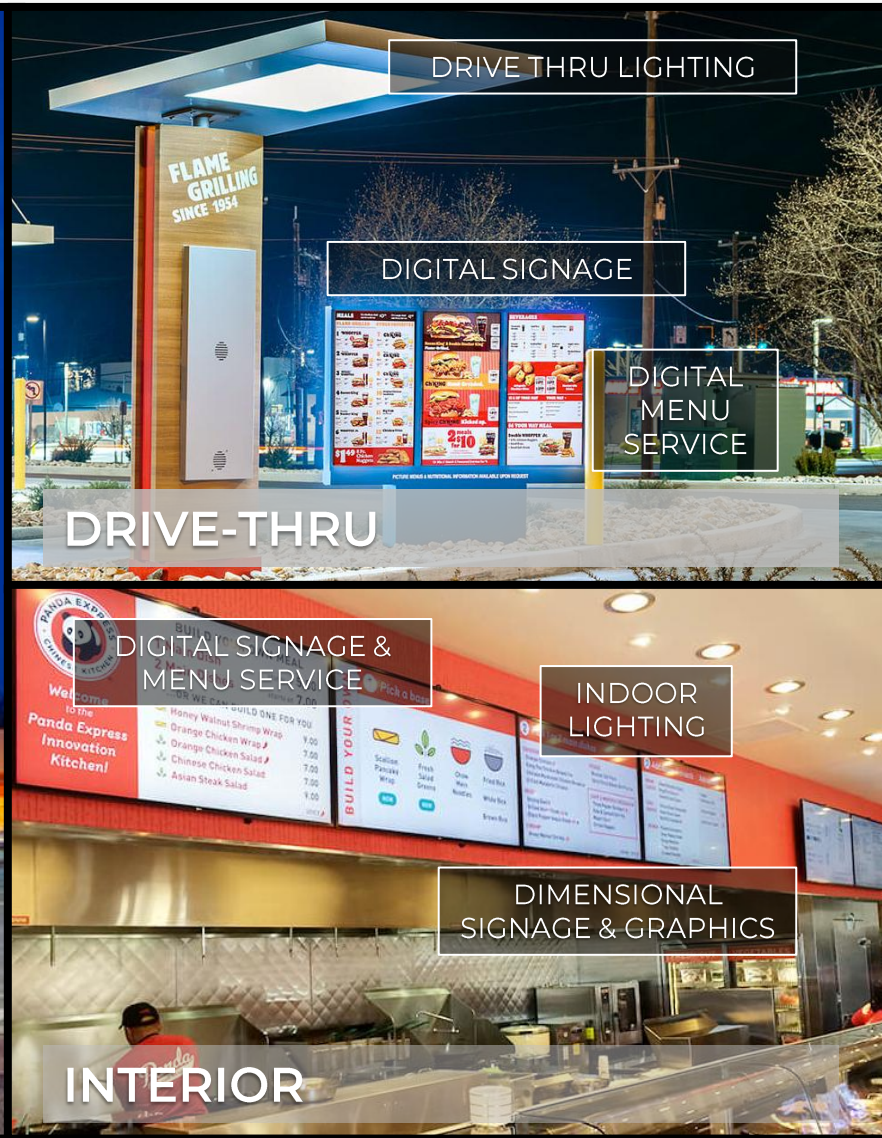
AUTOMOTIVE

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, 2026. 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 | Q1 2025 | Q1 2026 |
|---|----------------|----------------|
| Net Sales | 138,095 | 157,249 |
| Operating Income | 9,131 | 10,972 |
| Acquisition Costs | 48 | 220 |
| Amortization expense of acquired intangible assets | 1,408 | 1,613 |
| Lease expense on the step-up basis of acquired leases | 67 | 68 |
| Severance costs/Restructuring costs | 60 | (71) |
| Long-term performance based compensation | 1,184 | 1,282 |
| Adjusted Operating Income | 11,898 | 14,084 |
| Adjusted Operating % | 8.6% | 9.0% |
| Depreciation expense | 1,532 | 1,587 |
| Adjusted EBITDA | 13,430 | 15,671 |
| Adjusted EBITDA % | 9.7% | 10.0% |

| Lighting Segment | Q1 2025 | Q1 2026 |
|--|---------------|---------------|
| Net Sales | 58,437 | 69,054 |
| Operating Income | 5,759 | 8,549 |
| Amortization expense of acquired intangible assets | 603 | 603 |
| Severance costs/Restructuring costs | 60 | 1 |
| Long-term performance based compensation | 69 | 126 |
| Adjusted Operating Income | 6,491 | 9,279 |
| Adjusted Operating % | 11.1% | 13.4% |
| Depreciation expense | 609 | 658 |
| Adjusted EBITDA | 7,100 | 9,937 |
| Adjusted EBITDA % | 12.1% | 14.4% |

| Display Solutions Segment | Q1 2025 | Q1 2026 |
|---|---------------|---------------|
| Net Sales | 79,658 | 88,195 |
| Operating Income | 7,700 | 8,591 |
| Amortization expense of acquired intangible assets | 805 | 1,010 |
| Lease expense on the step-up basis of acquired leases | 67 | 68 |
| Severance costs/Restructuring costs | 1 | (90) |
| Long-term performance based compensation | 285 | 216 |
| Adjusted Operating Income | 8,858 | 9,795 |
| Adjusted Operating % | 11.1% | 11.1% |
| Depreciation expense | 831 | 832 |
| Adjusted EBITDA | 9,689 | 10,627 |
| Adjusted EBITDA % | 12.2% | 12.0% |

Effective in the first quarter of fiscal 2026, 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 Net Income to Adjusted Net Income



| LSI Industries | Q1 2025 | Q1 2026 |
|---|------------------|------------------|
| Net Income Reported | \$ 6,682 | \$ 7,264 |
| Income tax | 1,635 | 2,431 |
| Interest expense, net | 875 | 747 |
| Other expense (income) | (61) | 530 |
| Operating Income as Reported | 9,131 | 10,972 |
| Depreciation and amortization | 2,940 | 3,200 |
| EBITDA | \$ 12,071 | \$ 14,172 |
| Acquisition Costs | 48 | 220 |
| Lease expense on the step-up basis of acquired leases | 67 | 68 |
| Severance costs/Restructuring costs | 60 | (71) |
| Long-term performance based compensation | 1,184 | 1,282 |
| Adjusted EBITDA | \$ 13,430 | \$ 15,671 |
| Adjusted EBITDA as a percentage of Sales | 9.7% | 10.0% |

Effective in the first quarter of fiscal 2026, 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.



For Additional Questions,
Please Contact
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Thank You,

LSI Investor Relations