



Investor Presentation

FEBRUARY 2026



Who we are

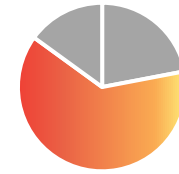
discoverIE is:

- A FTSE 250 international **specialist electronic engineering** company
- **Designing and manufacturing** customised electronic components for industrial applications
- Supplying **Original Equipment Manufacturers (OEMs)**
- Focusing on **sustainable growth markets** - renewable energy, transportation, medical, security, and industrial & connectivity
- **Acquisitive**

discoverIE is NOT:

- A **distributor** or reseller
- A **contract manufacturer** or outsourcing partner
- A supplier of **standardised electronic** components
- A supplier of **consumer electronics** or electronic components for **consumer markets**

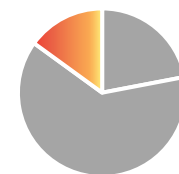
Group overview



Europe
63%
Group revenue
1,800
Employees



North America
22%
Group revenue
500
Employees



Asia
15%
Group revenue
2,250
Employees

discoverIE is a leading international specialist electronic engineering group. We design and manufacture customised, application-specific electronic components and solutions for industrial OEMs.

42
Manufacturing sites

31
Operating businesses⁽¹⁾

c.4,550
Employees globally

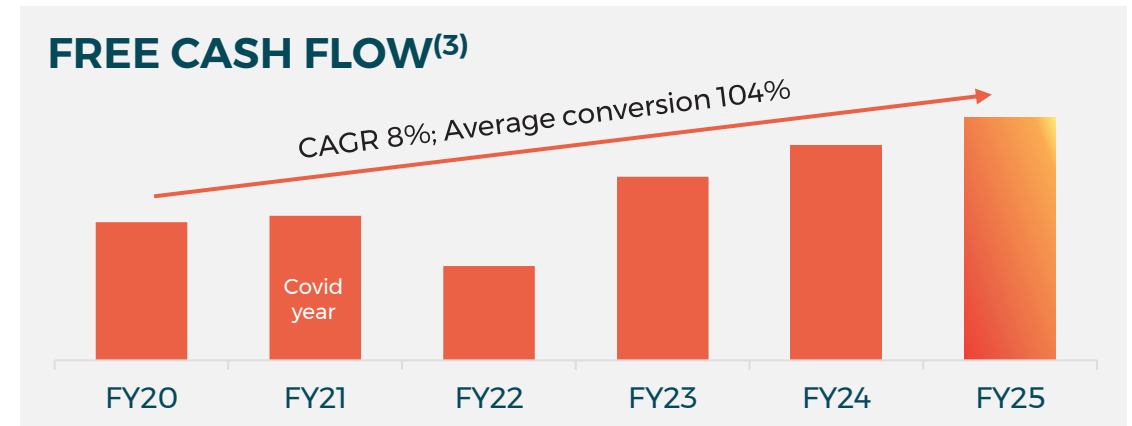
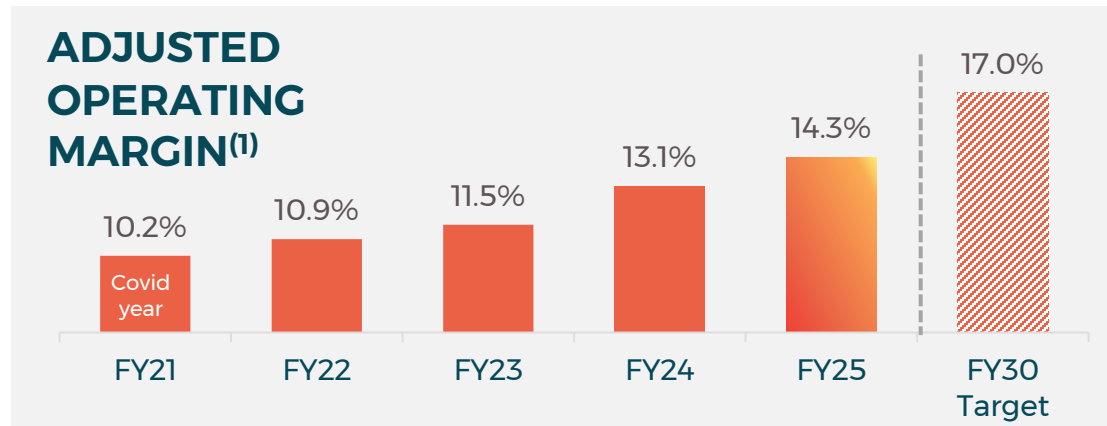
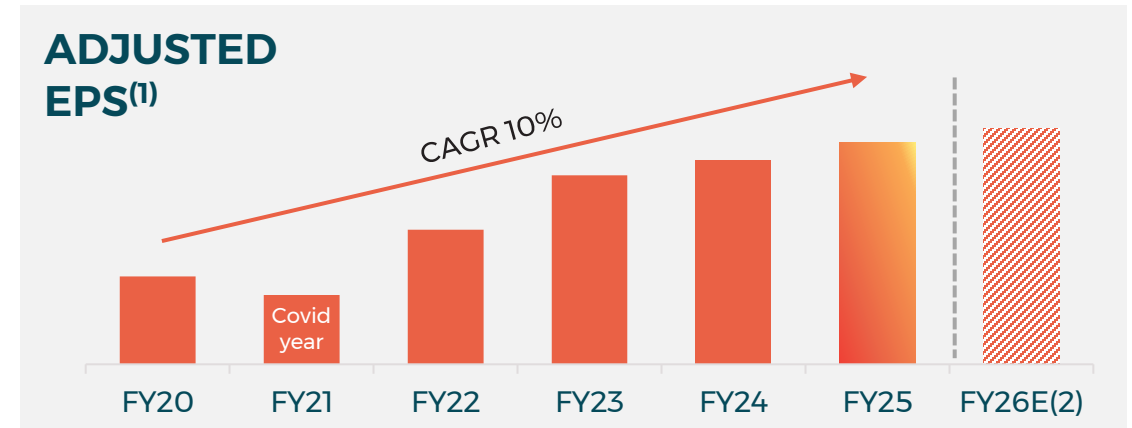
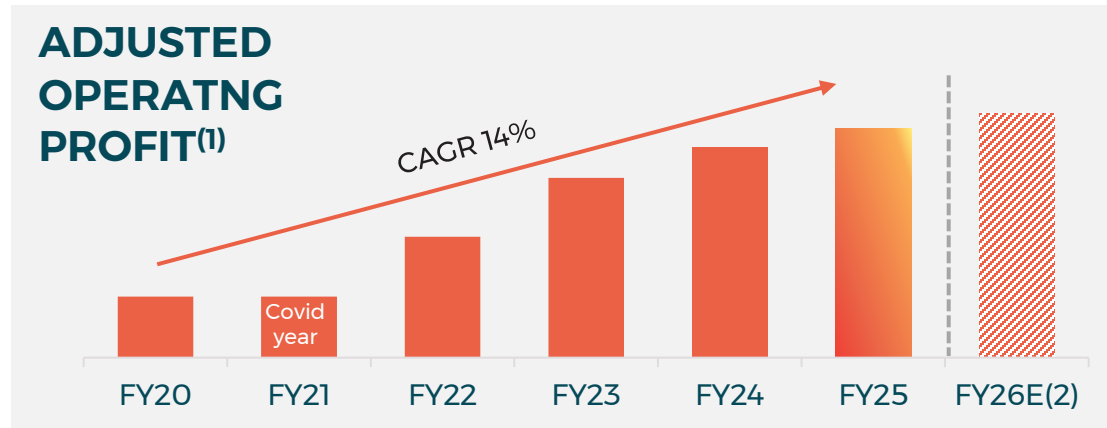
70
Countries into which our products sold

20
Countries in which we operate

£423m
Sales (FY2025)

(1) 31 operating businesses, 29 of which were acquired over the last 15 years.
(2) Group revenue breakdown is based on H126 performance ending 30 September 2025.

Key financial track record



(1) Adjusted operating profit, adjusted operating margin and adjusted EPS have been restated to exclude the results of discontinued operations.

(2) Consensus estimates at 19 November 2025 of 11 analysts.

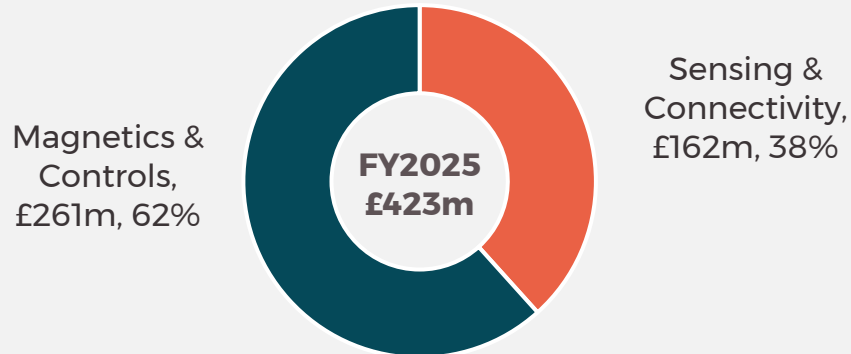
(3) Free cash is defined as net cash flow before dividends, the cost of acquisitions and proceeds from disposals. Free cash flow conversion is free cash flow divided by adjusted profit after tax.

Divisional overview

Magnetics & Controls

- Power magnetics
- Interface controls, embedded computing systems, X-ray detection & imaging
- 3 technology clusters and 2 standalone businesses across 17 countries with 23 manufacturing sites
- 12 acquisitions – 4 in last 5 yrs. Revenue growth +21% CAGR⁽¹⁾ FY14-25

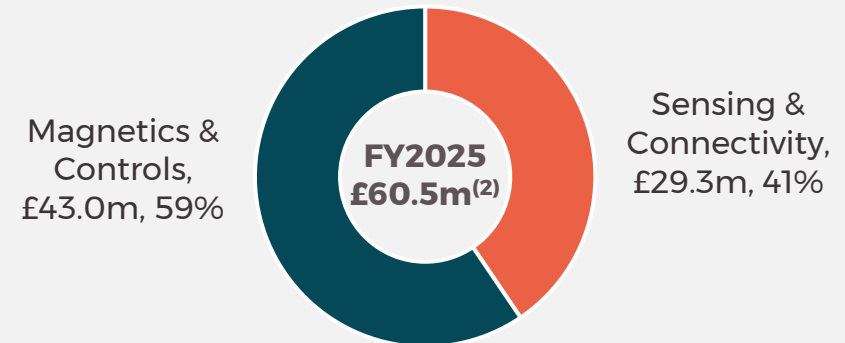
Sales



Sensing & Connectivity

- Sensors & switches
- Signal transmission, wireless and cable connection, and electromagnetic shielding
- 4 technology clusters and 4 standalone businesses across 9 countries with 19 manufacturing sites
- 17 acquisitions – 12 in last 5 yrs. Revenue growth +29% CAGR⁽¹⁾ FY14-25

Operating profit



(1) At constant exchange rate. Including acquisitions.

(2) Group adjusted operating profit includes £11.8m central cost. Adjusted operating profit excludes acquisition-related costs, i.e. amortisation of acquired intangibles and transaction costs.

Why invest in discoverIE

discoverIE



discoverIE's strategy & value proposition

Value proposition

Designing unique, custom, **high value-add**, technically **complex electronic** solutions, enabling customers to create better products



Sensors



Connectivity



Magnetics



Controls

Clear strategy

□ High quality growth markets

- Organic growth >> GDP

□ Acquire highly differentiated businesses

- Higher margins, create platforms
- Fragmented market - consolidation opportunity

□ Generate efficiencies

- Higher margins, strong cash generation, capital light

□ Reach net-zero

Our products are:



Low customer concentration

- Top 10 = 22% of Group sales⁽¹⁾

(1) As of H1 2026.

Focus on long-term growth markets

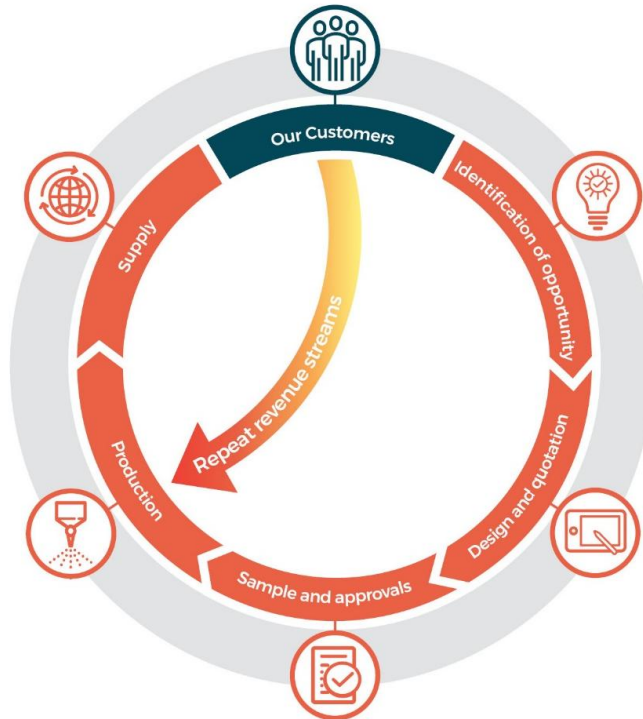
Customer End Market	Sub Market	Megatrend	Medium Term Outlook	UN SDGs
Renewable energy	Wind Tidal Hydrogen	Decarbonisation & diversification		
Transportation	Rail Marine Aviation Specialist vehicles	Electrification & urbanisation		
Medical	Clinical/surgical Diagnostics & biotech Healthcare Other medical	Digitalisation & automation		
Industrial & Connectivity	Automation Communication Harsh environment Environmental & monitoring	Digitalisation & automation		
Security	Access controls Detection systems Surveillance systems Space & defence	Urbanisation & defence modernisation		

Differentiated products

Underpinned by sustained innovation

Engineering-led sales model

- Detailed **technical knowledge** of applications and design
- Unique **understanding of customers' needs**
- **Custom designed solution** or standard products engineered to meet customers' specific needs
- **Mission critical** components

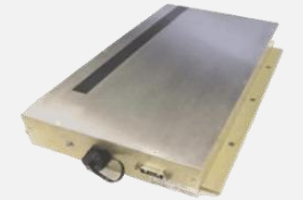


Innovation in action



Linear X-ray detection sensor

- X-Ray detector head and signal processor for material detection
- High speed, high-definition data acquisition and read-out
- Fully customised



Primary market:

Airport security, food processing

Other markets:

Waste management



Bio-fuel sorting



Waste sorting



Mineral & ore detection

Strong long term track record

Delivering against targets through the economic cycle

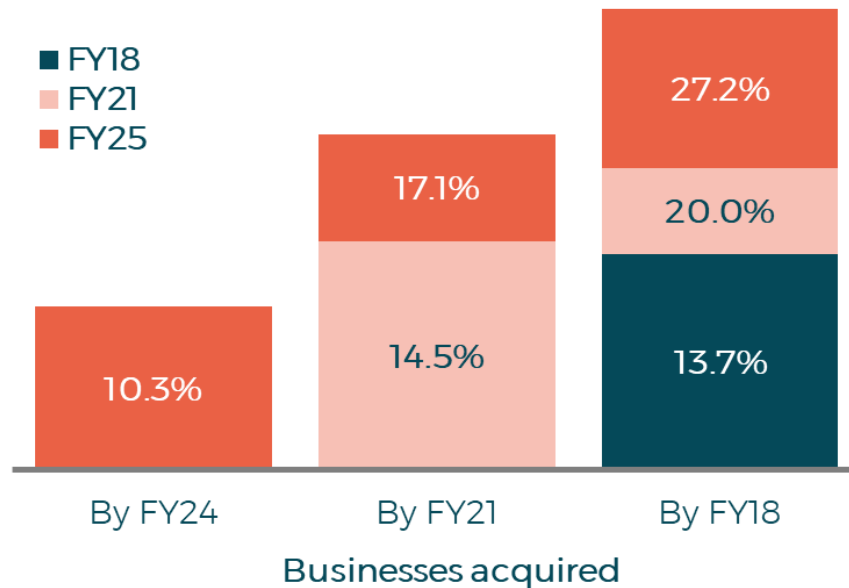
	Organic sales growth	Operating margin	EPS growth	Operating Cash conversion	ROCE	Carbon reduction
Targets	>>GDP thru' cycle	17% By FY30	>10% p.a.	>85%	>15%	Net Zero By CY30 ⁽¹⁾
Results FY15-25	+5.5% CAGR	+8.2ppts	+20% CAGR	>100%	15.8% ⁽²⁾ +4.2ppts	59% ⁽²⁾ Since CY21
H126 Results	+0.5%	14.0% +0.3ppts CER	+6%	102% ⁽³⁾	15.4% +0.1ppt	c.63% Since CY21

(1) Scope 1 & 2 only; -65% by CY25
 (2) FY25 results
 (3) Last 12 months (LTM)

Consistent shareholder returns

Returns increasing over time

Compounding organic growth, efficiencies and a long-term approach



Increasing returns for acquisitions held since FY18, FY21 & FY24

- ROCE of businesses owned in FY18 was 13.7%
 - By FY21, ROCE on these deals increased to 20.0%
 - By FY25, increased further to 27.2%
- A similar picture delivered with ROI
- Over time 15.8% ROCE in FY25 can become 30%+ organically

Sustainability



A responsible business

discoverIE commits to reach net-zero GHG emissions across the value chain by 2040, with near-term science-based targets to:

- Reduce absolute Scope 1 & 2 GHG emissions by 90% by 2030 from a 2021 base year
- Increase active annual sourcing of renewable electricity to 100% by 2030
- Reduce absolute Scope 3 GHG emissions by 42% by 2030 from a 2023 base year

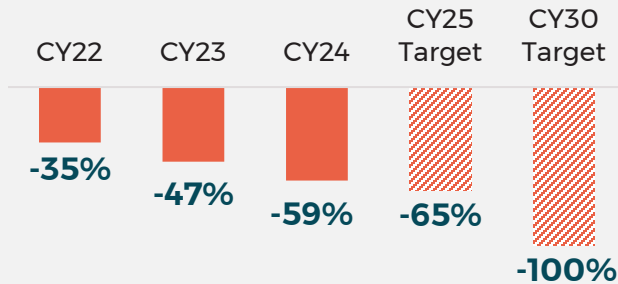


ESG progress

Our Planet

Supporting the shift to a low carbon economy

Carbon reduction⁽¹⁾

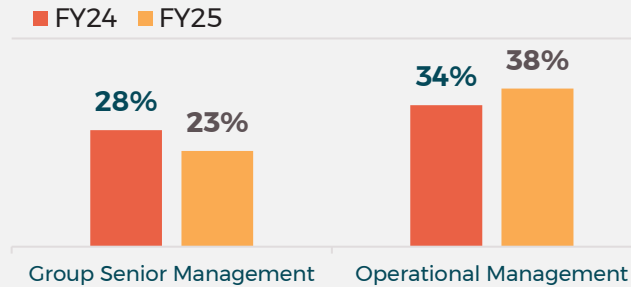


- **59% absolute reduction in Scope 1 & 2 emissions vs CY21 baseline, on track to meet CY25 target of 65% reduction**
- Energy intensity⁽¹⁾ reduced by 22% vs CY21, with 83% of our electricity from renewable or clean sources (CY23: 72%), one year ahead of our 80% target
- 50% of company cars now electric or hybrid (FY24: 40%), meeting our FY25 target

Our People

Creating a diverse workforce and safe environment

Gender diversity



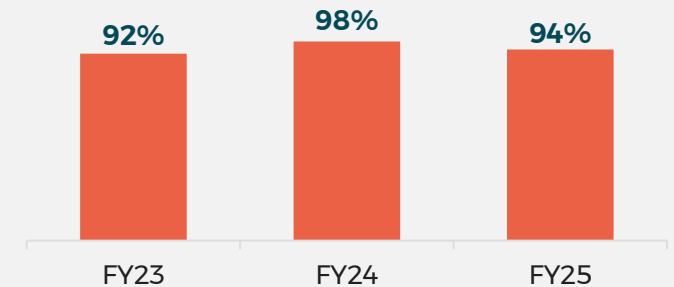
- **Female representation in the combined Group senior management and Group operational management increased to 33% (FY24: 32%)**
- 73% of the workforce work in operations with ISO 45001 certification (FY24: 60%)
- Lost time incident frequency rate increased to 0.25 (FY23: 0.20)⁽²⁾

(2) We have tightened our definition of a Lost Time Incident to be an incident resulting in a loss of ≥1 workday from previously ≥5 workdays.

Our Products

Ensuring product quality, reliability and sustainability

ISO 9001 accreditation



- **94% of Group products manufactured under ISO 9001 (CY23: 98%). The reduction was due to new acquisitions that are not ISO 9001 certified.**
- 3 more sites achieved ISO 14001 accreditation; 74% of Group sales (CY23: 69%) now from operations with ISO 14001

(1) Energy intensity - kWh/£m revenue.

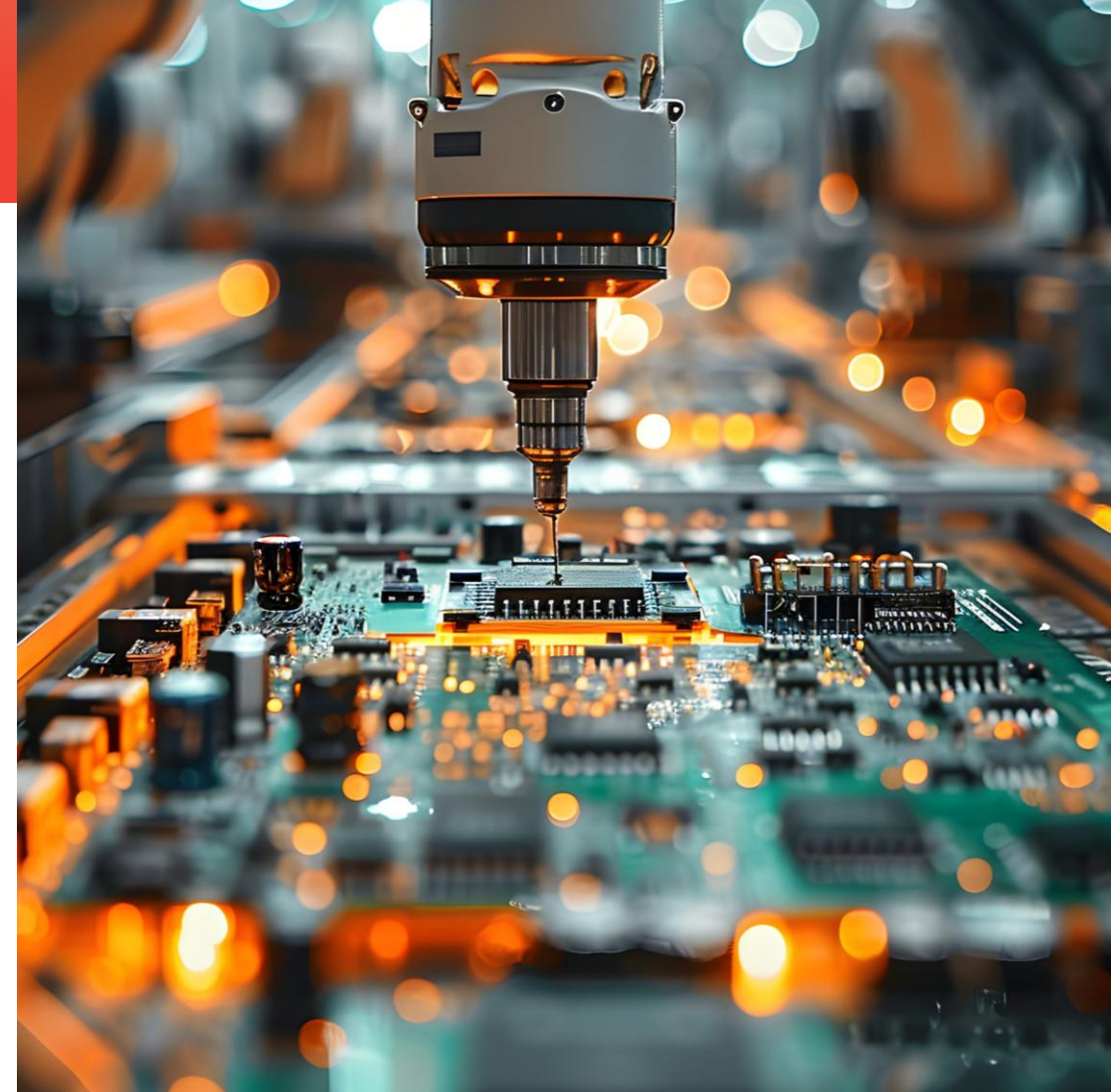
Appendices



First half results

(for the six months ended 30 September 2025)

- ❑ Strong operational and cash performance; on track to deliver full year adjusted earnings in line with the Board's expectations
- ❑ Group sales +2.5% reported and +3.5% CER yoy
 - ❑ Organic sales +0.5% in the period, +1% in Q2
 - ❑ Acquisitions contributed 5% growth and disposal -2%
- ❑ Group orders +5% at CER and +0.5% organic yoy, in line with sales
 - ❑ Q2 order +13% CER and 8% organic
- ❑ Adjusted operating profit +5% CER, with adjusted operating margin +0.3% pts CER to 14.0%. Gross margin remains robust
- ❑ Excellent cash flow with LTM free cash conversion of 104% vs 85% target
- ❑ Two earnings accretive acquisitions – Trival & Keymat – in Dec for a combined consideration of £46m, increasing exposure to security market
- ❑ Revolving credit facility of £240m extended to April 2030, with covenant increasing from 3x to 3.5x
 - ❑ Period-end gearing of 1.3x; proforma gearing⁽¹⁾ of 1.8x, within our target range of 1.5x to 2x

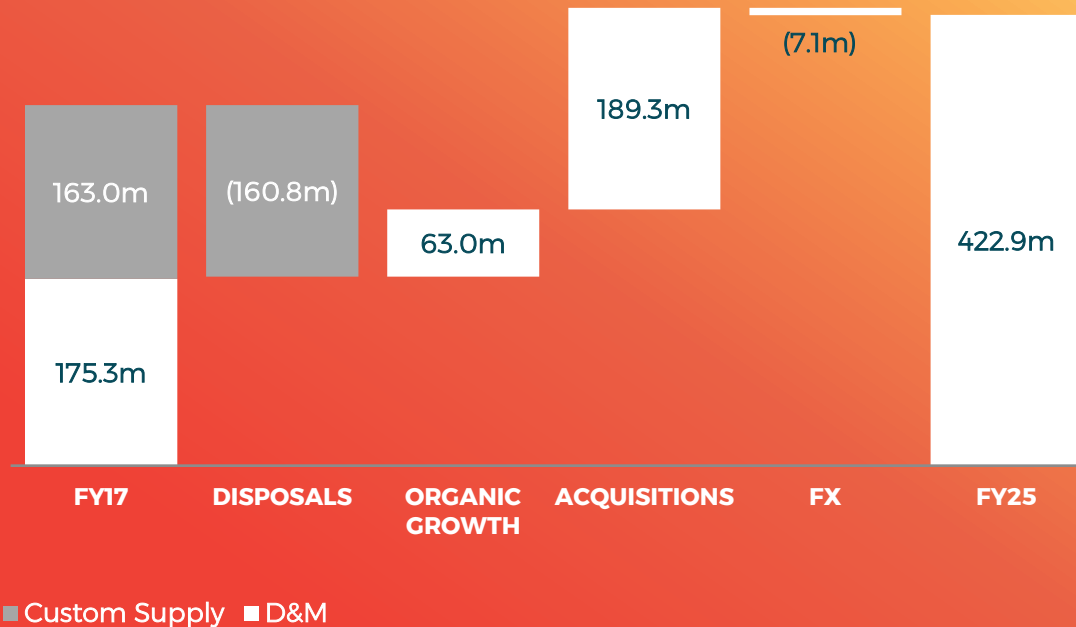


(1) Proforma gearing includes the acquisitions of Trival & Keymat as if they had been acquired at 30 September 2025. Trival is subject to regulatory approvals.

Revenue and adjusted operating profit⁽¹⁾ growth FY17-25

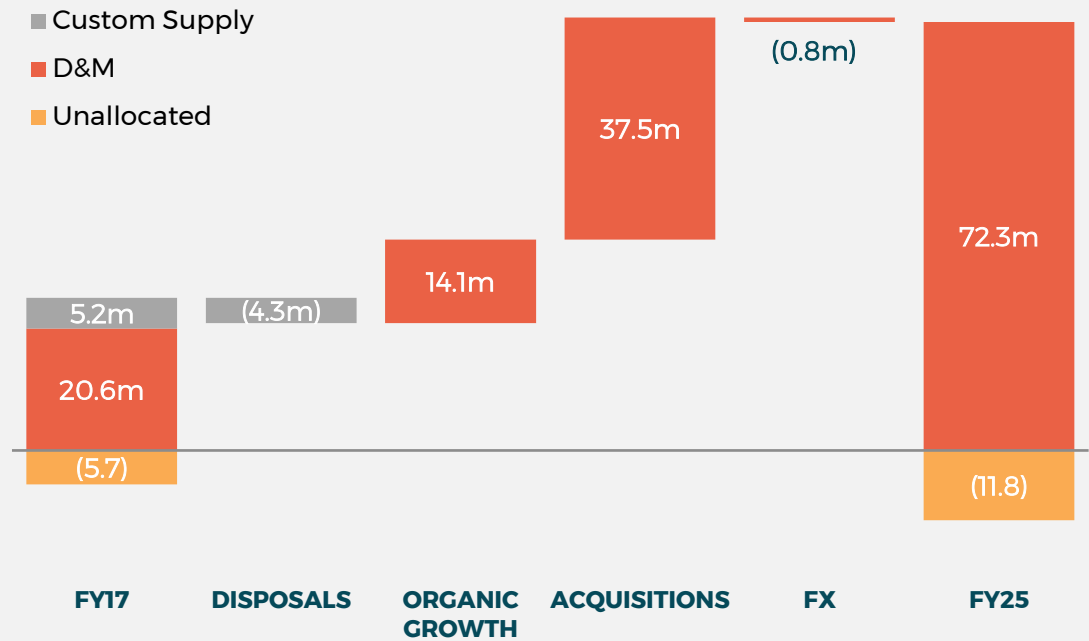
Revenue

Revenue (excluding disposals⁽²⁾) increased by **10% CAGR** over the 8 years



Adjusted operating profit

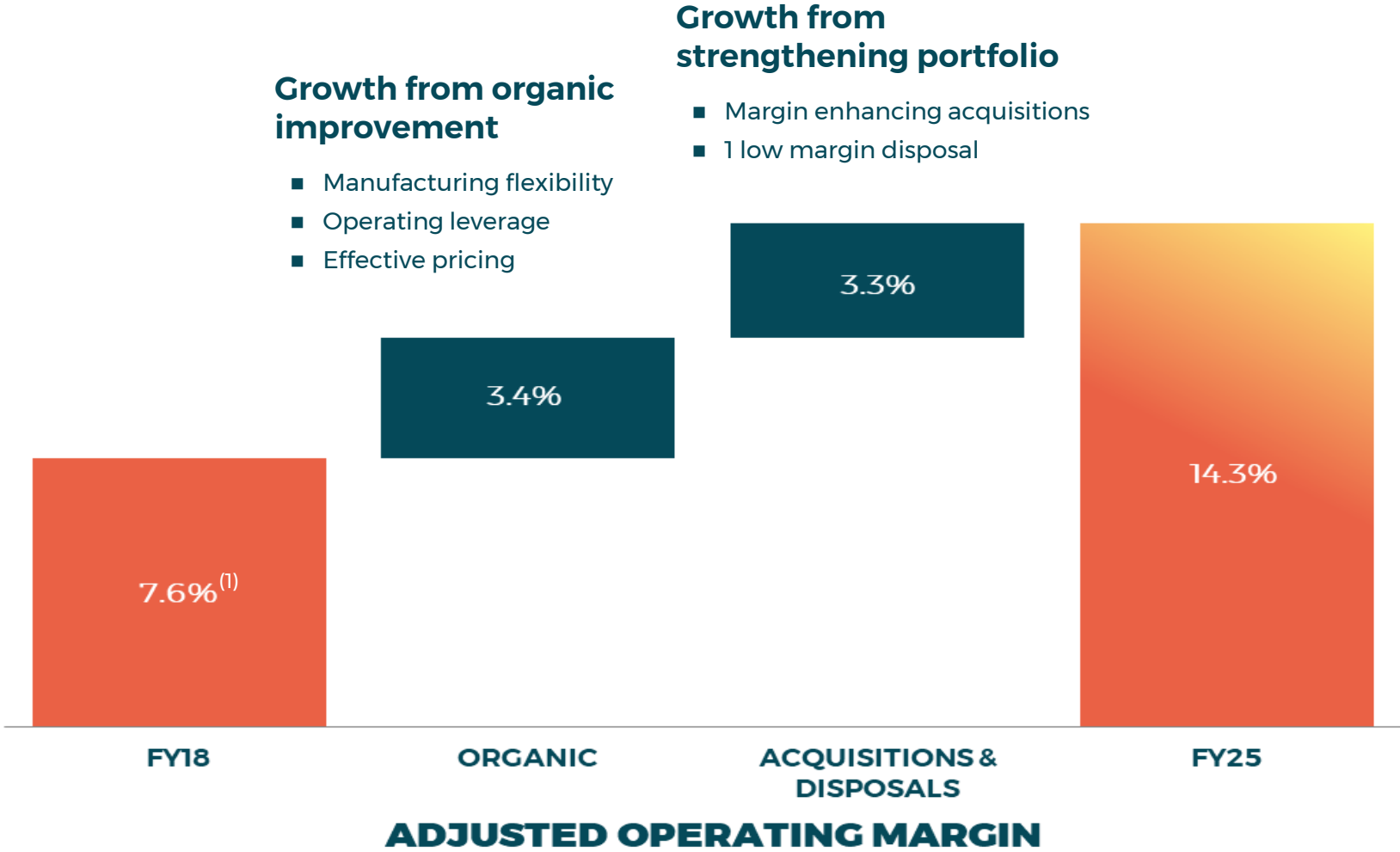
Adjusted operating profit (excluding disposals⁽²⁾ but including unallocated central costs) increased by **20% CAGR** over the 8 years



(1) Adjusted operating profit excludes acquisition-related costs, i.e. amortisation of acquired intangibles and transaction costs.

(2) Disposals include Santon solar unit in 2024; Custom Supply distribution business in March 2022; Vertec SA in Jan 2022.

Adjusted operating margin improvements FY18-FY25



(1) On a continuing revenue basis, i.e. excluding Acal BFi which was disposed of in FY2021/22.

Disciplined capital allocation

£261m free cash flow⁽¹⁾ since FY18

□ **c.75% into growth investments**

- Capacity & production growth projects (typical payback terms 2-4yrs)
- Acquisitions – technology platforms (9-12x multiple) or cluster bolt-ons (4-8x multiple) to drive growth & margin expansion

□ **c.25% to shareholders via progressive div policy**

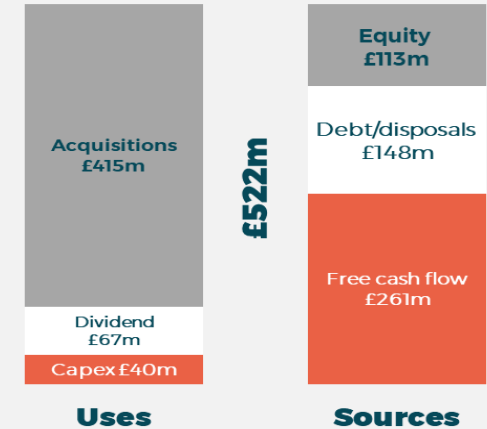
□ **Ongoing portfolio discipline**

- Sales of lower-margin distribution business (FY22) & solar unit (FY24)

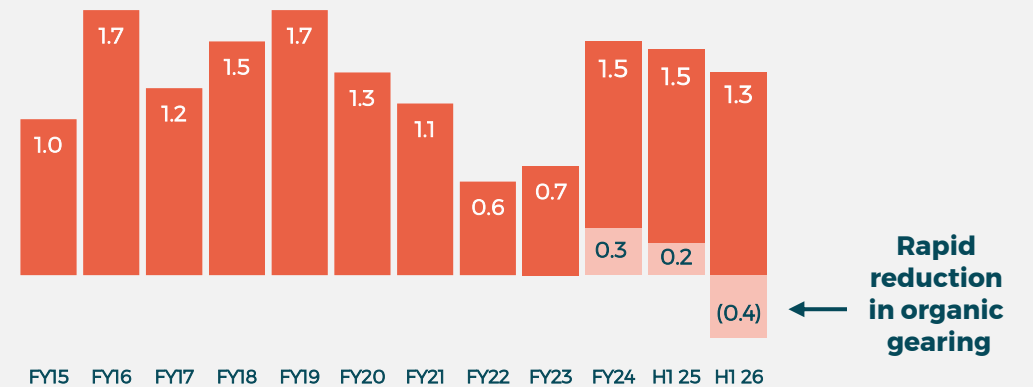
□ **Share buybacks**

- Only considered if holding surplus cash & acquisition multiples unattractive

Capital allocation (FY18-25)



Gearing⁽²⁾



(1) Free cash flow above is quoted before capex.

(2) Net debt divided by adjusted EBITDA (pre IFRS16) as annualised for acquisitions.

Creating products for a sustainable world



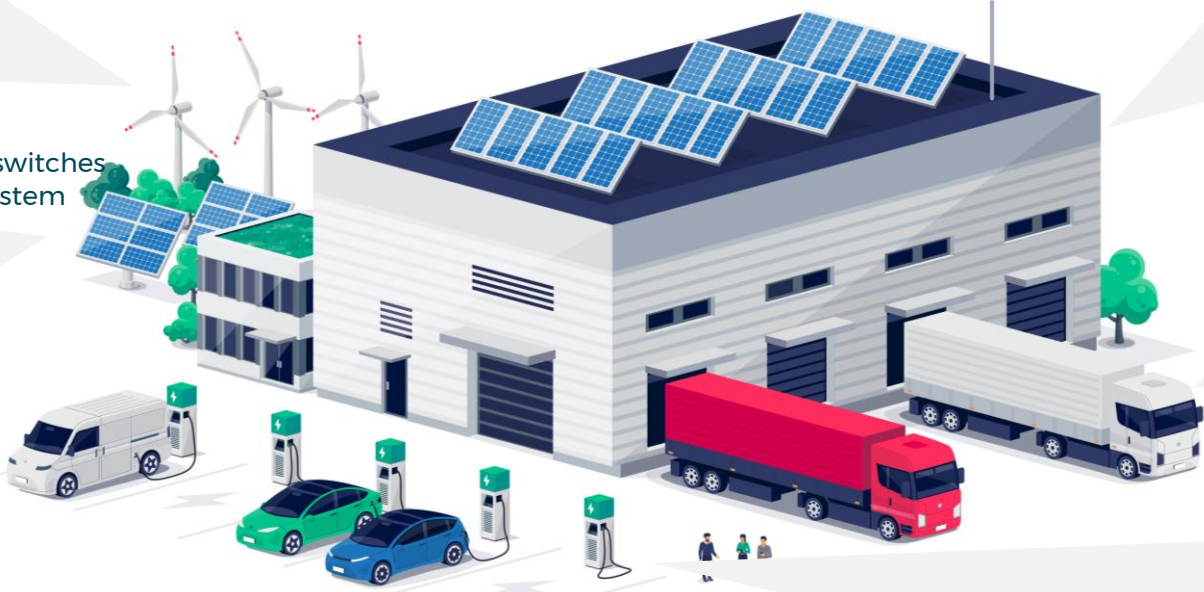
Liquid-cooled transformers to reduce harmonics, which increases wind system efficiencies



DC safety switches for solar system



Temperature sensors for monitoring electric motor in e-trucks to prevent over heating



Antennas, sensors, PoE modules and fibre optic & cable connections for modern warehouse management



Microcomputer for temperature-controlled food and drug delivery trucks



Nanocrystalline cores and magnetics enabling fast charging for hyperchargers

Board of Directors



Bruce Thompson - Non-Executive Chairman

Bruce joined the Board as a Non-Executive Director in February 2018. He is also Chairman of Avon Protection plc. He retired in 2018 as Chief Executive Officer of Diploma plc after 22 years. Bruce brings a wide range of strategic and leadership expertise to the Board with proven experience of growing international industrial businesses. Bruce is also a Non-Executive Director and Chairman of Avon Technologies plc.



Nick Jefferies - Group Chief Executive

Nick was appointed Group Chief Executive in January 2009. His experience of electronics and the components industry comes from holding senior positions for over 15 years with leading international distributors of electronic components and computer products, such as Electrocomponents plc and Arrow Electronics. Nick originally trained as an Electronics Design Engineer with Racal Defence (now part of Thales plc).



Simon Gibbins - Group Finance Director

Simon was appointed as Group Finance Director in July 2010. A Chartered Accountant, he was previously Global Head of Finance and Deputy CFO at Shire plc. Prior to joining Shire in 2000, he spent 6 years with ICI plc in various senior finance roles, both in the UK and overseas. His earlier career was spent with Coopers & Lybrand in London.



Celia Baxter - Non-Executive Director

Celia joined the Board on 1 June 2023. She has years of executive and board experience, including 13 years as Group HR Director at Bunzl plc, and a good understanding of decentralised, acquisitive international businesses. Celia is a Non-Executive Director of Volution Group plc and Genus plc. She was also a Senior Independent Director and Remuneration Committee Chair at Dowlais plc before it was delisted.



Rosalind Kainyah MBE - Non-Executive Director

Rosalind was appointed as a Non-Executive Director in November 2021, with effect from 1 January 2022. She has extensive experience in sustainability matters and currently runs Kina Advisory, an ESG consultancy. Previously, she was VP, External Affairs & Corporate Social Responsibility at Tullow Oil and held various roles at De Beers SA, latterly as President of De Beers Inc. in the US. Rosalind is also a Non-Executive Director at GEM Diamond Ltd, WE Soda Limited and EnQuest plc.



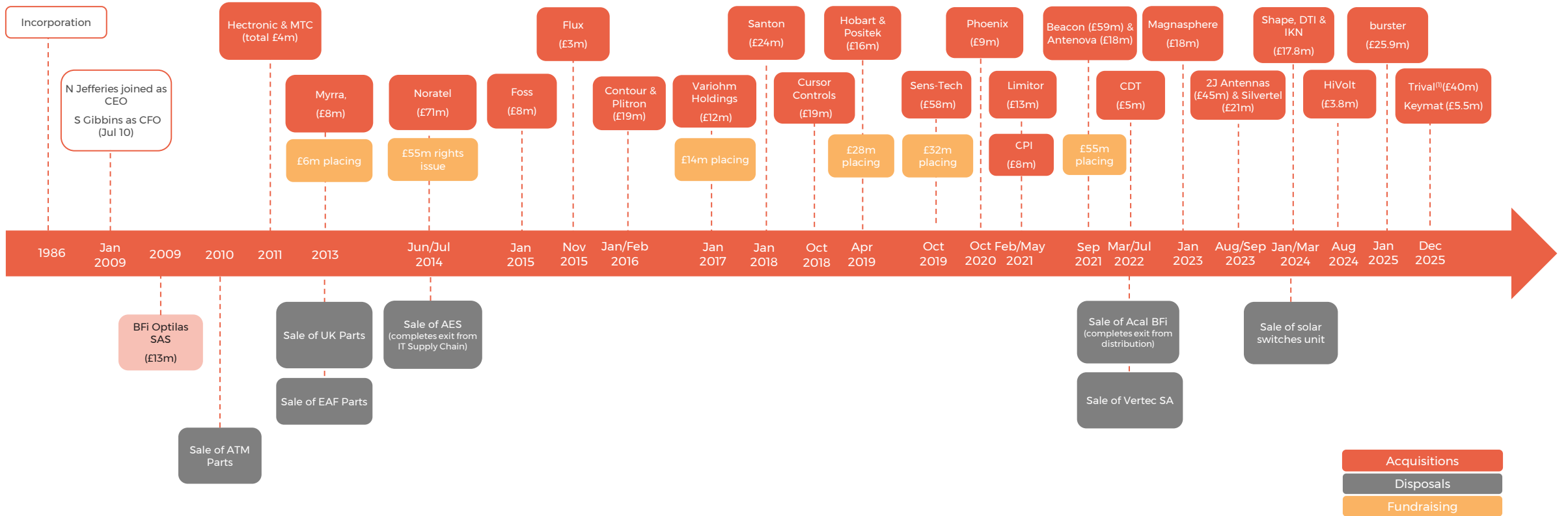
Clive Watson - Non-Executive Director

Clive, a Chartered Accountant, became a Non-Executive Director and Chair of the Audit & Risk Committee in September 2019. He is also a Non-Executive Director at Breedon Group plc, Kier Group plc and Trifast plc and was Non-Executive Director and Chair of the Audit Committee at Spirax-Sarco Engineering plc for 9 years. During his executive career he was Group Finance Director of Spectris plc for 13 years until 2019.

History since incorporation

Transformed from a regional distributor to a designer and manufacturer of niche electronic engineering group in 14 years with

- 29 design & manufacture acquisition for c.£526m
- 7 disposals



(1) Subject to regulatory approvals

Group structure



Cluster

Magnetics & Controls

	 <small>Inventors and Innovators of HMI Solutions</small>	
 <small>INNOVATIVE TRANSFORMER SOLUTIONS</small>	 <small>an acol group company</small>	
		 <small>Getting data where it needs to be.</small>

Magnetic components for use in power conversion, signal conditioning and switching

Controls components for use in remote control, monitoring, communication and interface control

Sensing & Connectivity

	 <small>Switches & Sensors</small>			
 <small>A Division of Variohm Electronics Ltd</small>				

Sensing components for sensing, measuring and controlling temperature, movement, pressure, force, position, load, weight and incline, x-ray detection and imaging

Connectivity components for switching, transmitting & receiving wirelessly, fibre optic components, electromagnetic shielding, cable connection

(1) Trival Antene is subject to regulatory approvals

Acquisition case study – Variohm

Building a successful sensing cluster

	FY17	FY25
Revenue growth	18% CAGR	
Op profit growth	29% CAGR	
Operating margin	11%	21%
Organic ROCE	21%	24%
ROCE	21%	18%
ROI	16%	21%
Working capital/ sales ratio	16.1%	17.5%
US/Asia sales	9%	45%



Acquired: January 2017

Products: Sensors & switches

Division: Sensing & Connectivity

Developments since acquisition:

- ❑ Developed long term strategic plan
- ❑ Organic growth in target markets
- ❑ 6 bolt-on acquisitions
- ❑ Cross-selling into European & US markets
- ❑ Inter-business production in Germany, Hungary & US
- ❑ Internationalised with 3 North American acquisitions and 3 European
- ❑ Upscaled top team – new Finance Director, Sales Director & Marketing Director
- ❑ Upscaled finance and sales teams
- ❑ Upgraded ERP system
- ❑ Integrated Group risk, control & ESG policies

Our customers

Low customer concentration: top 10 = 22%

Vestas



SIEMENS



Franklin Electric



Abbott

GRUNDFOS



ROHDE & SCHWARZ



HOLOGIC

BOMBARDIER
the evolution of mobility

Atlas Copco



SAAB



AIRBUS

Schneider Electric

Valeo

GYRUS ACMI



ABB



KONGSBERG

TW

IR
Ingersoll Rand



PHILIPS

SEL



TELEDYNE FLIR

Google

FUJITSU

Faiveley
TRANSPORT

Honeywell

DIEHL

& the European 'Mittelstand'

Share and shareholder information

Share information as of 12 January 2026

Ticker	DSCV
Exchange	London Stock Exchange
Index	FTSE 250
Industry	Industrials
Sector	Electronics & Electrical Equipment
Total shares in issue	97.4m
Market cap	£600m
Dividend (FY2024/25)	12.5p (FY2025/26 interim 4.05p)
Next reporting date	Mid April - FY trading update
MSCI ESG rating	A
Sustainalytics rating	Regional Top Rated (Europe)

- ❑ Top 10 holders represent 47%
- ❑ Next 15 (22%) – Aberdeen, Danske Bank, Hosking Partners, Financiere de l’Echiquier, L&G, Dimensional Fund, Canaccord Genuity Wealth, Vanguard, Invesco, Royal London, Chelverton, Royce, BNP Paribas AM
- ❑ 38% non-UK holding (8% N. America, 29% Europe, 1% RoW)
- ❑ Directors/management ownership: 4%

Top 10 shareholders	Country	% of shares issued*
Van Lanschot Kempen	The Netherlands	10.5%
BlackRock	UK/US	8.1%
Swedbank Robur	Sweden	5.6%
Impax Asset Management	UK	4.5%
Columbia Threadneedle	UK	3.5%
NFU Mutual	UK	3.3%
Montanaro Asset Management	UK	3.0%
ClearBridge Investments (formerly Martin Currie)	UK	3.0%
Charles Stanley	UK	2.9%
SEB Asset Management	Sweden	2.5%

*as of 8 January 2026

A nighttime cityscape featuring a prominent highway interchange with light trails from cars. The skyline is filled with illuminated skyscrapers, including the Petronas Towers. A network of glowing white lines connects various points across the city, suggesting a digital or communication network. The overall scene is vibrant and modern.

Thank You

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