THRUVISION
TECHNOLOGY

26 September 2025

THRU.L

1.3p

Market Cap: £5.8m

SHARE PRICE (p)

12m high/low	17.0p/0.7p

Source: LSE Data (priced as at prior close)

KEY DATA

Net (debt)/cash	£0.4m *(at 31/03/25)*
Enterprise value	£5.4m
Index/market	AIM
Next news	Interims, Dec
Shares in issue (m)	448.6
Executive Chair	Tom Black
CEO/CFO	Victoria Balchin

COMPANY DESCRIPTION

Thruvision is the leading developer, manufacturer and supplier of walk-through security technology.

www.thruvision.com

THRUVISION IS A RESEARCH CLIENT OF PROGRESSIVE

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FY25 results – resetting for growth

FY25 proved to be a difficult year for Thruvision, with revenue of £4.2m reflecting the absence of large material orders, together with a strategic review being undertaken and a change in management. Management notes improved momentum, with Q1 FY26 order intake up 145% year on year to £2.3m, driven by a major Asian government contract and sustained repeat revenue in Retail Distribution. Sales activity is high, although conversion of sales leads to orders has slowed over the summer months. Supported by a strong cost discipline, Thruvision is well placed to drive higher revenue, but is heavily reliant on the conversion of pipeline opportunities to achieve its target of cash generation in FY27.

- **FY25 key highlights.** Revenue fell 47% to £4.2m due to a lack of large material orders (>£0.5m). The adjusted EBITDA loss widened to £3.8m (FY24: £2.5m loss), in line with market expectations. Year-end net cash stood at £0.4m, which was also boosted by a £2.75m fundraise July 2025.
- **FY26 outlook and guidance.** Management believes it remains on track to deliver significant revenue growth in FY26, noting that revenue is already ahead of last year. Its diversified international customer base underpins the growth forecast, with the global security screening market estimated to be worth around $17bn, with a forecast CAGR of 7.2% from FY24 to FY32 *(source: Polaris Market Research)*.
- **Reinstating estimates for FY26 and FY27.** Thruvision has made a strong start to FY26 with a major Asian government order and repeat unit sales in Retail Distribution, despite a slowing of order conversion over the summer months. Given the expected increased revenue, stable adj. gross margin and lower operating costs, we forecast a lower adj. EBITDA loss in FY26 and approaching breakeven in FY27. Although we have been conservative with our revenue estimates, we note the order pipeline supports the anticipated level of revenue, acknowledging uncertainty in the inherently lumpy nature of order timing.
- **Investment case.** Thruvision experienced a tough FY25 with revenue halved and losses widening. However, FY26 has started strongly with a major contract win, a refreshed sales approach and growing momentum in Retail Distribution and Customs. Given the new product launches, strong cost control discipline, including a focus on reducing cost to build and a significant sales pipeline, Thruvision is targeting significant growth in FY26 and a path to profitability in FY27. The stock trades at a discount to peers, offering a potential re-rating as revenue momentum builds.

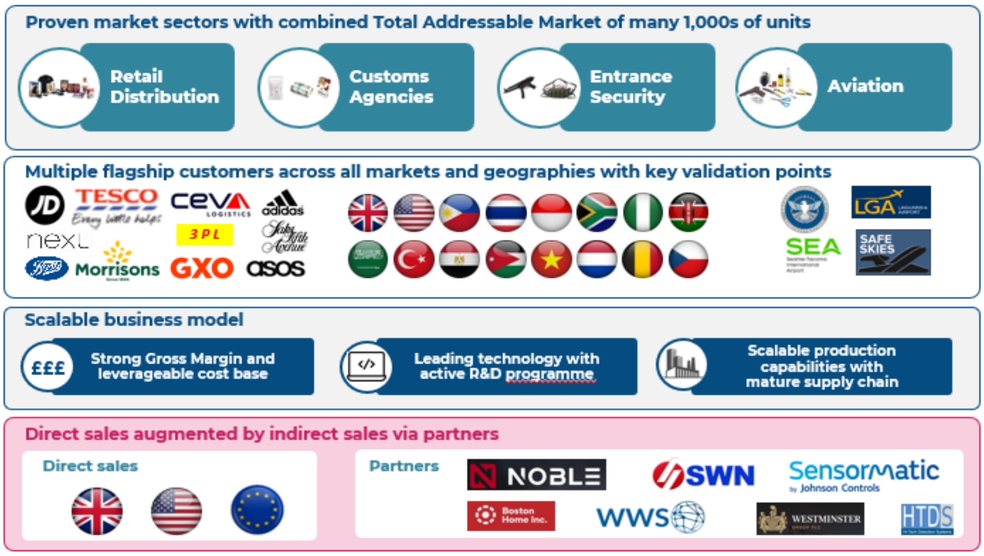
FYE MAR (£M)	2023	2024	2025	2026E	2027E
Revenue	12.4	7.8	4.2	7.1	9.2
Adj EBITDA	-0.2	-2.5	-4.1	-1.9	-0.7
Fully Adj PBT	-0.8	-3.0	-4.4	-2.5	-1.2
Fully Adj EPS (p)	-0.5	-1.9	-2.6	-0.6	-0.2
EV/Sales (x)	0.4x	0.7x	1.3x	0.8x	0.6x
EV/EBITDA (x)	-24.8x	-2.2x	-1.3x	-0.9x	-2.5x
PER (x)	N/A	N/A	N/A	N/A	N/A

Source: Company Information and Progressive Equity Research estimates.

The Thruvision solution

Thruvision has a unique market position as the only company with proven advanced AI-based people-screening security technology internationally, which can screen people in real-time at walking speed. The model is evolving, with strong interest for WalkTHRU lanes that allow higher volume screening. The platform is modular in construction, making it extremely scalable and repeatable in manufacture, with differing image processing applications to meet customer requirements.

Thruvision – Strategy summary



Source: Company information, Progressive Equity Research estimates

Thruvision – a refresher

Thruvision delivered impressive growth between FY21 and FY23, underpinned by meaningful contract wins with US Customs and Border Protection (CBP). Revenue peaked at £12.4m in FY23, with deployments at 14 of CBP's 328 Ports of Entry, highlighting the significant long-term potential within this customer base. However, FY24 revenue fell to £7.8m, followed by a decline to £4.2m in FY25. The slowdown reflects both stalled procurement from CBP and delays in other large projects. Compounding this, the strategic review in January 2025 also created an additional drag on sales momentum.

In FY25, the company underwent significant management changes. In October 2024, Tom Black transitioned from Non-Executive Chairman to Executive Chairman. Colin Evans stepped down as CEO that same month, and in December 2024 Victoria Balchin was appointed CEO while continuing in her role as CFO. The sales leadership team has also been restructured, shifting the approach from broad channel coverage to a targeted strategy focused on engagement with key partners.

FY26 has started strong, with a major contract win, a refreshed sales approach and growing momentum in Retail Distribution and Customs. Given the new product launches, strong cost control discipline including a focus on reducing cost to build, and a healthy sales pipeline, the company is targeting significant growth in FY26 and a path to profitability in FY27. The stock trades at a discount to peers, offering a potential re-rating as revenue momentum builds.

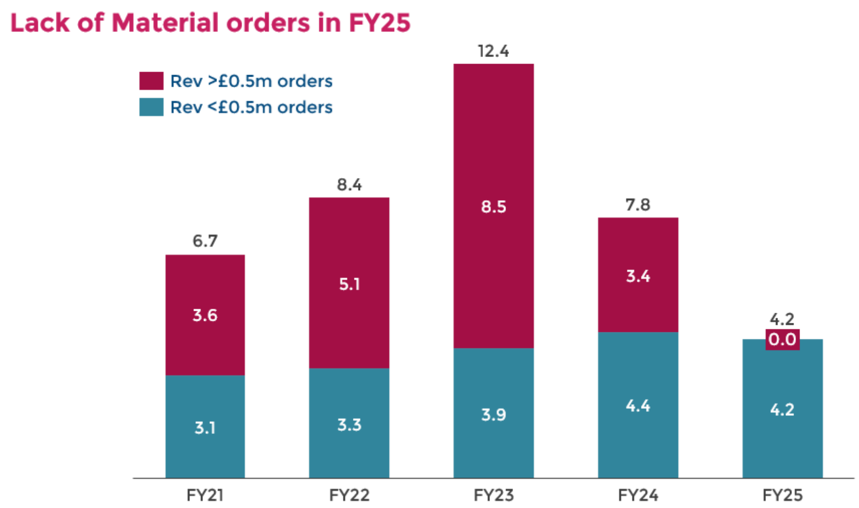
FY25 financial highlights

Thruvision – Key performance metrics, FY25 vs FY24	FY25 (£m)	FY24 (£m)
Revenue	4.2	7.8
Adjusted gross profit	1.9	4.1
Adjusted gross margin	44.9%	53.0%
Adjusted EBITDA loss	(3.8)	(2.5)
Adjusted loss before tax	(4.4)	(3.0)

Source: Company information, Progressive Equity Research

FY25 revenue fell to £4.2m (FY24: £7.8m), with all sales derived from smaller orders (<£0.5m). The highlight was Retail Distribution, which grew 52% to £2.9m, supported by strong repeat business (58%) with six new client wins (vs three in FY24), and follow-on orders from NEXT plc. These gains were offset by an 80% fall in Customs and Entrance Security revenue to £1.1m, as CBP orders were stalled and Entrance Security faced tough comparators. Nonetheless, the framework agreement with CBP runs to September 2026, and Thruvision's customs agency base is 11 globally. Aviation contributed a modest £0.1m, but remains an area of medium-term opportunity.

Material vs Core revenue, FY21-25

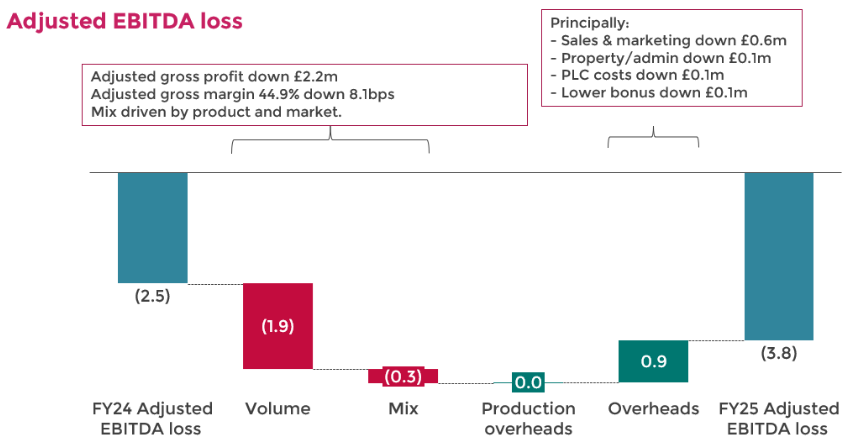


Source: Company information, Progressive Equity Research

Adjusted gross profit was under pressure driven by lower revenues, sales mix and discounting of older products ahead of the 81 Series launch in February 2025. Adjusted gross margin dropped to 44.9% (FY24: 53.0%), with adjusted gross profit down 55% to £1.9m. Thruvision's statutory gross margin fell 14.1ppts to 31.0%, impacted by lower production volumes and weaker overhead absorption. Adjusted metrics paint a clearer picture of input-cost pressures, product mix and pricing, with adjusted gross profit down in line with revenue.

The group reported an adj. EBITDA loss of £3.8m (FY24: £2.5m loss), in line with expectations, reflecting weaker revenue and gross profit. Lower operating costs provided some offset and adj. overheads fell 15% to £5.2m, with sales & marketing spend reduced by £0.6m to £1.9m. Engineering/R&D edged up to £1.1m as software headcount grew. Exceptional costs of £180k related to the ongoing Strategic Review. Cash fell to £0.4m (FY24: £4.1m) driven by a £4.4m operating outflow, including adj. EBITDA loss (£3.8m) and inventory build (£1.4m) for the 81 Series launch. This was partly offset by a £1.3m placing in November 2024 and modest working capital inflows. Thruvision has also reduced its HSBC overdraft facility to £0.1m until May 2026. Post year-end, the company raised a further £2.75m (gross) in July, strengthening liquidity.

EBITDA bridge, FY24 to FY25



Source: Company information, Progressive Equity Research

Reinstating estimates

Estimates table

£m unless stated	FY25 Actual	FY26 Estimates	Change (YoY%)	FY27 Estimates	Change (YoY%)
Revenue	4.2	7.1	70%	9.2	30%
Adj EBITDA	-4.1	-1.9	-	-0.7	-
Fully adj PBT	-4.4	-2.5	-	-1.2	-
Fully adj EPS (p)	-2.6	-0.6	-	-0.2	-
Net Debt/ Cash	0.4	2.0	-	-0.1	-

Source: Company information, Progressive Equity Research

For FY26, we forecast revenue to reach £7.1m, representing growth of 70%, driven by momentum in Retail Distribution, a recovery in Customs and changes in sales & marketing initiatives. Uptake in Retail Distribution is accelerating as market penetration encourages additional retailers and logistics operators in the UK, US and Europe. Rising border security, particularly in the US, is expected to support Customs. Total Q1 order intake was £2.3m (up 145%), with management reporting multiple material opportunities across Asia and other regions, several of which are expected to convert during FY26 and FY27. The US business has also performed strongly to date, including repeat unit purchases from existing Retail Distribution customers, while Thruvision secured its first unit sale to a UK prison.

We forecast additional revenue growth in FY27 of around 30% to £9.2m. We have been conservative with our revenue assumptions while noting that the order pipeline supports a higher level of revenue. However, we acknowledge that the inherently lumpy nature of orders timing can cause uncertainty. Management has flagged additional opportunities over and above the order pipeline, which would improve the cash position.

The adjusted gross margin in FY26 is expected to remain under pressure (FY25: 44.9%), reflecting discounting to clear older inventory built up during FY25 in anticipation of higher sales. The Box Clever cost-reduction initiative and a greater share of higher-margin government sales are expected to improve adjusted gross margins in FY27. Reported gross margins should also recover as volumes increase. Administrative expenses are projected to decline in FY26 following restructuring of the sales, marketing and management functions during H2 FY25, partly offset by modest increases in engineering. FY27 costs are expected to rise broadly in line with inflation. The combination of higher revenue, stable gross margin and lower operating costs is expected to deliver a reduced adjusted EBITDA loss in FY26, approaching breakeven level in FY27.

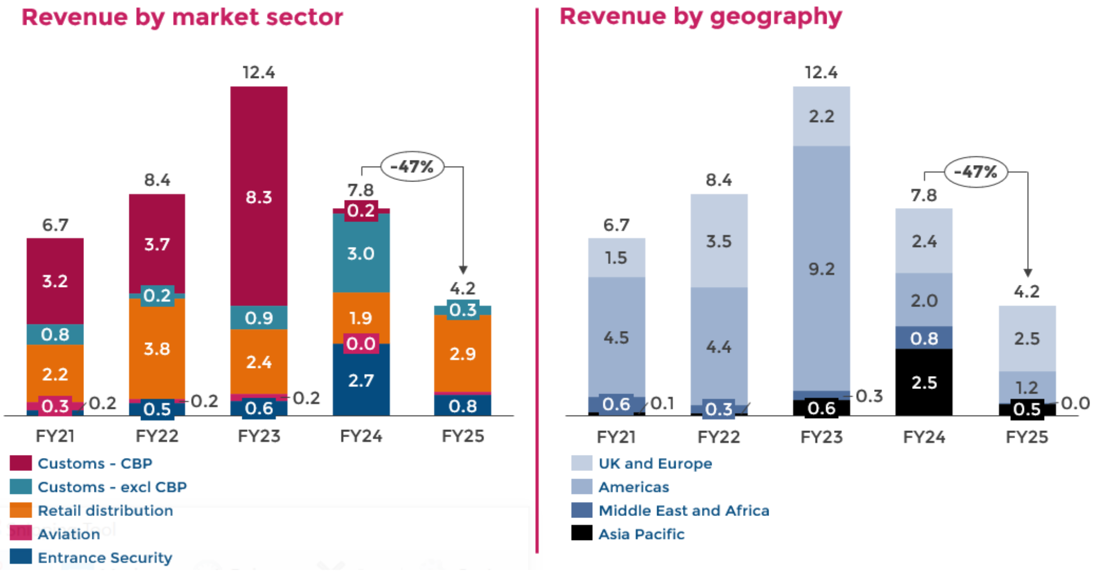
Changes in sales and marketing

Source: Company information

Segmental performance

Thruvision is operating in four distinct end markets, creating a more diversified revenue base with multiple growth opportunities, which underpins management's confidence in reaching profitability in the medium term.

Thruvision – Divisional revenue split



Source: Company information, Progressive Equity Research

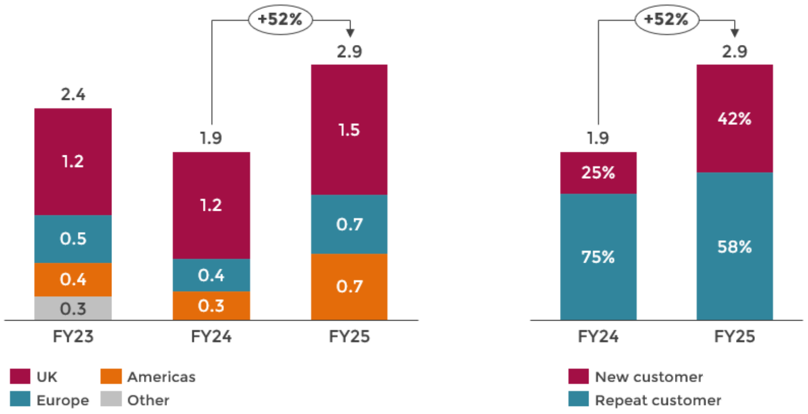
Retail Distribution

Thruvision delivered a year of strong performance in Retail Distribution, with revenue increasing by 52% to £2.9m. Growth was driven by both new customer wins and further expansion from existing accounts, demonstrating the proven value of the Thruvision solution in Retail Distribution. Six new retail customers were secured during the year, which contributed £1.2m of revenue (42% of total retail distribution revenue). The remaining revenue (58%) came from existing customers that extended their Thruvision fleet, principally through the adoption of the WalkTHRU solution which highlights the compelling return on investment (RoI) achieved.

Performance was strong across all key regions. UK revenue grew 22% to £1.5m, Americas grew 106% to £0.7m and Europe grew 78% to £0.7m. The 'land and expand' model is characterised by a large number of smaller, site-by-site orders, and once customers achieve an initial RoI they look to expand deployments or upgrade units as they refine theft-reduction strategies within their organisations. Underlying demand for detection is robust as employee theft remains a growing issue in the industry. The Thruvision product is increasingly being used to both check inbound staff for concealed weapons or other prohibited items such as drugs, while employing the same systems for theft detection for outbound staff. Once embedded into a client's infrastructure, the Thruvision solution delivers a fast payback and becomes inherently 'sticky' within the organisation.

Management expects continued growth from both established and new customers. The strategy is focused on deepening relationships with existing key global accounts, predominantly global logistics companies operating across the UK, Europe and North America, while also building a strong pipeline of new business opportunities.

Focus on Retail Distribution



Source: Thruvision

The signing of a sales partnership with Sensormatic Solutions in FY24 is an important initiative that is starting to gain traction with initial pilots underway. Thruvision's cameras and scanning software complement Sensormatic's robust loss-prevention solutions portfolio and already large global retail customer base. Management is continuing to support the Value-Added Reseller (VAR) network and now has relationships with 11, covering much of Europe and Asia as well as the Americas.

Customs

Revenue for the year declined by £2.8m to £0.3m, reflecting the absence of new equipment orders from US Customs and Border Protection (CBP).

Thruvision technology continues to be deployed by international customs agencies in 11 countries, where it is used to screen travellers for drugs, other contraband and cash. There are significant opportunities to expand its market footprint, with a material order pipeline developing into FY26 and beyond with both new and existing customers.

As reported, US Federal budget constraints in FY24 and FY25 contributed to CBP not placing further orders during FY24 or FY25. Encouragingly, on 4 July 2025, President Trump signed the One Big Beautiful Bill Act into law, which allocates US$6.2bn for Border Security, Technology and Screening. While this is a positive development, no order certainty from CBP can be guaranteed at this stage.

The multi-year CBP framework purchasing agreement remains in place until September 2026, with US$33.5m of remaining purchase capacity. In the meantime, Thruvision is able to derive recurring support revenues from the 118 cameras already deployed by CBP.

Aviation

Thruvision is seeing interest from airports in the US, with its first order received from a regional airport under the recent TSA Mandate for worker screening and additional sales expected in this area.

In Aviation, the focus remains on the US market through a long-standing relationship with the Transportation Security Administration (TSA). Thruvision technology is deployed at security checkpoints to ensure no prohibited items are taken airside, and is currently in service at four international US airports for the screening of aviation workers. Revenue increased to £0.1m in the year, from a low base.

Security screening in aviation is a regulated activity, and to date Thruvision technology has been approved only for aviation worker screening in the USA. In response to changes in international aviation policy, the TSA issued a National Mandate in Autumn 2023 requiring US airports to upgrade aviation worker screening capabilities. Under this mandate, Thruvision is listed in the TSA's Aviation Worker Screening Toolkit.

To strengthen its market position, Thruvision completed operational testing and evaluation of the WalkTHRU solution at San Diego International Airport in 2024, working with the National Safe Skies Alliance (Safe Skies), an independent non-profit funded by the US Federal Aviation Administration.

This testing demonstrates that Thruvision is well positioned to support US airports in meeting new TSA-mandated security requirements which have a deadline for implementation of April 2026. Since the announcement, there has been a meaningful increase in sales enquiries, which are expected to lead to further new sales in FY26.

Entrance Security

There has been renewed interest in Entrance Security in prisons, critical national infrastructure sites, sites of national significance and high-security buildings given the global political unrest.

Sales in this segment totalled £0.8m in FY25, a decline of £1.9m on FY24, reflecting the cycling of strong growth recorded in FY24 in traditional entrance security weapons checks.

In March 2025, Thruvision was selected by the O2 in London to provide screening for attendees at a sold-out premier event. Using the latest 81 Series high-footfall cameras, the deployment was focused on detecting organic materials that could potentially be used maliciously during the high-profile event. In partnership with the venue's security team, Thruvision contributed to ensuring the event passed without incident.

This success has since generated several additional opportunities, including a proof of concept at a high-profile sporting event. Across all applications, Thruvision technology continues to be chosen for its unique ability to reliably detect a broad range of threat objects, including non-metallics and organic materials, across diverse operational environments.

Outlook and conclusion

FY25 was a challenging year for Thruvision, with revenue significantly reduced by the absence of large material orders. Despite this, the group demonstrated resilience through continued growth in Retail Distribution, the successful launch of the 81 Series product and an expanded global customer base. The strategic review confirmed the strength of Thruvision's technology and markets, resulting in further shareholder backing to support the group's strategy as an independent business.

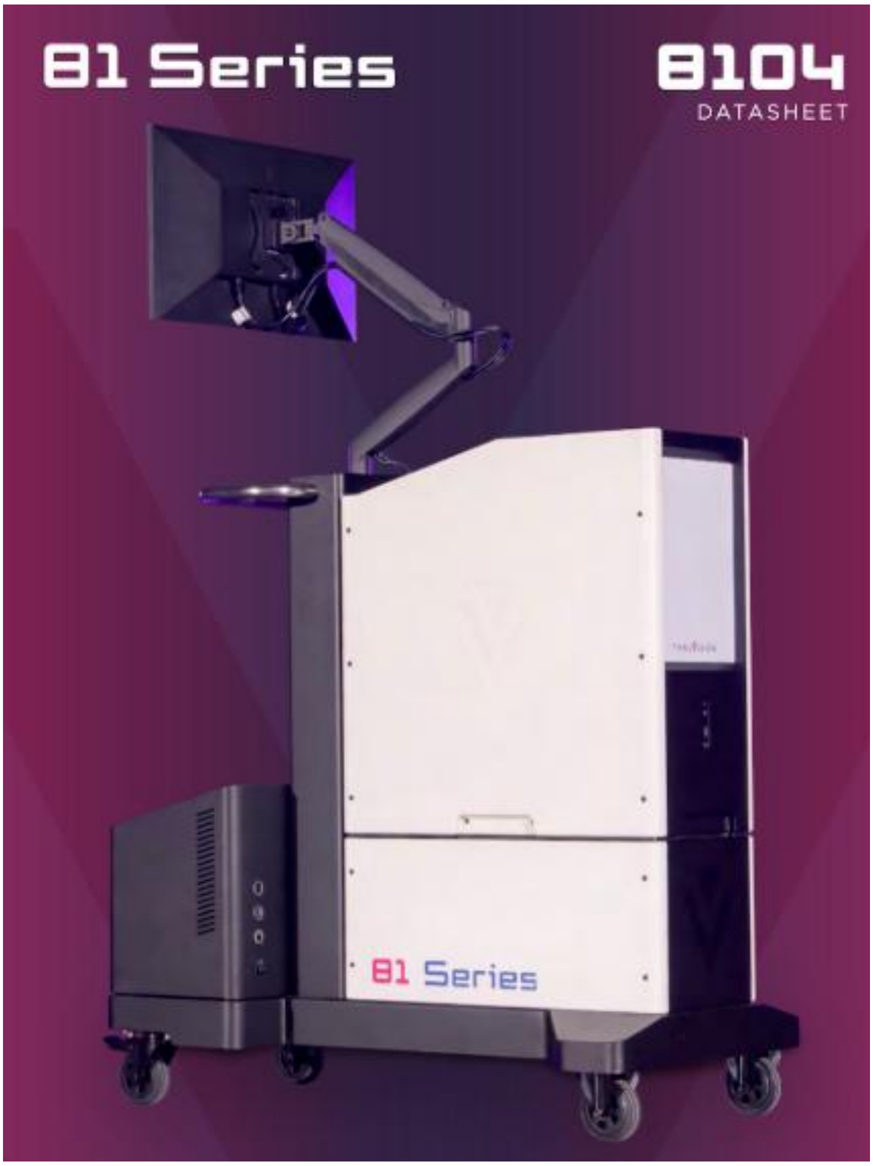
Looking ahead, FY26 has started positively with revenue ahead of the prior year and a healthy pipeline across all four core markets: Retail Distribution, Customs, Aviation and Entrance Security. The increased global emphasis on border and aviation security, combined with ongoing interest from US CBP and the TSA mandate for aviation worker screening, presents meaningful opportunities for growth. Retail Distribution continues to deliver robust repeat business, reinforcing the strong return on investment seen by customers.

Achieving the estimated revenue is reliant upon the conversion of the sales pipeline in volume and value significantly ahead of that achieved in the previous year. While management is confident that this is achievable, the nature of the sales cycle means that orders may take longer than expected to materialise, with the business potentially requiring funding in excess of currently available facilities over the forthcoming 12-month period.

Management remains focused on delivering profitable revenue growth through three key levers: expanding international market reach, advancing the product roadmap with AI-enhanced detection capabilities, and reducing unit build costs to improve margins and competitiveness. With strengthened leadership, a change in sales and marketing focus, new product momentum and supportive market trends, we believe Thruvision is well positioned to convert its pipeline into orders and deliver significant revenue growth in FY26 and beyond.

Latest Thruvision product – 81 Series

High-performance people screening cameras



Source: Thruvision

Financial Summary: Thruvision

Year end: March (£m unless shown)

PROFIT & LOSS	**2023**	**2024**	**2025**	**2026E**	**2027E**
Revenue	12.4	7.8	4.2	7.1	9.2
Adj EBITDA	(0.2)	(2.5)	(4.1)	(1.9)	(0.7)
Adj EBIT	(0.9)	(3.0)	(4.7)	(2.4)	(1.2)
Reported PBT	(0.8)	(2.8)	(4.6)	(2.1)	(1.1)
Fully Adj PBT	(0.8)	(3.0)	(4.4)	(2.5)	(1.2)
NOPAT	(0.7)	(2.9)	(4.6)	(2.2)	(1.1)
Reported EPS (p)	(0.5)	(1.9)	(2.8)	(0.6)	(0.2)
Fully Adj EPS (p)	(0.5)	(1.9)	(2.6)	(0.6)	(0.2)
Dividend per share (p)	0.0	0.0	0.0	0.0	0.0
CASH FLOW & BALANCE SHEET	**2023**	**2024**	**2025**	**2026E**	**2027E**
Operating cash flow	(2.5)	(0.8)	(4.4)	(0.6)	(1.6)
Free Cash flow	(2.6)	(1.4)	(4.8)	(1.1)	(2.1)
FCF per share (p)	(1.8)	(0.9)	(2.9)	(0.3)	(0.5)
Acquisitions	0.0	0.0	0.0	0.0	0.0
Disposals	0.0	0.0	0.0	0.0	0.0
Shares issued	0.1	3.1	1.3	2.8	0.0
Net cash flow	(2.7)	1.3	(3.8)	1.7	(2.1)
Overdrafts / borrowings	0.0	0.0	0.0	0.0	0.0
Cash & equivalents	2.8	4.1	0.4	2.0	(0.1)
Net (Debt)/Cash	2.8	4.1	0.4	2.0	(0.1)
NAV AND RETURNS	**2023**	**2024**	**2025**	**2026E**	**2027E**
Net asset value	8.8	8.8	5.6	6.2	5.1
NAV/share (p)	6.0	5.7	3.4	1.8	1.1
Net Tangible Asset Value	1.2	1.4	1.2	1.2	1.3
NTAV/share (p)	0.8	0.9	0.7	0.4	0.3
Average equity	9.1	8.8	7.2	5.9	5.6
Post-tax ROE (%)	(31.2%)	(52.4%)	(29.9%)	(18.1%)	0.0%
METRICS	**2023**	**2024**	**2025**	**2026E**	**2027E**
Revenue growth	(16.3%)	24.8%	48.5%	(37.1%)	(46.7%)
Adj EBITDA growth	45.0%	9.5%	(87.1%)	1050.7%	64.1%
Adj EBIT growth	36.1%	9.2%	(60.4%)	240.7%	54.8%
Adj PBT growth	98.8%	(5.9%)	(62.4%)	254.1%	45.9%
Adj EPS growth	128.0%	(33.3%)	(52.0%)	238.6%	50.3%
Dividend growth					
Adj EBIT margins	(30.9%)	(27.0%)	(7.2%)	(39.0%)	(113.3%)
VALUATION	**2023**	**2024**	**2025**	**2026E**	**2027E**
EV/Sales (x)	0.4	0.7	1.3	0.8	0.6
EV/EBITDA (x)	-24.8	-2.2	-1.3	-0.9	-2.5
EV/NOPAT (x)	-7.5	-1.8	-1.2	-2.5	-4.9
PER (x)	N/A	N/A	N/A	N/A	N/A
Dividend yield	N/A	N/A	N/A	N/A	N/A
FCF yield	(136.3%)	(68.0%)	(223.5%)	(23.2%)	(34.8%)

Source: Company information and Progressive Equity Research estimates

26 September 2025

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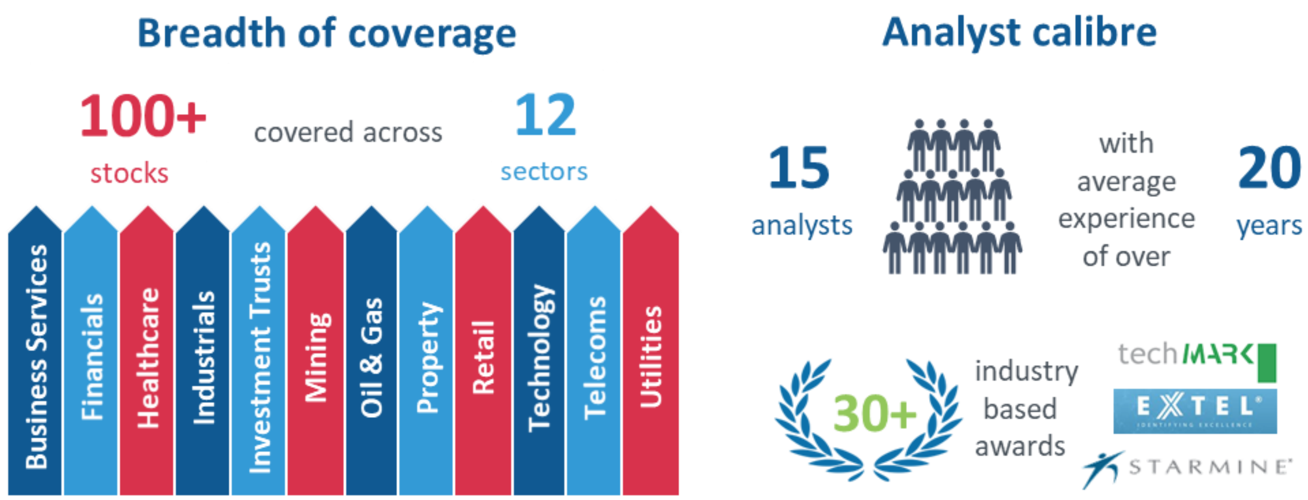

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