



ASX Announcement

16 July 2020

Trading Update

Beacon Lighting Group Limited (ASX: BLX) is pleased to announce a strong sales and profit result for FY2020.

FY2020 Sales

Based on the unaudited sales result, during FY2020 (for the 52 weeks ending 28 June 2020) the Beacon Lighting Group achieved the following sales result compared to the corresponding period in FY2019:

- Statutory sales of circa \$252 million, sales growth of circa 2.6%
- Underlying sales (excluding Beacon Energy Solutions) of circa \$251 million, sales growth of circa 8.0%
- Company stores comparative sales growth of 7.2%
- Online sales growth of 50.6%

FY2020 Profits

Based on the unaudited profit result, during FY2020 (for the 52 weeks ending 28 June 2020) the Beacon Lighting Group achieved the following unaudited profit result compared to the corresponding period in FY2019:

- Statutory Net Profit After Tax of circa \$22 million, profit growth of circa 38.5%
- Underlying Net Profit After Tax (excluding the Parkinson Distribution Centre sale, AASB 16 Lease Accounting and Beacon Energy Solutions) of circa \$19 million, profit growth of circa 16.7%

Beacon Lighting Group CEO Glen Robinson said “despite the disruptive times over H2 FY2020 the Group has been able to achieve outstanding results. These results would not have been possible if it was not for our adaptable and resilient team at Beacon Lighting and the continued support of our valued customers. Our ongoing commitment to innovate the lighting and ceiling fan categories, ensures our customer receive the latest products. This together with exceptional service and great value has helped the business navigate through

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the global pandemic so far, however there still remains a lot of uncertainty for the future and the Australian economy”.

Further details of the Beacon Lighting Group FY2020 result will be provided on the release of the audited accounts on 20 August 2020.

Please note that all financial information included in this trading update is unaudited and is still subject to review by the Beacon Lighting Group auditors.

Further Information

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This update was authorised to be released to the ASX by the Beacon Lighting Group Board of Directors.