

FY2025 RESULTS PRESENTATION

28 AUGUST 2025



BEACON
LIGHTING
GROUP

Beacon
LIGHTING

Beacon
TRADE

Beacon
COMMERCIAL

Beacon
INTERNATIONAL

**LIGHT
SOURCE**
SOLUTIONS

CONNECTED
LIGHT SOLUTIONS

MASSON
FOR LIGHT


CUSTOM LIGHTING
DESIGNERS OF LIGHT

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RESULTS OVERVIEW

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FINANCIAL HIGHLIGHTS

\$328.9m
RECORD SALES

69.1%
GROSS PROFIT MARGIN

\$87.1m
EBITDA

\$29.4m
NPAT

8.9%
NPAT MARGIN

\$55.2m
CASH ⁽¹⁾

(1) Cash and cash equivalents (including other financial assets)

40%

TOTAL TRADE SALES %
OF RELEVANT SALES ⁽¹⁾

\$125m

TOTAL TRADE SALES
EXCEEDED

24%

STORE TRADE SALE
INCREASENEW
STORESCHATSWOOD (NSW) ⁽²⁾
PORT STEPHENS (NSW)
SHEPPARTON (VIC)
BENDIGO (VIC) ⁽³⁾
BALLINA (NSW)
TAREN POINT (NSW) ⁽³⁾DESIGNED
AND DEVELOPED

558

NEW INNOVATIVE
PRODUCTS

200

TEAM MEMBERS:
NEW BLX
SHAREHOLDERS ⁽⁴⁾

(1) Relevant sales include Store, Commercial, Masson for Light and Custom Lighting sales

(2) Chatswood (NSW) was a relocation for the Killara (NSW) store, which is now closed

(3) The Bendigo (VIC) and Taren Point (NSW) stores were relocated to larger stores

(4) New BLX shareholders through the Beacon Team Share Plan

FY2025 STATUTORY RESULT

\$'000	STATUTORY FY2024	STATUTORY FY2025	CHANGE \$	CHANGE %
Sales	323,063	328,918	5,855	1.8%
Gross Profit	222,816	227,221	4,405	2.0%
Gross Profit Margin %	69.0%	69.1%		
Other Income ⁽¹⁾	2,270	2,803	533	23.5%
% of Sales	0.7%	0.9%		
Operating Expenses ⁽²⁾	(138,601)	(142,955)	(4,354)	3.1%
% of Sales	42.9%	43.5%		
EBITDA ⁽³⁾	86,485	87,069	584	0.7%
EBITDA Margin %	26.8%	26.5%		
EBIT ⁽³⁾	51,765	50,988	(777)	(1.5%)
EBIT Margin %	16.0%	15.5%		
Net Profit After Tax (NPAT)	30,102	29,368	(734)	(2.4%)
NPAT Margin %	9.3%	8.9%		

(1) Other Income includes other revenue, other income and a share of net profit of associates

(2) Operating Expenses excludes interest, depreciation and amortisation

(3) Refer to Appendix 1 for further information on Non-IFRS financial measures

FY2025 RESULT vs FY2024 UNDERLYING RESULT

\$'000	UNDERLYING FY2024 ⁽¹⁾	STATUTORY FY2025	CHANGE \$	CHANGE %
Sales	317,059	328,918	11,859	3.7%
Gross Profit	218,526	227,221	8,695	4.0%
Gross Profit Margin %	68.9%	69.1%		
Other Income ⁽²⁾	2,256	2,803	547	24.2%
% of Sales	0.7%	0.9%		
Operating Expenses ⁽³⁾	(135,796)	(142,955)	(7,159)	5.3%
% of Sales	42.8%	43.5%		
EBITDA ⁽⁴⁾	84,985	87,069	2,084	2.5%
EBITDA Margin %	26.8%	26.5%		
EBIT ⁽⁴⁾	50,885	50,988	103	0.2%
EBIT Margin %	16.0%	15.5%		
Net Profit After Tax (NPAT)	29,569	29,368	(201)	(0.7%)
NPAT Margin %	9.3%	8.9%		

(1) FY2024 52 week underlying result. Refer to Appendix 2 for the FY2024 Underlying Profit Reconciliation

(2) Other Income includes other revenue, other income and a share of net profit of associates

(3) Operating Expenses excludes interest, depreciation and amortisation

(4) Refer to Appendix 1 for further information on Non-IFRS financial measures

FINANCIALS

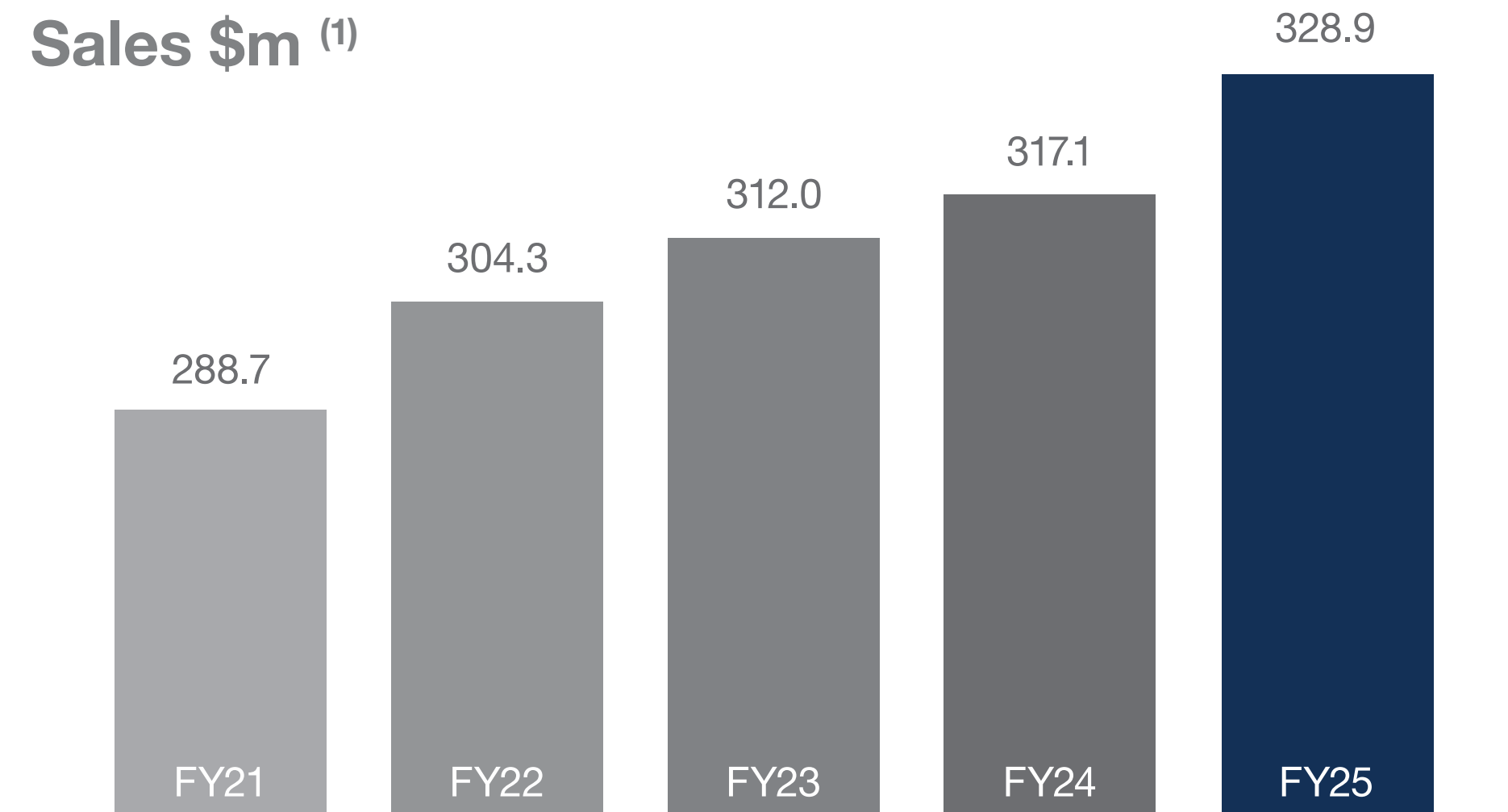
Please Note: All financial information for the remainder of this presentation will be based on the 52 week underlying result for FY2024 (unless otherwise stated).



SALES

SALES: Increased to \$328.9 million

- Company store comparative sales increased by 1.5%.
- Sales momentum increased in Q4 FY2025.
- Total trade sales now exceed \$125 million.
- Store trade sales increased by 24%.
- Record sales for Beacon Lighting Stores, Beacon International and Light Source Solutions.



(1) FY2024 52 Week Underlying Result

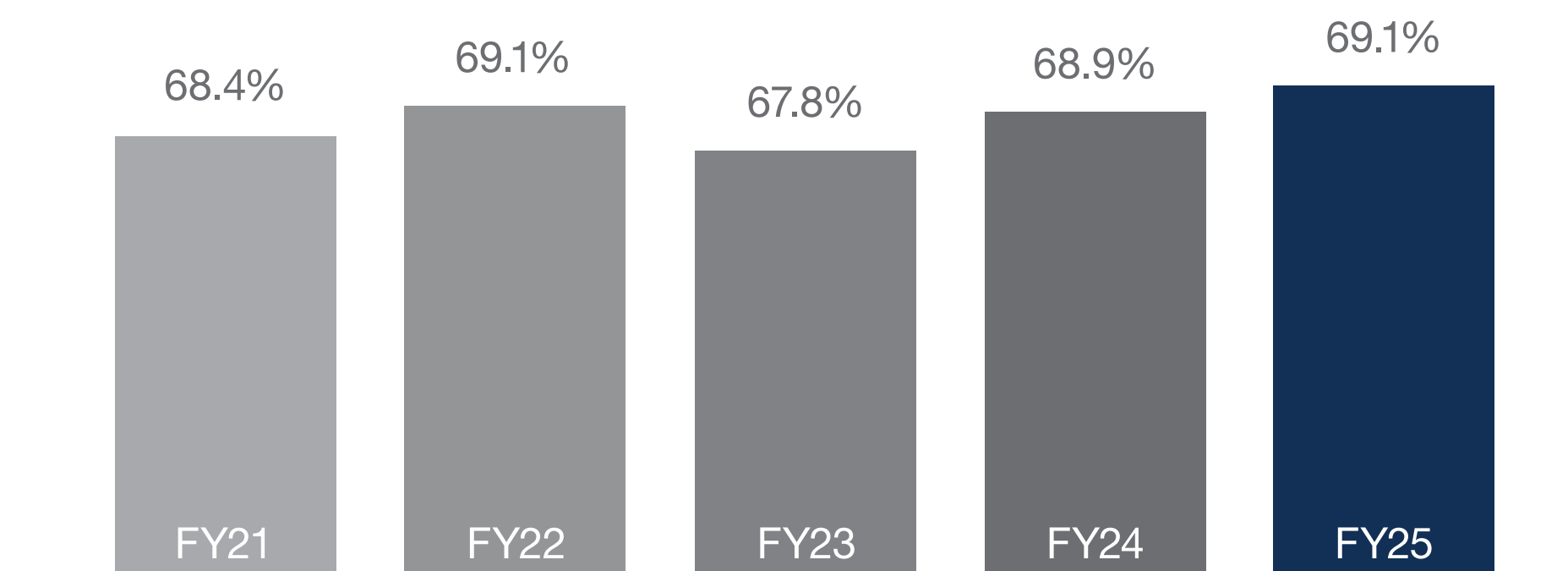


GROSS PROFIT

GROSS PROFIT: 69.1% of Sales

- Gross profit margin increased 20bps to be 69.1%.
- The vertically integrated supply chain has continued to support the gross profit margins, despite the increase in sales to trade customers.
- Innovative new products designed and developed in Australia continue to be well recieved by our customers.

Gross Profit % ⁽¹⁾



(1) FY2024 52 Week Underlying Result



OPERATING EXPENSES & OTHER INCOME

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OPEX: 43.5% of Sales for a Total of \$143.0m

- Other income increased by 24.2% because of a strong cash position and increased interest rates.
- Ongoing management of operating expenses continues to be a priority. Operating expenses increased by 5.3% to be 43.5% of sales.
- Marketing expenses declined, while there were modest increases in Selling and Distribution and General and Admin expenses.
- Depreciation and Finance Costs have continued to increase reflecting the opening of new stores and other business investments.

	\$'000	FY2024 ⁽¹⁾	FY2025	Change \$	Change %
Other Income		2,256	2,803	547	24.2%
<i>% of Sales</i>		<i>0.7%</i>	<i>0.9%</i>		
Marketing Expenses		16,779	16,145	(634)	(3.8%)
<i>% of Sales</i>		<i>5.3%</i>	<i>4.9%</i>		
Selling and Distribution		100,919	107,585	6,666	6.6%
<i>% of Sales</i>		<i>31.8%</i>	<i>32.7%</i>		
General and Admin		18,098	19,225	1,127	6.2%
<i>% of Sales</i>		<i>5.7%</i>	<i>5.8%</i>		
Operating Expenses		135,796	142,955	7,159	5.3%
<i>% of Sales</i>		<i>42.8%</i>	<i>43.5%</i>		
Depreciation		34,101	36,081	1,980	5.8%
<i>% of Sales</i>		<i>10.8%</i>	<i>11.0%</i>		
Finance Costs		8,343	8,836	493	5.9%
<i>% of Sales</i>		<i>2.6%</i>	<i>2.7%</i>		

(1) FY2024 52 Week Underlying Result

CASH FLOW

- Generated a strong Net Operating Cash Flow of \$64.0 million.
- Invested in the future with CAPEX of \$10.5 million.
- Dividend payments of \$12.8 million.



\$'000	FY2024 ⁽¹⁾	FY2025
Cash Flow from Operations		
Receipts from Customers	354,733	361,062
Payment to Suppliers & Employees	(258,694)	(277,443)
Other	(7,194)	(6,933)
Income Tax Paid	(13,793)	(12,715)
Net Operating Cash Flow	75,052	63,971

\$'000	FY2024 ⁽¹⁾	FY2025
Other Items		
Capital Expenditure	(9,002)	(10,510)
Payments for Financial Assets	1,755	(1,073)
Dividends Paid	(13,547)	(12,756)

(1) FY2024 Cash Flow for 53 Weeks

BALANCE SHEET

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- Cash (and other financial assets) increased to \$55.2 million.
- Increase in inventory to \$101.4 million.
- Right of Use Assets and Lease Liabilities increased.
- Net Asset have increased by \$16.8 million.



\$'000	June 2024	June 2025
Cash	36,181	45,222
Other Financial Assets	10,025	10,000
Receivables	14,315	11,296
Inventories	95,677	101,415
Other	2,751	2,378
Total Current Assets	158,949	170,311
PPE	46,557	49,859
Right of Use Asset	114,183	121,249
Investment in Assoicates	20,059	24,686
Intangible	13,928	13,908
Other	13,398	14,765
Total Non Current Assets	208,125	224,467
Total Assets	367,074	394,778
Payables	28,127	31,296
Borrowings	24,160	23,087
Lease Liability	27,947	29,508
Other	14,173	14,801
Total Current Liabilities	94,407	98,692
Lease Liability	105,118	111,763
Other	1,759	1,713
Total Non Current Liabilities	106,877	113,476
Total Liabilities	201,284	212,168
Net Assets	165,790	182,610

DIVIDENDS

The Dividend Reinvestment Plan (DRP) is available to all shareholders.

Share issued pursuant to the DRP will be at a 5% discount to the market price.

BLX declared a fully franked dividend of 3.9 cents per share for H2 FY2025.

Paid or declared a fully franked dividend of 8.0 cents per share for FY2025.



STRATEGIC PILLARS OF GROWTH

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CUSTOMER Underpinning everything we do at Beacon is a deep understanding of our customers' needs.



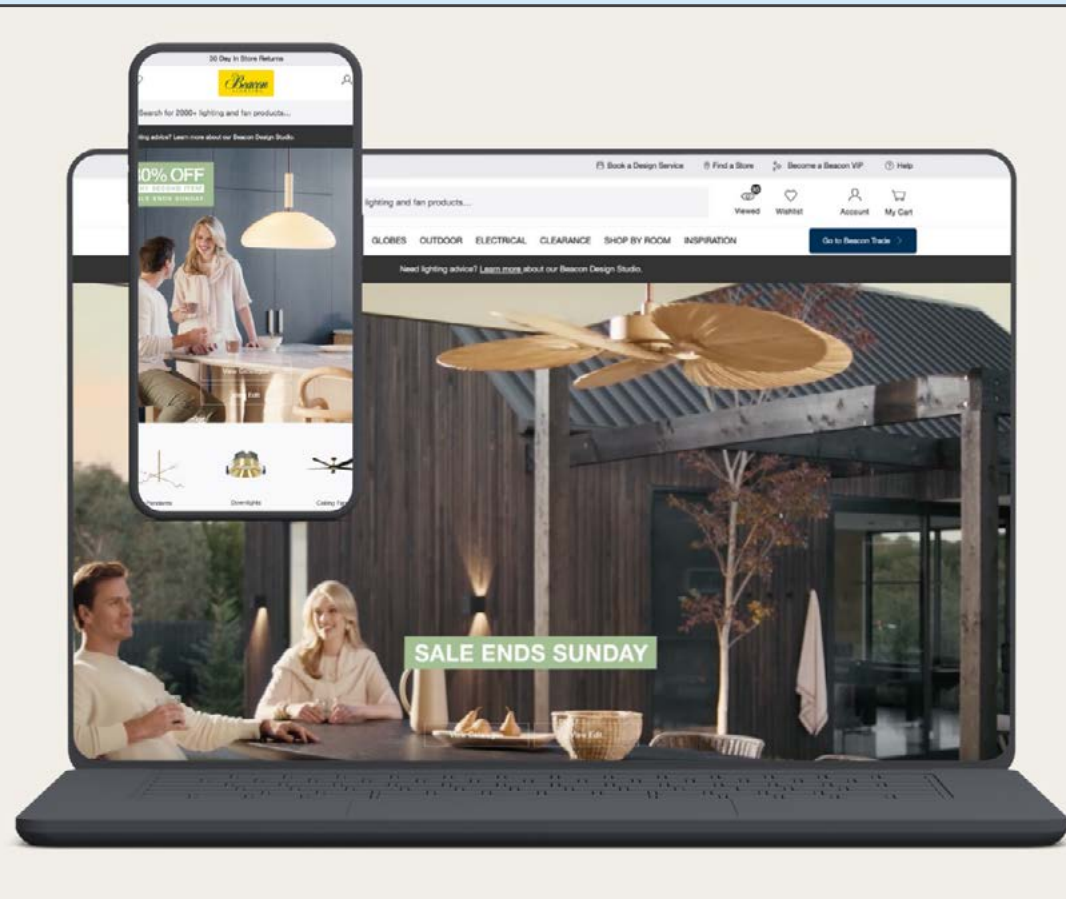
STORES

PROVIDE OUR CUSTOMERS WITH A REWARDING SERVICE EXPERIENCE, THE LATEST RANGE OF LIGHTING AND FANS, INSPIRATIONAL STORE DESIGN, VIP MEMBER BENEFITS AND STORE NETWORK EXPANSION AND OPTIMISATION.



TRADE

PARTNERING WITH ELECTRICIANS, BUILDERS, ARCHITECTS, AND INTERIOR DESIGNERS WITH LIGHTING, FANS, AND ELECTRICAL ACCESSORIES FOR THE AUSTRALIAN HOME.



ECOMMERCE

PROVIDE OUR CUSTOMERS WITH ENGAGING WEBSITES, ENABLING ONLINE SALES GROWTH AND PROVIDING A SEAMLESS CUSTOMER EXPERIENCE IN-STORE AND ONLINE.



COMPLEMENTERY BUSINESSES

INCLUDES EMERGING BUSINESSES, INTERNATIONAL SALES EXPANSION, NEW BUSINESS ACQUISITIONS, AND PROPERTY.

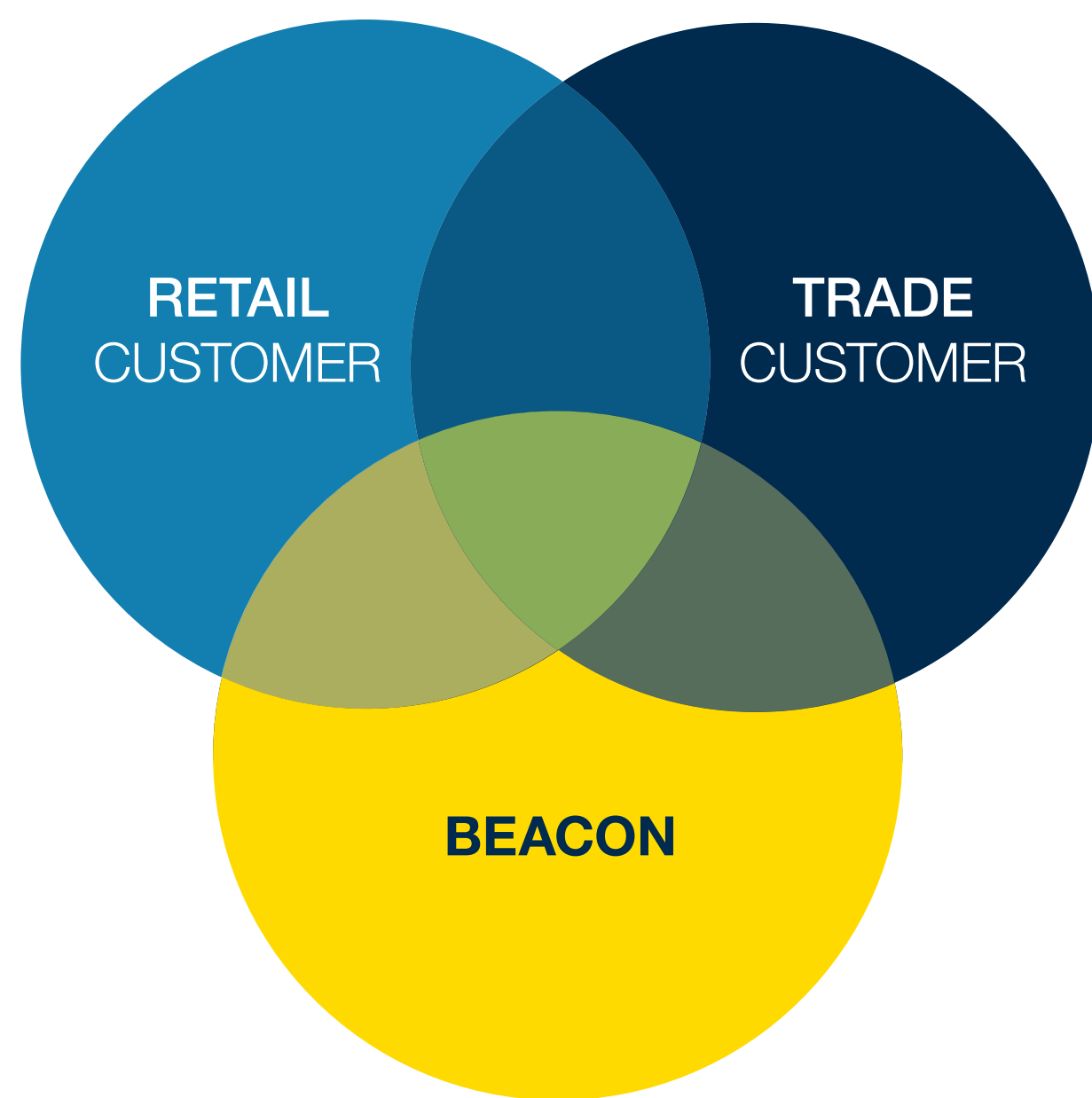
2030 STORES NETWORK STRATEGY

By 2030, the Beacon Lighting store network will be transformed from a “light retailer” into:

‘Australia’s leading provider of quality lighting and electrical accessories for homeowners and trade professionals.’

We will bring our customers together in a way that feels natural, seamless, and mutually beneficial, so that:

The homeowner is rewarded with great looking and well-designed outcome for their home.



The trade customer is rewarded for their influence and loyalty.

Beacon becomes the default destination for both:

The homeowner’s destination for inspiration and guidance

The electrician’s most valuable partnership

STORES

- Beacon Lighting concluded FY2025 with 127 company stores and two franchised stores.
- Opened new stores at Port Stephens (NSW), Shepparton (VIC), Chatswood (NSW) and Ballina (NSW).
- Relocated Bendigo (VIC) and Taren Point (NSW), and expanded Townsville (QLD) into larger, more exciting stores.
- Company store comparative sales increased by 1.5% in FY2025. The best-performing states were South Australia, Western Australia and Queensland.
- Sales momentum increased in Q4 FY2025.
- Designed and developed 558 new products to support the core range of 3,500 products.
- 53 Design Studios completed 2,750 lighting design consultations.
- Store network research from March 2023 identified the potential for 195 Beacon Lighting stores in Australia.



TRADE

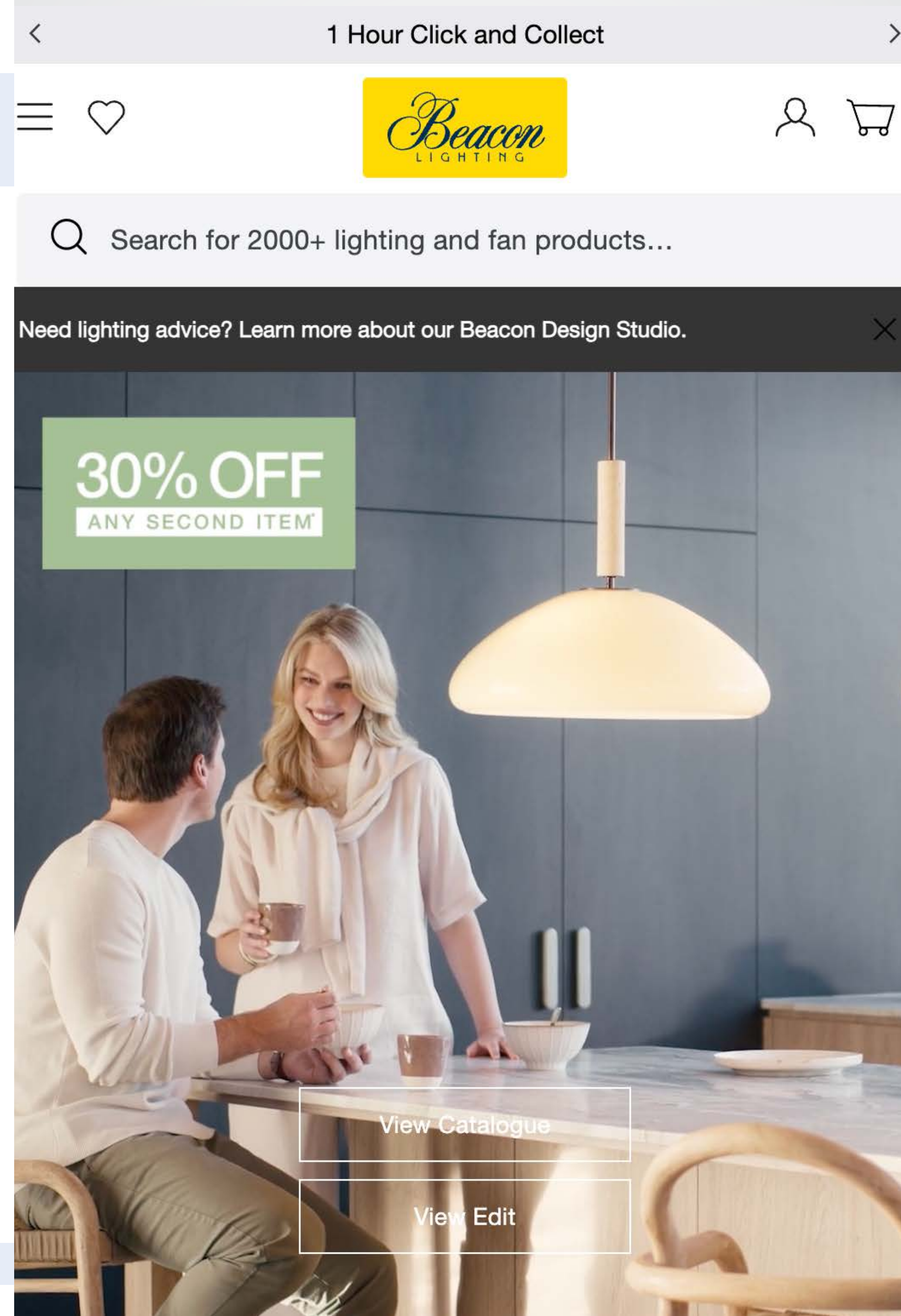
- Growing Beacon Trade by partnering with our trade customers remained the number one priority for the team.
- Continued to enhance the Beacon Trade program with Trade Essential products, special pricing, Beacon Cash rebates, trade perks, trade workwear and other gifts.
- 339 team members received Trade Immersion training.
- Signed up electricians, builders, architects and interior designers as new Beacon Trade members.
- Total trade sales now exceed \$125 million.
- Gained market share in the sale of traditional trade products.
- Trade sales through Beacon Lighting stores increased by 24%.
- Beacon Commercial maintained their market share and improved their profitability.
- Total trade sales have increased to 40% of all relevant sales ⁽¹⁾.
- Remain on track to achieve the goal of 50% trade sales of all relevant sales ⁽¹⁾ by FY2028.

(1) Relevant sales include Store, Commercial, Masson For Light and Custom Lighting sales.



ECOMMERCE

- Beacon Lighting now has 17 different business website domains, with the primary websites being beaconlighting.com.au and beacontrade.com.au
- Retail customers increasingly enjoy visiting and shopping on the retail website, beaconlighting.com.au. Online sales, customer traffic, transactions and conversion rates have all increased in FY2025.
- Total online sales increased by 11.0% and now account for 12.3% of total store sales.
- The beacontrade.com.au website continues to receive increasing support from Beacon Trade members. Online trade sales increased by 29.3% and online visitation increased by 26.5%.
- Online trade sales now account for 14.3% of direct trade sales.
- The primary websites continue to offer seamless integration between the online sales channel and stores for our retail and trade customers.



COMPLEMENTARY BUSINESSES

- Beacon International increased sales and profits in FY2025.
- Beacon International in Hong Kong and Beacon Lighting Europe achieved double-digit sales increases. Sales in Beacon Lighting USA declined.
- With a 72.3% sales increase, the Tmall Global sales channel in China is a very exciting and profitable business.
- Sales for Light Source Solutions in New Zealand increased, while sales for Connected Light Solutions, Custom Lighting and Masson For Light declined.
- Beacon Lighting has a 50% interest in the Large Format Property Fund, which owns seven retail properties. Four of the properties were fully tenanted, one property was partially tenanted, and two properties were development projects.

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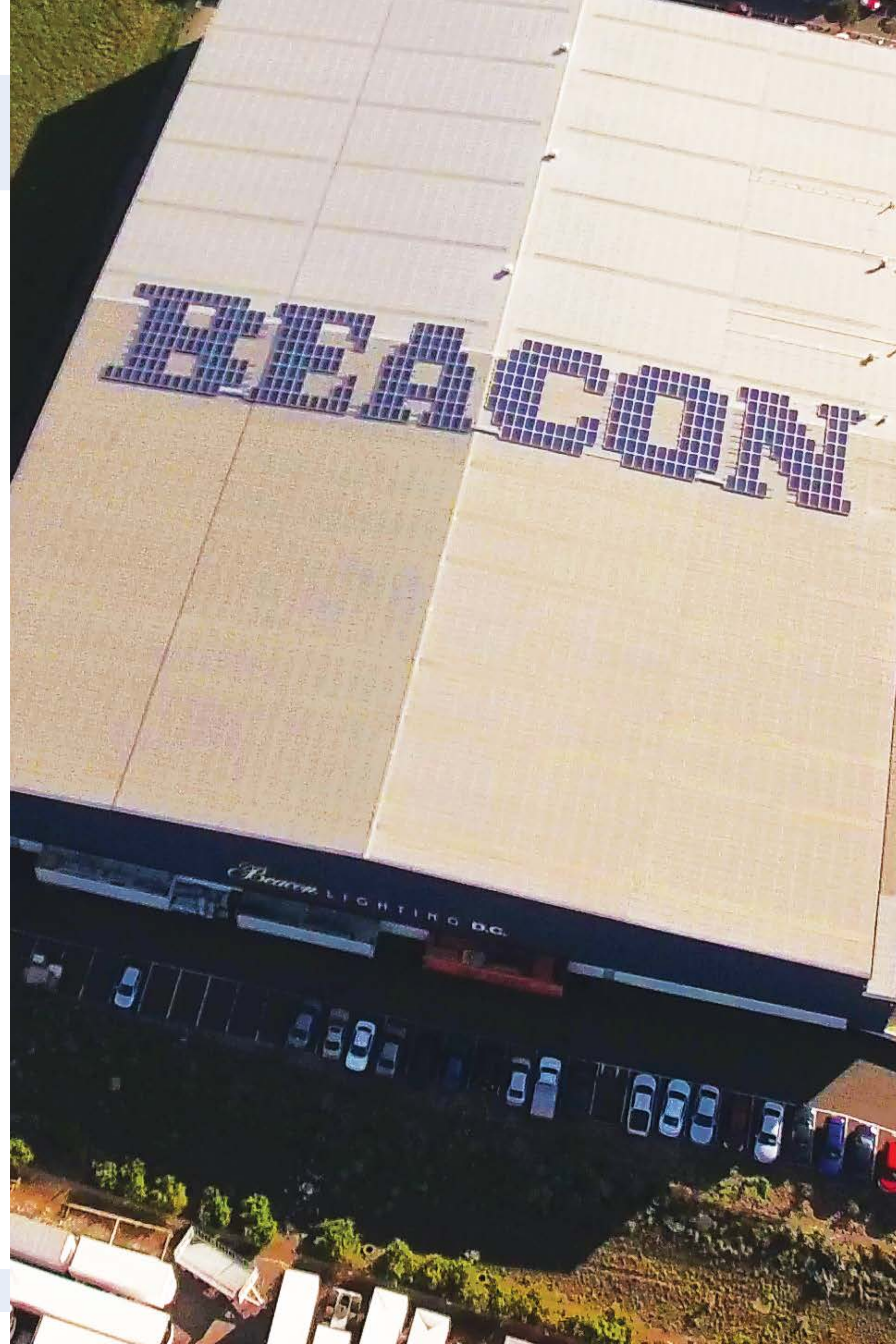
LIGHT
SOURCE
SOLUTIONS



CUSTOM LIGHTING

SUSTAINABILITY

- The Beacon Lighting sustainability goals concentrate on three focus areas being **People**, **Product**, and **Planet**.
- The **People** highlights include 339 team members receiving Trade Immersion training and 200 team members becoming new BLX shareholders through the Beacon Team Share Plan.
- The **Product** highlights include Beacon Lighting's dedication to energy-efficient products, with the LED globe and lighting range being 80% more energy efficient than other light sources.
- The **Planet** highlights include 69 solar systems operating on Beacon Lighting locations, increasing the percentage of self-supplied power and reducing the demand for grid-sourced electricity. Also, progressively changing over the Group car fleet to electric vehicles.



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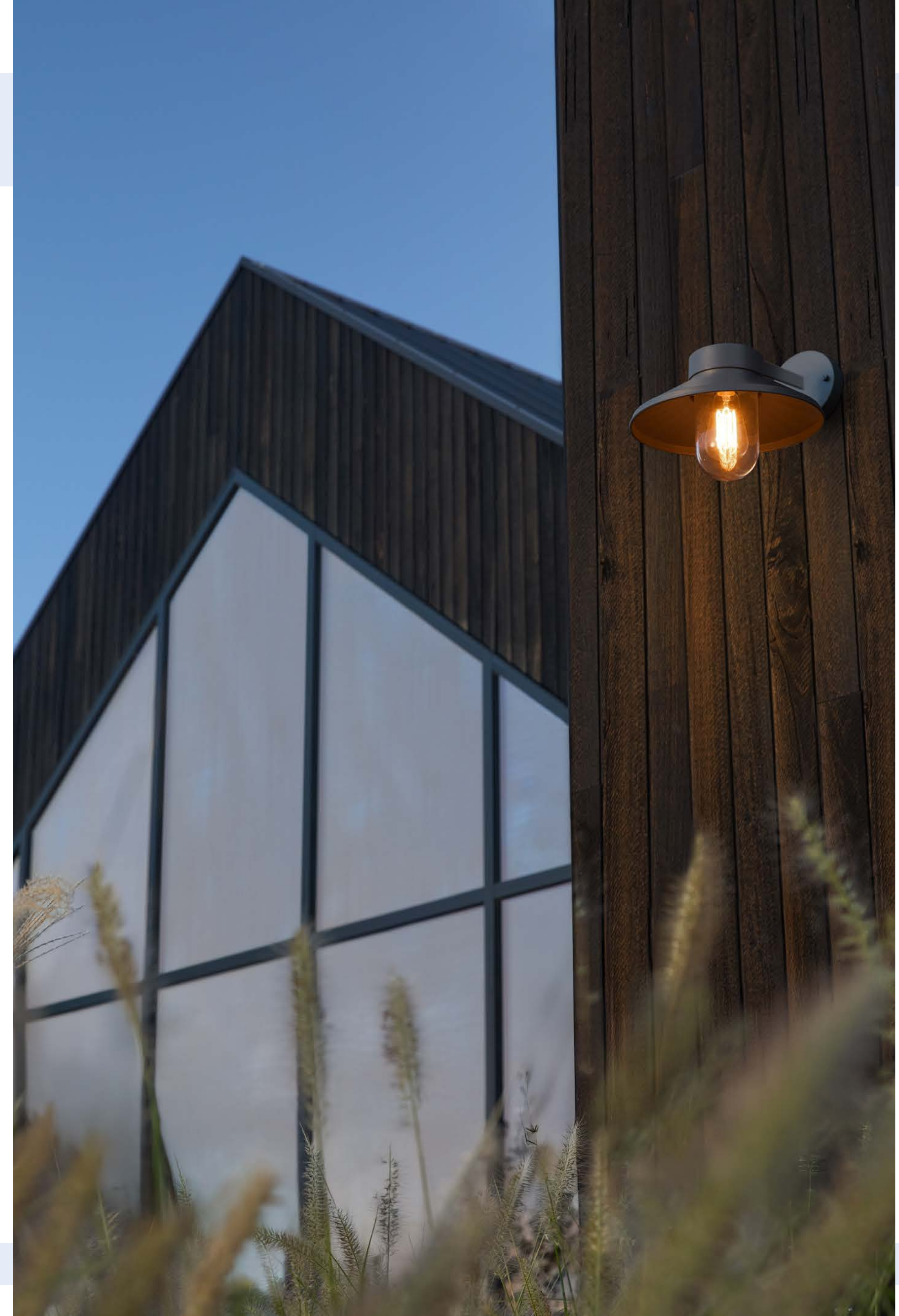
FY2026 OUTLOOK

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FY2026 OUTLOOK

- Company stores sales momentum from Q4 FY2025 has continued into the start of FY2026.
- The positive momentum with trade sales has continued into FY2026.
- Implementing the 2030 Stores Network Strategy.
- Beacon Trade will continue to partner with our Electrician, Builder, Architect and Interior Designer trade customers.
- Opened the new Beacon Lighting store at Auburn (NSW) and plan to open a new store at Altona (VIC), with other stores under consideration.
- Upsize the store footprint at strategic locations.
- Realise new international sales opportunities with Australian-designed fan and lighting products.
- Bring the latest fashion, innovative, and energy-efficient lighting, fan and electrical accessory products to market to continue to excite and inspire our retail and trade customers.



5

QUESTIONS

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APPENDIX

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APPENDIX 1: OTHER INFORMATION

DISCLAIMER

The presentation contains “forward-looking statements”. All statements other than those of historical facts included in the presentation are forward-looking statements. Where the Group expresses or implies an expectation or belief as to future events or results, such expectation or belief is expressed in good faith and believed to have a reasonable basis. However, forward-looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such forward-looking statements. The Group will not necessarily release publicly any revisions to any such forward-looking statement.

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NON-IFRS FINANCIAL MEASURES

The Group’s results are reported under International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board. The Group discloses certain Non-IFRS measures in this presentation, that are not audited or reviewed by the Group’s auditor. The Directors believe the presentation of Non-IFRS financial measures are useful for the users of this presentation as they provide additional and relevant information that reflect the underlying financial performance of the Group.

APPENDIX 2: FY2024 UNDERLYING PROFIT RECONCILIATION

\$'000	STATUTORY FY2024 ⁽¹⁾	Less 53rd Week ⁽²⁾	UNDERLYING FY2024 ⁽³⁾
Sales	323,063	6,004	317,059
Gross Profit	222,816	4,290	218,526
Gross Profit Margin %	69.0%	71.5%	68.9%
Other Income ⁽⁴⁾	2,270	14	2,256
% of Sales	0.7%	0.2%	0.7%
Operating Expenses ⁽⁵⁾	(138,601)	(2,805)	(135,796)
% of Sales	42.9%	46.7%	42.8%
EBITDA ⁽⁶⁾	86,485	1,500	84,985
EBITDA Margin %	26.8%	25.0%	26.8%
EBIT ⁽⁶⁾	51,765	880	50,885
EBIT Margin %	16.0%	14.7%	16.0%
Net Profit After Tax (NPAT)	30,102	533	29,569
NPAT Margin %	9.3%	8.9%	9.3%

(1) Statutory FY2024 result was for a 53 week year based on the retail accounting calendar

(2) Eliminating the 53rd week in FY2024 based on the alignment to the retail marketing program

(3) FY2024 52 week underlying result to be used as a comparison to the FY2025 statutory result

(4) Other Income includes other revenue, other income and a share of net profit of associates

(5) Operating Expenses excludes interest, depreciation and amortisation

(6) Refer to Appendix 1 for further information on Non-IFRS financial measures

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