



18th May 2016

Trading Update and Financial Guidance for FY2016

Beacon Lighting Group (ASX: BLX) wishes to provide the market with a trading update for FY2016.

Today the Group is reporting that it is expecting to achieve Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) for the FY2016 for the 52 weeks ending June 26, 2016 to be within the range of \$28.2 million to \$29.2 million, compared with \$27.4 million for the corresponding period in FY2015.

As reported in the H1 FY2016 results presentation the Group had a positive start to the H2 FY2016 in relation to company store comparative sales, however the sales during the past 10 weeks have not met management's expectations. Group sales for the first 18 weeks of H2 FY2016 have been 4.6% ahead of the corresponding period.

Sales have been softer due to a variety of factors, including:

- Change in timing of the Easter break, in what is an important home renovation period
- Weak consumer confidence
- An increase in clearance activity by competitors in the lighting category
- Reduced exposure in key advertising initiatives compared with FY2015

The Group is expected to report that Sales and Net Profit after Tax (NPAT) for FY2016 will exceed FY2015 which was a year in which the Group achieved outstanding results.

For further information, please contact:

Glen Robinson
Chief Executive Officer
Ph: 03 8561 1555

or

David Speirs
Chief Financial Officer
Ph: 03 8561 1555

Beacon Lighting Group Ltd

5 Bastow Place, Mulgrave, VIC 3170 **Phone** +613 8561 1555 **Fax** +613 8561 1566

PO Box 108, Mount Waverley, VIC 3149

www.beaconlightinggroup.com.au

ACN 164 122 785