Gerard Lighting Group Limited
2nd Annual General Meeting

26 October 2011

Important note

GERARD LIGHTING

As a result of GLG becoming the holding company from 31 December 2009, the statutory results for the previous financial year ending 30 June 2010, reflect the six month period from 1 January 2010 rather than a 12 month financial year.

For the purpose of this presentation, GLG has prepared pro forma financial results for the company for FY10 on a full year basis which have been calculated consistent with the pro forma information presented in GLG's Prospectus. The company believes that the FY10 pro forma results enable a more meaningful comparison to the performance of the company for the year ending 30 June 2011, and comparisons to the Prospectus forecasts.

All references in this release to FY10, or comparisons to prior year, are to the FY10 pro forma results unless otherwise stated.

Agenda

GERARD LIGHTING

- History and Group Objectives
- Result highlights
- Achievements against what we said – “investor promise”
- Financials - FY11 vs IPO forecast and Pro forma FY10
- Operational highlights
- Peer comparative
- Future growth drivers, key priorities and guidance 2012

Gerard's Electrical History

GERARD LIGHTING

1920. Alfred Gerard develops the "clips all" size adjustable conduit fittings – the Clipsal brand is born

1950's. Pierlite is established

1980's. Gerard family acquires Pierlite

2003. Clipsal sold for $750m, the Gerard family retains non-Clipsal businesses

2007. Gerard Lighting Holdings is established

1920 1940 1960 1970 1980 1990 2000 2002 2004 2006 2008 2010

1920-1950. Alfred's son Geoff engineers manufacturing breakthroughs

1976. Geoff's son Robert takes over and makes Clipsal a worldwide brand

2000. Becomes Exclusive distributor of Philips lamps in Aust & NZ

2004. Acquires Moonlighting

2008. Acquires Lighting Corp becoming Australia's largest lighting manufacturer / supplier

2010. The IPO of Gerard Lighting will enable further development of its brands and reputation

Group Strategic Objectives

- Accelerate Revenue Growth Locally and Internationally
  - Both Organic Growth and by Further Acquisition.

- Increase Profitability to **EBIT / Sales: > 10%** by FY16 via fully leveraging Shared Service Support and Integration Business Model

- **20%** of total group revenue to be generated from "Intelligent Lighting Products" by FY2016

- Target Return on Capital of **at least 15%**

- Become the Number 1 Lighting Group throughout the Indian Ocean and one of the Top 10 Lighting Groups Globally

Group Integrated Business Model

STOCKIST BRANDS

PIERLITE
SLA Concord SYLVANIA Where Innovation comes to Light!
CSE
Crompton Lighting
TRIDONIC.ATCO

Project / Specialist Group

moonlighting
Austube TUBULAR LIGHTING SYSTEMS
FREND LIGHTING INDUSTRIES

Architectural Specification Group

INLITE

Energy Consulting Solutions

eneSolve profitable energy management

THE TRIBE gerardtribe.com

Commercial Entities

Independent Front Offices including - Sales Representation, Account Management, Sales Strategies, Marketing, Strategy & Product Road Maps, Full P&L Responsibility, Exe General Management

" A Member of the Gerard Lighting Group"

NZ + International Business Development

PIERLITE

Group Manufacturing Support and Consolidation
- -Padstow (NSW)
- -Gosford (NSW)
- -Seven Hills (NSW)
- -International Manufacturing Support

Group Shared Business Services
- -Information Technology
- -Financial Services (Reporting, AR, AP, Treasury)
- -Human Resources
- -Group Purchasing (Local Production and Non-Production)
- - Global Sourcing (PRC)
- -All Corporate Functions

Group Warehousing and Logistic Support
- -Group Transport and Freight Negotiations
- -Group Shared Warehouse Facilities

Group Electronics "Commercialistaion of New Technologies"
- - Common Electronic R&D Platforms and Technology Service Provider and Coordinator for the Group

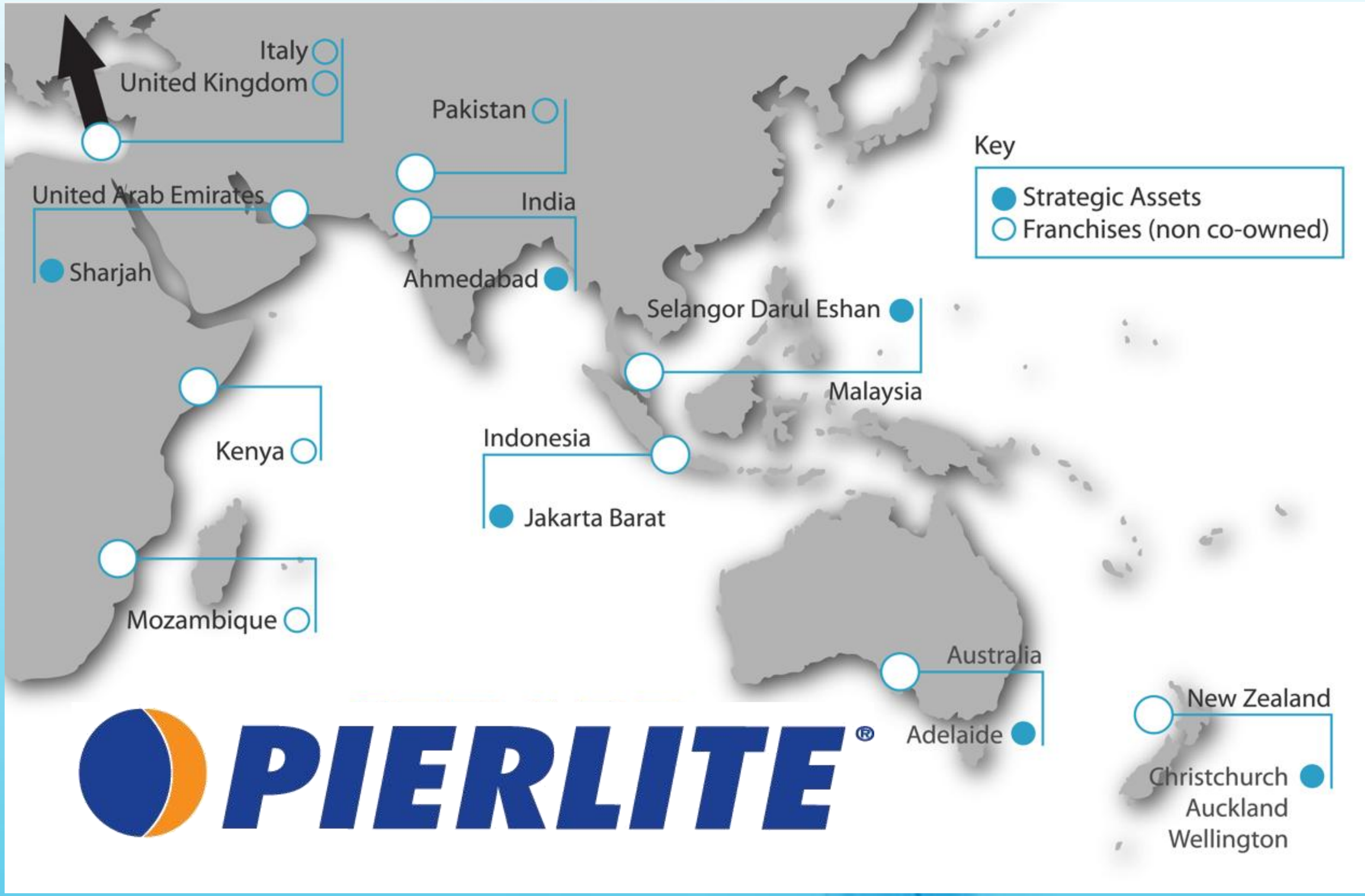
iLP

GERARD LIGHTING

Support Functions

Core Principles: Support Functions provided Cost Effective Services to each of the Commercial Entities. The Front Office is the "Customer"

International Strategic Investments and Franchise Network



Highlights

- Revenues of $404.4m, up 11.7% on pro forma FY2010 and exceeded IPO forecast of $399.8m

- EBIT of $38.2m, up 20.9% on pro forma FY 2010 of $31.6m and exceeded IPO forecast of $35.5m by $2.7m

    Note – after allowing for earnings from acquisitions of $1.2m, EBIT still exceeded IPO forecast by $1.5m

- EBIT to Sales of 9.4% vs 8.9% for pro forma FY 2010 and IPO forecast

- Net profit of $19.5m, up 81.4% on pro forma FY 2010 of $10.7m and exceeded IPO forecast of $18.4m by $1.1m

Highlights continued

- EPS of 11.37 cents up from 5.67 cents per share and exceeded IPO forecast of 10.4 cents
- Final dividend per share of 2.8 cents, fully franked taking total dividend for the year to 5.5 cents, fully franked against IPO forecast of 5.2 cents
- Gearing reduced to 35% (Debt to Debt plus Equity) from 40% at FY10
- Cash from Operations, $42.8m (before Interest and Tax) vs IPO forecast of $38.1m

Achievements – "investor promise"

GERARD LIGHTING

- Exceeded Prospectus forecast – Sales, EBIT & NPAT ✓
- Exceeded IPO dividend of 5.2 cents ✓
- Bolt on acquisitions ✓
- Customer solutions through product innovation /iLP ✓
- Reduction of debt and interest cost and security of tenure ✓
- Working with the worlds best lighting companies ✓
- Committed team of experienced management ✓
- Implementation of Tribe loyalty program ✓

Financial Results

GERARD LIGHTING

$000's	Forecast FY2011	Actual FY2011	% Change		Proforma FY2010	% Change
Sales	399,850	**404,417**	1.1%	✓	362,112	11.7%
EBITDA	40,234	**42,211**	4.9%	✓	35,380	19.3%
Depreciation and amortisation	4,691	**4,030**			3,792	
EBIT	35,543	**38,181**	7.4%	✓	31,588	20.9%
Net finance costs	8,370	**8,533**			13,915	
Equity investee - loss	-	**36**			-	
PBT	27,173	**29,612**	9.0%	✓	17,673	67.6%
Tax expense	8,773	**10,093**			6,913	
NPAT	18,400	**19,519**	6.1%	✓	10,760	81.4%
EBIT % sales	8.9%	**9.4%**			8.7%	
Interest cover	4.2	**4.5**		✓	2.3	
Gearing ratio [1]	38.1%	**34.5%**			39.9%	
Return on funds [2]	17.7%	**18.8%**			17.0%	

1. Gearing ratio = Debt/Debt + equity
2. Return on funds = EBIT/Total assets - current liabilities

Financial Results - continued

GERARD LIGHTING

Balance Sheet $000's	Actual FY2011	Actual FY2010
Current Assets	**170,137**	166,166
Non-current Assets	**123,908**	109,585
TOTAL ASSETS	**294,045**	**275,751**
Current Liabilities	**91,311**	89,672
Non-current Liabilities	**80,590**	77,581
TOTAL LIABILITIES	**171,901**	**167,253**
NET ASSETS	**122,144**	**108,498**
Interest bearing debt	**84,273**	86,635
Less Cash	**19,981**	14,690
NET DEBT	**64,292** ✓	71,945
WORKING CAPITAL	**85,374** ✓	84,134

Cash Flows $000's	Actual FY2010
Cash from Ops	42,826
Less	
Interest (net)	7,480
Tax	6,401
CAPEX	**5,283**
Acquisitions	**9,731**
Dividends	**8,319**
Other (net)	321
Net cash movt.	**5,291** ✓
Opening cash	14,690
Closing cash	**19,981**

Peer comparative

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	GLG AUD $m	Zumtobel[1] EUR $m
Sales	404	1,228
EBIT	38.1	76.0
EBIT % of sales	***9.4%***	*6.2%*
Net profit	19.5	51.3
Net profit % of sales	***4.8%***	*4.2%*
Return on funds employed % (2)	***18.8%***	*10.7%*
Cash from operations % of sales (3)	***7.1%***	*4.8%*

(1)Zumtobel - largest listed "lighting only" company directly comparable to GLG

(2)ROFE = EBIT on Total Assets less current liabilities

(3)Cash from Operations = Operating cash flows after working capital movements, tax and interest

Operational highlights

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- Revenue growth, in particular for Pierlite and Austube, was assisted by Government spend on BER which for lighting impacted on FY11
- Improvement of A$ reduced cost of inputs but were largely negated by pressure on sales prices as importers of commodity products took advantage of the strengthening currency
- New product releases (over 400) contributed significantly to margin and EBIT improvement. Release of the new MR16 Down light achieved sales of 125,000 units
- Sales of high margin iLP (intelligent lighting products) account for 10% of total Group sales in comparison to the Groups strategic target of 20% in five years. Sales of iLP products exceeded budget by 20%. R&D was and continues to be a key driver for growth

Operational highlights

GERARD LIGHTING

- Continued investment in people since IPO both in respect to additional recruitment and 2 major Group sales conferences contributed to strong performance
- The Group’s Manufacturing facilities at Padstow, Gosford and Surry Hills in NSW and Salisbury in Qld operated at full capacity in FY 11 with no significant injury incidents
- Strong relationships with electrical wholesalers and contractors is the foundation of the good result. Revenue with the wholesalers in FY11 was up significantly on FY10. In respect to the contractor community, membership of the TRIBE now stands at over 1,500
- Acquisition of Frend Lighting, White Lite and eneSolve, will have full year impact in FY12

Key priorities 2012

GERARD LIGHTING

- Continue pursuit of growth in revenue and earnings in accordance with strategic objectives
- Continuing focus on acquisition strategy
- Ongoing investment in “People Talent”
- Capture ever growing opportunities in the area of Energy Efficient Lighting Solutions

GERARD LIGHTING

The Group has a successful track record and will seek to continue its growth through the following key areas:

Product Innovation & Intelligent Lighting Products

The delivery of innovative lighting solutions and new products to customers. Continued investment in centralised research and development to capitalise on the demand for energy efficient lighting solutions in an environment of rising energy costs

iLP intelligent lighting products

Production Costs

Constant evaluation of production and product sourcing costs. Production ‘partners’ established throughout Indonesia and Asia to complement Australian manufacturing facilities.

International Expansion

Expand sales from a low base, leveraging from the international Pierlite brand to grow in selected markets in India, the Middle East, Indonesia and Malaysia.

Acquisition Growth

Consider growth by acquisition as the lighting industry consolidates. Continually evaluate and pursue potential acquisition targets that fit strategically and satisfy the Group’s financial objectives.

Brands

Trusted brands with decades of presence in the Australian lighting market.

PIERLITE professional lighting solutions

moonlighting Member of the Gerard Lighting Group

SLA Concord SYLVANIA CSE Where innovation comes to light.

INLITE

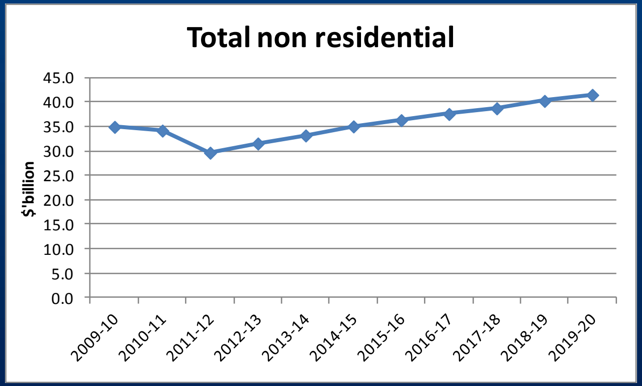
Crompton Lighting

Austube TUBULAR LIGHTING SYSTEMS

2012 and beyond

GERARD LIGHTING

- Our patchy Australian market is currently impacted by a downturn in residential consents and continued weak approvals in commercial and retail construction



Source - Construction Forecasting Council

- We do anticipate growth in roadway, mining and healthcare categories

- The Board and Management are more optimistic about the period beyond 2012 and for this reason continue to invest in people, process and strategic initiatives to build a platform for our long term growth expectations

- The Group is in a very strong position to capture gains resulting from energy saving demands of the future

Disclaimer

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Statements contained within this presentation regarding possible or assumed future performance, estimated company earnings, potential growth of the company, industry or other trend projections are forward looking statements. Such statements relate to future events and expectations and therefore involve unknown risks and uncertainties. Actual results may differ materially from those expressed or implied by these forward looking statements.

www.gerardlighting.com.au

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