



ASX Announcement

16 October 2020

Trading Update

Beacon Lighting Group Limited (ASX: BLX) wishes to provide the market with a trading update for Q1 FY2021 (July 2020 to September 2020) compared to Q1 FY2020 (July 2019 to September 2019). The trading update is based on the unaudited management accounts.

The Beacon Lighting Group is pleased to report that retail trading conditions have been supportive of the lighting and fan product categories. These trading conditions have been enjoyed across all Australian markets except for the Melbourne region. Melbourne stores have been closed to our retail customers since 6 August 2020 but have remained open for processing online orders, Click & Collect contact-free pickups and our trade customers.

The sales highlights for Q1 FY2021:

- Group sales have increased by 24.3%.
- Company stores' comparative sales (including Melbourne stores) have increased by 26.6%.
- Company stores' comparative sales (excluding Melbourne stores) have increased by 37.6%.
- Online sales have increased by 156.0%.
- Beacon International sales have increased by 42.0%.

The Q1 FY2021 underlying Net Profit After Tax (excluding Beacon Energy Solutions) has increased to \$8.4 million from \$2.2 million.

Beacon Lighting Group CEO Glen Robinson said, "During these difficult times we have been able to provide our customers across Australia with a safe and rewarding shopping experience in our stores and online. We are seeing many customers investing in their home as they spend more time at home working and studying. Thanks to the support of our customers and the commitment of our team members, the Group has been able to achieve these strong results".

Despite the ongoing uncertainty caused by the COVID-19 pandemic, the Beacon Lighting Group is looking forward to a successful year in FY2021.

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

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