
Beacon LIGHTING
Beacon Lighting Group Limited
Annual General Meeting
20 October 2020

# VOTING ONLINE

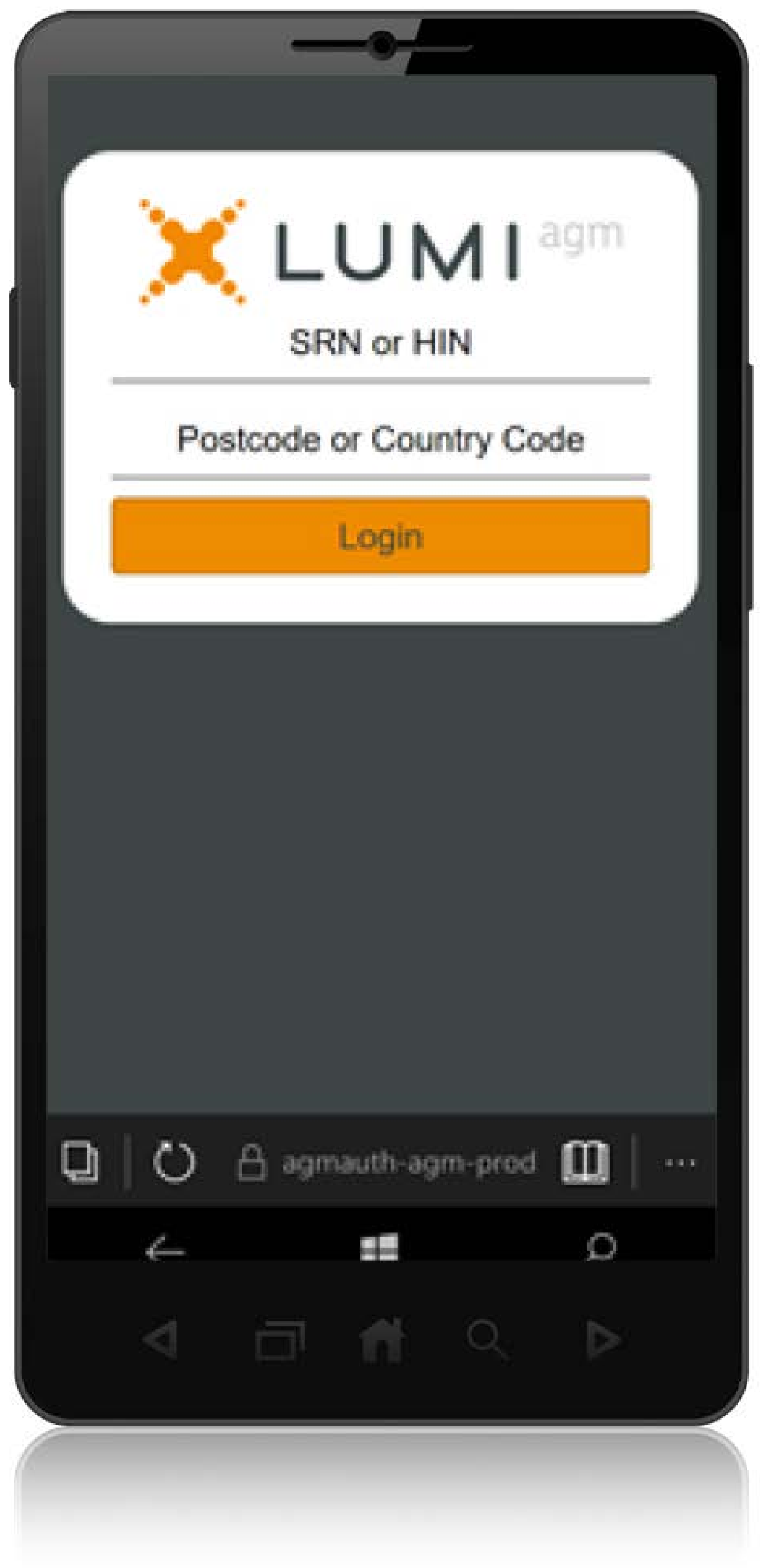
To vote online during the meeting via your smartphone, tablet or computer you will need to visit:

## https://web.lumiagm.com/389-251-081

You will need the latest versions of Chrome, Safari, Internet Explorer 11, Edge or Firefox.

Please ensure your browser is compatible.

For further instructions on how to participate online please view the online meeting user guide at:
https://www.computershare.com/news/Lumi_Lite_Online_Voting_Guide.pdf



# ANNUAL REPORT

1. FINANCIAL STATEMENTS
2. DIRECTORS' REPORT
3. AUDITOR'S REPORT FOR THE YEAR ENDING 28 JUNE 2020

# PROXY DETAILS

| Resolution details | | Instructions given to validly appointed proxies (as at proxy close) | | | |
|---|---|---|---|---|---|
| **Resolution** | **Resolution Type** | **For** | **Against** | **Proxy's Discretion** | **Abstain** |
| 1 Re - Election of Ian Robinson | Ordinary | 174,921,586<br>**98.78%** | 2,087,459<br>**1.18%** | 63,120<br>**0.04%** | 2,632,641 |
| 2 Adoption of Remuneration Report | Ordinary | 52,601,810<br>**99.84%** | 18,961<br>**0.04%** | 63,120<br>**0.12%** | 2,856,848 |
| 3 Performance Rights Issue | Ordinary | 176,806,520<br>**99.92%** | 67,600<br>**0.04%** | 63,120<br>**0.04%** | 2,634,641 |


# CEO Presentation

20 October 2020

Beacon Lighting Group Limited

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# Beacon's core strategic pillars *of growth*

Beacon LIGHTING

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

## *Retail*

A REWARDING CUSTOMER EXPERIENCE

THE LATEST RANGE OF LIGHTING & FANS

INSPIRATIONAL STORE DESIGN

VIP MEMBER BENEFITS

## *Trade*

TRADE CLUB

BUILDING TRADE & COMMERCIAL PARTNERSHIPS

CUSTOMER DATA DRIVEN

## *eCommerce*

ENGAGING WEBSITES

ONLINE SALES GROWTH

SEAMLESS CUSTOMER EXPERIENCE IN-STORE AND ONLINE

## *New Business*

EMERGING BUSINESSES

INTERNATIONAL SALES OPPORTUNITIES

NEW BUSINESS ACQUISITIONS

PROPERTY

# 2 Q1 FY2021 – TRADING UPDATE

- Group sales have increased by 24.3%.
- Company store comparative sales (including Melbourne stores) have increased by 26.6%.
- Company store 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%.
- Underlying Group Net Profit After Tax result has increased to $8.4 million from $2.2 million.
- All 28 Beacon Lighting stores in Melbourne closed their doors to in-store shopping for retail customers on August 6, 2020. These stores only remained open for Click & Collect contact-free pickups, online deliveries and trade customers.

# 3 FY2021 OUTLOOK

- Beacon Lighting would like to thank our team members, customers and partners for their continued support through the pandemic. Their safety remains the number one priority of the Group.
- New company stores in Virginia (QLD), Belmont (WA), Camperdown (NSW) and Tweed Heads (NSW) are expected to open in H1 FY2021.
- Beacon Lighting stores are now opened at 7.30am to support our trade customers.
- New beaconlighting.com.au website and online sales channel have been re-platformed and launched.
- The Group plans to launch a new international business-to-consumer website and online sales channel in the USA.
- Product supply from production, shipping and ports continues to be challenging.
- Exciting new Custom Lighting showroom will be opened in Malvern (VIC).
- Beacon Lighting is looking forward to continuing to support our customers in their increased focus on their homes.

# 4 QUESTIONS

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