



# ANNUAL GENERAL MEETING

14 OCTOBER 2025

BEACON LIGHTING GROUP

*Beacon*  
LIGHTING

*Beacon*  
TRADE

*Beacon*  
COMMERCIAL

*Beacon*  
INTERNATIONAL

**LIGHT  
SOURCE**  
SOLUTIONS

**CONNECTED**  
LIGHT SOLUTIONS

**MASSON**  
FOR LIGHT

**C**  
CUSTOM LIGHTING  
DESIGNERS OF LIGHT

# ANNUAL REPORT

BEACON  
LIGHTING  
GROUP

**1** FINANCIAL STATEMENTS

**2** DIRECTORS' REPORT

**3** AUDITOR'S REPORT FOR THE  
YEAR ENDING 29 JUNE 2025



# PROXY DETAILS

## Resolution Details

| Resolution                                            | Resolution Type |
|-------------------------------------------------------|-----------------|
| <b>1</b> Re-Election of Neil Osborne                  | Ordinary        |
| <b>2</b> Adoption of Remuneration Report              | Ordinary        |
| <b>3</b> Issue of Performance Rights to Glen Robinson | Ordinary        |
| <b>4</b> Issue of Performance Rights to Prue Robinson | Ordinary        |
| <b>5</b> Spill Resolution                             | Conditional     |

## Instructions given to validly appointed proxies (as at proxy close)

| For                          | Against                     | Proxy's Discretion     | Abstain       |
|------------------------------|-----------------------------|------------------------|---------------|
| <b>192,269,190</b><br>98.41% | <b>3,074,369</b><br>1.57%   | <b>29,107</b><br>0.02% | <b>2,012</b>  |
| <b>67,301,976</b><br>99.16%  | <b>545,268</b><br>0.80%     | <b>30,089</b><br>0.04% | <b>11,005</b> |
| <b>62,772,092</b><br>91.29%  | <b>5,959,747</b><br>8.67%   | <b>30,089</b><br>0.04% | <b>3,769</b>  |
| <b>62,771,424</b><br>91.29%  | <b>5,960,415</b><br>8.67%   | <b>30,089</b><br>0.04% | <b>3,769</b>  |
| <b>4,469,425</b><br>6.51%    | <b>64,238,760</b><br>93.45% | <b>30,089</b><br>0.04% | <b>27,423</b> |



# CEO PRESENTATION

14 OCTOBER 2025

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**1** STRATEGIC PILLARS OF GROWTH

**2** FY2026 OUTLOOK

**3** QUESTIONS



# 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 destination for both:

The homeowner’s destination for inspiration and guidance

The trade’s most valuable partnership

# STRATEGIC PILLAR: STORES UPDATE

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

- Dominant retail market position for lighting, fans, and lighting accessories for the Australian home.
- Currently have 129 Beacon Lighting stores, and our store network plan from March 2023 identifies the potential for 195 stores in Australia.
- In FY2025, opened new stores at Port Stephens (NSW), Shepparton (VIC), Chatswood (NSW) and Ballina (NSW). Already opened Auburn (NSW) in FY2026.
- More than 860 store team members continue to provide outstanding service to our retail, trade, and online customers.
- Aim to design, develop and refresh 20% of the core product range with new products each year.
- More than one million VIP customers continue to receive special promotions, prices, and services.
- Provide Beacon Design Services in-studio, in-home, and in-store to transform our customer's homes.





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

- Growing market share in Australia's residential electrical wholesale market.
- Partnering with our electricians, builders, architects, and interior designers as Beacon Trade members through direct and referral sales.
- Continually enhancing the Beacon Trade program with trade essential products, special pricing, Beacon Cash rebates, trade perks, trade workwear and other gifts.
- Continue to develop a comprehensive trade range of lighting, fans, and accessories for the Australian home.
- Continue having weekly trade force meetings and webinars to focus on realising the Beacon Trade opportunity.
- Remain on track to achieve the goal of 50% trade sales of all relevant sales<sup>(1)</sup> by FY2028.

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

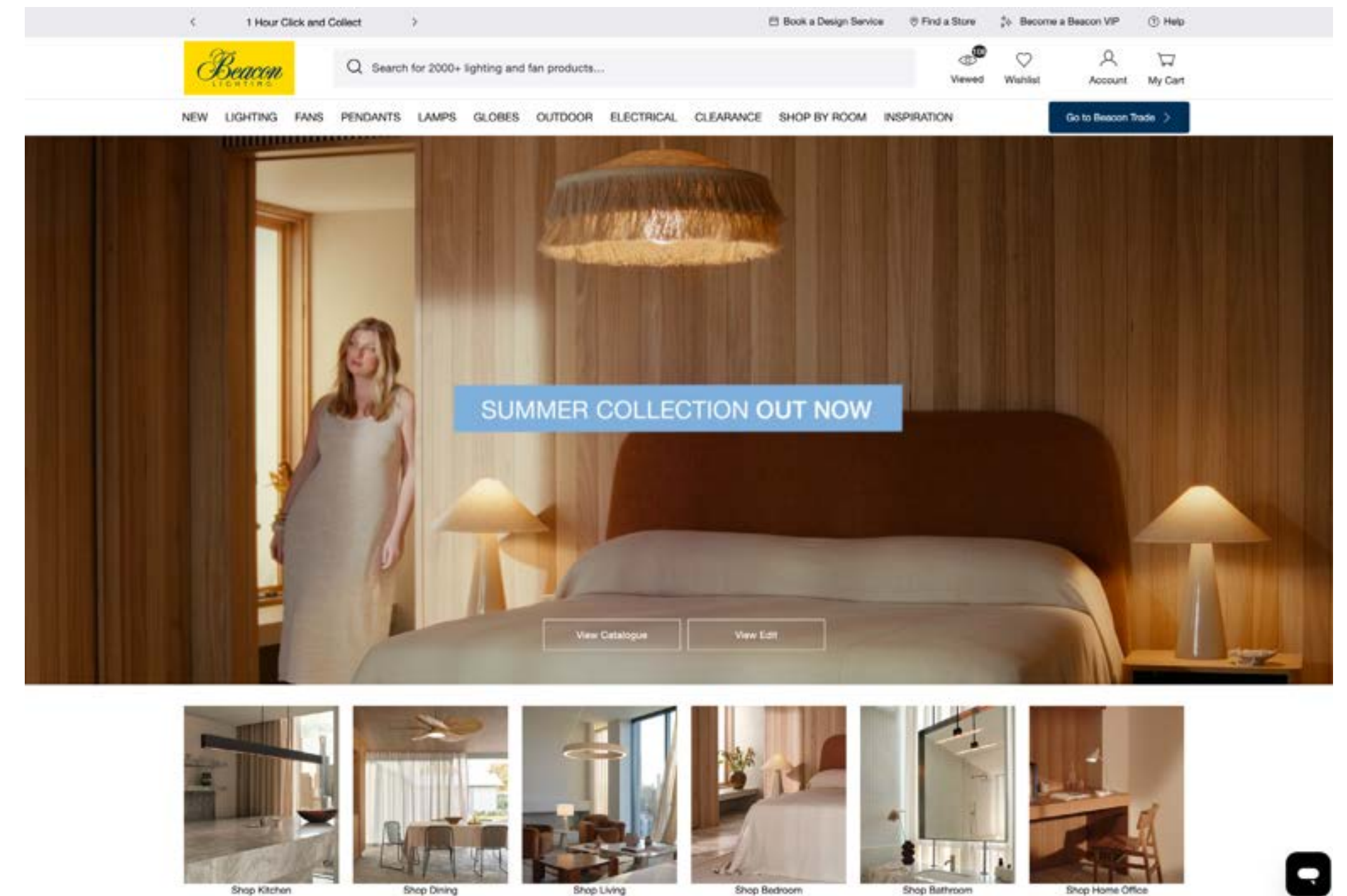




# 1 STRATEGIC PILLAR: ECOMMERCE UPDATE

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

- Beacon Lighting has 17 different websites domains, with the primary websites being beaconlighting.com.au and beacontrade.com.au.
- Retail sales through beaconlighting.com.au continue to increase.
- Increase in sales and visitation on beacontrade.com.au. Increasing numbers of our trade customers continue to embrace online sales as a trusted and reliable channel.
- Undertaking a digital transformation of the business websites to enhance our customer's online experience.
- Same day delivery in major metropolitan markets or one-hour click-and-collect in-store for our online retail and trade customers.
- The primary websites continue to offer seamless integration between the online sales channel and Beacon Lighting stores for our retail and trade customers.





# STRATEGIC PILLAR: COMPLEMENTARY BUSINESS UPDATE

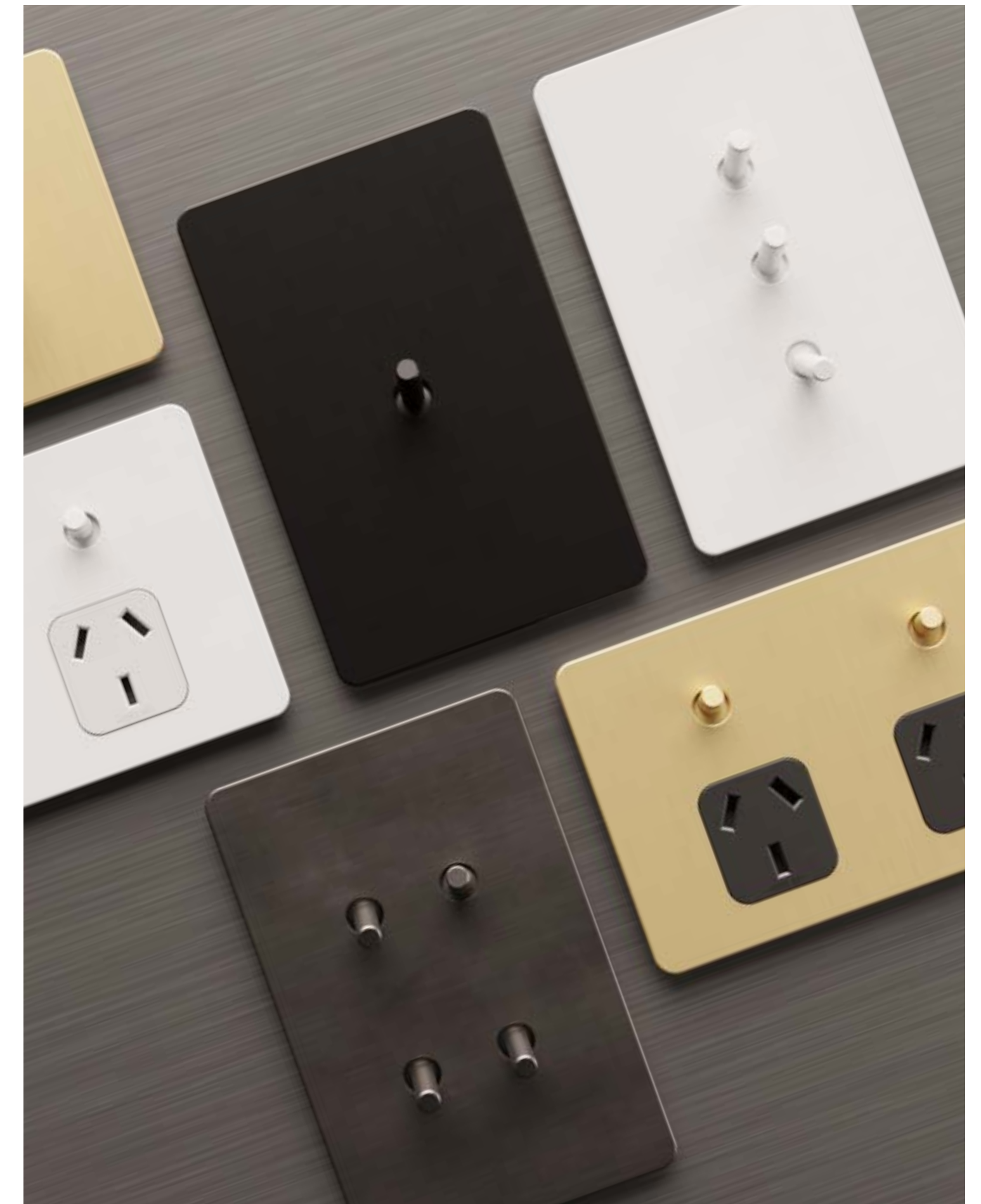
INCLUDES EMERGING BUSINESSES, INTERNATIONAL SALES EXPANSION, NEW BUSINESS ACQUISITIONS, AND PROPERTY.

- Sales and profits continue to increase for Beacon International. Beacon Lighting Europe performance has been a highlight.
- Beacon International will be exhibiting at international lighting fairs in Hong Kong (SAR), Dallas (USA), and Frankfurt (GER).
- Develop innovative new products to grow sales and customers for Connected Light Solutions, Light Source Solutions, Masson For Lights, and Custom Lighting.
- Beacon Lighting has a 50% interest in the Large Format Property Fund, which owns and operates large format retail properties.
- The Large Format Property Fund has purchased two new development projects in Coffs Harbour (NSW) and Noosa (QLD) for a total of nine retail properties.





- The company store sales momentum from the early part of the new financial year has moderated through late August and into September.
- The growth of Trade sales continues to underpin the store sales.
- Implementing the initiatives of the 2030 Stores Network Strategy.
- Beacon Trade will continue to partner with our Electrician, Builder, Architect and Interior Designer trade customers.
- Already opened a new store at Auburn (NSW) and will open a new store at Altona (VIC), with other stores under consideration. Closed the Springvale (VIC) store.
- Upsize the store footprints at Geelong (NSW) and McGraths Hill (NSW). Refit the Fyshwick (ACT) store.
- Agreed to purchase the Beacon Lighting St Kilda (VIC) franchised store.
- Roll out the Beacon Team Share Plan for the second year.
- Continue to excite and inspire our retail and trade customers by bringing to market the latest lighting, fan and electrical accessory products.
- Expand into international markets the Australian-designed fan and lighting product range.







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