

Operational Performance continued

Lightronics



Revenue

£21.1m
+8%

(constant currency +7%)

(2017: £19.5m +25% (constant currency +9%))



“Industrial and emergency sectors remain a strategic ambition for both Lightronics and the Group.”

This business delivered another good result as Lightronics builds on the success from previous years. Orders, sales and profit have all grown again this year, although at a slower rate. In addition, the Lightronics management discovered and supported the opportunity to acquire the Famostar business in December. Famostar will be reported on separately in future (see page 20) and is now managed by the Lightronics team.

The street lighting sector has driven growth this year, where last year growth was driven by the impact-proof lighting segment. Major projects included various city projects in the Netherlands and Germany, as well as the continued roll-out of the Woonstad Rotterdam project.

Industrial and emergency lighting sectors remain a strategic ambition for both Lightronics and the Group. The addition of the Famostar product portfolio will kick-start the overhaul of the Lightronics emergency offering and how the business complements Famostar in the local market.

The only disappointing note continues to be the strategic objective of developing the industrial and emergency lighting segments in the Netherlands utilising existing products available in the Group. There has been some progress with a number of small orders, but the management

team is challenged to deliver better results through a closer working relationship with Thorlux, utilising that company's many decades of experience of selling into these sectors.

The Group made a significant commitment to the Lightronics business in 2018, securing the current and neighbouring buildings, which were previously leased. This gives Lightronics a stable base for further growth and an opportunity to establish the Group's European Applications Centre to demonstrate both Lightronics and Group product offerings.

As said last year, with continued growth comes the challenge of maintaining, let alone improving, the results for the next financial year. If Lightronics is to see growth in the coming year, focus is required on stimulating demand for Thorlux products in the Netherlands.



Pictured: Zorgcomplex, Tilburg

Pictured RH page :
Newman University, Birmingham