

# Operational Performance continued

## Philip Payne



### Revenue

**£3.4m**  
**+11%**

(2017: £3.0m +19%)



“The strategy to increase focus on exports, adopted a few years ago, has proven successful.”

The relationship between Philip Payne and its core client base continues to be the key unique selling point of the business. Philip Payne’s ability to modify standard designs to meet architectural requirements differentiates its range from those of competitors, which are generally produced in higher volume and often imported. In another good set of results for the business, both revenue and operating profit increased over last year’s.



Philip Payne’s clients are quite discerning and often require more than the typical trade offerings, leading to distinctive market opportunities. The combination of this with the launch of a new wireless emergency lighting test system has led to exciting project work at a number of wireless sites, including the Scottish Parliament and HM Treasury. Where there is challenging architecture, SPECTO-XT (the new wireless emergency lighting system) improves safety for occupants and ensures regulatory compliance with minimal disruption and installation costs.

Alongside these projects, the business has continued its proud tradition of working with blue-chip clients, completing work with clients including Tag Heuer, Wempe, Hugo Boss and Tom Kerridge restaurants, plus a plethora of top hotels including Manhattan Loft Gardens, The Cadogan, Gleneagles and the five-star Adare Manor in County Limerick.

The strategy to increase focus on exports, adopted a few years ago, has proven successful. Continued growth in the UAE has been enjoyed, and processes are in place to secure the required accreditations to take SPECTO-XT to the Middle East region, where Philip Payne already enjoys success with the existing wired control system, SPECTO-Web.

This year has also seen considerable investment in digital printing, with Philip Payne migrating from traditional printing processes. Digital printing will permit the business to offer an unrivalled range of exit sign options along with custom-built general signage, which has historically added a welcome supplement to core activities.

Yet again, the challenge for the new financial year will be to replicate or improve on the success of this financial year.

**Pictured:** HM Treasury, London