

Business model.

Customers come to us for peace of mind. They want the correct technical solution, professional service, sustainability of products/services and the ability to support the customer during a product's warrantable life and beyond.

Our business model is focused on the needs of our customers and the marketplace, with a robust capital structure that underpins our ability to deliver sustainable growth, innovative products and excellent customer service.

The key resources we utilise...	The service offering we provide...	Group Operations...
<p>Design & innovation Continuous product development – products, software/controls, lighting design</p> <p>Talented people Continual development</p> <p>Manufacturing facilities UK – multiple sites, Europe – Netherlands, Spain Continual investment</p> <p>Financial & environmental sustainability Financial stability, Carbon Offset Scheme</p>	<p>Design & development Designing and developing products in line with customer specifications, market demands and sustainability requirements.</p> <p>£2.0m Group spend on capitalised R&D (2023: £1.9m)</p> <p>Manufacturing Investment included solar, injection moulding, paint plant facility with reduced carbon emissions.</p> <p>£1.0m Investment in Group facilities (2023: £0.8m)</p> <p>Services Our services range from site surveys, installation, commissioning through to monitoring the performance of products. We support our customers throughout the product's lifecycle.</p> <p>£6.1m Revenue from Services (2023: £8.6m)</p>	<p>Specification renovations, new build, energy saving, compliance, technology adoption.</p> <p>Diversified product portfolio gives the ability to supply a complete project – “boiler room to board room”.</p> <p>Cross-selling opportunities with other Group companies to offer a complete solution to a wide variety of sectors.</p> <p>Sustainability leadership Group-wide initiatives and support in achieving sustainability targets.</p>



KraussMaffei, Germany

Solutions provided for our customers...

We supply lighting systems including the controls, and install them for our customers.

We then maintain the lighting system for its lifecycle and provide support.

Solutions provided

- Energy efficiency
- Low maintenance
- Rapid installation
- Longevity of product
- Low total cost of ownership

The value generated...

Customers

Short term

Replacement of ageing technology with improved lighting systems

Long term

Innovative lighting that delivers cost savings and additional benefits, such as data capture and presentation

Shareholders

Short term

Opportunity to invest in a company that pays a progressive dividend and with a robust balance sheet

Long term

Sustainable profit growth drives future shareholder returns

Employees

Short term

Opportunity to work with an innovative market leading company within the lighting industry

Long term

Continual development with a variety of Group companies in a number of different territories

Environment

Short term

Build on the work of many years, delivering energy saving products and continuing our carbon offset programme

Long term

Develop and implement our sustainability strategy as we drive towards net-zero

Communities

Short term

Employment opportunities and supporting local charities

Long term

Providing sustainable employment in the local areas where our businesses are located