

Lightronics – Revenue £19.5m, +25% (constant currency +9%)



This year (2016/17) has been another

excellent year for Lightronics. Since joining the Group in April 2015, the business has outperformed the Group’s original expectations. Lightronics has managed to build on a successful 2015/16 and deliver another increase in orders, revenue and profitability.

Growth this year can be attributed to the impact-proof lighting segment of the business, with a good proportion of this growth resulting from a project to relight a number of social housing facilities. Lightronics also focuses on the street and amenity lighting segments in the Netherlands and northern Europe.

The improvement in revenue continues to demonstrate key characteristics of Lightronics’ business: production flexibility, supply chain management and speed of product development.

When integrating Lightronics into the Group one of the strategic objectives was to enter the industrial and emergency lighting segments of the Netherlands, utilising the existing product portfolio of the Group. Unfortunately, progress

has not been as expected, given the demands placed on the business during the last two years while delivering the growth in revenues and profitability it has enjoyed. Lightronics has secured some small industrial projects for Group products, and, in an effort to increase orders, the strategy will be re-energised during the coming year.

Product development is a fundamental part of the business for all FW Thorpe companies, and Lightronics is no different. This year the focus was on its street lighting range, and in particular on updating the existing product portfolio. Lightronics continues to develop its wireless control software and hardware for street lighting, enabling users to control street lighting and retrieve operational data remotely.

In line with the other Group companies who have experienced significant growth this year, the challenge for Lightronics in 2017/18 will be to achieve a similar result. Making a breakthrough in the industrial and emergency segments by promoting Thorlux products in the Netherlands will be key to building on the successful results of this year.

+25%



Business has outperformed the Group’s original expectations



Pictured: Loon op Zand, Netherlands