

**BEACON
LIGHTING
GROUP**

Beacon
LIGHTING

Beacon
TRADE

Beacon
COMMERCIAL

Beacon
INTERNATIONAL

**LIGHT
SOURCE
SOLUTIONS**

CONNECTED
LIGHT SOLUTIONS

MASSON
FOR LIGHT


CUSTOM LIGHTING
DESIGNERS OF LIGHT



H1 FY2026

RESULTS PRESENTATION

19 FEBRUARY 2026

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1 RESULTS OVERVIEW

1 H1 FY2026 STATUTORY RESULT

\$'000	STATUTORY H1 FY2025	STATUTORY H1 FY2026	CHANGE \$	CHANGE %
Sales	170,568	176,037	5,469	3.2%
Gross Profit	118,264	121,584	3,320	2.8%
Gross Profit Margin %	69.3%	69.1%		
Other Income ⁽¹⁾	1,336	1,435	99	7.4%
% of Sales	0.8%	0.8%		
Operating Expenses ⁽²⁾	(72,246)	(76,087)	(3,841)	5.3%
% of Sales	42.4%	43.2%		
EBITDA ⁽³⁾	47,354	46,932	(422)	(0.9%)
EBITDA Margin %	27.8%	26.7%		
EBIT ⁽³⁾	29,666	28,026	(1,640)	(5.5%)
EBIT Margin %	17.4%	15.9%		
Net Profit After Tax	17,595	16,537	(1,058)	(6.0%)
NPAT Margin %	10.3%	9.4%		

(1) Other Income includes other revenue, other income and a share of net profits of associates.

(2) Operating Expenses exclude depreciation, amortisation and finance costs.

(3) Refer to Appendix One for further information on Non-IFRS financial measures.

1 H1 FY2026 UNDERLYING RESULT

\$'000	SATUTORY H1 FY2025	UNDERLYING H1 FY2026 ⁽⁴⁾	CHANGE \$	CHANGE %
Sales	170,568	176,322	5,754	3.4%
Gross Profit	118,264	121,869	3,605	3.0%
Gross Profit Margin %	69.3%	69.1%		
Other Income ⁽¹⁾	1,336	1,435	99	7.4%
% of Sales	0.8%	0.8%		
Operating Expenses ⁽²⁾	(72,246)	(75,380)	(3,134)	4.3%
% of Sales	42.4%	42.8%		
EBITDA ⁽³⁾	47,354	47,924	570	1.2%
EBITDA Margin %	27.8%	27.2%		
EBIT ⁽³⁾	29,666	29,018	(648)	(2.2%)
EBIT Margin %	17.4%	16.5%		
Net Profit After Tax	17,595	17,233	(362)	(2.1%)
NPAT Margin %	10.3%	9.8%		

(1) Other Income includes other revenue, other income and a share of net profits of associates.

(2) Operating Expenses exclude depreciation, amortisation and finance costs.

(3) Refer to Appendix One for further information on Non-IFRS financial measures.

(4) Refer to Appendix Two for a reconciliation of the Statutory and Underlying result for H1 FY2026.

1 OPERATIONAL HIGHLIGHTS

New Stores

Auburn (NSW)
 St Kilda (VIC) ⁽¹⁾
 Millers Junction (VIC)
 Geelong (VIC) ⁽²⁾

Improved

Company Store
 Comparative Sales
 in Q2

Restructured

Beacon Trade Rebate, BL USA ⁽³⁾,
 Installation Team & BGSC ⁽⁴⁾

12.6%

Store Trade
 Sales Increase

14.5%

beacontrade.com.au
 Online Trade Sales Increase

Designed & Developed

448

Innovative New Products

- (1) St Kilda franchised store was purchased as a company store.
- (2) Geelong (VIC) store was a relocation.
- (3) Beacon Lighting America (BL USA).
- (4) Beacon Group Support Centre (BGSC).



2 FINANCIALS

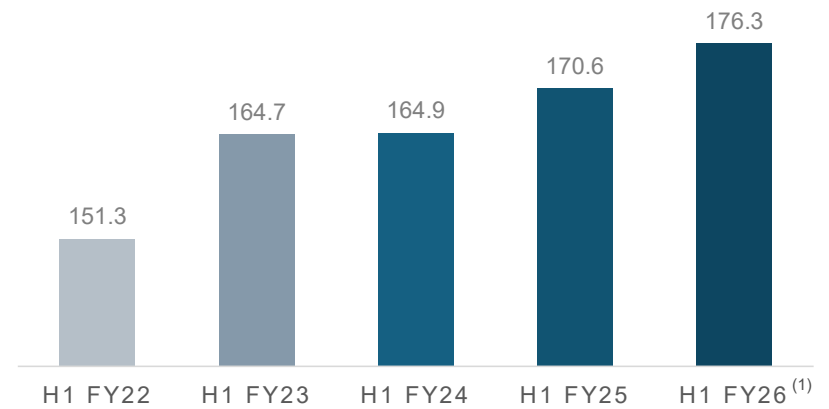
2 SALES

Sales: Increased by 3.4% to \$176.3 million ⁽¹⁾

- Company store comparative sales increased by 0.4%.
- Beacon International sales increased by 13.5%.
- Store Trade sales increased by 12.6%.
- Stores, Commercial, Connected Lighting Solutions and Custom Lighting all had positive sales increases.



TOTAL SALES \$M



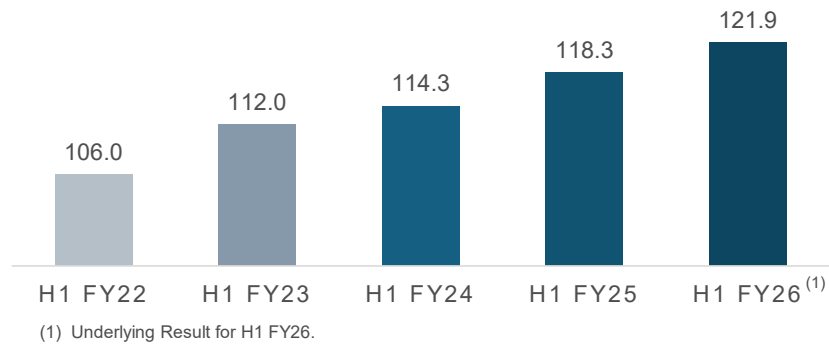
(1) Underlying Result for H1 FY26.

2 GROSS PROFIT

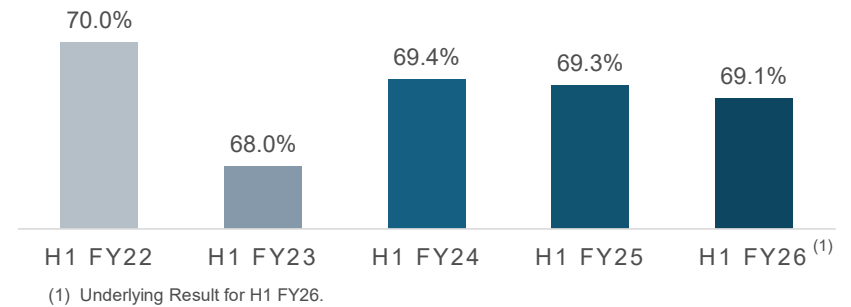
Gross Profit: 69.1% of Sales ⁽¹⁾

- Underlying gross profit dollars increased by \$3.6 million to be 69.1% of sales.
- The change in the sales mix towards trade is impacting margin, but the vertically integrated supply chain has helped to support the overall gross profit margins.
- Innovative new products designed and developed in Australia continue to excite our retail and trade customers.

GROSS PROFIT \$M



GROSS PROFIT %



2 OPERATING EXPENSES & OTHER INCOME

OPEX: Increased by 4.3% to \$75.4 million ⁽¹⁾

- Other Income is beginning to be supported by the investment in the Large Format Property Fund.
- Modest growth in marketing expenses and general and administration expenses.
- Growth strategy in stores has resulted in an increase in selling and distribution expenses.
- Depreciation and finance costs have increased due to lease accounting, the opening of new stores and other business investments.

\$'000	H1 FY2025	H1 FY2026 ⁽¹⁾	Change \$	Change %
Other Income	1,336	1,435	99	7.4%
% of Sales	0.8%	0.8%		
Marketing Expenses	8,674	8,995	321	3.7%
% of Sales	5.1%	5.1%		
Selling and Distribution	53,172	55,746	2,574	4.8%
% of Sales	31.2%	31.6%		
General and Admin	10,400	10,639	239	2.3%
% of Sales	6.1%	6.0%		
Operating Expenses	72,246	75,380	3,134	4.3%
% of Sales	42.4%	42.8%		
Depreciation	17,688	18,906	1,218	6.9%
% of Sales	10.4%	10.7%		
Finance Costs	4,356	4,468	112	2.6%
% of Sales	2.6%	2.5%		

(1) Underlying Result for H1 FY26.

2 CASH FLOW

- Generated a \$27.8 million Net Operating Cash Flow.
- CAPEX investment of \$6.4 million in the future of the Group.
- Increased investment of \$3.3 million in the Large Format Property Fund.
- Dividend payment of \$6.9 million to shareholders.



\$'000	H1 FY2025	H1 FY2026
Cash Flow from Operations		
Receipts from Customers	188,753	194,411
Payment to Suppliers & Employees	(144,521)	(155,487)
Other	(3,311)	(3,610)
Income Tax Paid	(8,327)	(7,481)
Net Operating Cash Flow	32,594	27,833
Net Cash (Outflow) from Investing	(6,010)	(10,499)
Net Cash (Outflow) from Financing	(24,756)	(18,054)
Net Increase (Decrease) Cash	1,828	(720)

\$'000	H1 FY2025	H1 FY2026
Other Details		
Capital Expenditure	(5,989)	(6,418)
Payments for Interest in Associates	0	(3,250)
Dividends Paid	(6,284)	(6,859)

2 BALANCE SHEET

- Increased cash (and other financial assets) to \$54.5 million.
- Inventory increased to be \$101.2 million.
- Investment in the Large Format Property Fund increased to \$29.1 million.



\$'000	Dec-24	Dec-25
Cash	38,009	44,502
Other Financial Assets	10,000	10,000
Receivables	13,425	8,874
Inventories	98,690	101,219
Other	2,939	2,867
Total Assets	163,063	167,462
PPE	48,918	52,376
Right of Use Asset	117,404	129,321
Investment in Associates	19,875	29,082
Intangible	13,918	14,663
Other	15,683	16,411
Total Non Current Assets	215,798	241,853
Total Assets	378,861	409,315
Payables	26,246	23,244
Borrowings	20,217	27,833
Lease Liability	29,255	31,001
Other	14,927	14,994
Total Current Liabilities	90,645	97,072
Lease Liability	108,307	118,476
Other	1,790	1,703
Total Non Current Liabilities	110,097	120,179
Total Liabilities	200,742	217,251
Net Assets	178,119	192,064

2 DIVIDEND

- The Dividend Reinvestment Plan (DRP) has been suspended.
- Declared a fully franked dividend of 4.1 cents per share for H1 FY2026.
- H1 FY2026 Dividend: Record date March 6, 2026, payment date March 27, 2026.
- Annual payout ratio expected to be 50% to 60% of Net Profit After Tax.



3 STRATEGIC PILLARS OF GROWTH



STORES

Provide our customers with a rewarding service experience, the latest range of lighting and fans, inspirational store design, VIP member benefits and store network expansion and optimisation.



TRADE

Partnering with electricians, builders, architects, and interior designers with lighting, fans, and electrical accessories for the Australian home.



ECOMMERCE

Provide our customers with engaging websites, enabling online sales growth and providing a seamless customer experience in-store and online.



COMPLEMENTARY BUSINESSES

Includes emerging businesses, international sales expansion, new business acquisitions, and property.

3 2030 STORES NETWORK STRATEGY

By 2030, the Beacon Lighting Store Network will be Australia's leading provider of quality lighting, fans and electrical accessories — serving homeowners and trade professionals with a balanced 50/50 sales mix.

Lift the Standard. Expand the Market.

Thoughtfully designed lighting and ceiling fans elevate every home, increase value, and grow installation opportunities for our trade partners.

Homeowners, inspired by better lighting outcomes for their home, through innovative product development, technology and lighting plans.

The Electricians most valuable trade partnership — driving lead generation in Australia's growing residential lighting and ceiling fan market.



3 STORES

- Finished H1 FY2026 with 130 Beacon Lighting stores with 129 company stores and one franchised store.
- Opened new stores at Auburn (NSW) and Millers Junction (VIC).
- Relocated the Geelong (VIC) store and expanded the McGarth Hill (NSW) store. Also acquired the St Kilda (VIC) franchised store.
- Company store comparative sales increased by 0.4% with an improved performance in Q2 FY2026. QLD and WA continue to be the best performed states.
- Designed and developed 448 new products to support the core range of 3,500 products.
- 48 Beacon Design Studios completed more than 1,900 lighting design consultations.
- Updated store network research completed in December 2025 identified the potential for 217 Beacon Lighting stores in Australia.



3 TRADE

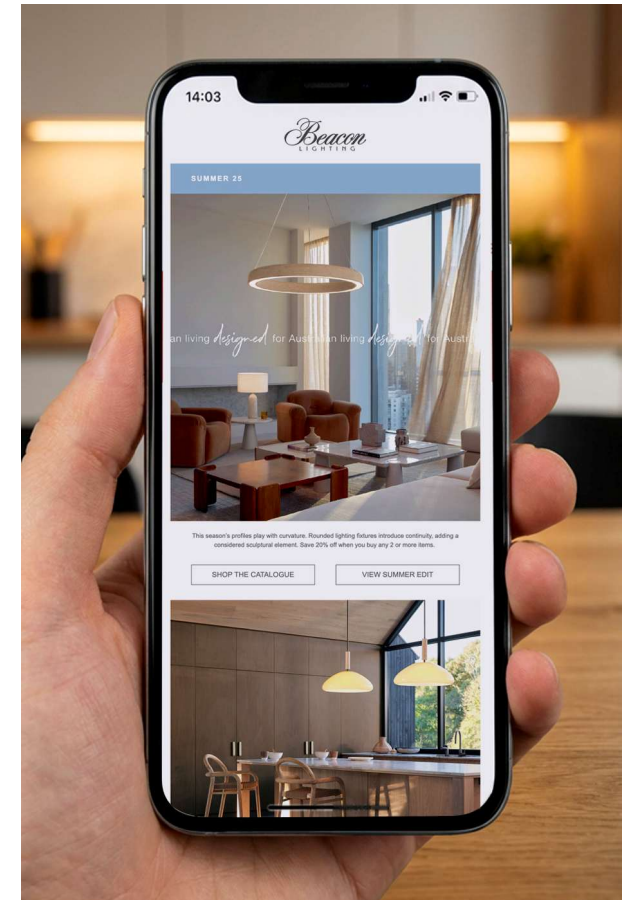
- Trade sales (including Direct Trade and Referral Sales) through Beacon Lighting stores increased by 12.6%.
- Total trade sales have increased to be 41.7% of all relevant sales ⁽¹⁾.
- Continue to partner with our trade customers for lighting, fans and electrical accessories for the Australian home.
- Simplified the Beacon Cash Rebate for our trade customers.
- Our success in trade is changing the pattern of our sales.
- Continued to gain market share with the sales of behind the wall products.
- Increased visitation from our direct trade customers.
- Beacon Commercial has continued to increase sales and gain market share.

(1) Relevant sales include Stores, Commercial, Masson For Lighting and Custom Lighting sales.



3 ECOMMERCE

- Total online sales increased to be 13.1% of store sales.
- Online traffic and the conversion rate of the Beacon Trade website continue to increase. Online trade sales increased by 14.5% while online trade sales is now 15.1% of direct trade sales.
- Primary Beacon Lighting websites were beaconlighting.com.au and beacontrade.com.au.
- Same day customer delivery in major metropolitan markets or one hour click and collect in store for our online retail and trade customers.
- Currently undertaking a major upgrade and re-platforming project of the Beacon Lighting Group websites while continuing to enhance the customer experience on the existing platform.
- The primary Beacon Lighting websites continue to offer seamless integration between the online sales channel and stores for our retail and trade customers.



3 COMPLEMENTARY BUSINESSES

- Beacon International sales increased by 13.5%. Sales for all regions increased.
- Sales for Connected Light Solutions and Custom Lighting increased, while sales for Masson For Light and Light Source Solutions in New Zealand declined.
- Connected Light Solutions has been awarded a significant contract to replace existing streetlights with new LED energy efficient streetlights.
- Beacon Lighting has a 50% interest in the Large Format Property Fund, which owns nine retail properties, including recent acquisitions in Coffs Harbour and Noosa.
- The Large Format Property Fund consists of four fully tenanted properties, two partially tenanted properties and three development projects.





4 H2 FY2026 OUTLOOK

4 H2 FY2026 OUTLOOK

- Retail sales have moderated slightly from the sales in H1 FY2026.
- Trade sales growth has strengthened into the start of H2 FY2026.
- Continue to implement the 2030 Stores Network Strategy.
- Beacon Trade will continue to partner with new and existing trade customers who are electricians, builders, architects and interior designers etc.
- Focus on the store refurbishment program in selected Beacon Lighting stores.
- Use the new store network research to identify new store locations.
- Expand the Australian designed fan and lighting product range for sales opportunities in international markets.
- Continue to innovate in energy efficient lighting, fans and electrical accessory products to inspire our retail customers and partner with our trade customers.





5 QUESTIONS



6 APPENDIX

6 APPENDIX ONE: OTHER INFORMATION

DISCLAIMER

The presentation contains "forward-looking statements". All statements other than those of historical facts included in the presentation are forward-looking statements. Where the Group expresses or implies an expectation or belief as to future events or results, such expectation or belief is expressed in good faith and believed to have a reasonable basis. However, forward-looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such forward-looking statements. The Group will not necessarily release publicly any revisions to any such forward-looking statement.

The presentation contains general background information about the Group and its activities current as at the date of this presentation. The information in this presentation is in summary form only and does not contain all the information necessary to fully evaluate whether or not to buy or sell shares in the Group. It should be read in conjunction with the Group's other periodic and continuous disclosure announcements lodged with the ASX, which are available at www.asx.com.au.

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NON-IFRS FINANCIAL MEASURES

The Group's results are reported under International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board. The Group discloses certain Non-IFRS measures in this presentation, that are not audited or reviewed by the Group's auditor. The Directors believe the presentation of Non-IFRS financial measures are useful for the users of this presentation as they provide additional and relevant information that reflect the underlying financial performance of the Group.



6 APPENDIX TWO: H1 FY2026 STATUTORY & UNDERLYING RESULT RECONCILIATION

\$'000	Statutory H1 FY2026	Restructure Costs ⁽⁴⁾	Underlying H1 FY2026
Sales	176,037	285	176,322
Gross Profit	121,584	285	121,869
Gross Profit Margin	69.1%		69.1%
Other Income ⁽¹⁾	1,435	-	1,435
% of Sales	0.8%		0.8%
Operating Expenses ⁽²⁾	(76,087)	707	(75,380)
% of Sales	43.2%		42.8%
EBITDA ⁽³⁾	46,932	992	47,924
EBITDA Margin %	26.7%		27.2%
EBIT ⁽³⁾	28,026	992	29,018
EBIT Margin %	15.9%		16.5%
Net Profit After Tax	16,537	696	17,233
NPAT Margin %	9.4%		9.8%

(1) Other Income includes other revenue, other income and a share of net profits of associates.

(2) Operating Expenses exclude depreciation, amortisation and finance costs.

(3) Refer to Appendix 1 for further information on Non-IFRS financial measures.

(4) Restructure costs relate to the restructuring of the Beacon Trade Rebate, Installation Department, Beacon Lighting America and the Beacon Group Support Centre.

6 APPENDIX THREE: SUSTAINABILITY

- The Beacon Lighting Group sustainability goals concentrate on three focus areas being People, Product and Planet.
- The People highlights include enhanced leave entitlements such as Birthday Leave and Wellbeing Days, and the strong safety focus leading to fewer team member injuries, a reduction in lost time hours and improved return to work practices.
- The Product highlights include the launch of a new globe range for 2026 which are all LED technology and the continued roll out of sustainable packaging solutions across our new and existing products.
- The Planet highlights include operating 72 solar systems on Beacon Lighting locations, reducing the demand for grid source electricity. All new company vehicles purchased are now electric vehicles with a plan to transition the existing fleet over to the new energy efficient technology.

