

## Thorlux Lighting – Revenue £69.1m, +22%



**Pictured:** Network Rail Maintenance Depot, Wimbledon



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Performance was strong this year, with

growth being delivered from a variety of different sectors and the successful launch of SmartScan. Orders received reached a record high, with an improvement in operating profit driven by the increase in revenue.

Thorlux supplies the broadest product range of the FW Thorpe Plc companies, covering multiple markets in both the public and private sectors. Thorlux continues to be the driving force behind product development for the rest of the Group, pushing the business forwards.

Product developments this year include the following. Further enhancements of the SmartScan platform now offer customers both the ability to review data on how their lighting installation is performing via a web portal, and the ability to change the colour temperature of the lighting, which can be useful in certain educational or healthcare scenarios. In addition, Thorlux has co-ordinated the development of a range of exterior pole-mounted luminaires with high-performance lenses for the retail sector, predominantly used for car park lighting. This

collaborative development used lens design skills from Luxintec, an investment in 2016, and utilised parts developed at Lightronics, the Group’s business in the Netherlands.

From a sales and orders perspective, 2016/17 has been a successful year. Revenues derived from SmartScan exceeded £7.0m in the product’s first year. Projects included the new Special Vehicle Operations Centre at Jaguar Land Rover, London Midland railway stations (see pages 18 to 21 for further details), as well as some notable projects in Europe. As well as success with SmartScan, growth also came from the industrial, automotive and education sectors, with Thorlux’s sales offices in Ireland, UAE and Australia all outperforming the revenue achieved in the previous year. Business in Germany was steady and is expected to push on in 2017/18, with further investment in personnel starting to pay off.

Capital investment in the manufacturing process continued. The focus this year was on utilising the space created from recent projects such as the additional vertical storage units last year and the warehouse extension a few years ago. The re-organisation of the assembly area has now been completed, which includes new assembly benches, test stations and the installation of a new electrostatic discharge floor coating to further protect electronic components during

handling in the assembly process (see pages 30 to 31 for further details). These developments have enabled the company to achieve the increased levels of revenue seen this year and have laid the foundations to support growth in the future.

With continual focus on product development and on increasing business in all sectors and geographical locations, Thorlux will develop further opportunities to grow the business during the next financial year and beyond. Finding additional opportunities to expand the global footprint of the Group will be especially important, to counteract any impact of the uncertain economic climate as a result of the fragility of the current UK Government and the ongoing negotiation of trade deals with both Europe and beyond. With the building blocks of innovation and outstanding customer service, Thorlux will continue to aim for growth over the next few years.