

Operational Performance continued

Compact Lighting – Revenue £4.0m, +2%



compact Compact operates in the retail, display and hospitality sectors. With challenging delivery schedules and competitive pricing, these markets can be particularly demanding. Revenue has not improved significantly in 2016/17, resulting in the business delivering a similar result to that of last year.

Projects continued with existing customers, with smaller initial orders secured with new customers but no further roll-out work forthcoming. There has been further success with the car showroom sector, with Compact becoming one of a select number of suppliers for Jaguar Land Rover car showrooms, with some initial orders this year and further orders expected in 2017/18. During this time, Compact's product portfolio has supported Thorlux to develop relationships with a few major brands in the UK retail sector and win some initial business.

Product development continued, with Compact developing LED products to broaden its portfolio to both compete with the high-end retail and display lighting companies and to differentiate the company from the competition.

Last year, the annual report commented on Compact's new relationships and its investment in both the sales organisation as well as new product tooling. Compact has not managed to improve on the results of last year, and has not managed to build on some of the new customer relationships acquired in the last few years.

At the start of 2017/18 it was decided to merge the Compact business with Thorlux. This will enable Thorlux to take advantage of Compact's wider portfolio of products and its sales presence in the retail, hospitality and display sectors. The existing Compact facility in Portsmouth will become an extension of the manufacturing capabilities of Thorlux. The result will be a focused approach to the retail, hospitality and display sector, building on the existing relationships of both companies but under the strength of the Thorlux brand.



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Pictured: Clarks Showroom, Manchester