

Philip Payne – Revenue £3.0m, +19%



Pictured: National Army Museum, London



Amongst its emergency lighting peers, Philip Payne continues to be the “go to” brand for prestigious projects, and it has enjoyed another solid year both in the UK and overseas. Results for 2016/17 were impressive, with the increased revenue delivering a corresponding increase in operating profit.

Philip Payne’s ability to modify standard designs to meet architectural requirements differentiates its range from those of competitors, which are generally produced in high volume and often imported. Philip Payne’s clients are quite discerning and often require more than the typical trade offerings, leading to unique market opportunities.

The strategy to increase export focus, adopted a few years ago, has proved successful, with continuing growth in the UAE. Sales in this market have a similar project profile to those enjoyed in the UK, resulting in increased revenue for 2016/17. Projects varied in scale from small fit-outs for top retail brands to large new builds like the new Midfield Terminal building at Abu Dhabi International Airport, which is being introduced to handle an extra 30 million passengers per year.

In the UK, Philip Payne added more prestigious clients to its reference list, enjoying successes in retail, for example at Selfridges, Ralph Lauren, Gucci and Chanel, and in the sporting sector, with the Warner Stand redevelopment at Lord’s Cricket Ground, Wimbledon No 1 Court and the Queen Elizabeth Stadium, along with heritage work at the Royal Opera House and Freemasons’ Hall.

The company continues to focus on new product development to accommodate advancing technologies such as wireless communication and to meet the demands from export markets where requirements often differ from those in the UK. Investments have continued throughout the year, with new CNC machinery improving productivity and profitability.

The challenge for the new financial year will be to replicate the success of 2016/17.

+19%



Increased revenue
Delivering a corresponding increase in operating profit