

Portland Lighting – Revenue £3.4m, -2%



“The anticipated launch of a third-generation Ecolux luminaire with its unique features will provide further market differential.”

Pictured: Greggs Bakery, Manchester



Portland Lighting remains quite different in its route to market from the other Group companies, who immerse themselves in the process of building design and specifications. The focus of Portland remains on external shop-front sign lighting.

The company has continued its success in the brewery trade and retail sector, and with advertising billboard companies. This year has seen successful projects at high street stores for Thomas Cook, Thomson, Enterprise car hire and Co-operative, along with brewery projects for Greene King and Punch Taverns and advertising work for J C Deceaux.

Since the Group acquired Portland Lighting in 2011, the company has consistently delivered excellent operating profit returns. Sales of solar

luminaires and new “super lens” optics continue to supplement those of mainstream products; however, increased competition resulted in revenue reducing slightly in the final quarter of the year.

With installers expecting same or next-day delivery, service remains at the core of Portland’s ethos.

Investment in product development has continued this year, and the anticipated launch of a third-generation Ecolux luminaire with its unique features will provide further market differential.

Work continues to establish relationships overseas to increase sales into mainland Europe.