



A proud division of

Beacon
LIGHTING

Ph **1300 237 652**

www.beaconenergysolutions.com.au



BEACON ENERGY SOLUTIONS

www.beaconenergysolutions.com.au

“With the Beacon brand already leading the way in energy-efficient lighting, expanding into solar power and energy efficiency services was the perfect opportunity to offer our commercial clients renewable energy solutions, to reduce both long term operating expenses and impact on the environment.”



GLEN ROBINSON
CEO BEACON LIGHTING GROUP

BEACON LIGHTING DISTRIBUTION CENTRE

Location: Derrimut VIC
System size: 100kW

BEACON

Beacon LIGHTING DC

CONTENTS

Why Solar & energy efficiency	6
Vision and mission statement	6
Beacon Lighting Group Timeline	8
The growth of Beacon Energy Solutions	9
Powering Beacon Energy Solutions	9
How we operate	10
Service philosophy	13
Our energy efficiency products	13
Financial security	14
Affiliations	17
Our brands	18
The power of Beacon	19

WHY SOLAR & ENERGY EFFICIENCY

As energy efficiency and managing operating expenses becomes more crucial to Australian businesses, Beacon Energy Solutions have the knowledge, expertise and experience to offer practical solutions to our clients.

Renowned as a name backed by integrity, trust and reliability, Beacon Energy Solutions continues to be at the forefront of solar and energy efficiency technology.

Beacon Energy Solutions is the brighter choice from one of Australia's most trusted brands.

VISION & MISSION STATEMENT

Beacon Lighting's vision is to be the leading national and international provider of innovative, technologically advanced lighting and energy efficient solutions that enhance customers' environments.

Beacon's mission is to light customers' lives with exciting, environmentally friendly products, delivered with expertise and unparalleled service.

As part of this mission, Beacon Energy Solutions are leading the way in its commitment to become the most trusted provider of renewable energy solutions, enabling clients to minimise their impact on the environment and reduce their energy costs.

To achieve this, Beacon Energy Solutions are leveraging its integrated network of services to deliver energy solutions to its clients efficiently, reliably and cost effectively.

BEACON LIGHTING DISTRIBUTION CENTRE

An innovating up-lighting design, the Beacon brand can be seen by airport traffic using the landing flightpath at Tullamarine airport.

Location: Derrimut VIC
System size: 100kW

BEACON LIGHTING GROUP TIMELINE

The very first Beacon Lighting store opened in Prahran, Victoria in 1967 and we've been a glowing success story ever since.

50 years later, we're Australia's leading specialist lighting retailer with 108 stores nationwide.



THE GROWTH OF BEACON

Since 1967 when Ian Robinson opened the first Beacon Lighting store in Melbourne, the Beacon name has grown at an enviable pace.

Today you'll see the Beacon name on over 108 stores around the country.

As Australian industry leaders in the supply of LEDs and energy-efficient lighting and ceiling fans, the establishment of Beacon Energy Solutions in 2007 was a natural extension.

Rather than purely reducing energy use, Beacon Lighting was determined to become involved at the start of the energy generation cycle.

Today, Beacon Energy Solutions specialise in large-scale commercial solar systems and energy efficiency measures, offering businesses the opportunity to reduce their long term operating expenses for the future.



POWERING BEACON ENERGY SOLUTIONS

When you choose Beacon Energy Solutions, you have the entire Beacon Lighting network of expertise working for you.

Beacon Energy Solutions is supported by an established national infrastructure that ensures efficiency, reliability and service – today and tomorrow.

At Beacon Energy Solutions, design, planning and estimating, distribution, installation and project management is all handled within the Beacon Lighting Group.



HOW WE OPERATE

SYSTEM DESIGN & SCHEDULING

Beacon's experienced team tailors energy solution design and configuration for all commercial applications providing full turnkey solutions.

To ensure maximum savings, our energy package designs are optimised to suit individual site characteristics. They are compliant with Australian industry and Clean Energy Council (CEC) standards and regulations.

Because Beacon Energy Solutions deals directly with the manufacturers, they can also custom design solutions to meet the specific characteristics and challenges of an individual site. This is a distinct advantage when it comes to optimising performance and cost efficiency.

Our internal planners and team of project managers are experienced at scheduling high volumes of installations Australia-wide, and ensuring a timely turn-around from quote acceptance to installation.

INSTALLATION

Beacon Energy Solutions use a carefully chosen national network of qualified electricians who specialise in solar & energy efficiency installations.

Fully accredited by Australia's Clean Energy Council, our installation network ensures fast, efficient, experienced installation across all projects, from small to medium businesses and large scale commercial projects.

Safety is paramount at Beacon Energy Solutions. We comply with all national OH&S requirements via our contractor management system, to ensure safe work practices are adhered to during project delivery.

DISTRIBUTION

Beacon's energy efficiency solutions are shipped nationally from Beacon Lighting's 10,000m² national distribution centre (DC).

LINCRAFT DISTRIBUTION CENTRE

A unique design, this project was awarded a 'judges honourable mention' and was a finalist in the Clean Energy Council Solar Design & Installation awards.

Location: Derrimut VIC
System size: 100kW

Lincraft



**CLEAN
ENERGY
COUNCIL**

Solar Design & Installation
Awards 2017

FINALIST



LIFESTYLE WORKING BUILDING

Lifestyle Working is the only strata building in Australia to achieve both a 5-star energy and 6-star water NABERS rating

Location: Brookvale NSW
System size: 200kW

SERVICE PHILOSOPHY

Beacon Energy Solutions shares all the attributes that have made the Beacon brand one of Australia's most trusted. Integrity, trust and reliability are key to its continued success as a reputable, accredited national supplier of energy solutions, and you can be assured Beacon will be here to service your energy project for its lifetime.

Beacon Energy Solutions has demonstrated its long-term commitment to the sourcing and supply of renewable energy at every level. Its buying power, expertise and the scale of its distribution and installation network ensure the best possible service.

Quality is key to the success of Beacon Energy Solutions, which is why only proven quality products that demonstrate superior value for money are selected, and then supported with strong service back up.

The first step in providing service excellence is delivering a high performing, highly efficient solutions. Beacon products are sourced from the world's most reputable manufacturers, must pass extensive quality and assurance testing, and must perform to industry leading standards of efficiency.

OUR ENERGY EFFICIENCY PRODUCTS

- Large scale commercial solar solutions
- Commercial Battery backup solutions
- Off-grid and hybrid backup solutions
- Commercial LED lighting and upgrades
- Solar LED lighting
- Energy Audits
- Energy efficiency solutions and monitoring
- \$0 Upfront Finance
- Power Purchase Agreements – PPA's
- HVAC & BMS
- Advanced Control
- Hot Water Heat Recovery & Heat Pumps
- Monitoring & Metering
- Public Display & Communication
- Design
- Project Management
- Maintenance Contracting
- Refrigerant to Hot Water Heat Recovery
- Heat Pump Applications
- Air to Air Heat Recovery

FINANCIAL SECURITY

As a part of Beacon Lighting Group, Beacon Energy Solutions is operating from a strong position of proven stability and financial capability.

Established in 1967, Beacon Lighting has grown to become a trusted Australian brand, becoming listed on the Australian Stock Exchange in 2014, and celebrating 50 years of business in 2017.

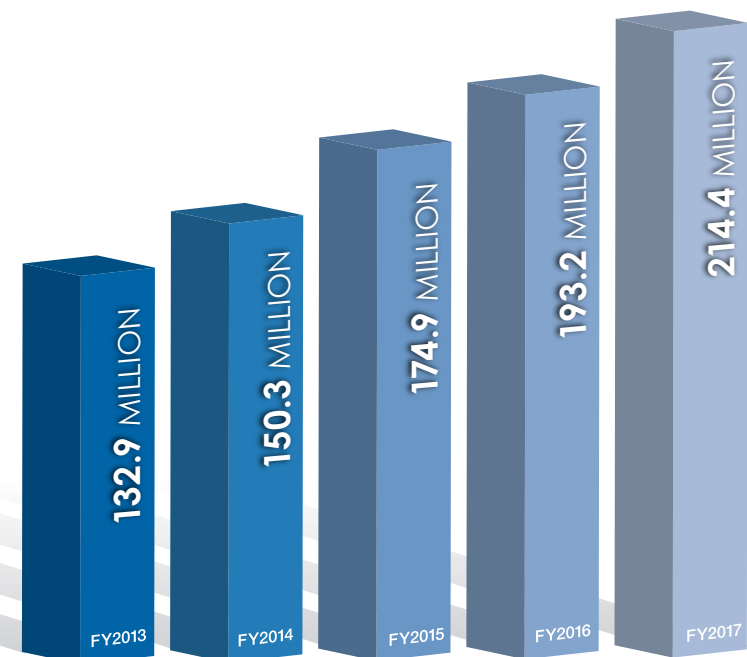
This success is reflected by the company's impressive sales; \$174 million in FY15 growing to \$193 million in FY16, and in excess of \$214 million in FY17.

With this foundation, clients can be assured that Beacon Energy Solutions will be here continuing to provide energy solutions in the future, and to service your project for its lifetime.

Clients will also have the confidence that as an established presence in the solar business, Beacon Energy Solutions has the capability and resources to deliver larger scale commercial projects.

Working with Beacon Energy Solutions gives you the security of knowing you're dealing with a brand that's here to stay.

2013-2017 SALES



REDARC ELECTRONICS

Location: Lonsdale SA
System size: 100kW





AFFILIATIONS



Clean Energy Council
MEMBER

CLEAN ENERGY COUNCIL

The peak body representing Australia's clean energy sector, Clean Energy Council is an industry association of more than 600 member companies operating in the fields of renewable energy, including solar, wind, hydro, bioenergy, geothermal and cogeneration.



Lighting Council
AUSTRALIA
MEMBER

LIGHTING COUNCIL OF AUSTRALIA

A powerful advocate for the lighting industry, this organisation encourages the use of properly designed and manufactured lighting systems and components in the domestic, commercial and industrial sectors. Beacon Lighting is not only a member of this prestigious organisation but also a representative on the board.



HOUSING INDUSTRY ASSOCIATION

The HIA is Australia's largest residential building organisation.



NATIONAL ELECTRICAL AND COMMUNICATIONS ASSOCIATION

This dynamic national organisation serves the management interests of the entire electrical contracting industry.



CLEAN ENERGY COUNCIL SOLAR DESIGN & INSTALLATION AWARDS FINALIST 2017

Received an honourable mention by the judges.

OUR BRANDS

BEACON LIGHTING COMMERCIAL

In Melbourne, Sydney, Brisbane, Adelaide & Perth, Beacon Lighting Commercial creates specialist lighting solutions for large developers' commercial applications.

www.beaconlightingcommercial.com.au



INTERNATIONAL

Beacon operates on a global platform, servicing the demands of the European, Asian and US markets with its innovative products from its international sales and distribution network.

www.beaconinternational.com.au



LIGHT SOURCE SOLUTIONS

The exclusive distributor of lamps, fixtures and roadway lighting in Australia and New Zealand.

www.lightsourcesolutions.com.au



THE POWER OF BEACON

When you choose Beacon Energy Solutions you're choosing security, expertise, guaranteed after-sales service supported by the Beacon Group.

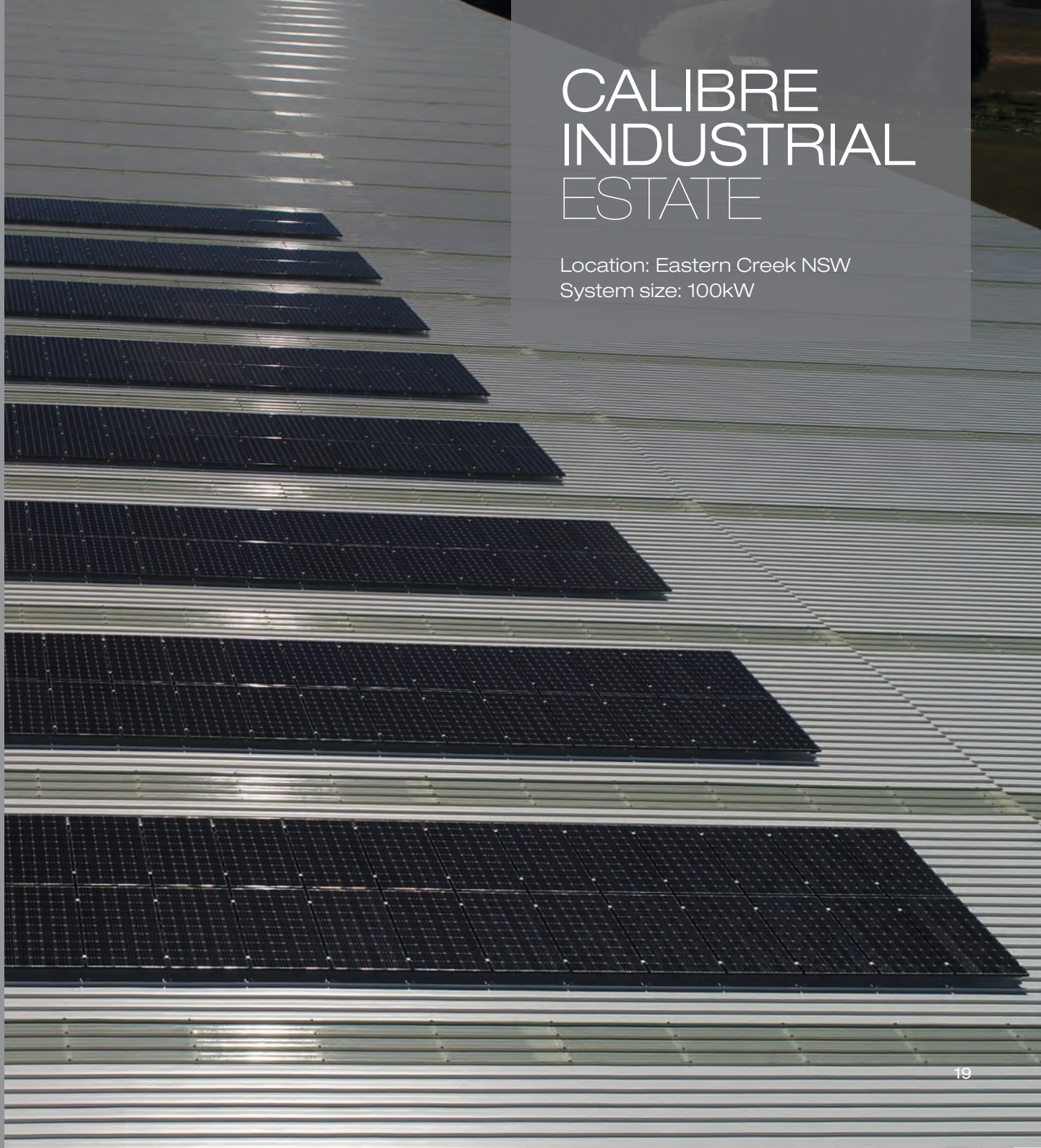
Our energy division is dedicated to the design, installation and continued service of our energy solutions. All of Beacon's installers are experts in their field and are certified by the Clean Energy Council.

As experts in energy efficiency, Beacon Energy Solutions can recommend a complete solution designed to reduce the operating expenses of your business, improve green marketing credentials, reduce your carbon footprint and impact on the environment, whilst providing strong return on your investment.

Beacon Energy Solutions welcomes the opportunity to help your business succeed in the future.

CALIBRE INDUSTRIAL ESTATE

Location: Eastern Creek NSW
System size: 100kW





Ph **1300 237 652**
www.beaconenergysolutions.com.au