

GERARD

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GROUP OF COMPANIES



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CUSTOMER FOCUSED



"The Gerard name is well known and respected in the electrical industry and now lighting.

We achieve success by creating a culture of relationships with our customers. We listen to their needs and respond with products that meet their project requirements. Together we achieve our goals."

Robert Gerard AO
Chairman, Gerard Lighting



"Our lighting brands give us the ability to focus on the specific needs of each market sector.

We are the largest lighting distributor and manufacturer in Australia. Clearly we have the capacity to influence change in the lighting market by making it more accessible and attractive to our customers."

Simon Gerard,
Managing Director, Gerard Lighting

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Our Brand Portfolio



Pierlite

Australasia's leading name in commercial, industrial and architectural lighting products since the 1930's



Sylvania SLA

Technology unsurpassed in road and tunnel lighting



Crompton Lighting

The innovator in retail and energy efficient lighting



Moonlighting

Fluorescent, industrial, exterior, architectural, medical, adverse emergency, energy efficient and customised lighting

INLITE

Inlite

High specification lighting instruments and design for commercial, public, and residential architectural environments



Austube

Proven performers in architectural track lighting and extruded aluminium lighting systems



CSE

When safety and durability counts in hazardous location lighting

www.gerardlighting.com.au

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Foundations for Success

Gerard Lighting is the company behind Australia's most impressive and comprehensive group of major lighting brands.

The Group's brand portfolio is the envy of the lighting industry incorporating Pierlite, Sylvania, Crompton, Moonlighting, Inlite and Austube. All of whom are leading lighting entities in their respective market segments.

It is hard to think of a better pedigree than Pierlite, Sylvania and Crompton with their origins beginning at the turn of the twentieth century. Clearly pioneers of their time.

In more recent times, Moonlighting, Inlite, Austube and CSE have carved out niche markets in the global lighting landscape.

Collectively, the Gerard Lighting Group offers a powerful combination of complementing brands to provide a solution for any project.

Based in Adelaide, South Australia, the Gerard Lighting Group is privately owned by the Gerard Family, a well known and respected name in the electrical industry since the 1920's.

Innovation Driven

Today the Gerard Lighting Group is a \$500 million enterprise employing more than 1,600 staff. People are our best asset. Core to the Group's ability to deliver innovative lighting solutions is an extensive research and development team, based in Adelaide, Sydney and Gosford.

These dedicated engineering teams who specialise in lighting, electronic and electrical design are the leaders in their field of expertise and provide the backbone to developing both national and international products. Research and development is a high priority, with the Group aiming to invest a minimum of 5% of its annual turnover.

Local and International Manufacture

The Gerard Lighting Group has a significant investment in Australian and overseas manufacturing. Coupled with ongoing quality improvement practices, the company's manufacturing processes are accredited to ISO9001. These facilities are additionally supported with laboratory and testing facilities to ensure products are manufactured to rigorous levels of quality and reliability.



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A Vast Global Network

The Group's lighting distribution and partnership network is Australasia's largest. Brands are well positioned with sales representation and warehousing operations in cities across Australia and New Zealand. The company has adapted the same customer focused culture, which made it such a success in the electrical industry.

The Group believes that direct representation to lighting distributors, installers and specifiers is the key to achieving long term success. The Group's high levels of service also includes ongoing technical support for the life of the project.

The Pierlite brand is an established name on the international lighting stage. Pierlite's international offices which include engineering and manufacturing facilities, are located in the United Kingdom, Europe, Asia, the Middle East and Africa.



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Corporate Ethos

Meeting the Green Challenge

As businesses globally face ever increasing challenges from commercial and environmental pressures, the Gerard Lighting Group is well positioned to meet and support these demands.

Commercial, industrial and residential lighting is viewed by both Industry and Governments alike as being a main arterial in determining future efficiencies and reductions in our respective carbon footprints. The Gerard Lighting Group has products and applications to support these initiatives by offering a portfolio of energy efficient, installer friendly products. Combined with good holistic lighting design and adequate lighting controls form the backbone of good lighting practice, provide benchmarks in energy efficiency and reduce energy consumption and greenhouse gas emissions.



Sustainability and our Carbon Footprint

The Gerard Lighting Group recognises the importance of adopting a sustainable approach to our business. Our focus is to ensure we continually improve the efficiency of all facets of our business and product portfolio, choose smarter and cleaner components from our technology partners, while ensuring our customers expectations are met.

By adopting an intelligent approach to good lighting applications (SMART), in addition to using well designed and efficient lighting systems (GREEN), we consider key to our future.

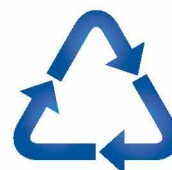


The Gerard Lighting Group fully understands the importance in active environmental management and the development of practices to actively minimise the environmental impact of it's portfolio and processes wherever possible. Active participation in industry based product stewardship initiatives and recycling within respective facilities is already common practice throughout the Group.

RoHS Initiatives

Environmental impacts are a major issue and the Gerard Lighting Group's green credentials are impressive.

No PCP's are used in the making of our product's. All products are manufactured in accordance with the RoHS directive 2002/95/EC (restricting the use of certain hazardous substances in electrical and electronic equipment). Although not compulsory, the Group recognises the merits of these RoHS initiatives.



Proudly supporting the Lighting Council of Australia

The Gerard Lighting Group are members of the Lighting Council of Australia and key supporters and advocates for the lighting industry, encouraging the use of appropriately designed and manufactured high-quality lighting systems and components in the commercial, industrial and residential sectors.



Health and Safety

The Health and Safety of our people is paramount to us and is integral to everything that the Gerard Lighting Group does. We promote an injury free environment and work on the basis that all injuries and damage are preventable.

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Case Studies

Council House 2 (CH2), Melbourne

Council House 2 (CH2) in Melbourne is Australia's first six star energy rated building. It harvests rain water to cool the building down and maximises natural lighting to reduce lighting energy consumption. As evening approaches, a state-of-the-art energy management system configured with Moonlighting's low wattage fluorescent lights ramp up to provide required levels of light, and the use of occupancy sensors ensures lights are turned off automatically when offices and surrounding areas are not occupied.

Street Lighting Project, Coffs Harbour

Sylvania Lighting teamed with Coffs Harbour Council and Country Energy in NSW in a project to implement energy efficient lighting. The trial was so successful that it won the 2002 Local Government Excellence in the Environment Award for Energy Efficient and Greenhouse Projects and led to a rollout of the new energy efficient lights through the entire area in 2004. Mr. Jeff Green, Environmental Services Manager of Coffs Harbour Council is quoted as saying:

"The savings are significant both financially and for the environment. The council should save at least 15% on annual street lighting costs.

But even more impressive are the environmental benefits. Our forecasts show that we will reduce greenhouse gas emission by 35% which equates to 650 tonnes eCO2 per annum".

As a part of the Coffs Harbour project, a model was created that predicts both the savings in greenhouse emissions and the financial benefits.

Further information can be found at the SLA environmental mini site:

www.sla.net.au/environment

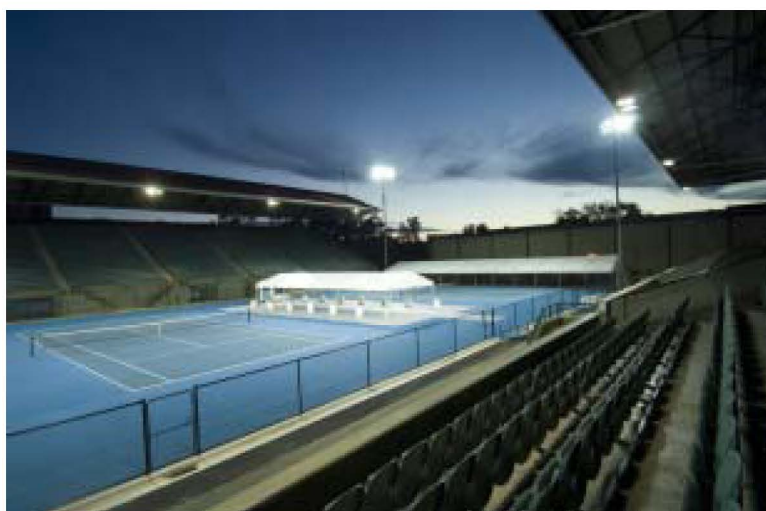
Memorial Drive, Tennis Centre, Adelaide

Opened in 1921, Memorial Drive is one of the world's great tennis clubs and the headquarters of South Australian tennis. The complex is located in the heart of Adelaide.

The Memorial Drive Tennis Centre has been undergoing a complete re-development with the major part being the Centre Court upgrade.

As part of the upgrade, new lighting was desired to bring the facility up to a national / international standard (1000 lux per Australian Standard AS2560.2.1). The four existing 20m poles were re-used in their corner positions. Each pole was installed with eight new Philips ArenaVision 2kW floodlights. In addition, Philips Optivision floodlights were positioned under the eaves of the grandstands.

These supplemental flat glass luminaires provide the necessary vertical illumination for television coverage to CIE 169.



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Product Philosophy

High Efficiency Solutions

The Gerard Lighting Group of Companies pioneered energy efficient lighting solutions on the strength of our SRS reflector and louvre technology. Utilising the best materials, our optical systems are integral in achieving high performance, using fewer lamps and lowering power consumption.

Our companies have led the way in using the most energy efficient components. These include electronic ballasts, led technology, induction light sources and high efficiency HID lamps.

The core Gerard Lighting Group business integration model is based upon open standards to ensure system solutions that are inter-operable across many vendors and not locked into proprietary systems.

The Gerard Lighting Group, together with its extensive network of partners, provides some of the world's best solutions for:

- Architectural Lighting
- Roadway, Tunnel, Outdoor and Sports Field Lighting Solutions
- General Commercial Lighting
- Emergency Lighting
- Floodlighting

Lighting Control Systems

Significant gains in energy savings can be achieved with lighting control systems. Gerard Lighting products are compatible with all the recognised systems and may be easily configured with occupancy detectors, ambient light sensors, time clocks and multi-point dimming.

- Energy efficient luminaires
- Low energy downlights (LED solutions)
- Low glare hi bay lighting
- Lamps
- Customised design and support



The world's preferred Australian lighting products

Pierlite's origins can be traced back over seventy years when the company's 'pier lights' were first installed in the Port of Melbourne. The famous brand was born and today is one of the oldest remaining manufacturers on the Australian lighting landscape. The company's head office, engineering and manufacturing operations are located in Sydney. Here, Pierlite continues to produce innovative products that successfully compete with the best the world has to offer.

Determined to maintain its market leadership position, Pierlite invests heavily in its R&D and engineering, quality control and manufacturing facilities.

With state-of-the-art CAD programs and world class optical, thermal, electronic and electrical test facilities the investment in Pierlite's technical design team will continue to create innovative, award winning and energy efficient lighting solutions.

Pierlite's manufacturing facilities meet all quality assurance accreditation to ISO9001.

Professional lighting solutions
Pierlite's core ranges include commercial, industrial and architectural lighting products. Products designed to deliver customers professional lighting solutions backed by support, service and warehouse facilities in each capital city of Australia. From the energy efficient linear or compact fluorescent lamp, through to the technically demanding Induction lamp, or to HID's such as Metal Halide, Mercury Vapour and High Pressure Sodium, and including the diverse range of Halogens and LED systems.

An energy smart future
Pierlite is working steadily to meet the green challenge with products offering environmentally responsible lighting solutions that reduce greenhouse gas emissions. Products such as energy efficient compact fluorescent lamp to energy efficient T5 fluorescent luminaires. Anticipating and meeting these demands is what Pierlite does best.

Landmark projects include:

- Canberra Constitution Boulevard
- Adelaide Airport
- OKI Jubilee Stadium
- Lane Cove Tunnel
- Brookvale Oval
- Commonwealth Games Village Melbourne
- Brisbane Magistrate Courts
- Memorial Drive Tennis Adelaide
- Melbourne South Bank development

www.pierlite.com





Lighting at the highest level

The youngest member of the Gerard Lighting group we are please to announce the arrival of Pierlite Malaysia. Established in 2008 after many years of operation as an agent.

The world's tallest twin towers, and former tallest building in the world, the Petronas Towers in Kuala Lumpur specified Pierlite lighting for the office floor space and access areas. Changi Prison in nearby Singapore also specified Pierlite lighting products including the relocated chapel and museum in 2001.

With projects such as these now associated with the Pierlite name, Pierlite Malaysia's has based its operations in the busy commercial hub of Petaling Jaya. Here Pierlite Malaysia is staffed by a dedicated team of lighting experts and designers to service the wholesaler and specifier markets. At present more than 14 distributors have been appointed throughout Malaysia.

Pierlite Malaysia is anticipating strong growth in the oil and petroleum industry throughout the country and offers a complete hazardous area lighting solution with the Pierlite CSE range of explosion proof lighting fittings.

With fully trained staff, the Pierlite Malaysia office offers a commercial, technical and in-house lighting design service ready to deliver on the needs of its customers.

www.pierlite.com.my





PIERLITE MALAYSIA



Landmark projects include:

- Changi Prison Singapore
- Petronas Twin Towers, Malaysia
- Mutineer Exeter/Technip, Singapore
- Ibu Pejabat Polis, Raub
- DBKL, Bandar Tun Razak
- Palace Of Justice, Putrajaya
- Unimas, Sarawak
- Syariah Court, Putrajaya
- Ibu Pejabat Polis, Gua Musang
- IPK Melaka
- Kajang Prison
- Sarawak Prison
- Pusat Serenti Karangan Kulim, Kedah
- Pusat Serenti Sg. Petani, Kedah
- Pusat Serenti Sg. Ruan, Raub Pahang
- Pusat Serenti Besut, Terengganu
- Pusat Serenti Serendah, Rawang
- Pusat Serenti Dengkil, Selangor Darul Ehsan
- University Malaya
- CIQ Complex, Johore Baharu
- Australian High Commission
- Tijani 2 North
- Putrajaya Bangalow
- Simpang Renggam Prison
- Polis Container, Johore Baharu
- Balai Lockup Shah Alam
- Ibu Pejabat Polis, Bandar Seri Alam, Johor
- Penjara Reman, Johor
- Bandar Baru Bangi Bangalow
- Binjai Residence
- One KL Condominium
- Bahru Stainless Manufacture
- RB Biotech, Arau, Perlis
- VIVA Home
- 'Little India', Brickfield
- Meru Prison

www.pierlite.com.my

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A Worldwide Sales and Service Network

The specification of a lighting package for any major project can be difficult to manage. The Gerard Lighting's group worldwide sales and distribution network is second to none and able to meet supply deadlines and provide expert knowledge regarding implementation.

Gerard Lighting's portfolio of lighting brands offers you the right solution for all of your commercial, industrial and residential lighting needs. Please do not hesitate to contact a Gerard Lighting Sales Representative to provide the support you need.

www.gerardlighting.com.au

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