



Lighting Retailers Market Rank & Profile UK 2008

REPORT SAMPLE

**Independent Lighting Retailers Market Review 2004-2012, Lighting Retailers
Ranking, Profiles, Industry Averages for Sales, Profitability & Key Financials
2004-2012.**

December 2008

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This report reflects MTW Research's independent view of the market which may differ from other third party views. Whilst we try to ensure that our reports are an accurate depiction of their respective markets, it must be emphasised that the figures and comment contained therein are estimates based on a mix of primary and secondary research, and should therefore be treated as such.

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Estimates Provided

In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small, medium sized and other companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

1. Introduction to Rank & Profile Reports

MTW Research Rank and Profile reports are designed to provide the reader with an independent, comprehensive overview of current, recent & future trading conditions and potential sales leads within their respective markets in an easy to use and easy to disseminate format.

Based on actual sales returns which provide higher confidence levels and researched by market research professionals with experience in the industry, MTW's Rank and Profile reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or to gain a greater understanding of the current and future performance of an industry.

This report enables the reader to undertake

- **Fast and Effective Company & Industry Analysis**

With the report providing an Industry Review with market structure, sales totals, sales averages and forecasts to 2012; Ranking section; and a more detailed Profile section; the depth and range of analysis provides a comprehensive overview of the market's performance and estimated ranking for each company included in the report. Each company has a 1 page profile with key financial indicators, providing crucial company analysis on which to base further research and strategic decision making or develop relevant sales leads.

- **Market Size & Trends for Sales & Industry Value to 2012**

Industry trends, market size and performance for revenue and industry value is provided from 2004 through to 2012 – based on primary research & actual sales returns, enabling a fast and accurate understanding of key industry trends and likely future prospects, facilitating sales and marketing planning.

- **Identify & Target the Most Relevant Sales Leads**

The report identifies the key players in the industry, and ranks them by sales, profitability and a number of other key performance indicators, enabling you to quickly identify and target the most relevant and best performing companies in the industry. The additional contact name and mailing details for each company provide the key to quickly increasing sales leads in this industry.

- **Benchmark & Monitor a Company's Performance against the Industry.**

4 years of the most recent accounts available, supported by our own estimates, is supplied for each company enabling the reader to understand the position of any company in the market and gauge its market share and performance against competitors in recent years.

- **Turnover & Profit Estimates for Every Company**

MTW reports are unique in that we have provided an estimate for turnover and profit ranking for every company listed, enabling the reader to gauge market share of smaller and medium sized businesses, as well as the larger companies.

- **Monitor The Market Leaders' Performance.**

Key financial data are provided for every company listed for the last 4 years, enabling the reader to quickly and effectively track a company's performance in recent years, providing an excellent foundation on which to base further SWOT analysis to provide a comprehensive review of your competitive environment.

- **A Company Listing More Relevant to Your Market**

MTW Research have been researching and writing market reports in these sectors since 1999 and as such we are able to develop a company listing which is more relevant to your chosen market, saving you time and money.

- **Save Your Company's Time & Money**

MTW's *Rank & Profile* reports represent excellent value for money and don't bombard you with irrelevant financial data, they are designed to enable you to engage in fast and effective market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

2. UK Lighting Retailers Market

2.1 Introduction to this Rank & Profile Report

In order to offer a comprehensive and easy to use marketing tool, this report includes:-

Lighting Retailers Industry Overview 2004-2012

Overview of the industry's performance 2004-2007 and forecasts to 2012, including:-

- Total Industry Sales Turnover 2004-2012 & Key Trends
- Market Share by Growing, Declining & Static Sales Companies to 2008
- Market Share Mix by Employee Numbers & Turnover Size in 2008
- Market Mix for Credit Worthiness & Risk Ratings in November 2008
- Total Industry Profitability, Assets & Liabilities, Net Worth

Average Lighting Retail Industry Performance 2004-2012

A Profile of the 'Average' lighting retailer, enabling effective and fast comparisons:-

- Average Lighting Retailers Company Sales Revenue 2004-2012
- Average Company Profit Levels 2004-2012
- Average Assets & Liabilities 2004-2012
- Average Net Worth 2004-2012
- Average Value of Sales per Employee 2004-2012

Lighting Retailers Market Ranking

Provided for the leading companies in tabular format:-

- By Turnover & Individual Sales Revenue Estimates for 2007
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

Company Profile & Sales Leads

Financial data and estimates provided for the last 4 years of trading for every company:-

- Turnover & Profit estimates for every company listed for 2007
- Working Capital (i.e. Cash Available),
- Sales & Profit Per Employee (where reported)
- Debtors Value (i.e. money owed to company each year over the last 4 years)
- Fixed Assets (e.g value of land, buildings, vehicles, equipment etc)
- Current Assets (i.e cash & other assets to be sold within 1 year)
- Current Liabilities (i.e debts or obligations due in 1 year)
- Long Term Liabilities (i.e debts or obligations which extend beyond 1 year)
- Net Worth (i.e total assets less total liabilities)
- Company's Principal Activities
- Full Registered Address & Postcode
- Incorporation Date
- Ultimate Holding Company & Parent Company (if applicable)
- Number of Employees (estimates given where no data exists from Companies House)
- Senior Decision Maker / Director Contact Name

Also provided as part of the "Ultimate Pack" is a comprehensive, multi-use mailing and telemarketing list and a comprehensive financial spreadsheet including 4 years key financial data for the industry.

2.2 Lighting Retailers Industry Competitor Listing

The following table provides a listing of the companies which are included, and for the purposes of this report, defined as 'the market'.

Figure 1: Lighting Retailers Company Listing

A P Lamp Distributors Ltd	Inspired Lighting Ltd	Prewer & Orsborn
Abbeygate Lighting	J.J Lighting & Electrical Ltd	Prime Light Electrical Ltd
Academy Wholesale Electrics Ltd	Jessica Jones Lighting	Profile Lighting Services Ltd
Akshars Ltd	Kent Lighting Ltd	Projected Image Digital Ltd
All Square Grp Ltd	Koltrane Lighting Ltd	Richard James Lighting Ltd
All Weather Lighting	L & M Lighting Ltd	Robert Matthew Lighting Ltd
Ansorg	Lamps & Lighting	Robinsons Lighting Ltd
Aquila Design	L'aura Lights Ltd	Ryness Electrical Supplies Ltd
Arthur English (Ilkley) Ltd	Ledco	S C A Distributors Ltd
B.J Lighting Supplies Ltd	Leyden Electrical Supplies Stevenage	S G E Biz
Barbizon Europe Ltd	Light House Discounts	Simply Lighting
Baro Lighting UK Ltd	Light In Design Ltd	Sparks Electrical Wholesalers Ltd
Basement Lighting	Lightbox Ltd	Stanways Lighting & Heating
Bayada Bros & Co.Ltd	Lighthouse Electrical Wholesalers Ltd	Starna Industries Ltd
Bella Figura	Lighting Bug	Sterling Lights
Bernlite Ltd	Lighting Electrical	Stockfield Co Ltd
Bridport Lighting Centre Ltd	Lighting Inspirations	Streetstyle UK Ltd
Brightlights Lighting & Electrical	Lighting Store Co	Sycamore Lighting Ltd
Bulpitts Lampshades Ltd	Lighting Styles Ltd	The Complete Lighting Co Ltd
Cameron Peters	Lights Fantastic Chester Ltd	The Lamp Co
Charles Edwards Antiques Ltd	Lincolnshire Lighting Ltd	The Lamp Shed
Chorley Lighting Centre Ltd	Litecraft	The Light Brigade Ltd
Cotterell Light Centres	London Lighting Co Ltd	The Light House York Ltd
Creative Living Ltd	Lumino Ltd	The Lighthouse (Shrewsbury) Ltd
Cutting Edge Lighting Technology	Luton Lighting Centre Ltd	The Lighting Centre Ltd
D R Kershaw Ltd	Lux Lighting Ltd	The Lighting Studio
Danlec Electrical & Lighting Ltd	Luxa Ltd	The Lite Spot UK Ltd
Derham's Specialist Lighting	M I L Master In Light Ltd	Tom Phillips Ltd
Diva Lighting Ltd	Mapperley Lighting & Gifts (2004) Ltd	Topkapi Interiors Ltd
Elite Lighting & Alarms Ltd	Marine Lighting (UK) Ltd	Tornado Lighting & Design Ltd
Emco Group Ltd	Mers-E-Lec Ltd	Town & Country Lighting
Enlightenment By Design Ltd	Mister S Ltd	UK Pavement Light Construction Ltd
Exclusive Lighting Ltd	Mw United Ltd	Universal Lighting Services Ltd
Ezards Lighting	New Effect Ltd	Universal Stars Inc Ltd
Faraday Lighting Gallery	Northgate Lighting Systems Ltd	V L M
Fiat Lux	Npn Enterprises Ltd	Vaughan Ltd
Firstlight Products Ltd	Nulite Lighting Ltd	Veco International Ltd
Forme Ltd	Orlight Ltd	Villa Verde Ltd
Garvagh Lighting Ltd	Ottimo Ltd	Visibility Lighting & Sound
General Lamps	Pagazzi Lighting Ltd	Warmmead Electrical Ltd
Global Lighting UK Ltd	Performance In Lighting UK Ltd	WE-EF Lighting Ltd
Goodwill Sales Ltd	Peter James Lighting Stroud Ltd	West Midlands Lighting Ltd
Green Lighting	Pizzazz	
Group B Lighting	Poolglo Ltd	

Source: MTW Research

The UK lighting retailers industry is currently estimated to be worth around **Sample** million, with the above companies estimated to account for just over 70% of the total industry in 2008 by value.

In 2008, there are around **Sample** individual lighting retailers active in the UK, though the industry is becoming increasingly **Sample Sample** terms, with the above companies reporting sales of around £ **Sample** million, representing more than 70% of the total industry. This report reviews the

performance of these companies, defined as the 'lighting retailers market', since 2004 and identifies likely future prospects to 2012 alongside company rankings and profiles.

The total sales of the above organisations are valued at just over £ **Sample** million, reflecting an industry which has experienced **Sample** in recent years. As is the case in many **Sample Sample**, lighting retailers now **Sample** late 2008, with this trend likely to be prominent for the next **Sample** months. However, there remain a number of **Sample** the market which should offer some degree of **Sample Sample** longer term **Sample** for those companies able to **Sample**

This quantitative report is based principally on company sales returns and balance sheets, supported where appropriate by additional primary research from the industry, secondary data from trade journals, industry commentators etc., and our own estimates based on background experience of researching the UK Lighting market for more than 10 years.

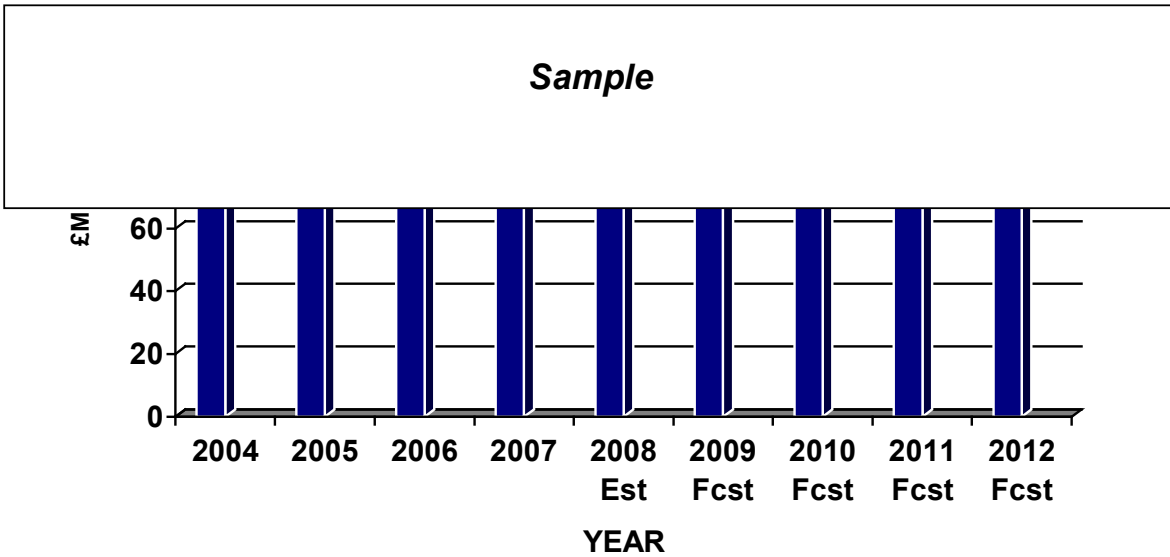
2.3 Lighting Retailers Market Performance 2004-2012

The following section reviews the overall, combined performance of the selected lighting retailers in terms of sales revenue, profit, assets, liabilities and net worth since 2004 and provides forecasts to 2012.

2.3.1 Lighting Retailers Market Sales Revenue 2004-2012

The following table illustrates the performance of the lighting retailers market in terms of combined sales revenues between 2004 and 2007 and forecasts to 2012:-

Figure 2: Lighting Retailers Market Sales 2004-2012 £M



Source: MTW Research / Company Financials

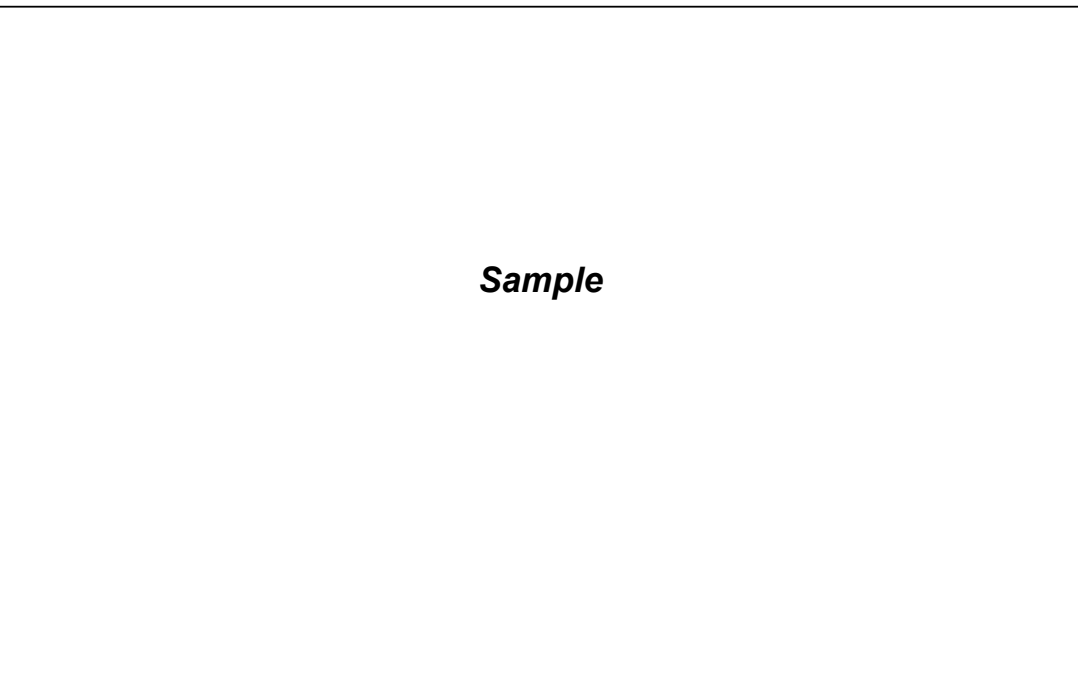
The above chart illustrates our estimates of the sales performance of the lighting retailers market, based on actual sales returns and revenue estimates based on annual returns and balance sheets.

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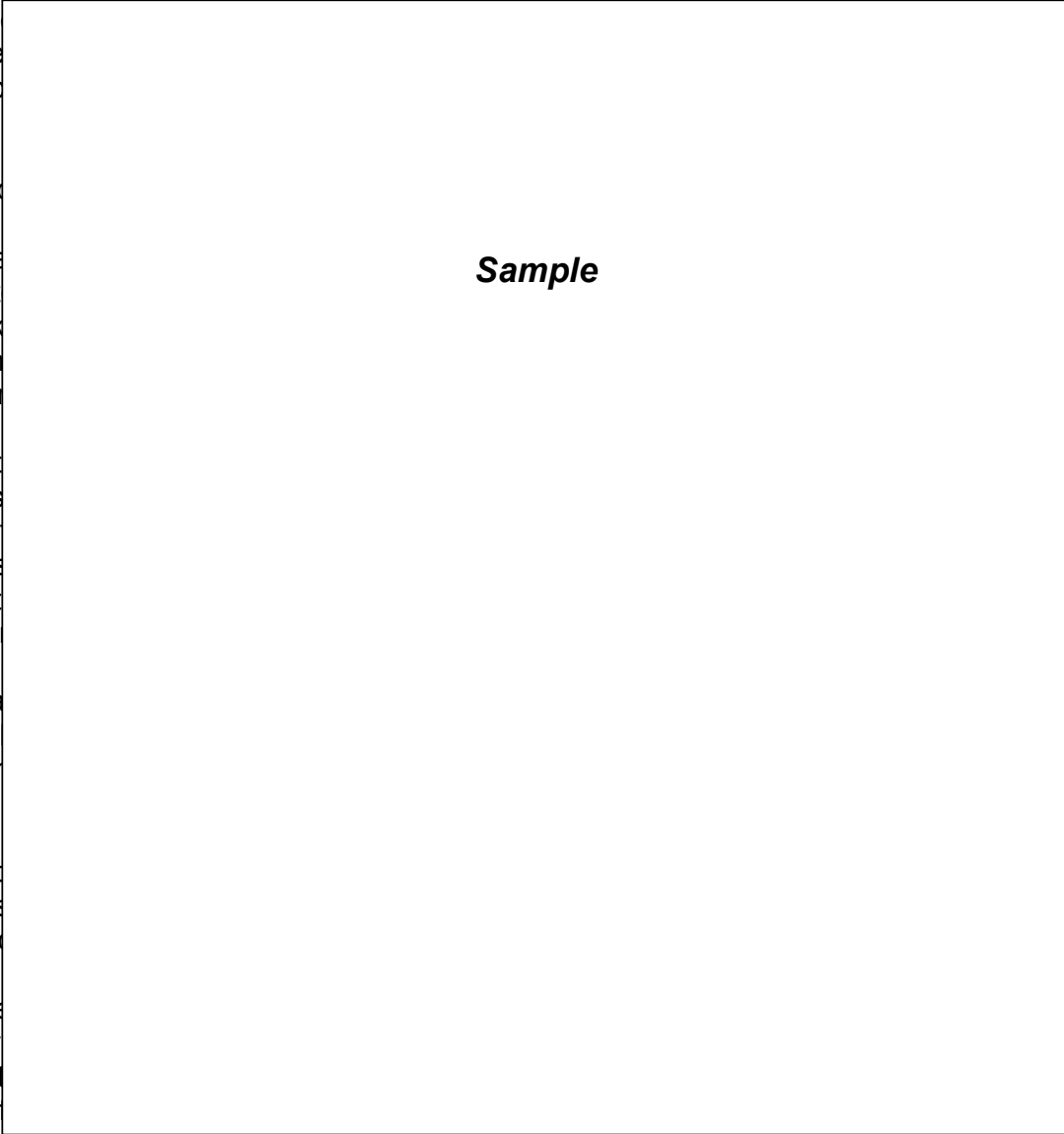
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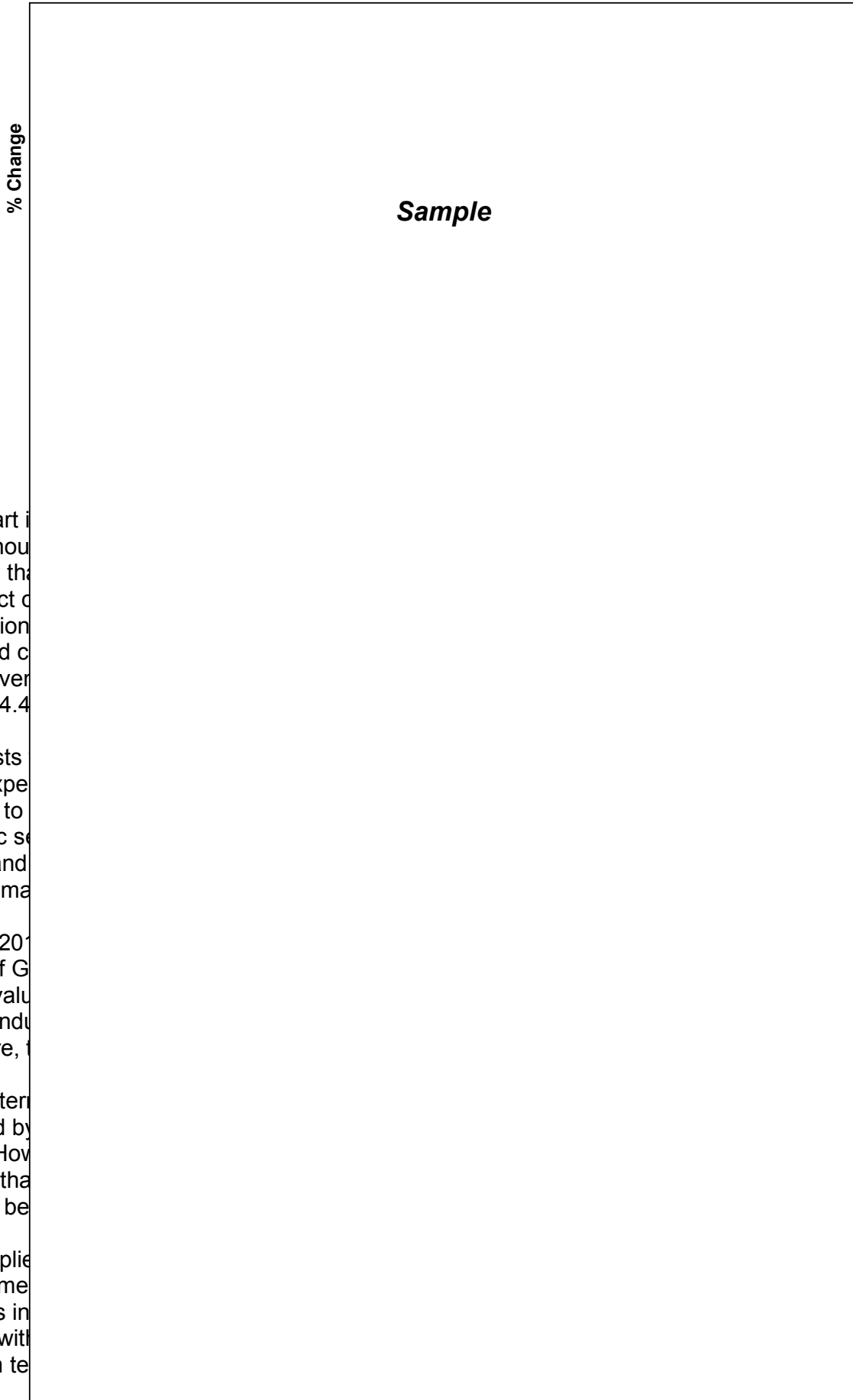
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The annual change in sales revenue by the lighting retailers market is illustrated in the following chart:-

Figure 3: Lighting Retailers Market Total Sales % Change 2004-2012



The chart in 2007, though indicate that to impact demand implications the rapid change rapid reversal around 4.4

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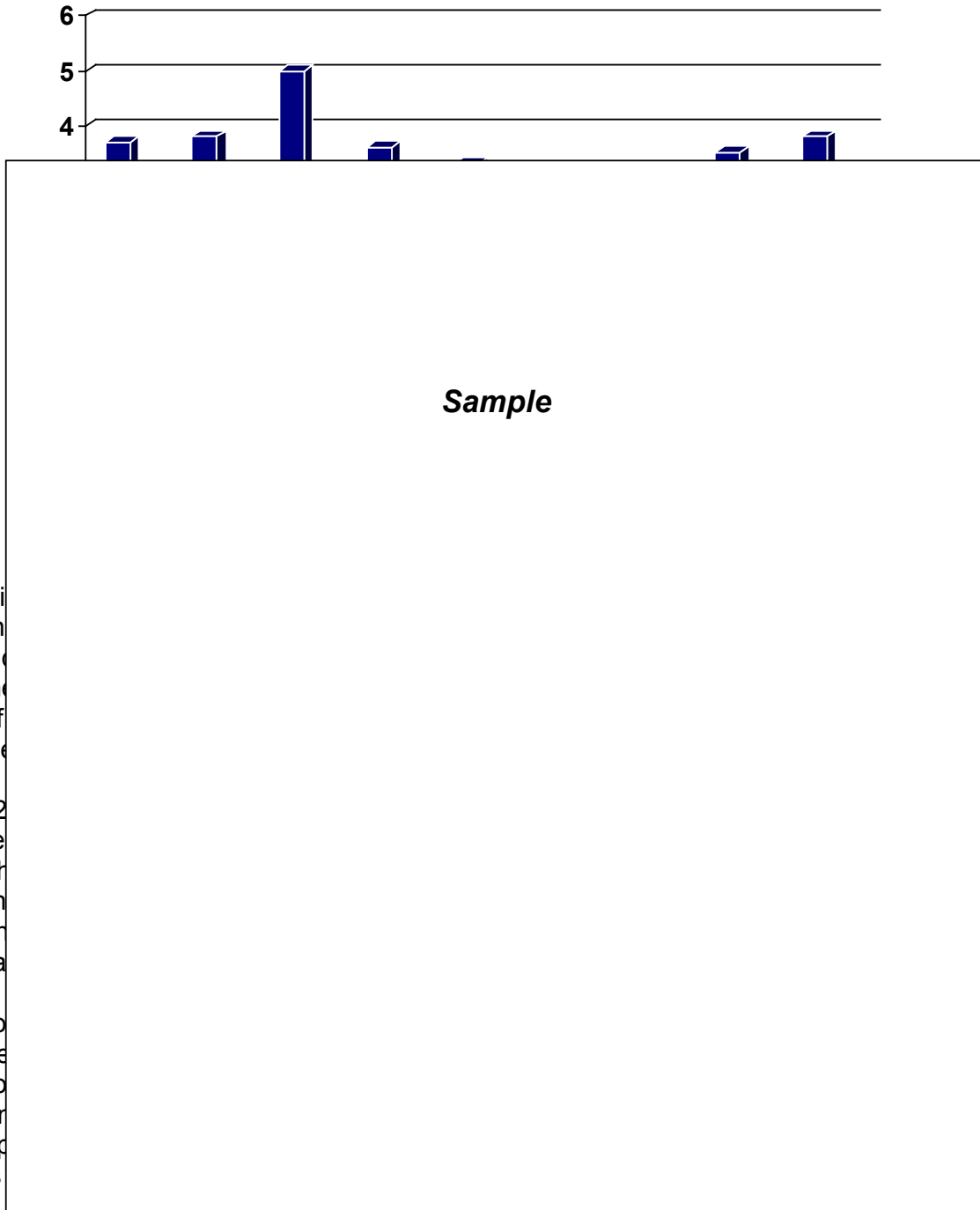
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2.3.2 Lighting Retailers Market Profit 2004-2012

The following table illustrates the performance of the lighting retailers market in terms of profitability between 2004 and 2007 and provides forecasts to 2012:-

Figure 4: Lighting Retailers Market Total Profit 2004-2012



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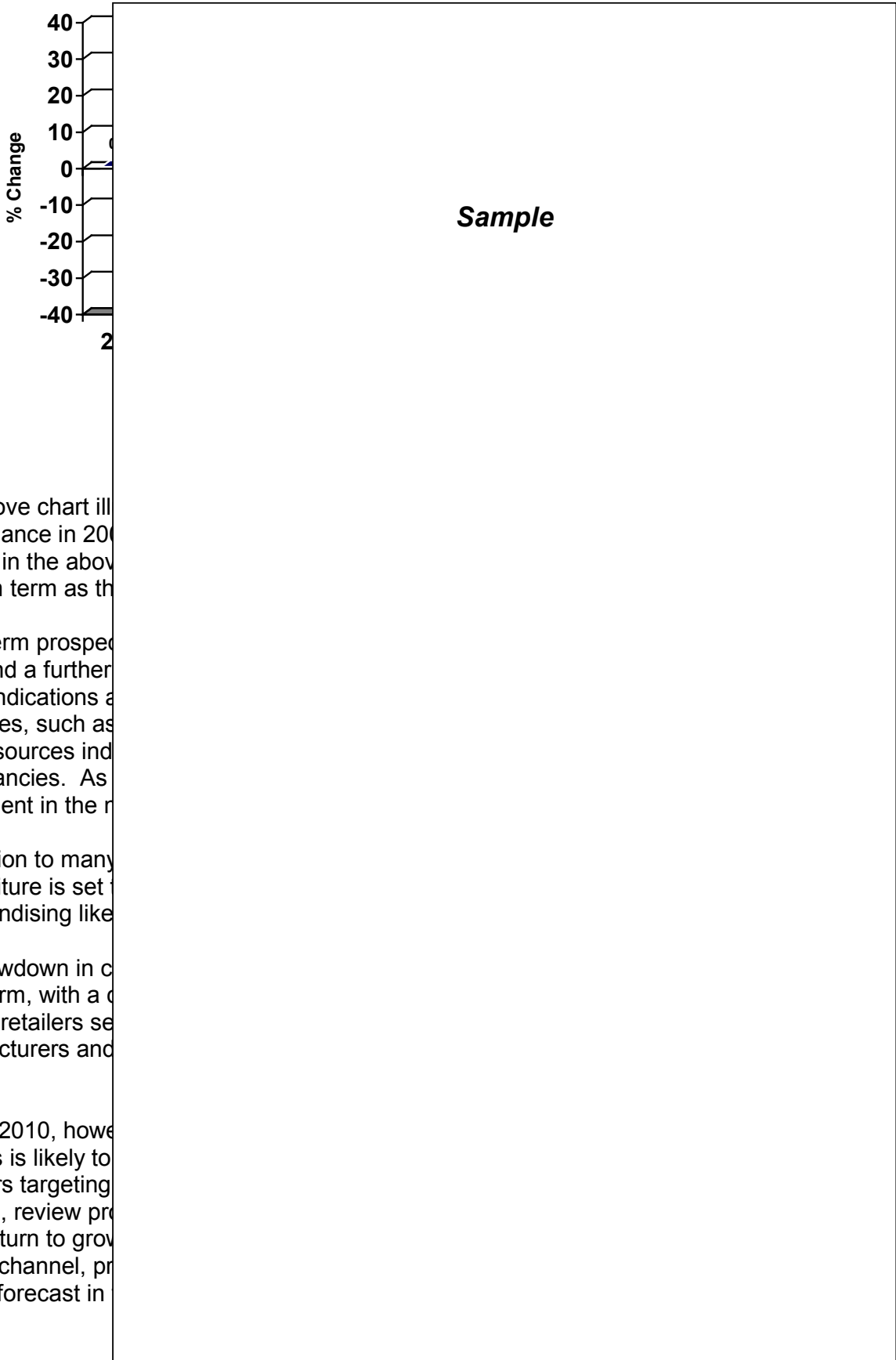
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The level of annual profit growth is illustrated in the following chart:-

Figure 5: Lighting Retailers Industry Total Profit % Change 2004-2012



The above chart illustrates the industry's performance in 2004-2012. It is evident in the above chart that the industry has a medium term as the

Short term prospects are positive for 2008 and a further term. Indications are that the industry is a measure, such as the level, sources and redundancies. As a result of divestment in the

In addition to many other factors, expenditure is set to increase through merchandising like

The slowdown in the industry in the short term, with a decline in lighting retailers seeking manufacturers and suppliers in the short term.

By mid 2010, however, the industry is likely to see suppliers targeting the industry's position, review product lines, and a rapid return to growth through the retailer channel, providing a growth forecast in

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2.3.3 Lighting Retailers Market Assets 2004-2012

The following table illustrates the lighting retailers market in terms of current and fixed assets between 2004 and 2007 and forecasts to 2012:-

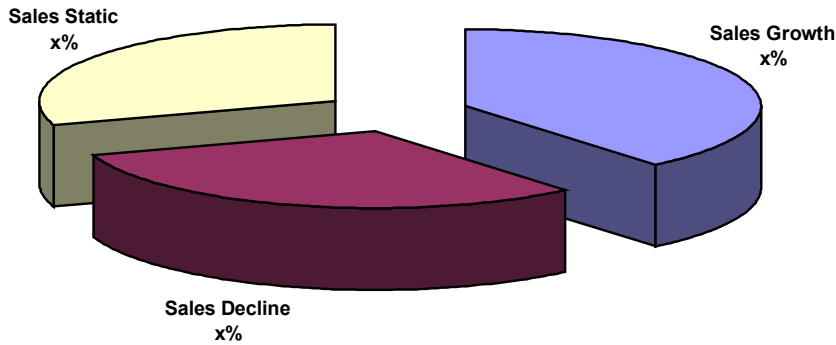
2.4 Lighting Retailers Industry Trend Indicators

The following section represents the findings of MTW’s analysis of the £**Sample** million UK independent lighting retailers industry based on primary research and quantitative statistics. The following data is based on representative samples from the total lighting retailers industry, which is currently estimated to include around **Sample** individual companies. Confidence levels for the following data are expressed at a level of 95%(+/- 7%) in volume terms.

2.4.1 Lighting Retailers Market Share by Growth, Decline & Static Sales

The following chart illustrates the performance of the UK lighting retailers market during the last 12 months to November 2008 in terms of revenue performance:-

Figure 12: Lighting Retailers Industry – Market Share by 12 Month Sales Performance

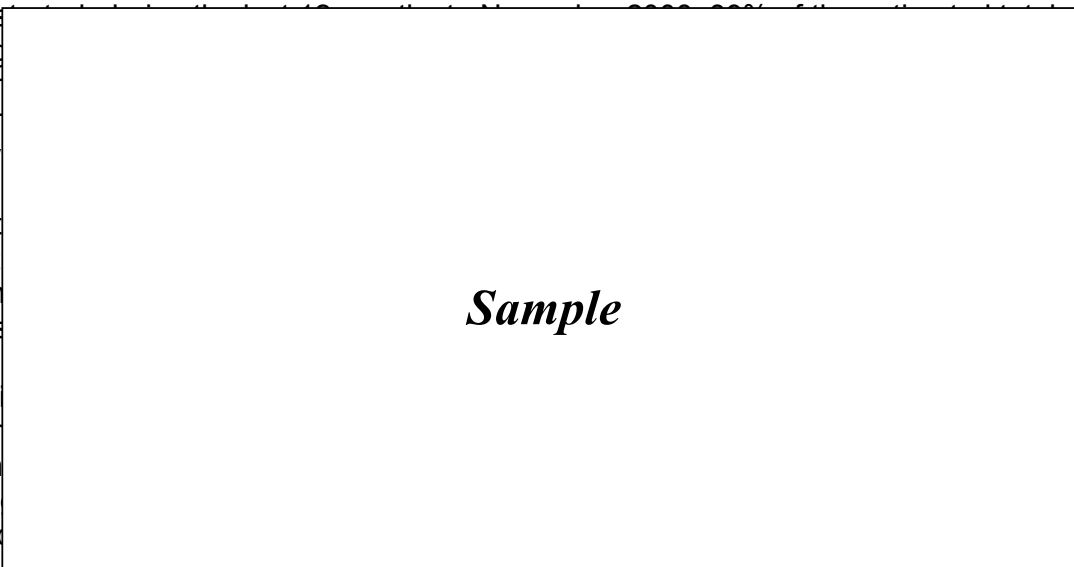


Source: MTW Research / Company Accounts

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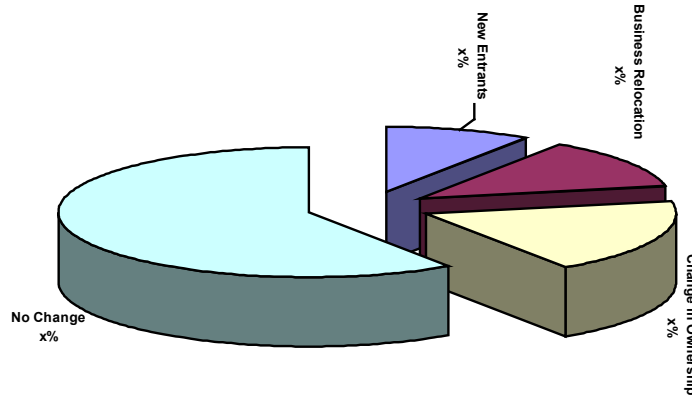
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2.4.2 Lighting Retailers Industry – Structural Changes Over Last 12 Months

The number of new entrants, ownership change and businesses relocating are key indicators of an industry’s fundamental health and level of business confidence and optimism regarding future performance. The following chart illustrates how the structure of the UK lighting retailers market has changed during the last 12 months to November 2008:-

Figure 13: Lighting Retailers Industry – Market Share by Structural Market Changes



Source: MTW Research / Trade Sources

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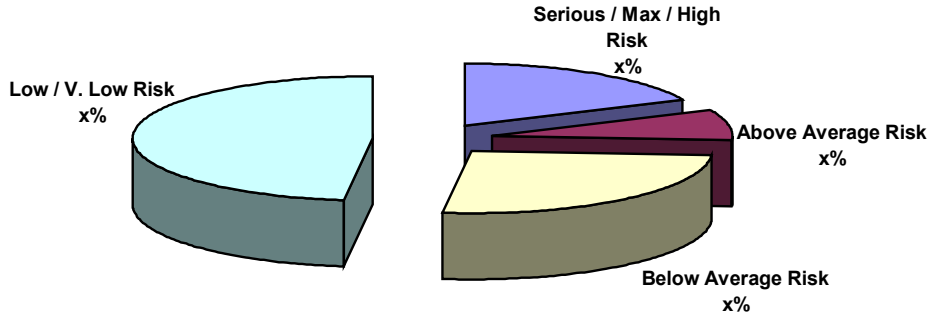
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2.4.3 UK Lighting Retailers Industry – Volume Share by Risk Rating 2008

The credit rating applied to companies also provides a crucial indicator as to an organisation's performance and underlying health. When combined with other companies, credit ratings also offer an effective insight into the fundamentals of a market.

The following chart illustrates the credit ratings by volume for the lighting retailers market as at December 2008:-

Figure 14: Lighting Retailers Industry Structure– Market Share by Credit Rating December 2008



Source: MTW Research / Trade Sources

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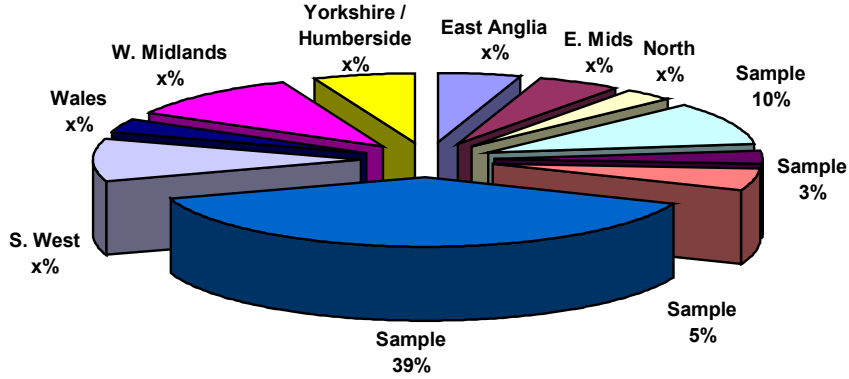
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2.4.4 Lighting Retailers Market Structure –Share by Region 2008

The UK lighting retailers market is well represented in all areas of the UK in 2008, as illustrated in the following chart:-

Figure 15: Lighting Retailers Industry Structure –Share by Geographical Region 2008



Source: MTW Research / Trade Sources

The above indicates the locations of head offices and single sites for the lighting retailers in terms of volume and regional base

As illustrated in the chart, the East reflects a significant share, followed by the Midlands, South West, and the South East, whilst smaller shares are held by other regions.

Indication of a medium-term slowdown in the market is evident from the data.

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2.4.5 Lighting Retailers Market–Share by Number of Employees 2008

The following chart illustrates how the lighting retailers Industry is segmented by number of employees as of December 2008:-

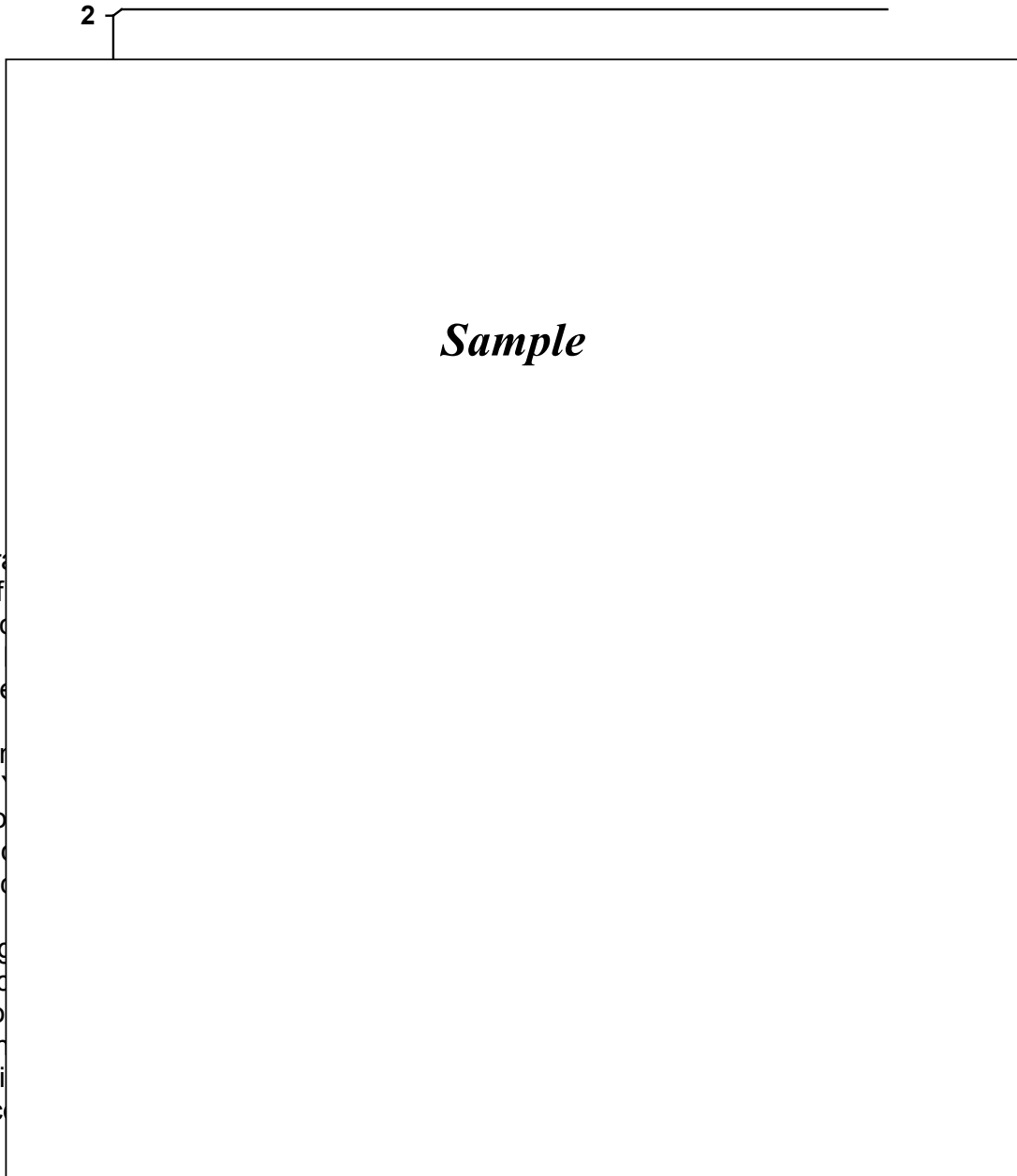
2.5 Lighting Retailers Company Average Sales Performance 2004-2012

The following section illustrates the average performance of a lighting retailers company in terms of revenue, profit, assets, liabilities and net worth.

2.5.1 Lighting Retailers Market Average Sales Revenue 2004-2012

The following table illustrates the average sales revenue of the lighting retailers market since 2004 and forecasts to 2012:-

Figure 19: Lighting Retailers Market Average Sales Turnover 2004-2012



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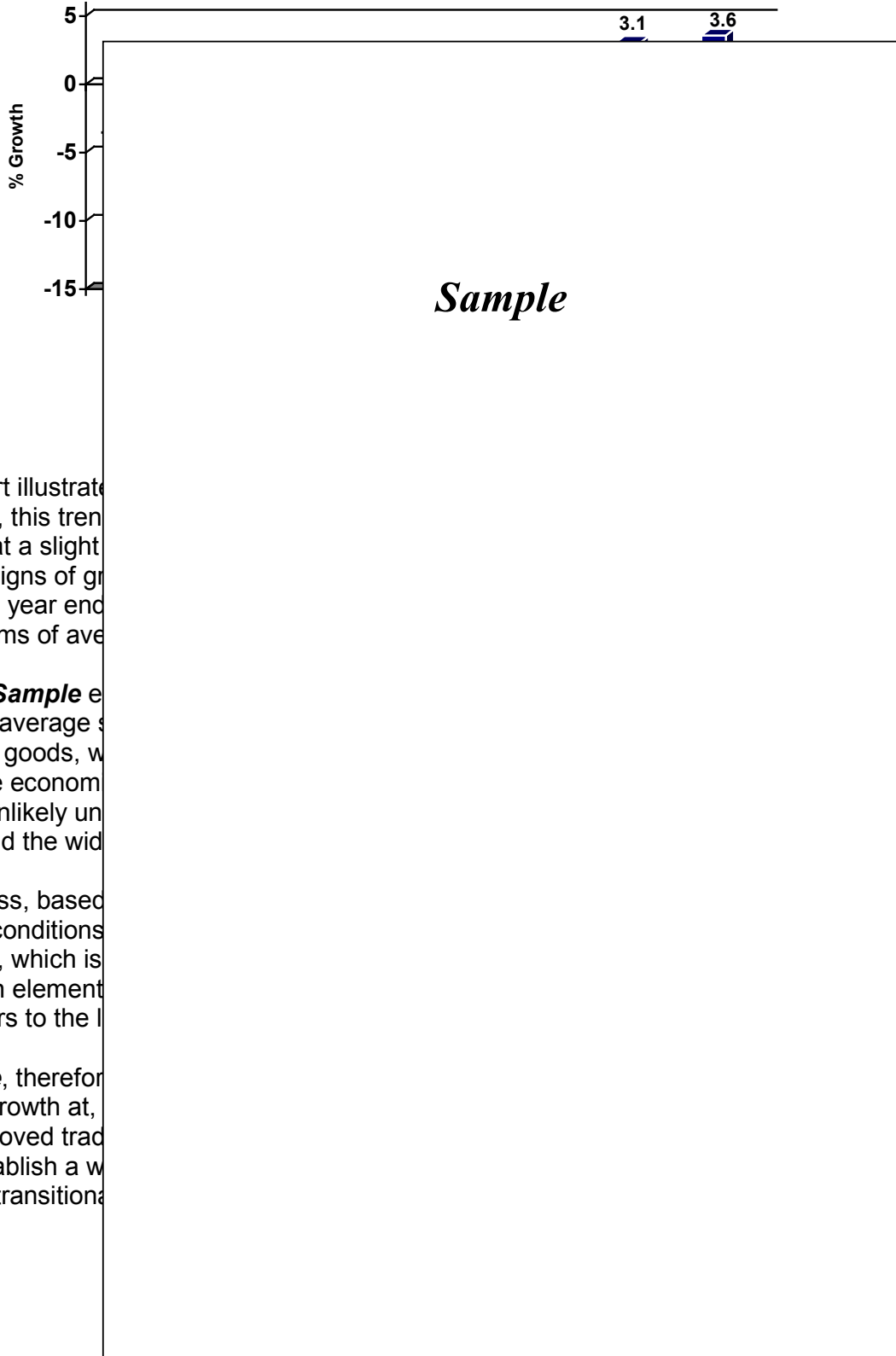
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The percentage change in average sales turnover is illustrated in the following chart:-

Figure 20: Lighting Retailers Market Average Sales % Change 2004-2012



As the chart illustrates, since 2005, this trend indicates that a slight optimistic sign of growth. As such, to year end 4.5% in terms of average

Given the **Sample** evidence, **Sample** in average commodity goods, will bear the brunt of the economic downturn. Growth is unlikely until it stabilises and the wider

Nevertheless, based on economic conditions and confidence, which is in addition, an element of the suppliers to the lighting

By **Sample**, therefore, reflecting growth at, of this improved trading, able to establish a wider during the transitional

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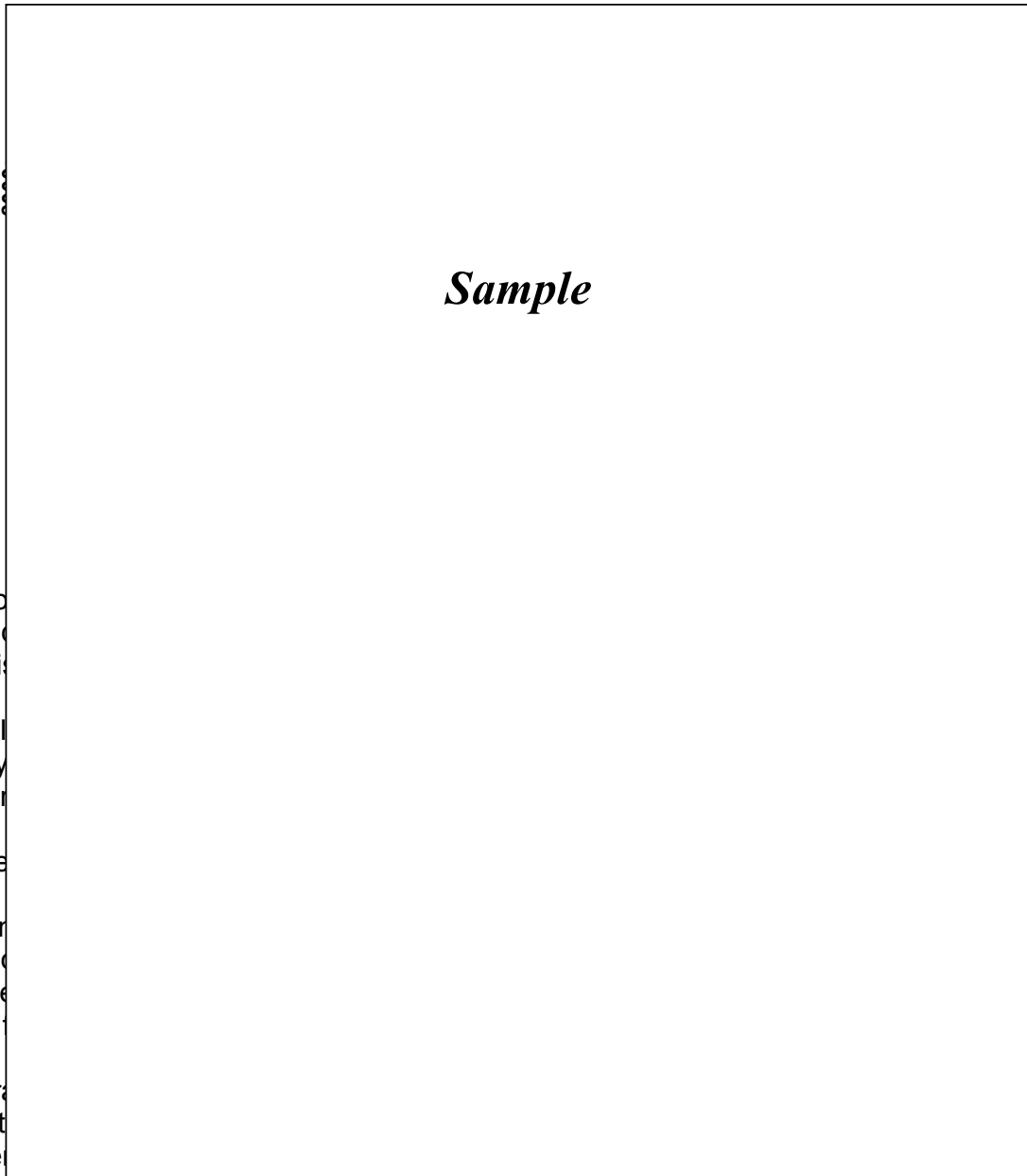
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2.5.2 Lighting Retailers Companies' Average Profitability 2004-2012

The following table illustrates the average profit levels of the lighting retailers market since 2004 and forecasts to 2012:-

Figure 21: Lighting Retailers Market Average Profitability 2004-2012



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The percentage change in average profit level in the lighting retailers market is illustrated in the following chart:-

3. Lighting Retailers Company Rankings

3.1 Introduction to the Rankings

The following section ranks the companies identified in the previous chapter by various key financial indicators. It should be noted that each company will have varying degrees of activity within this sector and will include an element of variation in terms of product and service portfolio.

Where possible, we have used the financial information reported by each company. However, for small and medium sized companies reporting obligations are less strict and these companies are not obliged to disclose turnover, profit before tax and other information such as number of employees etc. Where this data does not exist, MTW have provided an estimate based on previous performance, industry averages, other financial indicators and background knowledge of the industry.

Whilst we endeavour to attain high levels of accuracy, it should be borne in mind, therefore, that the rankings and other information provided within this report may contain an element of estimation.

3.2 Lighting Retailers Companies' Sales Estimates & Turnover Rank

3.2.1 Lighting Retailers Ranking by Turnover - 2007

The table illustrates our estimates of the turnover rank for each lighting retailer in 2007:-

Table 30: Ranking by Turnover 2007 - Lighting Retailers

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13. C##### ##### C#n####	57. V#####y #####n# & ##nd	101. ### ##### ##d# ##d
14. ##dc#	58. K#####n# #####n# ##d	102. P#### J#m## #####n# #####d ##d
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18. ##### #####n# #K ##d	62. #####x ##d	106. #K P#v#m#n# ##### C#n####c###n# ##d
19. #k##### ##d	63. #####n# #####	107. ##### ##c###c## W##### ##d
20. ##### F#n#####c C##### ##d	64. #####n# & ##c###c##	108. C#####v# #v#n# ##d
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22. P###zz# #####n# ##d	66. ##n#w#y# #####n# & #####n#	110. V### V##d# ##d
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24. #####n# #nd##### ##d	68. #####m# ##d	112. ##x# ##d
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35. # P #mp D##### ##d	79. F###d#y #####n# #####y	123. ### ##### (#w#####y) ##d
36. #n#p###d #####n# ##d	80. ##### ##### D##c###n#	124. P###m#nc# #n #####n# #K ##d
37. W### M#d##nd# #####n# ##d	81. ##### #n D####n ##d	125. ##### M#####w #####n# ##d
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42. ##c###d J#m## #####n# ##d	86. #nd#n #####n# C# ##d	130. N#####n# #y###m# ##d
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44. #yd#n ##c###c## #pp#### #v#n###M # # M##### #n ##### ##d		

Source: MTW Research / Company Accounts

3.2.2 Individual Lighting Retailers Company Sales Revenues

The following table illustrates the estimated turnover for each company for 2007:-

Table 31: Turnover Estimates (£M) 2007 - Lighting Retailers

Trading Name	2007 T/O	Trading Name	2007 T/O
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#yn### ###c###c## ##### ##d	XX.X	# & M ##gh##ng ##d	
###f### ##gh##ng #####c## ##d	XX.X	F##m# ##d	
#mc# G#### ##d	XX.X	#h# ##m# #h#d	
F#####gh# ##d#c## ##d	XX.X	M##### # ##d	
B##n#### ##d	XX.X	##gh##ng B#g	
Ch##### #dw##d# #n##q### ##d	XX.X	###j#c##d #m#g# D#g#### ##d	
###m# ##gh# ###c###c## ##d	XX.X	D### ##gh##ng ##d	
#c#d#my Wh##### ###c###c## ##d	XX.X	B.J ##gh##ng ##### ##d	
#yc#m### ##gh##ng ##d	XX.X	### W###h## ##gh##ng	
B##b#z#n ##### ##d	XX.X	####b####y ##gh##ng & ###nd	
###gh# ##d	XX.X	K#####n# ##gh##ng ##d	
C##### ##gh# C#n#####	XX.X	##wn & C##n#y ##gh##ng	
##dc#	XX.X	J.J ##gh##ng & ###c###c## ##d	
#####k# ###c###c## Wh#####		G####gh ##gh##ng ##d	
##d	XX.X	##gh#b#x ##d	
G###n ##gh##ng	XX.X	#####ng ##gh##	
#h# ##m# C#	XX.X	B##gh##gh## ##gh##ng &	
B### ##gh##ng #K ##d	XX.X	###c###c##	
#k#h### ##d	XX.X	#h# ##gh##ng C#n### ##d	
##gh## F#n#####c Ch##### ##d	XX.X	###nw#y# ##gh##ng & H#####ng	
#bb#y#y### ##gh##ng	XX.X	G#### B ##gh##ng	
##g#zz# ##gh##ng ##d	XX.X	#####m# ##d	
W#-#f ##gh##ng ##d	XX.X	F### ##x	
#####n# #nd##### ##d	XX.X	# C # D#####b##### ##d	
##gh##ng ##### C#	XX.X	##b#n##n# ##gh##ng ##d	
##m#n# ##d	XX.X	###w## & ###b##n	
B#### F#g###	XX.X	N##### ##gh##ng ##d	
#n###g	XX.X	D # K###h#w ##d	
G#n#### ##m##	XX.X	##nc##n#h### ##gh##ng ##d	
##gh##ng #n#####n#	XX.X	C#m####n #####	
###c##f#	XX.X	B##d#### ##gh##ng C#n### ##d	
W###mm##d ###c###c## ##d	XX.X	D##h#m'# ###c##### ##gh##ng	
###ckf#### M#n#f#c#####ng C# ##d		F####d#y ##gh##ng G#####y	
# # M		##gh# H#### D##c##n##	
# # ##m# D#####b##### ##d		##gh# #n D###gn ##d	
#n#####d ##gh##ng ##d		D#n##c ###c###c## & ##gh##ng ##d	
W### M#d##nd# ##gh##ng ##d		B#y#d# B### & C#.#d	
M###n# ##gh##ng (#K) ##d		#z##d# ##gh##ng	
J####c# J#n## ##gh##ng		B##### ##m##h#d## ##d	
##m## & ##gh##ng		##nd#n ##gh##ng C# ##d	
### #q#### G## ##d		M###-#-##c ##d	
##ch##d J#m## ##gh##ng ##d		M # # M##### #n ##gh# ##d	
#n##### ##gh##ng #####c## ##d		##m#y ##gh##ng	
##yd#n ###c###c## #####		##m #h##### ##d	
#####n#g#		#n##gh##nm#n# By D###gn ##d	
##x ##gh##ng ##d	0.5	#n##### ##nc ##d	
#h# #### ##K ##d	0.4		

3.3 Lighting Retailers Ranking by Profit

The following table illustrates our estimates of the rank by profit for each of the lighting retailers in 2007:-

Table 32: Ranking by Profit 2007 - Lighting Retailers

1. Lig		44. Re		87. Jessica Jones Lighting
2. Dar		45. Th		88. L
3. Bay		46. M		89. A
4. Eza		47. L'a		90. F
5. Bul		48. Pi		91. L
6. Lor		49. No		92. F
7. M I		50. Ry		93. U
8. Sim		51. Er		94. L
9. Tor		52. Fi		95. L
10. Enl		53. Pr		96. T
11. Uni		54. Be		97. L
12. Nev		55. Va		98. F
13. Tor		56. Cl		99. T
14. Bas		57. Pr		100. M
15. Exc		58. Ac		101. L
16. Glo		59. Sy		102. F
17. Ma		60. Pa		103. D
18. Top		61. Ba		104. E
19. The		62. Or		105. A
20. The	<i>Sample</i>	63. Co	<i>Sample</i>	106. V
21. Pet		64. Fi		107. K
22. Art		65. Le		108. T
23. Lut		66. Sp		109. J
24. Pod		67. G		110. C
25. UK		68. Th		111. L
26. Lig		69. Ba		112. E
27. Cre		70. AK		113. T
28. Lig		71. St		114. S
29. Vill		72. Li		115. C
30. Npr		73. At		116. S
31. Lux		74. W		117. M
32. Cho		75. Li		118. C
33. Vec		76. Lu		119. S
34. Cut		77. Be		120. F
35.ELIT		78. G		121. N
36. The		79. Li		122. D
37. Stre		80. Lit		123. L
38. Aqu		81. W		124. C
39. S G		82. V		125. E
40. Ker		83. A		126. D
41. Go		84. In		127. F
42. The		85. W		128. L
43. Per		86. M		129. S
				130. A

Source: MTW Research / Company Accounts

3.4 Company Ranking by Total Assets

The following table illustrates our estimates of the rank by total fixed and current assets for each of the lighting retailers in 2007:-

Table 33: Ranking by Assets 2007– Lighting Retailers

1. V		44. Ins		87. L	
2. F		45. Je		88. L	
3. F		46. Lu		89. L	
4. E		47. Ri		90. S	
5. E		48. Th		91. M	
6. F		49. Th		92. E	
7. F		50. B.		93. P	td
8. A	Ltd	51. L &		94. N	
9. S		52. Fo		95. B	
10. C		53. Pr		96. T	
11. F		54. Di		97. U	
12. T		55. Mi		98. U	on
13. A		56. Lig		99. E	
14. E		57. Ca		100. G	
15. C		58. All		101. T	
16. S		59. Da		102. T	
17. C		60. Ga		103. M	04)
18. S	d	61. Ez		104. L	ers
19. L		62. Vis		105. C	ogy
20. C	<i>Sample</i>	63. To	<i>Sample</i>	106. T	
21. E		64. Kc		107. L	
22. N		65. Br		108. P	
23. L		66. St		109. L	
24. S	Ltd	67. Ba		110. C	
25. A		68. J.J		111. L	
26. G		69. Th		112. C	
27. V		70. Ot		113. V	
28. L		71. St		114. T	
29. L		72. Br		115. N	
30. E		73. Gr		116. E	
31. L		74. Rc		117. P	
32. L		75. Fia		118. S	
33. U		76. D		119. V	
34. V		77. S		120. A	
35. L		78. Pr		121. K	
36. L		79. Nu		122. S	
37. A		80. To		123. G	
38. A		81. Bu		124. T	td
39. V		82. Ar		125. T	
40. V		83. Lig		126. R	
41. L		84. De		127. N	
42. A		85. M		128. M	
43. L		86. Fa		129. L	
				130. P	

Source: MTW Research / Company Accounts

3.5 Company Ranking by Net Worth

The following table illustrates our estimates of the rank by net worth for each lighting retailer:-

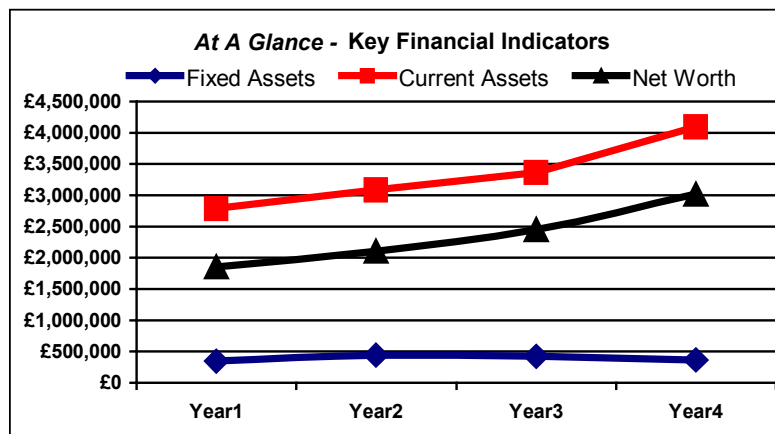
Table 34: Ranking by Net Worth 2007 – Lighting Retailers

4. Lighting Retailers Company Profiles

Sample Co Ltd - Company Overview & 'At a Glance'

Sample Street
London
N1 Sample
Tel: Sample

Sample Ltd is a private limited with share capital company, incorporated on May 26, 1961. The company's main activities are recorded by Companies House as "The retail and wholesale of electrical goods and the provision of electrical services." As of mid-late 2008, the company has an estimated 80-90 employees.



To year end 1-Jul-07, Sample Ltd is estimated to have achieved a turnover of around £9.2 million. Pre-tax profit for the same period is estimated at around £0.72 million.

The following table briefly provides a top line overview on Sample Ltd:-

Company Name	Sample Ltd
Brief Description of Activities	The retail and wholesale of electrical goods and the provision of electrical services.
Parent Company	Sample HOLDINGS LIMITED
Ultimate Holding Company	Sample LIMITED
Estimated Number of Employees	80-90
Senior Decision Maker / Director	Sample Sample

The following table illustrates the company's key performance indicators for the last 4 years:-

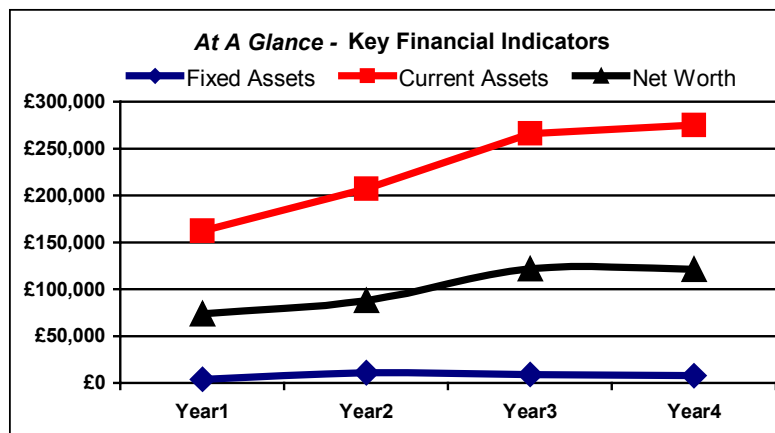
Sample Ltd - 4 Year KPIs to Year End 1-Jul-07

Key Indicator £	Year End 27-Jun-04 (Year1)	Year End 26-Jun-05 (Year2)	Year End 25-Jun-06 (Year3)	Year End 1-Jul-07 (Year4)
Fixed Assets	£344,000	£445,000	£422,000	£370,000
Current Assets	£2,789,000	£3,091,000	£3,366,000	£4,099,000
Current Liabilities	£1,274,000	£1,401,000	£1,306,000	£1,370,000
Long Term Liabilities	£0	£27,000	£31,000	£82,000
Net Worth	£1,859,000	£2,108,000	£2,451,000	£3,017,000
Working Capital	£1,515,000	£1,690,000	£2,060,000	£2,729,000
Profit per Employee	£4,871	£4,419	£4,521	£8,306
Sales per Employee	£84,574	£82,343	£91,000	£100,869

Sample Sample Ltd - Company Overview & 'At a Glance'

Sample Drive
Blackpool
Lancashire
FY3 Sample
Tel: Sample

Sample Ltd is a private limited with share capital company, incorporated on June 14, 2002. The company's main activities are recorded by Companies House as "Wholesale of electrical household appliances and radio and television goods." As of mid-late 2008, the company has an estimated 5-10 employees.



To year end 30-Jun-07, Sample Ltd is estimated to have achieved a turnover of around £0.6 million. Pre-tax profit for the same period is estimated at around £0.02 million.

The following table briefly provides a top line overview on Sample Ltd:-

Company Name	Sample Ltd
Brief Description of Activities	Wholesale of electrical household appliances and radio and television goods.
Parent Company	n/a
Ultimate Holding Company	n/a
Estimated Number of Employees	5-10
Senior Decision Maker / Director	Sample

The following table illustrates the company's key performance indicators for the last 4 years:-

Sample Ltd - 4 Year KPIs to Year End 30-Jun-07

Key Indicator £	Year End 30-Jun-04 (Year1)	Year End 30-Jun-05 (Year2)	Year End 30-Jun-06 (Year3)	Year End 30-Jun-07 (Year4)
Fixed Assets	£4,000	£11,000	£9,000	£8,000
Current Assets	£162,000	£207,000	£266,000	£275,000
Current Liabilities	£92,000	£129,000	£152,000	£161,000
Long Term Liabilities	£0	£1,000	£1,000	£1,000
Net Worth	£74,000	£88,000	£122,000	£121,000
Working Capital	£70,000	£78,000	£114,000	£114,000
Profit per Employee	n/a	n/a	n/a	n/a
Sales per Employee	n/a	n/a	n/a	n/a