



LIGHTING TECHNOLOGIES
AUSTRALASIA
LED AND SOLAR ADVANCED LIGHTING SYSTEMS

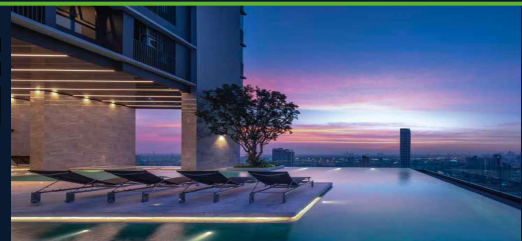
CAPABILITY STATEMENT

LED · Solar · Architectural · Emergency Lighting

Australia's trusted partner for high-performance LED and Solar lighting solutions. Designed, manufactured and delivered. We are a complete solution provider - serving councils, commercial property, hospitality and industrial sectors for over 20 years.

LED & Solar Street Lighting

20+ years · Sydney-based · Australia-wide delivery



**LOCAL GOVERNMENT
& COUNCILS**

SECTOR 01

**COMMERCIAL
& INDUSTRIAL**

SECTOR 02

**HOSPITALITY
& HOTELS**

SECTOR 03

**ARCHITECTS
& DEVELOPERS**

SECTOR 04

20+

YEARS EXPERIENCE

AUD 1.8B

TOTAL MARKET

4 SECTORS

SERVED

SYDNEY NSW

HEADQUARTERS

"Locally Designed & Manufactured. Professionally Installed. Energy Savings Guaranteed."

Get in Touch

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Our Mission

Lighting Technologies Australasia delivers cutting-edge LED and Solar lighting that enhances the way people live, work and interact with their built environment - through unmatched technical expertise, local manufacturing and exceptional end-to-end service.

Why Choose LTA?

- 20+ years - LED, solar and architectural lighting across Australia
- End-to-end service: design, manufacture, supply, install and certify
- Certified Fire Assessor on staff - rare AS/NZS 2293 end-to-end service
- NSW Energy Saving Scheme accredited - rebates reducing costs by up to 80%
- Local Australian manufacturing - reliable lead times and after-sales support
- Long-term relationship is our main focus - client retention and satisfaction is the priority, we make sure the customer is 100% satisfied and we continue to maintain the assets acquired

Lighting Technologies Australasia

20+ years - Supplying and Servicing Australia-wide

Lighting Technologies Australasia Pty Ltd (LTA)

is a leading Australian manufacturer, importer and supplier of high-efficiency LED and Solar lighting systems. Based in Sydney, we design, manufacture, supply and install premium lighting solutions for government infrastructure, commercial property, hospitality and industrial facilities across Australia and the Australasian region. Our 20+ year track record spans iconic hotel fit-outs, government street lighting programs, emergency compliance, upgrades and large-scale industrial LED conversions.



What Sets Us Apart

20+ Years Industry Experience

Deep practical knowledge of LED, solar, architectural and compliance lighting across commercial, government and industrial sectors. Backed by a portfolio spanning iconic Australian properties.

End-to-End Service

Design, manufacture, supply, install and certify - all under one roof. No need to coordinate separate trades, assessors and suppliers. One point of contact, one contract, one relationship.

Certified Fire Assessors on Staff

Certified Fire Assessors enabling LTA to assess, supply, install and certify AS/NZS 2293 emergency lighting compliance in a single engagement — a rare market capability.

NSW Energy Saving Scheme Accredited

- We process Energy Saving Certificates on behalf of clients, directly reducing net project costs by about 50%. A tangible financial benefit passed directly to clients on every eligible upgrade.

Australian Local Manufacturing

- Custom LED fixtures engineered and assembled in local manufactured facilities. Reliable, predictable lead times. Local QA, local after-sales support and fast defect response when required.

Dialux Photometric Design

- Full photometric modeling and compliant lux calculation layouts for every commercial and public project. Professional engineering and modeling deliverables included at every stage.

Relationship-First Approach

- Long-term account ownership with a dedicated contact per client. 100% client retention rate target. Regular check-ins, early access to new products and genuine ongoing partnership.

Credentials & Accreditations

Company Details

- ABN: 89 033 898 238
- Proprietary Limited (Pty Ltd) - NSW incorporated
- Trading continuously for over 20 years

Licences & Certifications

- NSW Contractor Licence (Electrical)
- RCM Mark - Product Safety Certification
- Certified Fire Assessors for every fire measure
- A-Grade Electrical Licences (all sub-contractors)
- AS/NZS 2293 Emergency Lighting Compliance

Schemes & Memberships

- NSW Energy Saving Scheme - Accredited Participant
- Lighting Council Australia - Member
- Master Electricians Australia - Member

Insurance

- Public Liability & Product Liability Insurance
- Professional Indemnity Insurance (Design Services)
- Workers Compensation Insurance

Software & Systems

- Dialux Photometric Design Software
- ERP System - Project Management
- HubSpot CRM - Pipeline & Relationship Tracking
- CAD Software for Custom Product Engineering

OUR KEY DIFFERENTIATORS

Only end-to-end Fire Assessor service in the market

Assess, supply, install and certify AS/NZS 2293 emergency lighting compliance in a single engagement not offered by any direct competitor.

NSW ESS accredited rebate processing

More than 50% project cost reduction on every eligible upgrade. LTA manages the full ESC process through to certificate submission.

Local Australian manufacturing

Custom LED fixtures engineered and assembled in-house. Reliable lead times, local QA and dedicated local after-sales support.

Dialux photometric design and ROI

Photometric layouts, lux calculations and ROI modelling included on every commercial and public sector project we deliver.

OUR TEAM

Specialists Across Every Discipline

- Managing Director
- Engineering Manager
- Business Development Manager
- Sales & Customer Service
- Warehouse & Production Technician
- Licensed Electrical Sub-Contractors

Four Sectors. One Trusted Partner.

Complete lighting solutions — design through to certification and commissioning

01

Local Government & Councils

Street Lighting · Solar Deployments · Public Realm · Parks & Precincts

- All-in-One Solar Street Lighting grid-free or hybrid, intelligent and low-maintenance
- LED streetlight conversions with measurable kWh savings
- Smart controls: photocells, adaptive dimming, remote monitoring
- EV charging integration via Zappee - council carparks
- ▽ Mixed-tier supply: premium, mid-range and project-specific
- ▽ End-to-end delivery: scope, ROI modelling, supply, install, commission
- ▽ Solar pathway & area lighting for parks and precincts
- ▽ Full compliance documentation and O&M handover packs

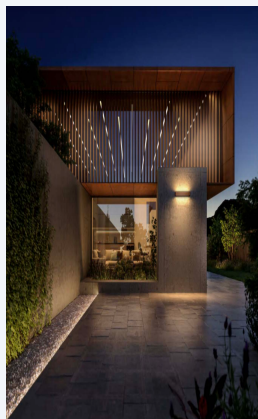


02

Commercial & Industrial

Offices · Warehouses · Carparks · Data Centres

- LED high-bay & panel upgrades with NSW ESS rebate processing
- Carpark Tri-Proof LED battens IP65-rated, emergency backup
- Fire stair emergency lighting: assess, supply, install and certify
- Data Centres & Logistics: low-maintenance, disciplined delivery
- Industrial high-bay: instant-on, dramatic energy savings
- Commercial office upgrades with ROI modelling provided



03

Hospitality & Hotels

Lobbies · Corridors · Rooms · Amenity Spaces

- Bespoke pendant & wall sconce design-and-manufacture to the spec
- Hotel architectural feature lighting from concept to installation
- Interior designer brief matching to locally produced, reliable lead times
- Custom cove, indirect and statement lighting for lobbies
- Premium long-life components for the hospitality environment
- Local after-sales support and fast defect response

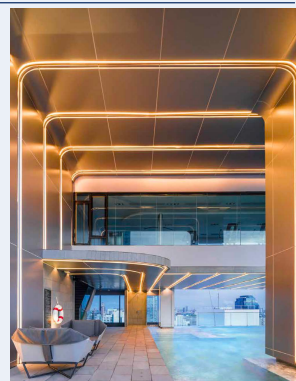


04

Architects, Developers & Specifiers

Strata · Residential · Public Space · Facade & Landscape Lighting

- Custom architectural LED fittings designed & manufactured as per spec
- Dialux photometric modelling for compliant, design-led outcomes
- Emergency lighting compliance (AS/NZS 2293) - full end-to-end service
- NSW Energy Saving Scheme rebates processed on client behalf
- Exterior facade, pathway, bollard and landscape feature lighting
- Profile linears, downlights, track lighting & LED strip systems



Program Delivery

Repeatable programs, clear scope, commissioning packs.

Compliance Assured

RCM products, Fire Assessor certified AS/NZS 2293 end-to-end.

Relationship Model

80%+ client retention target. Long-term account ownership.

Quality Components

Samsung/Osram chips, Meanwell drivers, 5–10yr warranty.

Complete Lighting Solutions Portfolio

Every product selected for Australian conditions - performance, compliance and durability

Solar Street Lighting

- All-in-One Solar Urban Light systems
- Various models in our series to meet demand
- Smart adaptive dimming & motion detection
- Grid-free off-grid and hybrid options
- 8-year designed operational lifespan
- Global market projected to grow at 15–17% CAGR to 2033



Solar Street Lighting

Architectural Lighting

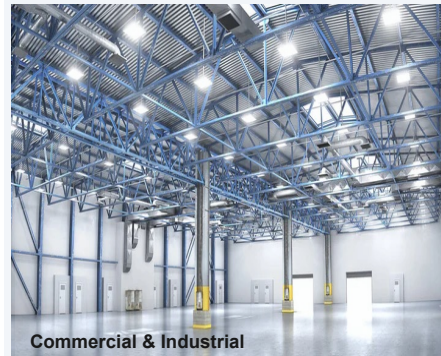
- Custom pendant and chandelier design
- Wall sconces & statement feature elements
- Hotel lobby, corridor & room solutions
- Cove, pelmet & indirect lighting profiles
- Aluminium profile surface & suspended linear
- All designed & manufactured as per spec



Architectural Lighting

Commercial & Industrial

- LED high-bay (warehouses & factories)
- Carpark IP65 Tri-Proof LED battens
- Emergency exit signs & luminaires
- Troffer & panel office lighting
- Track, spotlight & feature retail lighting
- NSW ESS rebate eligible -50% saving



Commercial & Industrial

Emergency & Compliance

- AS/NZS 2293 compliant luminaires
- Self-contained emergency batten fittings
- Fire stair and exit lighting range
- Full assess, supply, install & certify
- Certified Fire Assessors on staff
- Compliance documentation provided

LTA offers the only truly end-to-end AS/NZS 2293 service: our Certified Fire Assessor can assess compliance gaps, supply certified products, complete the installation and issue the certificate.

Exterior & Landscape

- Facade & architectural wash lighting
- Bollard and pathway area lighting
- Feature and landscape installations
- Vandal-resistant public realm fittings
- Solar pathway and garden lighting
- Anti-glare and dark-sky compliant options



Exterior & Landscape

Services & Technology

- Dialux photometric design & lux layouts
- ROI modelling & payback calculations
- NSW ESS rebate management & processing
- EV charging supply & install (Zappee)
- Smart DALI, Casambi & IoT controls
- CPD workshops for architects & designers

Beyond product supply, LTA provides full project management: photometric design, ROI modelling, compliance documentation and installation coordination.

Pricing Philosophy - Total Cost of Ownership

LTA competes on value, compliance and delivery reliability - not the lowest unit price. We hold ourselves to the highest standards in product quality and specification, while keeping our pricing accessible across our full range. The result is lighting that costs less to run, lasts longer and delivers a stronger return over its lifetime.

HOW WE DELIVER

Direct B2B Sales

Tailored consultation with councils, property managers and architects. Accurate specification, photometric design and project pricing.

Trade Supply

Products supplied to licensed electrical contractors inclusive of installation coordination and compliance management.

Tender Response

Panel arrangements, standing offers and EOI responses. Engineering and Design submissions inclusive. Tender library maintained.

E-Commerce

Online direct-to-trade channel for standard LED products — downlights, battens, panels and strips. Fast dispatch from local stock.

The LTA Advantage

Why commercial clients, councils and developers choose Lighting Technologies Australasia

Program Delivery

Repeatable upgrade programs with clear scope, schedule, commissioning packs and full project documentation. We bring structure, discipline and a proven workflow to every engagement.

Relationship Model

Long-term account ownership with a dedicated contact who understands your assets, budget cycles and standards. Client satisfaction is our priority - clients return because we deliver.

Compliance & Risk Reduction

Product submittal, RCM-marked products, Certified Fire. AN/NZ standards, fully compliant and certified. We have trained staff taking care of all project management issues. We proactively eliminate the compliance burden for your team on every project.

Quality & Reliability

We utilise brand LED chips. Meanwell & Inventronics drivers. 5–10 year warranty support. Products selected for performance and longevity in Australian conditions. Local spares strategy.

WHY NOW

Australian businesses and councils are facing a rare convergence - rising electricity costs, tightening compliance obligations and growing pressure to demonstrate sustainability credentials. For most organisations, lighting sits at the intersection of all three. It's a significant energy cost, a compliance liability and an untapped sustainability win, all at once.

LTA exists for exactly this moment: local manufacturing, in-house design and end-to-end compliance under one roof, so you can act quickly and confidently.

What's Driving Demand

- Rising electricity costs & mandatory energy efficiency targets
- NSW Energy Saving Scheme & Victorian Energy Upgrades (VEU)
- Smart City adoption: IoT infrastructure and remote monitoring
- LED replacement cycle for 10-15 year legacy fluorescent systems
- Net-zero council and government policy commitments
- Regional & remote electrification - off-grid solar is ideal
- AS/NZS 2293 emergency lighting audit obligations tightening
- ESG-aligned capital budgets for councils and commercial assets

Strategic Partnerships & Ecosystem

Zappree EV Charging Technologies

Joint EV charging and LED lighting programs in commercial carparks and industrial sites - A natural product pairing for property owners upgrading their car parks.



NSW Office of Energy & Climate Change

Key government relationship for NSW Energy Saving Scheme accreditation and ESC certificate processing with direct cost benefit passed to LTA clients.



Samsung & Osram (LED Components)

Brand name LED chip suppliers delivering industry-leading luminous efficacy, colour consistency and operational lifespan for demanding commercial applications.



Meanwell & Inventronics (Drivers) Premium

LED driver supply - reliable, warranted and designed for Australian electrical requirements and high-duty-cycle commercial environments.



Rexel & TLE Electrical (Local Supply)

Local electrical component supply for all installation materials including junction boxes, conduit, cable and switchgear. Fast local availability.



Lighting Council Australia (Member)

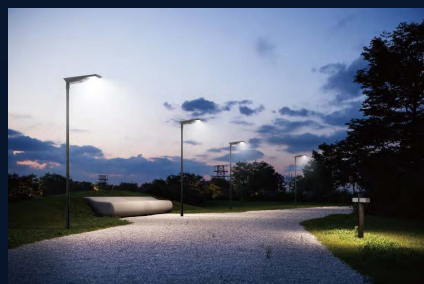
Industry body membership for standards updates, regulatory advocacy, professional networking and continuing professional development.



Our Project Delivery Process

Structured, repeatable workflows - from initial inquiry through to commissioning and handover

01 Lead / Tender Qualification checklist completed. Decision-maker mapping, ICP assessment, budget indicators and procurement route confirmed. Key outputs: • Ideal customer profile assessed • Budget and timeline confirmed • Decision-maker identified • Procurement route confirmed	02 Site & Scope Lighting category confirmed, AS/NZS compliance requirements identified, site constraints captured and product selection commenced. Key outputs: • Site survey completed • Compliance gaps identified • Lux requirements set • Product category confirmed	03 Design & Proposal Dialux photometric layout produced, lux targets validated, product specified, ROI model prepared, full submittal pack issued. Key outputs: • Photometric layout produced • ROI and payback model prepared • Product submittal pack issued • Tender-ready documentation
04 Procurement & QA Supplier order placed, lead times confirmed, batch QC checks completed on delivery, compliance documentation assembled. Key outputs: • Lead times confirmed • Supplier order placed • Batch QC inspection • Compliance docs archived	05 Delivery & Coordination Freight planning completed, staging schedule confirmed, site access arranged, installation sub-contractor briefed and inducted. Key outputs: • Freight plan confirmed • Staging schedule set • Site access arranged • Contractor briefed & inducted	06 Commissioning & Handover Lux and function testing completed, defects rectified, as-built drawings produced, O&M manual and warranty pack handed over. Key outputs: • Lux levels tested & confirmed • All defects rectified • As-built drawings produced • O&M pack handed over



**LIGHTING
TECHNOLOGIES
AUSTRALASIA**

LED and Solar
Advanced Lighting Systems



Risk Management - Built Into Every Project

Supply Chain: Dual-source suppliers; 3-4 months buffer stock;
lead times confirmed before each order.

Compliance: Product submittals, RCM certification and AS/NZS
compliance documentation maintained on every project.

Cash Flow: Progress payments at milestones, deposits on
custom orders; credit checks on all new accounts.

Installation Quality: Preferred contractor panel; commissioning
checklists; site audits; rapid defect management.

Ready to Illuminate Your Next Project?

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