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Australian Securities Exchange  
Attn: ASX Market Announcements  
**BY ELECTRONIC LODGEMENT**

## **HGL announces acquisition, trading update and strategic review**

### **2017 Trading update**

HGL's Underlying Net Profit Before Tax is anticipated to be in the range of \$2.0 million to \$2.5 million (2016: \$3.0 million). The majority of HGL's business units achieved growth, however a significant decrease in both sales and profit in Leutenegger and Biante compared to 2016 has negatively impacted the overall group result.

The Statutory Net Profit Before Tax for the year to 30 September 2017 is impacted by the performance of these businesses, and is expected to be in the range \$2.0 million to \$2.4 million (2017 \$2.8 million).

HGL expects to release its full year results to the market on 21 November 2017.

### **Strategic review of Leutenegger**

HGL is undertaking a strategic review considering the long term viability of key product categories within the Leutenegger arts and crafts business. The decline in performance has occurred in a tough retail environment for discretionary products, despite additional investment in sales, marketing and merchandising services.

The Board is confident that the outcome of this review will support enhanced shareholder returns in FY18 and beyond.

Further information will be included in the Company's full-year results for 2017.

**SUPPLYING  
MARKET  
LEADING  
BRANDED  
PRODUCTS**



## **Acquisition of Intralux Australia**

HGL's wholly-owned subsidiary, JSB Lighting, has acquired the business operations of Intralux Australia Pty Ltd (Intralux).

This bolt on acquisition has significant synergies with the existing JSB Lighting business, and is expected to be EPS accretive in the financial year 2018.

Intralux specialises in designing and manufacturing technically advanced, energy efficient and innovative commercial lighting products for niche market segments. The company was established in 1986 and will continue to be based in Brisbane managed by founder David Tilbury.

The acquisition of the Intralux operations and products, allows JSB to exclusively sell and further expand the Intralux business in Australia and New Zealand utilising JSB Lighting's sales organisation and infrastructure.

HGL continues to pursue strategic opportunities, including potential acquisitions, which will be announced as they come to fruition.

Peter Miller  
Chairman

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