

August 27, 2012



Mr Neil Slonim
Slonim Consulting
5 Talbot Street
Hampton Vic 3188

Dear Neil,

Re: Consulting Testimonial

Thank you for the Banking Review that you conducted on behalf of Beacon Lighting. As the CFO of Beacon Lighting, I am more than happy to provide you with the following testimonial for the services that you provided Beacon Lighting:

Whilst Beacon Lighting enjoys strong relationships with our two trading banks, one of our independent directors recently suggested we conduct a Banking Relationship Health Check to satisfy the Board that our interests are being appropriately catered for. We engaged Neil Slonim of Slonim Consulting Pty Ltd to cast expert and fresh eyes on our banking relationships and whilst we were reassured to learn that the banks generally were doing a good job in servicing our needs, the review identified a number of ways in which we could reduce the cost of banking and better structure arrangements to meet our short and longer term corporate objectives. In addition it was comforting to have an experienced and well-connected former banker confirm that even in the current difficult market we remain an attractive proposition for other banks should the need arise. The value delivered far outweighed the cost of conducting the review.

We have no hesitation in recommending other businesses engage Slonim Consulting to conduct a Health Check on their banking relationships.

*David Speirs
Chief Financial Officer*

Thanks again for the work that you did on behalf of Beacon Lighting.

Yours sincerely,

A handwritten signature in black ink, appearing to read "David", is written over a thin horizontal line. The signature is fluid and cursive.

David Speirs
Chief Financial Officer

Store Support Centre

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