

A smiling male employee with curly hair and a mustache, wearing a dark blue polo shirt, stands in a warehouse or retail store. He is looking towards the left, where the back of another person's head is visible in the foreground. The background shows shelves stocked with various items, including yellow boxes, under bright overhead lights. The text 'CAPABILITY STATEMENT' is overlaid in large white letters on the left side of the image.

CAPABILITY STATEMENT

**Lawrence
& Hanson**
A Sonepar Company

MORE THAN ELECTRICAL

Lawrence & Hanson is Australia's most recognised electrical wholesaler, delivering Value, Reliability and Flexibility through a true omnichannel experience.

With a national network of over 150 branches, knowledgeable local teams, and a complete digital solution that enables customers to shop anywhere, anytime.

Since 1886, we've supported customers across all key sectors, Residential, Commercial, HVAC, Renewables, Data Communications, Utility and Industrial.

Lawrence & Hanson is truly a one-stop shop. Why would you shop anywhere else?



WE ARE PART OF SONEPAR

Sonepar is an independent family-owned company standing as the world leader in B-to-B distribution of electrical equipment, solutions, and services. In 2025, Sonepar achieved sales of €33.6 billion. Present in 40 countries with a dense network of brands, the Group is leading an ambitious transformation to make its customers' lives easier providing them with an omnichannel experience and sustainable solutions in the building, industry, and energy markets. Sonepar's 46 000 associates are committed to accelerating the world's electrification and driven by a shared Purpose: Powering Progress for Future Generations. www.sonepar.com

Leading Our Markets



World Leader



€33.6 Billion Sales



€12.3 Billion Online Sales

With a Powerful Network



40 Countries



46,000 Associates



82% Associate Engagement Rate



90 Brands



180 Distribution Centers



2,400 Branches

For a Positive Impact



Powering Progress for Future Generations



Platinum Rating EcoVadis
Top 1% of Rated Companies

OUR NETWORK

With a network of over 150 branches, Lawrence & Hanson have Australia covered.

Whether it's metropolitan cities, regional areas or the more remote parts of the country, your business will benefit from the reach and capability of our branch network.

More coverage means no matter where you are, Lawrence & Hanson has your back.



WWW.LH.COM.AU/BRANCH-LOCATOR

OUR MARKETS

We're proud proud at Lawrence & Hanson to supply our customers from these sectors for over 140 years

Transportation & Infrastructure

Food & Beverage

Hospitality

Telecommunication

General Manufacturing

Machinery & Equipment

Mining

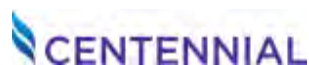
Power Generation & Utility

Automotive

Residential & Commercial Construction

Water & Water Treatment

Oil & Gas



QUALITY FROM LEADING SUPPLIERS

At Lawrence & Hanson, we're focused on the B2B supply of electrical, industrial, data, lighting and solar products by industry leading brands.



CONNECTING TO INDIGENOUS BUSINESSES

Lawrence & Hanson supports the Reconciliation movement and recognises the importance of engagement of Australia's Indigenous people. Our extensive Branch Network, which includes remote and regional areas, provides us with the opportunity to help close the gap between Indigenous and non-Indigenous Australians.

To assist with bridging the gap and extend our indigenous supply chain, Lawrence & Hanson is a Supply Nation member. Supply Nation is a not-for-profit organisation established in 2009 that connects Indigenous owned businesses with opportunities in corporate and government supply chains.

Supply Nation maintain Australia's largest, and only free directory of Indigenous owned businesses.

At Lawrence & Hanson we aim to support and work with our growing Indigenous suppliers and contribute to a more ethical and sustainable supply chain.

Proactive engagement via Supply Nation in our sourcing activities means our expenditure can make a real and positive impact whilst helping to build a strong, successful and sustainable Indigenous business sector and community.



LAWRENCE & HANSON POWERING COMMUNITIES



LAWRENCE & HANSON
POWERING COMMUNITIES

Our mission is to make a difference in people's lives, fostering a sense of pride and fulfilment within our team, suppliers, and customers. We are dedicated to supporting charitable organisations that align with our commitment to creating and offering opportunities to vulnerable individuals and providing aid in the aftermath of natural disasters.



BRANCH DRINK
STATIONS



FUNDRAISING



HELPING THE
HOMELESS



VOLUNTEERING



PARTNER WITH
CHARITIES



NATURAL DISASTER
SUPPORT

OUR PEOPLE MAKE THE DIFFERENCE

At Lawrence & Hanson, we strongly believe our people make the difference.

Our 1,100+ employees receive ongoing training to provide great service to our customers. Customers are at the centre of everything we do. With this in mind, we prepare our people to adapt, be daring, learn and (self) improve. We promote fair & individual career development and ensure that the right people are assigned to the right role.

"We invest in our people to ensure we deliver great service"



OUR REGIONAL FULFILMENT CENTRES

Our Regional Fulfilment Centres (RFCs) are the backbone of a nationally integrated logistics network, purpose built to deliver a market leading supply chain experience. Through the seamless alignment of centralised planning and precision local execution, we ensure consistent service excellence, optimised inventory control, and dependable product availability across all regions.

REDBANK – Queensland RFC

Operating since 2024, the Redbank facility anchors our Queensland distribution network, delivering statewide coverage at scale.

- Automated cable cutting
- State-of-the-art AutoStore™ system
- A 12,000 m² facility housing over 20,000 SKUs
- Queensland's largest housed cable inventory, with more than 1,000 cable SKUs

MOORABBIN – Victorian RFC

The new VIC RFC replicates the advanced infrastructure and performance standards of the QLD RFC.

- AutoStore™ enabled and operational
- 10,000 m² facility with a growing range of 12,000 SKUs, including 600 cable SKUs
- Designed to scale quickly as customer demand increases

WELSHPOOL – Western Australia RFC

A significant investment in WA is underway, further strengthening our national distribution footprint. Welshpool RFC will service WA, SA, and NT.

- Expansion of our automated national network
- A 3,500 m² facility with over 4,000 active SKUs
- Two hour order turnaround time
- Consistent service levels across all regions
- Delivery of speed, accuracy, and product availability for our customer network



solar + solutions

A Sonepar Company

Australia's powerhouse for Solar Choose a partner with real history and know how

Solar + Solutions gives you access to the world's leading solar brands, backed by expert technical guidance from our team.

Our extensive branch network and advanced Regional Fulfilment Centres ensure reliable support and the right solutions are delivered when and where you need them.



EXPERTISE

Solar + Solutions has Residential and Commercial & Industrial technical engineers to assist installers, contractors, and project partners at every stage from product selection to procurement and delivery.

LARGE RANGE

Solar + Solutions represents a comprehensive, future-focused approach to delivering integrated energy systems that go beyond traditional product supply. It brings together solar generation, energy storage, EV charging, and smart energy management into a cohesive offering.

WARRANTY

We provide proven renewable energy solutions and will assist with paperwork and warranty support ensuring you peace of mind.

REGIONAL FULFILMENT CENTRE

Backed by a national footprint and a robust supply chain, Solar + Solutions ensures consistent product availability, fast turnaround times, and access to leading global brands.

specialised lighting solutions

A Sonepar Company

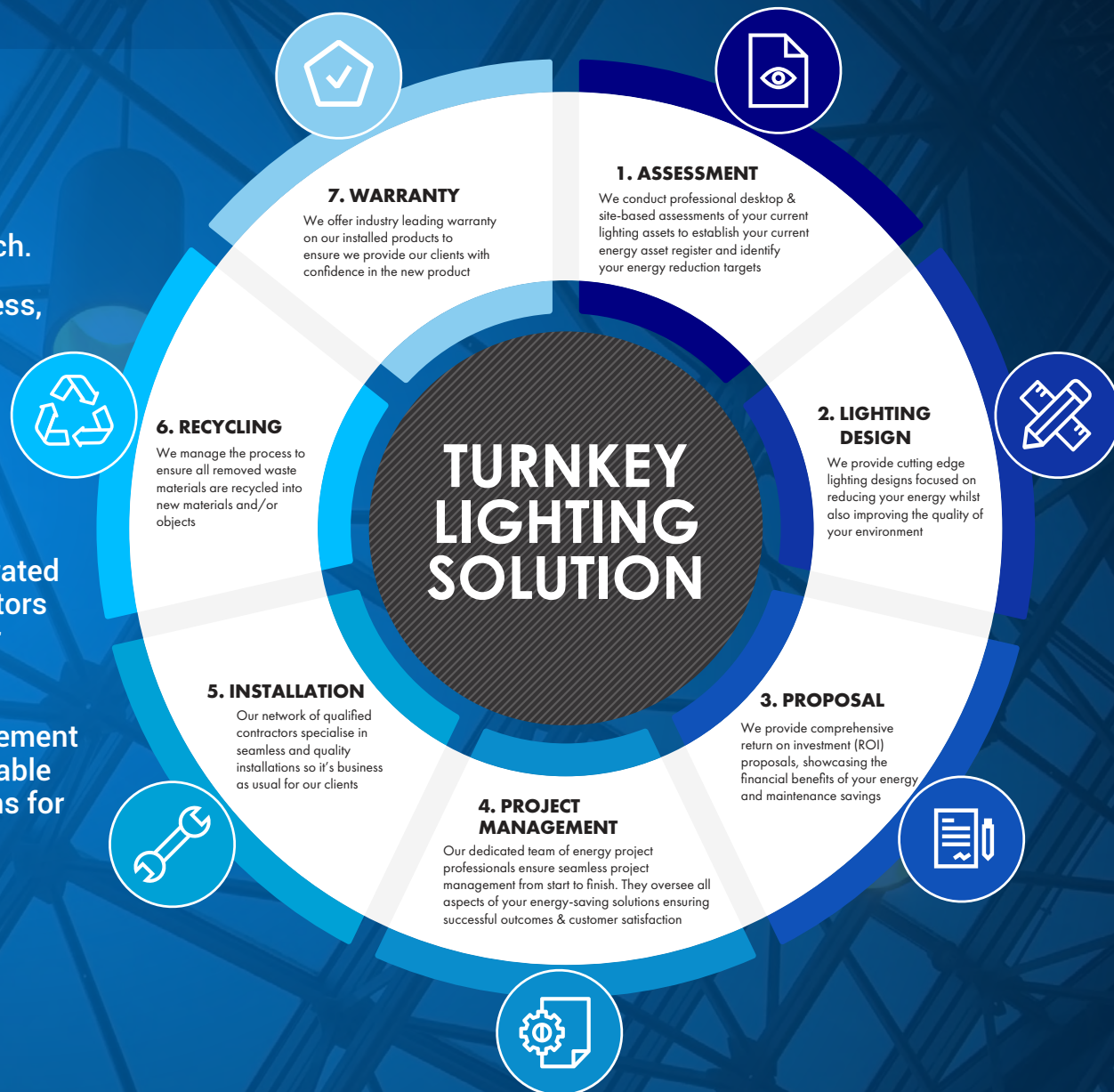
As a national lighting solutions leader our services are unmatched in today's market with a true turnkey approach.

Our sustainability project team manages the entire process, from site assessment to final delivery, ensuring peace of mind across all project deliverables.

Our sustainability team will conduct professional assessments on your site(s) to establish your current energy usage and provide a complete asset register.

We offer cutting-edge lighting designs seamlessly integrated for architects, engineers, builders, and electrical contractors while also offering global product sourcing for unique or alternative specifications.

Additionally, our sustainability team offer project management of the energy reduction works and coordinate any applicable government discounts and incentives, maximising returns for new lighting upgrades.





A Sonepar Company

PACIFIC DATACOM SERVICE THE SPECIALIST NEEDS OF THE STRUCTURED CABLING AND COMMUNICATION MARKETS

Whether you're delivering a large-scale network rollout or a quick on-site installation, Pacific Datacom is ready to support your project from start to finish.

Backed by strong technical expertise and deep industry knowledge, we provide access to leading datacom brands and a comprehensive product range, including copper and fibre cabling, network equipment, UPS systems, racks, enclosures, and testing tools.

Supported by our new state-of-the-art warehouse facilities, we deliver faster, more reliable supply to keep your projects moving. Pacific Datacom, your trusted partner for every connection!



Brooklyn data center

EXPERTISE

Comprehensive technical support and knowledge from our trained staff.

INNOVATION

We are at the forefront of new technologies and processes that enables us to drive a service and product offer focused on solutions across several markets and industry sectors.

SUPPLIER PARTNERS

We only partner with industry leading brands offering you flexibility, reliability and future proof solutions.

LARGE RANGE

We stock a large range of products across:

Copper and Fibre Data Cabling | Wireless Networking | Equipment Racks | Audio & Visual | IP Security | Remote Monitoring & Control | Automation | UPS solutions

Our In-house team exists solely to manage the process from the day your order is placed to the final delivery, providing you peace of mind on project deliverables.

THE INDUSTRY'S BEST LOYALTY PROGRAM

SPARKY+
PLUS

Sparky Plus is Lawrence & Hanson's exclusive Loyalty Program, rewarding electrical contractors for their everyday orders.

Every dollar spent in-store or online, across a massive range of brands, earns you points with exclusive monthly points boosters to supercharge your rewards.

MEMBERS ARE IN CONTROL OF THEIR REWARDS:

- 30,000 products available to redeem through our rewards store including white goods, tech, gift cards, and more!
- Redeem exclusive Sparky Plus 'money can't buy' experiences including Formula 1 Melbourne, Spring Racing Carnival, Corporate boxes for Concerts, Sporting events and many more
- Our legendary Trip of a Lifetime have taken members to incredible destinations like Vietnam & Malaysia, Abu Dhabi, Singapore, Thailand and more!



LEARN MORE
LH.COM.AU/SPARKYPLUS

DIGITAL SOLUTIONS

YOUR SMART BUSINESS COMPANION

Take control of your account like never before with eBranch, our powerful, mobile-optimised webshop designed to simplify your day-to-day operations.

SEAMLESS ONLINE EXPERIENCE

Browse our full catalogue, access rich product info, compare items, place orders, convert quotes, and manage your account, anytime, anywhere.

INSIGHTFUL SPEND REPORTS

Generate monthly or on-demand spend reports in Excel format to stay on top of your costs and free up time for what matters most.

INTEGRATED SOLUTIONS

Whether you're a large business needing end-to-end automation or a smaller team using job or accounting software, we've got tailored integration options to boost productivity and streamline processes.

REAL-TIME ORDER TRACKING

Track back orders, review order history, check invoices, and monitor account credit status, all in one place, 24/7.

CUSTOM LISTS & JOB MANAGEMENT

Create and manage personalised product lists for quotes, stock takes, favourites, or job-specific needs. Share, copy, print, or export with ease to keep your workflow smooth and efficient.

LOYALTY

Shopping with us pays off. Earn points every time you spend, and when you shop through eBranch, you'll receive 50% more points



VISIT
WWW.EBRANCH.ONLINE



AUTOMATED BUSINESS PROCESSES

Lawrence & Hanson offer a wide range of eBusiness solutions to help improve the efficiency of your business.

AUTOMATED DATA EXPORT

We have various options to have invoice and / or catalogue pricing files generated for customers either on demand or automatically via our scheduler.

- Customer price file export + import into SimPRO
- Invoice data export + import into SimPRO
- We have standard formats to suit most of their popular packages or you can use our format builder to create your own. Accommodated files type include: CSV, TXT and XML.

PUNCHOUT & OCI

This facility enables your internal purchasing staff operating within your ERP (eg. SAP, JDE, etc) to CONNECT to our eBranch online catalogue. Whilst on our site the purchasing staff can search / browse / view product detail / add to cart and ultimately RETRIEVE the cart back into your ERP as a draft requisition.

Lawrence & Hanson can generally implement Punchout/OCI for most ERPs and systems which are eProcurement capable.

eBRANCH

eBranch, our powerful online store, puts products, pricing, and account management tools at your fingertips, 24/7, wherever you are. PLUS when you shop through eBranch, you'll earn 50% more Sparky Plus points.



eINVOICING

We offer a range of consolidated invoicing options with invoices available hourly, daily, weekly, monthly.

Various consolidated invoicing formatting options are also available, and additionally we can accommodate some special reporting requirements (eg. Spend reports, brand reports).

Consolidated invoicing further assists in reducing transactional costs associated with procurement.

EDI (ELECTRONIC DOCUMENT INTERCHANGE)

We support the electronic interchange of various documents. Most of our customers' EDI integrations focus on Purchase Orders and / or Invoices, however we also support Purchase Order Acknowledgements (POA) and Advanced Shipping Notices (ASN).

We are evolving our support for these document exchanges via Ariba.

ESKER | ORDER AUTOMATION

Submit your Purchase Orders in seconds via Esker. A system that uses OCR (optical character recognition) to read your PO and submit your order directly to our ERP. Esker uses AI to learn from your orders, reducing errors and increasing order efficiency through automation.

ISO CERTIFICATION

Lawrence & Hanson is accredited with ISO certification, by Bureau Veritas Certification, in the areas of Quality (9001:2015) and OHS (45001:2018).

QUALITY

Our Management Systems have been regularly and consistently audited by Bureau Veritas in accordance with the standard and we have in fact been re-certified several times.

Certification of our Management Systems provides Lawrence & Hanson with a platform for best practice to service our customers, no matter where they are or when they deal with our business. To maintain not only this accreditation but also more importantly our high service standards, Lawrence & Hanson engages consultants to audit processes at all sites independent of those regularly completed by Bureau Veritas.

SAFETY

Lawrence & Hanson is committed to managing safety as a high priority in providing a safe, healthy and environmentally sustainable working environment. Health, safety and environment must be regarded as a prerequisite to every task and every manager and employee has an important duty of care and responsibility to ensure that their work is carried out safely and without risk to others or the environment.



COMPLIANCE

Lawrence & Hanson is committed to the highest ethical, social and environmental standards and aims to behave as a responsible corporate citizen

SUPPLIER CODE OF CONDUCT

We expect our business partners to commit to the same high level of ethics. As such, specific standards are set out in a dedicated Supplier Code of Conduct containing procedures and tools to assess the integrity of its business partners.

SONEPAR CODE OF CONDUCT

The Code of Conduct makes clear to all employees the actions and behaviour expected of them when representing the organisation. The organisation strives to maintain the highest standards of employee conduct and ethical behaviour also when operating abroad and managing its supply chain.

EQUAL OPPORTUNITY & HARASSMENT POLICY

Employees are entitled to a workplace that is free from discrimination, bullying and harassment. The Company expects that Employees will treat each other, Customers and members of the public with tolerance and respect.

WHISTLEBLOWER POLICY

Lawrence & Hanson encourages all its workers, customers and other business partners to report any concerns related to its direct activities, or its supply chain's activities. This includes any circumstances that may give rise to an enhanced risk of slavery or human trafficking. The organisation's whistleblowing procedure is designed to make it easy for workers as well as any member of the public to make disclosures, without fear of retaliation.

MODERN SLAVERY STATEMENT

We reject any form of modern slavery, such as servitude, human trafficking, child and forced labour. We are committed to implementing and enforcing effective systems and controls to ensure it does not take place in our own business or our supply chains.



**“Integrity begins
with me.”**

At Sonepar, we uphold the highest standards to ensure trust and transparency in all we do and to maintain a respectful workplace.

Your active participation is essential!

If you see something that does not seem right, speak up!

Where do I start?

Read, acknowledge and enforce the Code of Conduct in your daily business.

Available on www.sonepar.com

Lawrence & Hanson

A Sonepar Company

CONTACT

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 03 9845 1700

 www.lh.com.au

CONNECT WITH US

