



CAPABILITY STATEMENT

**Lawrence
& Hanson**

A Sonepar Company

**SUSTAINABILITY
SOLUTIONS**

Lawrence & Hanson

A Sonepar Company

SUSTAINABILITY SOLUTIONS

At Lawrence & Hanson Sustainability Solutions our aim is to deliver Value, Reliability and Flexibility through a true omnichannel experience.

Lawrence & Hanson Sustainability Solutions brings together the Solar + Solutions and Specialised Lighting Solutions teams to offer a complete suite of sustainability product and services designed to help reduce costs, improve energy efficiency ratings, and support a more sustainable future.

Backed by over 150 Lawrence & Hanson branches, expert local teams, and a fully integrated digital platform supported by our Regional Fulfilment Centres (RFCs), we deliver exceptional product range and availability through a robust and reliable supply chain.

As part of the Sonepar Group, we are committed to creating positive impact by championing sustainability, fostering inclusivity and supporting our communities.

Lawrence & Hanson in 2025 ranked among the top 35% of companies globally assessed by EcoVadis on Social Responsibility, affirming our commitment to social and environmentally responsible business practices. Sonepar Group was awarded Platinum, the highest rating, placing it among the top 1% of the highest rated companies.



**Lawrence
& Hanson**
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 **sonepar**
Powered by Difference

Lawrence & Hanson

A Sonepar Company

SUSTAINABILITY SOLUTIONS



LIGHTING



SOLAR &
RENEWABLE
ENERGY



BATTERY
STORAGE



EV CHARGERS



HEAT PUMP



HVAC



SUSTAINABILITY
MANAGEMENT



ENERGY
MANAGEMENT &
INFO SYSTEMS

We provide **SUSTAINABILITY SOLUTIONS** across all markets that are designed to support customers by offering the latest products and innovations to keep them ahead of the competition.

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 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

OUR MARKETS

We're proud to supply our customers from these sectors for over 130 years

Transportation & Infrastructure

Food & Beverage

Hospitality

Telecommunication

General Manufacturing

Machinery & Equipment

Mining

Power Generation & Utility

Automotive

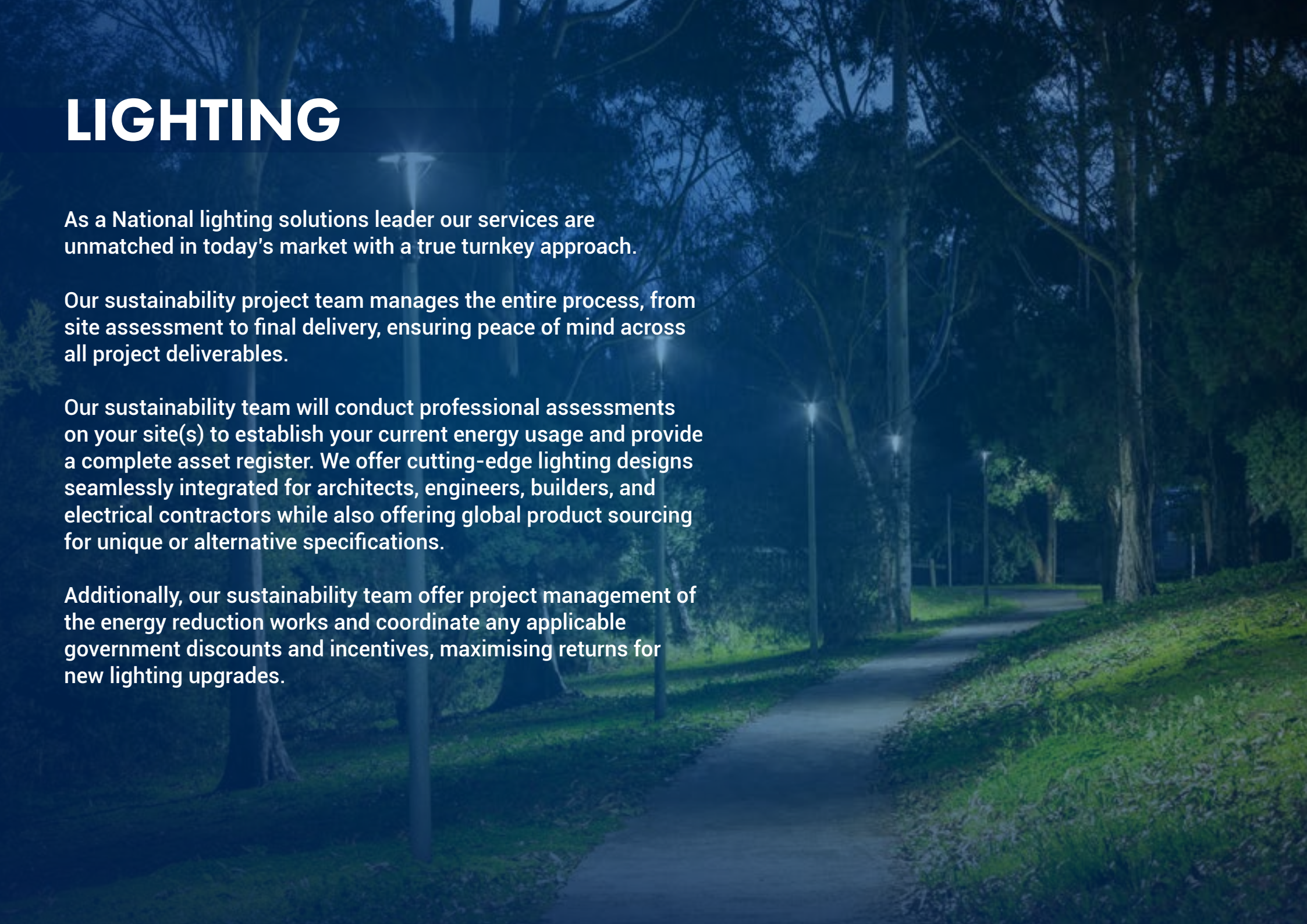
Residential & Commercial Construction

Water & Water Treatment

Oil & Gas



LIGHTING



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.

specialised lighting solutions

A Sonepar Company

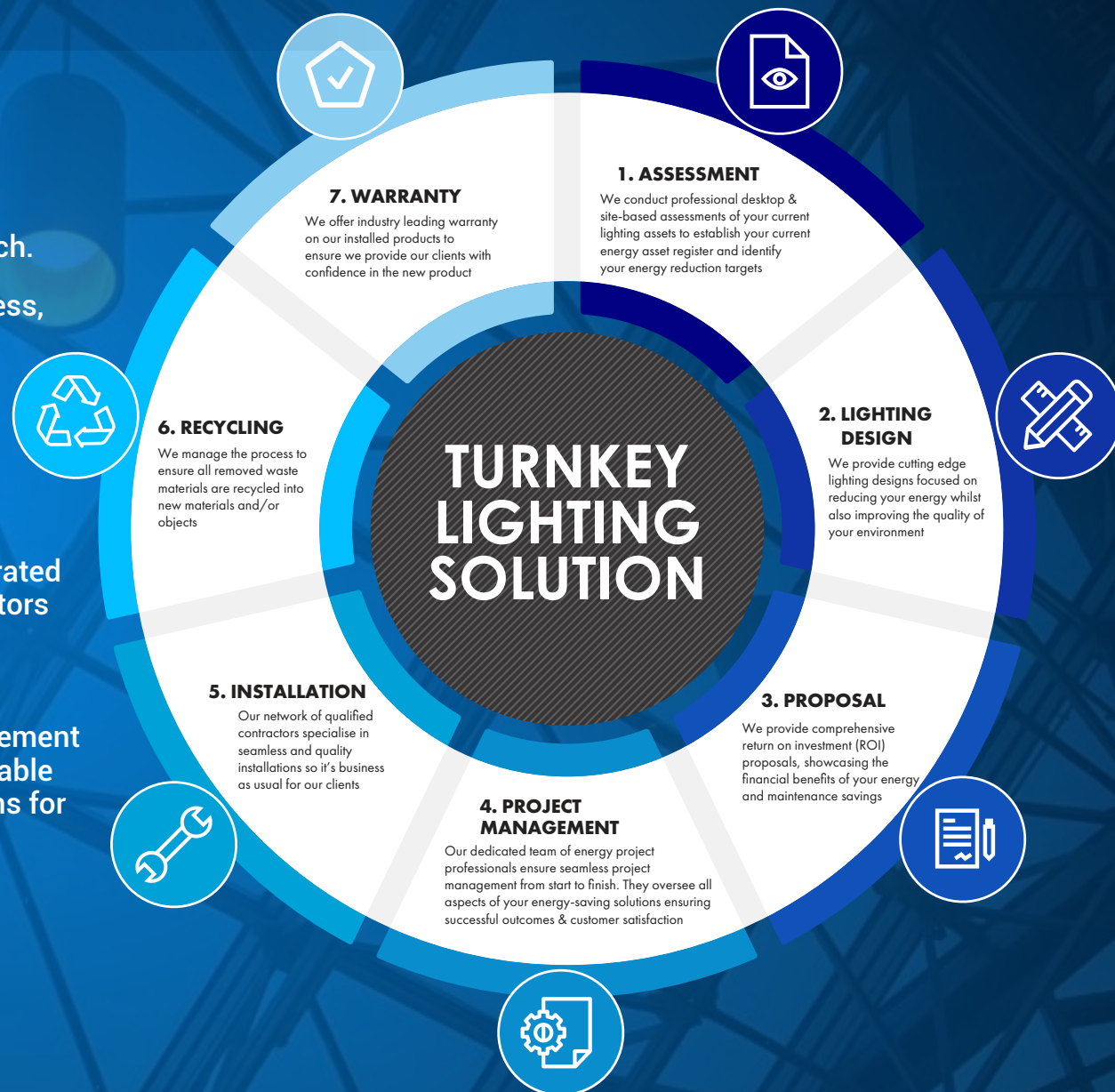
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solar + solutions

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.

LAWRENCE & HANSON SOLAR BRANCHES

To support our 150 traditional electrical branches, we've identified strategic locations for solar supported outlets.

A Lawrence & Hanson solar branch is a recognised hub for solar expertise and products.

These branches offer an extensive selection of solar brands including panels, inverters, batteries and racking systems with trained professional on hand with any size solar or renewable project.



PANELS, INVERTERS & SOLAR ACCESSORIES

Solar PV technology is transforming the energy landscape, delivering clean, efficient, and cost-effective power generation.

At Lawrence & Hanson, we supply a comprehensive range of globally recognised solar panel brands alongside inverters and mounting systems enabling fully integrated solutions.



ENERGY MANAGEMENT & INFORMATION SYSTEMS

Thanks to advancements in technology of Energy Management & Information Systems (EMIS), it makes it seamless to monitor & track your energy usage on a live platform. Whether addressing energy metering and/or energy management, applications now possess unparalleled capabilities to record, report, analyse, and optimise your energy usage at every level.

This shift provides awareness for operators and business owners with heightened visibility into their energy consumption and carbon footprint. This insight enables corrective actions, resulting in tangible cost savings, increased investment opportunities and ultimately, enhanced profits.

The most significant advantage, however, extends beyond financial gains lies in making a positive impact on the environment. This impact resonates with a valued customer base who are ever increasing their acknowledgment and support for businesses committed to sustainable practices.

HEATING, VENTILATION & AIR CONDITIONING (HVAC)

Many domestic & commercial HVAC systems are old with high energy usage and generally oversized for the application they are being used in, so changing to a more efficient system will play a substantial role in reducing your carbon footprint.

Newer HVAC systems not only exhibit greater energy efficiency but also run quieter and provides you the opportunity to reassess the capacity and size of the system required.

Our product experts will provide advice on a greener, more responsible approach to your HVAC system requirements with an estimated return on investment for the new system.



NET CARBON

MANAGE YOUR CARBON FOOTPRINT

With a strong heritage in delivering commercial energy saving projects, Lawrence & Hanson has established a new specialist solution arm, Net Carbon, to assist companies in implementing & fulfilling their carbon neutral strategies.

Net Carbon offers a true turn-key offer with industry leading partners across supply chain, renewables, design, installation and recycling; focusing on delivering real customer ROI through a carbon reduction platform.

The service offering is based on four pillars:

1. **Measure & Identify** which emission sources need to be included in your carbon calculation
2. **Reduce** your emissions by implementing a reduction plan focused on installing energy efficient products
3. **Offset** any of your company's remaining emissions by purchasing carbon offset certificates
4. **Educate** key stakeholders and employees to embed sustainability within company culture.

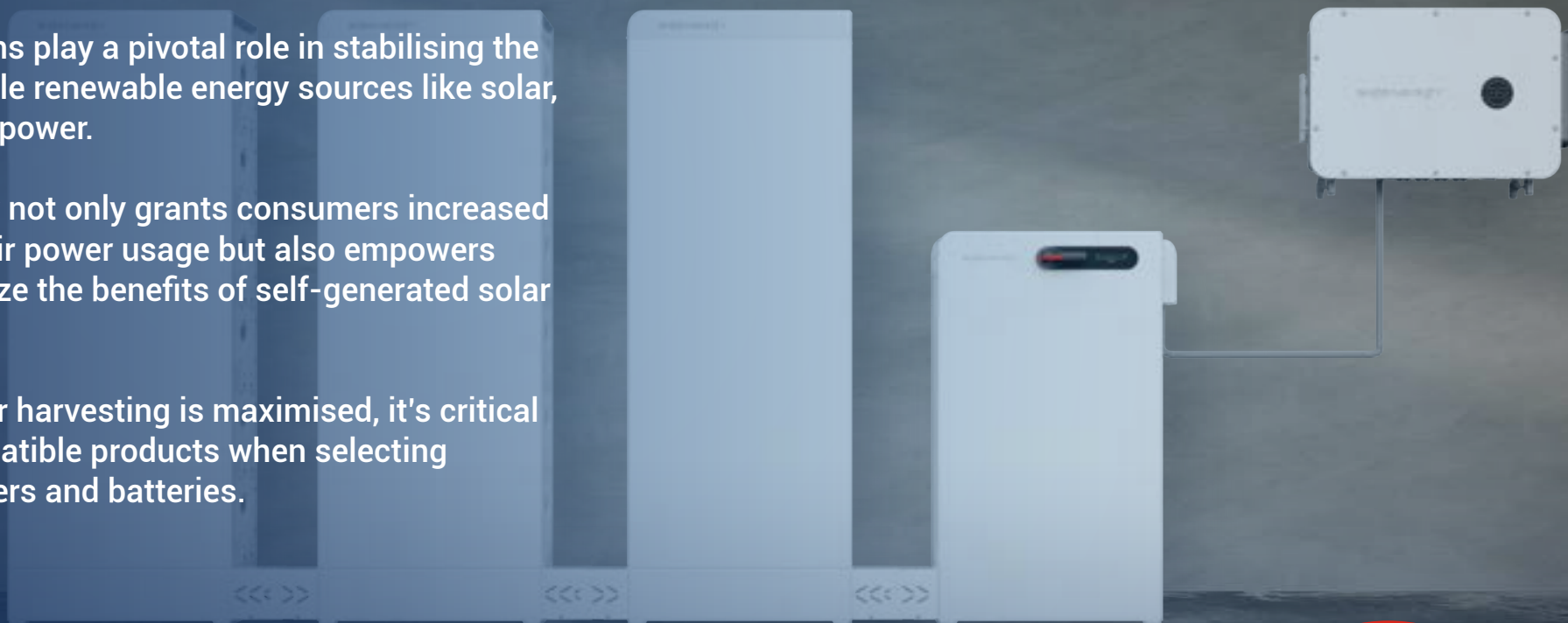
BATTERY STORAGE

Energy storage has revolutionised the global energy landscape providing consumers with enhanced flexibility, reliability, and efficiency in energy consumption.

Storage solutions play a pivotal role in stabilising the supply of variable renewable energy sources like solar, wind and hydro power.

This technology not only grants consumers increased control over their power usage but also empowers them to maximize the benefits of self-generated solar energy.

To ensure power harvesting is maximised, it's critical to choose compatible products when selecting modules, inverters and batteries.



SIGENERGY



PYLONTECH



ENPHASE



EV CHARGERS

Clean energy is shaping the future, and electric vehicles are a key part of that shift, helping reduce carbon emissions and our reliance on petrol. As the EV market continues to grow rapidly across Australia, demand for EV charging solutions has increased significantly.

Sourcing EV chargers through Lawrence & Hanson means supporting a more sustainable future while gaining access to a range of trusted, high-quality brands designed for efficient installation. You'll also benefit from local supplier support, with chosen brands that are compatible across a wide variety of vehicle makes and models.



SIGENERGY



Weidmüller 



Schneider
Electric

DIGITAL SOLUTIONS

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.

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



SPARKY PLUS LOYALTY PROGRAM



Earn Value on Every Purchase For Every Dollar spent in-store or online across our extensive range of trusted brands which contributes to your reward.

- Access more than 30,000 redemption options through our rewards store, including technology, appliances, and gift cards.
- We understand that due to corporate governance policies, some companies may not be able to redeem goods for themselves. You may still participate and accumulate points, which can then be used to support a charity of your choice. Please speak to us about this.
- Redeem points for premium business and hospitality experiences, such as the Formula 1 Australian Grand Prix in Melbourne, the Spring Racing Carnival, and corporate hospitality at major concerts and sporting events.



LEARN MORE
[LH.COM.AU/SPARKYPLUS](https://lh.com.au/sparkyplus)

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.

Lawrence & Hanson

A Sonepar Company

SUSTAINABILITY SOLUTIONS

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