



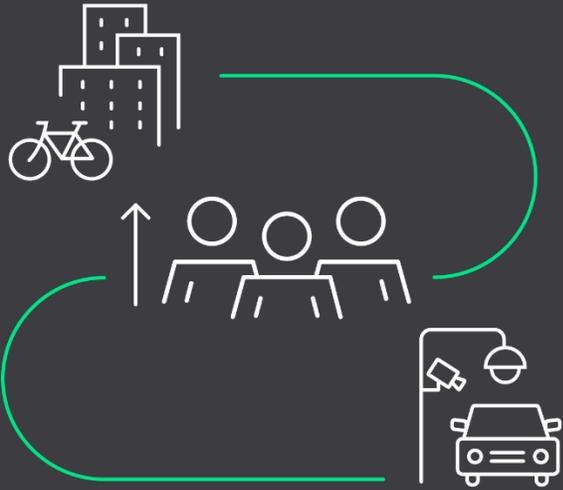
Irish Lighting Sector

Cel O'Reilly

- Signify (Philips) has been a founding Member of WEEE Ireland since 2005
- National System for Lighting – 1 Scheme
- 100+ Members from across the Sector OEMs, Distributors, Wholesalers & Retailers
- Represents the voice of the Irish lighting industry in WEEE
- Help engage with European positions



Our world is changing - Global trends shaping our business



Population growth



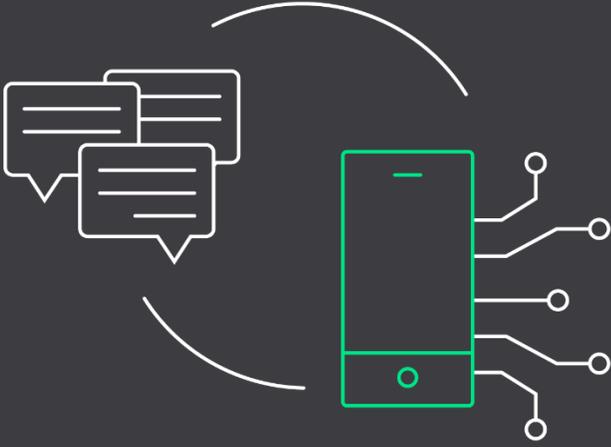
more light



Resource challenges



more energy efficient light



Digitalization



more digital light

**Today, lighting accounts for 13% of the world's electricity demand.
The global shift to LED will reduce this to 8% by 2030.**

Circular Lighting

A Signify Managed Service

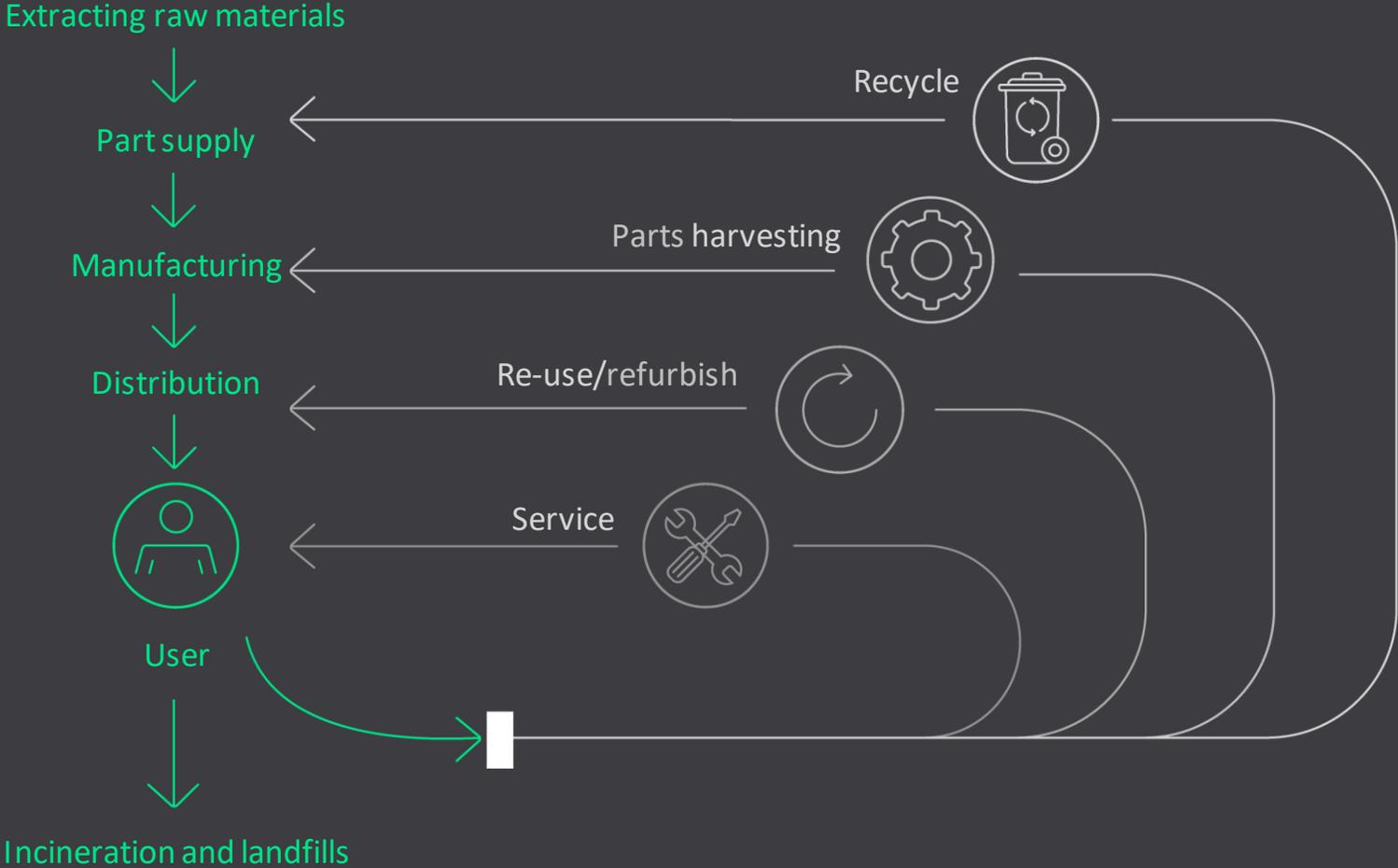


The linear business model of yesteryear will change into circular context

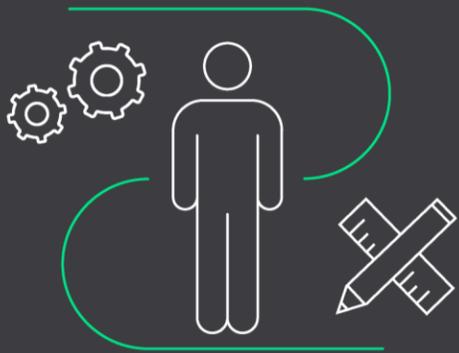
- From Transactional to Relational (Light as a Service)
- From Consumables to Durables (Product life extension by design & service)
- From Possession to Performance (Performance outcome over asset ownership)
- From Take-Make-Use to Reduce-Reuse-Recycle (Serve multiple life cycles)



Circular Lighting – return loops



Circular Lighting - instruments



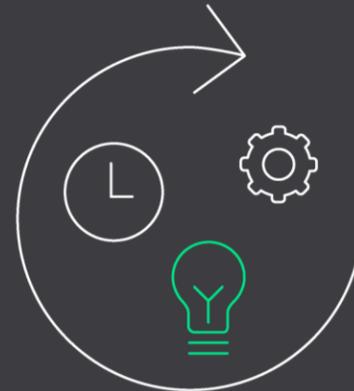
Design

Smart and sustainable products that have been designed with their future at the end of their service life in mind



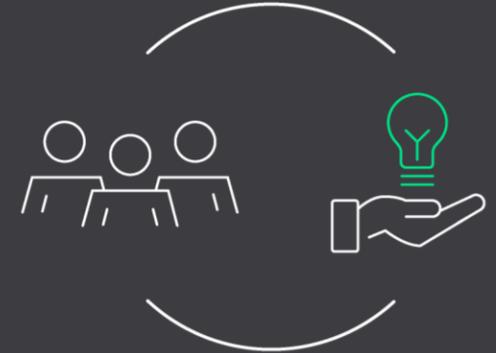
New business models

An innovative service model based on the circular economy philosophy



Reverse logistics

Applying the principles of the circular economy to systems and products that have reached the end of their service life

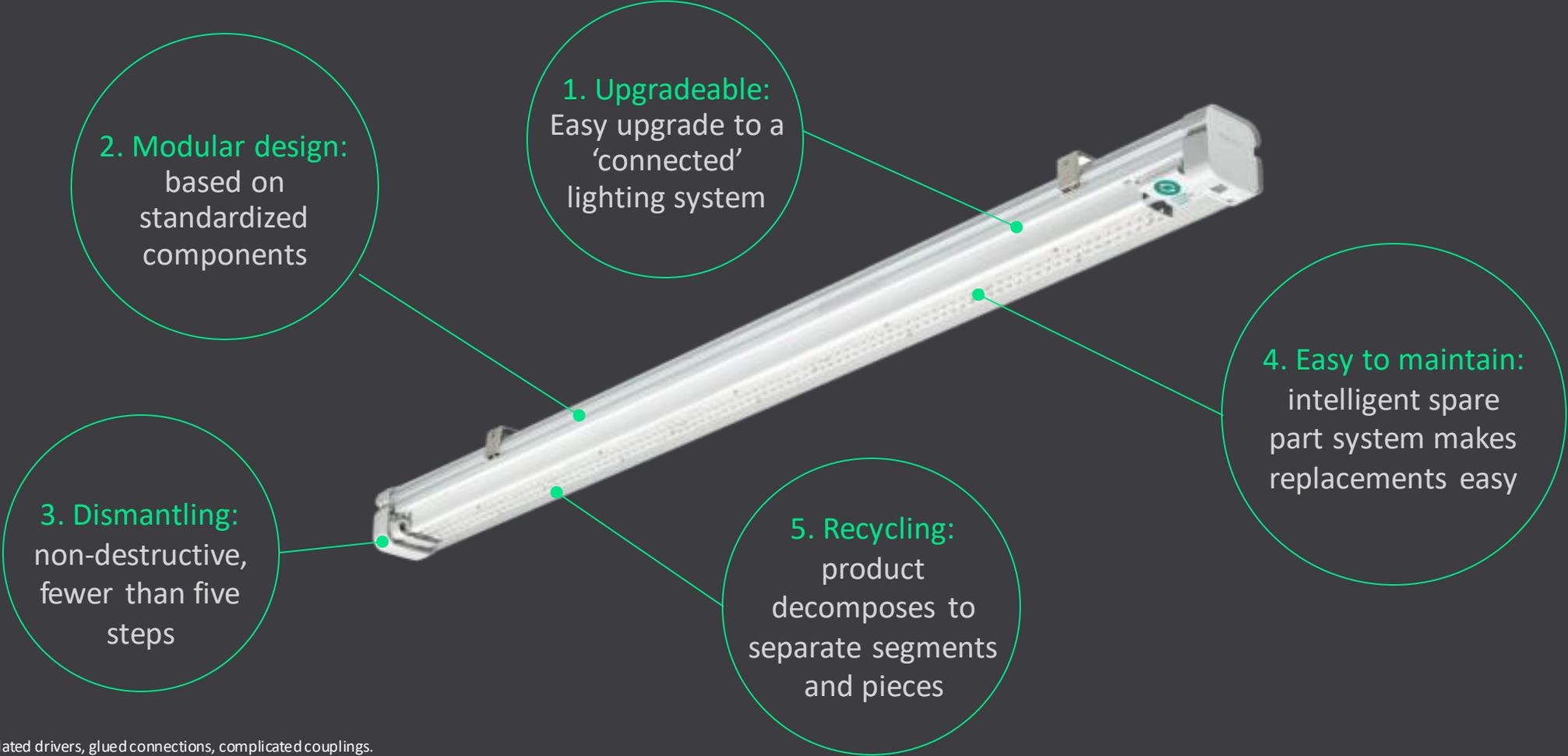


Collaboration

Forming close collaborations between all parties to create sustainable solutions for a circular economy

How circular design works

Philips Pacific LED - A luminaire ready for the circular economy.



*No encapsulated drivers, glued connections, complicated couplings.

Design

We have a growing portfolio of (now 10) Circular Economy Ready luminaire families.



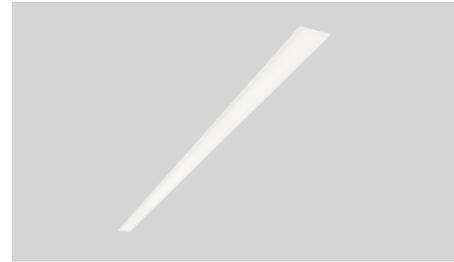
GentleSpace



PowerBalance



Pacific LED



Trueline



MaxosFusion

A Circular Economy ready luminaire has the following characteristics:

- Highest efficiency (lm/W)
- Longest life
- Lowest failure rate
- Serviceability (A-class: driver and light engines)
- Upgradeable (ready for use in systems)
- Service tag
- Modular construction, easy to disassemble
- Industrial return packaging
- Environmental Product Declaration
- Incorporates recycled materials and is easy to recycle

Customer benefits – Circular lighting



No CapEx required

due to option with compelling financing solutions



Hassle-free

performance based managed lighting solution and service



Savings

on energy, maintenance and depreciation costs



Circular economy

solutions minimize CO2 emissions and waste of materials

Sustainability at the forefront Schiphol Airport, The Netherlands

The vision

When Schiphol Airport's Lounge 2 area underwent refurbishment, it was designed with the idea of offering everything passengers can expect from a modern airport. The experience was dedicated to focusing on shopping, food, drinks and relaxation.

This meant upgrading the lighting solution to have the greatest impact on customers, alongside achieving the highest sustainability score possible. Additionally, due to budget restrictions there was no scope for upfront costs.

The solution

Schiphol opted for our circular lighting services, resulting in us installing 3700 LED fixtures that contributed to a 50% reduction in electricity consumption. The airport chose OpEx payments, scrapping upfront cost in favour of a more flexible managed service. Designed to last 75% longer, materials at the end of the contract can be returned for recycling or reuse, adhering to Schiphol's vision of sustainability.



Circular Lighting



3700 LED fixtures



50% electricity reduction



Fixtures last 75% longer

“It is Schiphol's ambition to become one of the most sustainable airports in the world. We believe in a circular economy and want to play an active role in its realization.”

Jos Nijhuis,
CEO and president of Schiphol Group



Thank you 