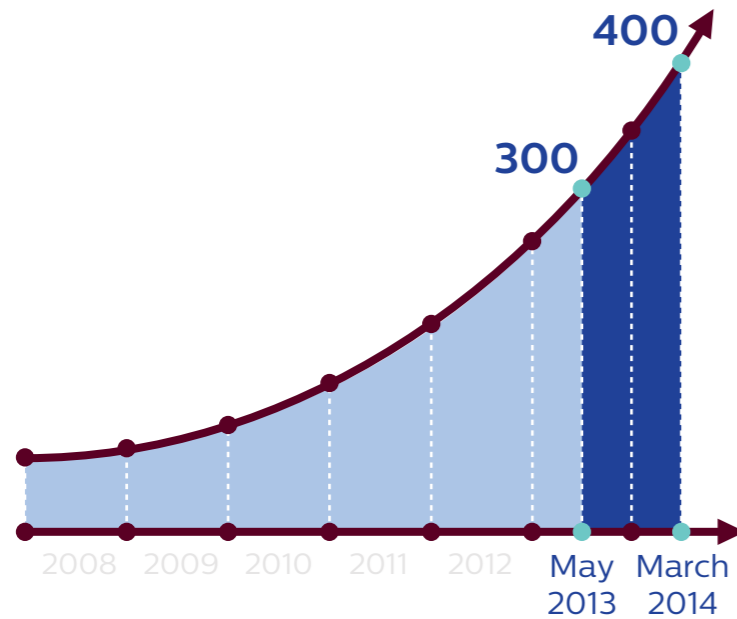
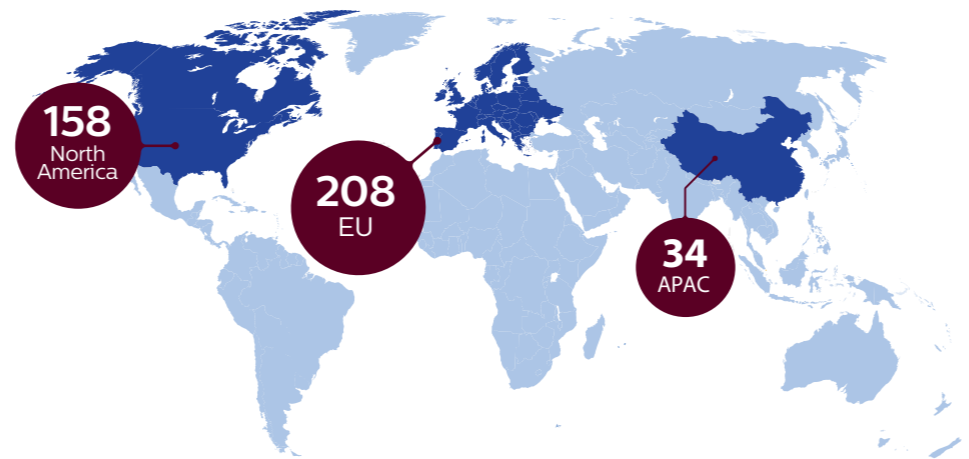


# Fast Facts on Philips LED Luminaires and Retrofit Bulbs Licensing Program

## Growth of number of licensees




## Licensees located worldwide





## Licensees by industry type



## How to become a licensee

**1.** Meet with Philips IP licensing representative 

**2.** We work with you to determine which of your products are relevant and require a license 

**3.** Choose between the flat rate and itemized approach, and conclude agreement 

## Where LED lighting is used

|   |   |   |
|---|---|---|
| <p>Consumer, Industrial, Office</p>  | <p>Retail, In store</p>  | <p>Entertainment, Theatrical, Architectural</p>  |
| <p>Street Lighting, Outdoor</p>      | <p>Medical</p>           | <p>Transportation Interior Lighting</p>          |

## Customer testimonials

“The patented technologies that Philips makes available through its licensing program are quite extensive and provide important features and value to the TCP products.”  
**Ellis Yan, TCP’s CEO**

“Access to the Philips technology portfolio gives us an advantage as it accelerates and opens up new business opportunities. My company has forged a close relationship with Philips and their support over a wide range of LED based products and components.”  
**Rupert Martin, Dextra Group PLC Chairman**

“We believe this agreement will enable us to continue our innovation and leadership in providing technologically advanced, sustainable LED lighting and controls solutions to our customers.”  
**Vernon Nagel, Chairman, President and CEO of Acuity Brands**