



We enhance life with light, making people safer, happier and more productive

And we're

inspired by you...

By understanding your needs and desires we deliver innovation that matters to you, to your cities, businesses, homes and communities.



- more light 70% increase in light points by 2050 due to population growth and increasing urbanization
- more energy-efficient light Lighting accounts for 19% of global electricity use
- more digital light 224 million smart homes by 2019, connected lighting everywhere

...and we are changing the game

Our ambition:

Enhancing life with light



Making a difference in lighting

#1
In LED lighting*

Presence in

60 countries

Hue

sold in **30 countries**, used in **150**,

with more than 300 third party apps

Largest

lighting company in the world

#1 in connected lighting**

55%

of world's top footballs stadiums use Philips Lighting

262 Philips CityTouch street lighting implementations in 31 countries

5% of sales in R&D,32% more thanthe nearest competitor

- * Source: Internal analysis
- ** Source: Markets and Markets, Global smart lighting market (2013–18)



We deliver innovation that matters to you!

"The world we have created is a product of our thinking; it cannot be changed without changing our thinking."

Albert Einstein

Your lighting solutions in **CLUJ NAPOCA**







The right light for **governments**

Lighting can help cities achieve their sustainability goals



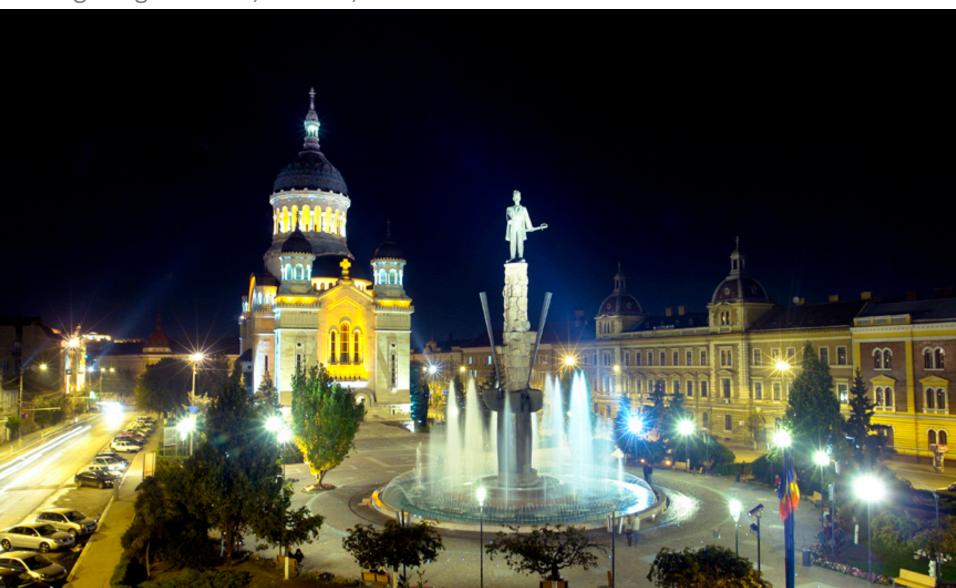
Philips works with local, regional and national governments to help them achieve their sustainability goals.

Our public LED lighting systems can provide energy **savings of up to 80%** over conventional systems with flexible options for recycling and financing.



The right light for **people within cities**

Lighting for safer, cleaner, more livable cities



The right light for **people within cities**

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The right light for **people within cities**

Lighting for safer, cleaner, more livable cities



Philips' CityTouch lighting management system, combined with LED technology, delivers energy savings of 70% compared with conventional lighting

It gives city authorities a visual overview of all street lighting and helps simplify and reduce the cost of commissioning maintenance and management



The right light for **offices**

Lighting that lowers energy bills and enables you to control your light



With Philips connected lighting, workers can **control** their office lighting with their smart phone and facility managers can get **real-time information** on energy use and room occupancy

And **Power over Ethernet**means one cabling network for
lighting and IT, lowering
installation costs and facilitating
smarter ways of working such as
optimizing cleaning routes,
maintenance and planning of
the office space



The right light for **industry**

Lighting to keep you safe and productive





Research shows that increasing light levels in industrial environments can **reduce accidents by 52%,** thus improving overall efficiency and safety

Providing the right light that suits the specific task





JUCU

BOSCH DELONGHI ECOLOR



The right light for **sports**

Lighting to delight players, viewers and fans





Philips ArenaVision LED meets the needs of broadcasters and stadium owners – while at the same time reducing lighting maintenance costs **by more than 33%**

Philips façade lighting is able to transform stadiums and enhances the experience for fans



The right light for retail

Lighting that saves energy and gives you a competitive edge



Philips GreenStore offers the benefits of LED lighting without having to invest in additional hardware. This results in 40% energy savings and excellent color rendering that makes produce look simply irresistible



The right light for **home**

Lighting experiences that you create and control





Served by more than 300 apps,
Philips Hue enables people to
experience light in new and
innovative ways. Lighting to suit
your every mood







Human needs – static or dynamic lighting?

Visual, Emotional, Biological



VISUAL Lighting influences the way we perform

EMOTIONALLighting influences our mood and well-being

BIOLOGICAL Lighting influences relaxing and health

Visual comfort
Task recognition
Orientation
Safety

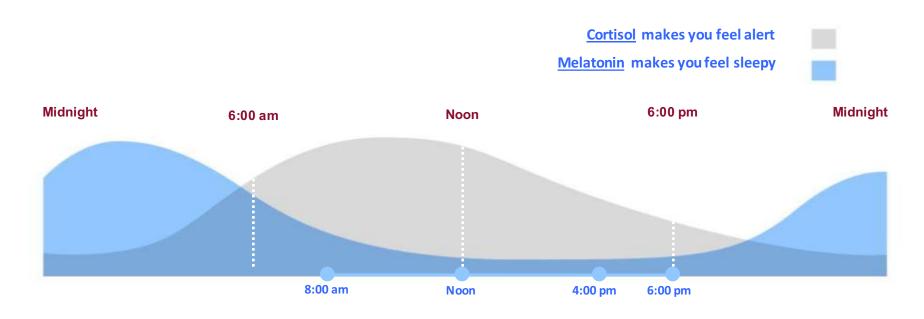
Visual ambiance
Social communication
Aesthetics
Human ambience
Atmosphere

Health
Concentration
Sleep quality
Alertness



How lighting affects our body

Biological clock

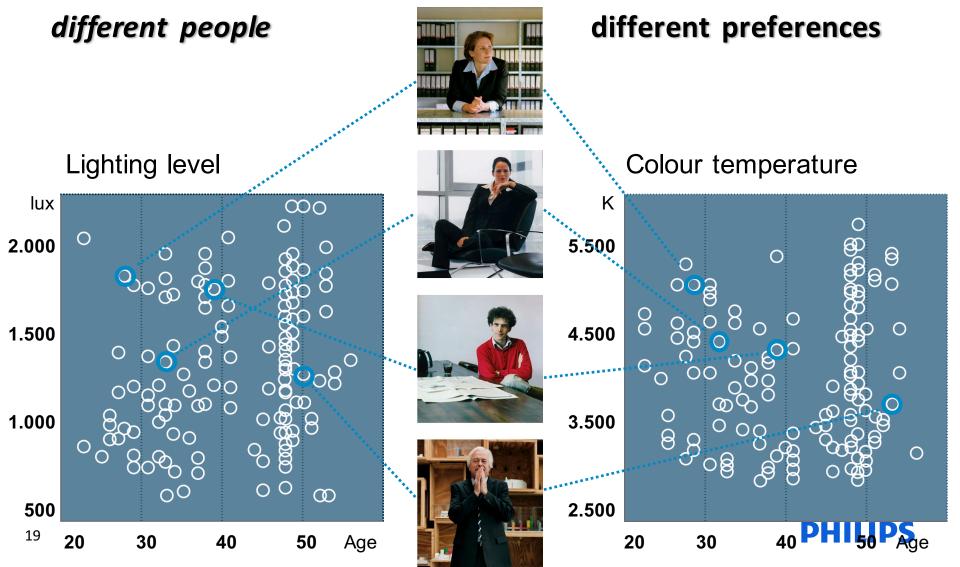


Lighting influences

- Well being
- Concentration
- Mood
- Sleep quality
- Alertness

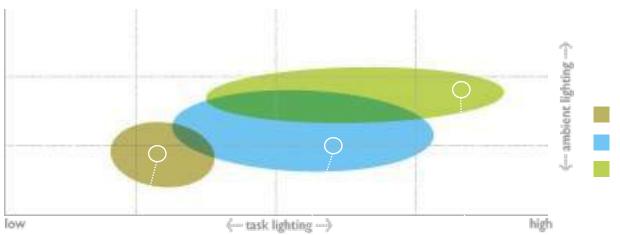
Dynamic Lighting also means Control

People prefer different settings



Dynamic Lighting also means Control

... and different lighting for different tasks









Communication



Relaxation

Different tasks, different lighting



SchoolVision

Needs

Children and students, staff and management needs

Student

Qualitative aspects

- Lighting must be responsive to the psychological and emotional needs of learners.
- Lighting should, *stimulate learning*, and *improve behavior*.
- Lighting should provide *glare free lighting environment*.
- Excellent indoor lighting quality means improved health for everyone! teachers deserve healthy spaces for teaching.

Quantitative aspects

• Lighting should *cater/satisfy task reading and writing*, commonly requiring prolonged and close attention.

Cost aspects

Satff & management

- Lighting should have *optimum initial cost and minimum running cost.*
- Lighting should have less maintenance.



Lighting for education or education for lighting?

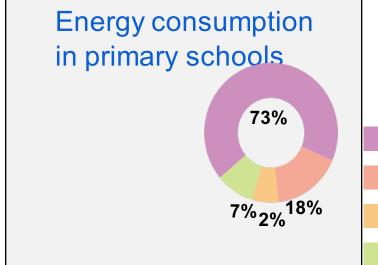
Children and students, staff and management needs



a *nicer place* for *better learning*

at optimum cost

How to make our schools



Lighting

Comfort

Office equipment

Other



SchoolVision

The research



Aim of the research: to find out what extent can **lighting conditions positively influence students** in a classroom environment?

- Germany, research performed by the UKHE, primary school
- Germany, UK study 23 yrs old students
- The Netherlands, research by the University of Twente, primary school:
- Austria, research by the UKE
- Singapore: research done in primary school
- USA: research performed together with University of Mississippi



SchoolVision

The study





Influence of Dynamic lighting in schools conducted by 'Universitatsklinikum Hamburg-Eppendorf', (University clinical centre for child and youth psychosomatic research)

- Comprised of 166 students and 18 teachers over the course of 1 year
- Students were between 7 and 16 years of age.

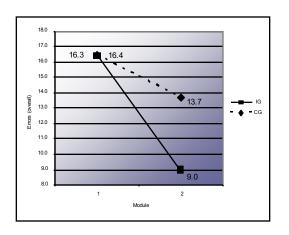
The Concentration test

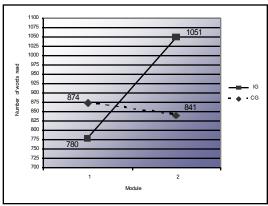
- D2 test (scientifically proven and accepted method)
- Repeated every 3 weeks
- Conducted in:
 - ➤ 2 rooms with contribution of day light
 - ➤ 2 rooms without contribution of day light
- 16 lighting scenes created for the test

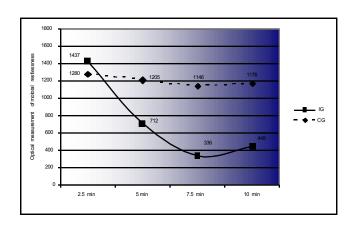


The results of the study

Search results







Errors relating to Concentration



- 44.9%

Reading Performance



+ 34.8%

Restlessness



- 76.6%



Student and teacher experiences

Search results





Student: I notice that I make a lot fewer mistakes.

That motivates me.

And, things are a lot quieter now.



Teacher: At first, I was skeptical, but now I can teach my classes more successfully.

The students are much more focused and less distracted.



Research overview

Search results



Energy

What: Higher intensity level, very cool colour tone

When: Supports a fresh start of the day (morning) or afternoon (after lunch)



Normal

What: Standard intensity level, standard colour tone

When: Normal dass lesson

Dynamic lighting
is a system
that allows us
to change
the intensity and
the color of the light



Calm

What: Standard intensity level, warm colour tone

When: Supports to calm a class that is too hyperactive



Focus

What: Highest intensity level, cool colour tone

When: Supports concentration for a test



Research overview

Search results

- http://www.utwente.nl/en/news/!/2010/10/117972/the-effects-of-light-on-primary-school-learning
- https://www.youtube.com/watch?v=MkzFs_MivdY
- https://www.city.ac.uk/news/2011/apr/school-pupils-concentration-levels-improve-with-new-classroom-lighting-system
- http://www.cofely-gdfsuez.nl/nl/nieuwsbericht/st-medardus-primary-school-in-wessem-first-to-use-philips-schoolvision.html
- http://www.prnewswire.com/news-releases/study-from-philips-and-university-of-mississippi-shows-positive-impact-of-higher-quality-classroom-light-on-reading-competency-of-us-students-129442743.html
- http://blog.pegasuslighting.com/2011/08/classroom-lighting-impacts-learning-research-study/
- http://www.lighting.philips.com/pwc_li/gb_en/application_areas/school/CaseStudy_Epsom_and_Ewell_Hig_h_School_UK.pdf

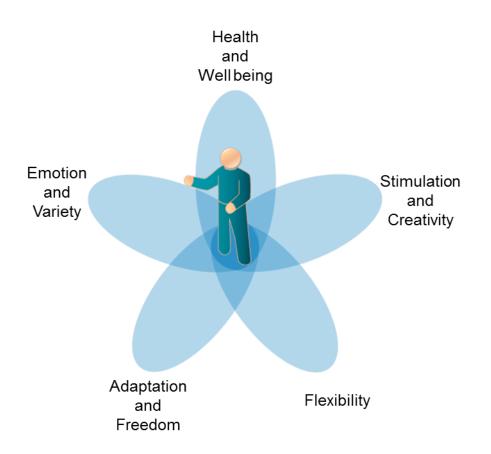
The Hamburg study documents a reading speed increase of 35%, concentration improves, thereby reducing errors 45% and classroom hyperactivity is reduced by 76%. "Our study makes it clear that adjusted Dynamic Lighting in classrooms has an extremely positive effect on children's learning behavior", said Professor Shulte-Markwort, director of the Clinic for Child and Youth Psychology at the University Hospital in Hamburg-Eppendorf, responsible for the study.

[Source: Schulte-Markworth,M., Barkmann,C. & Wessolowski,N. Effect of Light in Schools. CIE x035:2010: Proceedings of CIE 2010 "Lighting Quality and Energy Efficiency" 14-17 March 2010, Vienna, Austria. 2010. ISBN 978 3 901906 83 1.]



Sustainable future for public buildings

Lighting can make the difference



Lighting affects more than what we see.

It influences how we feel, how we behave,

and helps us to concentrate.

It has also a major say on our **energy consumption**.

Connected lighting is the present and the future.



Lighting Academy – continuous learning

Your free tools that you can use starting today



Newsletter

http://www.lighting.philips.com/main/forms/plu-newsletter.html

Webinar and Light Bites

http://www.lighting.philips.com/main/education/lighting-academy/lighting-academy-browser/webinar/light-and-health-implications-for-hospitality/

Learning for Students

http://www.lighting.philips.com/main/connect/Lighting University/lighting design student.wpd

http://www.lighting.philips.com/main/connect/lighting_university/student_program.wpd

YouTube

https://www.youtube.com/channel/UCQ4IMI20 Rffpa4m6XzpPJ-A

Courses & Certifications

http://www.lighting.philips.com/main/education /lighting-academy/lighting-academybrowser.html#page=1&filters=Type%2FCourse% 2C



We strive to make the world healthier and more sustainable through innovation

we're aiming to improve the lives of three billion

people

a year by 2025

MULTUMESC THANK YOU

