Signify is the world leader in lighting
We provide high-quality energy efficient lighting products, systems and services

<table>
<thead>
<tr>
<th>Light sources</th>
<th>Luminaires</th>
<th>Systems and Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. 1</td>
<td>€7bn</td>
<td>No. 1</td>
</tr>
<tr>
<td>Conventional, LED, Connected</td>
<td>sales in 2017, ~ 75% professional</td>
<td>Industry leader Dow Jones Sustainability Index</td>
</tr>
<tr>
<td>32,000 people in 70 countries</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Michelle Shi-Verdaasdonk
VP, Global Head of Manufacturing
Five transitions of lighting industry

- 1891-2014: Incandescent
- 2008: Introduction of LED
- 2012: Connected Lighting
- 2016: Lighting for IoT
- 2018: Light as a Language

LiFi enabled luminaires

Broadband data through light waves
The Technology Jungle

Digital Factory:
- > 590 Exhibitors
- > 1600 Products

Automation:
- > 2000 Exhibitors
- > 9000 Products
Realizing Distributed Manufacturing
www.tailoredlightingcreations.com

‘the ability to personalize product manufacturing at multiple scales and locations, be it at the point of consumption, sale, or within production sites that exploit local resources,

......exemplified by enhanced user participation across product design, fabrication and supply, and typically enabled by digitalization and new production technologies’ – IFM 2015

Right People will become the constrain of Industry 4.0

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Source: Deloitte The Netherlands