



Signify

Brighter Lives, Better World

Sustainability, Signify

Signify is the world leader in lighting

We provide high-quality energy efficient lighting products, systems and services

Light sources



Luminaires



Systems and Services



No. 1

Connected, LED,
Conventional

€6.2bn


sales in 2019,
~ 75% professional

32,000

people in 70 countries

No. 1

Industry leader
Dow Jones Sustainability
Index

A nighttime photograph of a city skyline with a large stadium in the foreground. The stadium is brightly lit with blue and white lights, and the city skyline in the background is illuminated with various lights. The text is overlaid on the image.

Dow Jones Sustainability Index 2019

Third consecutive year

Industry Leader

Electrical Components & Equipment

#brighterlivesbetterworld

The Signify logo, featuring a stylized 'S' inside a circle followed by the word 'ignify' in a lowercase, sans-serif font.

Our purpose

To unlock the extraordinary
potential of light for
Brighter Lives and a Better World

&

Sustainability is at the core of our
purpose and our strategy



Our Brighter Lives, Better World commitments for 2020

Sustainable revenues



80% of revenues from sustainable products, systems and services



More than 2 billion LED lamps and luminaires delivered by 2020

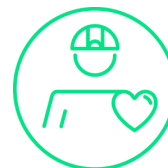
Sustainable operations



100% carbon neutral & 100% renewable electricity



Zero waste to landfill in our operations



Safe and healthy workplace



Sustainable supply chain

Sustainable innovation and revenues

Sustainable innovation

- Covered 83.5% of our innovation spend in 2019
- Sustainable focal areas are part of our design process



Energy



Weight & materials



Circularity



Packaging



Substances



Basic needs



Human centric



Access to light

Sustainable revenues



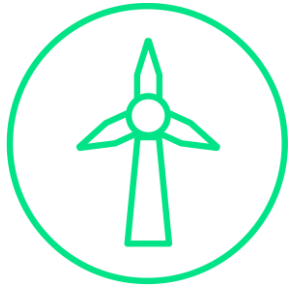
- Contributed 82.5% to our total sales in 2019 based on energy-efficient products, systems and services
- We already reached our 2020 target of 80%!



- We aim to deliver more than 2 billion LED lamps and luminaires delivered. By end of 2019 we have delivered 2.344 billion and already reached our 2020 target!

Sustainable operations

Zero carbon



- Reduce energy use
- Optimize logistics
- Reduce business travel
- Shift to 100% renewable electricity

Zero waste to landfill



- Send zero waste to landfill
- Reduce, recycle and re-use waste in all our manufacturing sites

Prevent injuries



- Provide a safe and healthy workplace for our employees through injury prevention

Sustainable supply chain



- Engage our suppliers, audit and train all risk suppliers
- Ensure responsible minerals
- Reduce the carbon footprint of our supply chain

Our programs contribute to 4 UN Sustainable Development Goals (SDGs)

Social impact of our portfolio

- Creating light for greater wellbeing and safety
- Providing access to light in off-grid areas via solar lighting
- Improving yield in horticulture and aquaculture to provide food for a growing population
- Providing humanitarian lighting in cases of emergency or disaster through the Signify Foundation



Social impact of our operations

- Implementing an Injury prevention program to create a safe and healthy workplace for our employees and contractors
- Working with our suppliers to ensure good working conditions



Environmental impact of our portfolio

- Decreasing our customers' footprint via energy efficient lighting
- Realizing even more energy savings for our customers through connected lighting
- Saving material resources via Circular lighting
- Driving accelerated renovation rates of buildings



Environmental impact of our operations

- Increasing energy efficiency of our own operations and logistics and shifting to renewable electricity
- Investing in carbon offsetting projects with social and environmental impacts
- Reducing waste generation and waste to landfill
- Working with suppliers to reduce their footprint
- Shifting to electric / hybrid vehicles



Our 2019 achievements

10% decrease in gross carbon footprint compared to FY2018

Carbon neutral

Operations in Benelux, MET, UKI, IIG, France, Iberia, China, US, Canada, LATAM, ASEAN, India, Indonesia, Far East and Pacific

99% of risk suppliers passed the audit

2.344 billion LED lamps and luminaires delivered since 2015

82.5% Sustainable revenues



We achieved the **highest score** in the CDP climate disclosure: A-list



Dow Jones Sustainability Indexes

We are named **Industry Leader in the DJSI** for 3 consecutive years



We received the EcoVadis **Gold Medal** and are in the **top 2%** of companies assessed in our sector







1st company to enter Power Purchase Agreement in Polish windfarm

70% decrease in waste to landfill compared to YTD Q4 2018

90% of industrial waste is recycled

94% of our used electricity came from renewable sources

Our progress and FY 2019 results

		2015 baseline	FY 2019 result	2020 target
Sustainable revenues		72.1%	82.5%	80%
LED lamps & luminaires delivered <i>(Cumulative since 2015)</i>		0	2.344 billion	>2 billion
Carbon footprint		Net 666 kt CO ₂	Net 61 kt CO ₂	Net 0 kt CO ₂
Waste to landfill		3,304 tonnes	726 tonnes	0 tonnes
Safe & healthy workplace		TRC = 0.66	TRC = 0.32	TRC = 0.35
Sustainable supply chain		90% performance rate	99% performance rate	90% performance rate



We achieved the **highest score** in the CDP climate disclosure: A-List



Dow Jones Sustainability Indexes

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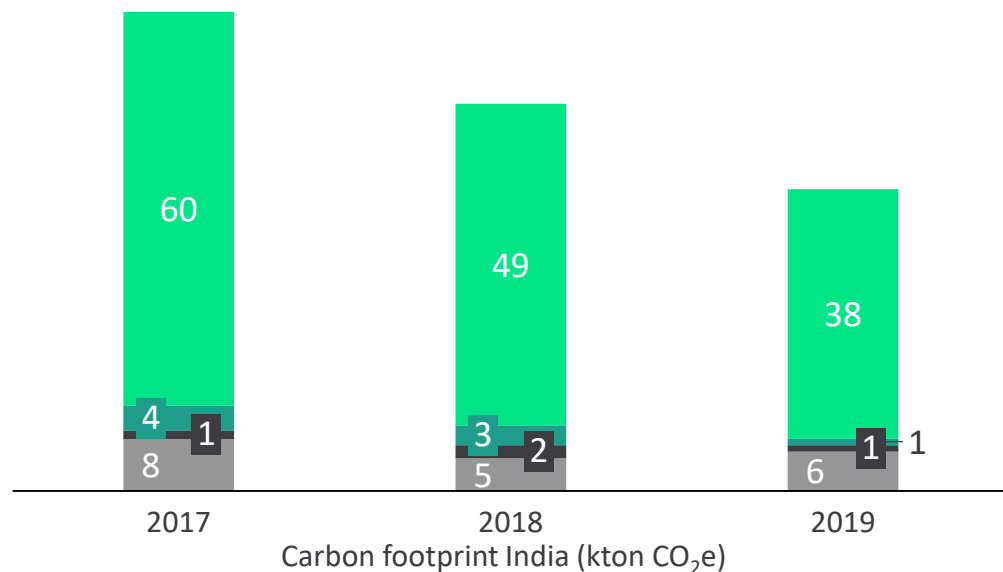


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Carbon footprint reduction roadmap - India

We have a carbon footprint reduction roadmap in place, based on expected results from:

- switching to 100% renewable electricity
- improving energy efficiency in our operations
- more efficient manufacturing activities
- less business travel
- optimized logistics
- and more....



Carbon footprint

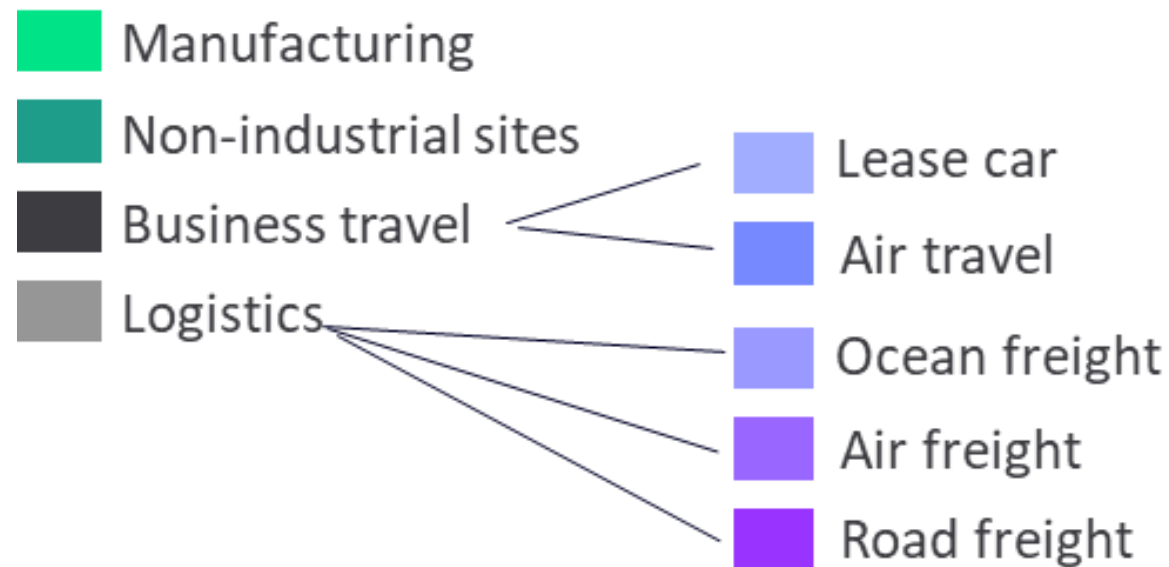
– 39%

Since 2015

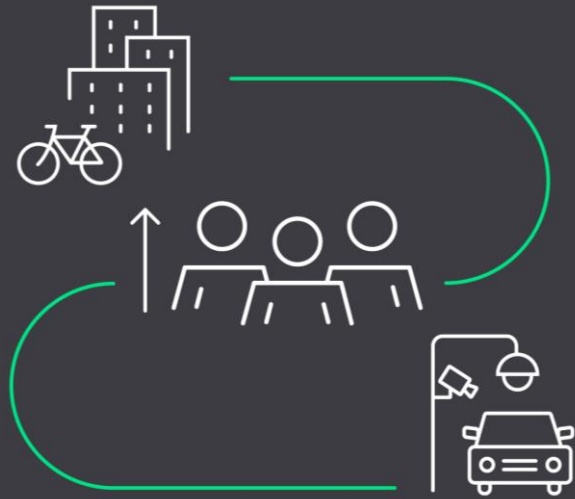
100%

Renewable electricity

By 2019



Our world is changing - Global trends shaping our business



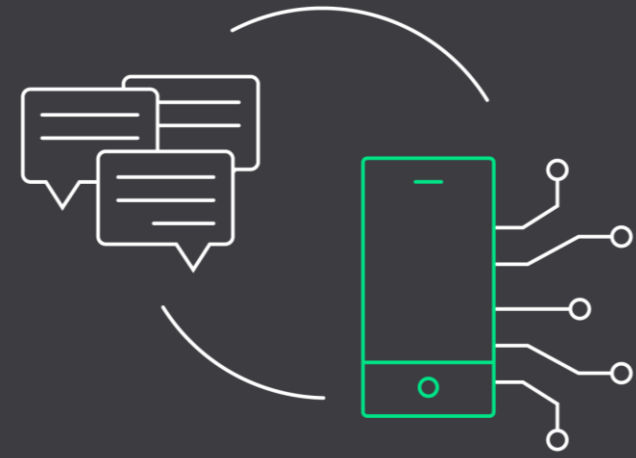
Population growth

▼
more light



Resource challenges

▼
more energy efficient light



Digitalization

▼
more digital light

**Today, lighting accounts for around 15% of the world's electricity demand.
The global shift to LED will reduce this to 8% by 2030.**

We address global challenges to deliver what matters most


Climate change & Resource scarcity




Demographic change & Urbanization



 **Climate Action**

 **Circular Economy**






 **Food Availability**

 **Health & Wellbeing**

 **Safety & Security**

Sustainability is at the core of our purpose and our strategy

We unlock the extraordinary potential of light for brighter lives and a better world

Better world		Brighter lives		
Climate Action	Circular Economy	Food Availability	Health & Wellbeing	Safety & Security
				
Striving for carbon neutrality and driving climate action through LED, connected LED, and solar lighting	Enabling circularity with 3D printing, serviceable luminaires, circular services, and zero plastic packaging	Increasing food availability & quality , reducing food waste, food miles, pesticides and water use	Increasing eye comfort , and enhancing productivity through personalized office and home lighting	Enabling safer cities with less road accidents, less crime , safer workspaces and greater cyber-security

Innovation strategy

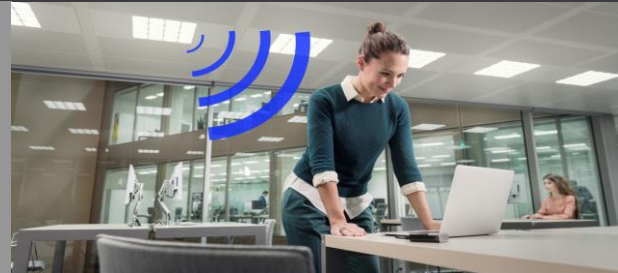
We keep innovating in lighting



We bring IoT into lighting



We unlock the potential of light as an intelligent new language



We innovate the way we serve our customers

Our offers



Professional lighting products



Professional lighting systems



Professional lighting services



Consumer lighting products



Consumer smart home lighting systems

Signify Managed Services

A partner you can trust, giving you peace of mind.

Plan & design



We start by assessing what's already there, checking current installations for possible savings. Next, our team creates a customized lighting solution, tailored to your needs.

- Scoping and quick scan
- Audit
- Solution design
- Business model

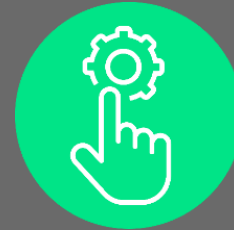
Build



Once both parties are happy, our teams will coordinate end-to-end project management of everything. We'll remove old luminaires where necessary, then deliver, install and commission your new lighting solution.

- Project management
- Installation
- Commissioning
- Hand-over

Operate



After everything is set up, we continue observation to ensure everything runs properly. We check system operations, consult on faults and manage content (where necessary).

- On-site
- Remote
- Content
- Performance

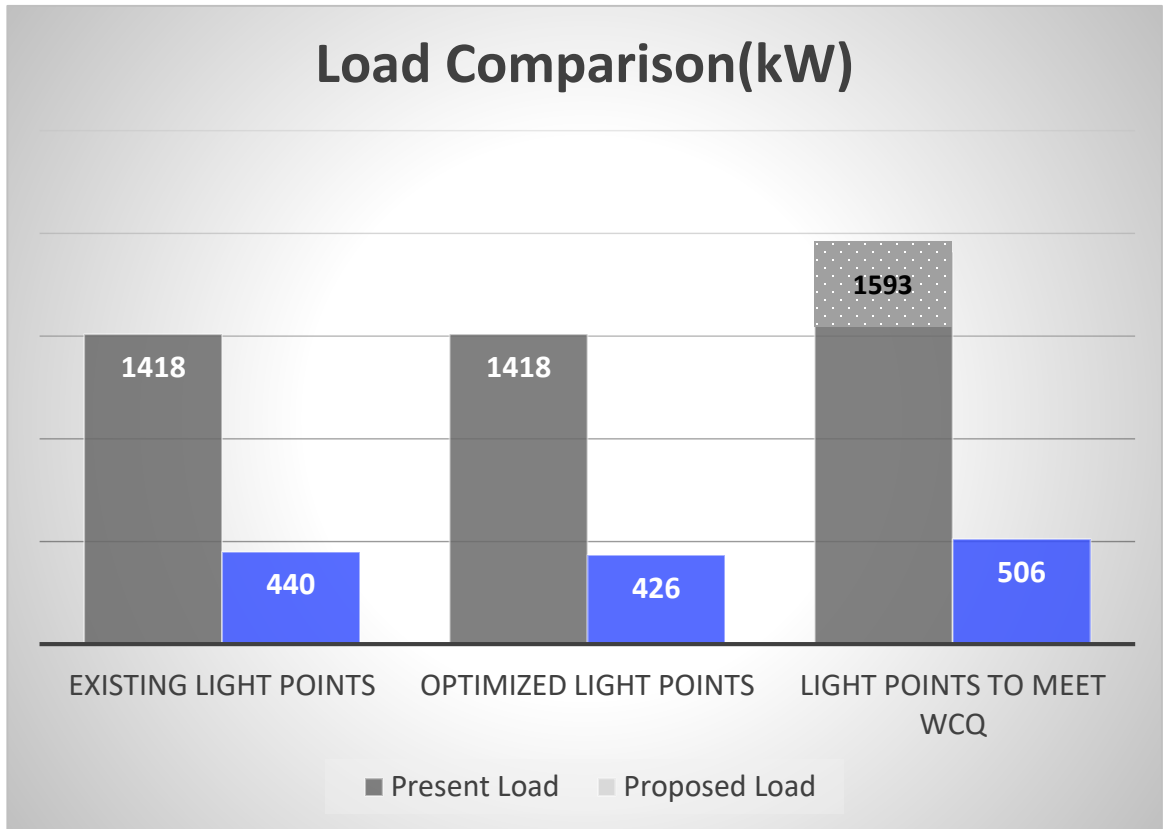
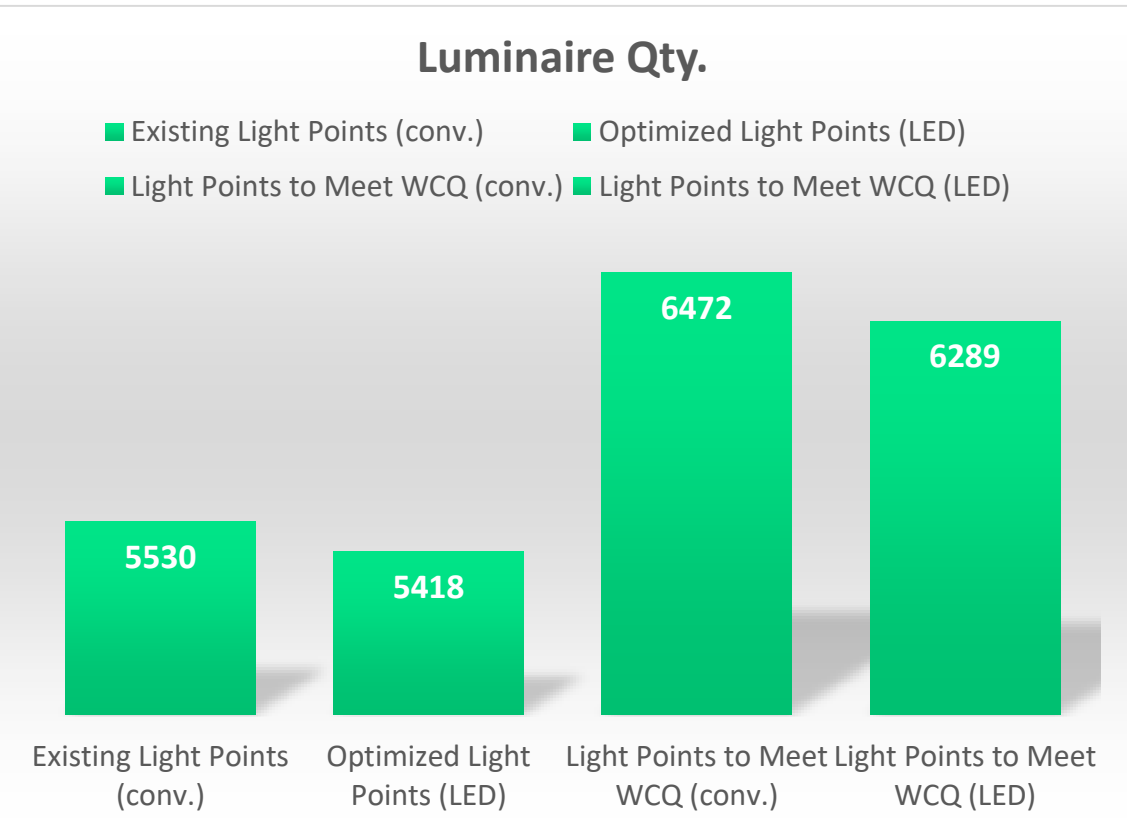
Maintain & optimize



From the beginning to end. Our recurring services include maintaining and repairing of your lighting solution, optimizing performance throughout the contract and verifying agreed performance.

- Preventive and corrective maintenance
- Spare parts supply
- Documentation and training
- Data analytics, reporting and consulting
- System optimization
- Content management
- Asset management

Power of Solution Based Approach: Automobile Manufacturing Facility



Case Study

Need:

- Be a Partner for Smart Building Approach
- Connected Lighting Solution focusing on Analytics based Optimizations
- Impact Business Values like higher productivity, space optimization etc.
- A hassle-free Performance driven contract

Location: Bangalore, India

Industry: Technology; One of the World's Largest Semi-conductor and R & D based organization.

Building Size: 60,000 m²

No. of Light Points: 9000+

Contract Term: 10 years

Payback: 3.5 years

Solution components:

- *POE Based Lighting System*
- *Managed Services: a complete Performance Based Contract*
- *End-to-End Solution with Audit-Design-Install- Commission- Lifecycle Services*

Case Study

Need:

- Zero Disruption based upgrade Program
- SLA driven approach with payment linked to Performance commitment
- A scalable approach with strong Project Management to ensure upgrade consistency
- Office Compliant Lighting system UGR < 19 (Glare Rating) and stand-alone sensors

Location: Pan, India

Industry: IT/ITES; *One of the World's Largest IT Consulting Organization*

Building Size: 30,000 – 60,000 m²

No. of Light Points: 1 lac+

Contract Term: 5 years

Payback: 3.5 years

Solution components:

- *Managed Services: Performance based contract*
- *End-to-End Solution with Audit-Design-Install- Commission- Lifecycle Services*
- *Office Compliant Luminaires*

Signify