



the meaning of light

Saving energy with lighting

Signify (new name of Philips Lighting) is the world leader in lighting

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

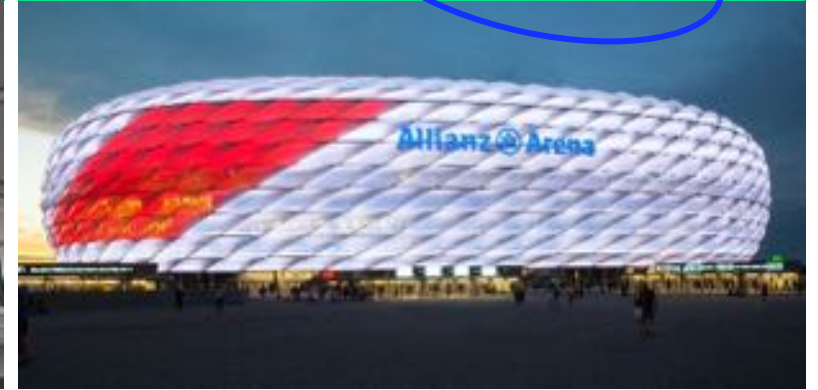
Light sources



Luminaires



Systems and Services



No. 1

Conventional.
LED, Connected

€7bn

sales in 2017,
~ 75% professional

30,000

people in 70 countries

No. 1

Industry leader
Dow Jones
Sustainability Index



± 20%

of energy is consumed
by lighting

Electricity cost of lighting

About 20% of the electricity bill of buildings goes to lighting

With LED lighting, 50-70% can be saved

Other LED benefits include:

- Longer lifetime
- Mercury free
- Instant light
- Better controllability



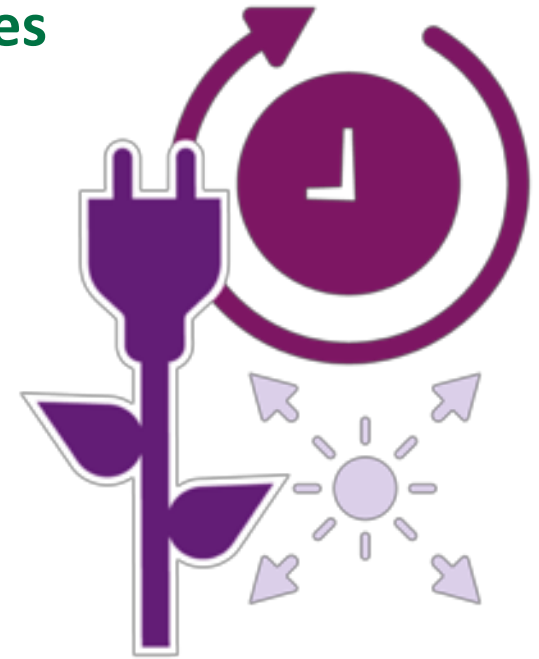
Managed Services

Standard value model



Key performance outcomes

- Energy
- Light level
- Uptime



Signify Services

The process



Plan & design

We perform a lighting assessment of the current installation and identify potential savings. Our design team will present you with a customized lighting solution.



Build

After a proposed solution is approved, we take care of end-to-end project management. We dispose of the old luminaires and deliver, install and commission the new lighting system.



Operate

We manage the day-to-day operation of your lighting assets, we check the system operation, monitor alarms, consult on reported faults, design and upload content (where applicable).



Maintain & optimize

As part of our recurring services, we manage all maintenance and repair work, optimize the installation's performance throughout the life of the contract and verify the performance outcome as agreed.

DEWA Power Plants phase 1

The DEWA Power Plants produce and supply electricity to all of Dubai and are deemed critical infrastructure.

Customer needs

- High-profile energy retrofit for lighting, without compromising light levels
- Adhere to both lighting levels and energy performance outcome commitments, with broader energy goals as assigned by “Green economy for sustainable development”

Why Signify?

- A win-win formula with Etihad ESCO and DEWA as a customer
- Assured outcomes and guaranteed by Signify
- On-going checks, preventive maintenance and on-going optimization of infrastructure



- Number of Fixtures installed 8,500
- 75% savings in lighting consumption
- AED Saving is 6.8 million
- 14 GWh energy saving per year



DIFC ESCO Lighting Retrofit

Customer need

Reduction of the electricity consumption, while maintaining a high standard of lighting quality in the buildings, and without compromising on the light levels

Solution

Detailed audit and lighting proposal to enable the required energy savings, implementation and 6 year performance guarantee

Why Signify

Signify, a registered ESCO in Dubai with a fully equipped local team, can bring the right standard of light, reliability and innovation to the customer

With its solid history and continuous market leadership it is the right partner for multiple-year performance contracts

• Key facts

14 buildings

22K light points (indoor and outdoor)

7K light points are Green Parking

• Estimated Savings

- 9,109,224 KWh

- Approximately 3,300 tons of CO2 emissions reduction

- Savings of 4,053,605 AED p.a.

- Percentage of Energy Saving 73.1%

- Payback period 5.3 years

• Signify acts as an ESCO to perform the following scope:

- Audit

- System design

- Measurement and Verification

- Displacement of existing luminaires (and scrapping)

- Supply, project management, installation, commissioning

- Performance guarantee for 6 years





Olav Scholte – olav.scholte@signify.com