

Product Marketing LED Lamps 23.05.2018





Agenda

- 2018 Introductions
 - Recap Q1 & Q2 Introductions
 - Preliminary Q3 Introductions

• LED Tubes

















CorePro LEDbulbs

The affordable LEDbulb solution

CorePro LEDbulbs are compatible with existing fixtures with an E27 or B22 holder and are designed for retrofit replacement of incandescent bulbs. They deliver huge energy savings and minimize maintenance cost. The CorePro LED bulb is the perfect bulb for your basic lighting needs. It provides the beautiful light and dependable performance you expect from LED at an affordable price.

PIPO information: CorePro LEDbulbs is PIPO diff;

Product benefits

With a pure and elegant design, this bulb is the perfect replacement for your matted incandescent bulbs; Up to 80% energy saving;

Lower maintenance costs

Features

Easy retrofit with existing E27 and B22 holders;

Instant full light on: Philips LED light bulbs provide their full level of brightness immediately upon switching on;

Lifetime of 15,000 hours;

Available in 2700K, 3000K, 4000K and 6500K;

UV- and IR-free light

Applications

Hotels, restaurants, bars, cafés, museums, shops; Hotel rooms, lobbies, corridors, stairwells, washrooms, reception areas, exhibitions, display cabinets

















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| 12NC | Predecessor 12NC | Product type | EOC | Bulb shape | Input wattage | Replace ment | Color temperature | Lumen output |
|--------------|------------------|--|-----------------|---------------|------------------|--------------|-------------------|-----------------|
| 929001892402 | 929001817302 | CorePro LED bulb ND 19.5-150W A67E27 827 | 871869681385000 | A67 | 19.5 | 150 | 2700 | 2500 |
| 929001892502 | 929001817402 | CorePro LED bulb ND 17.5-150W A67E27 840 | 871869681387400 | A67 | 17.5 | 150 | 4000 | 2500 |
| 929001892602 | 929001817502 | CorePro LED bulb ND 17.5-150W A67E27 865 | 871869681389800 | A67 | 17.5 | 150 | 6500 | 2500 |





Q3 2018 LED Bulbs intro's – overview – new codes

For some products, no dedicated codes in PROF. Instead consumer codes will be activated in PROF.

Added features & Specialty



Final visual not yet available - W/O ring



Final visual not yet available



60W SSW 2700/4000 A60

60W SSW 2700/2500/2200 A60

40W SSW 2700/2500/2200 **B35**

Colored Bulbs Red/Yellow/Blue/Green/ P45

CorePro Dim



100W Dim E27/B22 A60 (from A67 to A60)

Master LED bulbs

Visual not vet available

75W/100W WGD/DT 2200-2700 FR A67 CRI90

Classic Filament LED Lamps

Final Visual not yet available



40W/60W WGD/DT

2200-2700

A60/ST64

100W Dim

2700

A67

Final Visual not yet available

40W Dim

2700

ST64

Final Visual not yet available

60W Dim

2700 E27/B22

ST64

Final Visual not yet available

60W Dim

2700

G93

Final Visual not yet available

60W Dim

2700

G120



40W/75W Non Dim 2700/4000/6500 A60



100W Non Dim 2700/4000/6500 A67



40W Non Dim 2700 B35/P45







PHILIPS

TrueForce LED Industrial and Retail (Highbay – HPI/SON/HPL)

Ideal for HPI/SON/HPL LED replacement in Highbay application

Philips TrueForce LED Industrial and Retail lamps give you a quick and easy payback solution to replace HID lamps in Highbay application.

The solution gives you the LED benefits of energy-efficiency and long-lifetime, plus they come for a low initial investment.

With unique lamp design and compatibility, you can directly retrofit HID lamps with TrueForce LED lamps without changing the fixtures or gear. Multiple beam angle options and high colour rendering index enhance the lighting distribution while creating a comfortable, safe and high productivity environment.

PIPO information

Product benefits

- Instant upgrade and easy to install less time consuming and safer working at height.
- Great payback (<2 years) and extended energy savings of 65% vs. existing conventional systems
- Low initial investment

Applications

- Industrial factories, warehouses, distribution centres
- Retail hyper markets, shopping malls
- Others transportation hubs, convention centres, sport/city halls

Features

- Direct lamp replacement solution without changing the fixture or gear
- High energy efficiency with directional light
- Long lifetime 50,000hrs for operation efficiency
- 14.000lm (NB)/16.000lm (WB) directional light distribution(*).
- Crispy white light 4000K, CRI80 for better visual color.
- Product weight < 1,3kg

(*) useful lumen output. Total lumen of both NB/WB equals 20.000lm









TrueForce Industrial and Retail 250W and 400W traditional lamps equivalent















| Product types | Cap/ socket | Color temp | Lumen output | Lumen output (total) | Lifetime | Voltage | CRI | 12NC | EOC |
|---|----------------|---------------|----------------------|----------------------------|----------|---------|-----|--------------|-----------------|
| | | К | lm | | h | V | | | |
| TForce LED HPI ND 110-88W E40 840 60D | E40 | 4000 | 8000 1) | 11000 | 50 000 | 100-145 | 80 | 929001356802 | 871869671378500 |
| TForce LED HPI ND 110-88W E40 840 120D | E40 | 4000 | 10000 ²⁾ | 11000 | 50 000 | 100-145 | 80 | 929001356902 | 871869671382200 |
| TForce LED HPI ND 200-145W E40 840 60D | E40 | 4000 | 14 000 ¹⁾ | 20000 | 50 000 | 100-145 | 80 | 929001357002 | 871869671386000 |
| TForce LED HPI ND 200-145W E40 840 120D | E40 | 4000 | 16 000 ²⁾ | 20000 | 50 000 | 100-145 | 80 | 929001357102 | 871869671388400 |

1) Measured in 90° cone

2) Measured in 120° cone





TrueForce LED Public (Urban/Road – HPL/SON)

The best LED solution for High Intensity Discharge (HID) lamp replacement

Philips TrueForce LED lamps provide an easy LED solution with a fast payback to replace High-Intensity Discharge (HID) lamps. These lamps bring the energy efficiency and long lifetime benefits of LED to HID replacement, with a low initial investment delivering instant savings. With the right lamp size and light distribution, customers can easily retrofit TrueForce LED lamps into their existing system, thereby enhancing the light quality without having to change the fixtures or sacrifice the light effect.

What's new

- IP65

New CCT: 3000K

PIPO information: Hard code change - New 12NC & new EAN1 & PIPO NEW

Product benefits

- Cost savings ensure a quick payback
- Low initial investment
- Enhanced light quality and easy adoption
- IP65

Features

- High energy efficiency
- Long lifetime 50,000hrs
- Right lamp size and lighting distribution for direct retrofit
- Available in 2 CCTs: 3000K, 4000K
- Light in weight
- Up to 6KV surge protection

Applications

- Public urban parks, squares
- Public road streets, paths
- Public area parking, transportation hubs

















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What's new

- IP65
- New CCT: 3000K

PIPO information: Hard code change - New 12NC & new EAN1 & PIPO NEW

| Material description | Voltage (Vac) | Input Current (mA) | Lamp Wattage (W) | Lumen (lm) | CRI | EEI label | Dimensions (Width x Height) | 12nc |
|-------------------------------------|------------------|-----------------------|---------------------|------------|-----|-----------|--------------------------------|--------------|
| TForce LED HPL ND 46-33W E27 730 CL | 220-240V | 165 | 33 | 4600 | 70 | A++ | 84 x 178 | 929001897602 |
| TForce LED HPL ND 42-33W E27 730 FR | 220-240V | 165 | 33 | 4200 | 70 | A++ | 84 x 178 | 929001897702 |
| TForce LED HPL ND 48-33W E27 740 CL | 220-240V | 165 | 33 | 4800 | 70 | A++ | 84 x 178 | 929001897802 |
| TForce LED HPL ND 44-33W E27 740 FR | 220-240V | 165 | 33 | 4400 | 70 | A++ | 84 x 178 | 929001897902 |
| TForce LED HPL ND 31-25W E27 730 CL | 220-240V | 135 | 25 | 3100 | 70 | A++ | 84 x 178 | 929001898002 |
| TForce LED HPL ND 28-25W E27 730 FR | 220-240V | 135 | 25 | 2800 | 70 | A+ | 84 x 178 | 929001898102 |
| TForce LED HPL ND 32-25W E27 740 CL | 220-240V | 135 | 25 | 3200 | 70 | A++ | 84 x 178 | 929001898202 |
| TForce LED HPL ND 29-25W E27 740 FR | 220-240V | 135 | 25 | 2900 | 70 | A+ | 84 x 178 | 929001898302 |





Preview Q3 2018

TrueForce Road (SON-T replacement)



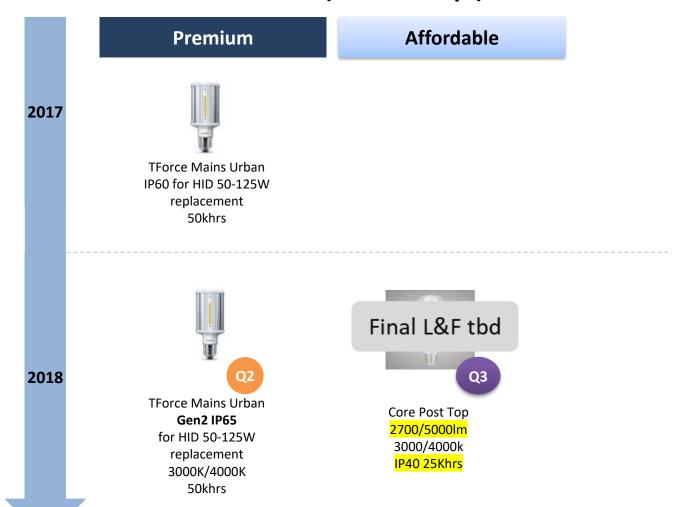
TForce EM Road HPS 70W replacement 3000K/4000K 6000lm 50khrs





Preview Q3 2018

TrueForce Urban (PostTop)





Preview Q3 2018

TrueForce LED Industrial and Retail

Premium Affordable 2017 **TForce EM Highbay** for HID 250W replacement 4000K 50khrs Final L&F tbd 2018 Q2/Q3 tbd TForce Mains Highbay TForce EM Highbay Tforce Core for HID 250W/400W for HID 250W/400W **Highbay Mains** 4000K 50khrs 4000K for HID 250W 50khrs 4000K 25khrs





Preview Q3 2018 MASTER PREMIUM LED spot intro's



MASTER LED spot LV Premium



50W 24/36 D 827/830/840







Preview Q3 2018 MASTER VALUE LED spot intro's



no protrusian

MASTER VLE LED spot LV





35W 36D DimTone 50W 36/60D 827/830/840







Preview Q3 2018 CorePro LED spot intro's

CorePro LED spot MV



670lm 60D 830/840/865

CorePro LED spot LV



50W 36D 827/830/840





Preview Q3 2018 CorePro Reflectors intro's

What's new

- New glass design, DIM II compliancy met

CorePro Reflectors LED spot









R80 60W/100W ND 36D 827 R63 40W ND/60W D 36D 827 R50 25W ND/40W ND/60W D 36D 827 R39 30W ND 36D 827





Preview Q3 2018 CorePro Specials LED spot intro's









CorePro LEDtube HO EM/Mains T8



Unique affordable T8 HO proposition for Trade stock & flow CorePro now covers more demanding application with HO package

The CorePro LEDtube is an affordable LED solution suitable for replacing T8 fluorescent lamps. The product provides a natural lighting effect for use in general lighting applications, as well as instant energy savings – an environmentally friendly solution.

PIPO information: New product – Phase-in

Product benefits

- · Retrofit replacement of existing T8 lamps on electromagnetic (EM) ballast installations
- Minimizes overall lighting costs
- Large application coverage due to High Output lumen package
- Offers cheapest and easiest upgrade to LED lighting technology

Features

- 50% energy consumption compared to fluorescent tubes
- Lasts two times longer than fluorescent tubes
- Glass platform, large beam angle 240D
- HO lumen package up to 2700 lumen

















Applications

- Parking lots and covered car parks
- · Warehouses and coldrooms
- Signage
- Office & industrial facilities (walkways, stairways, storage...)
- Education, retail spaces





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| 12NC | Predecessor 12NC | Product type | EOC | Bulb shape | Input wattage | Replace ment | Color temperature |
|--------------|------------------|--------------------------------------|-----------------|---------------|---------------|--------------|-------------------|
| 929001874802 | | CorePro LEDtube 1200mm HO 18W 865 T8 | 871869680611100 | LEDtube | 18 | 36 | 6500 |
| 929001874902 | | CorePro LEDtube 1200mm HO 18W 840 T8 | 871869680613500 | LEDtube | 18 | 36 | 4000 |
| 929001875002 | | CorePro LEDtube 1500mm HO 24W 865 T8 | 871869680615900 | LEDtube | 24 | 58 | 6500 |
| 929001875102 | | CorePro LEDtube 1500mm HO 24W 840 T8 | 871869680617300 | LEDtube | 24 | 58 | 4000 |





CorePro LEDtube Universal T8 1200/1500mm



Unique affordable T8 Universal proposition for Trade stock & flow Unique ``real universal TLED`` HF+EM +Mains

The new Philips CorePro LEDtube Universal T8 brings ease and simplicity to your lighting project. That's because you do not need to match the driver technology anymore: a unique design enables the Philips CorePro LEDtube Universal T8 to directly fit in luminaires operating on either electromagnetic ballasts or HF electronic ballasts or mains power connection. It is so simple to operate and you no longer need to stock two types of tubes! Perfectly safe, reliable & easy to install Philips CorePro LEDtube Universal T8 is the ideal alternative to standard fluorescent tubes to maximize value over lifetime with high energy saving and lower maintenance costs.

PIPO information: New product – Phase-in

Product benefits

- Reduced operational cost thanks to 50% energy saving and 2x lifetime vs conventional
- Large application coverage due to High Output lumen package
- Universal compatibility: fastest and easiest way to upgrade existing luminaires to LED technology whatever the driver technology is: the product is compatible with EM ballast, HF ballasts* and direct mains

Features

- Universal fit: EM or HF or direct mains.
- · Glass platform, large beam angle 240D
- HO lumen package up to 2700 lumen
- Embeds InstantFit technology for largest HF ballast compatibility*
- No mercury
- * Ballast compatibility list will be available







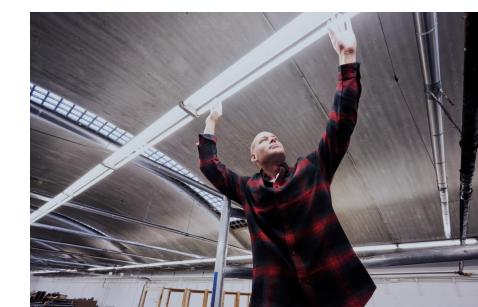






Applications

- Parking lots and covered car parks
- Warehouses and coldrooms
- Signage
- Office & industrial facilities (walkways, stairways, storage...)
- Education, retail spaces





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|--------------|------------------|--|-----------------|---------------|------------------|-----------------|-------------------|
| 929001869202 | | CorePro LEDtube UN 1200mm HO 18W830 T8 | 871869680166600 | LEDtube | 18 | 36 | 3000 |
| 929001869302 | | CorePro LEDtube UN 1200mm HO 18W840 T8 | 871869680168000 | LEDtube | 18 | 36 | 4000 |
| 929001869402 | | CorePro LEDtube UN 1200mm HO 18W865 T8 | 871869680170300 | LEDtube | 18 | 36 | 6500 |
| 929001869502 | | CorePro LEDtube UN 1500mm HO 23W830 T8 | 871869680172700 | LEDtube | 23 | 54 | 3000 |
| 929001869602 | | CorePro LEDtube UN 1500mm HO 23W840 T8 | 871869680174100 | LEDtube | 23 | 54 | 4000 |
| 929001869702 | | CorePro LEDtube UN 1500mm HO 23W865 T8 | 871869680176500 | LEDtube | 23 | 54 | 6500 |





MASTER LEDtube T5 HO Mains



T5 now works directly on Mains!

Philips MASTER LEDtube T5 Mains integrates a LED light source into a traditional fluorescent form factor. Its unique design creates a perfectly uniform visual appearance which cannot be distinguished from traditional fluorescent. The Philips MASTER LEDtube T5 Mains is the ideal solution for customers who have higher light output requirements and want to maximize value over lifetime.

Full energy savings & longer lifetime result in attractive payback times and TCO benefits.

PIPO information: New product – Phase-in

Product benefits

- Reduced operational cost thanks to lower energy consumption & long lifetime
- Designed to replace 49W and 54W fluorescent tubes
- No dependancy to ballast (direct connection to mains power)
- · Ideal alternative if the existing HF ballast is not compatible with our InstantFit range

Features

- Replacement of existing T5 HO lamps with direct connection to Mains power
- High performance > 150 lm/W
- Long lifetime 50K hrs
- Glass platform, large beam angle 240D, uniform light spread









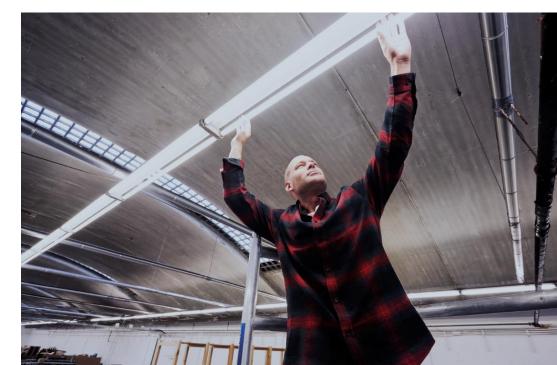






Applications

 The ideal solution for demanding applications with a need for extra energy savings: office, school, retail





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PIPO information: New product – Phase-in

| 12NC | Predecessor 12NC | Product type | EOC | Bulb shape | Input wattage | Replace ment | Color temperature |
|--------------|------------------|----------------------------------|-----------------|---------------|------------------|-----------------|-------------------|
| 929001908502 | | MAS LEDtube 1200mm HO 26W 830 T5 | 871869681921000 | LEDtube | 26 | 54 | 3000 |
| 929001908602 | | MAS LEDtube 1200mm HO 26W 840 T5 | 871869681923400 | LEDtube | 26 | 54 | 4000 |
| 929001908702 | | MAS LEDtube 1200mm HO 26W 865 T5 | 871869681925800 | LEDtube | 26 | 54 | 6500 |
| 929001908802 | | MAS LEDtube 1500mm HO 26W 830 T5 | 871869681929600 | LEDtube | 26 | 49 | 3000 |
| 929001908902 | | MAS LEDtube 1500mm HO 26W 840 T5 | 871869681931900 | LEDtube | 26 | 49 | 4000 |
| 929001909002 | | MAS LEDtube 1500mm HO 26W 865 T5 | 871869681933300 | LEDtube | 26 | 49 | 6500 |





PILA PLC 13W & 18W 2P replacement



Simple & affordable solution for PLC 13W & PLC 18W replacement Available B-Brand - PILA brand

LED PLC is the ideal up-lamping solution for downlights in a wide range of general lighting applications. It integrates a LED light source into a traditional fluorescent form factor to offer superb energy savings over a longer lifetime than fluorescent alternatives.

PIPO information: New product – Phase-in

Product benefits

- Reduced operational cost thanks to lower energy consumption than conventional PLC lamps, as well as lower maintenance cost thanks to longer lifetime than conventional lamps
- Simple lamp-for-lamp replacement, re-using the existing fixture without major modifications, using a similar PLC form-factor
- Fastest and easiest way to upgrade existing luminaires to LED technology

Features

- Up to 50% energy consumption compared to fluorescent tubes
- Lasts 15,000 hours
- Innovative 360D platform (polycarbonate)
- Lumen package 806lumen (13W replacement) & 1050 lumen (18W replacement)
- Compatible EM ballast (2 pin)















Applications

LED PLC lamps are the ideal upgrade for downlights in a wide range of applications. These include reception areas, meeting rooms, corridor and hallways in offices, retail stores, hospitality venues and home applications













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|--------------|------------------|--------------------------------------|-----------------|---------------|------------------|-----------------|-------------------|
| 929001879062 | | PILA LED PLC 7.5W 840 2P G24d 1CT/10 | 872790096580300 | LEDtube | 7.5 | 13 | 4000 |
| 929001879362 | | PILA LED PLC 9W 840 2P G24d 1CT/10 | 872790096582700 | LEDtube | 9 | 18 | 4000 |





Q3 2018 LEDtubes intro's - overview

MASTER LED tube T8 HO High Efficiency



1200/1500mm 830/840/865 Upgrade to 170lumen/W

CorePro LED PLS 9W/11W rplt 2P (EM)



2P G23 830/840 Replacement of 9W&11W (9W form factor)

CorePro LED PLL 55W rplt 4P (HF)



4P 2G11 830/840





MASTER LEDtube Sensor T8



Unique TLED with integrated motion sensor for automatic dimming & additional energy saving. Fast & easy installation: no need to install extra sensors or wires/cables

The Philips MASTER LEDtube Sensor T8 enhances safety and security, with even more energy savings thanks to an innovative integrated sensing technology. Presence detection, automatic dimming and long-life, low-maintenance LED lights enable you to create more sustainable car park lighting while keeping visitors safe and comfortable.

PIPO information: New product – Phase-in

Product benefits

- Light you need when you need it: additional energy saving beyond regular LED tube functions allowing automatic dimming down
- Fastest and easiest way to upgrade existing luminaire to smart LED technology
- No need to install extra sensors, no need to install extra wires
- High Output lumen package to enhance safety and security
- 100%- safe installation process

Features

- Automatic on/off, or dim up/down according to different application needs
- Integrated motion sensor technology (MicroWave technology)
- Up to 3100 lumen
- Extra-long life of 50,000 hours
- Retrofit to existing T8 lamps on EM ballast installations
- Rotating end caps
- Full safety features and EM Protector safety device

















- Parking lots / covered car parks
- Storage rooms
- · Walkways...



















