

PHILIPS

Industry

Managed Services

Circular lighting

Minimize your environmental footprint and **create instant savings**

Philips Circular lighting

The future of lighting

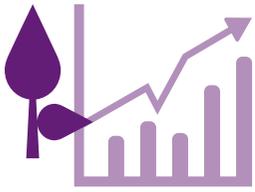
Today's world is changing fast. Many industries are moving away from the traditional "take, make, waste" model of production and towards a circular economy. In this quiet revolution, Philips Lighting is leading the way in the field of lighting.

A new era

Around the world, companies and governments are looking for new, more sustainable ways to manage the production process. Instead of a linear model that always ends in waste, the philosophy of a circular economy seeks to bring as many materials as possible back into the production loop. It's a restorative approach that keeps products and materials at their highest utility and value for as long as possible.

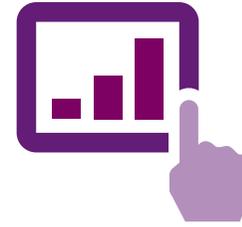
Circular lighting

This is how it used to be: you buy a lamp and when it breaks you throw it away and replace it. Philips Circular lighting adopts a different strategy. We offer illumination as a comprehensive product/service combination that includes the manufacture, installation, maintenance, reuse and recycling of lighting equipment. It's the most sustainable approach to illumination, in which you only pay for what you actually need: light.



Sustainability

For organizations that want to contribute to a more sustainable future and meet their sustainability targets, the Philips Circular lighting model is the best approach to upgrading their lighting. It offers unmatched energy savings, minimal product waste, and product upgrades throughout the contract.



Data everywhere

The emergence of connected lighting is creating more possibilities for data-driven solutions. In a nutshell, that means that a company's lighting system can be linked to its data network, making it possible to manage and optimize the lighting infrastructure on a system-wide level. It also enables, for example, individual fine-tuning for people using the light.



A services-driven approach

In the new economy, product ownership is becoming less important. What matters more to today's consumers is access and performance, which are provided as services. Airbnb, Uber, Spotify and Netflix have all changed the way their industries work. In a similar way, technological advances are also transforming the world of lighting.



From transaction to relationship

Businesses are changing how they relate to their clients. Interactions are not seen as a just series of sales opportunities, but as the building blocks of a long-term relationship. For us at Philips Lighting, engagement and connectivity are the cornerstones of a new service-based relationship with our customers.



Sustainability & illumination

The benefits of Philips Circular lighting



If sustainability is a strategic topic at your company, then lighting should be one of your top priorities. Philips Circular lighting is a great way to minimize your environmental impact and achieve instant savings.

Lighting alone can account for up to 40% of an industrial site's energy bill. Longer-lasting and energy-efficient LED systems can have a big impact on your environmental performance, especially when combined with Philips Lighting services.

A further step would be to apply circular economy principles. Philips Circular lighting can make your lighting a truly integral part of your organization's efforts towards sustainability and environmental targets. For example, this service includes selecting modular fixtures that can be upgraded, reused and recycled.

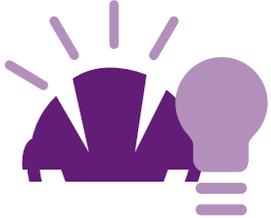
This model enables you to completely outsource your lighting needs and have us handle everything for you. This lets you focus on both productivity and sustainability in other areas of your operations. We believe that environmental management is not only good for the planet – it's good for business.



Circular lighting

for industry

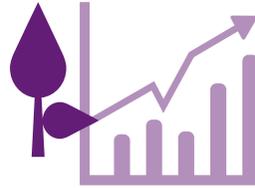
Industrial sites require special lighting to deliver the right illumination. At these large facilities, many activities take place simultaneously in cluttered spaces, with products or machinery being moved around. To safeguard worker security and safety, having the best possible lighting is essential.



Safety

Create a safe, well-lit workspace at your industrial facility.

- Comply with industry standards and government regulations for lighting design.
- Maintain quality of light in every work area.



Sustainability

Achieve your company's sustainability targets.

- No upfront investment needed.
- Get immediate energy savings and cost reductions.
- Future-proof lighting allows for easy upgrades.
- After your contract expires, we will manage the repurposing of the equipment (reuse of luminaires and parts).
- Meet international energy standards like BREEAM and LEED.



Productivity

Make your facility's operations more efficient and improve worker satisfaction.

- Get more done in less time with better visual performance and fewer outages.
- Improve your internal logistics due to fewer mistakes, errors and delays.
- Adapt and upgrade your flexible installation to match zoning changes.
- Enhance workspace accessibility for easy locating, picking and delivery.

Philips Circular lighting, our highest level of Managed Services

Whatever your lighting needs, our Managed Services have got you covered – from the initial design and installation, to continued hassle-free operation and maintenance. Philips Circular lighting is the highest level of our three Managed Services options. Giving you the best possible sustainability and cost savings, Philips Circular lighting is the perfect choice to help you minimize your carbon footprint.

Our Managed Services:



Standard Managed Services

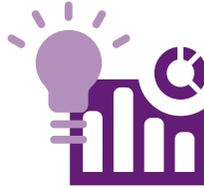
Hassle-free savings with optimized performance

Hassle-free lighting

We'll handle everything for you, from lighting design to guaranteed performance.

Long-term savings

Significantly reduce your energy and maintenance costs, with even better returns on long-term contracts.



Light as a Service

No upfront investment

Everything included in the Standard Managed Services – plus:

Our unique business model lets you pay for the lighting rather than owning the products.



Philips Circular lighting

Best-in-class sustainability

Everything included in Light as a Service – plus:

Minimize your environmental footprint with Philips Circular lighting services optimized to help you meet your sustainability targets.

Circular economy elements

- Reverse logistics (recycling or refurbishment): support in managing end-of-life lighting installations with minimal environmental impact.
- Cost-effective upgradability to more energy-efficient products.
- Modular design for easy maintenance and servicing.

During your services contract, we take care of everything for you, delivering the most sustainable lighting solutions available. What makes Philips Circular lighting truly unique is what happens after your contract expires.

Service

Your contract covers maintenance, repairs, servicing, and technology upgrades.

Refurbish

After the contract, products are re-furbished for reuse by replacing or repairing components.

What happens at the end of your services contract?

Parts harvesting

Items that can't be refurbished can still supply components for new or repurposed products.

Recycle

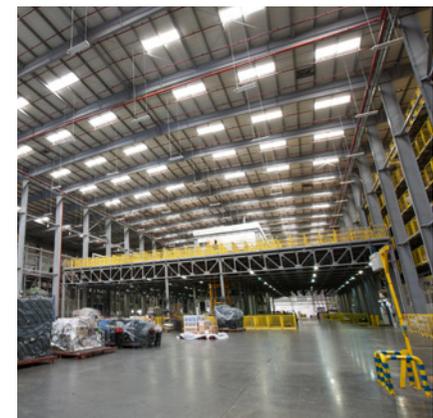
Any remaining product parts go into recycling to recover valuable materials for reuse.

An example of **circular design**

Philips Pacific LED Circular Economy ready luminaire

With the Philips Pacific LED Circular Economy ready luminaire, Philips Lighting has introduced the first circular economy ready series of luminaires. It was designed to use natural resources in a much more effective and regenerative way, closing the materials loop in line with the principles of a circular economy.

Thanks to its modular assembly and design, maintenance is easy, and the luminaires are simple to upgrade. Philips Pacific LED Circular Economy ready luminaire offers optimal performance throughout its lifetime, and end-of-contract management is straightforward. The luminaires can be repurposed in several environmentally friendly ways: in a circular lighting contract; to the second-hand market; via extraction of spare parts; and eventually into recycled materials.



Philips Pacific LED Circular Economy ready luminaire

Circular benefits

1 Upgradable:
Upgradable to connected lighting system

2 Modular design:
Includes standardized components

3 Disassembly:
Non-destructive, less than five steps

4 Easy to maintain:
Lower failure rates due to efficient spare parts and asset management

5 Recycling:
Product breakdown into separated materials' waste streams*

* No potted drivers, glued connections, difficult interlocks.

Circular lighting success stories

These companies have already implemented Philips Circular lighting to achieve instant savings and minimize their carbon footprint.



Get Philips Lighting Services.

What can our Circular lighting services do for your company?



“
We pay a fixed monthly fee for
lighting, with no worries about maintenance.”

– Bart Sijben, Operational Manager at Bruynzeel Storage

Bruynzeel Storage Systems develops space-saving and archiving systems for government, libraries, hospitals, and museums. For maximum peace of mind and access to new lighting updates throughout their contract, they chose Philips Circular lighting.

- Better control over energy use for lighting, **cutting costs by 73%**.
- **Carbon footprint reduced** by 231 tons of CO₂.
- Uses a combination of Pacific LED and MAXOS LED products.
- A perfect complement to the company's other **circular initiatives**.
- Enhances Bruynzeel's standing as a sustainable business partner.
- Waste-to-landfill reduction of 161 kg per year.

“

Philips Circular lighting means **we won't have to think about our lighting for the next ten years.**”

– Harrie Arends, Operations manager High Tech Campus Eindhoven

The High Tech Campus (HTC) Eindhoven houses over 140 companies and research institutes that are dedicated to creating future technologies and products. All the parking garages on the campus make use of Philips Circular lighting.

- The HTC buys the lighting in the parking garages as a service.
- Philips Lighting is responsible for the quality and maintenance of the fixtures.
- At least **70% savings on energy** consumption in the parking garages.
- Pacific LED luminaires with a Philips GreenParking solution.

“

The lighting in Lounge 2 shows that **we take our sustainability ambitions seriously.**”

– André van den Berg, Executive Vice President & Chief Commercial Officer Schiphol Group

Amsterdam Airport Schiphol is one of the leading aviation hubs in Europe. In line with its ambition to become the world's most sustainable airport, it implemented Philips Circular lighting in the newly refurbished Lounge 2.

- The lighting creates seven **separate areas** for travelers to experience.
- Includes **five-year maintenance** contract, with an option for five more years.
- New installation uses **50% less energy** and has **75% longer lifetime**.
- Service fee includes both energy costs and maintenance expenses.
- Developed together with architects and sustainability consultants.

We're in it together

Cross-chain and cross-sector collaboration

Creating sustainable solutions for a circular economy requires bold steps and **close collaboration between many different parties:**

- At Philips Lighting, we are embarking upon a new service-based relationship with our customers. We fulfill the role of a trusted long-term partner in sustainability.
- In deploying and managing the lighting installations on site, we work with many technical partners like designers, architects and installers.
- To enable ongoing innovations in production and performance, we collaborate with the top suppliers and manufacturers in the supply chain.
- Our good relationships with leading sustainability consultants and researchers let us stay at the cutting edge of lighting innovation creating brighter lives and a better world.

theguardian
sustainable business

WORLD
ECONOMIC
FORUM

ELLEN
MACARTHUR
FOUNDATION
Rethink the future

**Circle
Economy**

**turn
too**

Questions? Suggestions?

Feel free to contact us at anytime –
we look forward to hearing from you.

