

A young child, likely of African descent, is smiling broadly and holding a glowing, multi-colored light stick high in the air. The child is wearing a light blue t-shirt with a graphic design. The background is a dark night scene with many out-of-focus, colorful lights (bokeh effect) in shades of blue, green, and yellow, suggesting a festive or fair setting. The overall mood is joyful and celebratory.

Intro Philips for TC09

Roel van Herten
Philips innovation Services
November 28 , 2013

PHILIPS

Philips: a strong diversified industrial group

Who we are

Founded in 1891

Headquartered in Amsterdam,
The Netherlands

Sales of €22.6 billion in 2011¹

- 33% in Growth Markets
- 65% in B2B
- EBITA 7.4% of sales

Globally recognized brand
(world top 50)

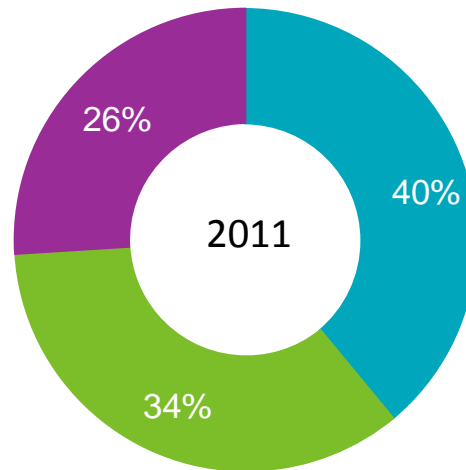
Our brand value doubled to \$8.7bn
since 2004²

122,000 employees

Sales and service outlets in over 100
countries

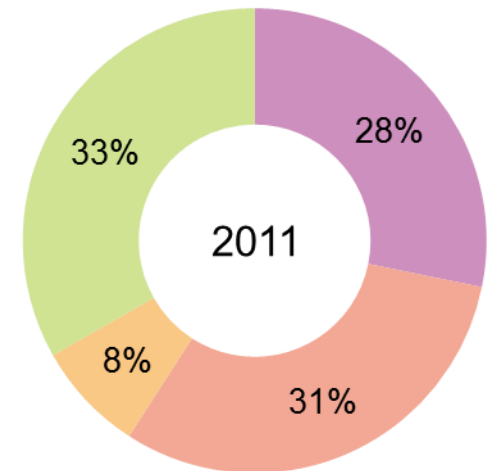
€1.6 billion investment in R&D,
7% of sales

Our businesses



- Healthcare
- Lighting
- Consumer Lifestyle

Operating in >100 countries



- Growth Markets
- Western Europe
- North America
- Other

¹Note - All figures exclude discontinued operations

²Source: Interbrand

Unique leadership positions in many markets

Healthcare



Global
Cardiovascular
X-ray



Global
Patient
Monitoring



Global
Cardiac
resuscitation



Global
Sleep Therapy
Systems



Regional
Ultrasound

Consumer Lifestyle



Global
Male electric
shaving



Global
Garment Care



Global
Rechargeable
Toothbrushes



Regional
Kitchen
Appliances



Regional
Electric Hair
Care

Lighting



Global
Lamps



Global
LED Lamps



Global
Automotive
Lighting



Global
Professional
Luminaires



Global
High Power LEDs

Glass in Philips Electronics:

Lighting - lamps

quartz glasses (*)

borosilicate glasses

soda lime glasses (*)

barium-strontium glasses (*)

special glasses (*)

- luminaires

Healthcare

(*) in house

Consumer Lifestyle

Glass in Philips Innovation Services (High Tech Campus Eindhoven)

ISGT

International Support Glass Technology

consultancy for Lighting glass & lamp factories

Materials Analysis laboratory

Analysis for all glass/raw materials related chemical & physical properties and glass defects (knots, stones, gas bubbles).

Lighting glass : sodalime glass (90%) + some special glasses

Furnace portfolio

3 oxyfuel furnaces 60 and 80 m2

2 end port fired regenerative furnaces 70 and 85 m2

1 cross fired regenerative furnace 82 m2

4 recuperative furnaces 4 to 35 m2

small all electric / day tanks for special glasses

7 all electric for quartz glass

Location: NL, Poland, USA, China, India and Indonesia

Winning “GOLDEN TAIL” in conventional lighting (with glass components)

Focus on LED lamps

For conventional lighting: cost price

Energy 25-35% of glass cost price

Activities on energy efficiency:

renewed focus on energy in every plant (insulation, excess oxygen,....)

recently Energy balance Model (Celsian)

Breakthrough savings : re use of flue gas heat

batch preheat system feasibility

preheated pellets (also participation in GT10)

participation TCR project (Celsian)

Personal expectations of TC09:

Be aware of worldwide developments on energy savings

Shortest term introduction of breakthrough energy saving technology in Philips

