

PHILIPS

CFLi Professional Product Portfolio

January 2009



Philips Energy Saver Twisters

Product Information

- Wattage Comparison:

| | | | | | | | | | |
|--------------|----|----|----|----|----|-----|-----|-----|-----|
| CFLi | 5 | 9 | 11 | 13 | 18 | 23 | 27 | 32 | 42 |
| Incandescent | 25 | 40 | 40 | 60 | 75 | 100 | 100 | 125 | 150 |

Selling Points

- Compact size fits many fixtures
- Provides warm and inviting soft white light
- Various color temperatures available in select wattages
- Instant-On
- Life is at least 10k hours



Philips Energy Saver GU24 Base Twisters

Product Information

| | | | |
|--------------|-----|-------|-------|
| CFLi Wattage | 13 | 18 | 23 |
| Incand. Eq. | 60 | 75 | 100 |
| CFLi Lumens | 900 | 1,100 | 1,600 |

- Color Temp = 2700K

Selling Points

- Compatible with GU24 base fixtures
- Easy twist and lock design
- Instant-On
- Provides warm and inviting soft white light
- Complies with Energy Star Residential Fixture Program
- Meets California's Energy Efficiency Standards for Residential and Nonresidential Buildings (24 CCR 6)



Philips 32W Energy Saver Twister



Product Information

| Lamp | M.O.L |
|---------|-------|
| PLC 27W | 5.6 |
| PLC 32W | 5.5 |
| TCP 32W | 6.1 |
| GE 32W | 6.3 |



27W Twister



32W Twister

Selling Points

- 125W incandescent equivalent
- Compact size enables easy retrofit in many applications
- Energy Star certified for 12,000 hours
- Provides warm and inviting soft white light
- Instant-On

Philips Energy Saver Reflector Lamps

Product Information

- Wattage Comparison:

| Flat Face | |
|---------------|--------------|
| CFLi | Incandescent |
| 23W PAR38 2pc | 90W |



| Standard Reflectors | |
|---------------------|--------------|
| CFLi | Incandescent |
| 14W R20 | 50W |
| 15W R30 | 75W |
| 23W R40 | 120W |
| 23W PAR38 | 90W |



Selling Points

- Similar look to incandescent lamps
- Fits many incandescent fixtures
- Provides warm and inviting soft white light
- Flat Face PAR38 offers hard glass construction
- R30 available in a variety of color temperatures (Feb. 09)

Philips Energy Saver Covered Lamps

Product Information

- Wattage Comparison:

| A19s | |
|---------|--------------|
| CFLi | Incandescent |
| 5W Fan | 25W |
| 9W SWP | 40W |
| 14W SWP | 60W |

| Globes | |
|---------|--------------|
| CFLi | Incandescent |
| 9W G18 | 40W |
| 9W G25 | 40W |
| 16W G30 | 60W |
| 23W G40 | 75W |

| Candles | |
|---------|--------------|
| CFLi | Incandescent |
| 5W Can | 25W |
| 5W mCan | 25W |
| 9W Can | 40W |
| 9W mCan | 40W |



Selling Points

- Similar look to incandescent lamps
- Fits many incandescent fixtures
- Provides warm and inviting soft white light
- 14W A19 available in a variety of color temperatures (Feb. 09)

Philips Energy Saver 20W Soft White Plus



Product Information

| Lamp | Lumens | Equiv. | M.O.L |
|---------|--------|--------|-------|
| PLC 20W | 1100 | 75 | 5.3 |
| TCP 19W | 900 | 60 | 5.9 |
| GE 15W | 860 | 60 | 4.7 |

Selling Points

- Highest lumen output in traditional A-shape
- Provides warm and inviting soft white light



Philips Energy Saver Dimmable Reflectors



Product Information

- Wattage Comparison:

| Dimmable Reflectors | |
|---------------------|--------------|
| CFLi | Incandescent |
| 16W R30 | 65W |
| 20W R40 | 85W |
| 20W PAR38 | 75W |



Selling Points

- Wide dimming range (dimmable to 10%)
- For use with most standard incandescent dimmers
- Light does not flicker
- Provides warm and inviting soft white light
- RoHS Compliant

Philips Energy Saver – Other Lamps

Product Information

- Wattage Comparison:

| Circline | |
|----------|--------------|
| CFLi | Incandescent |
| 32W | 135W |
| 40W | 150W |



| Outdoor | |
|---------------|--------------|
| CFLi | Incandescent |
| 14W BAW | 60W |
| 14W Post | 75W |
| 23W PAR38 2pc | 90W |



Selling Points

- Bug-A-Way does not attract insects. Use near patios, decks, party areas
- Two-piece PAR offers hard glass construction
- Circlines offer adjustable height and instant-on operation

Philips Energy Saver – Shatter Resistant



Product Information

- 18W Replaces 75W
- Lumens = 1100
- Color Temperature = 2700K
- Available March, 2009

Selling Points

- Polycarbonate outer bulb is “shatter resistant”
- Provides protection from mercury
- Perfect for rough service applications
- RoHS Compliant



Philips Energy Saver – SLS Universal



Product Information

- Wattage Comparison:

| Universal | |
|-----------|--------------|
| CFLi | Incandescent |
| 14W | 60W |
| 20W | 75W |
| 25W | 100W |



Selling Points

- ALTO Technology
- RoHS Compliant
- Long Life – 12k to 15k hours
- Amalgam technology enables stable light output over a wide temperature range

PHILIPS

Going “Green” Without Sacrifices

Philips Alto II™ technology

January 28, 2009

Setting Higher Standards and Leading the Way

Philips focuses on the following “Green” lighting initiatives:

- Reduce:
 - Less energy use
 - Less toxicity
 - Less waste
- Reuse:
 - Materials
 - Packaging
- Recycle:
 - All lamps may be recycled*
 - Use recycled mercury



*Depending on state and local regulations, lamps may be recycled.

Energy Advantage 25W 4ft T8



Energy Advantage 25W T8 is the lowest energy consuming 4ft T8 lamp in the market!

Energy Advantage 25W T8 utilizes ALTO Lamp Technology and delivers the following:

2480 lumens

85 CRI

95% Lumen Maintenance

30,000 hrs rated average life at 12 hours per start*

Energy Advantage T8 Benefits the Environment with Lowest Energy and Lowest Mercury of Any 4ft T8 Lamp!

*Based on 12 hours per start on Instant Start Ballast

Philips T8 32W Extra Long Life Lamp

- Extra Long Life
 - Extra long life lamps extend the relamping cycle, thereby reducing maintenance and disposal costs
 - Up to 40,000 hours rated average life at 12 hours per start on Instant Start ballasts¹
 - Up to 46,000 hours rated average life at 12 hours per start on Programmed Start ballasts²
- Sustainable Lighting Solution
 - Reduces the impact on the environment
 - Low mercury, energy efficient, and long life
- Outstanding Lumen Performance
 - Provides 95% lumen maintenance
 - 85 CRI



1) Average life under engineering data on instant start ballast with lamps turned off and restarted once every 12 operating hours.

2) Average life under engineering data on programmed start ballast with lamps turned off and restarted once every 12 operating hours.

Upgrade to Extra Long Life

- Extra Long Life lamps on Instant Start ballasts
 - Upgrade from standard Philips T8 Lamp for an additional 15,000 hours of rated average life¹
 - Upgrade of 15,000 hours is equivalent to 3.4 more years of operation when lamps are operated 12 hours a day / 7 days a week.

- Extra Long Life lamps on Programmed Start ballasts
 - Upgrade from Standard Philips T8 Lamp for an additional 21,000 hours of rated average life¹
 - Upgrade of 21,000 hours is equivalent to 4.8 more years of operation when lamps are operated 12 hours a day / 7 days a week.

1) Based on Average Rated Life under engineering data on instant start ballast with lamps turned off and restarted once every 12 operating hours.



Philips ALTO II T8 Lamps – Best of all worlds

- **Lowest wattage energy saving alternatives**
 - Replace F32T8 32W with a F32T8 Energy Advantage 25W
- **Longest life T8 family**
 - 40,000 hours average rated life* with Extra Long Life versions (12 hours per start on instant start ballast)
 - 46,000 hours average rated life* with Extra Long Life versions (12 hours per start on programmed start ballast)
- **Lowest mercury level T8 family: 1.7mg**

*Average life under engineering data with lamps turned off and restarted once every 12 operating hours. NOTE: Rated 36,000 hours rated average life at 3 hours per start on instant start ballasts / Rated 40,000 hours rated average life at 3 hours per start on programmed start ballasts.

Top 3 Myths About Low Mercury

1. **Low mercury means shorter life.**

- ☒ ALTO II technology has not impacted the rated average life of our T8 lamps.

2. **Low mercury means less performance.**

- ☒ Philips T8 lamps featuring ALTO II technology offer the same energy savings, light levels and color quality as ALTO lamps.

3. **I don't need to worry about mercury if I recycle.**

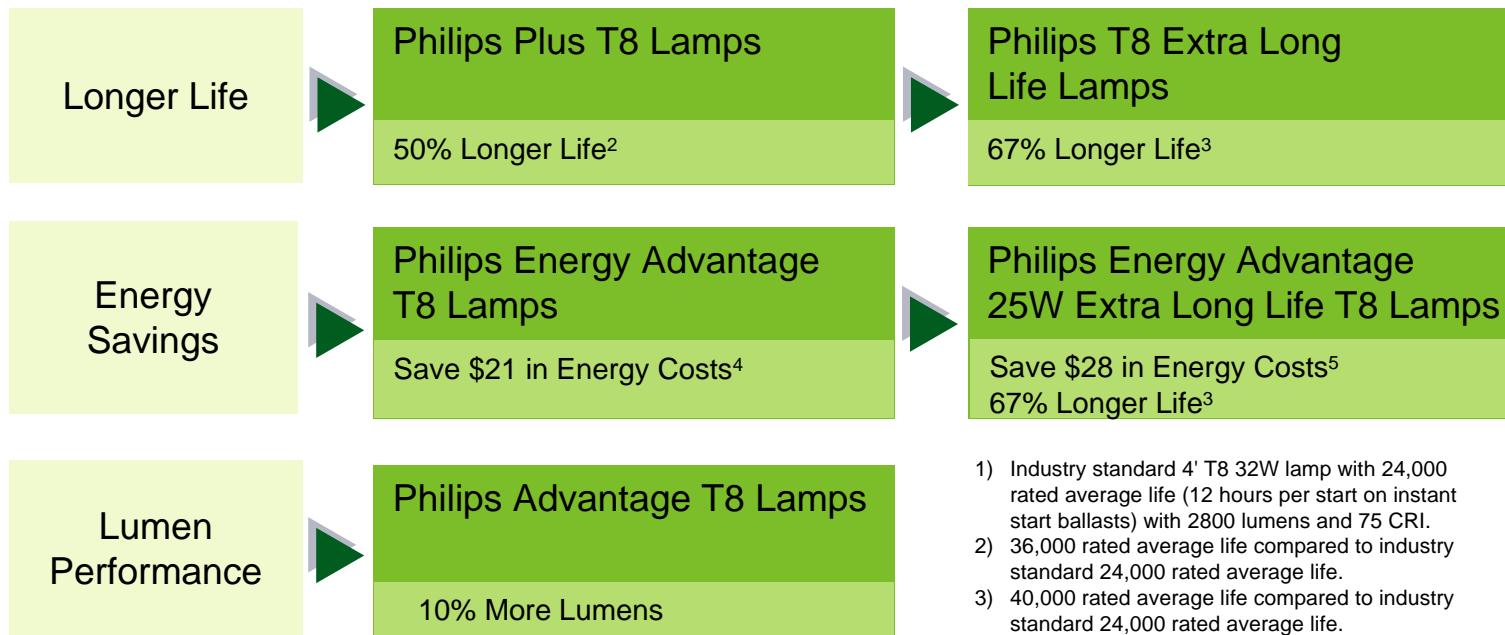
- ☒ During the recycling process, some of the mercury escapes into the atmosphere.



Philips ALTO II lamps reduce mercury without sacrificing performance!

Choose the T8 with ALTO II that's right for you

Upgrade from a Standard 4' 32W T8¹ for:



- 1) Industry standard 4' T8 32W lamp with 24,000 rated average life (12 hours per start on instant start ballasts) with 2800 lumens and 75 CRI.
- 2) 36,000 rated average life compared to industry standard 24,000 rated average life.
- 3) 40,000 rated average life compared to industry standard 24,000 rated average life.
- 4) Based on wattage savings (7W) x rated average life (30,000 hours) x kWh rate (.10).
- 5) Based on wattage savings (7W) x rated average life (40,000 hours) x kWh rate (.10).

Average life under engineering data with lamps turned off and restarted once every 12 operating hours.

