

LIGHT



SYLVANIA LIGHTING INTERNATIONAL

LIGHT IS THE SOURCE OF ALL LIFE... AND THE CREATION OF LIGHT IS **SLI'S BUSINESS**. OUR CONSTITUENT COMPANIES AROUND THE WORLD ARE FOCUSED SOLELY ON EVERYTHING THAT GOES TO MAKE HIGH QUALITY ARTIFICIAL LIGHT – LAMPS, LIGHT FIXTURES, LIGHTING SYSTEMS AND ASSOCIATED CONTROL EQUIPMENT.

OUR **COMPREHENSIVE RANGE** OF LAMPS AND FIXTURES FOR BOTH PROFESSIONAL AND CONSUMER LIGHTING IS DESIGNED TO BRING VITALITY AND **VISUAL COMFORT** TO ALL INTERIOR AND EXTERIOR ENVIRONMENTS. AT THE SAME TIME THEY COMBINE A GENUINE SENSE OF **STYLE**, ELEGANT **STRUCTURAL FORM** AND **EASE OF INSTALLATION**.

OUR STANDARDS OF **MANUFACTURING RELIABILITY** ARE AMONG THE HIGHEST IN THE WORLD, YET OUR WORKING METHODS ARE BOTH FLEXIBLE AND ADAPTABLE, WHICH MEANS WE OFFER UNPARALLELED **SPEED OF RESPONSE** TO CHANGING LIGHTING NEEDS.


WORKING IN **CREATIVE SYNERGY** WITH BOTH PROFESSIONAL AND INDUSTRY CUSTOMERS, WE FOCUS ON **TECHNICAL INNOVATION** AND **PRECISION PERFORMANCE**. OUR AIM IS TO PROVIDE THE BEST **PRODUCTS** AND **SERVICES** IN THE LIGHTING INDUSTRY.



ARCHITECTS AND **INTERIOR DESIGNERS** ARE THE MAIN
CONCEPTUAL **CREATORS** OF OUR BUILT ENVIRONMENT.
LIGHTING NEEDS TO SHOW **STYLISTIC SYMPATHY** AND
STRUCTURAL INTEGRATION WITH THEIR DESIGNS. WE HELP
TO DEVELOP LIGHTING SOLUTIONS THAT REFLECT THEIR
CREATIVE VISION.







LIGHTING DESIGNERS AND ENGINEERS
WORK AT THE CUTTING-EDGE OF **TECHNICAL**
INNOVATION AND **PRECISION PERFORMANCE**.
WE COLLABORATE WITH THEM ON STANDARD
PRODUCTS OR CUSTOM DESIGNED LIGHTING
SOLUTIONS - AND COMPLEMENT DESIGN
FLEXIBILITY WITH **SPEED OF RESPONSE**.



ELECTRICAL CONTRACTORS
TURN LIGHTING DESIGN
INTO REALITY. THEY DEMAND
PROMPT DELIVERY, **EASE**
OF INSTALLATION
AND **MINIMUM**
MAINTENANCE.





ELECTRICAL WHOLESALERS ARE OFTEN THE FIRST PORT OF CALL IN THE LIGHTING BUSINESS. THEY MUST OFFER **OFF-THE-SHELF AVAILABILITY** OF A COMPREHENSIVE RANGE OF LIGHTING PRODUCTS AT **COMPETITIVE PRICES**.





ORIGINAL EQUIPMENT MANUFACTURERS (OEMS) ARE A VERY SPECIFIC CUSTOMER GROUP. THEY INCORPORATE OUR LIGHT SOURCES INTO THEIR INNOVATIVE FIXTURES, WHERE MANUFACTURING **RELIABILITY** AND **SERVICE DELIVERY** ARE ESSENTIAL. DEVELOPING **CREATIVE SYNERGY** WITH OUR PARTNERS IS OF CRUCIAL **MUTUAL BENEFIT**.





CONSUMERS ARE AN INCREASINGLY **SOPHISTICATED** AND **DEMANDING** SLI CUSTOMER. IN THEIR HOMES, IN SHOPS AND RESTAURANTS, HOTELS OR LEISURE ENVIRONMENTS, THEY LOOK FOR LIGHTING THAT REFLECTS TODAY'S **EVER CHANGING STYLE**. OUR PRODUCTS OFFER THEM **VALUE** FOR MONEY, VISUAL **COMFORT** AND **EASE** OF USE.





INNOVATION IS THE LIFE-BLOOD OF THE LIGHTING INDUSTRY – AND CONTINUOUS INNOVATION IS VITAL TO ANY COMPANY'S SURVIVAL. OUR CUSTOMERS PLAY A **CENTRAL ROLE** IN OUR DESIGN AND DEVELOPMENT PROGRAMMES IN ORDER TO CREATE PRODUCTS THAT MAKE A DIFFERENCE THROUGH **AESTHETIC APPEAL**, **LOWER COST** OR **SUPERIOR PERFORMANCE**. RECENT MARKET-LEADING PRODUCTS CREATED BY SYLVANIA ARE THE **REVOLUTIONARY** BRITESPOT ES50 METAL HALIDE REFLECTOR LAMP, THE **GROUND-BREAKING** HI-SPOT RANGE OF TUNGSTEN HALOGEN REFLECTOR LAMPS AND THE **MINIATURE** 7W MICROLYNX COMPACT FLUORESCENT LAMP.





SLI KEY FACTS AND FIGURES

- ❖ SLI – SYLVANIA LIGHTING INTERNATIONAL - IS PART OF THE US BASED SLI-LLC, ONE OF THE LARGEST INTEGRATED LIGHTING COMPANIES IN THE WORLD.
- ❖ TOTAL SALES OF SLI-LLC FOR 2003 FOR ITS GENERAL AND MINIATURE LIGHTING DIVISIONS WERE IN EXCESS OF EUROS 750 MILLION.
- ❖ SLI-LLC HAS SALES AND MANUFACTURING OPERATIONS FOR GENERAL AND MINIATURE LIGHTING IN NORTH AND SOUTH AMERICA, EUROPE, THE MIDDLE EAST, AFRICA AND ASIA.
- ❖ SLI – SYLVANIA LIGHTING INTERNATIONAL - IS RESPONSIBLE FOR GENERAL LIGHTING IN THE EUROPEAN, MIDDLE EASTERN, AFRICAN AND ASIAN ARENAS.
- ❖ SLI IS THE OWNER OF WELL-KNOWN, ESTABLISHED LIGHTING BRANDS, INCLUDING SYLVANIA*, CONCORD, MARLIN, LUMIANCE, LINOLITE, CLAUDE, AND BRILLIANT.
- ❖ LAMPS AND FIXTURES MANUFACTURED BY SLI ARE PRINCIPALLY SOLD THROUGH OUR TRADE PARTNERS AND DISTRIBUTORS.
- ❖ THE TECHNOLOGICAL BASE OF SLI EUROPE IS CONCENTRATED IN COMPETENCY CENTRES BASED IN BELGIUM, FRANCE, GERMANY, THE NETHERLANDS AND THE UNITED KINGDOM.
- ❖ ALL SLI PRODUCTS ARE MADE TO RECOGNISED INTERNATIONAL STANDARDS OF QUALITY ASSURANCE AND ENVIRONMENTAL SAFETY, TO SATISFY THE DEMAND FOR SECURITY, COMFORT AND LASTING PERFORMANCE.
- ❖ THROUGHOUT EUROPE MORE THAN 3,500 SLI EMPLOYEES WORK ON THE DEVELOPMENT OF FIRST CLASS LIGHTING SOLUTIONS.

*The Sylvania brand name is owned worldwide for general lighting by SLI, apart for Australia, Canada, Mexico, New Zealand, Puerto Rico and the USA.

SLI EXECUTIVE MANAGEMENT, EUROPE, MIDDLE EAST, ASIA AND AFRICA

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President

Peter Mazalon
Executive Vice-President, Fixtures

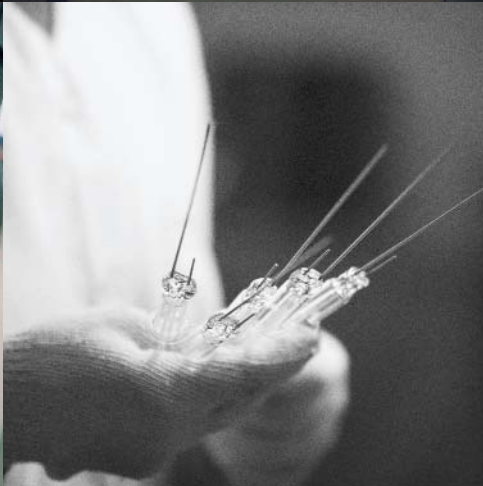
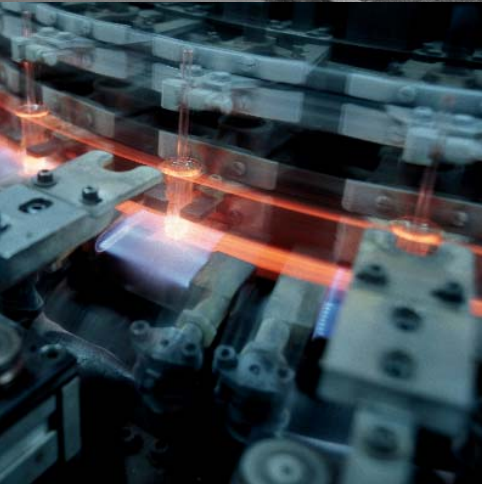
Jan Germis
Executive Vice-President, Lamps

Truong Nguyen
Executive Vice-President, Finance



“The creation of light by innovation, that’s our business”

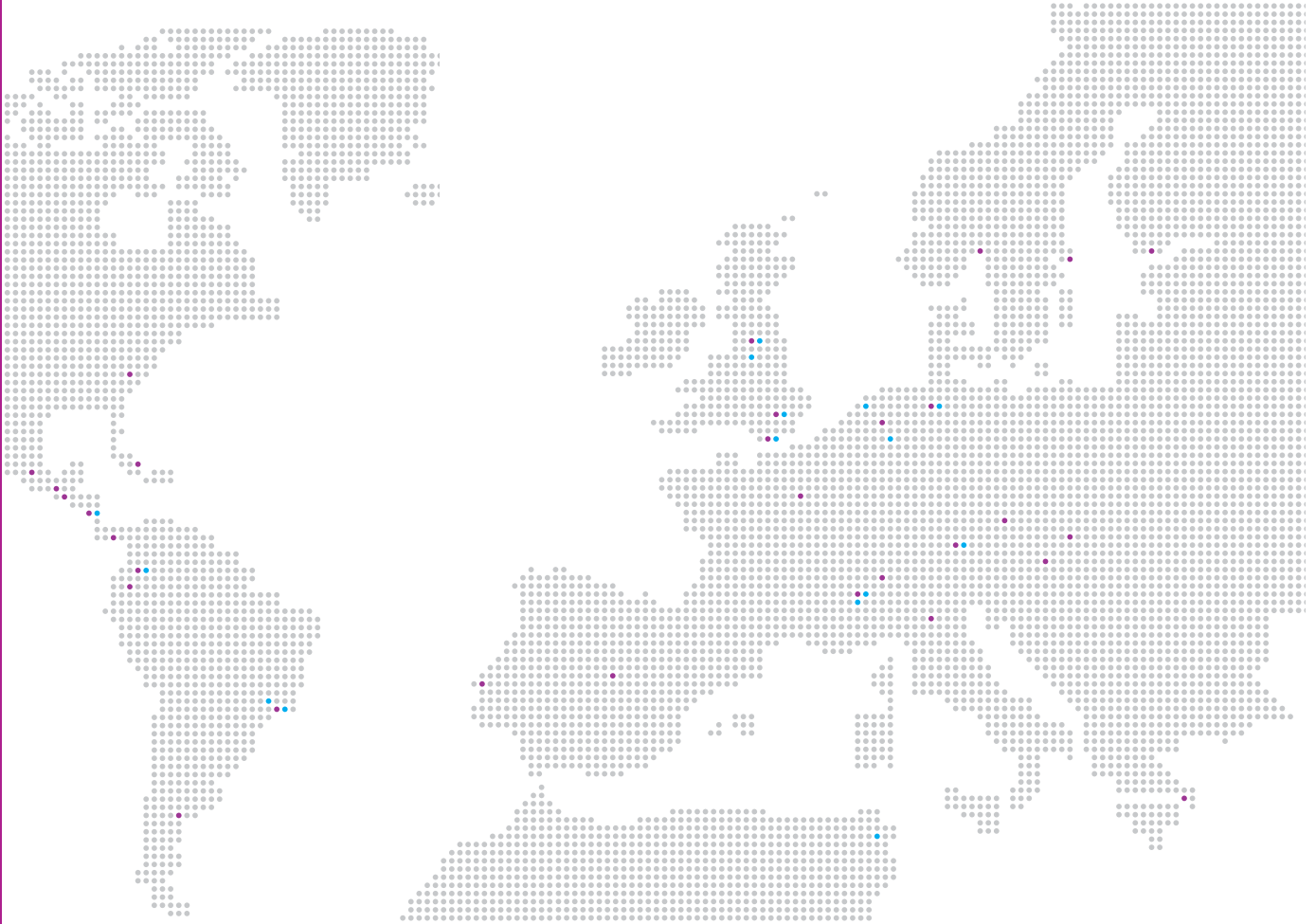
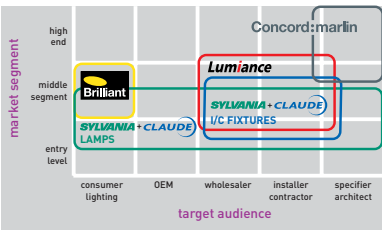
Per Langholz



SLI AT A GLANCE

SLI is a comprehensive lighting supplier serving all segments of the market with a number of strong, well-established brands:

- CONCORD** - (Concord:marlin in the UK) architectural fixtures for the specification market.
- LUMIANCE** - competitively priced accent lighting fixtures for the wholesaler and the electrical contractor.
- SYLVANIA** - a full range of lamps and industrial commercial fixtures.
- CLAUDE** - a complete lamp and fixture range dedicated to the French and Francophone markets.
- BRILLIANT** - a range of lighting fixtures for the contemporary domestic market.





● SALES LOCATIONS - GENERAL LIGHTING

SLI – Sylvania Lighting International – has direct sales offices in 15 European countries, in the Americas, the Middle East and Asia.

EUROPE

Austria Vienna

Benelux Antwerp

Czech Republic Prague

Finland Helsinki

France Paris

Germany Erlangen & Gnarrenburg

Greece Athens

Italy Milan

Norway Oslo

Portugal Lisbon

Slovakia Modra

Spain Madrid

Sweden Stockholm

Switzerland Meyrin

UK Newhaven, Feltham & Shipley

NORTH AMERICA

USA Mullins & Ft. Lauderdale

LATIN AMERICA

Argentina Buenos Aires

Brazil Sao Paulo

Colombia Bogota

Costa Rica San Jose

Ecuador Quito

El Salvador San Salvador

Guatemala Guatemala City

Mexico Mexico City

Panama Panama City

MIDDLE EAST

United Arab Emirates Dubai

ASIA

China Guangzhou

Hong Kong

Thailand Bangkok

● MANUFACTURING & COMPETENCY CENTRES – GENERAL LIGHTING

The technological base of SLI Europe is concentrated in competency centres based in Belgium, France, Germany, the Netherlands and the UK.

Newhaven & Feltham, U.K. - Concord:marlin, accent lighting fixtures

Haarlem, the Netherlands - Lumiance, accent lighting fixtures

St. Etienne, France - Sylvania, industrial/commercial fixtures

Tienen, Belgium - Sylvania, HID & halogen lamps

Erlangen, Germany - Sylvania, linear fluorescent lamps

Shipley, U.K. - Sylvania, compact fluorescent lamps

Lyon, France - Sylvania, incandescent lamps

Gnarrenburg, Germany - Brilliant domestic lighting fixtures

Harworth, U.K. - glass manufacturing

Kairouan, Tunisia - Sylvania, various lamps manufacturing

Sao Paulo, Brazil - Sylvania, HID lamps

Vinhedo, Brazil - glass manufacturing

Alajuela, Costa Rica - Sylvania, starters & industrial/commercial fixtures

Bogota, Colombia - Sylvania, incandescent lamps

SLI LAMPS

SYLVANIA

SYLVANIA is one of the world's largest manufacturers of artificial light sources. It has a broad product offering, from incandescent light bulbs, halogen and low-energy lamps for the consumer market, to fluorescent lamps, HID lamps and various special products for the professional specifier.

Sylvania lamps are distributed from stock, through their national sales operations, as well as via individual countries' professional distribution channels, including wholesalers, specifiers and installers. In the domestic and residential market, Sylvania lamps are available across Europe from leading lighting, DIY and department store retailers.



CLAUDE

CLAUDE is a prestigious lamp and luminaire brand uniquely dedicated to the French and Francophone markets – and is now almost a hundred years old. The company, which invented both the neon tube and the Krypton lamp, has a particular reputation for its wide range of functional interior lighting products.

The company's modular lighting equipment range is supported by its planning department, which has considerable expertise in the implementation of important lighting schemes requiring the development and construction of custom-made luminaires.





SLI SPECIFICATION FIXTURES

Concord:marlin

CONCORD (CONCORD:MARLIN IN THE UK) is one of Europe's most respected commercial and architectural lighting companies, with a strong manufacturing base in the UK. The company is renowned for its strong design ethos, high technical performance and aesthetic form. The company works mainly with high-end corporate end-users and dedicated specifiers, such as architects, interior designers and lighting designers/engineers.

The company's contemporary range of lighting products is one of the most comprehensive on the market, encompassing track and spot, downlights, ambient lighting, fixtures for the workplace environment, exterior lighting and custom-made products. The entire product range is underpinned by a wide range of in-house technical expertise, from optical system design through to photometric measurement and testing, to reassure its clients across the entire specification chain. The company is able to offer a total bespoke lighting design service, if required.





SLI
TRADE
FIXTURES



Lumiance

LUMIANCE offers a wide range of contemporary designed luminaires, intended for lighting medium-to-large projects, such as shops, offices, hotels, and restaurants. Lumiance products are available from stock and generally find their way to the end user through the contractor, lighting specialist or interior designer. Sales and distribution are the joint responsibility of our own national sales organisations and our local partners, most notably electrical and lighting wholesalers.



SLI INDUSTRIAL COMMERCIAL FIXTURES



SYLVANIA

SYLVANIA offers a comprehensive portfolio of attractively and competitively priced luminaires for many Industrial and Commercial applications, such as offices, education, residential, leisure and industrial plant lighting. Sylvania products are distributed from stock, through their national sales operations, as well as via individual countries' professional distribution channels, including wholesalers, specifiers and contractors.



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SLI
DOMESTIC
FIXTURES





BRILLIANT is a leading brand for domestic light fittings in Europe. Brilliant's comprehensive product range includes spotlights, table, floor, wall and ceiling lights, together with outdoor lighting. The company's collection offers unrivalled choice in quality lighting, with an emphasis on contemporary design and innovation. Brilliant products are available from leading lighting, DIY and department store retailers across Europe.



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