

## **Michael Deschamps**

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#### Philips Hue White is ENERGY STAR Certified



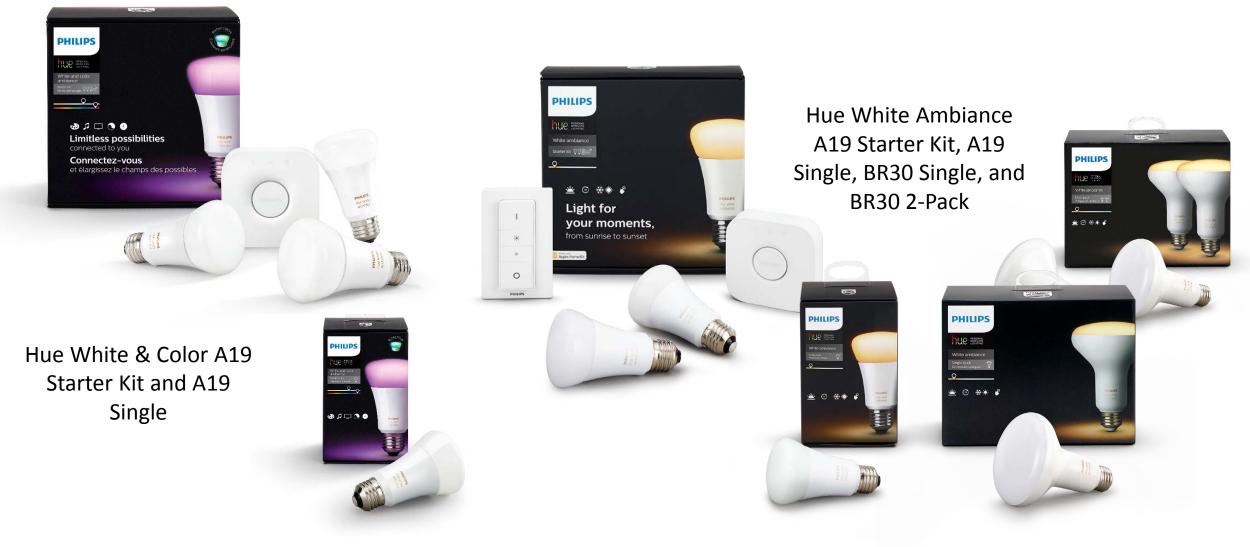


Hue White A19 Starter Kit \$69.99 Hue White A19 \$14.99 Hue Wireless Dimming Kit \$34.99



### Philips Hue family is ENERGY STAR Certified







### **Smart Home Adoption**





### Smart Home/Home Automation Snapshot

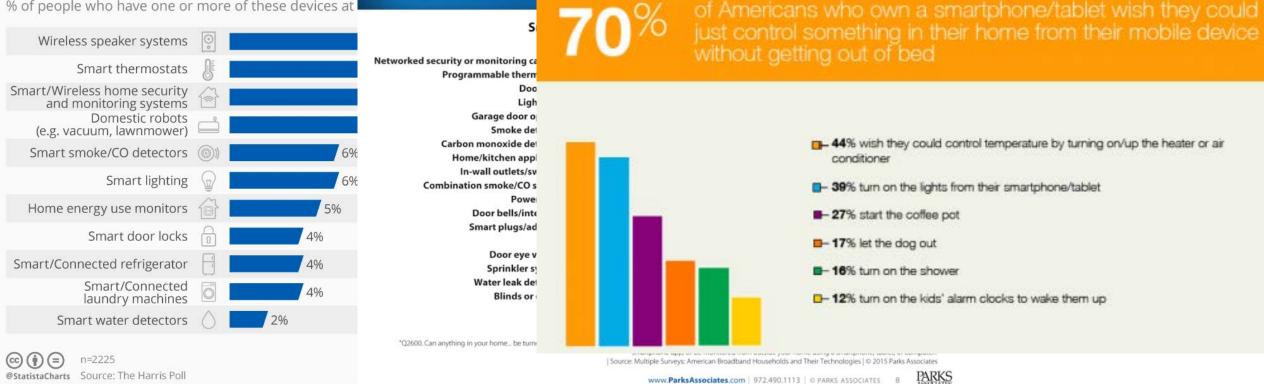
Lighting is on the top of People's Minds

Living Large...in Small Quantities



#### How Prevalent Is Smart Technology

% of people who have one or more of these devices at



#### DHIIDS

### Smart Home/Home Automation Market Trends

Categories expected to more than double in coming years

hue

#### PHILIPS

DHIID9

• Smart Home Revenue: \$9.7B in 2016, growing to \$20.9B in 2020 (21% CAGR)

• Home Automation Revenue: \$3.7B in 2016, growing to \$8.0B in 2020 (21.5% CAGR)

• HH Penetration: 5.8% in 2016, growing to 18.6% in 2020; over 24M active HH by 2020



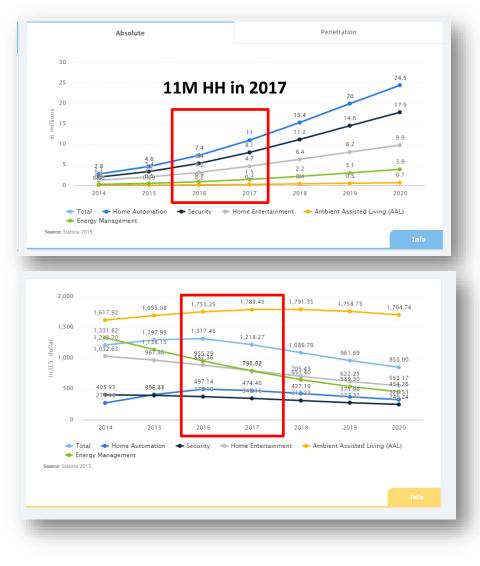


### Smart Home/Home Automation Market Trends

More than 10M households will be active Smart Homes in 2017

• Number of Active HH: Increasing by 49% in 2017 to 11M HH and to 24.5M by 2020

 Avg Revenue/HH: Smart Home totaling \$1,317, with Home Automation totaling \$497

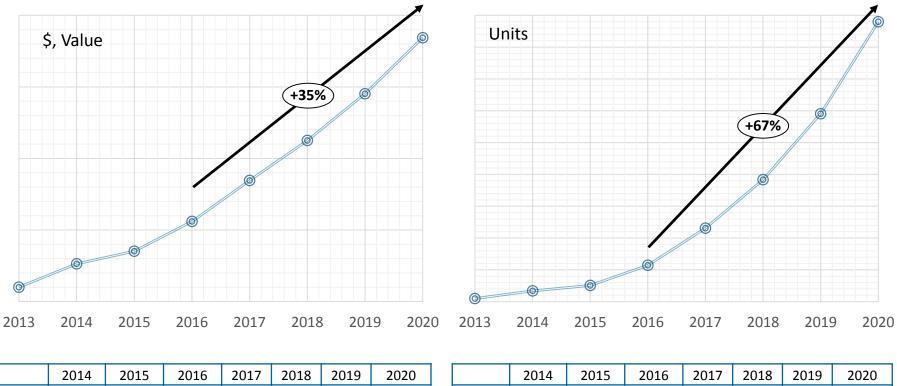


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#### Connected Lighting Trends Top of the Home Automation List

#### Connected Lighting, 2013 - 2020



	2014	2015	2016	2017	2018	2019	2020		2014	2015	2016	2017	2018	2019	2020
Market Growth	163%	34%	59%	51%	33%	29%	27%	Market Growth	238%	51%	124%	102%	66%	54%	49%





## **Philips Hue**





### **Turn on Living**

We believe there's more to lighting than illumination. Light has the power to set the mood for every moment, let you wind down or energize for the day ahead. It can make you feel safe or trigger your imagination once you start exploring its endless combinations.

Therefore we created a system that lets you experience it all. A simple product built around you, designed for real life and all its potential. After all, the richness of lighting is as magical as real life once you turn it on and start living...

So go on. Play around. Explore. Feel the control, but let go every once in a while. It won't hurt you. Enhance your everyday life. Your time is now....





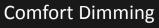
#### Turn on Peace of Mind

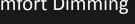


Away-from-home control











Light Schedules

### Turn on Living



Turn on Moments



Wake-Up



Create your Ambiance



#### Turn on Imagination



Paint with Light



Sync with Music



Sync with TV and Games

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# **Philips Hue**





Motion and daylight detection

No batteries

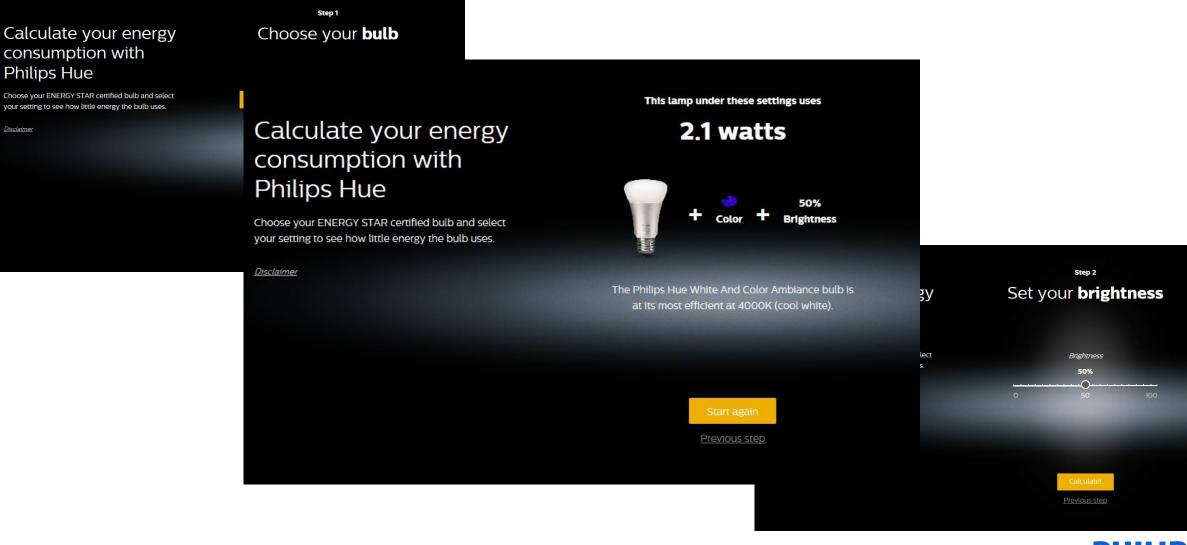
# **Philips Hue Partners**



### Plus over 300 unique apps dedicated to Hue



# **Philips Hue Energy Consumption Site**



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