



PRESS CONTACTS:  
Mindy Franklin 847/415-9328  
Jason Ovitt 847/415-9326  
[mindy@sspr.com](mailto:mindy@sspr.com) / [jason@sspr.com](mailto:jason@sspr.com)

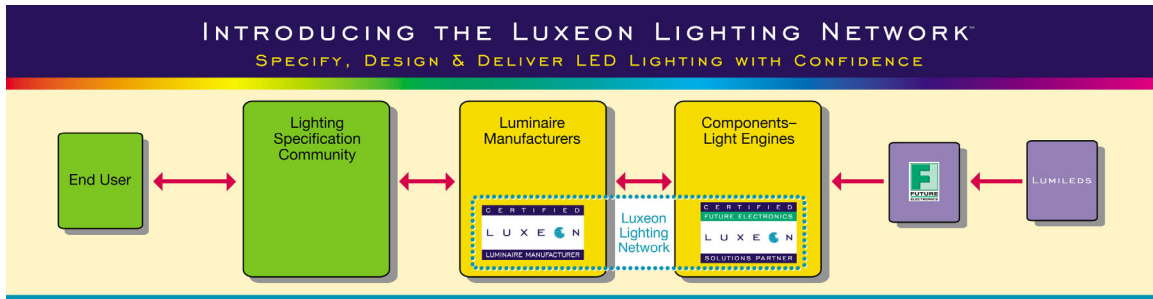
**Lumileds Forms Luxeon Lighting Network To Aid  
Lighting Specifiers in Executing Projects  
Utilizing LED-Based Illumination**

*Program Enables Manufacturers and Solution Providers  
To Exploit Exploding Market*

LAS VEGAS (Lightfair International, March 31, 2004) — Lumileds Lighting has announced the formation of the Luxeon Lighting Network™, a certification, training and technical support program designed to assist the lighting specification community in bringing the design advantages, longevity and energy efficiency of solid-state lighting to their clients. The program will give specifiers access to a pool of lighting manufacturers and other suppliers with proven expertise in engineering and fabricating LED-based luminaires.

The benefit to designers, architects and other specifiers who work with certified network members is the assurance that they will receive luminaires capable of delivering the desired lighting effects as well as reliable long-term performance. The benefit to luminaire manufacturers and related solution providers is the ability to guarantee performance to specifiers and end users through a clearly defined set of design and development requirements, making it possible to take full advantage of an LED lighting market that is expected to generate more than \$5 billion in worldwide revenues by 2007.

“Lighting specifiers interested in LED illumination want to work within the existing lighting industry infrastructure, but until now it has been difficult to identify vendors with the reliable LED experience and knowledge,” said Keith Scott, market development manager with Lumileds Lighting. “Our Luxeon Lighting Network bridges that gap by establishing a group of certified luminaire manufacturers that specifiers can call to produce predictably performing LED lighting solutions tailored to client needs.”



The Luxeon Lighting Network encompasses two certification categories reflecting the needs of different segments of the lighting community. The categories are:

- **Certified Luxeon Luminaire Manufacturer** — a program for manufacturers that is administered by Lumileds. This designation certifies that members are qualified to design, develop and manufacture Luxeon-based luminaries and to offer performance warranties on each product.
- **Certified Future Electronics Luxeon Solutions Partner** — a program for system integrators as well as suppliers of optic, thermal, power supply and lighting control components that is administered by Future Electronics, the exclusive distributor of Lumileds' Luxeon products. This designation certifies that members are qualified to design, develop, manufacture and guarantee the performance of Luxeon-based lighting components or light engine modules and arrays.

Both Lumileds and Future Electronics provide training for LED component and luminaire development, development standards ensuring consistent product quality, and certification based on strict criteria. Both programs also enable members to gain early access to new technology, tap into Lumileds' and Future Electronics' technical resources, and generate business leads through website listings and other marketing efforts.

This broad support of the lighting market will also have the benefit of accelerating the adoption of solid-state lighting, both by providing specifiers with the resources necessary to turn their LED design concepts into reality and by equipping certified suppliers with the knowledge and clear development path required to build reliable Luxeon-based lighting solutions.

"Lumileds' initiative in establishing the Luxeon Lighting Network will help remove the biggest barrier for LED penetration into the general lighting market: the fact that lighting specifiers haven't known where to turn to ensure that their vision will be executed properly when using solid-state lighting products," said Ed Sadowski, Vice President Marketing & Product Development, TIR Systems Ltd. "By essentially giving a seal of approval to a select number of proven luminaire suppliers, this program not only points specifiers in the right direction but also opens new business opportunities for those companies like ours who specialize in LED lighting."

Lumileds expects the Luxeon Lighting Network to include at least 50 members by 2005 and 200 by 2006.

### **About Lumileds Lighting**

Lumileds Lighting is the world's leading manufacturer of high-power LEDs and a pioneer in the use of solid-state lighting solutions for everyday purposes including general lighting, automotive lighting, traffic signaling, signage and LCD backlighting. The company's patented Luxeon Power Light Sources are the first to combine the brightness of conventional lighting with the small footprint, long life and other advantages of LEDs. Lumileds also supplies core LED material and LED packaging, and manufactures billions of LEDs annually. A joint venture between Agilent Technologies and Philips Lighting, Lumileds is headquartered in San Jose, California, with operations in the Netherlands and Malaysia and sales offices throughout the world. For more information, call Lumileds at 408-435-6111 or visit [www.lumileds.com](http://www.lumileds.com).

###