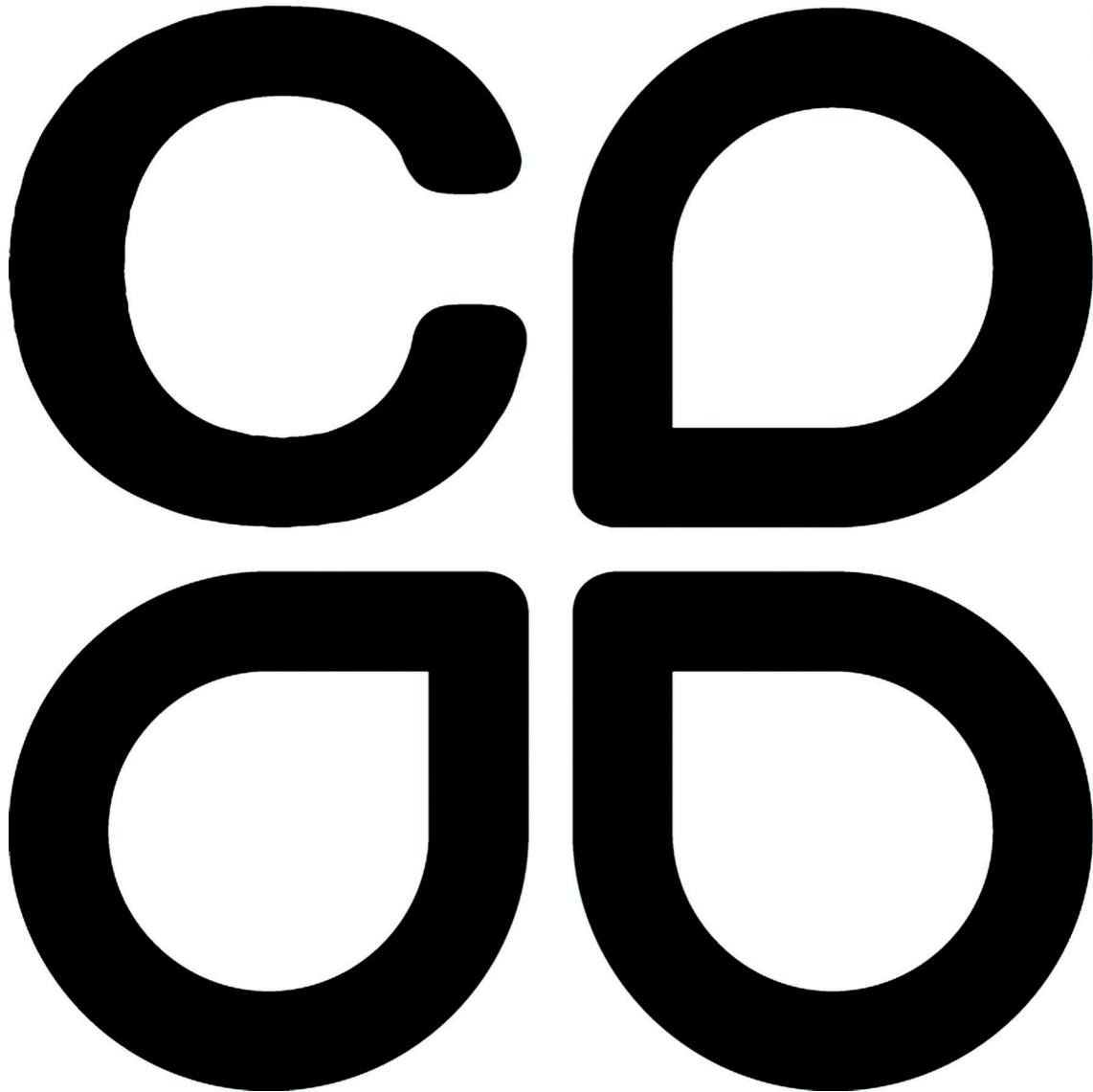


The Philips LED Licensing Program



The Clover trademark is a registered trademark of Royal Philips Electronics N.V.

Future Lighting Solutions offers a basic light engine, marked with the Clover trademark as a qualified component under the Philips LED Licensing Program.

1. How it Works Today

Philips introduced a patent licensing program for branded LED-based luminaires used in the general illumination, architectural, entertainment and theatrical markets. If you are a manufacturer of luminaires for one of these end markets and use one of the following technologies, then you may need to enter into a license agreement with Philips.

The technologies covered by the Philips LED Licensing Program include:

- Single Color Luminaires
- Tunable White Luminaires
- Color Changing Luminaires

The royalties due under Philips' LED Licensing Program vary based on the technology used and the country where the patent was granted, and are calculated as a percentage of the value of a finished branded luminaire covered by a patent in the licensing program. See table below for the rate breakdown by technology.

| Technologies | % Royalty |
|---|------------------|
| Single Color Luminaires (fixed color temperature white or color) | 3% |
| Tunable White Luminaires (color temperature controllable) | 4% |
| Color Changing Luminaires | 5% |



2. Philips LED Licensing Program

It is possible to qualify for a 0% royalty payment license if you meet the following conditions:

- I. Luminaire maker must be a licensee of Philips' LED Licensing Program
- II. Luminaires include only “qualified components”. These “qualified components” are defined as:
 - LED light engines and
 - LED drivers; and
 - Components, if any, for controlling the light output of the LEDs used in the luminaires
- III. “Qualified components” all bear a trademark of a “qualified supplier”

3. How to Obtain a Philips LED Licensing Agreement

For details about the Philips LED Licensing Program requirements, please contact Philips Intellectual Property & Standards (IP&S) via:

www.ip.philips.com/licensing/led or info.LEDlicensing@philips.com.

For more information about Clover, please refer to www.ip.philips.com/licensing/clover.

After a general introduction to the program, Philips IP&S and the luminaire maker will:

- Enter into an NDA
 - This protects the product information and ensures that the luminaire maker's information is not shared outside Philips IP&S
- Work with luminaire makers to assess their products
- Conclude / issue patent license agreement

In Conclusion:

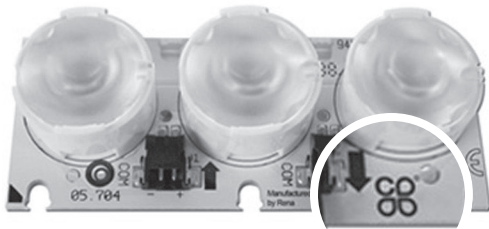
You can now use a basic light engine from the simpleLED program, marked with the Clover trademark as a qualified component under the Philips LED Licensing Program to help qualify your finished luminaire for a 0% royalty license.

What if you were able to qualify your luminaires for a 0% royalty license?

Yesterday: Limited availability of suitable Basic Light Engines

Basic LED Light Engine + **LED Driver** + **Components, if any, for controlling light output**

Today: The Future Lighting Solution: Light engine marked with the Clover trademark to help licensees qualify their luminaires for a 0% royalty payment



Basic Light Engine with Clover trademark

+



Philips LED Driver

+



Philips Controls (if required)

Leverage Future Lighting Solutions for:

Solid-State Lighting Expertise

More than 10 years of knowledge and expertise

Product Concept Development

The best design tools and products to help with the development of LED Luminaires

Complete System Solutions

Accelerate time to market and reduce prototyping costs

Sustainable Supply

The largest inventory of LEDs, Light Engines, Light Modules and system-related components

Americas 1-888-LUXEON2 • Americas@FutureLightingSolutions.com

www.FutureLightingSolutions.com