

The perfect dining experience

Philips Restaurant Lighting

PHILIPS

Philips brings innovation leadership, lighting expertise and ambience...right to your restaurant

Who is Philips?

Philips Lighting is one of the world's largest and technologically advanced providers of light solutions. Through our recognized expertise in the development, manufacture and application of meaningful lighting solutions, we have pioneered many key breakthroughs in lighting over the past 100 years.

We're proud to be a global leader in sustainability, too—we strive toward the ideal of meeting the needs of the present generation without compromising the ability of future generations to meet their own needs.

Today, Philips is enabling new and more efficient uses of light that can transform our world both visually and practically.

The Philips Lighting difference

- People focused. We begin by observing and listening to people so that we can address their needs and aspirations.
- Partners in innovation. Great partnerships encourage great results. With our collective passion, expertise, depth and reach, we open up new possibilities powered by advanced technologies.
- Meaningful solutions. Together we create meaningful and valuable solutions that simplify and enhance the quality, use and experience of light.

The Philips family of lighting products delivers complete restaurant lighting solutions—from components and modules, to lamps, luminaires, and integrated systems—bringing you the utmost in quality, simplicity and innovation. At Philips, we are committed to raising your expectations by consistently providing solutions that expand your possibilities.



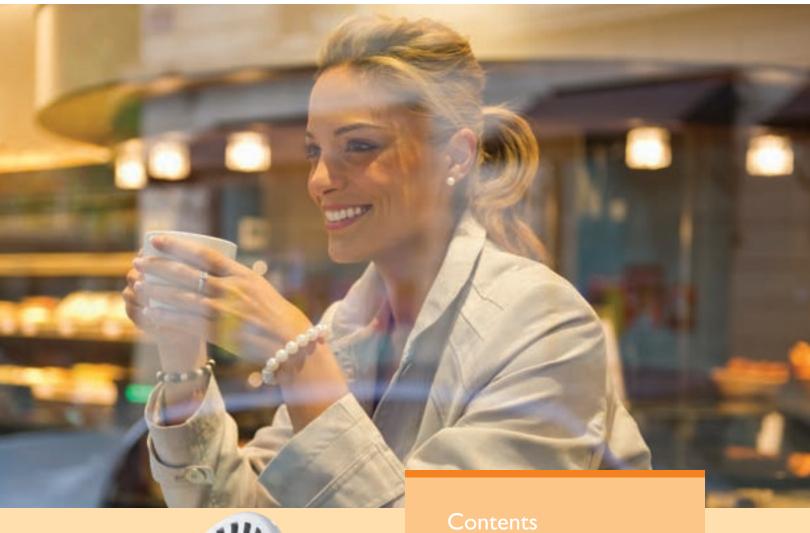
Driving profit, savings and simplicity

Maximizing assets and reducing costs

Setting the scene

Operational simplicity







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Memorable



beyond meals



Customers have more choices for unique dining experiences from the restaurants they visit. Not only do they want great food, but they want a great atmosphere too.

Understanding your needs

Achieving customer loyalty is increasingly more difficult and the sharing of customer experiences plays a critical role. New services, like social media, online reviews and reservations, along with new competitors, and a better-informed consumer, have made customers much more demanding.

It's all about creating memorable dining experiences, with top tier services and surroundings that will win that guest referral. Good lighting is a key component in helping you create your desired environment. From the welcoming atmosphere of the entry to the ambience of the dining room or lounge, to the functionality of the kitchen, the right light creates a backdrop for a pleasant dining experience.

Consider lighting solutions that can enhance your restaurant spaces and set cues to bring your brand to life. Philips offers advanced technologies to help you achieve your lighting ambitions and create flexible, energy-efficient lighting solutions—designed to make your customers' dining experience unforgettable.

Realize your potential

Driving profit, savings and simplicity. It's not hard to make a bottom-line case for better lighting. Restauranteers can cut overhead and operating costs, while setting the scene for more enjoyable guest experiences, thanks to more efficient lighting systems.

Maximize assets and reduce costs to drive profit

Energy represents one of the largest restaurant expenses and even a minimal effort to increase efficiencies can lead to significant cost savings and increased profit.

Because you operate seven days a week, even small gains in efficiency can lead to big cost reductions. Replacing outdated lighting systems with more efficient, environmentally-friendly solutions can reduce energy consumption and maintenance requirements. High efficacy, long life lamps can extend the time between lamp change-outs, saving on lamp disposal and guest interruptions, while lower wattage lamps reduce energy consumed and can quickly provide pay back through lower utility bills. Using fewer lamp types and standardized wattages can reduce complexity and make maintenance more manageable too. It all adds up to an improved bottom line.

And changing energy mandates, legislation standards, environmental regulations and sustainability goals require an understanding of how to maximize your overall assets; while more sustainable lighting solutions that reduce your environmental impact can maximize your brand image and build a positive attitude among customers.

Set the scene for a successful dining experience

Consumers base decisions about where to spend their entertainment dollars not only on their recent experience, but also on their perception of what the brand stands for.

The use of the right lighting solutions can engage your guests and enrich their surroundings, elevating their moods and setting the scene for a memorable dining experience.

The way a property is illuminated signals to guests what they can expect during their visit. Your guests get cues from the physical appearance of the restaurant's exterior and interior, and develop service expectations based on those cues. Attention to detail should be consistent not only with a property, but across multiple locations as well. Lighting design, when similar from location to location, allows guests to feel familiar wherever your flag flies.

Scene-setting light design communicates 'you are welcome' to arriving guests. At the ordering counter, bright light provides confidence and orientation. Soft mood lighting in the dining room makes your guests feel relaxed and comfortable.

Whether your brand personality is fine dining or quick service, lighting design should support your strategy—and bring your brand to life. Philips can support your unique brand image to strengthen your restaurant's identity and bring your customers back time and again.



 National Restaurant Institute; Understand the Issues; http://conserve.restaurant.org/issues/energy-efficiency.cfm; web 5/9/12

Operational simplicity

At Philips we are dedicated to building a shared vision with our customers and translating this into a day-to-day cooperation based on trust and coordinated support in marketing, sales and supply performance.

Service simplicity through one point of contact.

Your Philips National Account Team is your personal key to Philips for our lamps, ballasts, luminaires and controls systems. With just one point of contact, your customercentric National Account Team will provide the support you require to meet your business objectives, including customer service, warranty, product details, shipping, marketing and sales.

- · A segment-based approach can help assess specific customer needs and define new insights that fuel our innovation process, helping to bring the ideal new products to the market
- Whether you need on-site 'try-before-you-buy' testing, energy audits, product demonstrations, upgrade program or extensive technical and application assistance, your team can make a lighting transition simple and cost effective
- Through our alliances with key distributors, your team can create a plan designed around your unique business needs—on-time deliveries, consistent rollouts to multiple sites, shipping and fill rate management, and speed to revenue production

You can see your solutions come to life at our Lighting Application Center, where we host demonstrations and workshops. Your team can schedule a visit for you to interact with light and color, and acquaint yourselves with the latest in restaurant lighting technologies.

Always in touch

Our 24/7 support simplifies the customer care experience, before, during and after purchase, to solve your product issues and concerns.

- Technical support
- Warranty support
- Troubleshooting support
- Service support
- Maintenance contracts



- Obligation-free lighting energy audit
- Retrofit lighting design plan for your complete restaurant
- Selection of our most optimal energy-saving products
- Programs for disposal/recycling of your obsolete lighting systems
- Rebate guidance

Online convenience

Philips offers a host of online capabilities designed to support our users' interests in convenience and simplicity.

- Product replacement requests
- Product-related materials
- Product cross-reference tool
- · Ballast training
- · Locating a Philips Lighting distributor
- · Notification of product changes
- FAOs

So whether you are a global entity or a regional independent, we deliver a simpler way of working to help you achieve your goals.



Philips Energy Advantage Halogen Lamps provide cost effective accent light

- Ideal replacement for standard halogens
- Bright crisp light and superior color rendering
- Increased energy savings over standard halogen



Energy Advantage IR BR30 and BR40 Halogen Flood Lamps deliver crisp, bright downlighting

- Meet EISA legislation requirements
- Fully dimmable and instant-on



Energy Advantage IRC MR16 Low Voltage Halogen Lamps accent architecture and art

- Consistent, uniform beam focuses light where you need it
- Aluminum coated with no back light

Entry and reception area lighting



The entry is the gateway to your brand. Customers should feel welcome and comfortable when they walk through the door. Lighting can help define your own brand character, while ensuring a cohesive ambience through the restaurant. No matter what your lighting needs, Philips energy efficient solutions can help you reduce costs and achieve the right atmosphere.

Philips BR and MR Indoor LED Lamps provide the right accent light to create that perfect environment

- · Longer useful service life reduced maintenance cost
- · Reduce energy use and wastebetter for the environment
- · Suitable for recessed luminaires



BR30 and BR40 LED Lamps with AirFlux Technology provide soft diffused downlight

- · Integrate seamlessly into recessed cans
- · Greater visual comfort due to uniform light distribution



MR16 LED Lamps create contrast and depth

- · Focus light were it is needed
- · Better heat management with fixtures

LED Saving Solution

This energy saving example shows an application of 100 lamps in a space currently using 65W incandescent BR30 lamps, operating 4,000 hours per year at a cost of \$0.11 per kWh. Your actual savings may vary depending on the energy costs in your geographic location.

Replacing 100 standard incandescent 65W BR30 lamps with Philips 13W LED BR30 lamps can provide significant energy cost savings of \$2,288 per year! Potential savings from the reduction in HVAC costs as a result of using a lower wattage lamp that emits less heat is an additional benefit not included in this example.

| Estimated Lighting Costs Using a | Standard 65W BR30 Incand | escent Lamp | Philips 13W LED BR30 Lamp |
|----------------------------------|------------------------------------|--------------------|------------------------------------|
| Present Wattage | 65 Watts | | 13 Watts |
| x Annual Operating Hours | 4,000 hours | | 4,000 hours |
| | = 260,000 watt-hours | = | 52,000 watt-hours |
| ÷1,000 = | = 260 kWh per year | = | 52 kWh per year |
| x kWh rate of \$0.11 | = \$28.60 per year | = | \$5.72 per year |
| x 100 lamps per space | = \$2,860.00 annual energy cost pe | r space = | \$572 annual energy cost per space |
| | Total Estimated Annual Savi | ngs ² = | \$2,288.00 |

¹⁾ Light output of the 13W LED BR30 at 650 lumens compares to the 65W standard BR30 incandescent at 635 lumens.

²⁾ Based on 100 lamps per space operating at 4,000 hours per year



Philips Energy Advantage Halogen Lamps offer a great return on investment

- Ideal replacement for standard halogens
- Bright crisp light and superior color rendering



Energy Advantage IR PAR30S Halogen Lamps provide sparkling accent light

- Focus light where it is needed
- Suitable for indoor and outdoor locations



Energy Advantage IR PAR38 Halogen Lamps offer a low initial cost

• High efficacy combines visual appeal with energy savings

Order counter and menu board lighting



Enhance and highlight all that you have to offer. Precision lighting can immediately attract attention and make menu items clearly visible—while illuminating the counter so staff can work comfortably and avoid transaction errors. No matter what your lighting needs, Philips energy efficient solutions can help you reduce costs and achieve the right atmosphere.

Philips PAR Dimmable LED Lamps have improved performance to provide more light where you need it

- · Will not fade colors, avoids inventory spoilage
- · Long life lowers maintenance costs by reducing re-lamp frequency
- · Reduce energy use and wastebetter for the environment
- · Integrate seamlessly into track fixtures



PAR38 LED Lamps with AirFlux Technology put more light where you need it

- · Downlighting that blends seamlessly into ceilings
- · Less stress on sockets due to lightweight, finless form factor



PAR30S LED Lamps with AirFlux Technology provide accent light without distractions

- Smooth, white finish matches track heads
- · Create contrast and depth

LED Saving Solution

This energy saving example shows an application of 100 lamps in a space currently using a 75W halogen PAR30S, operating 4,000 hours per year at a cost of \$0.11 per kWh. Your actual savings may vary depending on the energy costs in your geographic location.

Replacing 100 halogen 75W PAR30S lamps with the Philips 12W LED PAR30S can provide significant energy cost savings of \$2,772 per year! Potential savings from the reduction in HVAC costs as a result of using a lower wattage lamp that emits less heat is an additional benefit not included in this example.

| Estimated Lighting Costs Using a | Standard 75W PAR30S Halogen Lamp | Philips 12W LED PAR30S Lamp | |
|----------------------------------|---|--------------------------------------|--|
| Present Wattage | 75 Watts | 12 Watts | |
| x Annual Operating Hours | 4,000 hours | 4,000 hours | |
| | = 300,000 watt-hours | = 48,000 watt-hours | |
| ÷1,000 = | = 300 kWh per year | = 48 kWh per year | |
| x kWh rate of \$0.11 | = \$33.00 per year | = \$5.28 per year | |
| x 100 lamps per space | = \$3,300.00 annual energy cost per space | = \$528 annual energy cost per space | |
| | Total Estimated Annual Savings ² | = \$2,772.00 | |

¹⁾ Light output of the 12W PAR30S at 3120 candela compares to the 75W halogen PAR30L at 2910 candela.

²⁾ Based on 100 lamps per space operating at 4,000 hours per year.



Philips Energy Advantage and EcoVantage Halogen Lamps create the right light with a low initial cost

- Ideal replacement for standard halogens
- Bright crisp light and superior color rendering
- Fully dimmable and compatible with all dimmers



Energy Advantage IR BR30 and BR40 Halogen Flood Lamps deliver bright downlighting

- Save up to 47% in energy costs¹
- Fully dimmable and instant-on



EcoVantage A-Shape Soft White Halogen Lamps have the same light quality as incandescent

- Three finish options to bring out the best in ambience
- Consume 28% less energy than standard incandescents²

Dining room lighting



Set the mood for a memorable dining experience with lighting that supports your brand.

Whether you want to create an intimate setting or an upbeat atmosphere, lighting can set the tone. No matter what your lighting needs, replacing inefficient incandescents with Philips efficient lighting systems can provide the desired ambience, while positively affecting the bottom line.

Philips BR and A-Shape Dimmable LED Lamps provide a smart alternative to standard incandescents

- Create the perfect ambience with smooth dimming to 10% of full light levels³
- · Will not fade colors, avoids inventory spoilage
- · Longer useful service life—reduced maintenance cost
- Reduce energy use and waste-better for the environment



BR30 and BR40 LED Lamps provide soft diffused light

- · Greater visual comfort with uniform light distribution
- Smooth, finless form integrates seamlessly into recessed downlights



A-Shape LED Lamps create the perfect ambience

- Warm white, omni-directional illumination⁴
- No warm up time—instant 100% light output
- · Suitable for table lamps, hanging pendants and wall sconces

LED Saving Solution

This energy saving example shows an application of 100 lamps in a space currently using 60W incandescent A19 lamps, operating 4,000 hours per year at a cost of \$0.11 per kWh.5 Your actual savings may vary depending on the energy costs in your geographic location.

Replacing 100 standard incandescent 60W A19 lamps with Philips 12.5W LED A19 lamps can provide significant energy cost savings of \$2,090.00 per year! Potential savings from the reduction in HVAC costs as a result of using a lower wattage lamp that emits less heat is an additional benefit not included in this example.

| Estimated Lighting Costs Using a | Standard 60W A19 Incandes | cent Lamp Philips 12.5W LED A | 19 Lamp |
|----------------------------------|-------------------------------------|------------------------------------|-----------|
| Present Wattage | 60 Watts | 12.5 Watts | |
| x Annual Operating Hours | 4,000 hours | 4,000 hours | |
| | = 240,000 watt-hours | = 50,000 watt-hours | |
| ÷1,000 = | = 240 kWh per year | = 50 kWh per year | |
| x kWh rate of \$0.11 | = \$26.40 per year | = \$5.50 per year | |
| x 100 lamps per space | = \$2,640.00 annual energy cost per | r space = \$550 annual energy cost | per space |
| | Total Estimated Annual Savin | ngs ⁶ = \$2,090.00 | |

- 1) 40W Energy Advantage BR30 vs a standard halogen 75W BR30.
 2) 43W EcoVantage A19 vs a standard incandescent 60W A19.
 3) Dimmable when using leading edge dimmers. See Philips Website (www.philips.com/ledtechguide) for compatible leading edge dimmers. 49 8A19/END 2700 DIM 40993-8 does not feature omni-directional illumination.
 5) Light output of the 12.5W LED A19 Dimmable at 800 lumens compares to the 60W standard A19 incandescent at 800 lumens.

⁶⁾ Based on 100 lamps per space operating at 4,000 hours per year.



Philips Energy Advantage and EcoVantage Halogen Lamps offer an efficient, energy saving alternative to incandescent sources

- Ideal replacement for standard halogens
- Bright crisp light and superior color rendering
- Increased energy savings over standard halogen



Energy Advantage IRC MR16 Low Voltage Halogen Lamps low voltage lamps accent architecture and art

- Consistent, uniform beam focuses light where you need it
- Aluminum coated with no back light
- UV block in lens minimizes fading effects



EcoVantage Candles have similar ambience as traditional incandescent candles

- Sparkling white light
- Smooth full dimming range

Bar and lounge lighting



Whether it is a casual sports bar or a trendy lounge, careful consideration is given to the usage of light.

Highlighting the bar with decorative pendants, track and sconces can add drama and set the mood. Most lamps in these applications have traditionally consumed large amounts of electricity with a relatively short useful life and require frequent replacement cycles. With our more efficient lighting solutions, energy consumption could be a fraction of what may be in place today. No matter what your lighting needs, Philips energy efficient solutions can help you reduce costs and achieve the right atmosphere.

Philips MR and Candle LED Lamps provide accent and decorative ambience

- · Will not fade colors, avoids inventory spoilage
- Smooth dimming to 10% of full light levels for dimmable versions
- Longer useful service life reduced maintenance cost
- · Reduce energy use and waste better for the environment



MR16 LED Lamps with improved transformer compatibility allow for operation on a wide range of luminaires

- · Focus light where you need it
- · Better heat management with track and recessed luminaires



Candle LED Lamps offer decorative light similar to traditional incandescent candles

- · Soft white, omni-directional light
- Suitable for chandeliers, sconces and pendants

LED Saving Solution

This example shows an application of 100 lamps accenting a space currently using standard 35W MR16 halogen lamps, operating 4,000 hours per year at a cost of \$0.11 per kWh.2 Your actual savings may vary depending on the energy costs in your geographic location.

Replacing 100 standard 35W MR16 halogen lamps with Philips 10W LED MR16 dimmable lamps can provide significant energy cost savings of \$1,100 per year! Potential savings from the reduction in HVAC costs as a result of using a low wattage lamp that emits less heat is an additional benefit not included in this example.

| Estimated Lighting Costs Using a | Standard 35W MR16 Halogen Lam | np Philips 10W LED MR16 Lamp |
|----------------------------------|---|---|
| Present Wattage | 35 Watts | 10 Watts |
| x Annual Operating Hours | 4,000 hours | 4,000 hours |
| | = 140,000 watt-hours | = 40,000 watt-hours |
| ÷1,000 = | = 140 kWh per year | = 40 kWh per year |
| x kWh rate of \$0.11 | = \$15.40 per year | = \$4.40 per year |
| x 100 lamps per space | = \$1,540.00 annual energy cost per space | e = \$440.00 annual energy cost per space |
| | Total Estimated Annual Savings ³ | = \$1,100.00 |

- Dimmable when using leading edge dimmers. See Philips Website (www.philips.com/ledtechguide) for compatible leading edge dimmers. Light output of the 10W LED MR16 Dimmable at 1090 candela compares to the 35W halogen MR16 at 1004 candela.
 Based on 100 lamps per space operating at 4,000 hours per year.



Philips Energy Advantage Fluorescent and EcoVantage Halogen Lamps energy efficient alternatives deliver the right light with low initial cost

- EcoVantage is a crisp, bright replacement for standard halogen
- Energy Advantage fluorescents deliver enhanced performance and reduced wattage



Energy Advantage T8 28W Extra Long Life Lamps feature ALTO II Technology

- Significantly reduce maintenance and recycling costs by extending the relamping cycle
- Lamps with ALTO II Technology contain only 1.7mg of mercury



EcoVantage A-Shape Soft White Halogen Lamps have the same light quality as incandescents

- Instant-on and contain no mercury
- Consume 28% less energy than standard incandescents¹
- Bright light with excellent color rendering

Kitchen lighting



The kitchen is all about efficiency, safety, and cleanliness. It takes a robust lighting system to stand up to the rigors of prolonged and extensive use. No matter what your lighting needs, Philips energy saving solutions can help you reduce costs and achieve the right atmosphere with some of the highest efficacy and efficiencies of any lighting systems available today.

Philips T8 LED Lamps and A-Shape LED Lamps deliver efficiency in the kitchen with reduced cost

- Avoid inventory spoilage
- · Longer useful service life reduced maintenance costs
- · Reduce energy use and waste disposal cost-better for the environment



T8 LED Specifier Series Lamps are an ideal energy saving alternative to existing T8 and T12 linear fluorescents

- Higher light levels in cold environments compared to traditional fluorescents
- · Perfect for frequent on/off switching
- · Versatile and vibration resistant for broader applications
- · Integral driver takes the guess work out of diagnosing lamp outage



A-Shape LED Lamps brings warm white light to daily tasks

- Smooth dimming to 10% of full light levels²
- Instant on—no warm-up time
- Omni-directional illumination³

LED Saving Solution

This energy saving example shows an application of 100 lamps in a space currently using 34WT12 fluorescent system, operating 4,380 hours per year at a cost of \$0.11 per kWh.4 Your actual savings may vary depending on the energy costs in your geographic location.

Replacing 100 standard 34WT12 fluorescent lamps with Philips 22W LEDT8 lamps can provide significant energy cost savings of \$770.00 per year! Potential savings from the reduction in HVAC costs as a result of using a lower wattage lamp that emits less heat is an additional benefit not included in this example.

| Estimated Lighting Costs Using a | Standard 34W T12 Fluoresce | ent System Philips 22W LED T8 Specifier Series Lamp |
|----------------------------------|-------------------------------------|---|
| Present System Wattage | 38 Watts* | 22 Watts |
| x Annual Operating Hours | 4,380 hours | 4,380 hours |
| | = 166,440 watt-hours | = 96,360 watt-hours |
| ÷1,000 = | = 166 kWh per year | = 96 kWh per year |
| x kWh rate of \$0.11 | = \$18.26 per year | = \$10.56 per year |
| x 100 lamps per space | = \$1,826.00 annual energy cost per | space = \$1,056.00 annual energy cost per space |
| | Total Estimated Annual Savii | ngs ⁵ = \$770.00 |

- I) 43W EcoVantage A19 vs a standard incandescent 60W A19.
- 2) Dimmable when using leading edge dimmers. See Philips Website (www.philips.com/ledtechguide) for compatible leading edge dimmers.

 3) 8A19/END 2700 DIM 40993-8 does not feature omni-directional illumination.

 4) Light output from the 22W LEDT8 is 1650 lumens compared to 2650 lumens for a typical 38WT12 fluorescent system.

 5) Based on 100 lamps per space operating at 4380 hours per year.

Why Philips?

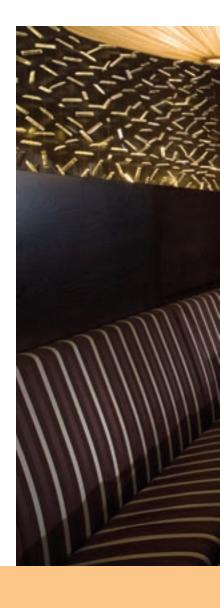
Choose the world's leading lighting company

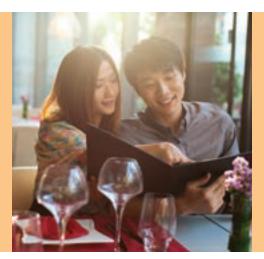
One partner, many solutions

We are committed to working together with you to create effective and efficient environments. Whether you're planning an entirely new lighting design or just need an audit of your existing property, Philips will work with you to create a solution that is tailored to your unique needs.

Only Philips delivers a full portfolio of solutions, providing our customers the luxury and the flexibility that comes with choice, and the confidence that comes from partnering with an industry innovator.

Philips is committed to being your partner in innovation because we know that great partnerships encourage great results—and together we can create meaningful and valuable solutions that enhance the quality, use and experience of light.





For more than 100 years Philips has been offering products suited to enhancing the restaurant environment—from exciting accent lighting to energy efficient ambient lighting. We believe flexible, efficient, high-quality light, powered by enabling technologies, helps restaurants communicate their identities in a way that is healthy for business, relevant to consumers and maximizes the dining experience.





ALTO Lamp Technology

MasterColor CDM



MasterColor CDMi



LED Retrofits



Philips Award Winning LED Bulb



LED Lamps with AirFlux Technology



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