

VOSSLOH-SCHWABE

**COMPANY PROFILE**

**FY 2020/2021**

# VOSSLOH-SCHWABE

## FACTS & FIGURES



- LED systems and LED solutions
- Lighting control systems
- Traditional lighting technology components



1919  
Company founded



EUR 116.5 million  
turnover in  
FY 2020/2021



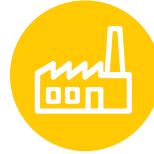
842  
employees



All production sites are  
certified in accordance with  
ISO 9001 and ISO 14001



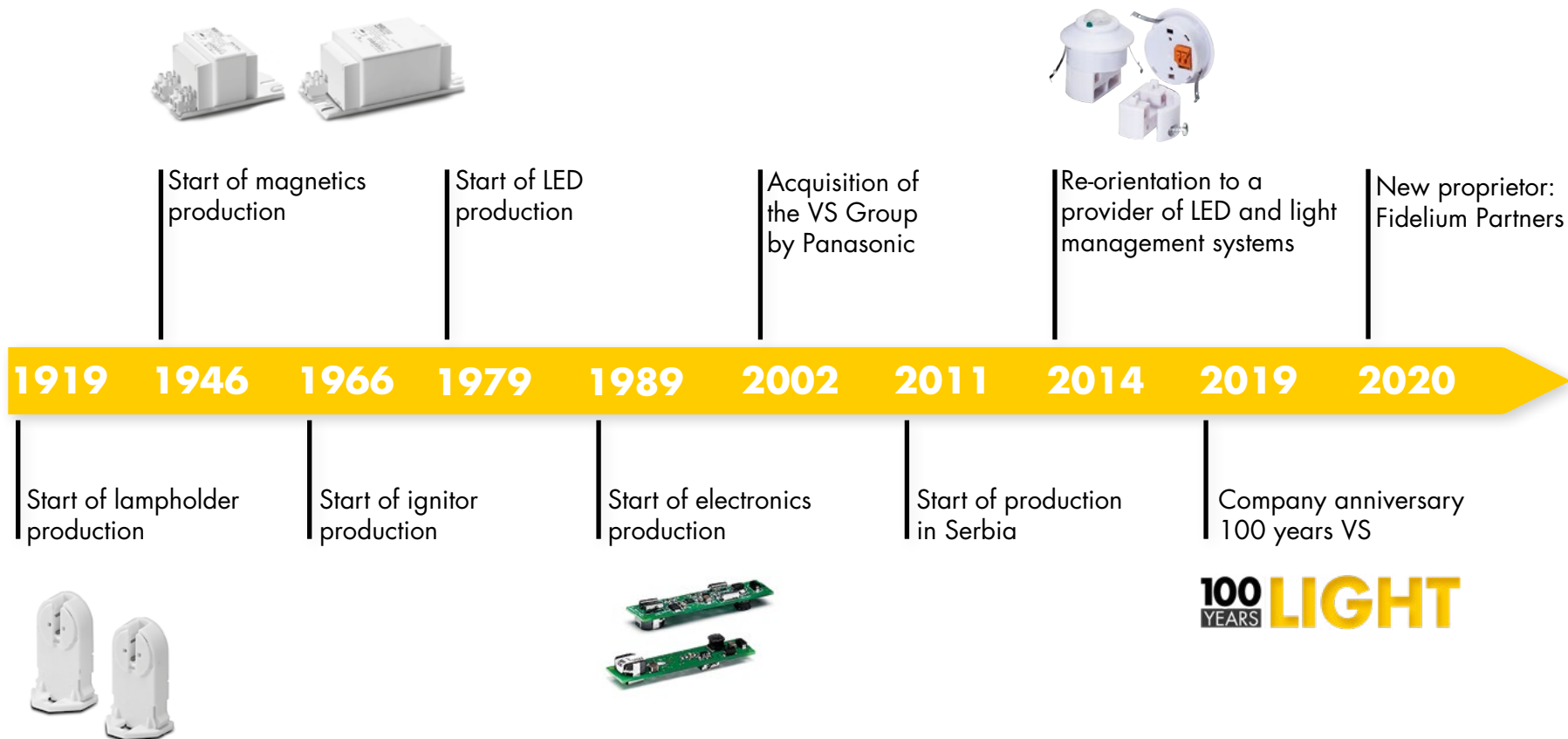
Logistic centres are  
located in Ettlingen and  
Hong Kong



3 production locations in Oschatz  
(Germany), Sarsina (Italy) &  
Svilajnac (Serbia)

# HISTORY

## FACTS & FIGURES



# CUSTOMERS AND MARKETS

FACTS & FIGURES

## CUSTOMER BREAKDOWN BY APPLICATION FIELDS



### Street and Architecture

20%



### Shop and Residential

34%



### Industry

10%



### Office

36%

### ■ Markets

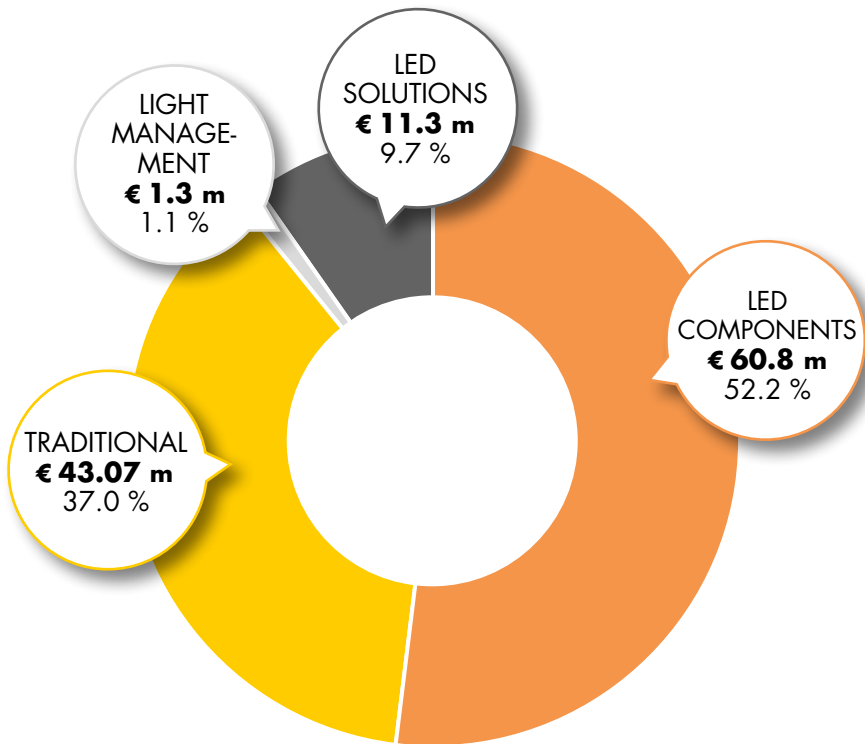
- Represented in 35 countries
- Own locations and distribution partners worldwide

# SALES BREAKDOWN FY 2020/21

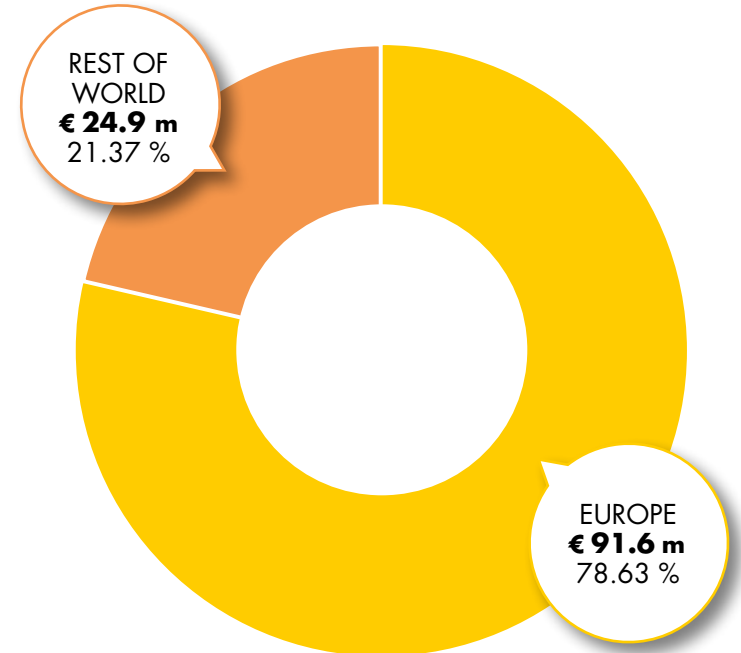
FACTS & FIGURES

EUR 116.5 MILLION

## ■ Product Groups



## ■ Regions



# VISION

## KEY PLAYER FOR INTELLIGENT LIGHT MANAGEMENT SYSTEMS

- **Controls**
- **Sensoric**
- **Dynamic colour spectrum**
- **Efficiency**
- **Biological effect**



# MISSION

## INSPIRING CUSTOMERS WITH INNOVATIONS

- By recognising and understanding the requirements of the lighting sector at an early stage and offering quickly and flexibly lighting solutions.
- By developing new, innovative systems and offering them as trendsetters in the market.

LIGHT FOR  
WORK AND  
SCHOOL



LIGHT FOR  
LIFE IN  
GENERAL



LIGHT FOR  
REAL SPACES



# BRAND

- **International brands**

With 100 years of experience in the field of lighting technology, we stand for reliability and quality. **One contact person - a complete solution.**

- **High quality standard**

With extended, project-related guarantees, we meet the individual market requirements.



**VS LIGHTING SOLUTIONS**

INNOVATIVE LED AND LIGHT  
MANAGEMENT SYSTEMS



**VS VOSSLOH SCHWABE**

TRADITIONAL LIGHTING  
TECHNOLOGIES



# STRATEGY

## SHIFT TO AN LED SYSTEMS AND SOLUTIONS PROVIDER

- **Growth through concentration on stronger competitiveness of the core business.**
- **Expansion and development of new business area**
  - Intelligent lighting systems based on intelligent products
  - Intelligent components
  - Complete lighting solutions for distribution channel

LED  
COMPONENTS



LED  
SOLUTIONS



LIGHT  
MANAGEMENT



TRADITIONAL



# PRODUCT RANGE

## LED COMPONENTS

- LED modules
- Drivers
- Optics
- Heat sinks
- Connecting technology
- Single LED components
- LED accessories

COMPONENTS



## LED SOLUTIONS

- LED solutions, e.g. for household appliances
- LED downlights, LED spots, LED flat panels
- Linear LED solutions
- LED solutions for biological applications

COMPLETE SOLUTIONS



# PRODUCT RANGE

## LIGHTING CONTROL SYSTEMS – WIRELESS – INDOOR

### BLU2LIGHT

- Blu2Light is the first completely open Bluetooth® system with mesh functionality for the professional lighting market.
- In addition to convenient light control, Blu2Light offers luminaire manufacturers additional IoT benefits with maximum system security.

**Blu2Light** 

SIMPLE CONFIGURATION



INTELLIGENT SENSORS



BLUETOOTH MESH SYSTEM



# PRODUCT RANGE

## LIGHTING CONTROL SYSTEMS – WIRED

### LiCS INDOOR

- Adjusting light to suit human needs
- Energy savings and cost reductions
- Increase of convenience due to automation
- Reduction of CO<sub>2</sub> emissions

### LiCS OUTDOOR

- Smart Night:  
Independent pre-programmed controller



# PRODUCT RANGE

## CONVENTIONAL COMPONENT SYSTEMS

### For Discharge Lamps

Ballasts, control gear units, ignitors, power switches, capacitors and lampholders

### For Fluorescent Lamps

Ballasts, capacitors, lampholders, starter holders, terminal blocks and accessories

### For Incandescent Lamps

Transformers and lampholders

### For Emergency Lighting

Emergency lighting modules, rechargeable batteries and holders



# PRODUCT RANGE

## SERVICE

- Customised developments
- Light simulations and certifications
- Complete project handling



# SOLUTIONS

## ■ **Your Project. Our Solution.**

Tell us your parameters and – in cooperation with you – we will come up with a lighting solution you'll love.

## ■ **One-stop Shop**

For you, this means perfectly matching individual components – either in your luminaire casing or in a completely new design – with the greatest possible efficiency.

## ■ **Individual Services**

All of our services are also available on an individual basis.

