



**PHILIPS**



## **Press release**

Wednesday February 27, 2013

### **RATP awards Soitec and Philips/Step the LED\* lighting contract for its metro and RER network stations**

**Soitec and the Philips/Step consortium have won the European call for tenders launched by RATP in June 2012 to replace the 250,000 lights at its 302 metro and 66 RER (regional express rail) stations. The six-lot contract is worth a total of €11 million.**

The LED lighting contract worth €11 million over 48 months covers all the lamps and light tubes illuminating spaces in RATP's metro and RER networks. Five of the six lots comprising the contract were secured by the Philips group, which got together with Step to form a consortium, with Soitec securing lot no. 2.

The contract will lead to the replacement of the 250,000 lights at the 302 metro and 66 RER network stations over the next four years—which is more than the Los Angeles public lighting system. RATP will then be the first existing transport network with spaces solely illuminated by LED light sources.

This contract was designed to be open to the more innovative solutions marketed by medium-sized and even very small businesses, as well as to major manufacturers. And this aim was achieved with the structure defined for lots 3, 4, and 5 worth between €200 thousand and €590 thousand, enabling smaller businesses to participate in the competitive bidding.

This call for tenders puts into practice the commitments made by RATP in 2009 under the French charter on business-to-business relations and reiterated when it signed up in December 2012 alongside other major French public-sector businesses to the charter promoting the development of innovative SMEs instigated by the Ministry of Industrial Renewal. With the award of these contracts, RATP's win-win decision will make a crucial contribution to the future development of these new suppliers.

RATP has thus enabled Soitec, an innovative medium-sized enterprise, to bolster its position in the lighting market. It participated alongside industry majors in the competitive bidding subject to strict sustainable development standards.

To respond to this call for tenders, Philips joined forces with Step (Solutions Techniques d'Éclairage Professionnel), a French systems integrator, with expertise in specific LED solutions complementing Philips' range. This contract will enable the business based in the Seine-et-Marne department to hire more staff and form a partnership with the Hautefeuille (Seine-et-Marne department) ESAT, an organization helping to integrate local people with disabilities into the workplace.

As a transport operator, RATP has played a pioneering role in experiments with LED lighting. This form of lighting has numerous benefits, particularly from an environmental perspective.

Since August 2009, the group has conducted numerous trials, including, for example, the replacement of all the lights in Censier-Daubenton metro station (early 2010), at RATP head office (2010) and certain industrial facilities (2011).

On the strength of the results, the group made the decision to roll out LED lighting across its metro and RER networks, representing a surface area of around one million square meters.

A hundred metro and RER stations will be fitted out each year between 2013 and 2017. Roll-out will commence in mid-April 2013 at Franklin D. Roosevelt metro station (lines 1 and 9). This project is fully funded by RATP.

The decision is backed up by the group's energy-climate policy, which aims to cut its energy consumption and greenhouse gas emissions by 15% at comparable structure by 2020 (compared with its 2004 levels).

At present, energy consumption in transport spaces accounts for around 12% of RATP's overall energy consumption. The switchover of all the lights from conventional light sources to high-efficiency LEDs will pave the way for a reduction of over 50% in the power consumption required for lighting in the metro and RER networks plus a commensurate decrease in the related greenhouse gas emissions.

\*Light-Emitting Diodes

#### The RATP group

With 12 million passengers daily worldwide, the RATP group is the fifth largest urban transport operator worldwide. With its 14 metro lines, two regional express rail lines (RER A and B), three tramway lines and 350 bus lines and shuttle services for the Paris region's two international airports, the multimodal network operated by the RATP in the Paris region is one of the biggest in the world.

The RATP group is highly proficient in all aspects of transport services (operations, maintenance and engineering) and plans ahead to meet the changing expectations of passengers, especially concerning information, safety, service regularity and cleanliness.

It pays great attention to passenger spaces, metro stations (302 in the Paris network), and RER stations (66 in the regional express rail network), endeavoring to keep connections fluid and promoting an intermodal approach to its transport system.

It designs and implements infrastructure projects, harnessing its engineering expertise spanning all the stages of a project. Aside from its engineering, project contracting and management, and maintenance departments comprising 1,200 engineers, it boasts specialized engineering, telecoms and space development and enhancement subsidiaries.

The Group consists of the parent company RATP, a State-owned industrial or commercial company (EPIC in French) running the operations in the Ile-de-France region, and more than 60 direct and indirect subsidiaries in France and abroad.

#### About the Philips/Step consortium

About Royal Philips Electronics of the Netherlands (NYSE: PHG, AEX: PHI) is a diversified health and well-being company, focused on improving people's lives through timely innovations. Headquartered in the Netherlands, Philips employs around 118,000 employees in more than 100 countries worldwide, with sales of €24.8 billion in 2012.

Philips, the worldwide and French leader in lighting, is a trailblazer in LED lighting solutions. France is where Philips Lighting has its largest manufacturing base in Europe. Since the late 1990s, Philips has acquired expertise in LEDs and been involved in most of the innovations in the field, such as the building at 100 avenue des Champs Elysées (1st office building in the world to be fitted entirely with LEDs), Simply Market in Saclay (1st supermarket in France fitted out solely with LEDs), and the Tour

Montparnasse tower. Winning this competitive bidding demonstrates Philips' unparalleled know-how in LED sources and luminaires.

Step (Solutions Techniques d'Eclairage Professionnel), a French systems integrator, specializes in industrial and service-sector offerings, and its product range even incorporates customized solutions. The eco-friendly business has embraced an environmental approach extending from product design to waste disposal. Step took part in RATP's LED relamping trials.

#### About Soitec

Soitec is an international manufacturing company, a world leader in generating and manufacturing revolutionary semiconductor materials at the frontier of the most exciting energy and electronic challenges. Soitec's products include substrates for microelectronics (most notably SOI: Silicon-on-Insulator) and concentrator photovoltaic (CPV) systems. The company's core technologies are Smart Cut™, Smart Stacking™ and Concentrix™, as well as expertise in epitaxy. Applications include consumer and mobile electronics, microelectronics driven IT, telecommunications, automotive electronics, lighting products and solar power plants for large-scale utilities. Soitec has manufacturing plants and R&D centers in France, Singapore, Germany and the United States.

For more information, visit: [www.soitec.com](http://www.soitec.com).

#### Press contacts:

##### RATP

Laurent Montier +33 (0)1 58 78 37 37

[www.ratp.fr](http://www.ratp.fr)

[servicedepresse@ratp.fr](mailto:servicedepresse@ratp.fr)

[www.twitter.com/GroupeRATP](https://www.twitter.com/GroupeRATP)

##### Royal Philips Electronics

Laurie Pierrin

Agence Ketchum

Tel.: +33 (0)1 53 32 56 02

E-mail: [laurie.lehouedec@ketchumpleon.fr](mailto:laurie.lehouedec@ketchumpleon.fr)

[www.philips.fr/presse](http://www.philips.fr/presse)

[www.philips.com/newscenter](http://www.philips.com/newscenter)

##### Soitec

###### *Business Press:*

Marylen Schmidt

+33 (0)4 76 92 87 83

[marylen.schmidt@soitec.com](mailto:marylen.schmidt@soitec.com)

###### *Trade Press:*

Camille Darnaud-Dufour

+33 (0)6 79 49 51 43

[camille.darnaud-dufour@soitec.com](mailto:camille.darnaud-dufour@soitec.com)