



Luminaires

Statistics

SAMPLE REPORT

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Working on behalf of the whole of the Lighting Sector; we deliver resources to support the industry by bringing together employers, related organisations and key stakeholders.

We have an instrumental role in maintaining and raising standards in lighting both in terms of performance and safety.

Influencing all aspects of UK, European and international lighting legislation at the highest level we strive to protect the interests of both our members and the sector at large.

Registered in England No. 7850441

Wholly owned subsidiaries of the LIA



A trading division of the LIA



LIGHTING INDUSTRY ASSOCIATION
TOTAL SALES OF LUMINAIRES, CONTROLS & ACCESSORIES
 (SALES DELIVERIES IN THE UNITED KINGDOM)
 FOR THE MONTH ENDING
SAMPLE REPORT

CATEGORY	MONTH			YEAR-TO-DATE			MOVING-ANNUAL-TOTAL		
	December 2014	December 2013	Change	YTD 2014	YTD 2013	Change	MAT 2014	MAT 2013	Change
TOTAL	22,049,360	21,899,949	1%	270,894,467	246,899,393	10%	270,894,467	246,899,393	10%
1 MAINS LUMINAIRES <i>(Including those with an Emergency function)</i>	19,308,567	18,275,756	6%	238,655,718	211,014,445	13%	238,655,718	211,014,445	13%
1.1 Battens	2,045,113	2,196,909	-7%	22,397,111	25,124,098	-11%	22,397,111	25,124,098	-11%
1.2 Recessed Modular	3,141,928	2,960,925	6%	43,849,395	33,998,654	29%	43,849,395	33,998,654	29%
1.3 Surface Modular	871,123	1,242,811	-30%	11,117,211	15,671,739	-29%	11,117,211	15,671,739	-29%
1.4 Downlights	1,917,457	1,510,881	27%	22,957,330	17,619,715	30%	22,957,330	17,619,715	30%
1.5 Hibay and Lobay	698,470	829,551	-16%	9,513,610	6,856,595	39%	9,513,610	6,856,595	39%
1.6 Weatherproof	1,829,196	1,175,893	56%	20,344,970	16,954,640	20%	20,344,970	16,954,640	20%
1.7 Bulkheads(Including Circular)	2,387,016	1,408,329	69%	24,329,212	18,572,885	31%	24,329,212	18,572,885	31%
1.8 Flood Lights	844,124	685,903	23%	9,734,159	7,325,871	33%	9,734,159	7,325,871	33%
1.8.1 Sports/High Performance	376,920	355,649	6%	3,214,481	2,742,448	17%	3,214,481	2,742,448	17%
1.8.2 General Area	467,204	330,254	41%	6,519,678	4,583,423	42%	6,519,678	4,583,423	42%
1.9 Other Exterior	3,539,540	3,382,933	5%	43,015,851	38,537,024	12%	43,015,851	38,537,024	12%
1.9.1 A Road	341,782	479,715	-29%	5,329,786	6,259,301	-15%	5,329,786	6,259,301	-15%
1.9.1.1 White Light Source - 250W and over	75,887	108,770	-30%	1,230,190	1,402,376	-12%	1,230,190	1,402,376	-12%
1.9.1.2 SON - High Pressure Sodium - 150W and over	265,895	370,945	-28%	4,057,783	4,568,412	-11%	4,057,783	4,568,412	-11%
1.9.1.3 SOX - Low Pressure Sodium - 90W and over	-	-	#DIV/0!	41,813	288,513	-86%	41,813	288,513	-86%
1.9.2 B Road	2,085,011	1,951,001	7%	24,284,092	20,267,151	20%	24,284,092	20,267,151	20%
1.9.2.1 White Light Source - Up to but not inc. 250W	1,554,788	1,506,203	3%	19,290,533	14,551,580	33%	19,290,533	14,551,580	33%
1.9.2.2 SON - High Pressure Sodium - Up to but not inc. 150W	530,224	444,799	19%	4,937,407	5,204,455	-5%	4,937,407	5,204,455	-5%
1.9.2.3 SOX - Low Pressure Sodium - Up to but not inc. 90W	-	-	#DIV/0!	56,152	511,116	-89%	56,152	511,116	-89%
1.9.3 Amenity	1,112,746	952,216	17%	13,401,974	12,010,573	12%	13,401,974	12,010,573	12%
1.9.3.1 Wall / Pole mounted	735,140	671,762	9%	9,214,043	8,141,263	13%	9,214,043	8,141,263	13%
1.9.3.2 Bollards	289,651	175,583	65%	2,868,697	2,335,060	23%	2,868,697	2,335,060	23%
1.9.3.3 Low Level	87,955	104,872	-16%	1,319,234	1,534,250	-14%	1,319,234	1,534,250	-14%
1.10 Other Interior	1,269,246	2,368,526	-46%	22,233,195	23,171,930	-4%	22,233,195	23,171,930	-4%
1.10.1 Spotlights+ Track & Accessories	276,680	302,547	-9%	2,689,837	3,855,506	-31%	2,689,837	3,855,506	-31%
1.10.2 Bedhead Lighting	77,532	50,674	53%	819,350	268,247	205%	819,350	268,247	205%
1.10.3 Other	915,033	2,015,304	-55%	18,744,008	19,048,177	-2%	18,744,008	19,048,177	-2%
1.11 Direct/Indirect	561,572	265,519	111%	4,662,138	4,623,845	1%	4,662,138	4,623,845	1%
1.12 Trunking Systems	2,345	52,270	-96%	2,316,593	395,451	486%	2,316,593	395,451	486%
1.13 Lighting Control Systems + Components	201,438	195,308	3%	2,184,943	2,161,999	1%	2,184,943	2,161,999	1%
1.13.1 Indoor Application	201,438	195,308	3%	2,184,943	2,148,161	2%	2,184,943	2,148,161	2%
1.13.2 Outdoor	-	-	#DIV/0!	-	13,838	-100%	-	13,838	-100%
2 PRODUCTS PRIMARILY DESIGNED FOR EMERGENCY FUNCTION	2,740,793	3,624,193	-24%	32,238,750	35,884,948	-10%	32,238,750	35,884,948	-10%
2.1 Bulkheads	681,541	979,330	-30%	8,425,887	11,267,132	-25%	8,425,887	11,267,132	-25%
2.2 Exit Boxes/signs	608,398	578,708	5%	6,731,122	6,868,187	-2%	6,731,122	6,868,187	-2%
2.3 Twin Spot projector luminaires	79,357	65,117	22%	911,769	707,951	29%	911,769	707,951	29%
2.4 Conversion modules/remote packs -loose	131,289	197,445	-34%	1,928,977	2,548,541	-24%	1,928,977	2,548,541	-24%
2.5 Conversion modules/remote packs - fitted	188,765	148,239	27%	1,826,534	1,763,436	4%	1,826,534	1,763,436	4%
2.6 Central Battery Systems	296,951	1,155,351	-74%	5,066,572	6,107,207	-17%	5,066,572	6,107,207	-17%
2.7 Monitoring/Test units (excludes anything in luminaire)	166,386	161,762	3%	1,523,161	1,663,099	-8%	1,523,161	1,663,099	-8%
2.8 Any other Emergency	588,106	338,241	74%	5,824,729	4,959,395	17%	5,824,729	4,959,395	17%
TOTAL	22,049,360	21,899,949	1%	270,894,467	246,899,393	10%	270,894,467	246,899,393	10%
3 MEMORANDUM INFORMATION (extract from above)	4,202,374	9,657,142	-56%	88,153,439	105,631,453	-17%	88,153,439	105,631,453	-17%
3.1 Total Emergency(from categories 1 & 2 above)	1,875,193	4,207,122	-55%	36,664,505	53,179,688	-31%	36,664,505	53,179,688	-31%
3.2 LEDS (from category 1 above)	1,534,200	3,965,823	-61%	37,094,329	32,181,101	15%	37,094,329	32,181,101	15%
3.3 LEDS (from category 2 above)	316,721	1,010,643	-69%	10,145,181	11,497,215	-12%	10,145,181	11,497,215	-12%
3.4 Attachment / Components(from category 1 above)	476,260	473,554	1%	4,249,425	8,773,449	-52%	4,249,425	8,773,449	-52%

CONTRIBUTORS

PRIVATE & CONFIDENTIAL

LIGHTING INDUSTRY ASSOCIATION
LED SALES
 (SALES DELIVERIES IN THE UNITED KINGDOM)
 FOR THE MONTH ENDING
SAMPLE REPORT

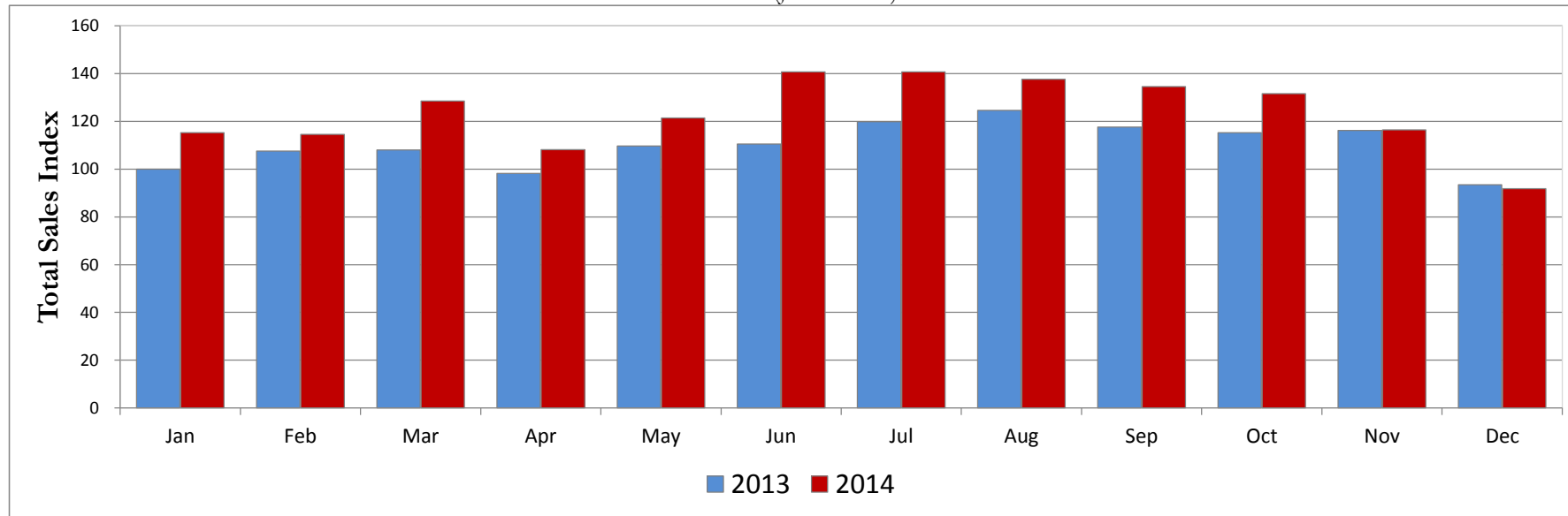
CATEGORY	MONTH			YEAR-TO-DATE			MOVING-ANNUAL-TOTAL		
	December 2014	December 2013	Change	YTD 2014	YTD 2013	Change	MAT 2014	MAT 2013	Change
TOTAL	6,542,408	4,976,466	31%	85,433,154	43,676,231	96%	85,433,154	43,676,231	96%
1 MAINS LUMINAIRES (Including those with an Emergency function)	5,562,366	3,965,823	40%	72,138,405	32,179,016	124%	72,138,405	32,179,016	124%
1.1 Battens	255,388	323,945	-21%	3,182,234	2,975,083	7%	3,182,234	2,975,083	7%
1.2 Recessed Modular	1,133,053	975,465	16%	20,868,620	6,935,115	201%	20,868,620	6,935,115	201%
1.3 Surface Modular	102,930	40,181	156%	1,331,132	1,168,782	14%	1,331,132	1,168,782	14%
1.4 Downlights	872,076	578,335	51%	12,152,166	4,823,329	152%	12,152,166	4,823,329	152%
1.5 Hibay and Lobby	267,973	279,814	-4%	3,493,705	1,201,989	191%	3,493,705	1,201,989	191%
1.6 Weatherproof	256,128	193,688	32%	3,669,167	2,435,145	51%	3,669,167	2,435,145	51%
1.7 Bulkheads(Including Circular)	641,619	230,297	179%	5,538,732	2,665,945	108%	5,538,732	2,665,945	108%
1.8 Flood Lights	169,077	78,385	116%	1,666,131	975,462	71%	1,666,131	975,462	71%
1.8.1 Sports/High Performance	43,492	-	-	107,684	37,416	188%	107,684	37,416	188%
1.8.2 General Area	125,585	78,385	60%	1,558,448	938,046	66%	1,558,448	938,046	66%
1.9 Other Exterior	1,691,063	1,034,682	63%	15,856,743	6,394,301	148%	15,856,743	6,394,301	148%
1.9.1 A Road	8,187	-	-	110,046	58,995	87%	110,046	58,995	87%
1.9.1.1 White Light Source - 250W and over	-	-	-	-	35	-100%	-	35	-100%
1.9.1.2 SON - High Pressure Sodium - 150W and over	8,187	-	-	110,046	58,961	87%	110,046	58,961	87%
1.9.1.3 SOX - Low Pressure Sodium - 90W and over	-	-	-	-	-	n/a	-	-	n/a
1.9.2 B Road	1,233,484	707,390	74%	11,040,588	4,128,718	167%	11,040,588	4,128,718	167%
1.9.2.1 White Light Source - Up to but not inc. 250W	988,812	707,390	40%	10,611,582	4,074,290	160%	10,611,582	4,074,290	160%
1.9.2.2 SON - High Pressure Sodium - Up to but not inc. 150W	244,672	-	-	427,462	40,209	963%	427,462	40,209	963%
1.9.2.3 SOX - Low Pressure Sodium - Up to but not inc. 90W	-	-	-	1,544	14,219	-89%	1,544	14,219	-89%
1.9.3 Amenity	449,392	327,292	37%	4,706,109	2,206,588	113%	4,706,109	2,206,588	113%
1.9.3.1 Wall / Pole mounted	340,320	293,221	16%	3,930,417	1,672,274	135%	3,930,417	1,672,274	135%
1.9.3.2 Bollards	93,183	16,989	449%	478,267	336,309	42%	478,267	336,309	42%
1.9.3.3 Low Level	15,889	17,082	-7%	297,425	198,004	50%	297,425	198,004	50%
1.10 Other Interior	170,952	156,942	9%	2,403,711	1,315,640	83%	2,403,711	1,315,640	83%
1.10.1 Spotlights+ Track & Accessories	3,476	12,912	-73%	58,817	75,636	-22%	58,817	75,636	-22%
1.10.2 Bedhead Lighting	60,908	49,971	22%	678,375	186,530	264%	678,375	186,530	264%
1.10.3 Other	106,568	94,059	13%	1,666,520	1,053,474	58%	1,666,520	1,053,474	58%
1.11 Direct/Indirect	1,182	48,741	-98%	645,197	768,789	-16%	645,197	768,789	-16%
1.12 Trunking Systems	884	4,076	-78%	1,182,806	182,747	547%	1,182,806	182,747	547%
1.13 Lighting Control Systems + Components	40	21,272	-100%	148,060	336,686	-56%	148,060	336,686	-56%
1.13.1 Indoor Application	40	21,272	-100%	148,060	322,848	-54%	148,060	322,848	-54%
1.13.2 Outdoor	-	-	-	-	13,838	-100%	-	13,838	-100%
2 PRODUCTS PRIMARILY DESIGNED FOR EMERGENCY FUNCTION	980,042	1,010,643	-3%	13,294,749	11,497,215	16%	13,294,749	11,497,215	16%
2.1 Bulkheads	281,866	302,229	-7%	3,702,787	3,310,133	12%	3,702,787	3,310,133	12%
2.2 Exit Boxes/signs	335,857	359,136	-6%	4,422,950	3,000,626	47%	4,422,950	3,000,626	47%
2.3 Twin Spot projector luminaires	6,044	2,425	149%	134,148	91,645	46%	134,148	91,645	46%
2.4 Conversion modules/remote packs -loose	8,909	25,960	-66%	167,874	365,679	-54%	167,874	365,679	-54%
2.5 Conversion modules/remote packs - fitted	83,173	31,248	166%	538,492	391,208	38%	538,492	391,208	38%
2.6 Central Battery Systems	2,150	66,232	-97%	154,553	722,411	-79%	154,553	722,411	-79%
2.7 Monitoring/Test units (excludes anything in luminaire)	18	759	-98%	422	44,197	-99%	422	44,197	-99%
2.8 Any other Emergency	262,025	222,653	18%	4,173,522	3,571,314	17%	4,173,522	3,571,314	17%
TOTAL	6,542,408	4,976,466	31%	85,433,154	43,676,231	96%	85,433,154	43,676,231	96%

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LIGHTING INDUSTRY ASSOCIATION
LEDS SALES SPLIT
 (SALES DELIVERIES IN THE UNITED KINGDOM)
 FOR THE MONTH ENDING
SAMPLE REPORT

CATEGORY	MONTH			YEAR-TODATE			MOVING-ANNUAL-TOTAL		
	LED	TOTAL	%LED	LED	TOTAL	%LED	LED	TOTAL	%LED
TOTAL	6,542,408	22,049,360	30%	85,433,154	270,894,467	32%	85,433,154	270,894,467	32%
1 MAINS LUMINAIRES (Including those with an Emergency function)	5,562,366	19,308,567	29%	72,138,405	238,655,718	30%	72,138,405	238,655,718	30%
1.1 Battens	255,388	2,045,113	12%	3,182,234	22,397,111	14%	3,182,234	22,397,111	14%
1.2 Recessed Modular	1,133,053	3,141,928	36%	20,868,620	43,849,395	48%	20,868,620	43,849,395	48%
1.3 Surface Modular	102,930	871,123	12%	1,331,132	11,117,211	12%	1,331,132	11,117,211	12%
1.4 Downlights	872,076	1,917,457	45%	12,152,166	22,957,330	53%	12,152,166	22,957,330	53%
1.5 Hibay and Lobay	267,973	698,470	38%	3,493,705	9,513,610	37%	3,493,705	9,513,610	37%
1.6 Weatherproof	256,128	1,829,196	14%	3,669,167	20,344,970	18%	3,669,167	20,344,970	18%
1.7 Bulkheads(Including Circular)	641,619	2,387,016	27%	5,538,732	24,329,212	23%	5,538,732	24,329,212	23%
1.8 Flood Lights	169,077	844,124	20%	1,666,131	9,734,159	17%	1,666,131	9,734,159	17%
1.8.1 Sports/High Performance	43,492	376,920	12%	107,684	3,214,481	3%	107,684	3,214,481	3%
1.8.2 General Area	125,585	467,204	27%	1,558,448	6,519,678	24%	1,558,448	6,519,678	24%
1.9 Other Exterior	1,691,063	3,539,540	48%	15,856,743	43,015,851	37%	15,856,743	43,015,851	37%
1.9.1 A Road	8,187	341,782	2%	110,046	5,329,786	2%	110,046	5,329,786	2%
1.9.1.1 White Light Source - 250W and over	-	75,887	0%	-	1,230,190	0%	-	1,230,190	0%
1.9.1.2 SON - High Pressure Sodium - 150W and over	8,187	265,895	3%	110,046	4,057,783	3%	110,046	4,057,783	3%
1.9.1.3 SOX - Low Pressure Sodium - 90W and over	-	-	-	-	41,813	0%	-	41,813	0%
1.9.2 B Road	1,233,484	2,085,011	59%	11,040,588	24,284,092	45%	11,040,588	24,284,092	45%
1.9.2.1 White Light Source - Up to but not inc. 250W	988,812	1,554,788	64%	10,611,582	19,290,533	55%	10,611,582	19,290,533	55%
1.9.2.2 SON - High Pressure Sodium - Up to but not inc. 150W	244,672	530,224	46%	427,462	4,937,407	9%	427,462	4,937,407	9%
1.9.2.3 SOX - Low Pressure Sodium - Up to but not inc. 90W	-	-	-	1,544	56,152	3%	1,544	56,152	3%
1.9.3 Amenity	449,392	1,112,746	40%	4,706,109	13,401,974	35%	4,706,109	13,401,974	35%
1.9.3.1 Wall / Pole mounted	340,320	735,140	46%	3,930,417	9,214,043	43%	3,930,417	9,214,043	43%
1.9.3.2 Bollards	93,183	289,651	32%	478,267	2,868,697	17%	478,267	2,868,697	17%
1.9.3.3 Low Level	15,889	87,955	18%	297,425	1,319,234	23%	297,425	1,319,234	23%
1.10 Other Interior	170,952	1,269,246	13%	2,403,711	22,233,195	11%	2,403,711	22,233,195	11%
1.10.1 Spotlights+ Track & Accessories	3,476	276,680	1%	58,817	2,669,837	2%	58,817	2,669,837	2%
1.10.2 Bedhead Lighting	60,908	77,532	79%	678,375	819,350	83%	678,375	819,350	83%
1.10.3 Other	106,568	915,033	12%	1,666,520	18,744,008	9%	1,666,520	18,744,008	9%
1.11 Direct/Indirect	1,182	561,572	0%	645,197	4,662,138	14%	645,197	4,662,138	14%
1.12 Trunking Systems	884	2,345	38%	1,182,806	2,316,593	51%	1,182,806	2,316,593	51%
1.13 Lighting Control Systems + Components	40	201,438	0%	148,060	2,184,943	7%	148,060	2,184,943	7%
1.13.1 Indoor Application	40	201,438	0%	148,060	2,184,943	7%	148,060	2,184,943	7%
1.13.2 Outdoor	-	-	-	-	-	-	-	-	-
2 PRODUCTS PRIMARILY DESIGNED FOR EMERGENCY FUNCTION	980,042	2,740,793	36%	13,294,749	32,238,750	41%	13,294,749	32,238,750	41%
2.1 Bulkheads	281,866	681,541	41%	3,702,787	8,425,887	44%	3,702,787	8,425,887	44%
2.2 Exit Boxes/signs	335,857	608,398	55%	4,422,950	6,731,122	66%	4,422,950	6,731,122	66%
2.3 Twin Spot projector luminaires	6,044	79,357	8%	134,148	911,769	15%	134,148	911,769	15%
2.4 Conversion modules/remote packs -loose	8,909	131,289	7%	167,874	1,928,977	9%	167,874	1,928,977	9%
2.5 Conversion modules/remote packs - fitted	83,173	188,765	44%	538,492	1,826,534	29%	538,492	1,826,534	29%
2.6 Central Battery Systems	2,150	296,951	1%	154,553	5,066,572	3%	154,553	5,066,572	3%
2.7 Monitoring/Test units (excludes anything in luminaire)	18	166,386	0%	422	1,523,161	0%	422	1,523,161	0%
2.8 Any other Emergency	262,025	588,106	45%	4,173,522	5,824,729	72%	4,173,522	5,824,729	72%
TOTAL	6,542,408	22,049,360	30%	85,433,154	270,894,467	32%	85,433,154	270,894,467	32%

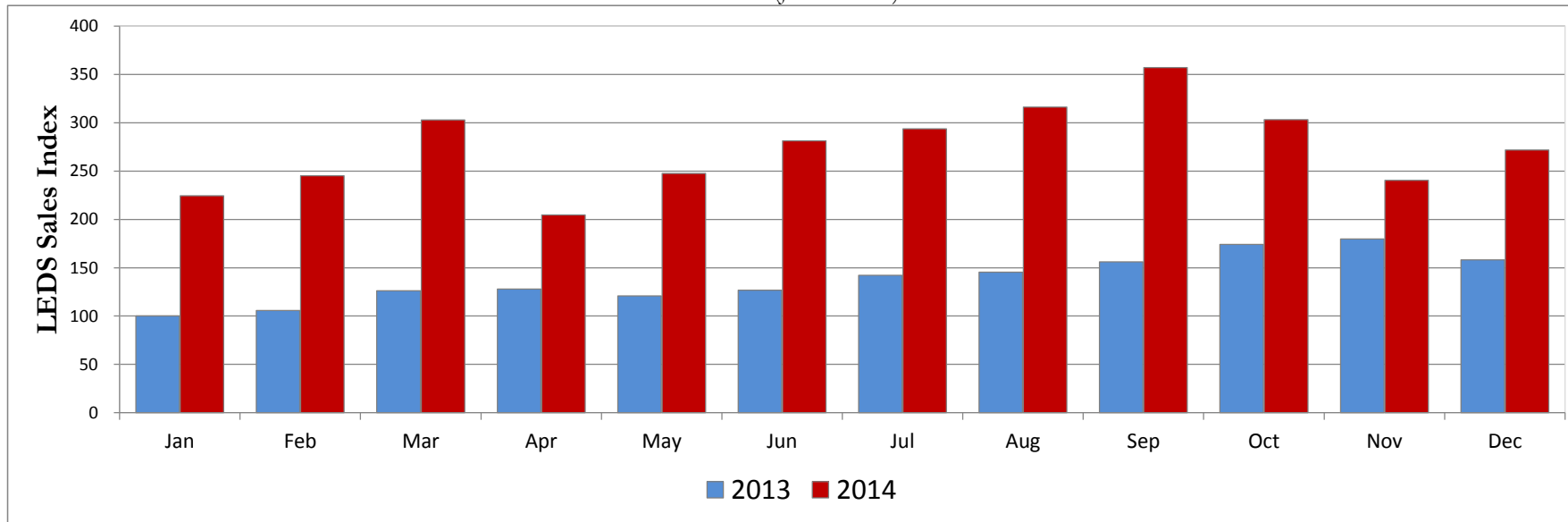
LUMINAIRES
TOTAL - Monthly Sales Index
 (Jan 2013=100)



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Index	2013	100	108	108	98	110	110	120	125	118	115	116	93
	2014	115	115	129	108	121	141	141	138	135	132	116	92
% Change	MTH	15.3%	6.5%	18.9%	10.1%	10.7%	27.4%	17.5%	10.5%	14.5%	14.1%	0.2%	-1.8%
	YTD ¹	14.2%	9.1%	11.2%	9.8%	9.3%	11.2%	11.5%	10.7%	10.9%	10.7%	9.5%	1.7%
	MAT ²	1.3%	1.9%	4.8%	5.7%	7.1%	8.2%	9.8%	11.1%	10.9%	10.8%	9.7%	1.7%

notes ¹ Annual growth of cumulative year to date compared to the same period last year
² Year on Year growth of 12 months Moving Total compared to the same period last year

LUMINAIRES
LEDS- Monthly Sales Index
 (Jan 2013=100)



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Index	2013	100	106	126	128	121	127	142	145	156	174	180	158
	2014	224	245	303	205	248	281	294	316	357	303	240	272
% Change	MTH	124.4%	131.8%	140.3%	59.8%	104.7%	122.0%	106.5%	117.3%	128.6%	74.3%	33.6%	72.0%
	YTD ¹	110.5%	116.2%	121.8%	102.3%	101.0%	103.1%	102.3%	103.3%	105.6%	100.6%	91.8%	73.6%
	MAT ²	77.0%	80.1%	90.6%	85.9%	87.6%	89.6%	92.7%	100.2%	102.4%	99.6%	92.9%	73.6%

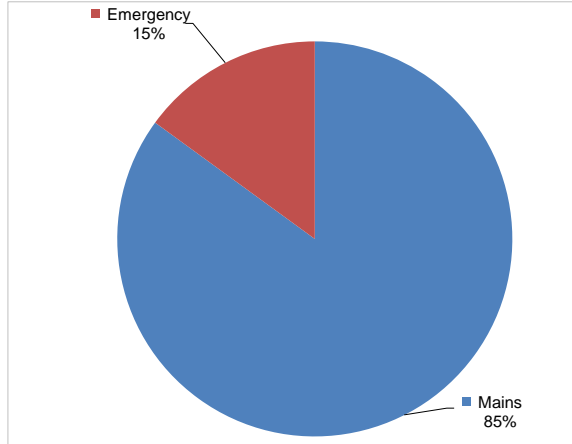
notes

¹ Annual growth of cumulative year to date compared to the same period last year
² Year on Year growth of 12 months Moving Total compared to the same period last year

LUMINAIRES
SAMPLE REPORT

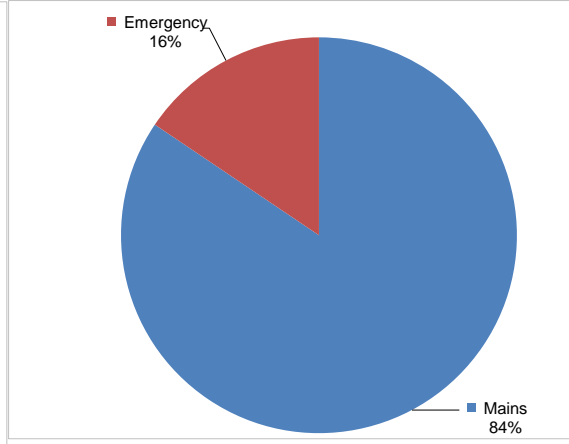
LEDS SALES

December 2014



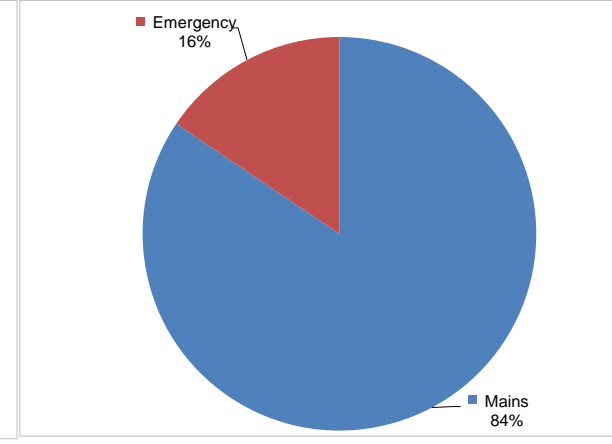
£ 6,542,408

YTD 2014



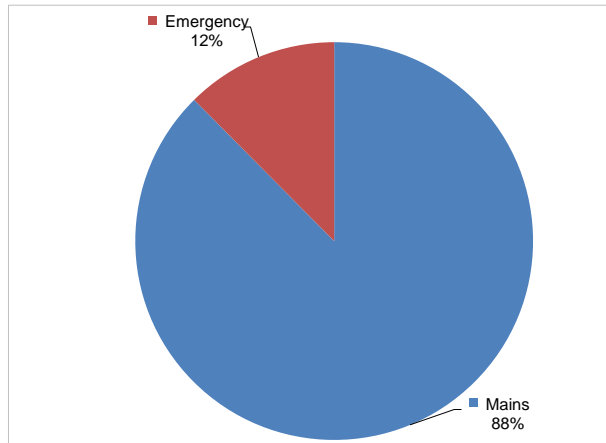
£ 85,433,154

MAT 2014

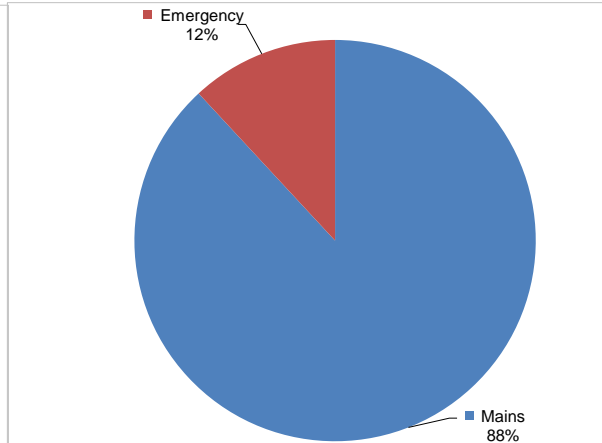


£ 85,433,154

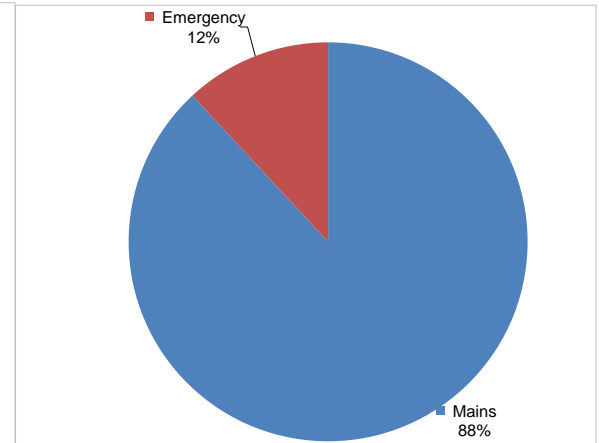
TOTAL SALES



£ 22,049,360



£ 270,894,467



£ 270,894,467