



Lamps Statistics SAMPLE REPORT

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 Office: 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

Wholly owned subsidiaries of the LIA



A trading division of the LIA



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LIA LAMP SUMMARY

PRIVATE & CONFIDENTIAL - NOT FOR PUBLICATION

SUMMARY OF RETURNS MADE BY THE MEMBERS OF SALES DELIVERIES OF ELECTRIC
LAMPS IN THE UNITED KINGDOM AND NORTHERN IRELAND

FOR THE MONTH OF

SAMPLE REPORT

CATEGORY	QTY IN UNITS			VALUES IN GBP		
	Dec-14	Dec-13	% Change	Dec-14	Dec-13	% Change
TOTAL	11,616,034	11,433,586	1.6	16,538,743	16,004,387	3.3
1 INCANDESCENT	519,083	1,043,779	-50.3	266,158	452,727	-41.2
1.1 GLS	58,489	63,302	-7.6	29,901	25,363	17.9
1.2 Candles and Globes	2,640	776	240.2	1,622	738	119.9
1.3 Reflectors and PARS	294,189	835,576	-64.8	126,104	338,839	-62.8
1.4 Other	163,765	144,125	13.6	108,531	87,787	23.6
2 HALOGEN	5,112,771	4,492,275	13.8	3,211,871	2,890,070	11.1
2.1 Linear	103,446	114,069	-9.3	110,401	135,965	-18.8
2.1.1 Standard	37,332	47,926	-22.1	41,602	59,819	-30.5
2.1.2 Energy Saving	66,114	66,143	-0.0	68,798	76,146	-9.6
2.2 Single Ended	5,009,325	4,378,206	14.4	3,101,470	2,754,105	12.6
2.2.1 Reflector- Low Voltage	619,723	632,062	-2.0	378,238	398,750	-5.1
2.2.1.1 Standard	562,628	544,470	3.3	263,786	237,434	11.1
2.2.1.2 Energy Saving	57,095	87,592	-34.8	114,452	161,316	-29.1
2.2.2 Reflector -Mains including GU10	732,156	1,113,873	-34.3	349,454	589,998	-40.8
2.2.2.1 Reflector mains excluding GU10	68,834	33,905	103.0	50,303	68,797	-26.9
2.2.2.2 GU10	655,648	1,075,068	-39.0	290,650	516,316	-43.7
2.2.2.3 GU10 Energy-Savers	7,674	4,900	56.6	8,502	4,885	74.0
2.2.3 Non - Reflector 12V (e.g. capsules)	345,126	390,935	-11.7	184,165	220,572	-16.5
2.2.4 Non - Reflector: Mains	3,312,319	2,241,336	47.8	2,189,613	1,544,785	41.7
2.2.4.1 G9	154,146	169,842	-9.2	147,238	128,765	14.3
2.2.4.2 Incandescent Replacement ES	2,978,218	1,989,778	49.7	1,894,599	1,328,385	42.6
2.2.4.2.1 Candle	1,418,156	967,232	46.6	881,530	625,489	40.9
2.2.4.2.2 GLS	1,205,192	722,309	66.9	766,413	467,465	64.0
2.2.4.2.3 Globe	320,952	268,185	19.7	235,219	202,255	16.3
2.2.4.2.4 Reflectors	87,033	32,052	171.5	87,331	33,176	163.2
2.2.4.3 Others	179,956	81,716	120.2	147,777	87,635	68.6
3 SSTV - PHOTOGRAPHIC PROJECTOR	105,995	121,817	-13.0	989,550	941,362	5.1
3.1 Tungsten Halogen	94,363	102,871	-8.3	467,064	513,656	-9.1
3.2 Special Discharge	11,330	18,828	-39.8	434,403	406,186	6.9
3.3 Other	303	118	156.4	88,083	21,520	309.3
4 LINEAR FLUORESCENT	3,062,414	3,162,123	-3.2	3,005,848	3,290,091	-8.6
4.1 T5	1,003,857	1,112,522	-9.8	927,734	1,040,754	-10.9
4.1.1 Short (old generation)	130,628	213,505	-38.8	117,426	149,887	-21.7
4.1.2 Long (new generation)	873,229	899,017	-2.9	810,308	890,867	-9.0
4.1.2.1 Standard	804,296	847,934	-5.1	648,801	803,355	-19.2
4.1.2.2 Energy-Savers	68,933	51,083	34.9	161,507	87,512	84.6
4.2 T8	1,984,191	1,942,531	2.1	1,829,355	1,953,804	-6.4
4.2.1 Standard	243	1,520	-84.0	468	1,581	-70.4
4.2.2 Tri-Phosphor	1,982,821	1,927,580	2.9	1,825,585	1,918,530	-4.8
4.2.3 Energy Saver Versions	1,128	13,431	-91.6	3,303	33,692	-90.2
4.3 T12	11,716	1,050	1,015.8	4,958	2,581	92.1
4.3.1 Standard	11,716	1,050	1,015.8	4,958	2,581	92.1
4.3.2 Tri-Phosphor	-	-	-	-	-	-
4.4 Others (U tube, circular, etc)	62,649	106,020	-40.9	243,800	292,952	-16.8

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3	The figures have been rounded off to the nearest final digit and there may be an apparent discrepancy between the sum of the constituent items and the totals shown.						
<h2>LIA LAMP SUMMARY</h2> <p>PRIVATE & CONFIDENTIAL - NOT FOR PUBLICATION</p> <p>SUMMARY OF RETURNS MADE BY THE MEMBERS OF SALES DELIVERIES OF ELECTRIC LAMPS IN THE UNITED KINGDOM AND NORTHERN IRELAND</p> <p>FOR THE MONTH OF</p> <h3>SAMPLE REPORT</h3>							
CATEGORY	QTY IN UNITS			VALUES IN GBP			
	Dec-14	Dec-13	% Change	Dec-14	Dec-13	% Change	
TOTAL	11,616,034	11,433,586	1.6	16,538,743	16,004,387	3.3	
5 COMPACT FLUORESCENT	1,456,421	1,816,788	-19.8	2,043,803	2,534,985	-19.4	
5.1 Retrofit	450,660	653,564	-31.0	663,389	940,597	-29.5	
5.1.1 Stick Type	240,637	301,347	-20.1	335,082	354,388	-5.4	
5.1.2 Decor Type	210,022	352,217	-40.4	328,307	586,209	-44.0	
5.1.2.1 GLS Lookalikes	33,569	79,566	-57.8	56,565	161,438	-65.0	
5.1.2.2 Candles/Globe Lookalikes	25,619	116,399	-78.0	33,827	181,639	-81.4	
5.1.2.3 Reflector+PAR Lookalikes (inc GU10)	776	11,328	-93.2	1,742	9,065	-80.8	
5.1.2.4 Others including Spirals	150,059	144,924	3.5	236,173	234,067	0.9	
5.2 Non-retrofit	1,005,761	1,163,224	-13.5	1,380,414	1,594,388	-13.4	
5.2.1 Single	86,273	97,044	-11.1	79,628	91,812	-13.3	
5.2.2 Double	310,436	412,557	-24.8	336,326	308,287	9.1	
5.2.3 Triple & Quadruple	127,321	178,369	-28.6	210,676	289,093	-27.1	
5.2.4 Long	216,193	232,061	-6.8	327,708	367,618	-10.9	
5.2.5 Square	254,969	235,597	8.2	422,448	513,840	-17.8	
5.2.6 Other (Q, F, 2G8)	10,571	7,596	39.2	3,627	23,738	-84.7	
6 HID	544,197	455,180	19.6	3,404,923	3,589,240	-5.1	
6.1 Sox	20,422	26,281	-22.3	371,043	438,152	-15.3	
6.2 Mercury (all types)	10,925	11,001	-0.7	35,057	31,749	10.4	
6.3 Ceramic Metal Halide	194,132	142,409	36.3	1,517,179	1,305,140	16.2	
6.3.1 Power ≤ 35W	76,814	71,779	7.0	602,144	596,802	0.9	
6.3.2 Power 35.1W - 75W	98,889	56,135	76.2	750,916	527,115	42.5	
6.3.3 Power 75.1W - 150W	17,841	13,599	31.2	147,638	163,930	-9.9	
6.3.4 Power >150	589	896	-34.3	16,481	17,293	-4.7	
6.4 Quartz Metal Halides	153,287	119,145	28.7	886,414	1,086,498	-18.4	
6.4.1 Power ≤ 35W	10,640	2,259	371.0	1,052	22,957	-95.4	
6.4.2 Power 35.1W - 75W	22,878	20,444	11.9	108,194	128,117	-15.6	
6.4.3 Power 75.1W - 150W	23,151	25,543	-9.4	115,568	171,689	-32.7	
6.4.4 Power >150	96,618	70,899	36.3	661,600	763,734	-13.4	
6.5 High Pressure Sodium	165,431	156,344	5.8	595,231	727,702	-18.2	
6.5.1 Power ≤ 70W	58,027	75,327	-23.0	161,350	272,692	-40.8	
6.5.2 Power 70.1W - 150W	21,913	27,167	-19.3	94,023	142,709	-34.1	
6.5.3 Power >150W	85,491	53,850	58.8	339,858	312,301	8.8	
7 LED retrofit types	815,153	341,624	138.6	3,616,589	2,305,912	56.8	
7.1 GU10	394,265	197,137	100.0	1,647,107	1,072,100	53.6	
7.1.1 Power ≤ 5W	438,058	150,168	191.7	1,190,865	602,650	97.6	
7.1.2 Power 5.1W - 10W	89,953	46,969	91.5	501,525	469,450	6.8	
7.1.3 Power > 10W	-	-	-	-	-	-	
7.2 MR16	31,274	15,069	107.5	216,078	160,091	35.0	
7.2.1 Power ≤ 5W	5,823	3,863	50.7	27,496	20,078	36.9	
7.2.2 Power 5.1W - 10W	33,708	11,156	202.2	189,011	139,465	35.5	
7.2.3 Power > 10W	44	50	-12.0	401	548	-26.9	
7.3 GLS	267,051	48,374	452.1	983,864	360,722	172.7	
7.4 Globe	9,218	20,127	-54.2	56,504	139,055	-59.4	
7.5 Reflectors	38,189	9,632	296.5	228,177	118,591	92.4	
7.6 LED Tubes	27,347	5,341	412.0	321,113	124,651	157.6	
7.7 Others	47,808	45,944	4.1	163,746	330,703	-50.5	
8 Starters (reported as single units) [not included in TOTAL LAMPS]	496,474.0	365,557.0	35.8	79,600.8	74,245.3	7.2	
TOTAL LAMPS[excl 8]	11,616,033.6	11,433,586.0	1.6	16,538,742.6	16,004,386.7	3.3	
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PRIVATE & CONFIDENTIAL - NOT FOR PUBLICATION

SUMMARY OF RETURNS MADE BY THE MEMBERS OF SALES DELIVERIES OF ELECTRIC LAMPS IN THE UNITED KINGDOM AND NORTHERN IRELAND

FOR THE MONTH OF
SAMPLE REPORT

CATEGORY	QUANTITY				NET INVOICE VALUE (GBP)			
	WHOLESALE	RETAIL	OEM	TOTAL	WHOLESALE	RETAIL	OEM	TOTAL
TOTAL	4,696,071	5,753,741	1,166,222	11,616,034	8,921,482	5,118,035	2,499,226	16,538,743
1 INCANDESCENT	55,200	445,297	18,586	519,083	44,427	198,865	22,866	266,158
2 HALOGEN	937,005	4,112,489	63,277	5,112,771	697,590	2,484,732	29,550	3,211,871
3 SSTV - PHOTOGRAPHIC PROJECTOR	49,484	-	56,511	105,995	391,606	-	597,944	989,550
4 LINEAR FLUORESCENT	2,064,615	259,784	738,014	3,062,414	2,026,849	275,660	703,338	3,005,848
5 COMPACT FLUORESCENT	830,084	477,359	148,978	1,456,421	1,145,349	694,120	204,334	2,043,803
6 HID	430,578	4,313	109,305	544,197	2,772,718	733	631,473	3,404,923
7 LED retrofit types	329,104	454,499	31,550	815,153	1,842,944	1,463,924	309,721	3,616,589
8 Starters (reported as single units) [not included in TOTAL LAMPS]	252,549	40,040	203,885	496,474	52,885	1,578	25,138	79,601
TOTAL LAMPS[excl 8]	4,696,071	5,753,741	1,166,222	11,616,034	8,921,482	5,118,035	2,499,226	16,538,743

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SUMMARY OF RETURNS MADE BY THE MEMBERS OF SALES DELIVERIES OF ELECTRIC

LAMPS IN THE UNITED KINGDOM AND NORTHERN IRELAND

FOR THE YEAR TO DATE ENDING

SAMPLE REPORT

(01/JAN/2014 - 31/DEC/2014)

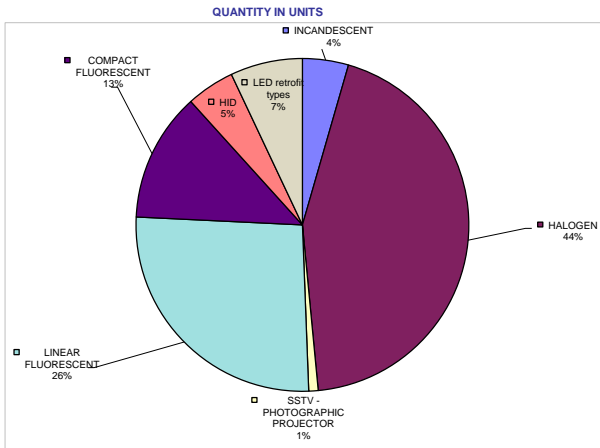
CATEGORY	QTY IN UNITS			VALUES IN GBP		
	Dec-14	Dec-13	% Change	Dec-14	Dec-13	% Change
TOTAL	111,547,631	113,099,908	-1.4	176,141,510	173,643,165	1.4
1 INCANDESCENT	7,630,978	10,143,760	-24.8	3,438,580	4,845,232	-29.0
1.1 GLS	519,623	681,075	-23.7	231,679	285,322	-18.8
1.2 Candles and Globes	16,950	901,982	-98.1	9,787	534,233	-98.2
1.3 Reflectors and PARS	5,492,283	7,045,848	-22.0	2,217,010	2,857,798	-22.4
1.4 Other	1,602,122	1,514,855	5.8	980,104	1,167,880	-16.1
2 HALOGEN	44,992,675	42,970,698	4.7	29,089,236	28,355,990	2.6
2.1 Linear	656,690	883,323	-25.7	783,589	984,110	-20.4
2.1.1 Standard	193,923	252,063	-23.1	268,049	338,170	-20.7
2.1.2 Energy Saving	462,766	631,260	-26.7	515,540	645,941	-20.2
2.2 Single Ended	44,335,986	42,087,375	5.3	28,305,647	27,371,879	3.4
2.2.1 Reflector- Low Voltage	5,673,924	7,759,413	-26.9	3,617,753	4,830,636	-25.1
2.2.1.1 Standard	4,964,890	5,963,449	-16.7	2,245,194	2,593,671	-13.4
2.2.1.2 Energy Saving	709,034	1,795,964	-60.5	1,372,559	2,236,966	-38.6
2.2.2 Reflector -Mains including GU10	8,623,960	9,158,946	-5.8	4,614,674	5,277,785	-12.6
2.2.2.1 Reflector mains excluding GU10	422,511	422,353	0.0	766,895	809,148	-5.2
2.2.2.2 GU10	8,125,075	8,447,465	-3.8	3,769,656	4,291,786	-12.2
2.2.2.3 GU10 Energy-Savers	76,374	289,128	-73.6	78,122	176,851	-55.8
2.2.3 Non - Reflector 12V (e.g. capsules)	3,564,786	3,807,665	-6.4	1,796,415	1,745,194	2.9
2.2.4 Non - Reflector: Mains	26,473,316	21,361,351	23.9	18,276,805	15,518,264	17.8
2.2.4.1 G9	1,450,490	1,280,209	13.3	1,339,778	1,012,052	32.4
2.2.4.2 Incandescent Replacement ES	24,007,962	19,052,243	26.0	15,887,242	13,531,494	17.4
2.2.4.2.1 Candle	11,278,098	8,668,436	30.1	7,391,469	5,992,985	23.3
2.2.4.2.2 GLS	9,384,531	6,728,840	39.5	5,989,440	4,619,907	29.6
2.2.4.2.3 Globe	3,013,522	3,460,941	-12.9	2,165,927	2,701,623	-19.8
2.2.4.2.4 Reflectors	512,036	194,026	163.9	513,553	216,978	136.7
2.2.4.3 Others	1,014,864	1,028,899	-1.4	1,049,785	974,718	7.7
3 SSTV - PHOTOGRAPHIC PROJECTOR	965,976	1,074,182	-10.1	9,031,033	7,399,537	22.0
3.1 Tungsten Halogen	900,962	990,730	-9.1	4,427,719	3,781,954	17.1
3.2 Special Discharge	63,420	82,474	-23.1	4,242,310	3,438,425	23.4
3.3 Other	1,594	978	63.0	361,003	179,159	101.5
4 LINEAR FLUORESCENT	33,001,435	33,843,843	-2.5	36,738,510	39,084,419	-6.0
4.1 T5	11,872,478	12,197,600	-2.7	11,342,261	11,865,045	-4.4
4.1.1 Short (old generation)	1,610,771	1,941,206	-17.0	1,115,594	1,315,375	-15.2
4.1.2 Long (new generation)	10,261,707	10,256,394	0.1	10,226,667	10,549,670	-3.1
4.1.2.1 Standard	9,327,588	9,504,042	-1.9	8,495,108	9,127,534	-6.9
4.1.2.2 Energy-Savers	934,119	752,352	24.2	1,731,559	1,422,137	21.8
4.2 T8	19,285,847	19,468,025	-0.9	20,012,915	21,362,351	-6.3
4.2.1 Standard	15,658	41,868	-62.6	31,922	59,859	-46.7
4.2.2 Tri-Phosphor	19,221,949	19,368,953	-0.8	19,863,675	21,164,708	-6.1
4.2.3 Energy Saver Versions	48,239	57,204	-15.7	117,318	137,785	-14.9
4.3 T12	89,576	228,433	-60.8	489,698	1,177,674	-58.4
4.3.1 Standard	87,651	225,808	-61.2	475,802	1,157,679	-58.9
4.3.2 Tri-Phosphor	1,925	2,625	-26.7	13,895	19,995	-30.5
4.4 Others (U tube, circular, etc)	1,753,534	1,949,785	-10.1	4,893,636	4,679,348	4.6

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<h2>LIA LAMP SUMMARY</h2> <p>PRIVATE & CONFIDENTIAL - NOT FOR PUBLICATION</p> <p>SUMMARY OF RETURNS MADE BY THE MEMBERS OF SALES DELIVERIES OF ELECTRIC LAMPS IN THE UNITED KINGDOM AND NORTHERN IRELAND</p> <p>FOR THE YEAR TO DATE ENDING SAMPLE REPORT (01/JAN/2014 - 31/DEC/2014)</p>							
CATEGORY	QTY IN UNITS			VALUES IN GBP			
	Dec-14	Dec-13	% Change	Dec-14	Dec-13	% Change	
TOTAL	111,547,631	113,099,908	-1.4	176,141,510	173,643,165	1.4	
5 COMPACT FLUORESCENT	14,857,811	17,046,697	-12.8	23,154,045	25,898,251	-10.6	
5.1 Retrofit	3,846,891	5,250,016	-26.7	6,870,545	8,286,708	-17.1	
5.1.1 Stick Type	1,991,608	2,639,957	-24.6	3,141,054	3,372,422	-6.9	
5.1.2 Decor Type	1,855,283	2,610,059	-28.9	3,729,491	4,914,286	-24.1	
5.1.2.1 GLS Lookalikes	379,561	572,094	-33.7	791,886	1,089,003	-27.3	
5.1.2.2 Candles/Globe Lookalikes	336,311	758,048	-55.6	728,291	1,500,929	-51.5	
5.1.2.3 Reflector+PAR Lookalikes (inc GU10)	17,372	35,351	-50.9	77,032	85,456	-9.9	
5.1.2.4 Others including Spirals	1,122,038	1,244,566	-9.8	2,132,282	2,238,899	-4.8	
5.2 Non-retrofit	11,010,920	11,796,681	-6.7	16,283,500	17,611,542	-7.5	
5.2.1 Single	1,004,604	939,259	7.0	861,511	912,873	-5.6	
5.2.2 Double	3,612,827	3,982,835	-9.3	3,623,721	3,748,288	-3.3	
5.2.3 Triple & Quadruple	1,382,873	1,915,786	-27.8	2,638,195	3,307,415	-20.2	
5.2.4 Long	2,100,121	2,246,620	-6.5	3,410,821	3,799,979	-10.2	
5.2.5 Square	2,878,643	2,544,048	13.2	5,658,158	5,413,145	4.5	
5.2.6 Other (Q, F, 2G8)	31,852	168,133	-81.1	91,094	429,842	-78.8	
6 HID	5,121,621	5,040,954	1.6	44,932,433	44,635,110	0.7	
6.1 Sox	407,292	458,940	-11.3	7,698,520	7,674,576	0.3	
6.2 Mercury (all types)	124,536	94,817	31.3	244,833	243,304	0.6	
6.3 Ceramic Metal Halide	2,083,445	1,996,382	4.4	19,747,499	19,928,414	-0.9	
6.3.1 Power ≤ 35W	855,154	860,087	-0.6	7,146,239	7,344,901	-2.7	
6.3.2 Power 35.1W - 75W	974,574	894,782	8.9	9,262,466	9,378,191	-1.2	
6.3.3 Power 75.1W - 150W	239,367	229,623	4.2	2,983,279	2,955,327	0.9	
6.3.4 Power >150	14,351	11,890	20.7	355,515	249,995	42.2	
6.4 Quartz Metal Halides	871,608	863,432	0.9	8,785,005	8,411,720	4.4	
6.4.1 Power ≤ 35W	33,818	13,676	147.3	214,635	140,271	53.0	
6.4.2 Power 35.1W - 75W	152,609	152,628	-0.0	961,512	1,022,052	-5.9	
6.4.3 Power 75.1W - 150W	179,665	191,552	-6.2	1,396,618	1,200,994	16.3	
6.4.4 Power >150	505,517	505,576	-0.0	6,212,240	6,048,403	2.7	
6.5 High Pressure Sodium	1,634,739	1,627,383	0.5	8,456,575	8,377,095	0.9	
6.5.1 Power ≤ 70W	682,099	668,250	2.1	2,403,786	2,495,282	-3.7	
6.5.2 Power 70.1W - 150W	347,209	395,215	-12.1	1,831,241	2,034,988	-10.0	
6.5.3 Power >150W	605,431	563,918	7.4	4,221,548	3,846,825	9.7	
7 LED retrofit types	4,977,134	2,979,774	67.0	29,757,674	23,424,627	27.0	
7.1 GU10	2,617,502	1,679,943	55.8	13,186,812	11,180,533	17.9	
7.1.1 Power ≤ 5W	1,966,625	1,124,742	74.9	7,709,750	5,143,237	49.9	
7.1.2 Power 5.1W - 10W	794,299	555,201	43.1	5,531,002	6,037,296	-8.4	
7.1.3 Power > 10W	-	-	-	-	-	-	
7.2 MR16	336,510	301,529	11.6	2,783,697	3,294,259	-15.5	
7.2.1 Power ≤ 5W	64,732	40,933	58.1	388,328	267,860	45.0	
7.2.2 Power 5.1W - 10W	280,206	239,881	16.8	2,400,549	2,925,620	-17.9	
7.2.3 Power > 10W	2,507	20,715	-87.9	26,294	100,778	-73.9	
7.3 GLS	1,076,927	562,110	91.6	5,230,977	3,780,234	38.4	
7.4 Globe	100,992	106,032	-4.8	623,622	679,596	-8.2	
7.5 Reflectors	250,122	82,039	204.9	1,715,876	1,225,638	40.0	
7.6 LED Tubes	266,789	79,913	233.8	4,398,065	2,153,651	104.2	
7.7 Others	328,291	168,208	95.2	1,818,625	1,110,716	63.7	
8 Starters (reported as single units) [not included in TOTAL LAMPS]	5,249,185.7	5,194,936.0	1.0	894,509.5	897,247.1	-0.3	
TOTAL LAMPS[excl 8]	111,547,630.6	113,099,907.9	-1.4	176,141,509.9	173,643,164.8	1.4	
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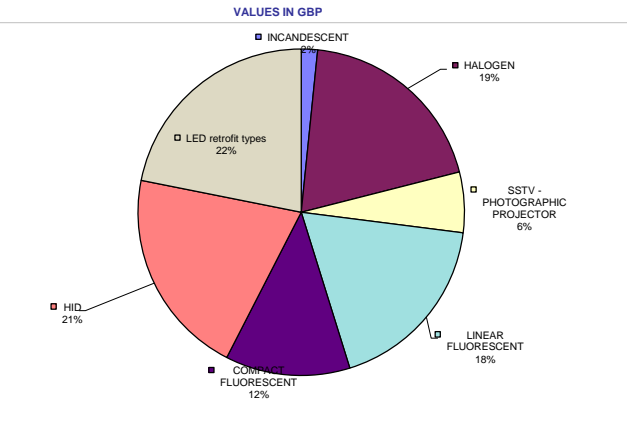
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CATEGORY	QUANTITY				NET INVOICE VALUE (GBP)			
	WHOLESALE	RETAIL	OEM	TOTAL	WHOLESALE	RETAIL	OEM	TOTAL
TOTAL	51,191,768	47,596,076	12,759,787	111,547,631	105,189,885	40,412,822	30,538,802	176,141,510
1 INCANDESCENT	769,859	6,685,964	175,155	7,630,978	483,368	2,716,104	239,108	3,438,580
2 HALOGEN	10,485,331	33,761,034	746,310	44,992,675	7,620,784	21,001,724	466,728	29,089,236
3 SSTV - PHOTOGRAPHIC PROJECTOR	570,113	385	395,478	965,976	3,735,739	331	5,294,963	9,031,033
4 LINEAR FLUORESCENT	23,678,564	1,567,443	7,755,428	33,001,435	24,807,630	2,739,167	9,191,712	36,738,510
5 COMPACT FLUORESCENT	8,911,989	3,717,359	2,228,463	14,857,811	13,267,306	6,598,551	3,288,188	23,154,045
6 HID	3,858,541	6,510	1,256,570	5,121,621	35,065,526	22,599	9,844,308	44,932,433
7 LED retrofit types	2,917,371	1,857,380	202,383	4,977,134	20,209,533	7,334,345	2,213,795	29,757,674
8 Starters (reported as single units) [not included in TOTAL LAMPS]	3,144,462	485,346	1,619,377	5,249,186	571,936	127,123	195,450	894,510
TOTAL LAMPS[excl 8]	51,191,768	47,596,076	12,759,787	111,547,631	105,189,885	40,412,822	30,538,802	176,141,510
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LAMP STATISTICS
CATEGORIES DISTRIBUTION
 SAMPLE REPORT

SAMPLE REPORT

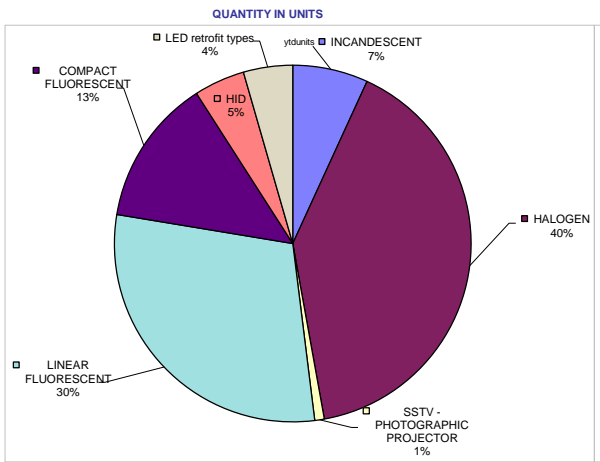


TOTAL UNITS (Dec 2014) = **11,616,034**

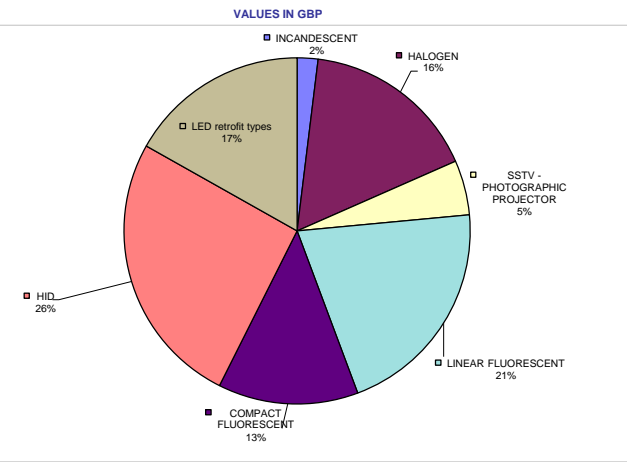


TOTAL VALUE (Dec 2014) = **£ 16,538,743**

YEAR TO DATE



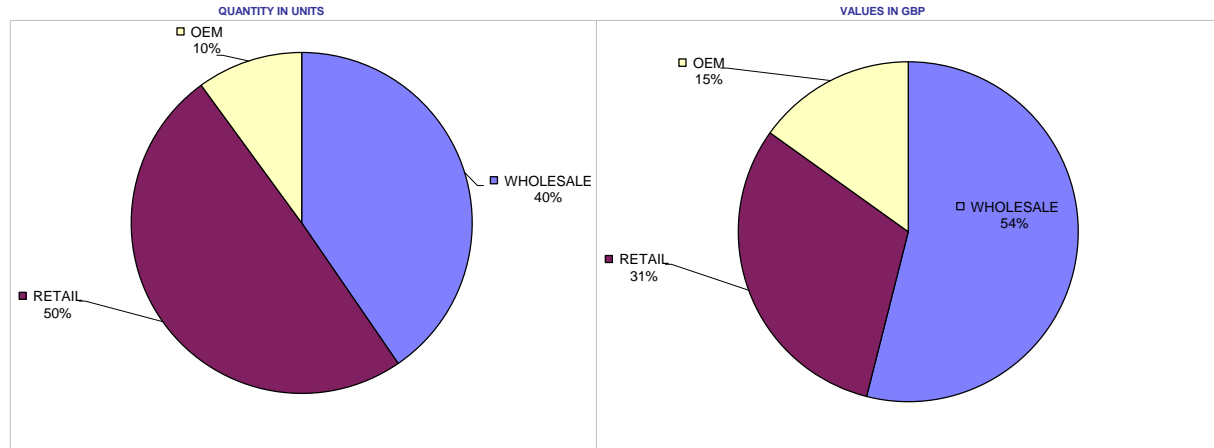
TOTAL UNITS(YTD)= **111,547,631**



TOTAL VALUE(YTD) = **£ 176,141,510**

LAMP STATISTICS
CHANNELS DISTRIBUTION
 SAMPLE REPORT

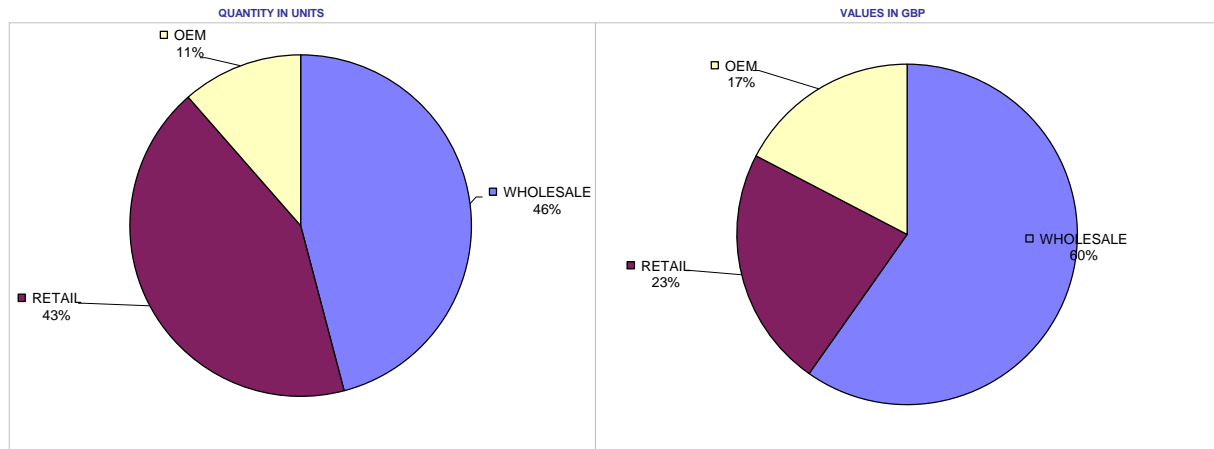
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TOTAL UNITS (Dec 2014) = **11,616,034**

TOTAL VALUE (Dec 2014) = **£ 16,538,743**

YEAR TO DATE



TOTAL UNITS(YTD)= **111,547,631**

TOTAL VALUE(YTD) = **£ 176,141,510**