



The French Lighting Market in Non-Residential Buildings 2014



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Lighting 2013 – France – Multi-client Study

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Research Objectives



**This report covers
the
non-residential
lighting market in
France.
The research
objectives are:**

1. To determine the current market revenue size and growth rate
 2. To analyse the lighting product market: lamps, luminaires, controls.
 3. To analyse vertical markets and distribution channels
 4. To identify industry challenges, market drivers and restraints
 5. To analyse the industry competitive structure and key industry participants
 6. To highlight key market growth opportunities
-
- A central graphic consisting of eight light bulbs of various colors (yellow, green, blue, purple, pink, red) arranged in a circular pattern. Lines radiate from each bulb to the corresponding numbered objective text block surrounding it.

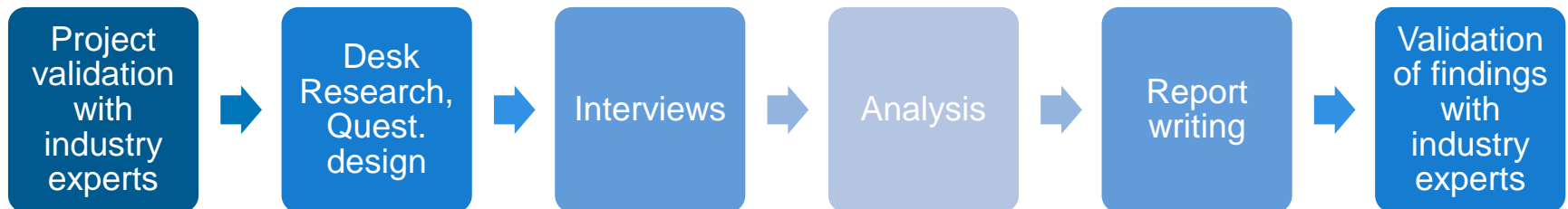
Research Methodology



BSRIA based its research on its previous experience of researching the lighting controls industry, and on its expertise in building services, in order to assess the French lighting market in non-residential buildings.

BSRIA used a mix of primary and secondary research techniques including expert interviews with stakeholders in both small/medium size and global companies to capture market values and trends.

Analysis and triangulation of findings was then carried out and the results submitted to industry experts for validation.



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Introduction



Geographical Scope



Interview Details

Total number of telephone / face to face interviews: 23

Attended trade show/ conference: 3

Type of company	No of interviews
Manufacturers	16
Wholesalers / distributors	3
Trade associations	1
Other stakeholders	3

Timing

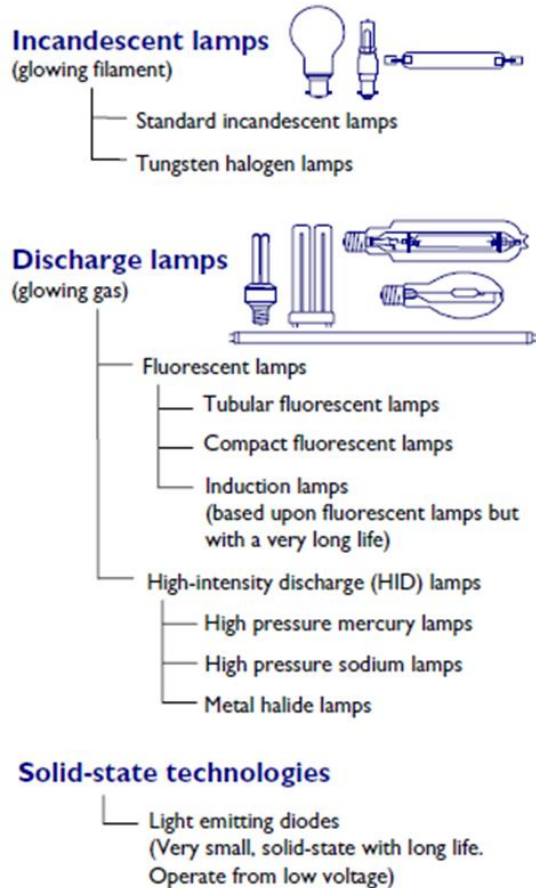
- Research dates: January / April 2014
- Field work dates: May / September 2014

Pricing

- Product values stated in this report refer to the Manufacture Selling Price (MSP).

Introduction – Product Segmentation

Lamps are classified into 3 categories: incandescent lamps, discharge lamps, and solid state.

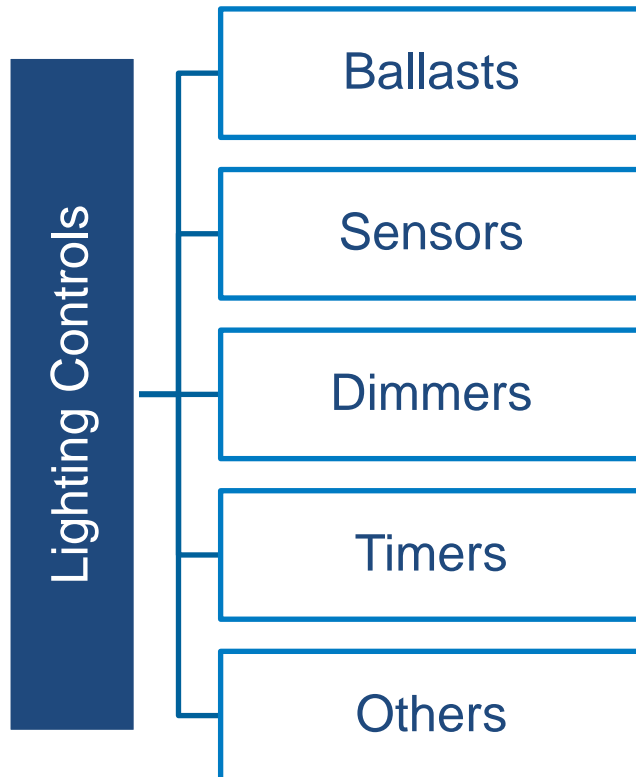


Luminaires are classified into 2 categories:



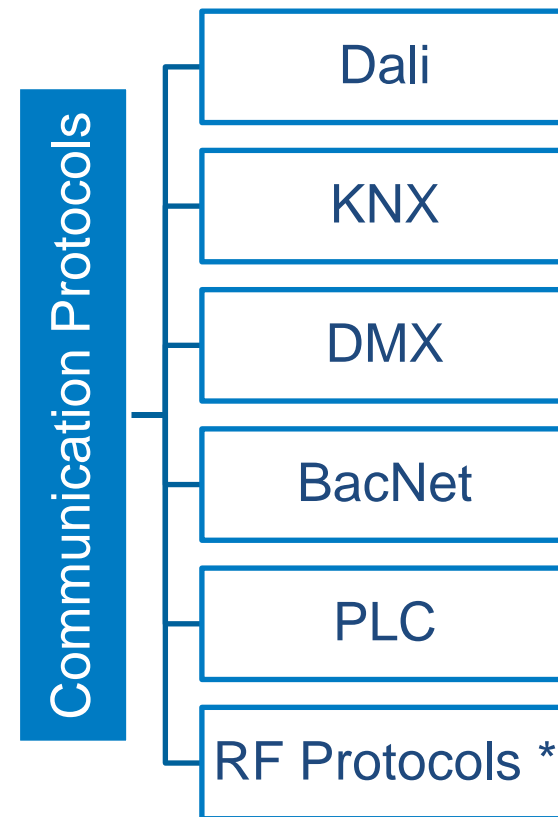
Introduction – Lighting Controls Product & Communication Protocols Segmentation

Lighting control products are classified into 5 categories:



Others include Light controllers, which may or may not be integrated within a Building Management system

In addition to the main lighting product categories, the study provides market shares by communication protocols



* EnOcean, Zigbee, Z-wave, Wavenis, 6Lo pan

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