



LETTER FROM
THE CHAIR
Ms. Pilar Vázquez

N/

A MESSAGE FROM THE CEO

Mr. Alfredo Berges

06

ORGANIZATION CHART

08

FOREIGN TRADE

18

TECHNICAL
COMISSION
AND MARKET

SURVEILLANCE

20

COMMUNICATION REPORT

24

STEERING
COMMITTEE
COMISSIONS

10

INSTITUTIONAL RELATIONS

12

SECTOR NUMBERS

14

LEGAL DEPARTMENT

28

FINANCIAL REPORT

30

MEMBER COMPANIES

34

ETTER





In 2015 our sector finally achieved good results

Dear members,

I believe that the best way to sum up 2015 is that, after a few very hard years facing the worst economic crisis we can remember, our sector finally achieved good results.

There is double cause for celebration. On the one hand, the domestic market grew by 6% and exports increased by 12%; on the other hand, these positive figures show the capacity of our member companies to adapt and that our country is on the mend. Our manufacturers managed to enter new markets abroad, where their goods were warmly welcomed clearly as a result of their excellent value for money.

ANFALUM couldn't let its members walk this path alone and appointed a person to specifically provide full support to the internationalization efforts of our member companies and facilitate participation in trade fairs.

Also significant in 2015 was the consolidation of LED technology as the main lighting technology, accounting for nearly 50% of all sales.

This is just another example of the technological nature of our companies, whose new and top quality products are slowly removing free riders from the market who fail to offer the guarantees ensured by our member manufacturers.

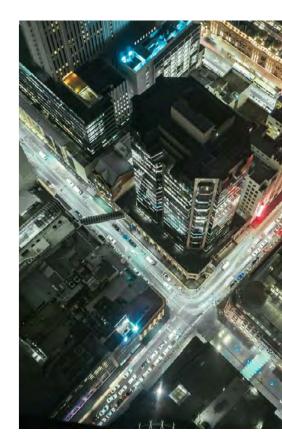
At ANFALUM we are ready to face 2016 in the same way, with genuine willingness to help our members, serving as a link to all official bodies

and addressing the issues that concern us about the future of lighting.

In this sense, together with LIGHTING EUROPE, the General Assembly of which we proudly led in 2015 in Madrid, and as part of its Strategic Plan, our central focus will be on concepts such as "Light for life", "LiFi", "Internet of things" or "Big Data".

In this way, our luminaires will be so much more than mere devices that produce light, bringing us closer to an ever near future. We will witness all this in the year that is just starting.

As I do every year, I'd like to remind you that alone we can do so little; together we can achieve so much more.



QUALITY





D. Alfredo Berges

This "LEDIFICATION" process, has found an excellent complement in "intelligent lights"

LEDIFICATION

One year ago we presented our annual report for 2014. In it we described a stronger market and a considerable increase in turnover.

In this year's report we can confirm the continuation of this upward trend. We continued to grow but did so more moderately, due to a considerable slowing down in the last quarter of 2015.

This reflection should encourage us to think about the following question: what's in store for us from now on? At ANFALUM we believe that the future of our businesses should take a new direction towards products that show the increased value of light in today's society.

In this process of change, the notion of energy efficiency-- of which society is already sufficiently aware-- should be reinforced by the concepts of "light for sustainability" and "light for wellbeing".

At the level of both the European Union and each of its member States, the lighting sector is making an effort to support intelligent lighting, higher equipment replacement rates and human centric lighting, all with the circular economy in mind. These efforts will result in more competitive, perhaps different, companies and increasingly qualified jobs.

Never before had the lighting sector encountered such a disruptive process in technological terms as that of the "LEDIFICATION" of lights. The brightest or most daring outlooks for average penetration never reached 50%, with peaks such as that of street lighting, where new construction reached 100% in 2015.

However, this "LEDIFICATION" process, which will shortly saturate our sector, is not becoming stagnant, but has found an excellent complement in "intelligent lights". These are

conceived as a comprehensive set of lighting components, including sensors and controls, as well as the design and installation of the system itself. Installation is a clear and key part of the lighting industry. In this sense, standardized communication protocols should be developed with our closest sectors, including infrastructures and ICT-based building management.

Light quality standards must be established over time on the basis of the right energy, operation and maintenance calculations. In this context, lighting systems forming part of more complex installations should be seen as a "black box" with connections to other sectors in a holistic (integrated) sense. The quality of light and all other systems within the industry should be controlled. Installation should be considered as a total, integrated whole, and not as a set of interconnected components without clear convergence.

At ANFALUM and LIGHTING EUROPE we are developing strategic plans with 5 to 10 year horizons that outline the future processes of our industry, so that businesses today can clearly identify what consumers will demand in the future, as a result of the major role played by lighting in the wellbeing of people in both their lives and their daily activities.

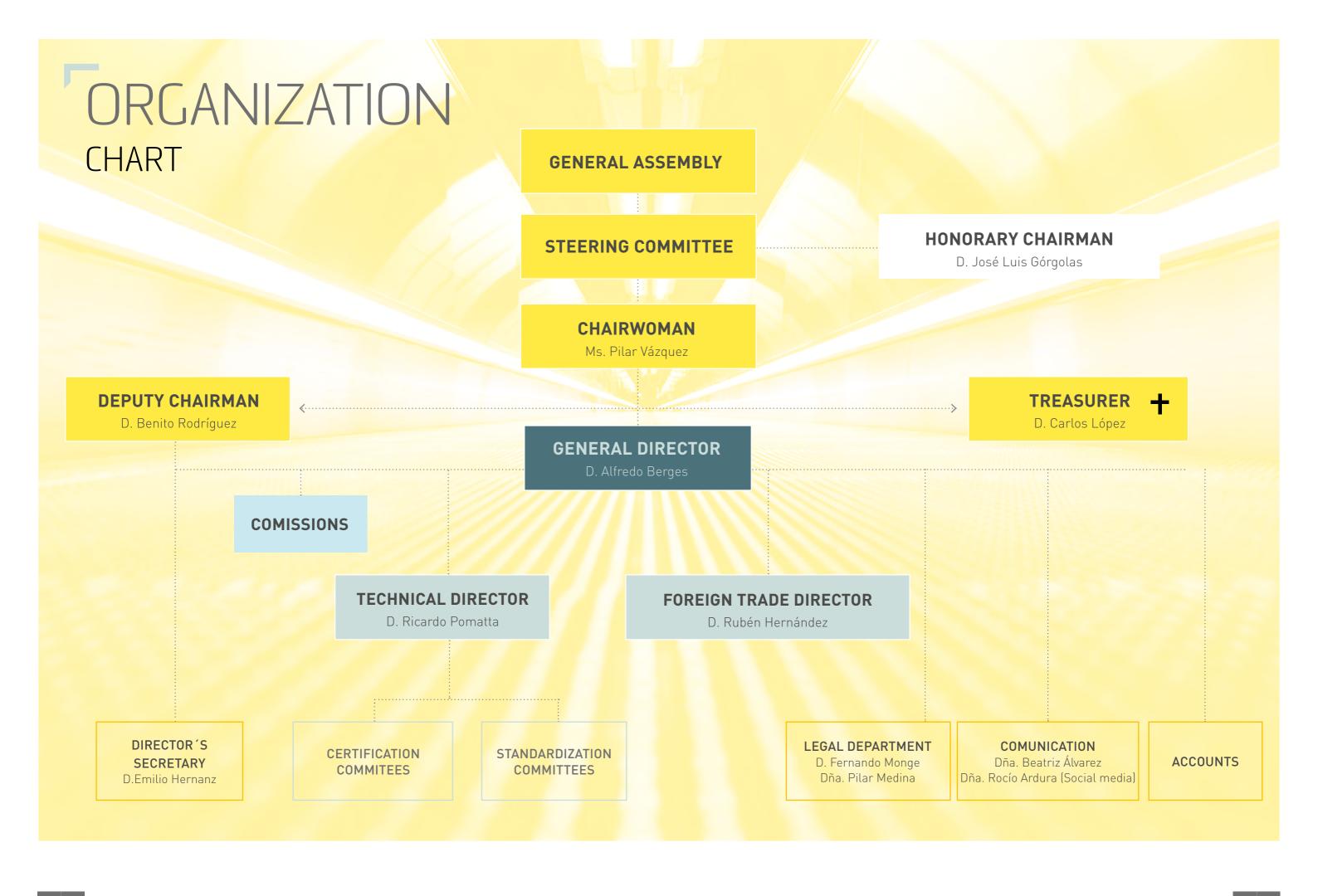
ANFALUM considers its member companies to be leaders within the international light installation market, with sufficient capacity to continue to promote lights as the core element of human activity.

Saving energy is possible in the lighting industry, as shown by the availability of 6W and 134 lm/W bulbs in barely nine years. This has meant 90% energy savings, a figure hard to exceed in other sectors in which electricity is used.

As Spain's only representative in LIGHTING EUROPE, ANFALUM is moving forward and faces the future with the determination to meet the competitiveness and qualified employment goals, while encouraging market growth, excellence in quality and partnerships with sectors such as ICT, construction and related areas.

In order to do all that, ANFALUM would like all companies involved in lighting to become members of the Association. By cooperating with us, they will be uniquely positioned in the market.

I can reaffirm the present and future commitment of ANFALUM, whose dedication after more than 35 years of service is unquestionable.



 \mathbf{i}

STEERING COMMITTEE COMISSIONS

STEERING COMMITTEE

CHAIRWOMAN

HONORARY CHAIRMAN

DEPUTY CHAIRMAN

TREASURER

GENERAL DIRECTOR

BOARD MEMBERS

Dña. Pilar Vázquez

D. José Luis de Górgolas

D. Benito Rodríguez

D. Carlos López 🕇

D. Alfredo Berges

EXTERIOR LIGHTING

SCHREDER SOCELEC S.A.- D. Carlos López + C&G CARANDINI- Dña. Pilar Vázquez

INTERIOR LIGHTING

MARSET ILUMINACIÓN S.A. - D. Jesús Marset GRUPO LUXIONA S.L. - D. Javier Santafé ODEL LUX S.A. (GRUPO LLEDÓ) - D. Rafael Lledó LEC S.L. - Andrés Guerrero

LAMPS

OSRAM S.A. - D. Benito Rodríguez PHILIPS IBÉRICA S.A. - D. Antonio Espada / D. Santiago Erice

COMPONENTS

RTR ENERGÍA S.L. – D. Cesar Nuñez-Barranco BJB PROCESA S.A. – D. Joaquín Bruned

EMERGENCY LIGHTING

ELECTROZEMPER S.A. - D. Jesús María Espinosa

CORPORATE MEMBERS

ASEFACOL - D. Santiago Sanz

COMISSIONS

INSTITUTIONAL RELATIONS COMMISSION

TRAINING AND LABOUR RISK COMMISSION

MARKET INSPECTION COMMISSION

MARKETING AND FOREIGN TRADE COMMISSION

TECHNICAL COMMISSION

ETHICS COMMISSION

ENVIRONMENT COMMISSION

Dña. Pilar Vázquez

D. Carlos López +

D. Ricardo Pomatta

D. Fabrizio Damiani

D. Rubén Hernández

D. Alfredo Berges

D. Ricardo Pomatta

D. Alfredo Berges

D. Ricardo Pomatta



INSTITUTIONAL RFI ATIONS

The year 2015 was one of intense

activity for the Institutional Relations Department. At a time of constant changes at local, national and international level, ANFALUM worked with enthusiasm and leadership, and continued to convey its values in the market, as a leading association representing the interests of manufacturers in the lighting sector.

European counterparts.

In its Institutional Relations ANFALUM seeks cooperation and transparency with authorities, business organizations and other market players in order to ensure the good operation of our market in general and our member manufacturers in particular.

Regarding our interactions with the authorities, we are in permanent contact with the Ministry of Industry, Tourism and Trade in relation to matters handled by the Secretariat for Industry and more particularly, the Directorate General for Industry and SMEs. ANFALUM has established an effective two-way communication with these entities.

Regarding energy, we would like to highlight the support received from IDAE at a time when it is still necessary to promote investment in and grants for energy efficiency.

We would also like to highlight our contacts with the Ministry of Economy and Competitiveness and particularly, the Directorate General of Foreign Trade.



Within the regional area, our contacts with the local and regional authorities are also invaluable. The Association works with regional industry and trade agencies and different local offices because of their regulatory and market surveillance capabilities.

An example of this is ANFALUM's engagement with the Autonomous Community of Madrid, where work is being done in the area of market surveillance.

Regarding our interaction with business organizations, ANFALUM is a member of and actively participates in CONFEMETAL, the Confederation of Metal Associations. This makes it possible for ANFALUM to participate in CEOE commissions, including the Energy, Infrastructure and Economy commissions. These commissions lay down the main policy guidelines for the metal industry, which also covers lighting.

ANFALUM is part of the governing bodies of AENOR, particularly the Permanent Committee and the Management Board though the Association's CEO. ANFALUM also cooperates with the Technical Certification Standardization and committees, which are shaping the future compliance policies that will ensure quality standards are maintained in the lighting sector. As we have pointed out before, market surveillance is of strategic importance to ANFALUM, in view of the need to promote a decisive policy that regulates compliance and the

ANFALUM aspires to create a market of competitive businesses, where there is no place for unfair competitors that harm the interests of our members by just looking for one-time opportunities in the market, often failing to comply with the regulations.

In relation to market surveillance, we should mention our long-standing agreement with Fundación para el Fomento de la Innovación Industrial (F2I2) (the Foundation for the Promotion of Industrial Innovation).

Our collaboration within SERCOBE as a member of its Board and its Managing



Agreement with Banco Sabadell

collaborative policy in support of an industrial sector of greater value.

Our interaction with AFME, FACEL, AGBEL. APIEM. FENIE and ADEMI. which make up the electrical sector, is also worth mentioning.

The "Plataforma Multisectorial Contra la Morosidad" (Multi-Sector Platform Against Late Payments) is an initiative created by ANFALUM and we remain actively involved in it, since our Chairwoman is also the Vice-Chair of this Platform.

SECTOR NUMBERS



CONSO OF LED TECHN

The year 2015 was atypical for the lighting industry, which only grew 1.5% because no growth was registered in a number of sectors, some sectors even showing a slight decline. Therefore, it can be said that demand remained stable in 2015.

The market mix was particularly significant, as LED technology surpassed traditional sources for the very first time. It accounted for over 50% of all sales in all sectors, with the exception of the components sector, as we will explain below. This slight increase consolidated a turnover figure of EUR 1.280 billion in 2015. It also reaffirmed the market growth trend that started back in 2008 and regained positive values in 2014, after the stagnation of demand in 2012 and

2013. Despite the increase brought in by LEDs some sectors still showed no signs of growth.

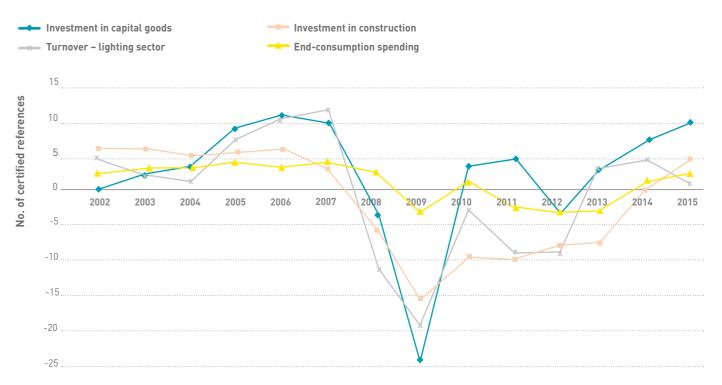
Other relevant factors confirmed a shift in the market, including:

- 1. The consolidation of LED technology in all its variants, with a market share of 50%
- 2. The consolidation of exports, with a market share of 33%
- 3. The stability of the domestic market

This 1.50% growth was therefore the result of a very balanced mix of consolidated exports, the continued increase in LED products compensating the ongoing decline registered in traditional solutions, and a stable domestic demand.

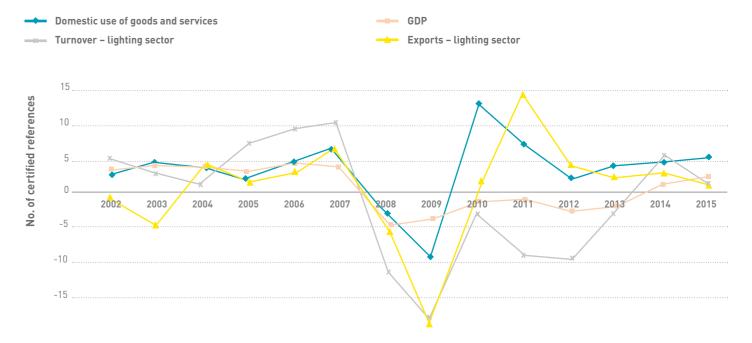
Because of these three variables and after the crisis, at the close of 2015 turnover levels in the lighting industry made it possible to lay the foundations for growth consolidation by way of both internationalization-- ever more consolidated among members-- and increasing LED sales among members. This, together with higher consumption in the domestic market, will allow the sector to grow sustainably once again in the coming years.

ANALYSIS OF THE DOMESTIC ECONOMIC SITUATION



This chart clearly shows how all the elements that contribute to demand within the sector held their ground in 2015 compared to the previous year. Sources: SERCOBE, National Accounts, Seopan.

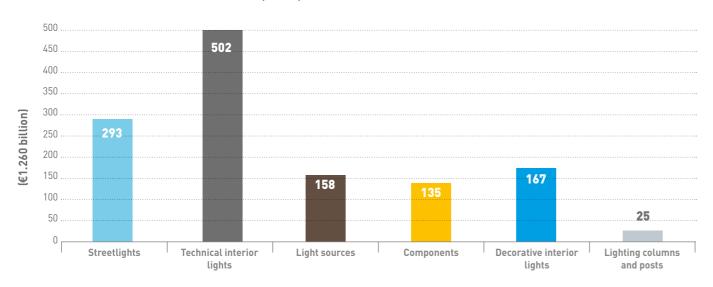
COMPARATIVE ANALYSIS OF THE SECTOR



This chart clearly shows an increase in household consumption and the consolidation of exports of goods and services.

SECTOR NUMBERS

TURNOVER - LIGHTING INDUSTRY (2015)



Streetlights

After the strong growth experienced in 2014, this important sector grew a moderate 1.7% in 2015, to €293 million. Some degree of stagnation in public works in the latter part of the year clearly limited growth (1.8%), lighting columns included. However, the good performance of exports in 2015 and the increase in the LED luminaires market share to 52% of the sales mix helped retain sales figures.

Technical interior lights

Accounting for the largest share in terms of turnover, the technical interior lights sector managed to grow by 3.6% vs. 2014 figures (over €500 million in 2015). To a large extent, this was mainly due to higher LED sales (54%) and the good performance of exports (35%).

Technical interior lights remain the sector's backbone and still account for nearly 30% of the total turnover, therefore reaching a fundamental critical mass for the development and dynamics of the industry.

Light sources

A strategic sector within the lighting industry, light sources suffered a slight decline in 2015 (1.3%) because of the presence of many low-quality brands offering products of very poor quality that fragmented demand. At the close of the year, £158 million had been turned over.

LEDs accounted for nearly 50% of sales and the drop in demand in relation to gas-discharge lamps and fluorescent lamps was already noticeable. These two light sources had managed to remain stable up until 2013.

The increase in domestic demand was not enough to encourage growth because, unlike other sectors, light sources have limited export possibilities.

Therefore, international sales were limited and this was the cause behind the fall. Innovations in energy efficiency and the evolution of the market with the new LED sources continue to be the basis for the development of this highly technological and dynamic sector.

Components and lighting technology

After a year of growth, the components and lighting technology sector suffered another major drop in 2015 to 6.7% as a result of falling exports and a continued decline in demand for traditional components that is not adequately compensated by LED solutions.

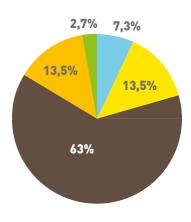
Just as for light sources, this sector is currently in the midst of a technological change, and must adjust to the ongoing changes and improvements brought in by the continued evolution of LED technology. This has unquestionably led to tensions in the evolution of the market and has had negative effects in demand.

Decorative lights

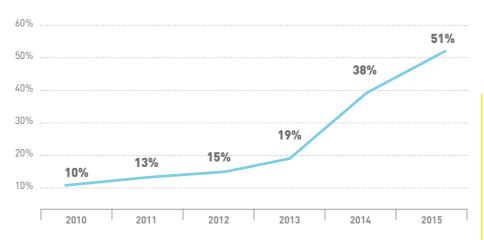
This sector suffered the most in the past years, but it managed to grow 4% in 2015. It reached €167 million driven by domestic demand and exports, despite the obstacles posed by imports from the Far East, and increased private consumption over the year. Its demand profile and product mix are analogous to those found in technical

EXPORTS WITHIN THE LIGHTING SECTOR IN 2015, BY GEOGRAPHICAL AREAS

- EU 28 and rest of Europe
- Middle East / Arab countries / North Africa
- Latin America
- United States and Canada
- Rest of the world



MARKET SHARE. LEDS



indoor lights, largely as a result of the successful implementation of LEDs, which account for 61%-- the highest share in all sectors.

Foreign trade

The following conclusions can be drawn from the surveys conducted in December 2015 among ANFALUM members.

Nearly all ANFALUM members are exporters. In 2015 there were 50 net exporters that turned over more than 30% in exports. Global exports amounted to €417 million, accounting for 33% of the Association's turnover.

Geographical areas:

- EU 28 and rest of Europe: 63%
- Arab countries, Middle East, North Africa: 15%
- Latin America: 7.30%
- United States and Canada: 2.70%
- Rest of the world: 13.50%

Conclusions

The cycle of growth that started in 2014 continued in 2015 and finally marked the end of the decline in demand. While the market grew only 1.5%, growth prospects are high for 2016.

Growth is expected to consolidate by late 2015 according to the expert opinions of nearly all international analysts, with whom we at ANFALUM fully concur. The fall in demand observed in some sectors was due to temporary situations and market adjustments rather than real problems in demand.

All other sectors entered a growth phase, and a new market cycle, at a time in the international economy in which structural changes are unquestionably happening in our sector. Thus, a new market structure has emerged, which remains fragmented because many new brands coexist with the rest, sharing market shares. This time, however, demand is growing.

On the other hand, exports and internationalization consolidate as possibly the main assets of the Association, serving as the basis for the future growth of the sector for the next three years.



In 2015 ANFALUM took part in and organized two international trade fairs (Expo Lighting America in Mexico DF and Interlight Moscow) and a national event (2nd Lighting and Energy Efficiency Forum LEDsEE).

Expo Lighting America 2015

In February we approached the Mexican market for the very first time. As part of our Sectoral Plan with Spain's Foreign Trade Institute ICEX, six Spanish companies were able to participate as a group in the trade show. In addition to their group participation as exhibitors, 7 other companies took part as indirect exhibitors and at least 2 other companies attended as visitors.

Since this was our very first time participating in and visiting this Mexican trade fair, we are unable to draw meaningful conclusions beyond what the organizers themselves have told us: the number of visitors increased by more than 13,000 during the three days of the event, mostly coming from Mexico, the United States and Central and South America. This trade fair generates much interest among businesses because of the high quality

of its visitors. Importers, prescribers and virtually everyone involved in distribution attend, as well as institutions and public entities, such as municipal authorities and maintenance service providers.

The event also attracts a large number of visitors because of its excellent parallel lectures, seminars and workshops. The willingness shown by visitors to purchase and/or distribute Spanish solutions remained high.

In sum, ELA Mexico deserves closer attention and must be kept as an option for our members. The feedback received from our members was extremely positive: not only do they wish to attend future editions of fair, but they would also like to do so as a larger group.

Interlight Moscow 2015

The Moscow trade fair is already a reality for ANFALUM members. It is an exclusive asset of our Association and all our members are invited to participate and benefit from more advantageous conditions. This was our second year at the fair together with Spain's Foreign Trade Institute ICEX, our aim being to continue our work in

this market. This year our participation as a group included six Spanish companies.

This was the first year ANFALUM had a stand at the fair, which our member companies were able to use in order to enter into or reinforce their presence in the Russian market. Just as in past editions, attendance by clients from Russia, other areas of influence of the Russian market, and Eastern Europe was large. In this way, the trade fair consolidated as a major promotional platform for this particular market.

The Moscow trade fair generates much interest among businesses because of the high quality of its visitors. Importers, prescribers and virtually everyone involed in distribution attend, as well as institutions and public entities, such as municipal authorities and maintenance service providers.

Regarding competitors, while the strong presence of Chinese and Turkish companies continued, German and Italian attendance increased. The event continues to attract a large number of visitors because of its excellent parallel lectures and seminars.

Trade fairs have always been, and will continue to be, a good platform for the internationalization efforts of companies.

The willingness shown by visitors to purchase and/or distribute Spanish solutions remained high, despite limitations caused by duties and high logistic costs. Russia highly appreciates companies showing an interest in the region, given the prevailing situation in terms of sanctions, crisis and difficulties. To sum up, despite existing penalties in the Russian market, Interlight deserves closer attention and must be kept as an option for our members, because its size and growth can open up ample business opportunities.

2nd Lighting and Energy Efficiency Forum, LEDSEE

The 2nd Lighting and Energy Efficiency Forum (LEDsEE) was held in Madrid on May 19-21 at the Palacio Municipal de Congresos. Figures in this second edition proved excellent: 40 exhibitors and 1,000 visitors. ANFALUM, with the support of FENERCOM and the Directorate General for Industry of the Community of Madrid, organized the first Congress on Lighting and Energy Efficiency.

The Congress took place during the first two days of the event and gathered

key experts in interior and exterior lighting. Round tables and discussions with manufacturers and municipal authorities were also held, and the keynote address was delivered by a member of the European Commission.

This was the natural result of the first edition held in 2014 at the Matadero venue, an attempt to organize a unique event around efficient lighting in Spain, at which our member companies presented the latest innovations in LEDs and new technologies. Visitors were also able to see first hand the technological advances being developed by the main actors within the lighting industry.

CONCLUSIONS

At Anfalum we will try to help our members attend the most important trade fairs in the industry, while providing them with an increasing number of services aimed at their internationalization efforts. On the one hand, we made our best to bring our member companies closer to the main business areas, e.g. the Latin American market this year, not only through ELA Mexico 2015, but also with the Business



Expo Lighting America 2015 advertising poster

Opportunities Congress USA-LATAM that was organized last October at the CEOE headquarters. On the other hand, Interlight is a good platform to approach the Russian and Eastern European market.

Trade fairs have always been, and will continue to be, a good platform for the internationalization efforts of companies. Participation does not require a large investment and the potential benefits are usually greater than the investment itself.

TECHNICAL COMMISSION AND MARKET SURVEILLANCE



With the arrival of LEDs, many new businesses and opportunists have emerged, who are only looking for occasional, one-time business opportunities

TECHNICAL COMMISSION

In 2015 the Technical Commission primarily focused on issues related to energy efficiency in lighting. In that regard, the Commission and a number of companies worked on the 1st LED Lighting Guide published by the Community of Madrid. The Guide was presented at the 1st Congress on Efficient Lighting LEDsEE, which was co-organized with FENERCOM.

A large part of our human resources team, including an increasing number of our experts, concentrated on our participation in the working groups of LIGHTING EUROPE.

ANFALUM continued to work on its main action lines, which are:

- Regulation and working groups
- LIGHTING EUROPE
- Market surveillance

manages participation of experts from our member companies in the CTN-205 Standardization Committee on "Luminaires, Lamps and Related Equipment", which develops and prepares regulations on construction and safety, and the CTN-72 Standardization Committee on "Lighting and Color", which deals with lighting technology standards for luminaires.

Our involvement in other standardization committees within AENOR continued. These committees included the CTN-178 "Smart Cities" Committee and the Technical Coordination Group for Electrotechnical Standardization, which brings together the managers of committees charged with electricity and energy. As a result, we were able to provide our views on strategic issues. By delegation of AENOR, ANFALUM acts as secretary for two technical certification committees

The certification committees related to our sector are the CTC-007 Committee on "Luminaires, Lamps, Related Equipment and Capacitors" and the CTC-019 Committee on "Lighting Supports". They are responsible for granting the N, ENEC and ENEC+ certifications that guarantee product quality and compliance with all applicable standards, regulations and directives.

As Spain's only representative in LIGHTING EUROPE, ANFALUM participated in the technical meetings of the following working groups:

- W.G. Market Surveillance Mr. Ricardo Pomatta
- W.G. Emergency Lighting Mr. Jesús María Espinosa
- W.G Smart Ligthing Mr. Rafael Lledo
- W.G Efficiency Products Mr. Rafael Lledo
- W.G Collection and Recycling Mr. Alfredo Berges (Presidente)

Standardization and certification

TECHNICAL COMMISSION AND MARKET SURVEILLANCE



During our 2015 campaign with F2I2,

we inspected a total of 55 products

Mr. Ricardo Pomatta is charged with coordinating participation in these working groups. LIGHTING EUROPE increased its activities on Human Centric Lighting, working on the standards and regulations that are to govern this type of lighting facilities and how they should be integrated in future urban designs by emphasizing "services" rather products.

The Technical Commission played an important role in coordinating and organizing the 2nd LEDSEE Forum in Madrid. The event was organized by ANFALUM in Madrid and featured the 1st Congress on Efficient Lighting with lectures and presentations on energy efficiency and LED technology as the main industry drivers.

The latest technologies and advances in the lighting sector were presented at this 2-day forum.

In addition to our participation in the LEDsEE forum, the Technical Commission prepared the following important materials for the sector, among others:

- 1st Guide on Efficient Lighting with LEDs
- Light and human life
- LE/ANFALUM's position on the amendment of R 244/2009 and R 1194/2012
- Amendment of the Specific Regulations of the CTC-007 Technical Certification Committee

The Technical Commission also took part in the TRAFFIC sessions and the Congress on Road Safety and Disability held in Seville.

Market Surveillance activities continued. In addition to the actions directly carried out by ANFALUM, our member companies prove to be of great help in reporting breaches of the law and other misconduct or unfair competition practices.

With the arrival of LEDs, many new businesses and opportunists have emerged, who are only looking for occasional, one-time business opportunities without considering the quality of their products. One of ANFALUM's goals is to fight against these businesses that are damaging our member companies.

MARKET SURVEILLANCE

Our Market Surveillance team focused on:

- Collaboration agreement with the Foundation for the Promotion of Industrial Innovation (F2I2)
- Reporting of violations observed in lighting equipment or installations
- Analysis of public and private tender specifications
- Reporting of unfair competition, counterfeits, or misleading advertisement
- Participation in the "MARKET SURVEILLANCE" working group of LIGHTING EUROPE
- Participation in the Pilot Market Surveillance Program on Luminaires of LIGHTING EUROPE

During our 2015 campaign with F212, we inspected a total of 55 products. Documentation was requested for 50 of these, and 23 additional products of different characteristics were tested (downlight, built-in and desk screens, LED-based luminaires, LED projectors...)

This year's campaign also included the performance of safety, photometric, electromagnetic compatibility and Eco-Design tests. The ultimate goal is to draw the attention of the Ministry of Industry, Tourism and Trade, so that "safeguard clauses" are established. In this way, products that breach existing EU regulations will be kept from the market.

Our inspection campaigns, which started several years ago, are proving to be an effective way of raising awareness amongst producers, distributors, installers and generally, all stakeholders about the need to buy, sell and install products that meet the regulations and come from trustworthy companies, and the advantages all this entails.

In order to carry out its activities and encourage members to report unfair competition, counterfeits and other harmful practices, the Market Surveillance Commission has made a questionnaire available on ANFALUM's website. The website explains how and why our members can report a breach.

The Technical Commission has remained one of the most active platforms, its activities including market surveillance, standards definition, product certification, and the provision of technical support to companies at their request.

COMMUNICATION

DEPARTMENT REPORT



In 2015 ANFALUM worked hard to increase awareness about the milestones, needs and values of our sector. This was particularly important for us, as 2015 marked the International Year of Light

In 2015 ANFALUM continued to promote the activities carried out by the Association and its member companies based on a Communication Plan that focused on energy efficiency and smart lighting. As a result, many of our press releases and materials revolved around these topics.

EFFICIENCY AND THE ART OF GOOD LIGHTING

In 2015 the Association established an internal working group exclusively devoted to smart lighting. Other related topics on which we have recently focused our attention include Human Centric Lighting, which is based on light and its benefits for human beings, and the socalled "Internet of Things" or "LIFI".

We covered several congresses on energy efficiency organized by ANFALUM around Spain (Valencia, Seville, Bilbao...) and reported about them in the national and regional media.

More specifically, ANFALUM organized an information session in Murcia on March 5 to mark World Energy Efficiency Day and increase awareness among regional and local Governments about various measures that should be taken in

At ANFALUM we promote efficiency and energy savings, and particularly insist on how important it is to have the right kind of lights, making the most of the advantages offered by new technologies and choosing products with the right quality certificates.

ANFALUM sends regular reminders of the minimum lighting standards to be demanded by consumers and alerts the market of the presence of free riders, which are ever more present in

this sector—opportunists who market "miracle bulbs", unfortunately attracting the attention of the media every now and then when they have no solvent, real products or technology to offer.

ANFALUM, HOST OF THE EUROPEAN LIGHTING ASSEMBLY

On March 24-26 ANFALUM hosted the General Assembly of Lighting Europe in Madrid. During the event, a group of journalists was invited to a luncheon with in Madrid. Both events were widely covered by specialized media, including their various activities and the topics discussed at the Congress. Delegates and speakers were also interviewed.

The purpose of the event was to bring together key players within the lighting industry and highlight the technological evolution of lighting solutions in terms of efficiency and connectivity with other installations and infrastructures under the "smart lighting" concept. The The municipal authorities of Madrid and Rivas spoke about streetlighting and described their approach to LED technology and the SMART CITY concept.

As far as regulation issues are concerned, the Ministry of Public Works, through its Directorate General for Building, discussed the role of efficiency lighting in buildings with an energy consumption of nearly zero.

The intervention of Mr. Samuele Forfari, representing the Directorate-General for Energy of the European Commission, was the high point of the Congress. He explained in detail what the future Community Policy on energy efficiency will be like, and also discussed financing methods.

Both forums were the perfect platform to introduce the first Guide on LED technology in lighting, which was prepared by ANFALUM and published by Fenercom. ANFALUM presented the Efficient Lighting Design awards to Schreder Socelec (exterior lighting), Carandini (interior lighting) and Trilux (product) in recognition of their innovation, energy efficiency and design efforts.

¿Existe la bombilla que dura toda la vida?

Queremos saber si la 'bombilla eterna' es verdad... o mentira

JESÚS SORIA 19-04-2013

Un emprendedor español, dice que para luchar contra la 'obsolescencia programada', ha puesto en el mercado una bombilla led que ya llaman "eterna". Asegura que dura prácticamente toda la vida: 300.000 horas frente a las 50.000 de las mejores marcas. Una bombilla, además, que se repara. La fabrica está en Cataluña y defiende que no hay truco. Benito Muros nos contará su historia, nos dará detalles de las mismas y enfrente tendremos a un portavoz de la industria de la iluminación, el director general de Anfalum, Alfredo Bergés. ¿Estamos ante un gran invento o un fraude? Industrias y hasta ayuntamientos están apostando por este invento que, según algunos, puede ser revolucionario.

Las claves para comprar una televisión

Los usuarios nos planteamos muchas dudas a la hora de comprar un televi-



Interview, Vis a Vis radio program, SER

LE's senior members in order to raise media awareness about this European institution, which plays a key role in our sector. The press covered the topics dealt with at the Assembly and the future of the lighting industry, which is currently being discussed in Brussels.

2ND LEDSEE FORUM AND 1ST LIGHTING AND ENERGY EFFICIENCY **CONGRESS**

On May 19-21 the 2nd LEDsEE Forum and the 1st Lighting and Energy Efficiency Congress were held at the Palacio Municipal de Congresos



Lighting Europe Assembly

figures say it all: 40 exhibitors and over 30 collaborator entities, associations and media. In addition, the 1st Congress on Efficient Lighting featured top level



speakers, debates on current topics, business talks and presentations on efficient and state-of-the-art solutions. Several round tables were also organized. All in all, 33 experts took part in the event. The 1st Congress on Lighting and Energy Efficiency, which was widely attended (more than 200 delegates per session), also counted on the participation of prominent politicians.





2nd LedSee Forum and 1st Congress on Lighting and Energy Efficiency

Luncheon with the press during the

COMMUNICATION DEPARTMENT REPORT

On the other hand, at the Communication Department of ANFALUM we followed all internationalization efforts and foreign trade activities closely, including the trade fairs of Mexico and Moscow.

the Paris Summit and its important agreement reached on Saturday, December 12. Other topics covered by the press in 2015 included: market surveillance (together with LCOE), the



LEDsEE Awards / LED Guide cover

We would like to highlight the session on market opportunities in America, which was organized by ANFALUM at the CEOE headquarters in October. Over ten different media covered the event and businesses expressed great interest in the topics that were discussed.

At the end of the year Alfredo Berges, Director of ANFALUM, was a guest on RTVE's "La Tarde en 24 horas" program, where he discussed the role of lighting within the framework of ongoing scheme to renew emergency lights (together with APIEM), the rehabilitation and maintenance plans of municipal authorities, as well as road plans (together with AEC and Ferovial), standardization and certification (ANFALUM being a member of the relevant AENOR committee) and late payments (ANFALUM and its significant role in the PMcM).

As in previous years, the Association's yearly report was presented during its July Assembly.



Session on business opportunities in America

AT THE SERVICE OF OUR MEMBER COMPANIES

Early in 2015 ANFALUM stressed the importance of making our member companies visible both online and offline and, in addition to our external communication actions developed as part of our regular PR tasks and the many releases and materials published, we focused part of our activities on making this goal possible.



Alfredo Berges at RTVE

On the one hand, the main news of our member companies were published on the Association's website and newsletters.

On the other hand, we interviewed the main representatives of producers and other key players in the industry, and circulated their interviews.

These included our interviews with Philips and Marset Iluminación on the occasion of the National Design Awards 2015, and ElT on its 40th anniversary.



Anfalum entrevista a Jesus Marset, Presidente de Marset Iluminación y Premio Nacional de diseño 2015

Member interviews

THE SOCIAL MEDIA AS A CROSS-CUTTING AXIS OF COMMUNICATION

In 2015 ANFALUM became increasingly active on the social media and the Internet, after becoming aware of the important role played by online communication in consolidating brands, increasing social awareness and promoting interactions with other organizations.

ANFALUM's website received an average of 2,000 visits monthly. In 2015 nearly all of its images and contents were updated, including the News section, with more than 50 new entries over the year. ANFALUM is present on the most popular social media, with daily updates.

At the close of 2015, ANFALUM had more than a thousand followers on Twitter, having generated nearly 1,700 tweets, and had continued exchanges

with key organizations, businesses and social groups with shared interests.

In 2015 ANFALUM reached 500 fans on Facebook. It also joined LinkedIn, where it already has hundreds of followers. The SEO positioning of our website on Google + also improved and we follow other pages with analogous contents, which are also interesting to our audiences.

Over the year ANFALUM sent four newsletters describing the main developments occurred within the organization to its members and contacts at public institutions and businesses.

In 2015 we paid special attention to online news related to our European organization (@LightingEurope, as well as to international fairs that ANFALUM and its member companies attended in Spain and abroad.



Anfalum's Facebook and Twitter profiles



ANFALUM's website received

an average of 2,000 visits monthly

27 i



LEGAL

In 2015 complying with the existing regulations and protecting and promoting the interests of the lighting sector continued to be the main goals of the Legal Department, always acting with the highest quality standards and following a continuous improvement process.

COMP

In order to help define the future drivers of the sector we collaborated on the review of the draft Strategic European Lighting Industry Roadmaps

The Legal Department responded to information and advice request on the most usual topics, including unfair competition (taking advantage of someone else's reputation, illicit advertising, imitation of goods and creating confusion in the market), breaches of intellectual and industrial property rights (patents, utility models, designs), correct labeling and marking of goods, and manufacturer's liability for faulty goods.

Out-of-court mediation was the most recommended and most widely used tool to resolve the controversies that were brought to our attention.

Answering all these queries benefitted both members and the Association, as it provided a chance to better understand the evolution and behavior of the market, and identify needs and opportunities. Keeping members abreast of the latest legal developments within the area of lighting was an ongoing activity at the Department, as legal awareness is essential for both the Association and its members in order to ensure compliance with the regulations.

The Legal Department also continued to support the Senior Management in the day-to-day running of the Association based on ethical and good governance principles. The Legal Department also continued to strengthen institutional relations with public bodies and other associations.

Together with the Association, the Legal Department took part in various sessions, conferences and events on topics relevant to the future of the sector, such as Circular Economy,

Eco-Design, Industry 4.0 solutions and Human Centric Lighting.

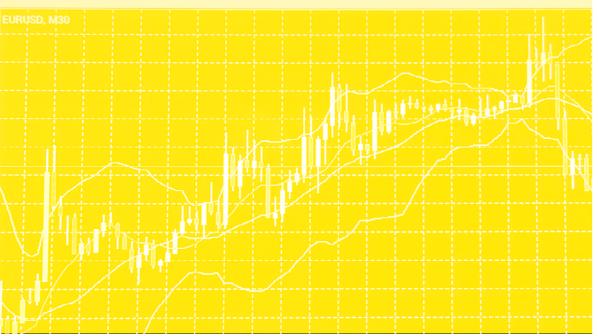
In order to help define the future drivers of the sector and plan the activity of the Association we collaborated on the review of the draft Strategic European Lighting Industry Roadmaps, and started a serious reflection process on strategies, which is expected to crystallize next year into a strategic plan.

Lastly, we would like to invite all members to send us their queries and suggestions to **mbasociados@bufetemb.** es or **inspecciondemercado@anfalum.** com. We will be happy to help you.

FINANCIAL

REPORT





FINANCIAL STATEMENT: BALANCE SHEET

ACCOUNTING YEAR 2015 FROM 01/01/15 TO 31/12/15

ASSETS	380,556.69
NON CURRENT ASSETS	27,452.13
Intangible fixed assets	9,052.13
Technical installations and other intangible fixed assets	9,052.13
Long-term financial investments	18,400.00
CURRENT ASSETS	353,104.56
Trade debtors and other accounts receivable	162,722.27
Clients	92,342.92
Bad debt	95,263.35
Credit value impairment for trade operations - associated companies	-95,263.35
Other debtors	78,107.89
Debtors	78,107.89
Other credit with Public Administrations	-7,728.54
Short-term financial investments	82,000.00
Cash and assimilated liquid assets	100,882.29
Cash	100,882.29
TOTAL ASSETS	380,556.69
NET EQUITY AND LIABILITIES	380,556.69
NET EQUITY	283,476.91
Own funds	283,476.91
Reserves	62,912.12
Voluntary reserves	62,912.12
Results previous FY	315,771.15
Results of FY	-10,875.94
Surplus	-10,875.94
CURRENT LIABILITIES	97,079.78
Short-term provisions	0.00
Trade creditors and accounts payable	97,079.79
Suppliers	9,119.00
Other creditors	75,512.35
Personnel	-4,049.32
Other debt with Public Administrations	16,497.76
Public Treasury, credit from withholdings	9,191.44
TOTAL NET EQUITY AND LIABILITIES	380,556.69

FINANCIAL REPORT

FINANCIAL STATEMENT: PROFIT AND LOSS AS AT DECEMBER 31, 2015

	December 2015
ONGOING OPERATIONS	
Net turnover	667,910.93
a) Sales	377,972.58
Member dues	349,556.50
Other income, advances	28,416.08
b) Services	289,938.35
Other income	289,938.35
Supplies	-185,006.86
Purchases and other supplies	-8,939.62
Work made by other entities	-176,067.24
Other operating income	49,796.49
Subsidies	45,243.08
Income from other services	4,553.41
Personnel expenses	-203,617.22
Wages and salaries	-141,482.81
Compensation	-27,063.62
Social Security paid by the Association	-35,070.79
Other expenses	-335,192.07
Fixed assets depreciation	-5,119.85
Tangible fixed assets depreciation	-5,119.85
Other results	0.00
Extraordinary income	0.00
OPERATING RESULT	-11,228.58
Financial income	835.32
Other financial income	835.32
Financial aynance and accimilated aynance	-482.68
Financial expenses Financial expenses	-482.68
i ilialiciat expelises	-402.00
FINANCIAL RESULT	352.64
FY RESULT	-10,875.94

FINANCIAL STATEMENT: PROFIT AND LOSS BUDGET 2016

	BUDGET 2016
ONGOING OPERATIONS	
Net turnover	615,797.00
a) Sales	366,297.00
Member dues	349,297.00
Other income, advances	17,000.00
b) Services	249,500.00
Other income	249,500.00
Supplies	-187,848.09
Purchases and other supplies	-7,575.00
Work made by other entities	-180,273.09
Other operating income	40,740.00
Subsidies	40,740.00
Income from other services	0.00
Personnel expenses	-179,340.00
Wages and salaries	-142,340.00
Compensation	0.00
Social Security paid by the Association	-37,000.00
Other operating expenses	-282,711.22
Rents and fees	-35,000.00
Repair and maintenance	-21,980.00
Independent professional services	-25,760.00
Transport	-49,200.00
Advertising, publicity and PR	-63,510.00
Other services	-15,220.00
Association fees	-47,041.22
Negative adjustments (VAT)	-10,000.00
Provision for unpaid fees	-15,000.00
Fixed assets depreciation	-5,200.00
Tangible fixed assets depreciation	-5,200.00
OPERATING RESULT	1,437.69
Financial income	1,000.00
Other financial income	1,000.00
Financial expenses and assimilated expenses	-750.00
Financial expenses	-750.00
FINANCIAL RESULT	250.00
FY RESULT	1.687.69

MEMBER COMPANIES





























AFEREF

www.aferef.com

AIRFAL INTERNACIONAL

www.airfal.com

ANTARES ILUMINACIÓN, S.A.

www.flos.com

ARTESOLAR ILUMINACIÓN, S.A.

www.artesolar.com

ASEFACOL

www.anfalum.com/asefacol.asp

BENITO URBAN, S.L.U.

www.benito.com

BJB-PROCESA, S.A.

www.bjb.com

C & G CARANDINI, S.A.

www.carandini.com

DAISALUX, S.A.

www.daisalux.com

ELECTRO TRANSFORMACIÓN INDUSTRIAL, S.A.

www.etisa.com

ELECTRO ZEMPER, S.A.

www.zemper.com

ELEGANT LIGHTING, S.L.

www.elegant-lighting.net

ERCO ILUMINACIÓN, S.A.

www.erco.com

ESPECIALIDADES LUMINOTÉCNICAS, S.A.

www.elt.es



EXPERIENCIA AHORRO

gestion@experienciahorro.es



FABRICACIÓN Y DESARROLLOS ELECTRÓNICOS, S.A. FYDESA

www.loyje-fydesa.com





























GE LIGHTING, S.A. www.gelighting.com

www.getignting.com

GEWIS IBÉRICA, S.A.

www.gewiss.es

GONZÁLEZ SORIANO, S.A.

www.normalux.com

GRUPO GESTIÓN INTEGRAL NOVOLUX INTERNACIONAL, S.L.

www.cristher.com/www.dopo.es/www.venezina.es

GRUPO LUXIONA, S.L.

www.troll.es

GRUPO NORMAGRUP

www.normagrup.es

GRUPO PRILUX ILUMINACIÓN

www.grupoprilux.com

HAVELLS-SYLVANIA, S.A.

www.havells-sylvania.com

HELLA, S.A.

www.hella.es

HERMINIO GONZALEZ E HIJOS (HGH)

www.herminiogonzalez.com

HIDALGOS GROUP

www.hidalgosgroup.com

HISPALED

www.hispaled.es

IGUZZINI ILLUMINAZIONE ESPAÑA, S.A.

www.iguzzini.es

ILUMINACIÓN DISANO, S.A.

www.disano.it

MEMBER COMPANIES

Sagelux

LÁES Lémpanos Especiales, s.o.

LAYRTON

legrand°

Life's Good

LEC.

LCHR42 NYCOM

LUZCO

Lux-may

marset

CREE

WNICHIA

0

odel·lux

ORBIIS

www.sagelux.com

INTERNACIONAL DE ILUMINACIÓN, S.A.

ireluz

IREGUA ILUMINACIÓN, S.L.

www.ireluz.com

LÁMPARAS ESPECIALES, S.L. www.laes.com

LAYRTON (INDUSTRIAS VENTURA S.L.) www.layrton.com

LEGRAND GROUP ESPAÑA, S.L. www.legrand.es

LG ELECTRONICS S.A. www.lg.com/es

LIGHT ENVIRONMENT CONTROL, S.L. www.lecsl.com

LUXINTEC, S.L. www.litlighting.com

LUZCO, S.L. www.luzco.es

MANUFACTURAS PLÁSTICAS MAY, S.A. www.lux-may.com

MARSET ILUMINACIÓN, S.A. www.marset.com

NATRUS, S.L. www.cree-europe.com

NICHIA EUROPE B.V. www.nichia.com

ODEL LUX, S.A. www.lledosa.es

ORBIS TECNOLOGÍA ELÉCTRICA, S.A. www.orbis.es



PHILIPS



























OSRAM, S.A.

www.osram.es

PHILIPS IBÉRICA, S.A.U www.lighting.philips.es

PROYECTOS TÉCNICOS DE ILUMINACIÓN, S.A. www.pti.es

RTR ENERGÍA, S.L. www.rtr.es

SACOPA, S.A.U. www.ignialight.com

SALICRU, S.A. www.salicru.com

SANTA & COLE NEOSERIES, S.L. www.santacole.com

SCHNEIDER ELECTRIC ESPAÑA, S.A. www.schneider-electric.com

SCHRÉDER SOCELEC, S.A. www.schreder.com/

SECOM ILUMINACIÓN, S.L. www.secom.es

SELECO IMPOR EXPORT, S.L. www.quli.es

SIMON LIGHTING, S.A. www.iep.es

TRIDONIC www.tridonicatco.com

VOSSLOH SCHWABE IBÉRICA, S.L. www.vossloh-schwabe.com

ZALUX, S.A. www.zalux.com

36

