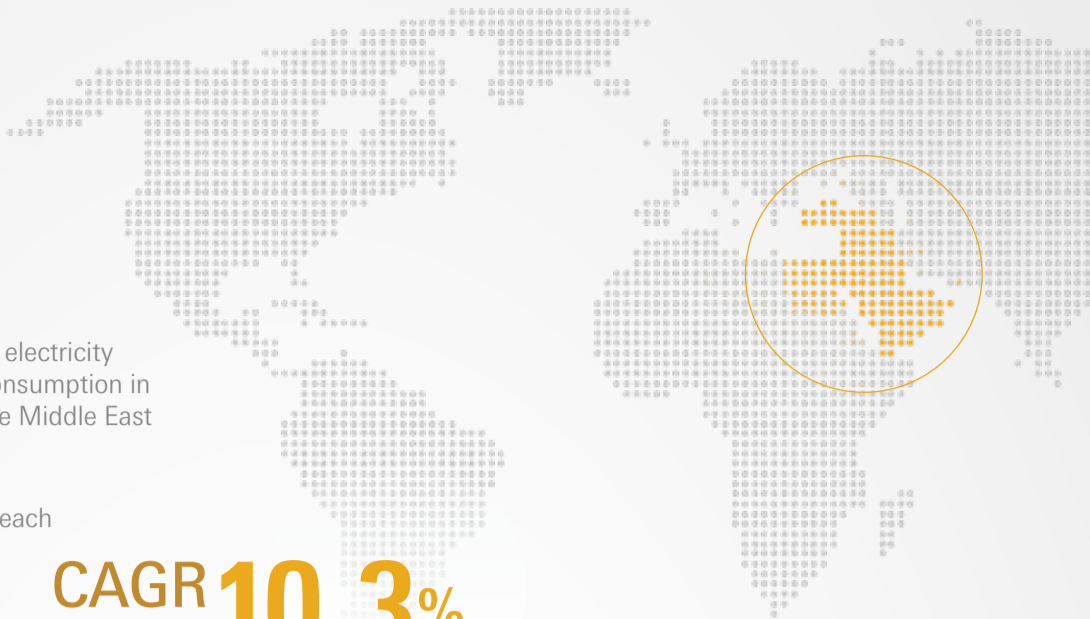


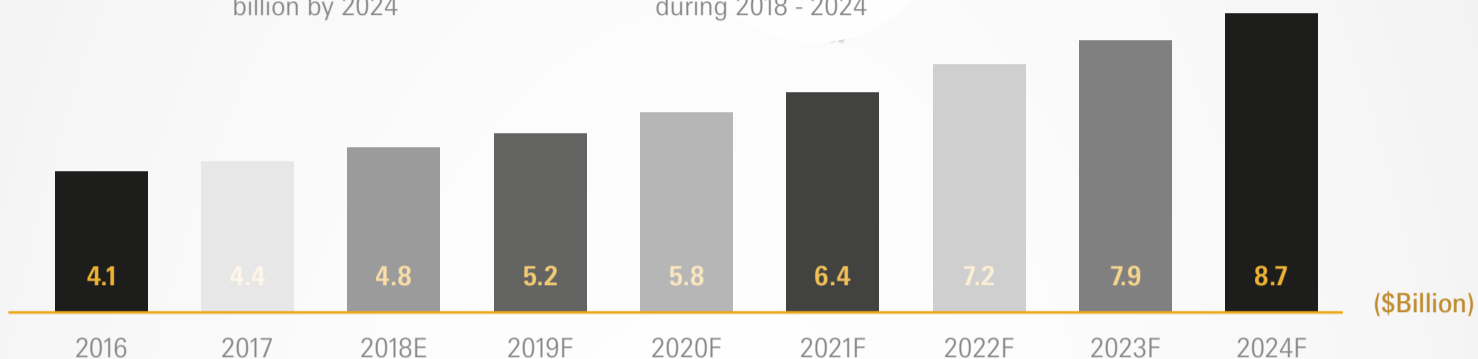
LIGHTING FIXTURE MARKET

MIDDLE EAST



> Lighting contributes around **19%** of electricity consumption in the Middle East

> The market is expected to reach **US\$ 8.7** billion by 2024 with a **CAGR 10.3%** during 2018 - 2024



Middle East Lighting Fixture Market Revenue Share, By Countries

Saudi Arabia accounted for the largest share among Middle East countries, with the Kingdom capturing a 30.3% share of lighting fixture market pie in 2017, followed by Turkey, UAE, Iran, Qatar and others. Countries such as the UAE, Jordan, Lebanon and Qatar are growing rapidly, in contrast to Kuwait, Bahrain and Oman which are gradually picking up the pace.



> With the transition from conventional lamps to LED and from LED lamps to fittings, the UAE witnessed the highest penetration of LED with adoption in almost all the major projects across the country followed by Qatar.

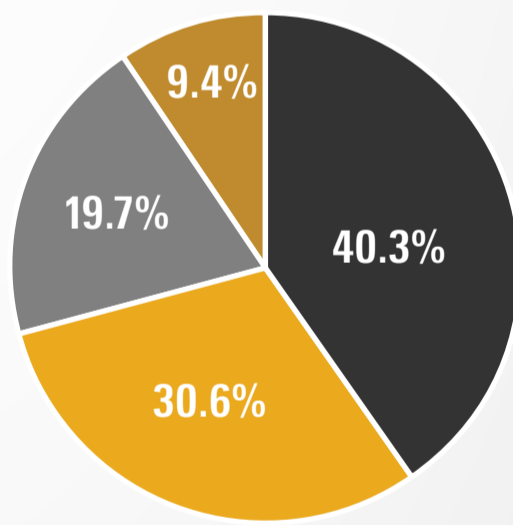
Middle East Lighting Fixture Market Outlook

Industrial Commercial Outdoor Others

The industrial sector accounted for the largest revenue share among all industry verticals. The vertical witnessed highest deployment of lighting fixtures in the Middle East.

The industrial vertical was followed by the commercial vertical in which high demand was witnessed primarily among commercial offices, shopping mall, retail outlets and showrooms.

Education and healthcare, on the other hand are merging strongly across the region and registered higher growth as compared to other sectors in commercial vertical.

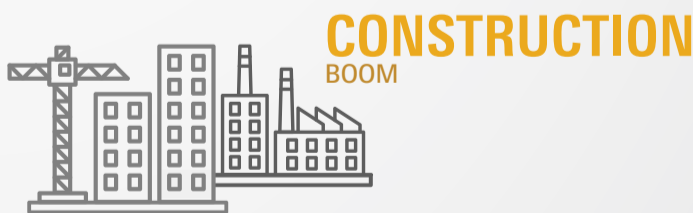


Middle East Lighting Fixture Market Drivers



Middle East countries – primarily Saudi Arabia, the UAE, Oman and Bahrain are investing substantially in manufacturing and industrial sector primarily in automotive and petrochemical sectors.

On the other hand, the commercial sector including hospitality, commercial offices, retail, entertainment, education and healthcare is witnessing rapid expansion across the Middle East leading to high adoption of lighting fixtures.



Substantial investments in construction and infrastructure sectors across countries such as the UAE, Saudi Arabia, Turkey, and Qatar.

The UAE is expected to emerge as the leader in total construction contractor awards in the GCC for 2018, followed by Saudi Arabia.

In 2018, an estimated US149\$ billion worth of contracts are expected to be awarded with US79\$ billion worth of construction contractor awards attributed to buildings in the Gulf region, followed by energy projects (US45\$ billion), and infrastructure (US25\$ billion).

• Major upcoming Middle East events such as the

DUBAI & QATAR FIFA EXPO 2020 & WORLD CUP 2022

is anticipated to act as a catalyst for the growth of lighting fixture market. Major infrastructure development across Qatar and the UAE including in buildings, stadiums, transport network, and hotels would be witnessed in the near-future.