

Press release
Dornbirn, June 2011

SPAR invests in innovative LED lighting

Zumtobel wins EUR 50 million contract



B1 I LEDs only: at the fresh-product counters, semi-recessed LED downlights provide high-quality, yet gentle illumination of the goods displayed.

In a press conference held on 16 June at the Zumtobel Light Forum in Vienna, SPAR Austria announced that, within the next five years, the organisation is going to invest in innovative and energy-efficient lighting solutions provided by the Austrian-based Zumtobel company.

Some eight months ago, two SPAR climate-protection markets featuring an innovative LED lighting concept developed by Zumtobel were opened in Austria (in Vienna and in the Styrian town of Murau) at the same time. After the first six months, SPAR's expectations with respect to technology have been fully met, and customer response turned out to be highly positive, so that SPAR Austria has now awarded a EUR 50 million contract to the Vorarlberg-based Zumtobel company to install the – globally unique – Tecton LED continuous-row lighting system in all SPAR markets in Austria to be newly built or redesigned. Moreover, SPAR even considers extending the pioneering lighting concept to their supermarkets in Eastern Europe.

“We are very proud to have been awarded the contract by SPAR Austria, and we consider it a milestone in the introduction of LED, the technology of the future, into general lighting,” says Harald Sommerer, CEO of the Zumtobel Group.

“For us, this contract means that we will be able to install a significant volume of innovative LED luminaires on a large scale for the first time. Three factors have considerably contributed to this step: our own innovation competence, many years of outstanding collaboration with SPAR, and the successful pilot projects in Murau and Vienna.”

In Vienna and Murau, technical analyses to evaluate energy- and resource-saving measures have shown that the lighting system is a major energy consumer, second only to the heating & cooling system. Thanks to the new 100% LED solution, SPAR is able to save up to 50 % of energy. According to Hans K. Reisch, SPAR's financial director, the envisaged savings of 80 and 50 tons of CO₂ per year in Murau and Vienna, respectively, are absolutely within the realm of possibility. He adds, however, that it will be necessary to wait until after the summer in order to be able to draw conclusions concerning a full year of operation including all seasons.

The Tecton LED continuous-row lighting system used for ambient lighting in the supermarkets was developed by Zumtobel in collaboration with SPAR Austria and later added to Zumtobel's standard range of products. The LED version of this tried-and-tested product



B2 | Even from outside, the SPAR supermarket in Vienna presents an ecological appearance: the accessible roof is in stunning contrast to traditional supermarket buildings.

by Zumtobel offers high lighting quality with efficient light sources, resulting in numerous benefits for the client: good thermal management inside the luminaire ensures a long service life of the light-emitting diodes, thus dramatically reducing maintenance efforts and costs. In addition, the LEDs' IR- and UV-free radiation is gentle on foodstuffs. In compliance with vertical and horizontal illuminance requirements and

providing very good lighting quality, the Tecton LED continuous-row lighting system fulfils all demands placed on uniform and efficient ambient lighting. Tecton LED's visual appearance, a consistent narrow light line uninterrupted by dark zones at the luminaire ends, is also quite impressive. Series production will begin at Zumtobel's Dornbirn plant in July 2011.



B3a, B3b | Thanks to innovative LED lighting, "Passivhaus" construction, advanced building management and more, the SPAR supermarket branches located in Vienna and Murau save 50% of energy and up to 80 tons of CO₂.

Moreover, another innovative product made by Zumtobel will be used in the supermarkets: the Vivo Tunable Food LED spotlight. With this spotlight, which has been especially designed for illuminating fresh goods such as fruit, vegetables, bread or meat, Zumtobel shows the innovative options provided by LED technology today: ten preprogrammed colour points – depending on the goods in question – can be called up via a switch at the spotlight or using a control unit. This will make the highly complex conventional approach of using a variety

of reflector and filter technologies obsolete. Other benefits of the LED spotlight are reduced thermal output, IR and UV-free radiation and excellent colour rendering. “SPAR Austria and Zumtobel are united by their common goal of striving for innovative and energy-efficient solutions; this major contract allows us to make a significant contribution to climate protection, and we look forward to further successful collaboration”, Reisch and Sommerer jointly confirm at the press conference.



B4 | The new Vivo Tunable Food LED spotlight features a programmable colour spectrum ensuring the perfect colour for fruit, vegetables or meat. With this product, Zumtobel has made a quantum leap, revolutionising complex reflector/filter systems used for lighting groceries.

B5 | The LED continuous-row lighting system – installed in the two SPAR climate protection supermarkets – improves lighting quality while reducing energy consumption for the entire artificial lighting system of an average supermarket location by 25 per cent. With Tecton LED, Zumtobel’s most important product range – which amounts to 20% of the total revenue – is given a pivotal innovation boost.



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