



May 2, 2022

Subject: Signify successfully completes acquisition of Fluence, strengthening its Agriculture lighting growth platform

Dear supplier,

As a valued supplier, we want to inform you that as of today, we have successfully completed the acquisition of Fluence, a US-based company that provides LED luminaires to horticultural lighting segments in North America and the rest of the world.

Why this acquisition?

Fluence adds complementary technology, market segments and geographical spread to Signify's existing horticultural lighting offerings and operations. Joining forces allows us to serve our customers even better than before, and to further diversify customer base.

What does this mean for you?

Fluence will operate as a standalone business, with its own management, sales, and operations teams as part of Signify's Agricultural Lighting Business Unit.

This acquisition also lays the foundation for further growth, which we can only accomplish through our continued relationship with you. We remain committed to our TRITIUM supply base transformation program, which aims at developing our competitive, agile, innovative, and compliant suppliers, and providing outstanding advantages to our best-in-class TRITIUM partners.

Should you have any questions, please do not hesitate to contact your Supplier Account Manager.

We look forward to our continued successful collaboration.

Luc Broussaud
Head of Procurement Signify

Vincent Gelineau
Procurement Leader Signify Americas

