

SSL Manufacturing

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Disclaimer

This presentation may contain forward-looking statements involving risks and uncertainties, both known and unknown, that may cause actual results to differ materially from those indicated. Actual results may differ materially due to a number of factors, including; the risk we may encounter delays or other difficulties in ramping up production of our new products; customer acceptance of our products; the rapid development of new technology and competing products that may impair demand or render Hubbell's products obsolete; and other factors discussed in Hubbell's filings with the Securities and Exchange Commission.

Solutions for Every Market



Commercial



Industrial



Hospitality



Energy/Retrofit



- ALERA LIGHTING
- ARCHITECTURAL AREA LIGHTING
- BEACON PRODUCTS
- COLUMBIA LIGHTING
- COMPASS LIFE SAFETY
- HUBBELL CONTROL SOLUTIONS
- HUBBELL HEALTHCARE SOLUTIONS
- HUBBELL INDUSTRIAL LIGHTING
- HUBBELL OUTDOOR LIGHTING
- KIM LIGHTING
- KURT VERSEN
- LITECONTROL
- PRECISION-PARAGON [P2]
- PRESCOLITE
- PROGRESS LIGHTING
- WHITWAY



Institutional/Healthcare



Retail

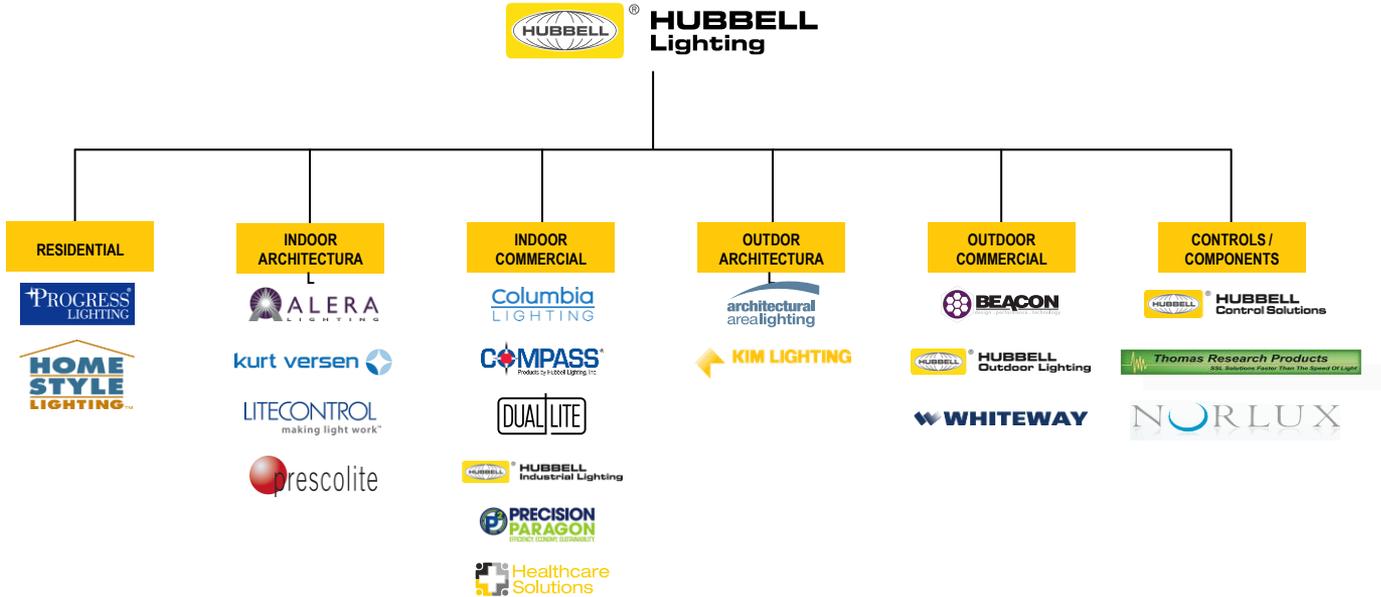


National Accounts



Specialty

Hubbell Lighting – Brand Alignment



Operational Excellence



MANAGEMENT

3,900 Employees
9 States
United States, Canada,
Mexico, Puerto Rico

MANUFACTURING

8 Plants
2.1 Million SF

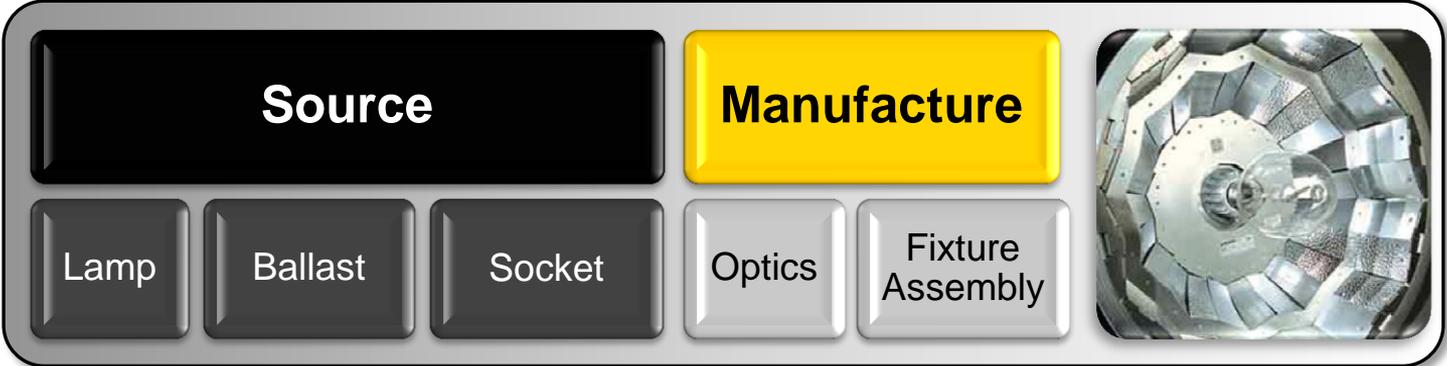
DISTRIBUTION

5 Facilities
1.1 Million SF



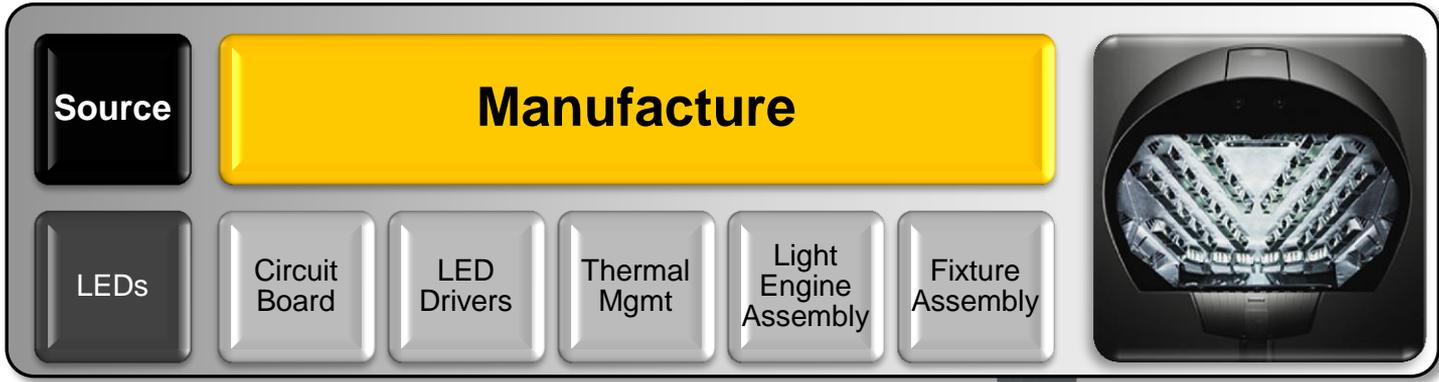
From Electrical...

Legacy Lamp Technologies





New SSL Technologies



Employee Evolution

- Technical skillset shifted from mechanical to electro-mechanical, electronics, and software
- Significant re-training and re-tooling of workforce (e.g. factory, quotations, sales, tech/customer support, design, NPD, etc.)
- Headcount change has mirrored revenue growth

Design and Manufacturing Challenges



- 25°C ambient operation
- Indoor use
- Clean 120V power
- Wireless connectivity
- ~\$1,000
- 1 year warranty

Components

- LED Board
- Power Supply
- Control Board
- Wireless Radio
- Apps/Software



- -40 to 40°C ambient operation
- Outdoor and industrial uses
- 277V to 480V dirty power
- Wireless connectivity
- ~\$1,000
- 5 to 10 year warranty

Future Direction

- Continuous operational improvement
- System reliability
- Smart controlled, connected SSL luminaires
 - Improve energy savings
 - Improve user experience
 - Customizable and configurable
 - Improve human factors (human health and well-being)
 - Offer new benefits beyond lighting
 - Others...

Thank you! – Questions?

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