

# 2022 CSIL LIGHTING REPORTS

Evidence-based analysis,  
intellectual integrity  
and global perspective

WHO  
WE ARE

LIGHTING  
REPORTS

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CUSTOMIZED  
RESEARCH

Csil

CENTRE FOR INDUSTRIAL STUDIES

## Facts

- Founded in Milan in 1980
- Over 100 collaborators and correspondents in 20 countries
- 100+ countries covered by our research activity
- 2000+ clients, public and private
- 3000+ studies delivered so far
- 150+ international seminars organised
- 200+ partnerships with public and private organisations
- 100 conferences, events and fairs attended each year

  
Funded in Milan in 1980

  
39 partners

  
Over 100 collaborators and correspondents in 20 countries

  
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3000+ studies delivered so far

  
150+ international seminars organised

  
200+ partnerships with public and private organisations

  
100 conferences, events and fairs attended each year

## Network

CSIL is an employee-owned, **not-for-profit cooperative company**. By statute, our objective is to create job opportunities and cultural advancement for our partner employees, contributing in this way to social and economic development.

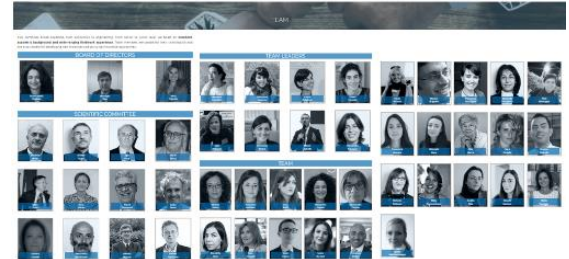
We believe that applied economic research and the study of development processes, even on a small scale, on a single industry or sector, is a useful contribution to society

CSIL relies on a well-connected network of professionals, who are based in different locations. While CSIL's core functions are centralised in Milan's headquarter, remote working allows us to pursue our global perspective, enlarge the pool of available expertise and help people achieve a better work-life balance.

### NETWORK



## Partners



see us at <https://www.csilmilano.com/team/>

# WHAT WE DO (OVERALL)



## Market Research.

Our knowledge and expertise cross many industries worldwide, with a focus on the furniture, furnishing and

lighting sectors and the related supply and distribution chains. Our **research activity** is based on a longstanding experience in gathering, monitoring and interpreting data, further enhanced by a constant dialogue with sector companies and stakeholders through structured and dedicated surveys. We have built over the years a unique observatory on competitive systems functioning in different sectors and countries, as well as on product development, demand features, consumer behaviour and megatrends affecting the industry (e.g., innovative materials, sustainability, digitalization, e-commerce, mass customization, etc.). We offer to our clients market research reports (available off-the-shelf for customers) and tailored services on demand.

Browse our dedicated websites to learn about CSIL furniture and lighting observatories.



**Industrial Studies and Foresight:** Our knowledge and expertise cross many industries worldwide, including space, construction, wood, furniture, textile and leather, fashion and design, lighting, domestic appliances, etc. Our activity is connected to a wide range of research topics, including structural transformation, trade and global value chains, SMEs, entrepreneurship, clusters and ecosystems, science, innovation and new technologies, artificial intelligence and internet of things, sustainability and circular economy, smart regulation, etc.

We support companies, public institutions and trade associations in their process of selection and analysis of market opportunities on a global scale and in the formulation of development marketing strategies.



**Evaluation and Policy Analysis:** We support the public sector in designing, analysing and evaluating policies and programmes so as to optimise spending and increase accountability and effectiveness.

Our approach to evaluation and policy analysis is aimed at formulating action-based and practical recommendations.

We provide in-depth analysis of the competitiveness, innovation, and industrial dynamics of different technologies and industrial sectors.

## Strengths in research

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- A wide network of contacts within the industry (**around 1,000 companies**), including manufacturers, suppliers, distributors and public bodies
- Immediate access to an **in-house database** of sector and company information over time (2005-2021)
- A sound **quantitative approach**, including consolidated experience in forecasting and big data analytics (e.g., web-scraping, machine learning)
- **Long-lasting experience** in dealing with sector issues, including qualitative trends analysis through extensive and focused surveys (both online and offline)
- In-depth knowledge of **adjacent sectors** (e.g., high-end design, e-commerce, furniture, appliances market), directly or indirectly related to the lighting sectors, which could help extend the coverage of the analysis
- Experience in analysing and providing technical assistance for **sector legislation and policy development** at EU level affecting the evolution of EU industry and markets
- A **global view**, in terms of the areas studied and the customers served
- A global **network of sector experts** and professionals

## Services

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- **Quantitative analysis:** market sizing and demand forecasting
- **Competitive analysis:** mapping and studying sector players, their market shares technology capacity (IP analysis) and performances
- **Qualitative analysis:** investment drivers, product trends, consumer preferences
- Support in the formulation of **marketing strategies** as well as M&A initiatives
- Assistance in the implementation of action plans: lead generation and creation of **B2B contacts**

## Research outputs

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- **Multiclient reports** available off-the-shelf for CSIL customers
- **Custom made** research prepared for individual clients

### **LEDs and the worldwide market for connected lighting (S52)**

70 countries. Activity trend 2005-2021, forecast up to 2024. Professional and consumer lighting, indoor and outdoor. Over 100 interviews with leading players and company profiles. Overview on IP patents. Market penetration by country and by around 20 market segments. Reference prices and estimated quantities. Financial analysis and quantitative data for around 300 players. Smart connected lighting. Analysis of the existing stock for key markets.

**About 180 pages. Language: English. Edition XIII. Year 2022. Price EUR 2000**

### **E-commerce for the lighting industry (M3)**

Europe, United States and China. Size of the E-commerce lighting market and expected trends. B2C and B2B. Case histories. E-tailers, wholesalers and proprietary web sites. Logistics. Reference prices and reference products.

**About 80 pages. Language: English. Edition V. Year 2021. Price EUR 1600**

### **The world market for horticultural lighting (S85)**

Europe, United States, Asia. Greenhouses, indoor and vertical farming. Technological background. Activity trend and forecast. Production breakdown and market shares.

**About 60 pages. Language: English. Edition I. Year 2021. Price EUR 1600**

### **Smart cities and flagship stores: Lighting & Contract (S86)**

Top 3000 lighting retailers and wholesalers in the major 85 cities worldwide. Success stories. Company profiles for 35 leading brands. Sales estimate in the lighting specialist channel and forecast in selected Local markets.

**About 200 pages + Excel directory. Language: English. Edition I. Year 2021. Price EUR 1600**



## **World trade of lighting (W15)**

Imports and exports of lighting fixtures, lamps, and related products in 70 countries. The analysis includes: 2014-2019 data; estimated segmentation according to product groups; breakdown of international trade by geographical area, estimated demand by country and main solutions; 2020-2023 forecasts.

*About 270 pages. Language: English. Edition XXV. Year 2020. Price EUR 1600*

## **Lighting Contract: Top 250 Architectural Companies and Lighting Designers (S84)**

The who's who in the project segment of the lighting world. Short profiles. Estimated market size of the contract business, with focus on the upper-end segment

*About 130 pages. Language: English. Edition IV. Year 2022. Price EUR 1600*

## **Financial Analysis of 100 Major Lighting Manufacturers Worldwide (W29)**

The "state of health" of the lighting industry, highlighting the recent trends and structural characteristics of the sector through the analysis of the balance sheets (key financial indicators, profitability and structure ratios, employment data) for the years 2016 to 2020 of a group of 800 companies based worldwide, broken down by geographical area, lighting segment, turnover range. The top 100 companies ("Best in class") were selected from a sample of 800 companies on the basis of a synthetic indicator which includes the main profitability, performance and financial indicators, and reported separately as Big (over 50 million USD turnover) and Small players

*About 50 pages excel database. Language: English. Edition III. Year 2022. Price EUR 1600*



### **The European market for lighting fixtures (EU6)**

30 EU countries. Activity trend 2017-2021, forecast up to 2024. Professional and consumer lighting, indoor and outdoor. Over 100 interviews with leading players and company profiles. Information collected from approximately 200 companies active in the lighting business. The information was gathered either through active participation (direct replies to an interview or completion of a questionnaire) or through company balance sheets, figures and estimations; analysis of CSIL databases for lighting fixtures in Europe and worldwide; web scraping (localization of lighting retailers and other relevant trade outlets); investor relations and balance-sheets for around 80 companies; general documentation related to the lighting industry; official figures for foreign trade provided by Eurostat. Market shares by country and by around 20 market segments. Distribution channels and reference prices. Financial analysis. Smart connected lighting.

***About 300 pages. Language: English. Edition XXXI. Year 2022. Price EUR 4000***

### **The European market for Healthcare lighting (EU31)**

Major European markets and a bird eye on the world market. Surgical lights and general lighting. UV lamps. Activity trend 2014-2020 and expected trend. Market drivers. Connectivity, HCL and innovation. Market shares.

***About 100 pages. Language: English. Edition II. Year 2021. Price EUR 1600***

### **The lighting fixtures market in Belgium and Luxembourg (EU35)**

Data on production, consumption and international trade for the years 2010-2020 and forecasts for the next four years. Lighting fixtures exports and imports by country and by geographical area of destination/origin. Analysis of the lighting fixtures market by segments (Residential-consumer, architectural-commercial, industrial, outdoor lighting), and by types of products and applications. Overview of the main distribution channels active on the Belgian lighting fixtures market. Competitive system and insight into the leading local and foreign players present on the Belgian lighting fixtures market.

***About 30 pages. Language: English. Edition I. Year 2021. Price EUR 800***

## **The European market for emergency lighting (EU24)**

Sector performance, competitive system, market drivers and major market players. Product segmentation: residential, commercial, industrial and outdoor lighting controls applications. Technology issues. Legal framework. Geographical coverage: the European Union 15, plus Norway and Switzerland.

**About 60 pages. Language: English. Edition II. Year 2017. Price EUR 1280**

## **The European market for lighting controls and IoT (EU26)**

Indoor and outdoor lighting controls, lighting management, IoT products. Estimated market data and forecast. Market breakdown. Short profiles. Market shares of the top manufacturers. Market breakdown by kind of product, application, demand (public or private) and light source. Geographical coverage: Europe (27) plus a snapshot on USA.

**About 80 pages. Language: English. Edition II. Year 2017. Price EUR 1280**

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## AMERICAS

## **The lighting fixtures market in the United States (S15)**

Activity trend 2017-2021, forecast up to 2024. Professional and consumer lighting, indoor and outdoor. Over 50 interviews with leading players and company profiles. Market shares by around 15 market segments. Distribution channels and reference prices. Financial analysis. Main metropolitan markets. Smart connected lighting. Market drivers.

**About 200 pages. Language: English. Edition XVI. Year 2022. Price EUR 1600**

## **The lighting fixtures market in Latin America (S58)**

5 countries. Activity trend 2016-2021, forecasts up to 2023. Professional and consumer lighting, indoor and outdoor. Over 50 interviews with leading players and company profiles. Market shares by around 15 market segments. Distribution channels and reference prices. Financial analysis. Main metropolitan markets. Smart connected lighting. Market drivers.

**About 100 pages. Language: English. Edition V. Year 2022. Price EUR 1600**



### **The lighting fixtures market in China (S27)**

Activity trend 2017-2021, forecast up to 2023. Professional and consumer lighting, indoor and outdoor. Over 50 interviews with leading players and company profiles. Market shares by around 15 market segments. Distribution channels and reference prices. Financial analysis. Main metropolitan markets. Smart connected lighting. Market drivers.

***About 200 pages. Language: English. Edition XV. Year 2022. Price EUR 1600***

### **The lighting fixtures market in India (S33)**

Market size (overall, by application, and by product). Activity trend and trade data 2014-2019, forecast up to 2023. Company market shares (overall and by application) and company profiles. LED penetration. Smart Connected Lighting. Distribution channels. Reference prices. Financial analysis. Market drivers.

***About 170 pages. Language: English. Edition VIII. Year 2020. Price EUR 1600***

### **The lighting fixtures market in Asia Pacific (S72)**

The report offers an accurate analysis of the lighting fixtures market in 7 Asian countries: Indonesia, Malaysia, Philippines, South Korea, Singapore, Thailand, Vietnam, with also an overview of the lamps and connected lighting market. Activity trend 2014-2019 and forecasts up to 2023 for each considered country; market structure by segments (Residential, Professional, Industrial, Outdoor), products type and applications; competitive and distribution system analysis.

***About 190 pages. Language: English. Edition V. Year 2022. Price EUR 1600***

### **The lighting fixtures market in Japan (S72JP)**

Activity trend 2015-2020; international trade; sales and market shares of the major 100 Local and International players; distribution channels; LED and conventional light sources.

***About 100 pages. Language: English. Edition VIII. Year 2021. Price EUR 1600***

## **The lighting fixtures market in Australia and New Zealand (S72AU)**

Activity trend 2011-2016; international trade; sales and market shares of the major players; distribution channels; LED and conventional light sources.

**About 100 pages. Language: English. Edition III. Year 2017. Price EUR 1280**

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## **RUSSIA, TURKEY, MIDDLE EAST, AFRICA**

### **The lighting fixtures market in Russia (S28)**

Production, consumption, imports and exports, highlighting four core segments: residential/consumer, architectural/commercial, industrial and outdoor lighting, plus an estimate of the Russian market size of lamps and lighting controls. Sales data and market shares of the major local and international players present in each segment, data on the market structure by products and applications, distribution

**About 110 pages. Language: English. Edition X. Year 2020. Price EUR 1600**

### **The lighting fixtures market in Middle East and North Africa (S38)**

The report offers an accurate analysis of the lighting fixtures market in 12 MENA countries: Bahrain, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, United Arab Emirates, Egypt, Algeria, Morocco, Tunisia, hereafter referred to as MENA. The first section of the Report shows the aggregate figures and the outlook of the area, including the activity trend by segment and by light source, and the competitive situation. The second part of the Report contains the analysis by single country considered (data and trend on lighting fixtures market, production and international trade; a description of the distribution system; an overview of the competitive system and major macroeconomic indicators)

**About 200 pages. Language: English. Edition VII. Year 2020. Price EUR 1600**

### **The lighting fixtures market in Turkey (S45)**

**About 90 pages. Language: English. Edition III. Year 2015. Price EUR 1280**

### **The lighting fixtures market in Africa (S79)**

**About 160 pages. Language: English. Edition I. Year 2015. Price EUR 1280**

### **The world market for outdoor lighting (W19)**

Assessment on the state-of-the-art of technologies. Market size and major players (Europe, North America, Asia): consumer outdoor, architectural landscape, street lighting, tunnel, area lighting. Connected lighting. Street lighting in major metropolitan areas worldwide. Activity trend 2016-20320 and 2023 Forecast.

*About 120 pages. Language: English. Edition VI. Year 2021. Price EUR 2000*

### **The European market for outdoor lighting (EU30)**

*About 80 pages. Language: English. Edition I. Year 2014. Price EUR 1280*

### **Il mercato Italiano dell'illuminazione outdoor (IT40)**

*About 30 pages. Language: English. Edition I. Year 2015. Price EUR 1280*

# OTHER AVAILABLE CSIL REPORTS

## **The world market for safety syringes (W32)**

International competitive landscape: standard syringes, active and passive safety, prefilled. Main manufacturers. 2010-2020 trend and expected forecast, focus on the Covid vaccination campaign, and next.

*About 80 pages. Language: English. Edition I. Year 2021. Price EUR 4000*

## **Profiles of 50 major appliance manufacturers worldwide (AP17)**

*About 250 pages. Language: English, Edition VIII. Year 2021 Price EUR 1600*

## **The European market for Eco building Products (EU23)**

*About 150 pages. Language: English. Edition I. Year 2012. Price EUR 2000*

## **The European market for kitchen furniture (EU4)**

*About 250 pages. Language: English. Edition XXXII. Year 2022. Price EUR 4000*

## **The European market for office furniture (EU2)**

*About 260 pages. Language: English, Edition XXXIII. Year 2022. Price EUR 3500*

## **The world mattresses industry (W17)**

*About 600 pages. Language: English. Edition XVIII. Year 2021. Price EUR 2600*

## **World Luxury Furniture Market (W21)**

*About 200 pages. Language: English. Edition III. Year 2019. Price EUR 2600*

## **World Hospitality Market (W20)**

*About 260 pages. Language: English. Edition II. Year 2013. Price EUR 2000*

## **Smart cities and flagship stores: kitchen furniture (S87)**

*About 200 pages + Excel directory. Language: English. Edition I. Year 2021. Price EUR 1600*

## **The kitchen furniture market in India (S76)**

*About 80 pages. Language: English. Edition II. Year 2021. Price EUR 1600*

## Approximately 40% of CSIL's market research is carried out “on demand”

Custom research meets the specific needs of the Clients and the outcomes are for their exclusive use. Customized research is based on a multidisciplinary approach, using both desk and field analyses. CSIL has partners and correspondents in around 20 countries including Brazil, China, India, Russia, USA and all over Europe. Costs for customized projects usually vary between 4,000 Eur and 30,000 Eur. Detailed prices are provided for each request. Delivery time is usually 2-8 weeks.

## Examples of topics carried out in recent years

- Market share analysis in the lighting market worldwide;
- Competitive positioning of three brands in the design-oriented market;
- Long-term trends (30 years) in the European lighting market;
- Top 5 five players in Asian markets;
- Biannual surveys for cons. luminaires;
- Serviceability lighting;
- World Retail Lighting;
- Office lighting (portable) in Europe and United States;
- Stock of LED luminaires in selected countries and applications;
- Italian market for prof. fire alarms;
- Partner research for an OLED supplier in the high-end furniture market;
- Prospects for embedded lighting in furniture;
- The tunnel lighting market in three emerging countries;
- Midterm trends for LED components
- Potential market for luxury kitchens in selected countries;
- Potential market in selected municipalities for a furniture retailer.
- Retail software for kitchen furniture planning;
- Partner research in Saudi Arabia;
- Partner research: Electrical Contractors
- Potential market for robotics in the kitchen high-end market;
- Partner research in the Italian design-oriented market;
- Potential market for napkins in Europe, China, and North America;
- Candle markets in Europe, USA, and China;
- Design workshop training in Italy, Bangladesh and Thailand;
- Premium furniture surfaces
- High end premium pricing in China
- Italian handcrafts and panel edges distribution
- From scientific experiments to innovation: Impact pathways of a Synchrotron Light Facility
- Perspectives for the safety syringes market
- Cannabis legislation, cultivation and hydroponic equipment distribution
- Trade satisfaction in the European built-in appliances market;
- Steam ovens market
- Development of Ukrainian furniture industry;
- Summer school on cost-benefit analysis of investment projects;
- Evaluation of EU Cohesion Policy.

Please feel free to give a briefing and ask a quotation: [decarli@csilmilano.com](mailto:decarli@csilmilano.com)

TITLE	CODE	EDITION	YEAR	PRICE €*	
LEDs and the worldwide market for connected lighting	S52	XIII	2022	2000	<input type="checkbox"/>
E-commerce for the lighting industry	M3	V	2021	1600	<input type="checkbox"/>
The world market for horticultural lighting	S85	I	2021	1600	<input type="checkbox"/>
Smart cities and flagship stores: Lighting & Contract	S86	I	2021	1600	<input type="checkbox"/>
World trade of lighting	W15	XXV	2020	1600	<input type="checkbox"/>
Lighting Contract: Top 250 Architectural Companies and Lighting Designers	S84	IV	2022	1600	<input type="checkbox"/>
Financial Analysis of 100 Major Lighting Manufacturers Worldwide	W29	III	2022	1600	<input type="checkbox"/>
The European market for lighting fixtures	EU6	XXXI	2022	4000	<input type="checkbox"/>
The European market for Healthcare lighting	EU31	II	2021	1600	<input type="checkbox"/>
The lighting fixtures market in Belgium and Luxembourg	EU35	I	2021	800	<input type="checkbox"/>
The European market for emergency lighting	EU24	II	2017	1280	<input type="checkbox"/>
The European market for lighting controls and IoT	EU26	II	2017	1280	<input type="checkbox"/>
The lighting fixtures market in the United States	S15	XVI	2022	1600	<input type="checkbox"/>
The lighting fixtures market in Latin America	S58	V	2022	1600	<input type="checkbox"/>
The lighting fixtures market in China	S27	XV	2022	1600	<input type="checkbox"/>
The lighting fixtures market in India	S33	VIII	2020	1600	<input type="checkbox"/>
The lighting fixtures market in Asia Pacific	S72	V	2022	1600	<input type="checkbox"/>
The lighting fixtures market in Japan	S72JP	VIII	2021	1600	<input type="checkbox"/>
The lighting fixtures market in Australia and New Zealand	S72AU	III	2017	1280	<input type="checkbox"/>

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## METHOD OF PAYMENT

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# CONTACTS FOR CSIL LIGHTING OBSERVATORY



Aurelio Volpe

Scientific Committee President, Senior Market Researcher

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Aurelio Volpe co-founded CSIL in 1980. He is a leading market research expert with wide expertise in competitiveness assessment, market performance analysis, scenario analysis, and industry benchmarking. He is an expert in different sectors, including furniture, lighting fixtures, major appliances, and related supply and distribution chains.

Aurelio Volpe holds a degree in Economics from the University of Palermo and a Master of Science in Business Administration from Bocconi University in Milan.



Sara Banfi

Partner, Market Researcher

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Sara Banfi started her research career at CSIL in 2015. She specialises in assessing specific furniture segments and high-tech industries worldwide (LEDs, home automation systems, and advanced polymer technologies), analysing their competitive systems, and developing a strategic outlook for those industries over the medium and long term. Sara holds a degree in Economic and Social Sciences from Bocconi University in Milan.

Please feel free to give a briefing and ask a quotation: [banfi@csilmilano.com](mailto:banfi@csilmilano.com)

*RePEc* Browse Aurelio Volpe's research on RePEc.

## CSIL, Centre for Industrial Studies

C.so Monforte 15

20122 Milano, Italy

Tel + 39 02 796630

Email: [csil@csilmilano.com](mailto:csil@csilmilano.com)

VAT: IT 04825320155

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### YOUR CONTACT PERSON AT CSIL

Aurelio Volpe

Market Research Director

Phone: +39 02 84105620

Email: [volpe@csilmilano.com](mailto:volpe@csilmilano.com)



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