

by Aurelio Volpe

REPORTING FROM LIGHTFAIR 2022 IN LAS VEGAS

LightFair 2022, Las Vegas, has been a success, after a 2021 edition (NY) that paid the uncertainty on pandemic situation. More than 10,000 attendees at the Las Vegas Convention Center, visited 331 exhibitors in the trade show and took part in 41 conference sessions. Acuity, US market leader, decided not to attend the event, that was attended by its main competitor Signify. Current, formerly GE Current, a Daintree Company, announced its acquisition of Hubbell Lighting at the 2021 LightFair, and this year unveiled the new company branding. For its 2023 edition, LightFair will return to the East Coast, May 21 - 25 at the Jacob K. Javits Convention Center in New York. LightFair 2023 will take place during NYCxDESIGN Week and debuting its co-location with the International Contemporary Furniture Fair (ICFF).

TALKING WITH THE EXHIBITORS
CSIL attended the fair and had talks with some 50 among the most relevant exhibitors. It results a production

growth rate by around 9%, that moves the production levels around the figures of 2021. Things are going better in the outdoor segment (growth of 12% and more) and worse for industrial lighting (almost no growth). Growth is approximately the same among big players (over 600 million EUR) and mid sized (500-50 million turnover), around +12%, while it is lower among small players (5%). The residential segment signs a 10% growth but with a lower growth rate for the Design segment (around 7%). Commercial lighting fixtures register as well a 10% growth (with peak of 20% and more for connected lighting). 9% is approximately the same growth rate for US lighting exports, approximately at the same rate versus Canada and Mexico. Imports of lighting fixtures grew during by 2021 about 19%, more specifically around 15% from the main traditional suppliers (China, Mexico) and an outstanding 30% from Europe.

This suggests that consumption of lighting fixtures in the United States was somewhat higher than the average 9% supply side, may be in the

region of +13% (definitive figures will be disclosed by CSIL in coming weeks). This first estimate is supported also by the boom of lighting sales in Home Depot (around 20%), that imports a relevant share of its products. In the region of 12%-14% also the growth rate for companies having in their US portfolio a big share of imported products, such as Acuity (from Mexico), Signify (China, Europe), Ledvance (China). Most of this 13% increase is made by the price component, especially on low-mid priced items. There is a shift from downlights/spot lights to linear lighting (and undercabinet, for the home sector). Relevant investments are recorded in residential outdoor and area lighting, while street lighting is not booming. Connected lighting is growing especially indoor (Signify, Current, Amerlux). On the East Coast, the contract market is still suffering, while there is no slow down for E-commerce in all segments. Among the mid sized companies, to notice the growth of Wac Lighting, with its acquisition of Schonbeck from Swarovski.

USA. IMPORTS OF LIGHTING FIXTURES BY COUNTRY AND BY GEOGRAPHICAL AREA, 2016-2021.
USD MILLION, PERCENTAGE SHARES AND PERCENTAGE ANNUAL CHANGES

	USD million						% shares		% changes		annual Av. 16-21
	2016	2017	2018	2019	2020	2021	2016	2021	21/20		
China	5,497	5,025	5,496	4,232	3,860	4,441	59.1	49.8	15.1	-4.2	
Mexico	2,177	2,122	2,112	1,916	1,765	2,005	23.4	22.5	13.6	-1.6	
Canada	563	575	605	701	591	581	6.1	6.5	-1.6	0.6	
- North America	2,740	2,697	2,718	2,617	2,356	2,586	29.4	29.0	9.8	-1.2	
Asia and Pacific	6,021	5,481	5,987	4,946	4,718	5,768	64.7	64.7	22.3	-0.9	
Europe	529	488	509	513	403	528	5.7	5.9	30.9	-0.1	
World Total	9,308	8,682	9,233	8,092	7,490	8,910	100.0	100.0	19.0	-0.9	

Source: CSIL processing of official data