

Building Effective Global-Local Industry Partnerships



WU Ling

China Solid State Lighting Alliance

Accra, Ghana, May 7, 2008

Outline

- 1. Who are we?**
- 2. What the Role of CSA in Global-Local Industry Partnerships?**
- 3. What can we do for Lighting Africa?**

Who are we?

- **Founded on 12 October, 2004**
- **Platform as Public-Private Partnership for China SSL industry**
- **92 leading SSL companies and research institutes from the entire industrial chain**



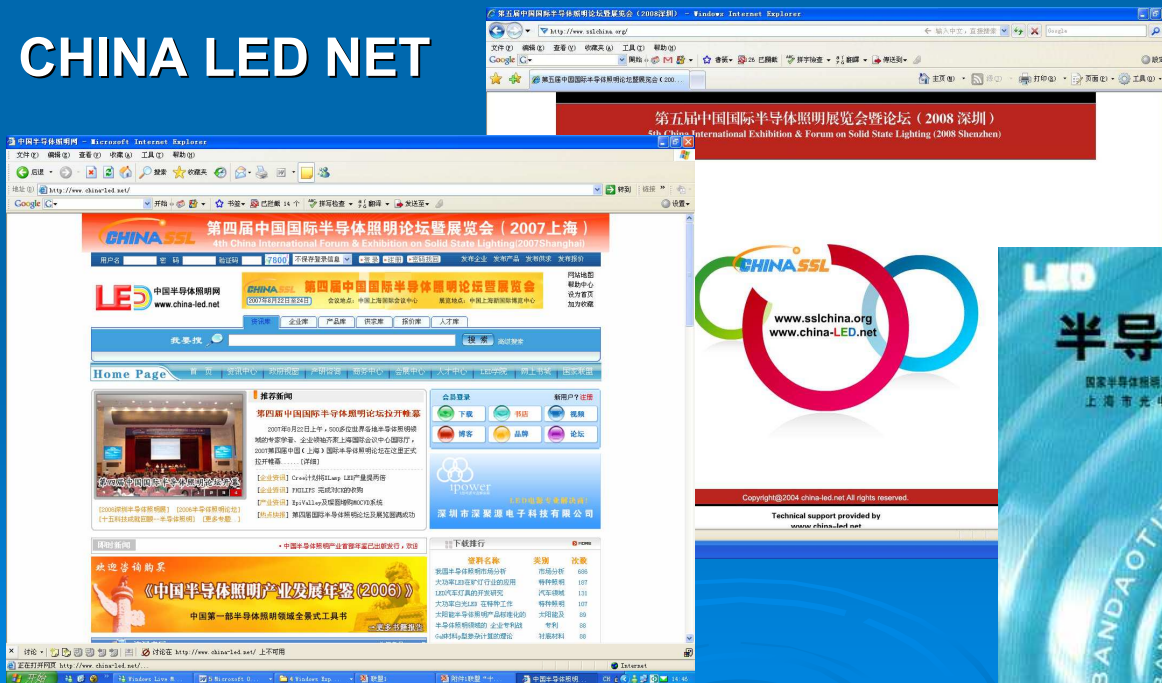
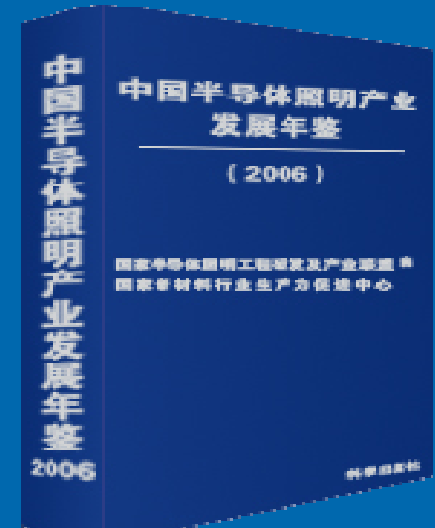
What the Role of CSA

- To construct an international information exchange platform
- To assist investment consulting and market research for SSL enterprises
- To seek business partners for SSL enterprises
- To cooperate with foreign organizations in standards and IPR

What the Role of CSA

Information & Publications

- Gathered experts from Mainland China, Taiwan and Hong Kong to compose and publish books and reports for China's SSL industry.
- Over 30 periodicals of "SSL Express"
- CHINA LED NET



WWW.sslchina.org

What the Role of CSA

→ The annual “China International Forum & Exhibition on Solid State Lighting (CHINASSL)” has been held since 2004



As an exhibitor to demonstrate achievements of CSA members to enhance collaborative opportunities

What the Role of CSA

Solid-State Lighting

ASSIST program

ASSIST: Alliance for Solid-State Illumination Systems and Technologies

Program Overview


The Alliance for Solid-State Illumination Systems and Technologies (ASSIST) was established in 2002 by the Lighting Research Center to advance the effective use of energy-efficient solid-state lighting and to speed its market acceptance.

As a collaboration between researchers, manufacturers, and government organizations, ASSIST has the goal to identify and reduce the major technical hurdles currently facing solid-state lighting. On behalf of ASSIST, the LRC conducts research, demonstration, and educational activities. Beyond technical research, ASSIST has been active in fostering discussions between traditional luminaire manufacturers and LED manufacturers. Through this work, ASSIST is helping LED technology to gain widespread use in lighting applications that can benefit from this rapidly advancing light source.

ASSIST Program Sponsors

- Bridgelux
- **China Solid State Lighting Alliance**
- Cree
- Federal Aviation Administration
- GE Lumination (formerly GELcore)
- ITRI, Industrial Technology Research Institute
- Lighting Science Group
- Lite-On
- New York State Energy Research and Development Authority (NYSERDA)
- OSRAM SYLVANIA
- Philips Lighting/Color Kinetics, now Philips Solid-State Lighting Solutions
- Photonics Cluster (UK)/The Lighting Association
- Seoul Semiconductor
- United States Environmental Protection Agency
- USG

Program Sponsors



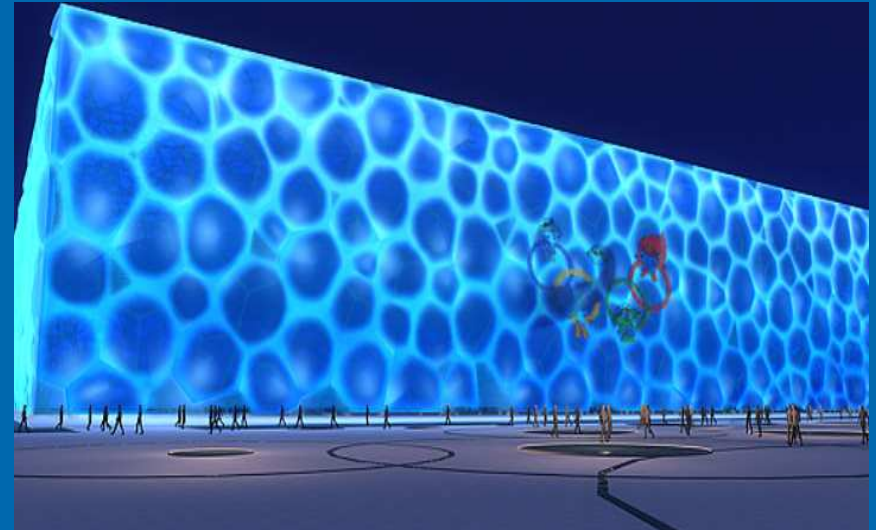
Join ASSIST

to collaborate with major international SSL researchers, manufacturers and government organizations to advance the effective use of energy-efficient solid-state lighting, speed market acceptance and promote standardization.

What the Role of CSA

Showcase Project with foreign

companies



National Aquatics Center

50,000 square meters LED architectural lighting

2,000 square meters LED display

approx. US\$ 69M in total investment for LED lighting in 2008 Olympic

What can we do for Lighting Africa?

- China occupy >80% global solar LED lighting products
- Production value of domestic solar LED lighting =250 M USD
- Export = 180 M USD



Solar Traffic Signals

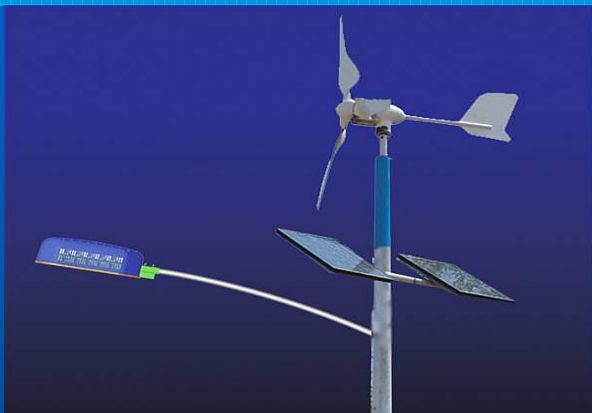
Production Value: 200M CNY



What can we do for Lighting Africa?

Solar Outdoor Lighting

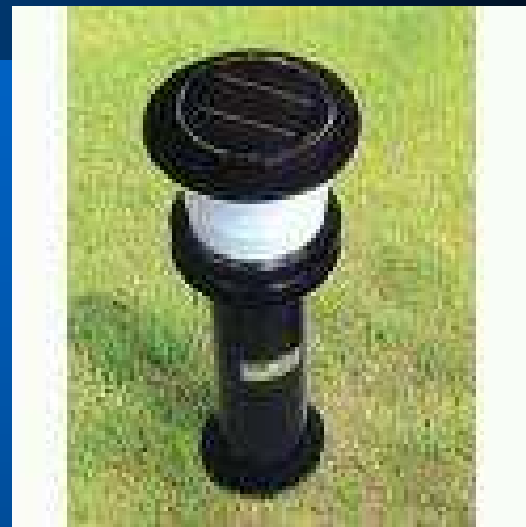
Production Value: 500M CNY



What can we do for Lighting Africa?

Solar Lawn Lamps

Production Value: 800M CNY



What can we do for Lighting Africa?

Flashlight

Production Value: 800 M CNY



What can we do for Lighting Africa?

- Build manufacturing sites
- Investment: solely owned or JV
- Cooperation with local distribution
- Standards research and establishment

Form a win-win ecosystem with full respect to IPR

Cooperation

Development

Benefit Mankind



**Thank you for your
attention!**

