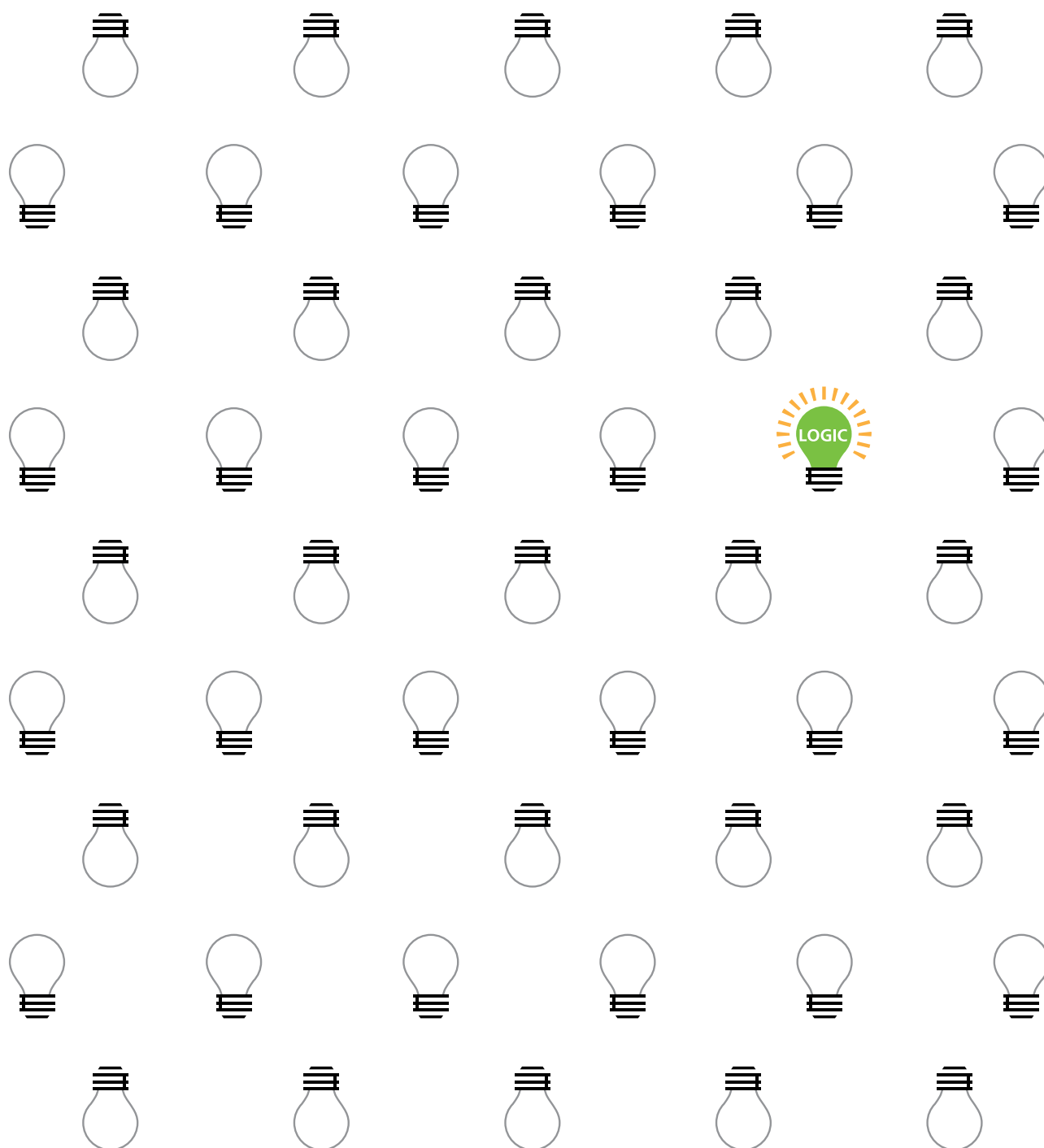


**Concord**

***Lumiance***

***SYLVANIA***



# LOGIC

LIGHTING FINANCE SOLUTION

by **FEILO SYLVANIA**

# FEILO SYLVANIA



## GLOBAL REACH AND LOCAL PRESENCE

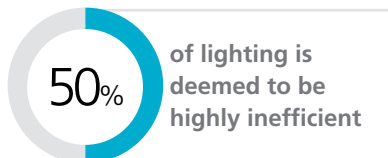
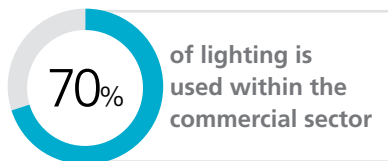
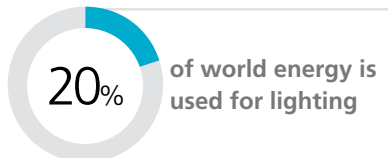
Feilo Sylvania is 80% owned by Shanghai Feilo Acoustics Co Ltd, which is principally engaged in the manufacture and distribution of lighting equipment. Headquartered in Shanghai, Shanghai Feilo Acoustics Co Ltd, was founded in 1984 and is China's first joint-stock company (SH 600651).

The company reorganised its M&A on a large scale in 2014 and became a joint enterprise comprising companies including Shanghai Yaming Lighting Co Ltd, Beijing Shen'an Group as well as Shanghai Sunlight Enterprise Co Ltd. With the acquisition of Havells Sylvania, Feilo has gained manufacturing bases, logistics centres, R&D technology centres around the world, as well as market access in 48 countries.

Feilo Sylvania is a leading, full-spectrum provider of professional and architectural lighting solutions. Built on over a century of expertise in lamps and luminaires, Feilo Sylvania supplies internationally state-of-the-art products and systems to the public, commercial and private sectors.

Feilo Sylvania strives to deliver the finest products, service and consulting possible. All over the world, people rely on group business divisions: Concord, Lumiance and Sylvania, for top quality, energy-efficient solutions to suit their individual lighting needs.

# BUSINESSES ARE UNDER PRESSURE TO SAVE ENERGY



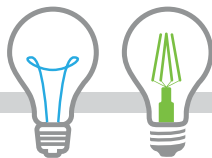
## PRESSURE TO REDUCE ENERGY CONSUMPTION IS COMING FROM:

- Rising energy prices
- Energy Savings Opportunity Scheme (**ESOS**) Reporting
- Carbon Reduction Commitment (**CRC**) costs
- Corporate Social Responsibility (**CSR**) targets

But, did you know that lighting typically represents 30% of energy consumption?

With savings in the region of 80% being achieved through the deployment of an efficient lighting system; this equates to a 24% saving of your total energy costs.

We can create the right solution at the push of a button; allowing you to focus on your business.



## YOUR EQUIPMENT IS OLD

Incandescent lighting consumes 75% more energy than LED

Old technology offers little control and has limited capability with new technology

Old technology costs as much as 80% more to operate

Many lamp sources are now obsolete



## 3 KEY BARRIERS TO IMPLEMENTING YOUR ENERGY EFFICIENT PROJECTS

Lack of funding

Insufficient payback / ROI

Uncertainty regarding savings / performance

## APPLY LOGIC

# LOGIC IS THE ANSWER

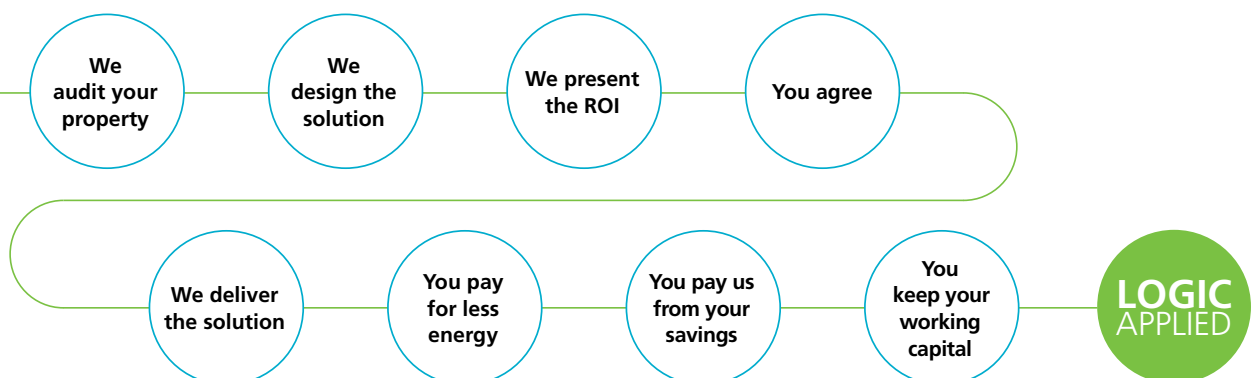


LOGIC is our Finance Solution that enables you to realise your lighting project. With **LOGIC** there are no large up-front costs, just simple, manageable, monthly repayments – typically lower than your existing lighting costs, enabling you to focus on your business.

Feilo Sylvania have been assisting companies light up their businesses for many years. That's why we are well aware of the challenges faced when adopting advanced new technology, especially in the terms of financing.

Finance can often be the barrier to a great solution, which is why we have put together a hassle-free program enabling our customers to take full advantage of the latest innovative technologies available on the market.

With no up-front capital investment required, our '**LOGIC**' services will facilitate you in realising the ambitions and objectives set by your company whilst letting you get on with your business!



# WE SUPPORT THREE TAILOR-MADE FINANCE MODELS

## STRAIGHT FORWARD EXTERNAL FINANCING FOR YOUR PROJECTS

1

### HIRE PURCHASE

A simple out of the box finance solution designed to plug a financial gap.

- Projects from £10k – £250k
- Quick and simple solution based on standardised contracts
- Full project delivery costs included; supply, installation, management and commissioning
- Fast YES/NO response

"A simple one-stop-shop to deal with our lighting upgrade to allow me to focus on my business."

"The refurbishment of our old lighting was a priority, but the budget was not in place; **LOGIC** was the answer."

"Monthly payments that are less than the our savings; that makes financial sense."

"We wanted to work with a technology company that offered finance, with an understanding of a solution."

## MOVING BEYOND FINANCING TO PERFORMANCE GUARANTEES

2

### SAVINGS SHARING

A more in-depth finance proposition guaranteeing savings and sharing any additional benefits.

- Projects from £100k+
- Savings guarantees
- Full project delivery costs included; supply, installation, management and commissioning
- If savings are not met, the difference is paid back

3

### SERVICE AGREEMENT

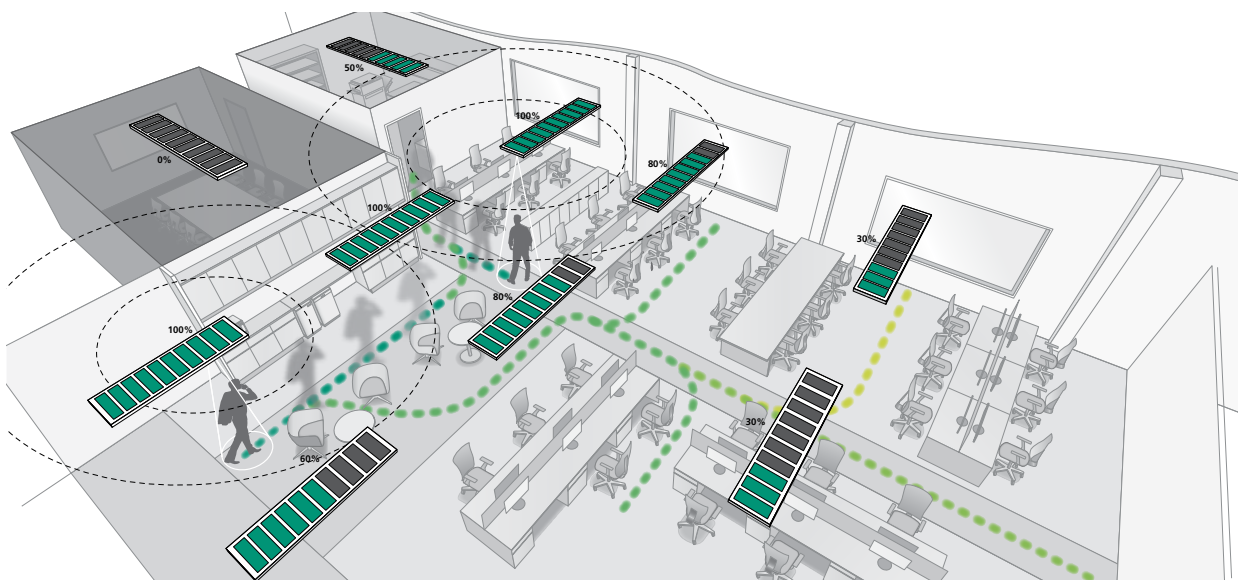
A 'light as a service' agreement, offering total peace of mind to clients.

- Projects from £500k+
- Known operating costs over contract term
- Full project delivery costs included; supply, installation, management and commissioning
- Long term contracts options (up to 20 years)

## DELIVERING PERFORMANCE GUARANTEES USING OUR SMART LIGHTING SOLUTIONS

Using our smart lighting solutions we can monitor the exact energy consumption of every luminaire installed in your estate globally, enabling us to show the energy savings achieved. You only pay for the energy savings that we deliver, removing all risk on your side.

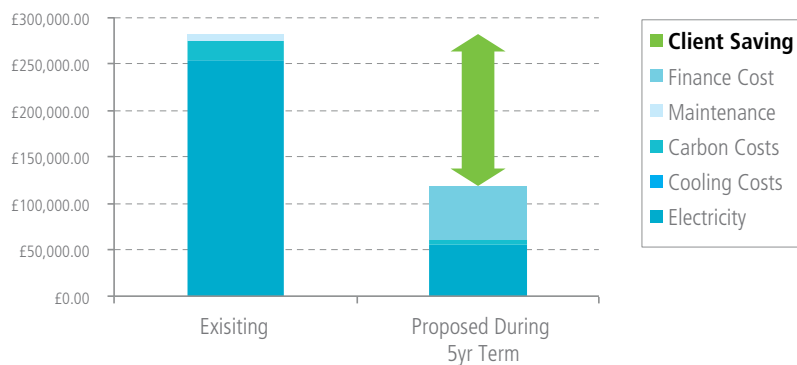
When offering lighting as a service we use our smart lighting solution to monitor your lights 24/7 and dispatch a service crew should a luminaire break down at no extra cost.



# LOGIC APPLIED: INDUSTRIAL



Savings Analysis (energy & maintenance) (1st year)



**LOGIC SAVED**

**£162,980**

PROPOSED ANNUAL SAVINGS

Savings shown are during finance term, these increase to £221,592 once the finance period ends.

**CURRENT OPERATING COSTS**

**£281,899**

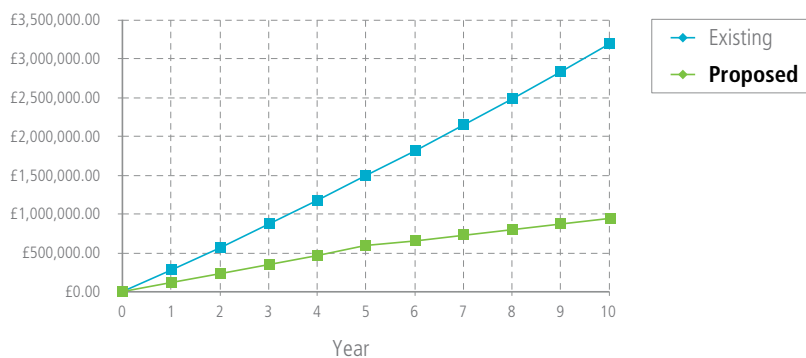
**PROPOSED COSTS DURING FINANCE**

**£118,919**

**PROPOSED ONGOING COSTS**

**£60,307**

10 Year TCO (all savings and Capital Allowance)



**BASE DATA (INCLUDING CCL)**

**Unit rate kWhr (£):**

0.10544, increasing by 3% pa

**Maintenance cost:** £6,552.00

**Burn hours:** 8736

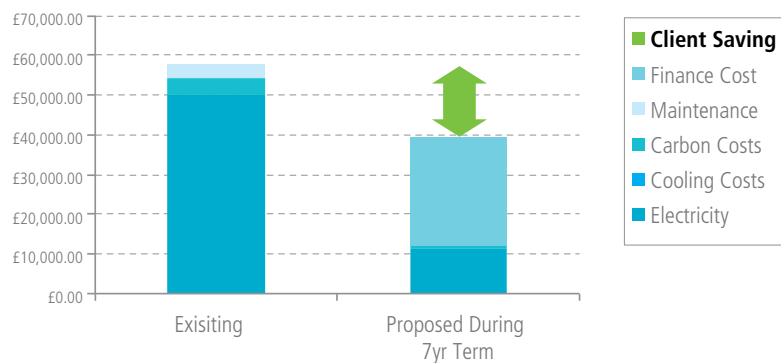
**Control savings:** 35%



# LOGIC APPLIED: OFFICE



Savings Analysis (energy & maintenance) (1st year)



**LOGIC SAVED**  
**£18,127**

PROPOSED ANNUAL SAVINGS

Savings shown are during finance term, these increase to £45,417 once the finance period ends.

## CURRENT OPERATING COSTS

**£57,484**

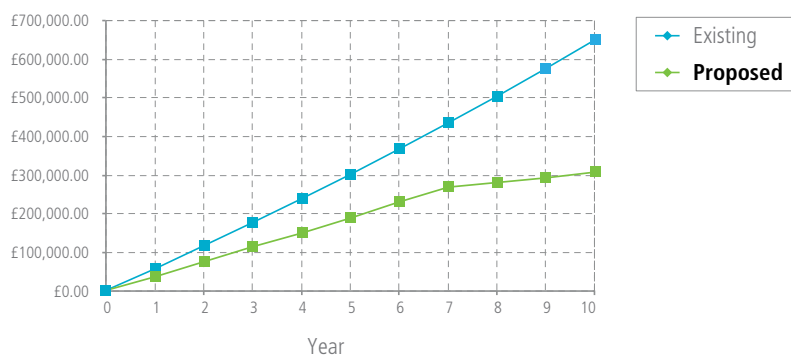
## PROPOSED COSTS DURING FINANCE

**£39,356**

## PROPOSED ONGOING COSTS

**£12,067**

10 Year TCO (all savings and Capital Allowance)



## BASE DATA (INCLUDING CCL)

### Unit rate kWhr (£):

0.10544, increasing by 3% pa

**Maintenance cost: £1,032.78**

**Burn hours: 3500**

**Control savings: 40%**

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# Lumiance

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Although every effort has been made to ensure accuracy in the compilation of the technical detail within this publication, specifications and performance data are constantly changing. Current details should therefore be checked with Feilo Sylvania Europe Ltd.