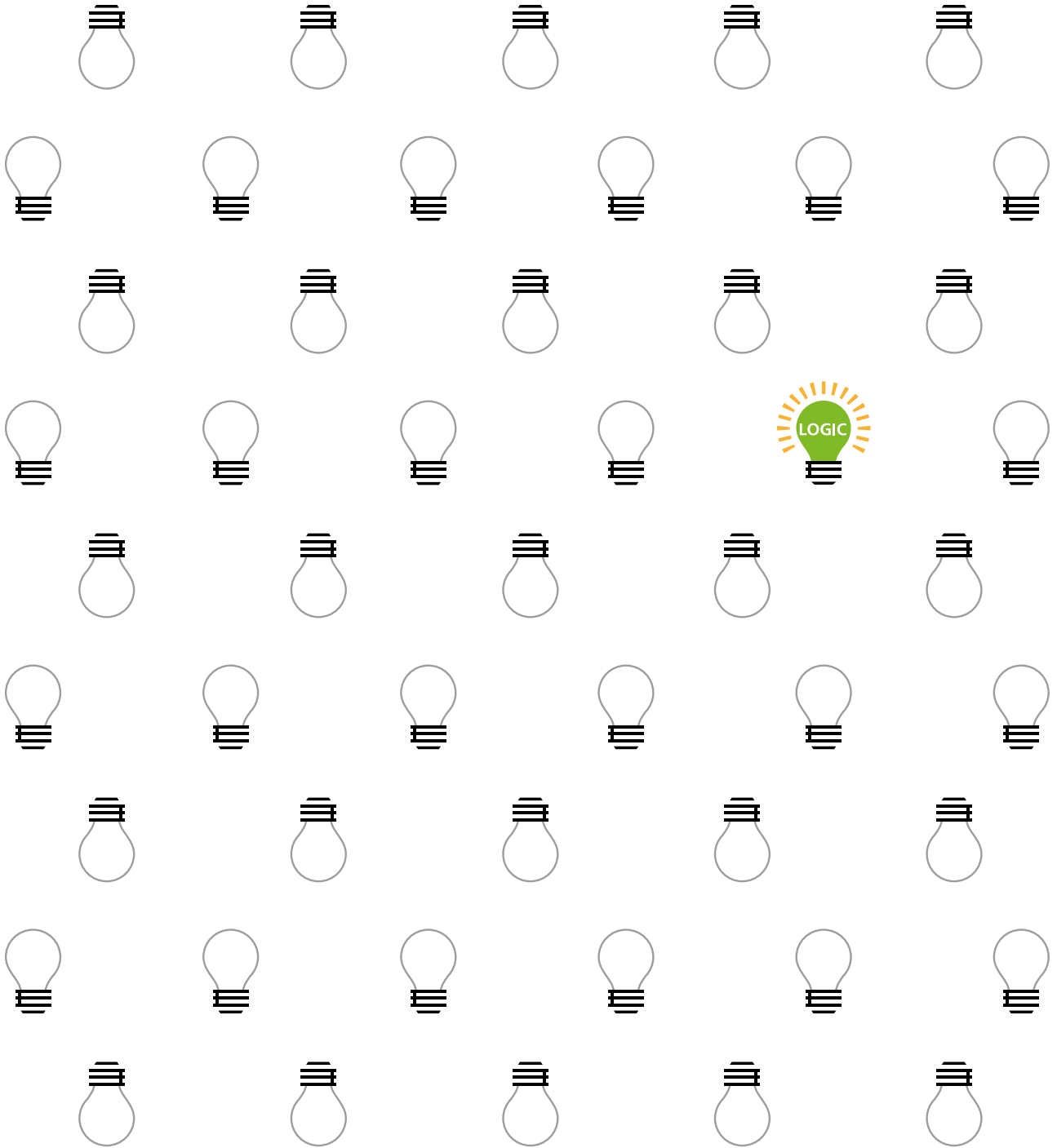


Concord

Lumiance

SYLVANIA



LOGIC

LIGHTING FINANCE SOLUTION

by FEILO SYLVANIA

FEILO SYLVANIA



GLOBAL REACH AND LOCAL PRESENCE

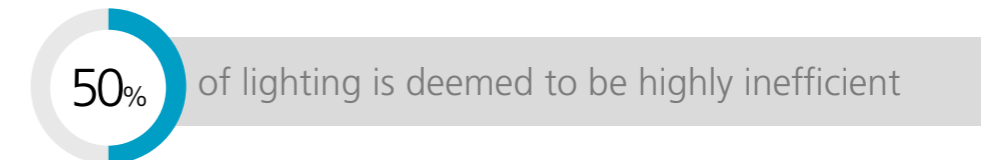
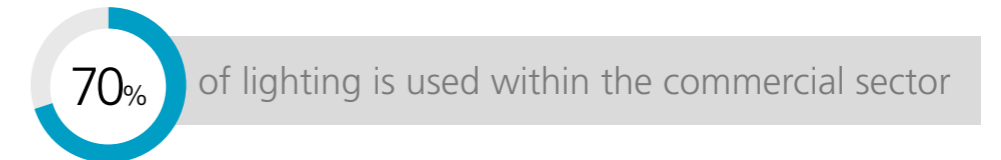
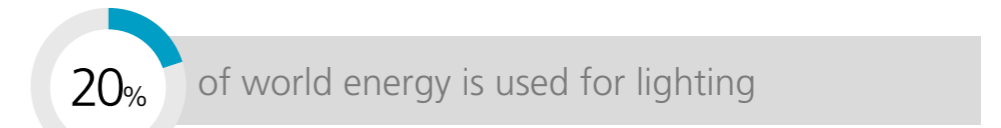
Feilo Sylvania is 80% owned by Shanghai Feilo Acoustics Co Ltd, which is principally engaged in the manufacture and distribution of lighting equipment. Headquartered in Shanghai, Shanghai Feilo Acoustics Co Ltd, was founded in 1984 and is China's first joint-stock company (SH 600651).

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.

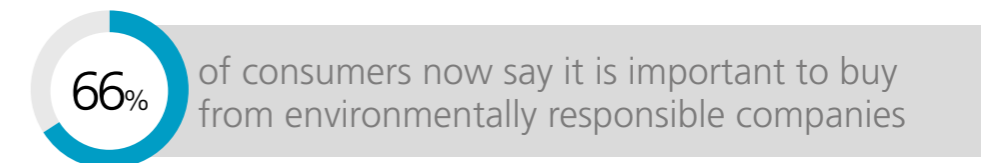
Feilo Sylvania is a leading, full-spectrum provider of professional and architectural lighting solutions. Built on over a century of expertise in lamps and luminaires, Feilo Sylvania supplies internationally state-of-the-art products and systems to the public, commercial and private sectors.

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.

YOUR COSTS ARE RISING



RISING ENERGY COSTS ARE REDUCING PROFIT MARGINS



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 60% 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.

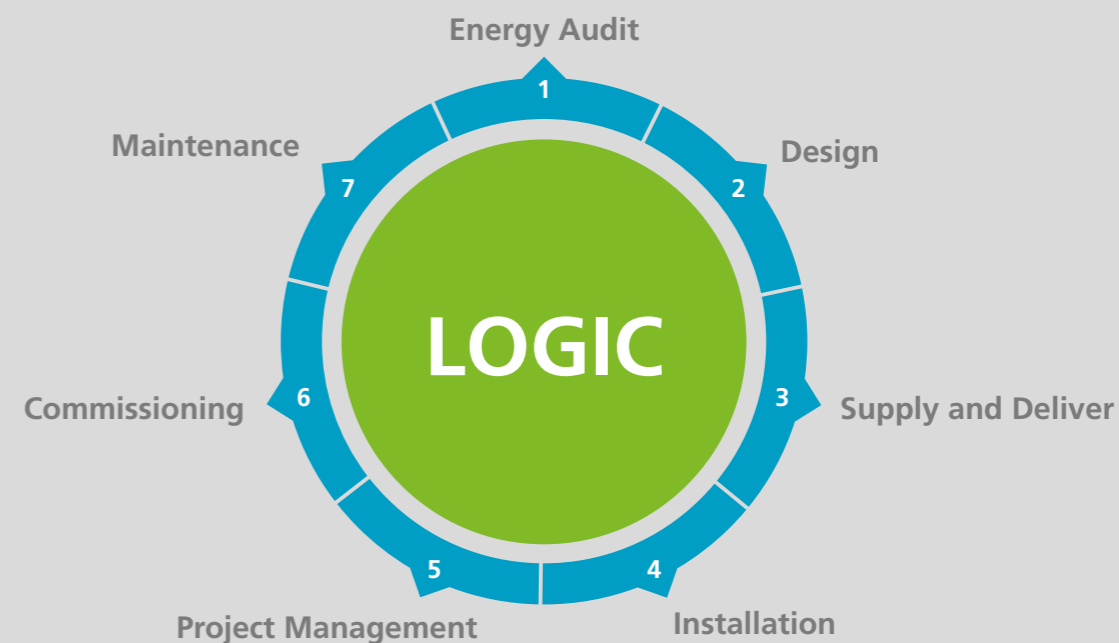
Finance can often be the barrier to a great solution, which is why we have put together a hassle-free program enabling our customers to take full advantage of the latest innovative technologies available on the market.

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!

THREE TAILOR-MADE FINANCE OFFERS

<p>1</p> <p>FINANCE LEASE / HIRE PURCHASE</p> <p>A simple out of the box finance solution designed to plug a financial gap.</p> <ul style="list-style-type: none"> • 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 	<p>2</p> <p>SAVINGS SHARING</p> <p>A more in-depth finance proposition guaranteeing savings and sharing any additional benefits.</p> <ul style="list-style-type: none"> • 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 	<p>3</p> <p>SERVICE AGREEMENT</p> <p>A 'light as a service' agreement, offering total peace of mind to clients.</p> <ul style="list-style-type: none"> • 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)
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ONE FANTASTIC SOLUTION



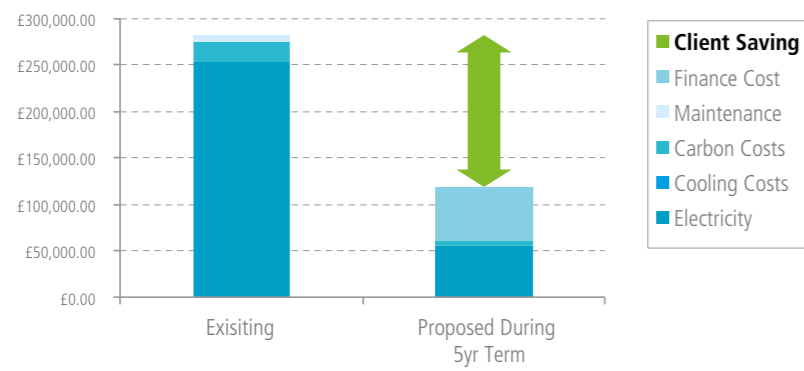
LOGIC covers all costs related to your lighting project

LOGIC APPLIED: INDUSTRIAL

LOGIC APPLIED: OFFICE



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

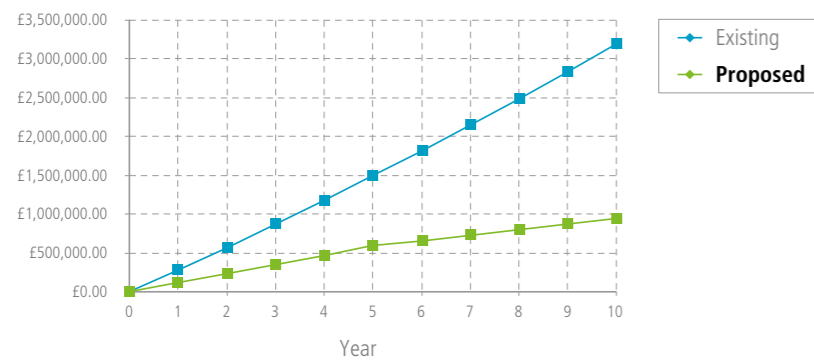


LOGIC SAVED
£162,980.54
 PROPOSED ANNUAL SAVINGS

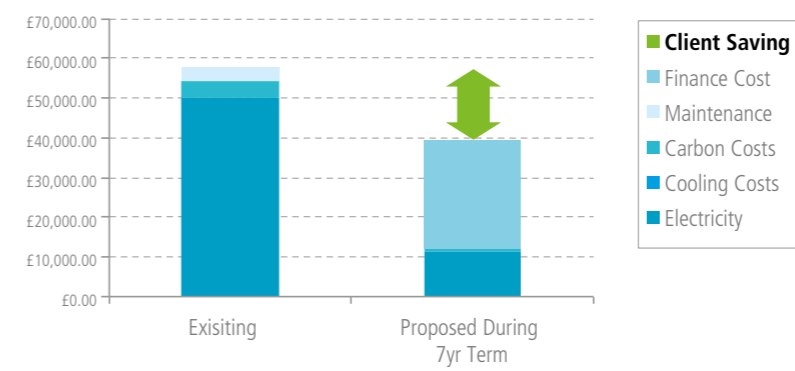
CURRENT OPERATING COSTS	£281,899
PROPOSED COSTS DURING FINANCE	£118,919
PROPOSED ONGOING COSTS	£60,307

BASE DATA (INCLUDING CCL)
Unit rate kWhr (£): 0.10544, increasing by 3% pa
Maintenance cost: £6,552.00
Burn hours: 8736
Control savings: 35%
Additional savings (Heat): 0%

10 Year TCO (all savings and Capital Allowance)



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

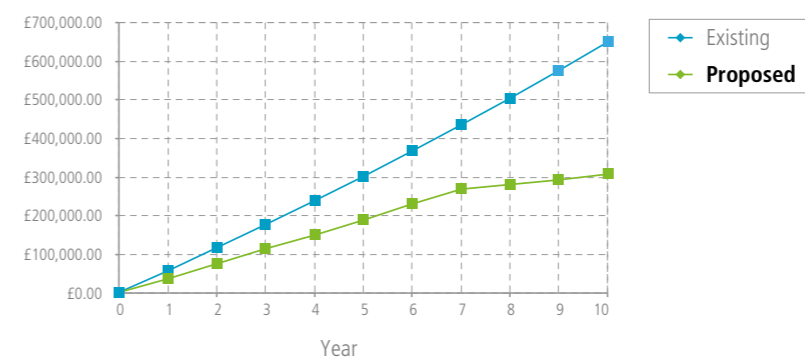


LOGIC SAVED
£3,420.44
 PROPOSED ANNUAL SAVINGS

CURRENT OPERATING COSTS	£57,484
PROPOSED COSTS DURING FINANCE	£39,356
PROPOSED ONGOING COSTS	£12,067

BASE DATA (INCLUDING CCL)
Unit rate kWhr (£): 0.10544, increasing by 3% pa
Maintenance cost: £1,032.78
Burn hours: 2860
Control savings: 35%
Additional savings (Heat): 0%

10 Year TCO (all savings and Capital Allowance)



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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.