

SYLVANIA

That's Logic

Improve efficiency

Guaranteed savings

Turnkey solution

Reduce costs

Self-funding energy solutions. Smarter finance

Logic

Light your world

Guaranteed energy savings with no up front costs

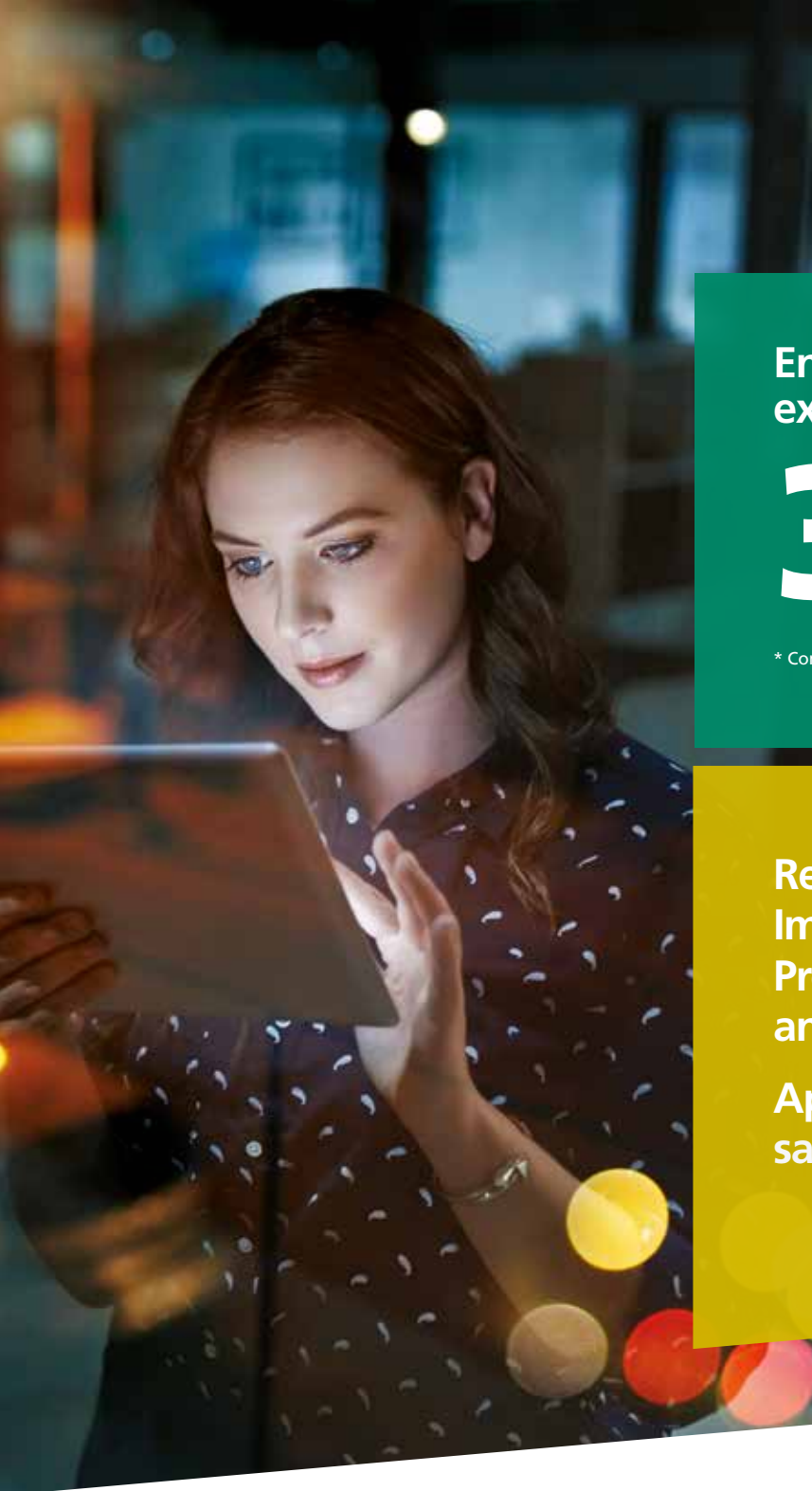
Logic Smarter Finance



Request your **FREE** audit

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Energy bills are
expected to increase

30% by 2030*

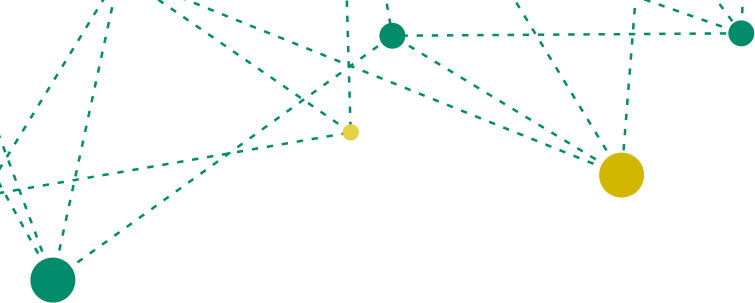
* Committee on Climate Change

Reduce costs.
Improve efficiency.
Protect working capital
and embrace sustainability.

Apply **Logic** and start
saving today.

Logic Smarter Finance, has been developed to ensure that no solution is out of reach for any business.

It's a new and exclusive way of providing you with access a range of solutions without the financial burden that might usually be attached. It will assist you to reduce costs, have a greener business that is more efficient and sustainable.



Get up to 30% of your utility spend back

With rising energy prices a certainty and the need for lighting in your business mandatory, now is the perfect time to upgrade to new efficient lighting. This can be achieved without any CAPEX commitments and can be funded, through Logic Smarter Finance, entirely from the energy savings achieved.



Energy costs are rising

What does that mean to your business?



39%
of commercial energy
consumption is
lighting*



50%
of lighting is
deemed to be highly
inefficient



70%
of lighting is used
within the commercial
sector



Lighting typically represents

39%

of overall energy consumption*

Are you a Green Business?

The pressure on businesses to reduce their carbon footprint is greater than ever before. As part of Corporate Social Responsibility, energy consumption is now at the forefront of business and brand strategy. Throw rising energy prices into the mix, and businesses have a clear incentive to reduce the amount of energy their premises use.

It often goes unnoticed, but lighting is the potential solution. For most businesses, **lighting typically represents 39% of overall energy consumption.**

When businesses do innovate, lighting infrastructure is usually the last thing on anyone's mind. We've become accustomed to old technology like **incandescent lighting which consumes 75% more energy than its newer LED counterpart.**

We're used to lights being featureless devices that are either on or off. **But it doesn't have to be this way.**

Intelligent lighting systems like SylSmart can save businesses up to **80% on their lighting, equating to a 30% reduction in real term energy costs.**

* Source of reference : IHS Market



Logic answers your financial and business needs

For businesses looking to tap in to massive savings by upgrading to a more intelligent and efficient lighting structure...

- ✓ No upfront capital needed
- ✓ Guaranteed return on investment*
- ✓ Performance and savings tracking

* With the savings guarantee bolt-on, available in specific countries

Smart just got smarter. That's Logic



Logic Smarter Finance

Logic removes barriers that traditionally exist, making it easy and affordable for companies to invest in future-proof lighting that can have a profound impact on their business. With Logic, there are no upfront costs. Just simple, manageable monthly repayments that are typically lower than your current utility spend. That means your business gets the best of both worlds, and with our one-of-a-kind performance guarantee bolt on, you're guaranteed to see a return on your investment whatever the outcome.

That's how confident we are in Logic.

With **LOGIC** Smarter Finance, we can help your business overcome its energy challenges and pave the way for a brighter future.

Finance options for any project

Logic Smarter Finance

A great solution is only a few steps away. Logic Smarter Finance is easy to arrange, quick to implement and will deliver immediate savings to your business. It starts with your FREE on site audit and the savings follow.

1 Select your Funding

Pay as you Save

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

- Projects from € 20k
- Quick and simple solution based on standardised contracts
- Full project delivery costs included; supply, installation, management and commissioning
- Fast YES/NO response

Savings Guarantee

A more in-depth proposition adding the additional security of kWh saving guarantees* for total piece of mind.

- 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

* Savings guarantee is available in specific countries



2 We Deliver

Turnkey Solution

A full coverage agreement offering total peace of mind to clients.

- FREE energy audit for assessment of the optimum solution
- Lighting design tailored to your specific needs
- Smart finance & ROI calculations for truly achievable savings
- Project management keeping activities aligned
- Installation & commissioning service provided
- Maintenance packages available

Logic

The Process

- **FREE audit of your property**
- **We present the opportunity**
- **We deliver the solution**
- **You pay for less energy**
- **You pay us from your savings**
- **You keep your working capital**



Logic Applied

Logic applied:

Industrial

Logic could save

€ **184,586**

per annum during the
finance term

...this increases to

€ **250,968**

once the finance period ends.

Current operating costs

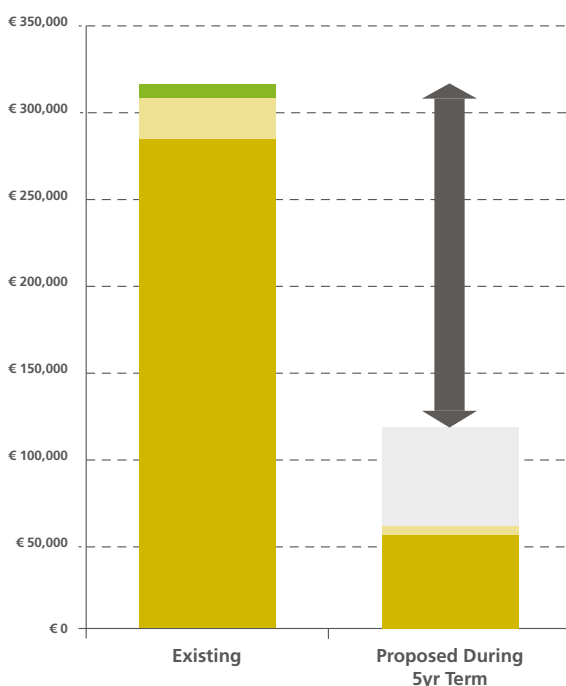
€ **319,270**

Proposed costs during finance

€ **134,684**

Proposed ongoing costs

€ **68,302**



Savings overview (energy & maintenance)

Base data

Unit rate kWhr:

€ 0.11941, increasing by 3% pa

Maintenance cost: € 7,421

Burn hours: 8736

Control savings: 35%



Logic applied: Office

Logic could save

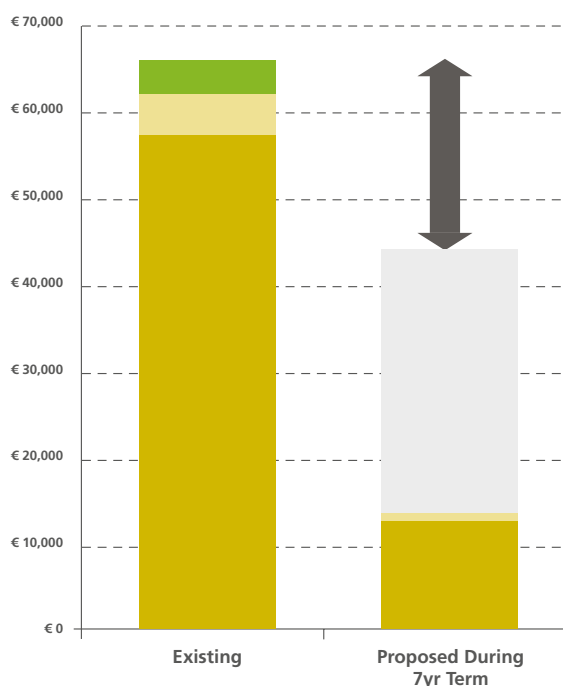
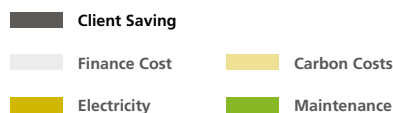
€ 20,530

per annum during the
finance term

...this increases to

€ 51,438

once the finance period ends.



Savings overview (energy & maintenance)

Current operating costs

€ 65,105

Proposed costs during finance

€ 44,573

Proposed ongoing costs

€ 13,667

Base data

Unit rate kWhr:

€ 0.11941, increasing by 3% pa

Maintenance cost: € 1,170

Burn hours: 3500

Control savings: 40%



Savings guarantee*

Invest together, save together

We don't see businesses as customers, we see them as partners. **Logic** is more than just a financing solution, it's way for us to invest in new lighting infrastructure as partners and reap the benefits together.

*With our savings guarantee bolt-on, available in specific countries

Logic can cater for any project value from as little as € 20k and covers full project delivery, from concept to execution. We can supply, install and maintain your lighting infrastructure, all for a small monthly repayment that's typically lower than your current lighting bill.

What's more, you can opt to bolt-on our Performance Guarantee and eliminate all risk from the investment. Using our smart lighting solutions we can monitor the exact energy consumption of every luminaire installed across your entire estate, enabling us to track all energy savings.

It's highly unlikely that you'll see no return, but if the cost does leave you at a loss, we'll pay you the difference. No hassle. No fuss. Any savings that are made will fully remain with your business.

100% of additional savings goes back to your business. When we say we're in it together, that's precisely what we mean.



Save together

Increase after finance period

Smart thinking

Any additional
savings made,

100%

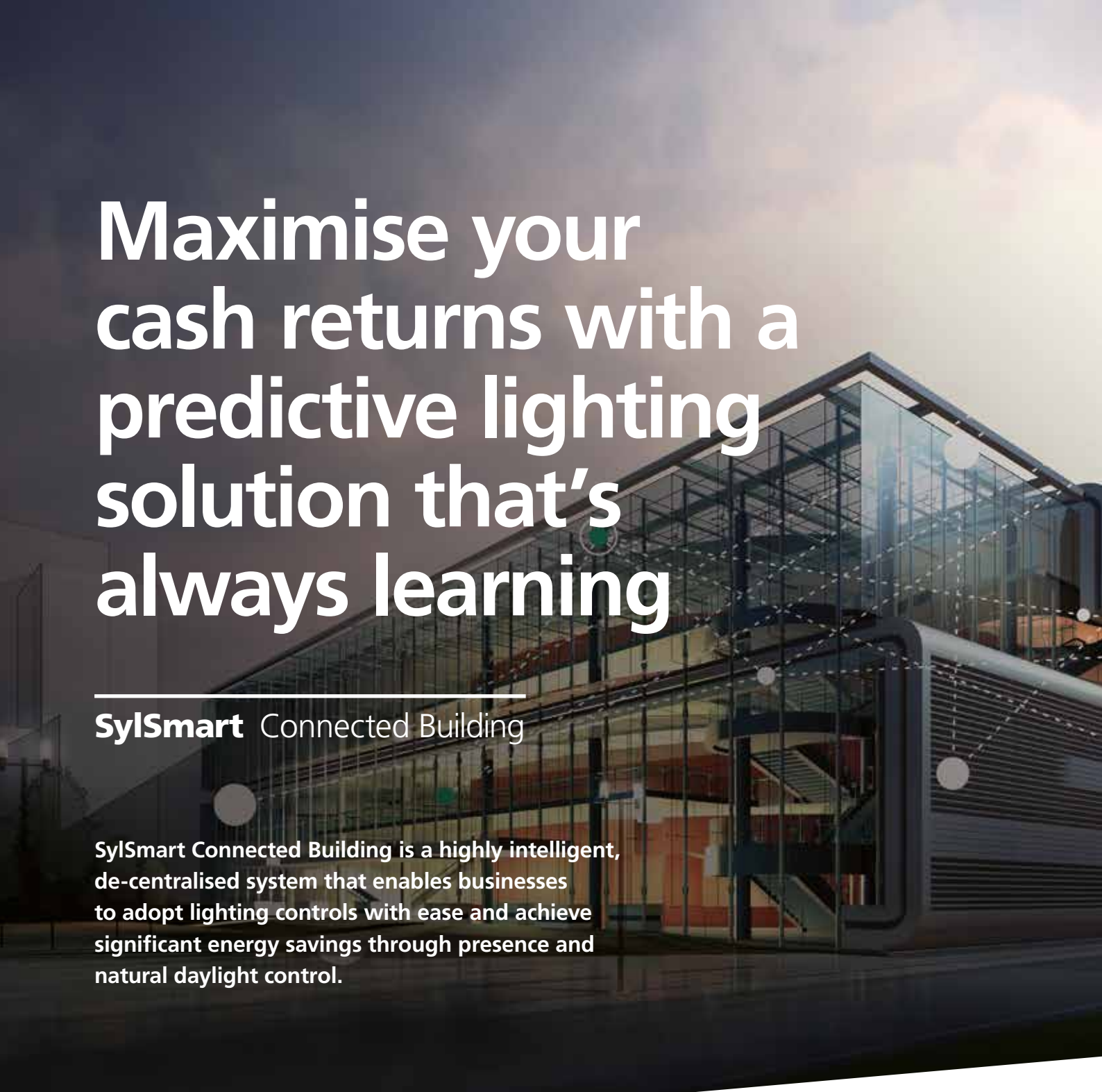
will be going back to
your business

That's intelligent
financing...

That's Logic



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A modern glass-fronted building at dusk. The building's interior is visible through the glass, showing multiple floors with people and lights. Overlaid on the building are several white circles and dashed lines, representing the SylSmart lighting control system. The text 'Maximise your cash returns with a predictive lighting solution that's always learning' is written in large white letters on the left side of the image.

Maximise your cash returns with a predictive lighting solution that's always learning

SylSmart Connected Building

SylSmart Connected Building is a highly intelligent, de-centralised system that enables businesses to adopt lighting controls with ease and achieve significant energy savings through presence and natural daylight control.

Take a moment to look around your workplace during the day. How many high intensity lights are switched on while nobody is around? How much light gets wasted in those corridors and rooms that have extremely low footfall?

SylSmart uses the very latest technology to detect human presence and natural light levels, adjusting the levels of artificial light to match the needs perfectly. Busy areas like foyers and corridors will stay bright and well lit, where as quieter areas like meeting rooms and lesser used corners of the your building will automatically dim gradually over time to save energy.



This level of advanced lighting control can save businesses up to 80%, achieving the highest possible energy saving standard



Auto-configuration

Power the luminaires and they connect and self-configure



No compatibility issues

SylSmart technology comes from one provider



No additional hardware needed

All you need are the luminaires to get started



Dynamic adjustments

Day to night, people coming and going, automatically adapts the light to suit



Fully wireless

No control cabling is required, easy to setup and even easier to maintain



Built-in SylSmart technology that's small, discrete and powerful

Ambient Light Sensor

Motion Sensor Just 5mm



SYLVANIA



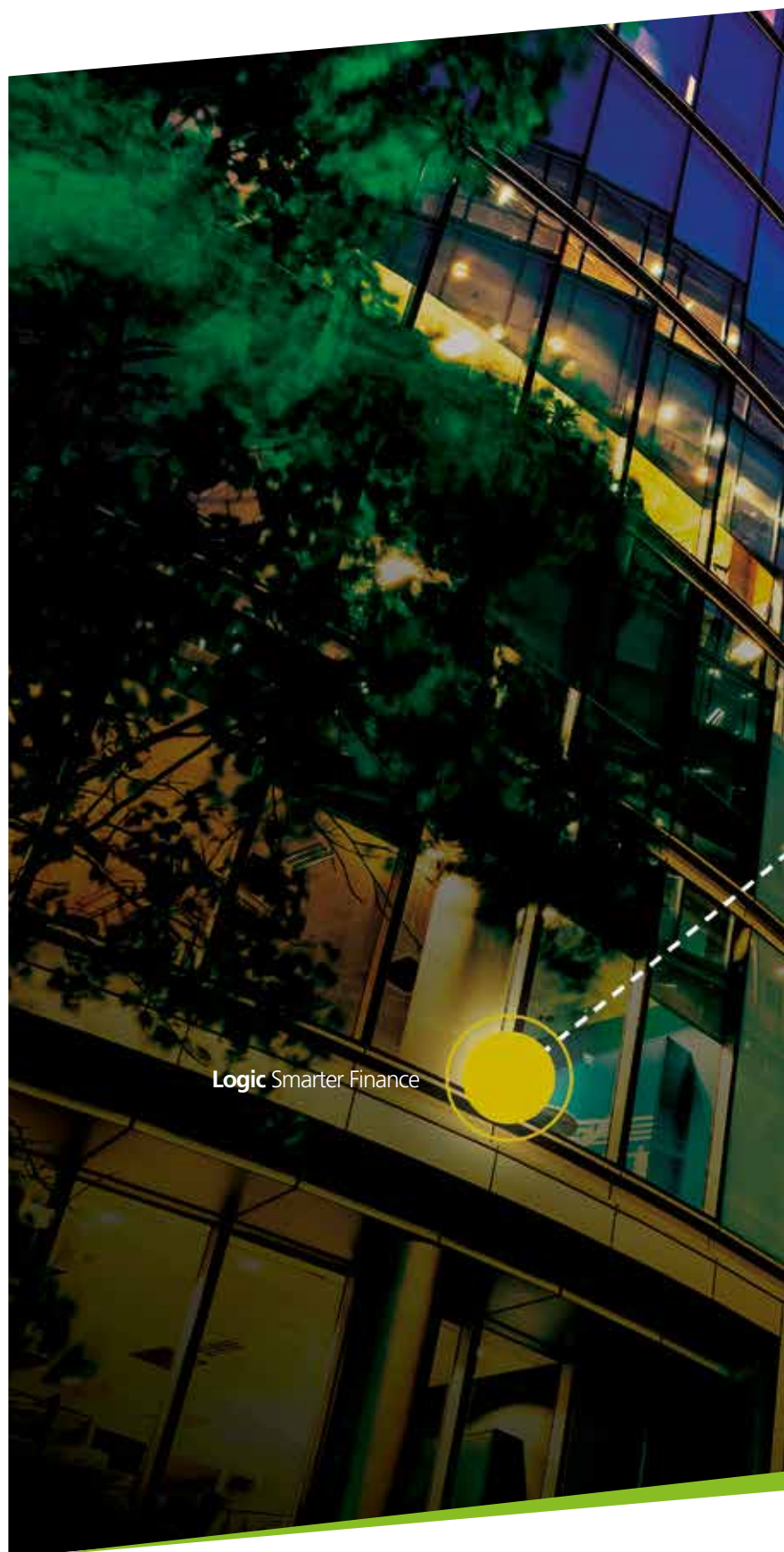
Although every effort has been made to ensure accuracy in the compilation of the technical detail within this publication, specifications and performance data are constantly changing. Current details should therefore be checked with Feilo Sylvania Europe Limited.

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