



**PHILIPS**

Lighting Capital

Case study

Wim Peters Nursery,  
the Netherlands

# Growing the **business**

kwekerij wim peters





“

We were working on the basis of a saving on energy costs of approximately €1 per m<sup>2</sup>.

**Now that we have been using the system for a few months we are delighted to find that the savings are going to be even greater.”**

**Wim Peters, Director Wim Peters Nursery**

For three generations, the Peters family has been growing tomatoes. Today, the business is more high-tech and profitable than ever. And part of that success is because of the partnership Wim Peters created with us.

Wim took over the company in 2000 and immediately began to upgrade and expand the greenhouses that supply Europe's supermarkets with some of the best plum tomatoes. Installing energy efficient LED lighting was central to his plans. It was a smart upgrade that has allowed for profitable early production during winter, as well as all-year round production – allowing Wim to keep his customer base throughout the calendar year.

We helped to construct a deal allowing Wim and his company to scale up, develop their cultivation techniques with a more efficient form of LED lighting, and encourage business growth.

Learn more about how we've helped our customers at: [www.philips.com/lightingcapital](http://www.philips.com/lightingcapital)

Learn more about how we can help you. Contact us at: [lightingcapital@philips.com](mailto:lightingcapital@philips.com)

A key to his expansion has been to create a financing solution without a one-time upfront investment and a repayment scheme that depends on production uptake, as well as subsidies.

Philips Lighting Capital collaborated with partner financiers to provide a state-of-the-art lighting system that doesn't require a large initial investment. And Wim got the flexibility to expand because payments are spread over a longer period.



Installing **energy efficient LED lighting** was central to Wim Peters Nursery's plans.

