



Financing pays

Benefits of the Philips Lighting Capital Finance Program

The Philips Lighting Capital Finance Program is designed to accelerate the benefits of your lighting upgrade. By utilizing this program, you can realize positive monthly cash flow from your lighting upgrade beginning immediately.

Financing program benefits:

- 100% financing—including installation, labor and recycling costs!
- No money down—no need for security deposits, down payments, or advance payments
- Preserves your capital—keeps bank lines of credit and “cash on hand” intact
- Net positive cash flow—monthly energy savings is structured to exceed finance costs
- Historically low interest rates—contact us to take advantage today

Consider the following example:

A 100,000 square foot office building has just upgraded their general office fixtures containing standard 34 watt T12 lamps and magnetic ballasts. The installation of Extra Long Life Energy Advantage 25W T8 ALTO lamps and low-wattage Optanium ballasts provides approximately 69 watts of savings per fixture—that’s 48% reduction in energy consumption. Review an example of the positive financial benefits of this program on the following page.

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The positive financial benefits of financing your lighting project

- No money down
- Positive monthly cash flow—begins immediately
- Receive the entire monthly savings after the project is paid off
- Enhance savings with utility and government tax incentives

100,000 square foot facility	
Total material and labor cost	= \$52,000
• Annual energy savings	= \$27,600
Simple payback period	= 1.9 years (22.8 months)
Financing period ¹	= 3 years (36 months)
Simple cash flow:	
• Estimated monthly energy savings	= \$2,300
• Estimated monthly finance payment	= \$1,638
• Estimated customer net cash flow	= +\$662/month
The economics are even more compelling when you consider the additional impact of potential ² EPAAct 2005 Tax Act and utility incentives.	
Total material and labor cost	= \$52,000
• Potential savings from EPAAct	= \$18,200
• Potential utility rebates	= \$10,000
• Additional first year cash flow	= \$28,200
Net investment less incentives	= \$23,800
• Annual energy savings	= \$27,600
Potential payback period	= .86 years (10.3 months)
<small>1) The interest rate used in this example is an indicative rate only and is subject to change based on market conditions, transaction size and credit condition of the applicant. 2) Potential savings based on availability of government and utility incentives and cannot be guaranteed by Philips. Your actual results may vary. 3) Calculations based on \$0.10/kwh power rate and 4000 annual operating hours.</small>	



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Philips Lighting Company
 200 Franklin Square Drive
 Somerset, NJ 08873
 Phone: 855-486-2216

Philips Lighting Company
 281 Hillmount Road
 Markham ON, Canada L6C 2S3
 Phone: 800-668-9008