

**PHILIPS**

Lighting Capital

# Your one-stop financing resource



# What can we do for you?

**Philips Lighting improves people's lives** through meaningful innovation and by constantly adapting to the needs of our customers and partners. We are extending our industry leadership by taking light beyond illumination through connected systems and services to deliver the best light quality, improved energy efficiency and better business outcomes for our customers.

**Philips Lighting Capital** seeks to build upon this reputation for transforming the lighting industry by offering a unique **'one-stop shop'** financing model. Our vision is to provide **end-to-end** solutions that satisfy your business needs by incorporating financial solutions into our overall proposition.

You want to upgrade, modernize, and grow your company.

But big plans often require a cash outlay that isn't readily at hand. Philips Lighting Capital can help overcome this investment hurdle.

Why choose Philips Lighting Capital?

We're lighting experts and our team can develop your company's lighting project from A to Z – from designing the perfect lighting system to crafting a financial plan that fits your budget.

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Contact your local representative or Philips Lighting Capital at [lightingcapital@philips.com](mailto:lightingcapital@philips.com) for more information

**We can help you by:**



Providing 100% financing for all equipment and project related costs



Creating a net positive cash flow by tailoring the deal so that your monthly payments are equal to or less than your energy savings



Accessing different sources of capital thanks to our network of financial partners worldwide

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Today's dynamic business environment requires financing structures that empower entrepreneurs and businesses to generate profitable growth. It requires innovative, agile strategies tailored to individual needs.”

Eric Rondolat,  
Chief Executive Officer (CEO) of Philips Lighting

Philips Lighting Capital is the link between business and the financing needed to drive growth. Thanks to our global footprint, we can access financing in every market worldwide while still providing the kind of intimacy that a bank can't.



As we transform ourselves into the leading lighting company for the Internet of Things, offering the right financing to our customers becomes increasingly important. With Philips Lighting Capital, we are ready to:

- Arrange financial services for our customers – big and small
- Offer innovative lighting propositions with financing embedded within them
- Provide custom-made offers for larger scale deals and offer direct financial support when necessary

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With more than 125 years of experience in lighting – and as a leader in LED and lighting for IoT, we understand the needs of business and know how to help the C-suite fulfill their goals with bold and innovative approaches.”

Dominiek Plancke  
Business Group Leader for Professional  
at Philips Lighting

“

We pride ourselves on the success of our partnerships. That's what Philips Lighting Capital is about – powerful partnerships, meaningful financing solutions and relationships that work.”

Michel Frommé  
Head of Philips Lighting Capital

Our team is comprised of leading experts from a wide range of disciplines – they understand the nature of the global markets we compete in, its disparate cultures and opportunities. We're there to manage your financing challenges and we aim to be at the table from the very first day, co-shaping financing solutions.



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This will be the biggest technological renewal ever seen in Madrid – a change that will allow us to reduce the city’s energy consumption, extend the lifespan of the city’s lighting and control light pollution by enabling the regulation of light intensity when and where it’s needed. The new lighting installation will also allow us to make significant progress towards becoming a smart city, which is more sustainable and more livable.”

Madrid’s mayor, Ana Botella

**44%**  
savings in  
energy usage



In one of the largest-scale city-wide lighting projects ever undertaken, Madrid is converting all its street lighting to our energy-efficient LEDs, creating a more sustainable and safer city. Our Philips Lighting Capital team played a major role in the city’s upgrade by offering a one-stop shop package including project management, legal support and an attractive financial solution.

Villaverde, Madrid



# Spain’s transformation

# The Czech Republic's **steely vision**

Philips Lighting Capital was able to create a deal that enabled ArcelorMittal to implement a much-needed lighting upgrade with an attractive payback period and a future-proof lighting plan.

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This was a big challenge for us and we couldn't trust anybody other than Philips.”

Anoop Nair, the COO of ArcelorMittal's vast steelworks plant in the city of Ostrava in the Czech Republic.

**74% energy saved**

**Safety, well-being and productivity increased**



**Ostrava, Czech Republic**

# Growing the business



Wim Peters Nursery, the Netherlands

For three generations, the Peters family has been growing tomatoes. Today, the business is more high-tech and profitable than ever. And that success is partly due to the partnership Wim created with us. Philips Lighting Capital crafted a financial solution that allowed Wim to upgrade to LED lighting without a huge initial investment and gave the company the flexibility to expand.

“

We were working on the basis of a savings on energy costs of approximately €1 per m<sup>2</sup>. Now that we've been using the system for a few months, we're delighted to find the savings are going to be even greater.”

Wim Peters, Director, Wim Peters Nursery.



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

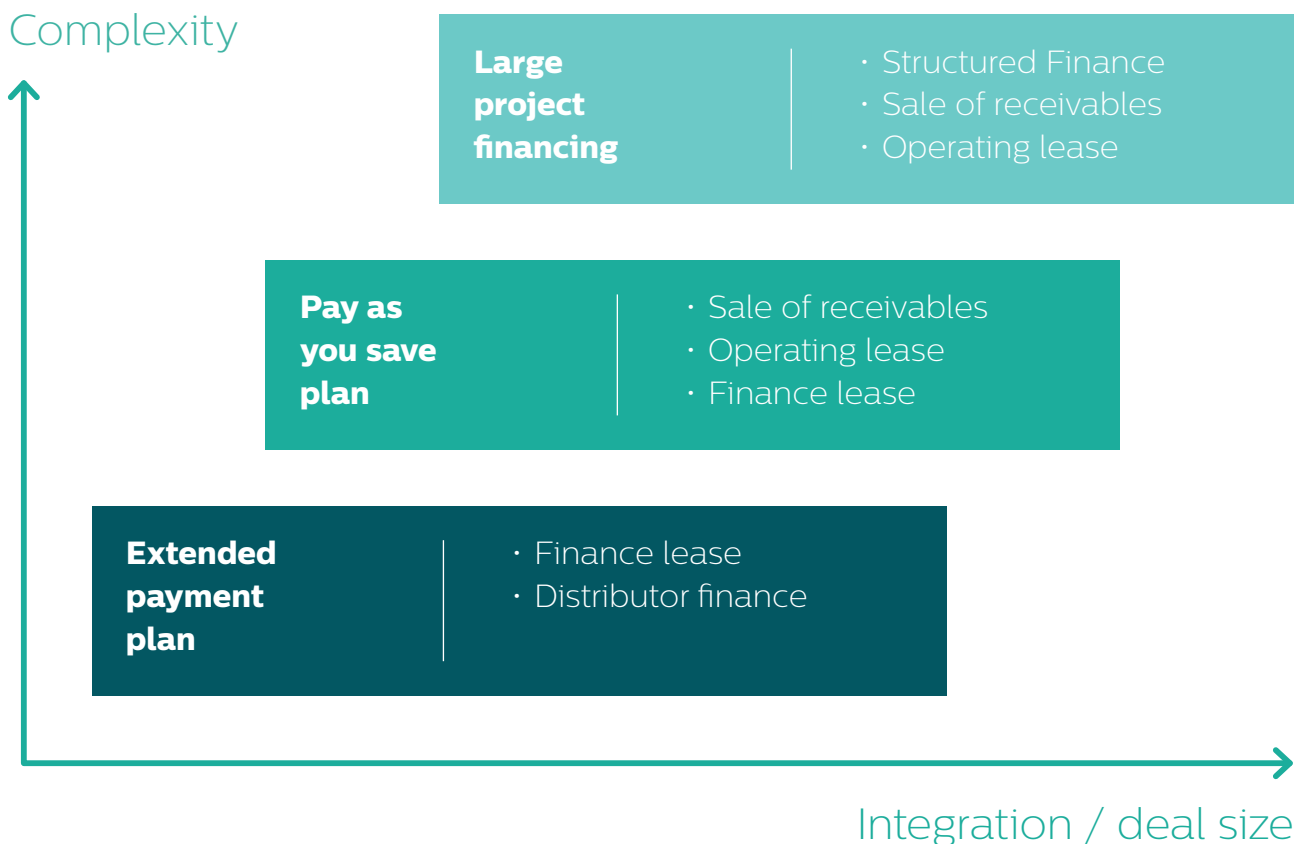
## Our promise

Our financial solutions meet three key criteria. First, they are flexible to accommodate your business needs. Second, they offer a suitable repayment period to help protect your cash flow. And finally, our financing aims to be an enabler for growth. That is at the heart of our work.

From a lighting retrofit for a single location to upgraded street lighting for an entire city; from structuring the financing of a managed services contract to a complex public-private partnership – we'll offer you a perfect-fit solution.

Contact your local representative or Philips Lighting Capital at [lightingcapital@philips.com](mailto:lightingcapital@philips.com) for more information.

## Our packages and enabling finance instruments



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

Contact us to learn how we can help you at: [lightingcapital@philips.com](mailto:lightingcapital@philips.com)

