

Lighten the Load

John Cox – Sales Director

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The Zumtobel Group

A global player in the lighting industry

Strong market position

- Focus on general lighting
- Luminaires and lighting solutions: European market leader
- Lighting components: one of the world's leading producers

Strong brands

- **Thorn / Zumtobel / acdc:** complementary portfolios for the global luminaire/lighting solutions business
- **Tridonic:** in-house expertise around innovative lighting components and systems
- **Zumtobel Group Services (ZGS):** specialist for project and software oriented services

Global presence

- Sales offices and partners in around 90 countries
- 6,562 employees worldwide, including 1,807 in sales*
- Global production network with 13 plants on four continents

* Group Financial Statement FY 2016/17 (01 May 2016 – 30 April 2017)

Sports Lighting





What ever the SPORTS application – we can LIGHT it!

Indoor – Outdoor – Surrounding and Back office areas!

Big or Small! Size doesn't matter we can LIGHT it!



PalaTrento Arena, Italy

Big or Small! Size doesn't matter we can LIGHT it!



Wembley Stadium, UK



Spennymoor FC, UK

Big or Small! Size doesn't matter we can LIGHT it!



Budapest's aquatics arena



Dollan Aqua Centre, UK

All type of applications!



All type of applications!



zumtobel group

Gateshead Leisure Centre



Zumtobel and Thorn luminaires throughout

Biggest Council Gym in the Country

Very good BREEAM Rating

50% Energy Saving

Reduced Maintenance

Transformed from a dim and uninviting place to a place of attraction

Salix Funded

Energie Gym



Zumtobel replaced the existing inefficient fluorescent luminaires with Tecton Lighting Trunking

Met stringent sustainability targets to reduce impact on environment

Over 50% Energy Savings

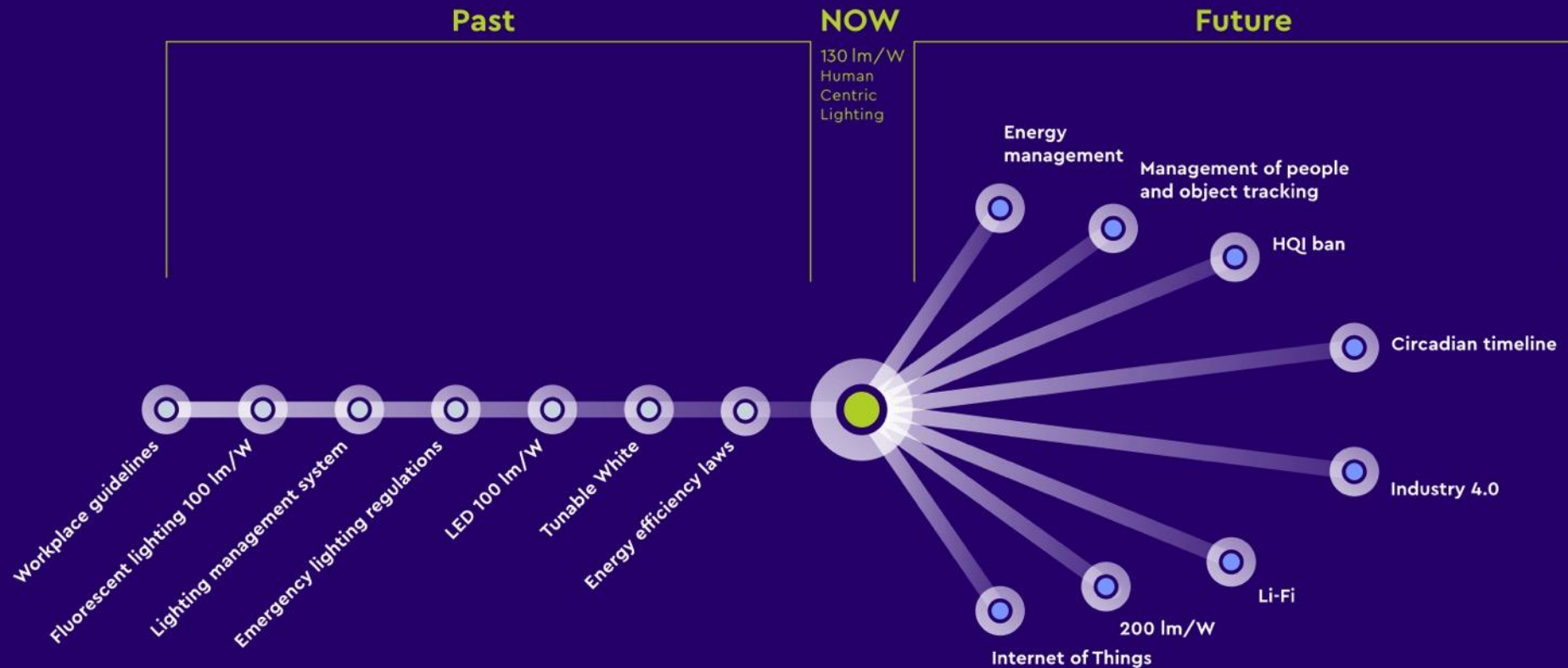
Reduced Maintenance

Lighting Design and Products integrated perfectly to the Interior Design and layout

The background of the slide is a teal color with a white network diagram. The diagram consists of several nodes, represented by small circles with colored centers (yellow, red, blue, green, orange), connected by thin white lines. A large, horizontal purple rectangle is centered on the slide, containing the title text.

A Lighting Revolution

A Lighting Revolution



Light as a Service Customer Benefits



**We manage
your lit
environment**

Benefits for the customer

- Benefit from **energy savings** from the outset
- **Financing** extends over full term of contract
- Zumtobel Group looks after all aspects
- Benefit from technological progress through **regular updates** in the lighting solution
- Flexibility through **service upgrade** option within existing contract

Example Site A

Assumptions

Year 1

Electricity Costs

0.11 £/kwh

Burn Hours

4316

Climate Change Levy 01/04/2016

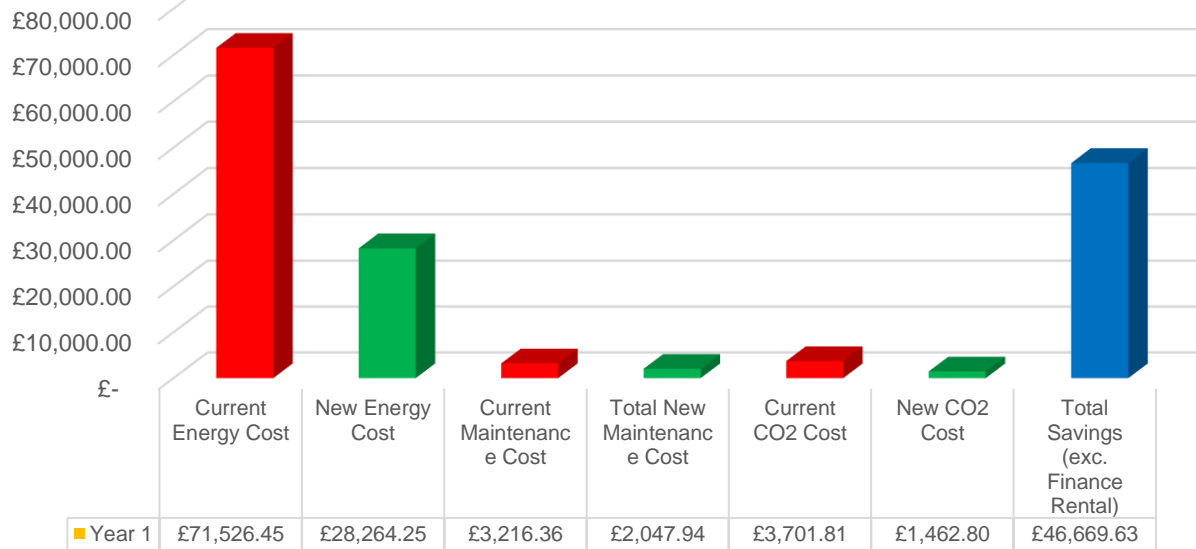
0.0059 £/kwh

7 year Contract

**Total like for like savings (exc.
Rentals)**

£46,669

General Lighting, Emergency Lighting & Exterior Lighting - Year 1 Savings



Example Site A

Assumptions

Annual electricity inflation (DECC)

5%

Annual CPI inflation

2%

Monthly Payment

£3472

Potential ECA Benefit

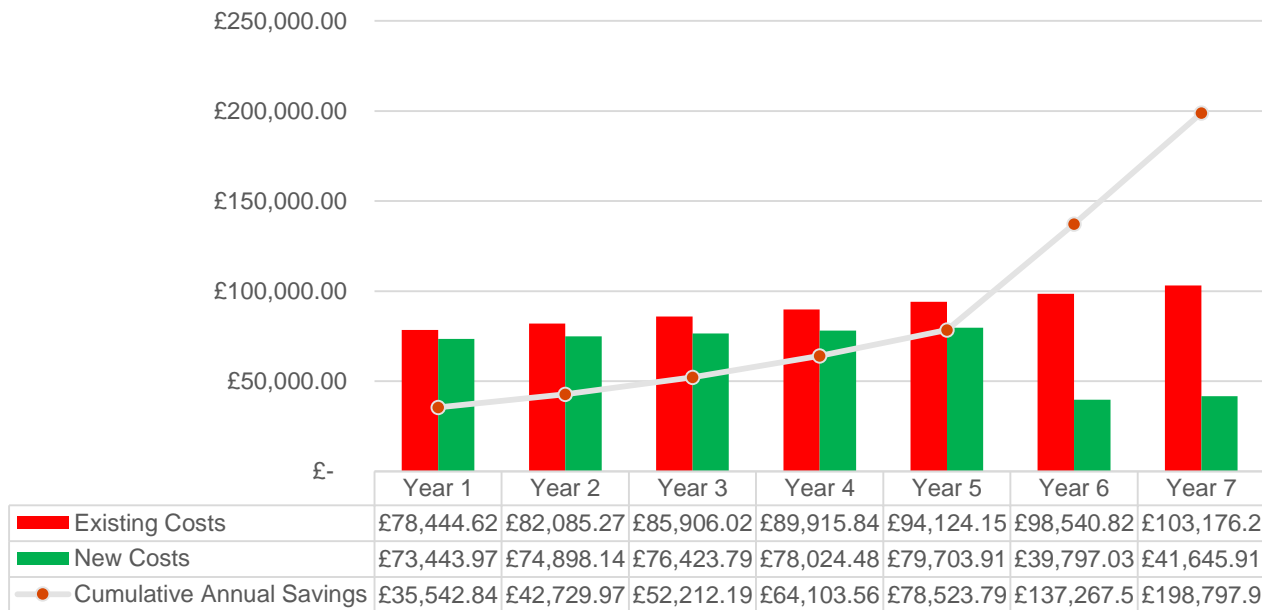
£30,542

Total Savings

(inc rentals)

£198,797

General Lighting, Emergency Lighting & Exterior Lighting 7 year Projections



Example Site B

Assumptions

Year 1

Electricity Costs

0.11 £/kwh

Burn Hours

4316

Climate Change Levy 01/04/2016

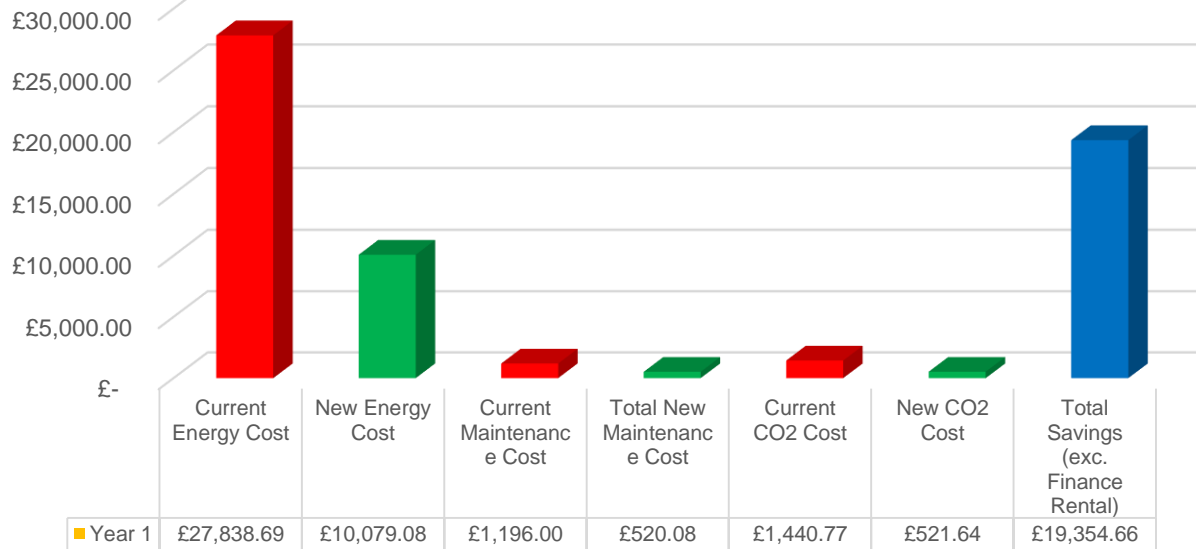
0.0059 £/kwh

7 year Contract

Total like for like savings (exc. Rentals)

£19,354

General Lighting, Emergency Lighting Year 1 Savings



Example Site B

Assumptions

Annual electricity inflation (DECC)

5%

Annual CPI inflation

2%

7 year Contract

Monthly Payment

£1,762

Potential ECA Benefit

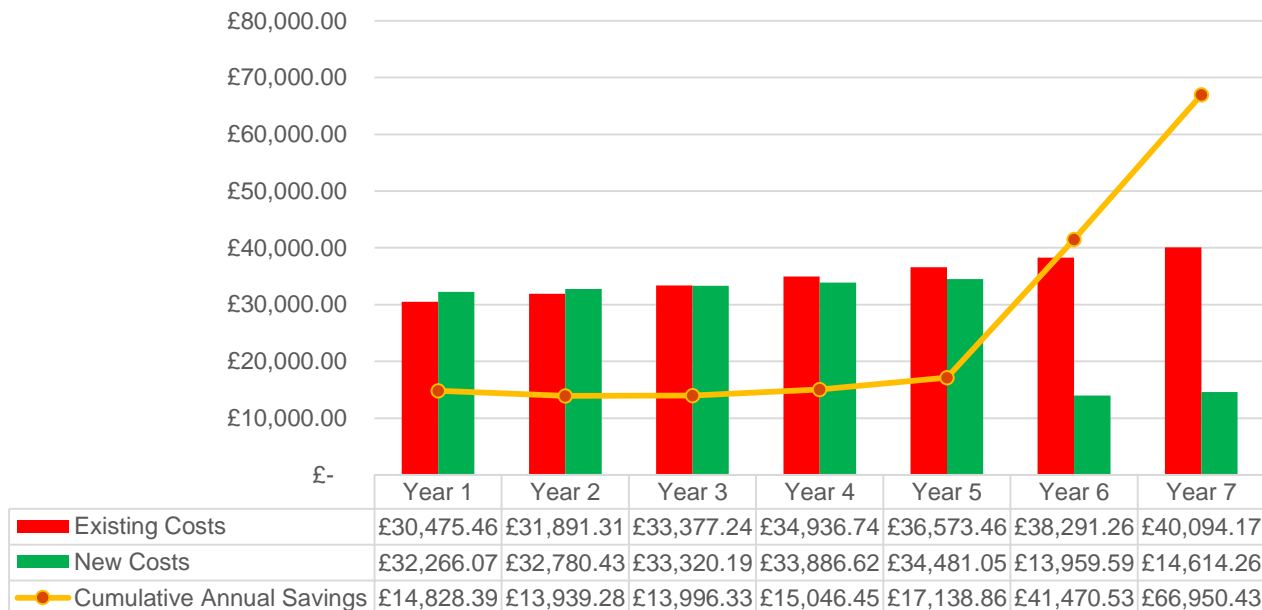
£16,619

Total Savings

(inc rentals)

£66,950

General Lighting, Emergency Lighting 7 year Projections



Summary

Example Site B

New LED lighting NOW Proposal £1,762 / month for 60 months

Total Savings over 84 months £66,950

Example Site A

New LED lighting NOW Proposal £3,472 / month for 60 months

Total Savings over 84 months £189,487

Total predicted savings over 7 years - £256,437

Think differently About your lighting infrastructure



Why Zumtobel

Why Not !!

Thank you for your time!