

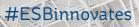
## LIGHTING AS A SERVICE











### LIGHTING AS A SERVICE

### Delivering Energy Savings without any Capital Costs

At ESB Smart Energy Services we are building on the skills and experience of ESB, a global energy innovator, to partner with industrial and commercial businesses to deliver a high-quality lighting solution with no upfront capital costs.

Energy consumed by lighting makes up a significant proportion of a building's electrical consumption.

Building Type	Lighting Energy Consumption
Commercial Premises (Offices, Retail etc.)	25% - 30%
Industrial Warehouses	65% - 70%

An LED lighting upgrade reduces lighting energy consumption by 70-80% – delivering immediate savings on your energy bills.

Through our "Lighting as a Service" offering we invest the money upfront to install and maintain new LED lighting fixtures which generate immediate savings on energy costs. We then share those cash savings with our customers for a defined period, typically 5-7 years, after which the customer benefits from the full savings.

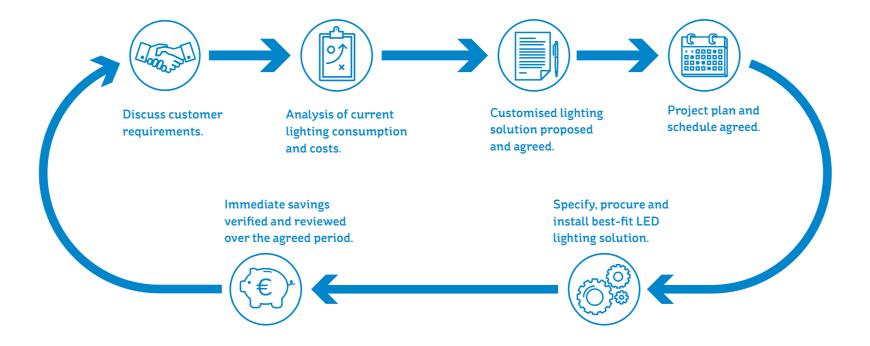
### **Cost Savings Opportunity**

# Current Scenario Your Energy Costs Savings Savings Savings Savings Your Energy Costs Your Energy Costs Future Your Energy Costs Future

### How does Lighting as a Service work?

ESB Smart Energy Services pays the upfront cost of retrofitting traditional lighting with LED fixtures. We maintain the lighting and share the cost savings with our customer for a defined period.

In some situations our customer may already be working with a preferred lighting supplier. However we are happy to enter into a partnership to deliver lighting as a service.



### **Customer Benefits**



Reduce Operating and Maintenance Costs



Improves Lighting Levels



Generate Positive Cash Flow for the business

### The benefits of working with Smart Energy Services



Guarantee Energy Savings & Performance



Project Manage the entire process



Specify customised LED solution