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We take care of your
lighting so you can
take care of business

Light as a Service

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I. Introduction

Light matters. But installing new lighting can take a huge bite out of your both your financial and energy budgets. What if, right now, you don't have the funds to invest in a lighting upgrade — nor the time to waste on managing and overseeing the installation?

With Light as a Service, your employees quickly benefit from the highest quality of light, creating a safe environment so they can perform at their best. Instead of making a major upfront investment to buy, install, and manage a new lighting system yourself, you just pay a monthly fee and we take care of the rest: from design and installation, to operation and maintenance.

Free up cash, save energy, improve safety

- Instantly free up cash flow and use it to improve other areas of your business, whether that's hiring new employees or upgrading your equipment.
- LED-based connected lighting systems can reduce your lighting-related energy consumption by up to 80%, slashing your energy costs and helping you hit sustainability targets.
- Save on maintenance costs through the remote capabilities of a connected lighting system.
- Better lighting significantly improves visibility to help reduce accidents. And connected lighting takes safety a step further, allowing you to control light levels quickly and efficiently through remote monitoring.

With Light as a Service, your employees quickly benefit from the highest quality of light, creating a safe environment so they can perform at their best.



2. Why choose LaaS?

We match your ambition with our knowledge to provide the best solution for your business.



Peace of mind

We take full responsibility for your lighting's design, installation, performance, and maintenance. Fewer worries for you, and more time to focus on your business.



Guaranteed quality of light

Our lighting systems are compliant, reliable, and safe, and deliver the highest quality of light with the lowest possible energy consumption. We guarantee the right lighting for the duration of your contract, as measured by pre-agreed KPIs.



Immediate cost savings

Free up cash flow straightaway. No upfront investment, no debt, and instant energy and maintenance savings generate positive cash flow that you can direct back into your business.



Safer workplace

Connected LED lighting provides long-term safety by putting you in control. Adjust light levels remotely to improve employee visibility.

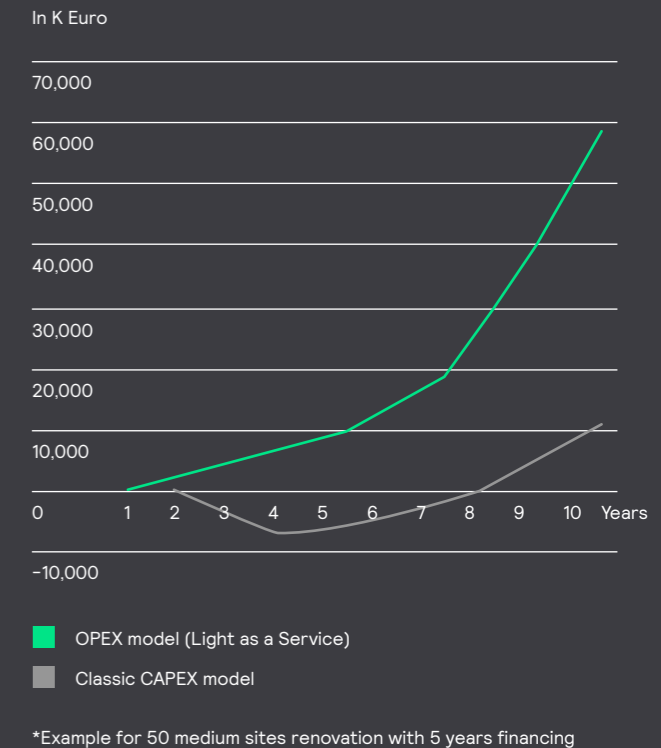


4. Improve cash flow to secure your future

With Light as a Service, turn capex into opex and generate free cash flow and instant savings. You pay for the light, not for the lighting system. With a service contract in place, all upfront and recurring costs are covered. There are no surprise design or installation fees, and no hidden charges for management, maintenance, or repairs.

- Free up cash flow, using the savings to invest in your core business
- Improve debt equity and other financial parameters on your balance sheet
- Guaranteed lighting and energy performance over contract duration

Freeing up cash flow now helps you prepare for whatever the future holds. And because LaaS offers a higher cumulative free cash flow, the savings will really add up.



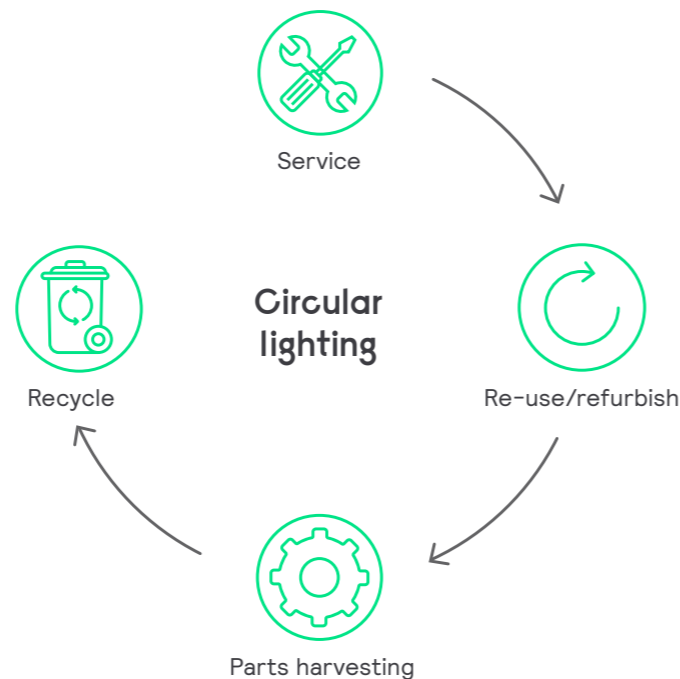
3. Save energy, save the planet

LED and connected lighting retrofits are the “low-hanging fruit” for climate action. Switching to connected LEDs in buildings and on the streets can quickly reduce the built environment’s lighting-related energy consumption by up to 80%. This in turn reduces your lighting-related carbon footprint—a crucial step toward achieving carbon neutrality.

With Light as a Service, we guarantee highly energy-efficient operations and high-quality illumination from day one to day last of our contract. The money that you save up front, and the increase in free cash flow that you realize, can be redirected toward additional efficiency improvements and carbon-neutral initiatives.

Circular lighting

LaaS promotes sustainability along the entire lighting lifecycle—all the luminaires in an installation are recycled and repurposed at end of life or end of contract. By using a circular lighting approach, our LaaS contracts reduce maintenance costs by 60% with zero waste to landfill.



5. Enhance safety with smart renovation

Light as a Service helps you accelerate your lighting renovation today. By reducing capex and improving your organization’s cash flow, LaaS frees up the funds for renovation here and now, rather than later.

Upgrading to connected LED lighting provides long-term safety for your employees by putting you in control. Remote monitoring enables you to adjust your light levels quickly and efficiently, whether you’re on site or not. After all, you know your workspace best.

Sensors integrated into your lighting system collect data on activities and trends, offering actionable insight that will help you create a safer work environment. Adapt light levels to give your employees better visibility, therefore reducing the likelihood of accidents.

6. How does it work?

We start by digging deep into your lighting needs. After undertaking a detailed audit, we deliver a customized design solution that supports your long-term business objectives.

Here's how it works:



Plan & design

We start by assessing what's already there, checking current installations for possible savings. Next, our team creates a customized lighting solution, tailored to your needs.



Build

Once both parties are happy, our teams will coordinate end-to-end project management of everything. We'll remove old luminaires where necessary, then deliver, install and commission your new lighting solution.



Operate

After everything is set up, we continue observation to ensure everything runs properly. We check system operations, consult on faults and manage content (where necessary).

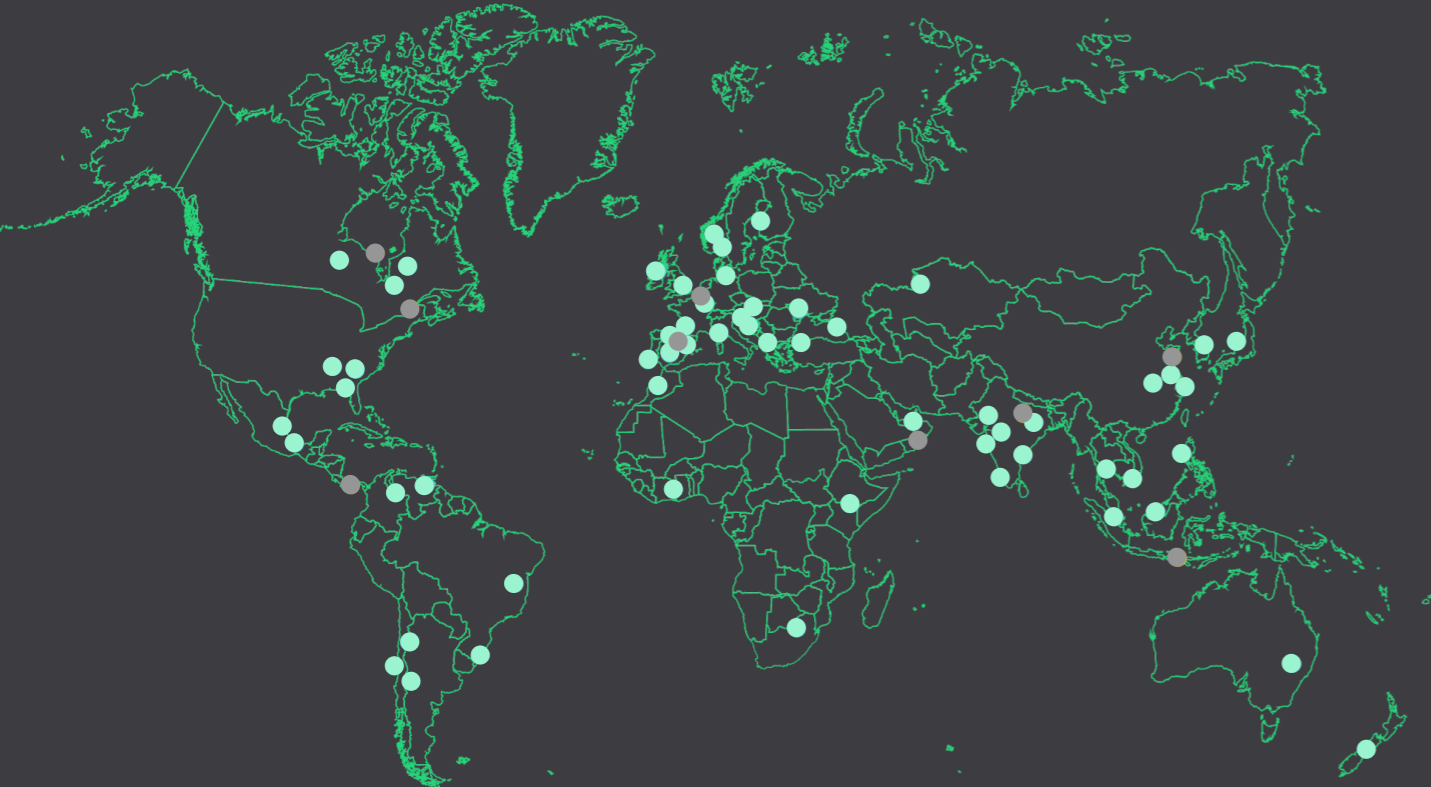


Maintain & optimize

From the beginning to end. Our recurring services include maintaining and repairing of your lighting solution, optimizing performance throughout the contract and verifying agreed performance.



7. Signify: your global partner with local presence



- Sales Offices in more than 50 countries
- Technical competence centers in 9 locations

Service Delivery teams in 17 Markets and more than 70 countries
Luminaire manufacturing sites in all major continents





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