



Financing Smart Sustainable Cities Forum

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Philips Lighting Capital
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Philips Lighting: the global leader



Light sources



Luminaires



Systems and services

€7.5

billion in sales
in 2015

33,000

people employed
worldwide in 60 countries

~75%

of sales are
B2B

#1 in LED

48% of lighting sales
are LED (Q4 2015)

#1 in connected

lighting systems and services

Global Trends

Demographics



Urbanization



Rise of Middle-Class

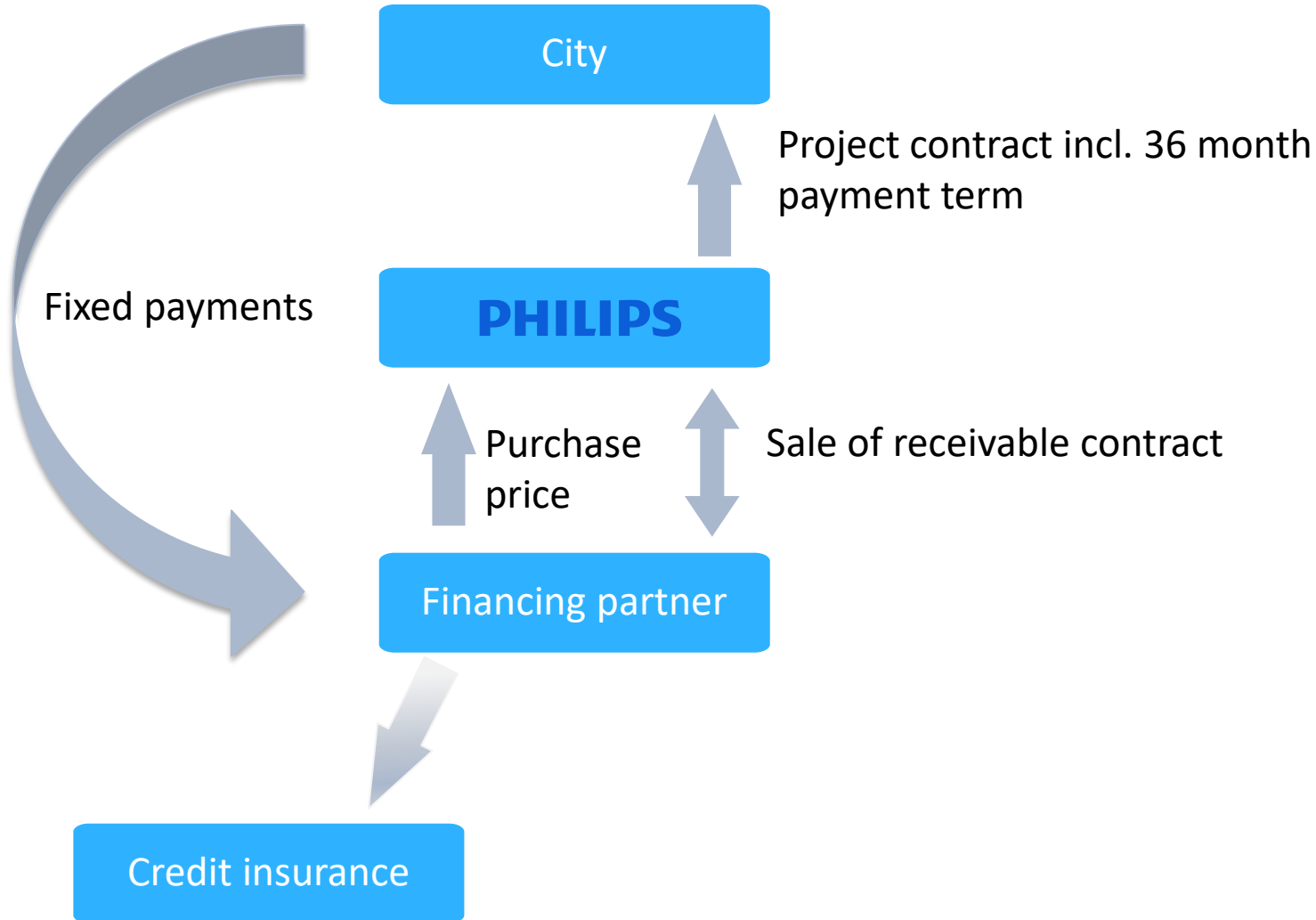


Lighting currently consumes 15% of the world's electricity

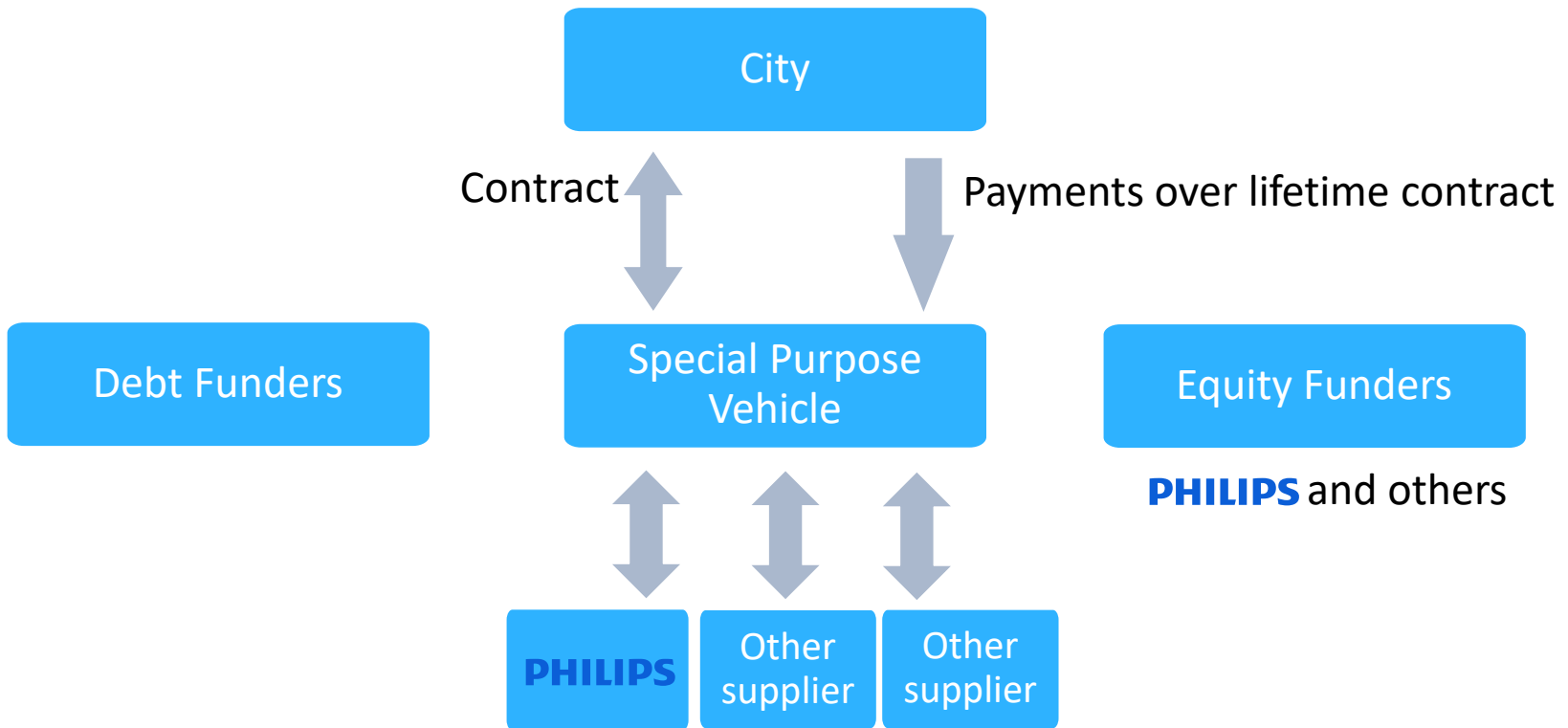
Video: Philips CityTouch – Los Angeles



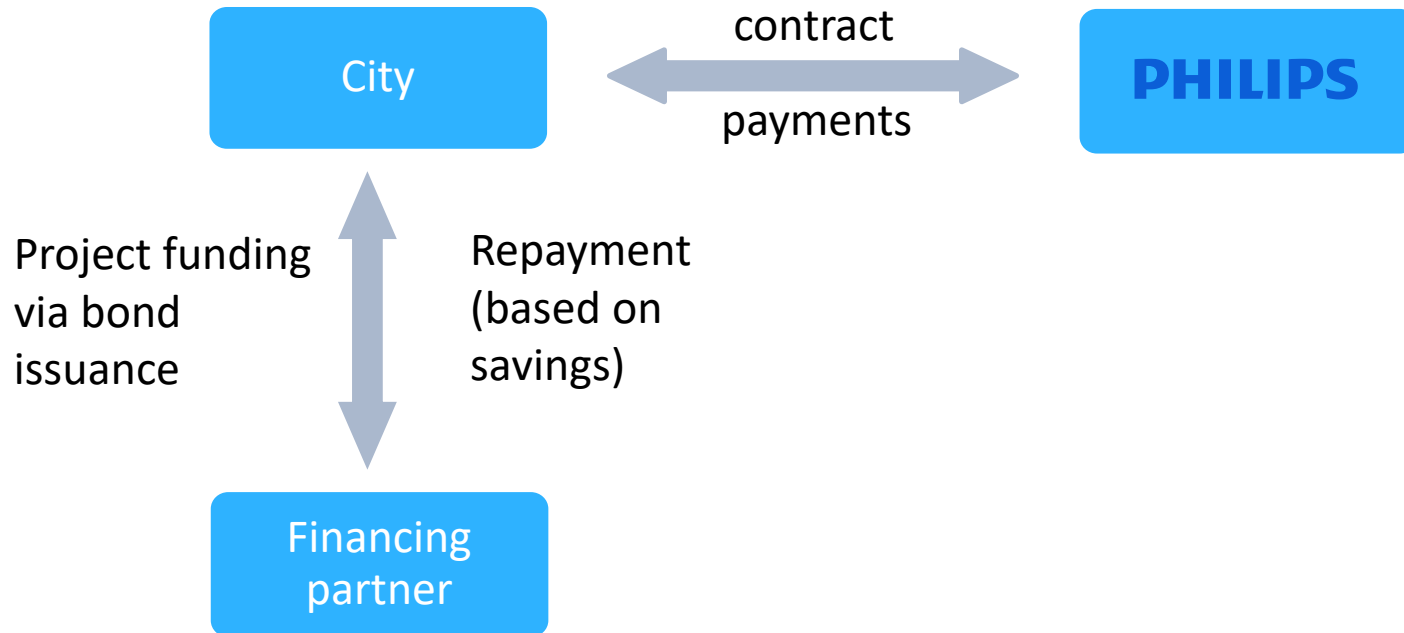
Financing structure: Sale of receivable



Financing structure: Special Purpose Vehicle



Financing structure: Bond issuance



Remark: to provide “credit enhancement” the City could dedicate e.g. a portion of the utility tax to raise the bond ratings

Challenges

- Credit standing cities and info available
- Ad hoc approach
- Matching 'demand' and 'supply'

