

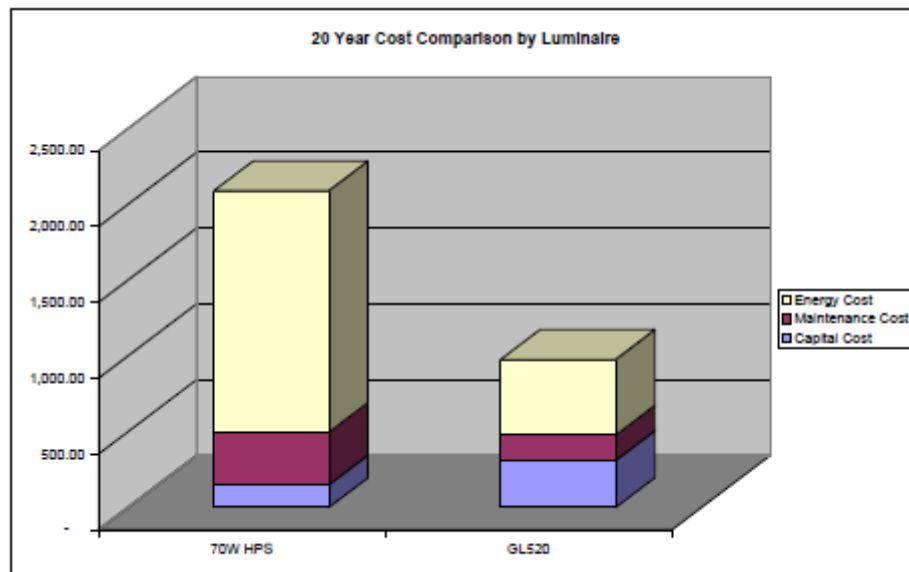
The energy and maintenance costs of street lighting is a significant portion of a councils budget. The introduction of cost effective LED technology will provide significant savings in both energy and ongoing maintenance costs. Delaying the introduction of LED based Street lighting will only postpone potential savings in energy and maintenance costs.

Betacom can provide councils with finance options that are competitive and flexible. We can work with individual councils to provide a tailored solution that suits the needs of each council and its street lighting asset.

### Details of our lease to own option as follows:

- Structured not as a Capital Expenditure but simply a operational expense
- Off balance sheet, tax operation lease
- Fixed term with fixed monthly payments
- Providing greater cashflow and budget certainty
- Various Ownership options at end of the term
- Installation costs can be included

**Below is a 20 year cost comparison per luminaire, typical 70W HPS compared to Betacom's GL520 27W LED. Excludes finance costs.**



The above graph shows a comparison of two individual luminaires over a 20 year period.

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