Technology Differentiation

The LOWEST COST of OWNERSHIP LIGHTING: Independence LED Tubes for Fluorescent replacements and Independence LED Fixtures powered by the LED Linear Modules for Troffers, Vapor Tights, Low Bays, and High Bays. Manufactured in America with Domestic and Imported Components, with the most robust Thermal Management System, and Engineered for High Performance and Longevity.

Highlights

- Independent External Driver
- Surface Mounted Diodes – From the Black Body Curve
- Modular 12” Circuit Boards for 1’ to 8’ length Tube Production
- Deep Fin Extruded Aluminum Heat Sink
- Aluminum Circuit Boards
- Made in America with 10 Year Warranty

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• **Appendix: The Lowest Cost of Ownership Lighting Solutions:**

  • LED Tubes
  • LED Troffers
  • LED Vapor Tight Fixtures
  • LED High Bay Fixtures
Overview

10 Reasons why Independence LED is the preferred choice in the LED Tube and Fixture marketplace.

#1: Proven Track Record
#2: Multiple Industry FIRSTS
#3: The Made in America Advantage
#4: The Right Technology for Longevity
#5: The Right Quality Assurance & Warranty
#6: The Right Management & Support Team
#7: The Right Auditing & ROI Software
#8: Rebate Ready Products
#9: Industry Leadership
#10: $0 Down Financing

Independence LED is a leading U.S. Manufacturer of award winning high-efficiency LED tube retrofit kits and fixtures that replace the less efficient fluorescent tubes, troffers, parking garage fixtures and industrial high bays that dominate commercial lighting. The Company is committed to building the highest quality and most reliable “Mission Critical” commercial and industrial LED lighting products on the market.

In 2010, Independence LED moved its manufacturing from China to southeastern Pennsylvania. The Company has installations across the Fortune 100 from Morgan Stanley to MetLife and in the public sector from multiple NAVY ships to the first Veterans Affairs Hospital. Independence LED has patent filings in over 40 countries and provides a 10 Year Warranty that is the strongest coverage on the market. In addition to winning the Green Business of the Year in 2011, the Company’s LED tubes won the 2013 Best Lighting Retrofit by the US Green Building Council’s Urban Green Award.
Savings Reports

Overcoming the Cost Hurdle:
LEDs are simply more expensive than traditional lighting, so Measurement is Key to Management. This sample report is generated from a Lighting Audit to illustrate the comparative cost of operating lights vs. just the purchase and installation costs.

Financing:
Multiple $0 Upfront Cost Financing Options:
## Sample Savings Report: Part 1 of 2

<table>
<thead>
<tr>
<th>Office and Data Center</th>
<th>Estimated Property Size Sq. Ft.: 150,000</th>
<th>1/19/2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>123 Main Street</td>
<td>Calculated Retrofit Area(s) Sq. Ft.: 107,044</td>
<td></td>
</tr>
<tr>
<td>Avg Town, USA</td>
<td>Annual Current Cost Per Sq. Ft.: $0.72</td>
<td>Watts/Sqft:</td>
</tr>
<tr>
<td></td>
<td>Annual LED Cost Per Sq. Ft.: $0.24</td>
<td>ASHRAE: 1.0</td>
</tr>
<tr>
<td></td>
<td>Price per kWh: $0.120</td>
<td>Current: 1.0</td>
</tr>
<tr>
<td></td>
<td>Annual kWh Saved: 424,666</td>
<td>LED: 0.33</td>
</tr>
</tbody>
</table>

### ANNUAL LIGHTING SAVINGS: 70%

#### SAVINGS REPORT

<table>
<thead>
<tr>
<th></th>
<th>Annual</th>
<th>Lifetime</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Lighting Electricity Cost</td>
<td>$76,661</td>
<td>$928,035</td>
</tr>
<tr>
<td>Projected Lighting Electricity Cost (LED)</td>
<td>$25,701</td>
<td>$310,157</td>
</tr>
<tr>
<td>Reduction in Electricity Costs with LEDs</td>
<td>$50,960</td>
<td>$617,877</td>
</tr>
</tbody>
</table>

**Additional Operating Savings:**

<table>
<thead>
<tr>
<th></th>
<th>Annual</th>
<th>Lifetime</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bulb Replacement Savings</td>
<td>$1,963</td>
<td>$19,590</td>
</tr>
<tr>
<td>Maintenance Labor Savings</td>
<td>$5,352</td>
<td>$76,954</td>
</tr>
<tr>
<td>Reduced Air Conditioning Load</td>
<td>$1,529</td>
<td>$18,536</td>
</tr>
<tr>
<td><strong>Total Additional Operating Savings</strong></td>
<td>$8,844</td>
<td>$115,080</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Annual</th>
<th>Lifetime</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Bulb Replacement Savings based on standard cost of existing lamps</em></td>
<td>$1,963</td>
<td>$19,590</td>
</tr>
<tr>
<td><em>Maintenance Labor Savings based on $0.01/sq. ft. for Parking Garages, and $0.05/sq. ft. for all other facilities</em></td>
<td>$5,352</td>
<td>$76,954</td>
</tr>
<tr>
<td><em>Reduced Heating/Air Conditioning Load based on an average of $0.03 for every dollar saved on lighting</em></td>
<td>$1,529</td>
<td>$18,536</td>
</tr>
<tr>
<td><em>Lifetime calculations based on rated lifespan of each product. Weighted average rated life of LEDs = 14.4 years</em></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Annual</th>
<th>Lifetime</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Savings with LEDs</strong></td>
<td>$59,804</td>
<td>$732,958</td>
</tr>
</tbody>
</table>

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### Sample Savings Report: Part 2 of 2

Please Note that the Savings Report is a key tool to illustrate the savings over existing lighting.

Overall, our fixtures leverage the efficiency of our tube modules and cost-effective fixture housings to deliver the lowest cost of ownership lighting solutions.

Our ROI Calculator is also a powerful tool for comparing Independence LED fixtures and tubes against other options to demonstrate the Lowest Cost of Ownership Lighting.

See the APPENDIX.

### FINANCIAL ANALYSIS

<table>
<thead>
<tr>
<th>OPTION #1: PURCHASE</th>
<th>Payback (Months)</th>
<th>ROI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of LED Product</td>
<td>$130,347</td>
<td>26</td>
</tr>
<tr>
<td>Installation Estimate (15%)</td>
<td>$19,552</td>
<td>46%</td>
</tr>
<tr>
<td>Less Tax Deduction Cash Value</td>
<td>($22,479)</td>
<td></td>
</tr>
<tr>
<td>Est. Rebate ($0.10/Annual kWh Saved)</td>
<td>($42,467)</td>
<td></td>
</tr>
<tr>
<td>Total Net Cost to Customer</td>
<td>$84,953</td>
<td>17</td>
</tr>
</tbody>
</table>

Note: Pricing valid for 45 days from issue; does not include sales tax and shipping

NPV: $303,061 | 12% Discount Rate | IRR: 62%

### OPTIONS #2: On-Balance Sheet FINANCING

<table>
<thead>
<tr>
<th>Adjust</th>
<th>Initial Cash Outlay</th>
<th>Payments</th>
<th>LED Savings</th>
<th>Net Cash Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>19 Months @ 7.5%</td>
<td>$0</td>
<td>($4,983.70)</td>
<td>$4,983.70</td>
<td>$0.00</td>
</tr>
<tr>
<td>36 Months @ 7.5%</td>
<td>($2,642.56)</td>
<td>$4,983.70</td>
<td>$2,341.14</td>
<td></td>
</tr>
<tr>
<td>60 Months @ 7.5%</td>
<td>($1,702.28)</td>
<td>$4,983.70</td>
<td>$3,281.42</td>
<td></td>
</tr>
</tbody>
</table>

### OPTION #3: Energy Saving Share SERVICE

<table>
<thead>
<tr>
<th>Adjust</th>
<th>Initial Cash Outlay &amp; Months</th>
<th>Payments</th>
<th>LED Savings</th>
<th>Net Cash Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>48 Months @ 7.5%</td>
<td>$0</td>
<td>($2,259.47)</td>
<td>$4,983.70</td>
<td>$2,724.23</td>
</tr>
</tbody>
</table>

% Split on Lighting Savings: 45% | 100% | 55%

Savings during the Service Period: $130,763

Added Savings during 100% Period: $493,740 (For the months following the Service Period with $1 buyout)

Total Lifetime Savings for this Option: $624,503

Note: The number of months is adjustable up to a 10 Year (120 months) Term or 7 Years (84 months) for 24/7 facilities.

### BONUS INCENTIVES

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal Tax Deduction Available</td>
<td>$64,226</td>
</tr>
<tr>
<td>Tax Deduction Cash Value</td>
<td>$22,479</td>
</tr>
<tr>
<td>Property Value Increase</td>
<td>$598,044</td>
</tr>
<tr>
<td>EcoAdvantage: CO2 Emissions Reduction</td>
<td>6,693,669 lbs. or 116 SUVs off the road</td>
</tr>
</tbody>
</table>

*Energy Star a federal government program which reduces energy consumption in order to protect the environment.

*EPAct Federal Tax Deduction is an estimate based on standard IRS and DOE guidelines. Actual numbers may vary.

*Only areas that have bi-level switching qualify for EPAct incentives (80% of space or more typically qualifies).

*Property Value Increase calculated with 10% cap rate applied to reduction in operating costs.

*EcoAdvantage: based on 1.3 lbs. of CO2 for every kWh of electricity saved (lifetime estimates).

### ACT NOW! GO GREEN AND SAVE!

<table>
<thead>
<tr>
<th>Daily Cost of Waiting</th>
<th>Monthly Cost of Waiting</th>
</tr>
</thead>
<tbody>
<tr>
<td>$164</td>
<td>$4,984</td>
</tr>
</tbody>
</table>

© 2015 www.IndependenceLED.com
The Challenge: State of the Industry

Less than 20% of Professionals believe that LED Tubes have the right engineering for the marketplace.

Source: 2011 - Electrical Contractor Magazine surveyed 700 Electrical Contractors about their opinion on the readiness of LEDs.

Those that believe LEDs are ready to replace traditional fixtures…

<table>
<thead>
<tr>
<th>Fixture Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incandescent</td>
<td>33%</td>
</tr>
<tr>
<td>Compact Fluorescent (CFLs)</td>
<td>23%</td>
</tr>
<tr>
<td>Fluorescent Tubes</td>
<td>19%</td>
</tr>
</tbody>
</table>
Improved Thermal Management

Perception is Reality

The vast majority of the LED Linear Tubes on the marketplace fail to build confidence, because they are under-engineered specifically when it comes to thermal management.

Keeping the Light Emitting Diodes as cool as possible prevents “Burn Outs” and preserves color temperature and longevity.

This file first identifies the Problems and then illustrates Solutions.
1. Internal Drivers create a Burn Zone that degrades the LED Tubes.

The heat from Internal Drivers literally burns and discolors the Phosphor that dictates the Specified Color Temperatures. Plus, the discoloration reduces the output of the light.
2. Meter Results illustrate 50% Foot Candle Reduction at the Burn Zone.

50% LOSS: The 10X Foot Candle drop off is staggering at the Internal Driver Burn Zone after just 10,000 hours.
3. The Burn Zone is visible and compromises the Color Quality.

This is one example of the Burn Zone impact from an Internal Driver Tube after 10,000 hours. (Just over 1 year at 24/7 Operations)

An Internal Driver is extracted in the photo and set next to the tube approximately where it lies behind the Diodes.
4. One Common Fix Attempt – Stretch out the Driver.

Tubes with Internal Drivers, are ticking time bombs for two reasons.

- The Electronics and heat output are directly behind or at the end of the tube near the Diodes.

- When the Capacitors on the Driver fail, which they typically will before the Diodes fail, then the whole Tube must be replaced.
5. Another Common Fix Attempt – *Put the Driver on the End.*

Internal ‘End Dependent’ Drivers are NO BETTER than other Internal Drivers, because upon failure, the whole tube needs to be replaced.

Plus, Internal Drivers are often referred to as a ‘Dependent’ Driver System in that the Tube relies on the circuit to run through the fixture tombstone and thus cannot be rotated to adjust the beam angle.
The Solution: Thermal Management

We faced the Reality. Heat is the enemy of the LED. So, we invented a system to protect the diodes, and we filed *our* Patent.

"Genius is one per cent inspiration, ninety-nine per cent perspiration"
Thomas A. Edison - 1902

Credit where Credit is Due:
Thank you Edison for over 100 Years of illumination. Now its time for a paradigm shift.

Edison: Patent Filing for the Incandescent Light Bulb 01/27/1880
Reduce ➔ Reuse ➔ Recycle

Invention and Engineering

Inspired by the three hallmarks of the Energy Revolution

Reduce:

The electricity consumption by 50% or more, the heat impact from the internal drivers, and the waste of toxic fluorescent tubes.

Reuse:

The existing fixtures for the tombstone support and the space previously allocated for fluorescent tube ballasts for the LED external drivers.

Recycle:

The available aluminum on the market to create robust deep fin heat sinks and conductive aluminum printed circuit boards vs. fiberglass.
The Solution:
10 Point Technology Differentiation
1. We use External ‘Independent’ Drivers.

This is the real Thermal Fix, by pulling the Drivers out of the Tube all together.

Installers already have to open the fixture to override the ballast, so you might as well just use the same time with two wire nuts or speed clips to change it out. New Driver = .996 Power Factor
2.
We use a Smart Clip System.

Connect the Independent Driver directly to the Tube rather than through the Tombstones.

The Smart Clip System includes safety features and a lock guard for ease of installation and circuit longevity.

We now offer the push in connectors that are ideal for our Drivers that power multiple LED tubes.
3. We use Deep Fin Heat Sinks.

Avoid No Fin or a Thin Fin System to shed the heat.

The Independence LED Tube’s Deep Fin Heat Sink (Right) vs. some other Tube’s Shallow Fin Heat Sink. Plus, this illustrates the channel connection of the Aluminum/Copper Circuit Board (ACB) to the thermal mass vs. the floating fiberglass PCB that traps the damaging heat inside the competing tube cavity.

Heat is Trapped in an enclosed Tube Cavity vs Dissipated with a Heat Sink.
4. We use Surface Mounted Diodes.

Use (SMD) vs. Through Hole Diodes to Transfer Heat directly to an Aluminum Circuit Board.

Through Hole Diodes fall short for several reasons:

- The pins lift the diode away from the Circuit Board and reduce heat transfer.
- The backside protrusions reduce the ability to effectively slide the Circuit Board into a Heat Sink.
- The quality assurance is more difficult given tighter automation tolerances applying SMDs.

Through Hole Diodes are typically Epoxy covered and less stable than SMDs with Silicone.
5. We use Aluminum/Copper Circuit Boards.

Use (ACB - Conductors) vs. Fiberglass Printed Circuit Boards (PCB - Insulators) to transfer Heat to the Heat Sink.

Heat moves through conductive materials, so it is only logical to remove heat via an Aluminum/Copper Circuit Board (ACB) rather than a Fiberglass Printed Circuit Board (PCB) that holds the heat like a sponge.

Each set of ACBs are Engineered for a specific numbers of Diodes to match the desired Lumen output levels.
6. We use a Modular Circuit Board System.

Gain Scalability at 12” increments for 1’ to 8’ Tube lengths.

Modularity creates efficiencies in Manufacturing which translate into more cost effective products, which in turn, increase Returns on Investment (ROI) for Property Owners and Managers. Plus, in the event of any failure, the modular ‘Light Engines’ (Diodes on 12” Boards) can be easily replaced, like changing one tire on a car vs. discarding the whole car.

<table>
<thead>
<tr>
<th>Length</th>
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<tbody>
<tr>
<td>1’</td>
</tr>
<tr>
<td>2’</td>
</tr>
<tr>
<td>3’</td>
</tr>
<tr>
<td>4’</td>
</tr>
<tr>
<td>5’</td>
</tr>
<tr>
<td>6’</td>
</tr>
<tr>
<td>7’</td>
</tr>
<tr>
<td>8’</td>
</tr>
</tbody>
</table>

Modular Aluminum PCBs for Manufacturing at 1’ to 8’ lengths.
7. We use a Smart Bridge System.

Secure the Aluminum Circuit Boards along the length of the Tube.

Each Tube includes a ‘Master’ Aluminum Circuit Board (ACB) at the end of the Tube with the power terminal. This Master ACB links to the adjacent ACBs subject to the length of the Tube. By contrast, Fiberglass PCBs typically run 24” and reduce the Modular advantages.

Bridge System, linking Circuit Boards along desired Tube length.
8.
We use a FlexDensity™ Diode System.

Low > Medium > High Output

The Independence LED TUBE has the FlexDensity™ Diode System that facilitates light matching. Certain Tubes can include high power chips, such as the one on the left above, to reach custom Color Rendering Index (CRI) levels. Plus, the FlexDensity™ Diode System (on the right above) has a higher density for reducing the number of traditional Fluorescent Tubes by 4 to 3, 3 to 2 or, in some cases even 2 to 1.
9. We only use Chips from the Black Body Curve.

Warm > Neutral > Cool White

The Independence LED TUBE series offers three different standard color temperatures to meet the aesthetic needs of property owners and managers. We select the Chips on the Black Body Curve to ensure the highest levels of consistency.

Using Chips from broader ‘Bins’ reduces color consistency.
The Independence LED TUBE offers a standard clear and frosted Lens Cover. An enclosed Poly-carbon ‘Tube’ traps the heat that degrades the Diodes vs. a Lens Cover that allows the heat sink to remove the heat. Custom Lenses with peaks and valleys are available to focus light and meet certain objectives.
The Results: High Performance

Industry Professionals Embrace the New Innovations.

Electrical Contractors, Architects, Distributors, and Property Owners & Managers that have followed the evolution of the linear lighting marketplace, see the engineering value in our Independence LED TUBES.

They also see the Advantages that come with superior technology:

• Energy Savings
• Warranty
• Beam Angle Features
• Fixture Features
• Smart Controls
1. Energy Savings

Across the short and long term

The 4’ 12 Watt Tube is the building block of the Independence LED TUBE Series

It reduces the wattage of typical T8 Fluorescents by more than 50%, and it delivers very favorable paybacks.

24/7 Operations: (7+ Years)
Typical Office Hours: (20+ Years)
2. 10 Year Warranty

Complete driver and tube system vs. a 5 year or warranty limited by hours from other companies. Our system is rated for 100,000 hour life.

Few Companies can back up their Warranty!

We know the potential failure of Drivers, and they typically are about 10% of the cost of the tubes. So if there is failure, we can replace the Driver and not the whole tube, because ours are Independent. We can also easily replace 12” PCBs, since we can literally re-use the other parts of the linear system like the Driver, other Diodes, Heat Sink, and Lens.

We protect your Investment in our LED Technology.
3. Asymmetrical Beam Angle

Features with the Independent Driver

SAMPLE Application:

Configuration context of a Parking Garage Structure 90°/45° to reduce light pollution at the Perimeter. Simply, the Tube on the outside edge is angled straight down at 90°.
4. Asymmetrical Color and Wattage

Features with the Independent Driver

SAMPLE Application:

Configuration context of a Parking Garage Structure 90°/45° to reduce light pollution at the Perimeter, with a Warmer Color Temperature in addition to a lower diode density.

Most Common Angle Sets:
90° / 45°  45° / 45°  90° / 90°

Multiple Wattage and Kelvin options at each length LED tube and LED fixture configuration.
Maximize Energy Savings by dimming or turning one or more LED tubes or LED fixtures off at anytime of the day. Occupancy, Daylight Harvesting, and Demand Response controls create added savings.
Industry Leadership: 
*Forged in America™*

We’re setting New Standards for Commercial Property Efficiency and Domestic Manufacturing

We brought our manufacturing from China to Southeastern, PA to improve Quality Assurance, Reduce Shipping Distance and Cost, and Create Jobs in America.

In addition to the Energy Savings, the Right Technology garners high ‘Points’ for Properties especially when our LED Tubes and LED Fixtures reduce the kWh per Sq. Ft. by 50% or more over ASHRAE Benchmarks.

POINTS:
LEED
Leadership in Energy and Environmental Design

POINTS:
ENERGY STAR

© 2015 www.IndependenceLED.com
1. Precision Manufacturing

Top Design, Engineering, Assembly, and Quality Assurance

Eye on the Manufacturing Details
36,000 Sq. Ft. in Boyertown, PA

Sophisticated automation increases efficiency and decreases costs per tube.

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2. Design Lights Consortium (DLC)

Multiple Configurations on the DLC Qualified Products List

Rebates are key in many applications for Property Owners and Managers to realize their target Return on Investment (ROI).

Our Engineering Department continues to upgrade and add new products that are “Rebate Ready”, so check with us on the latest listings.
3. Made in America

- With Domestic & Imported Components
- Quality Assurance
- Reduced Shipping Cost
- Job Creation

Meets BUY AMERICAN Qualifications

Our Operations on the US Northeast Corridor are central to the largest energy concentrations in North America.

We also reduce costs with Domestic Manufacturing rather than shipping our robust Aluminum Heat Sinks from 12,000 miles away in Asia.
LED Tube and Fixture Comparison

APPENDIX
Independence LED = Lowest Cost of Ownership Lighting
with Top Efficiency and the Strongest Warranty

Tubes  Troffer Retrofits  Vapor Tight Fixtures  Low/High Bay Fixtures

Total Cost of Ownership  See 2013 Best Lighting Retrofit Award

10 Years = $183.07
10 Years = $210.87
10 Years = $282.27
10 Years = $300.84
10 Years = $318.17

The calculations assume comparable directional lumens, foot candles, or lux for 1 tube T8 (32W / tube + ballast factor) as the existing installed default, and the U.S. average $.12 Cost / kWh. With Independence LED’s 10 Year Warranty at 60,000 hours of life, common scenarios for 6,000 hours of illumination per year include: Grocery Stores, Retail Stores, Warehouses, Distribution Centers, Call Centers, Data Centers and long run time/double shift Offices (16 hours / day). The Independence LED performance is even better for 24/7 operations and properties such as Convenience Stores, Hospitals, Parking Garages, Exit Stairs, etc.)
Independence LED = Lowest Cost of Ownership Lighting
with Top Efficiency and the Strongest Warranty

<table>
<thead>
<tr>
<th>Tubes</th>
<th>Troffer Retrofits</th>
<th>Vapor Tight Fixtures</th>
<th>Low/High Bay Fixtures</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Avg. Overseas Manufactured LED Fixture</strong></td>
<td>44W</td>
<td>10 Years = $590.47</td>
<td><strong>BEST IN CLASS</strong></td>
</tr>
<tr>
<td><strong>T5 Fluorescent</strong></td>
<td>60W</td>
<td>10 Years = $806.01</td>
<td></td>
</tr>
<tr>
<td><strong>T8 Fluorescent (with Ballast)</strong></td>
<td>112W</td>
<td>10 Years = $1,068.75</td>
<td></td>
</tr>
<tr>
<td><strong>T12 Fluorescent (with Ballast)</strong></td>
<td>140W</td>
<td>10 Years = $1,189.68</td>
<td></td>
</tr>
<tr>
<td><strong>Tubes</strong></td>
<td>160W</td>
<td>10 Years = $1,511.02</td>
<td></td>
</tr>
</tbody>
</table>

The calculations assume comparable directional lumens, foot candles, or lux for 4 tube T8 (32W / tube + ballast factor) troffer as the existing installed default, and the U.S. average $.12 Cost / kWh. With Independence LED’s 10 Year Warranty at 60,000 hours of life, common scenarios for 6,000 hours of illumination per year include: Grocery Stores, Retail Stores, Warehouses, Distribution Centers, Call Centers, Data Centers and long run time/double shift Offices (16 hours / day). The Independence LED performance is even better for 24/7 operations and properties such as Convenience Stores, Hospitals, etc.)
Independence LED = Lowest Cost of Ownership Lighting
with Top Efficiency and the Strongest Warranty

<table>
<thead>
<tr>
<th>Tubes</th>
<th>Troffer Retrofits</th>
<th>Vapor Tight Fixtures</th>
<th>Low/High Bay Fixtures</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>Total Cost of Ownership</strong></td>
<td>See 2013 Best Lighting Retrofit Award</td>
</tr>
</tbody>
</table>

| Avg. Overseas Manufactured LED Fixture | 60W | 10 Years = $1,040.34 |
| Compact Fluorescent | 64W | 10 Years = $1,082.47 |
| Induction | 120W | 10 Years = $964.01 |
| Metal Halide | 175W | 10 Years = $1,487.52 |

The calculations assume comparable directional lumens, foot candles, or lux for **Metal Halide (175W) parking garage fixture as the existing installed default**, and the U.S. average $.12 Cost / kWh. With Independence LED’s 10 Year Warranty at 60,000 hours of life, common scenarios for 6,000 (16 hours / day) include parking facilities with “smart controls” such as occupancy sensors. The Independence LED performance is even better for 24/7 operations, which is common for so many structured parking or underground garages given the lighting for security.
Independence LED = Lowest Cost of Ownership Lighting
with Top Efficiency and the Strongest Warranty

<table>
<thead>
<tr>
<th>Tubes</th>
<th>Troffer Retrofits</th>
<th>Vapor Tight Fixtures</th>
<th>Low/High Bay Fixtures</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>T5 Efficient Fluorescent</td>
<td></td>
<td>150W</td>
</tr>
<tr>
<td></td>
<td>Induction</td>
<td></td>
<td>200W</td>
</tr>
<tr>
<td></td>
<td>Metal Halide (with Ballast)</td>
<td></td>
<td>450W</td>
</tr>
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<td></td>
<td>Metal Halide (400W) High Bay fixture as the existing installed default, and the U.S. average $.12 Cost / kWh. With Independence LED’s 10 Year Warranty at 60,000 hours of life, common scenarios for 6,000 (16 hours / day) include double shift factory, warehouse, or distribution centers as well as gymnasium and big box retailers. The Independence LED performance is even better for 24/7 operations, which is common for so many industrial and distribution facilities.</td>
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</tbody>
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