

Borealis Lighting

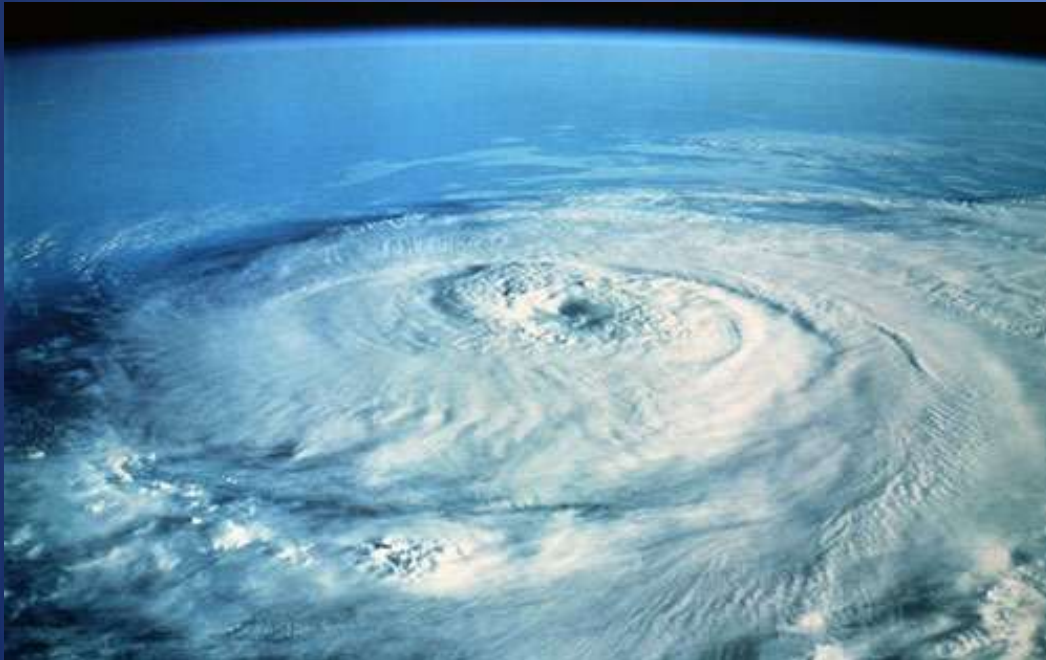
Advancing America Forward with Energy and Economic Opportunities

September 11, 2012



Sandra Goeken Miles 630-551-1533, or e-mail to: smiles@polybrite.com

The Perfect Storm



Political

- Global Pressures from UN/Copenhagen
- Decrease use of foreign oil
- Sustainability initiatives promoted by government
- Banning of the incandescent

Economic

- Still in a recession
- Economics force reduction

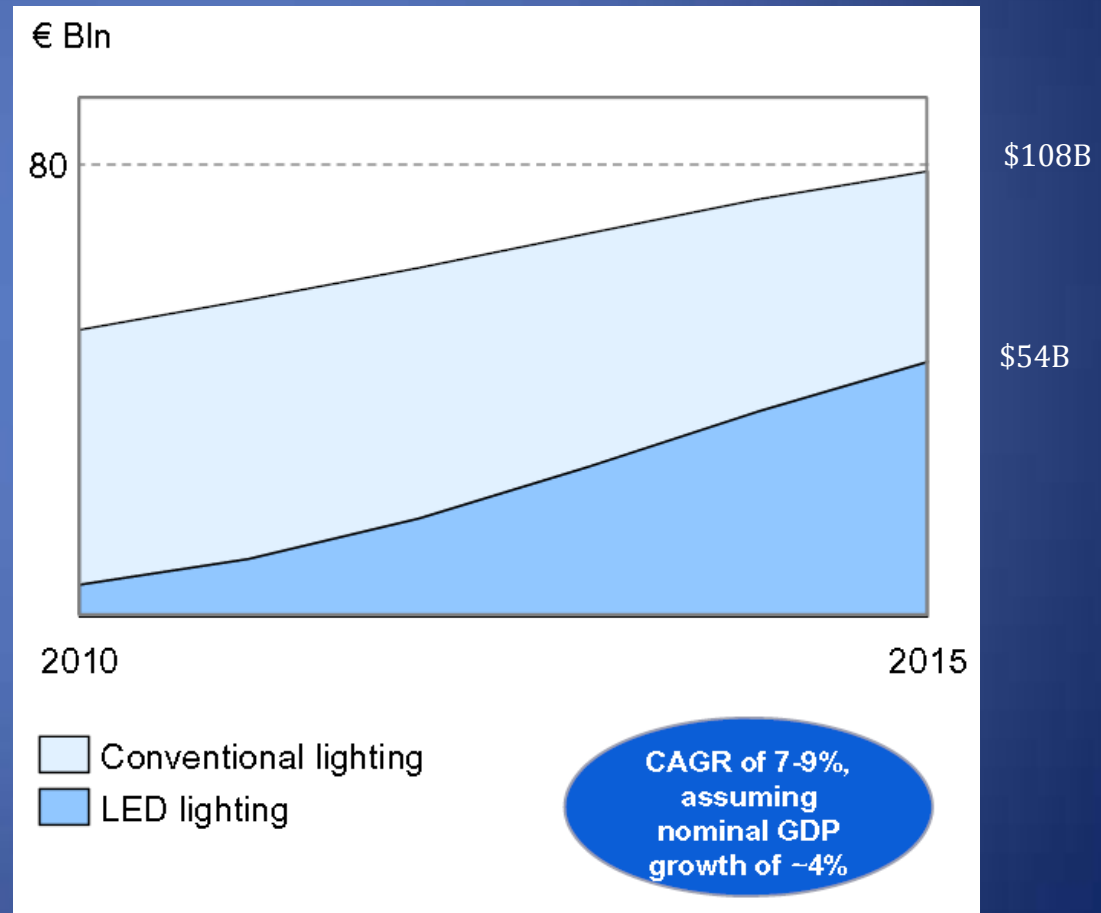
Social

- Climate change embraced
- Green “movement” popularity

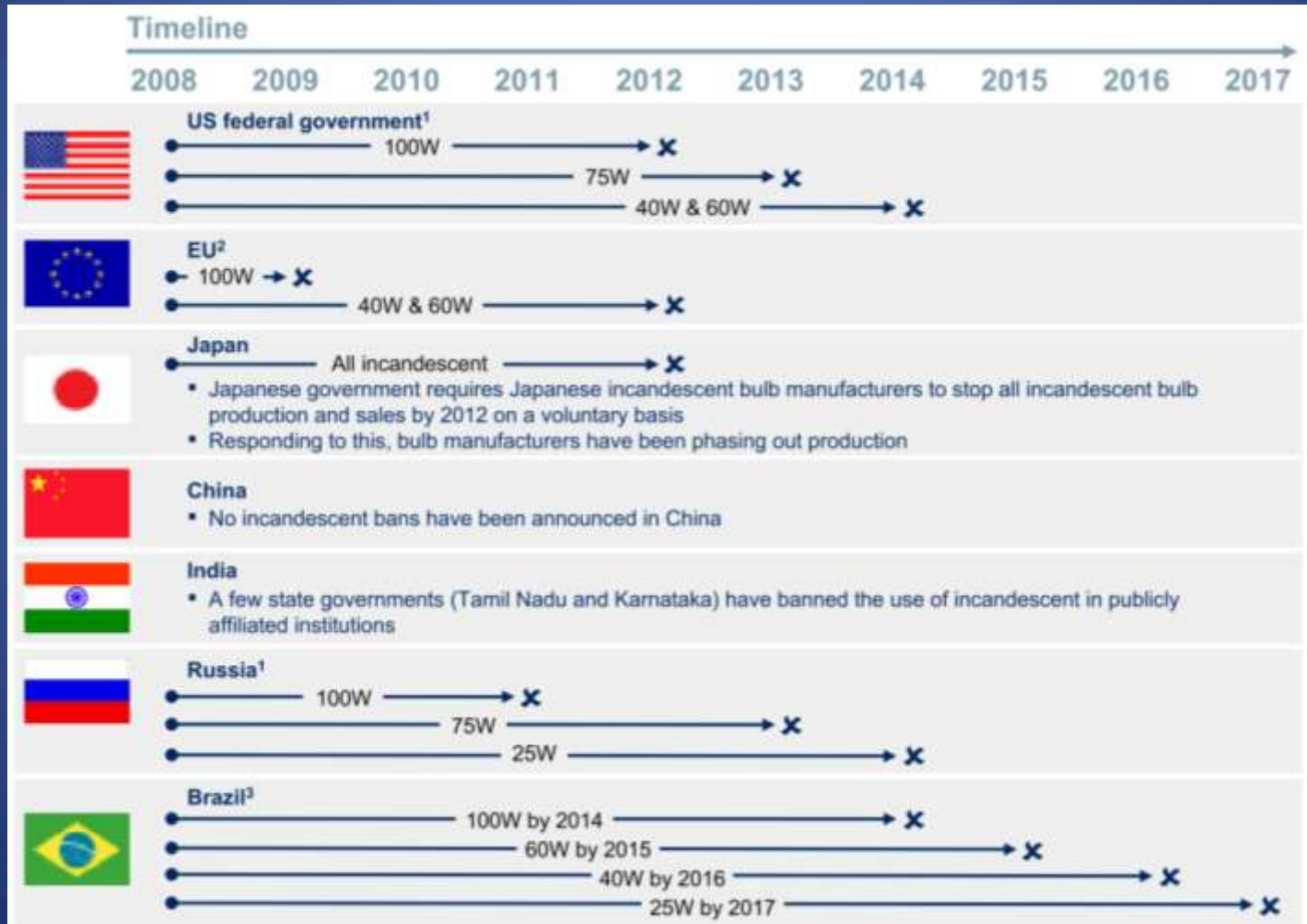
Global LED Lighting Forecast

LED Lighting will account for 50% of the global market by 2015.

Lighting market described as “extremely dynamic” and predicted an annual growth of 7-9% per annum between 2010 and 2015 to a value of \$108B.



Incandescent Ban is now a Global Movement





Goeken Group Corp.

Telecommunications pioneer John D. “Jack” Goeken
- known worldwide in the communications industry,
and as an innovative entrepreneur.
Dr. Goeken is Chairman and CEO of Goeken Group Corp.,
and founded the following companies

- 1963  Second largest phone company - \$35 billion annual revenues
- 1969 **SAFP** (Spectrum Analysis & Frequency Planning)
- 1970 **CML** A domestic satellite company made up of Comsat, MCI & Lockheed
- 1974  Largest on-line computer network – 25 million terminals
- 1976 **BTC Business Telecommunications Corp.**, Chicago - Milwaukee
- 1976 **Railfone** Telephone service to rail passengers – still in operation for over 30 years.
- 1977  First commercial air-to-ground telephone system
- 1989  First fully digital air-to-ground telephone service
- 1995 **Goeken Group Corp.** Specializing in health, safety and lighting

PolyBrite International – Borealis Lighting



Carl Scianna: Pioneered and patented the technology that serves as the cornerstone of PolyBrite's product lines. This optical illumination technology, combining LED technology with a unique polymer intensifies and disperses light through a variety of lens shapes, sizes, flexes and finishes. Mr. Scianna oversees all aspects of PolyBrite's operations, including research & development, product design, manufacturing and quality control.



Dr. Munir Nayfeh: Founded NanoSi Advanced Technology, Inc. and invented patented process for creating silicon nanoparticles. Munir Nayfeh is also a Professor of Physics at the University of Illinois at Urbana-Champaign ("UIUC"). In October of 2006, Dr. Nayfeh partnered with PolyBrite and began integrating his NanoSi's silicon nanoparticle technology into PolyBrite's LED products. This technology improves the brightness and composition of light, making it look whiter and less blue, and filters residual ultraviolet light.



Speaker John Dennis Hastert: Served as Speaker of the House from 1999 to 2007 and a Republican representative of the 14th Congressional District of Illinois from 1987 to 2007. Known for being "greener than many of his fellow colleagues in the House," Speaker Hastert continued his quest to promote LED technology and joined Goeken Group as a Strategic Advisor on March 21, 2008.

Longest LED Experience in Industry

1995 Launch Customer = US Government

- Air Craft Carriers
- Nuclear Submarine
- Military Helicopters



Current LED Product Range



Why Borealis lamps are different?

- State-of-the-art LEDs
- Polymer Lens
Light Dispersion
- Electronics
- Heat Management
- Dimmable
- Unbreakable
- Optic Lens



Burn out: Weak links affect HB-LED lifetime

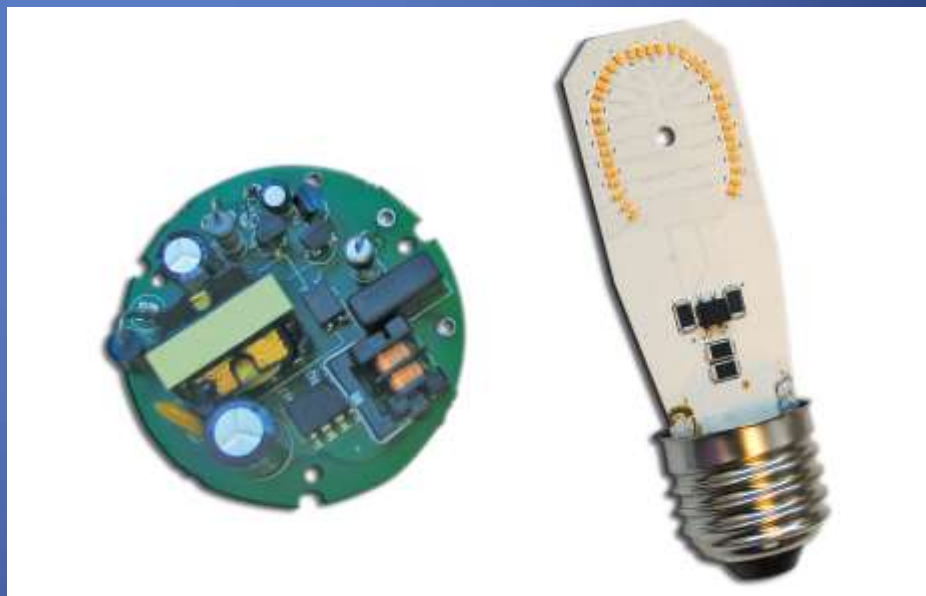
By Margery Conner, Technical Editors, EDN, 2/18/2010

edn.com

“High-brightness LEDs for solid state lighting can last 50,000 hours or more, but the components surrounding them generate heat that can cause early failures. Proper selection of capacitors and other components, along with thermal management, can help save your LEDs from an early demise”

“People see capacitors as being the Achilles’ heel of SSL”

– Geof Potter, a power technologist at Texas Instruments



Previous

Current

True A19 and B10 Shape Patented Filament Look



Patented Low Power LEDs in sequence

- Looks exactly like incandescent filament burning
- More efficient
- Moves heat into base
- Low cost to manufacture

Non Visible Heat Sink Technology



Current Competition*

- Expensive to produce
- Heavy to support
- Bulky and hard to fit



Borealis PAR Lamps

- No visible heat sink of fins
- Lightweight
- Same form fit as traditional lamp

Borealis

Canopy/Tunnel/Street Light/High Bay

The most versatile LED HID replacement fixture on the market



NO other LED High Bay can be fit to all these applications





75W (Avg.) LED Canopy Light
Replaced a 150W & 175W CMH
30 Fixtures
255,000 Kwh Saved = \$29,415
Total Savings = \$40,997
ROI: 2.56 Years





Specifications

- Efficacy: >80 LPW
- Power Consumption: 60W – 270W
- Initial Flux: 5400 lm – 22800 lm
- CCT: 4500°K – 5500°K - Pure White
6000°K – 7000°K - Cool White
- CRI: Ra>75
- Power factor: >0.99
- Input voltage: 100 – 277V_{AC}, 50/60 Hz*
- Working Conditions: 50,000 hrs
Temperature -40°F~122°F, Humidity 10%~95%

Features

- 150W–400W HPS replacement*
- Typical mounting height of 15–50 feet*
- Patented heat dissipation design, achieves optimum efficiency
- UL E340511 - Light-emitting-diode Surface Mounted Luminaires
- IP rating: IP66 - water and vapor tight
- Lab listed and testing in accordance with IES standards CE/LVD, CE/EMC, RoHS
- Knuckle angle can be adjusted from 0 to 90°
- Die-cast Aluminum housing available in black or white. Custom built colors available
- Wireless control system available for additional energy saving
- Models available with photosensor
- Vandal resistant
- 5 year warranty

* Depending on model



Borealis LED Street Lighting is the environmentally friendly, energy savings replacement solution for conventional HPS or HID street lamps. Borealis LED Lighting provides a sharp, accurate color rendering of objects which creates better visibility enhancing safety outdoors. By providing more control over what is illuminated, Borealis reduces light pollution making it ideal for public lighting. Borealis lighting features an instant "on" with no cold starting as compared to HPS lights, and is better equipped to withstand extreme temperature variations, reducing maintenance and bulb replacement. Motion sensors and lighting controls can also be used with Borealis to further reduce operating costs.



Borealis Streetlights at Village of Oswego

250W Sodium Vapor (298 Watts
with Ballast)



Borealis 120W LED Street Light



Test: To see what wattage equivalent would match.

Findings: Borealis can go with significantly lower wattage unit and still be brighter than what they have.

Borealis and Municipalities City of Naperville Test Results



For immediate release
Tuesday, July 14, 2009
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City Testing New LED Light Fixtures Along Dixie Road Public Input on the Lighter Being Accepted Through January 2010

NAPERVILLE, IL -- The City of Naperville will be testing light emitting diode (LED) streetlights along the south side of Dixie Road between Country Club Boulevard and Parkway Drive from now until January 2010. During this time, residents are encouraged to submit their feedback to the city regarding the performance of these test streetlights.

The city's Department of Public Works began monitoring the use of alternative and energy-efficient lighting alternatives. The recent test LED streetlights, manufactured by Borealis International, Inc., are LED lighting technology company headquartered in

"The city is constantly searching ways to reduce our environmental impact. LED lighting is one way to do just that. The life span of an LED light is much longer than that of a traditional incandescent light bulb. In addition, LED lights have the potential to reduce costs, both from a energy standpoint. Having these test streetlights is one way for the city to test the lighting."

One meter in the street light controller monitors the power consumption of the LED lighting. To date, Borealis has not yet received any feedback from the city.

Residents can give their opinion on Borealis' LED street lighting by visiting the city's website at www.naperville.il.us or by calling the city's public works department at (630) 420-6104. The city will be conducting a public input session on the LED lighting at the end of the summer. The city will be using the feedback to make a decision on whether to purchase a street light with the LED lighting.

For more information on the City of Naperville, visit www.naperville.il.us.



For immediate release
Monday, November 9, 2009
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www.borealis.com

PolyStrike International Announces Greener Results in Borealis LED Streetlight Testing

City of Naperville, IL Reports 60% Savings Test Results

NAPERVILLE, IL -- November 9, 2009 - PolyStrike International, Inc. reports that Borealis LED Lighting Systems, announced today that the installation of Borealis LED streetlights has saved the City of Naperville up to 60% in energy usage for the last six months of testing. The City of Naperville has been monitoring Borealis LED streetlights since June and they will continue to do so until January 2010.

The Borealis LED streetlights are installed along the south side of Dixie Road, between Country Club Boulevard and Parkway Drive. The city's Department of Public Works is monitoring seven LED test Borealis LED streetlights with a life span of 100,000 hours, high pressure sodium (HPS) streetlights. One meter in the streetlight controller monitors the power consumption of the LED lighting, with a second meter monitoring the power consumption of the HPS lighting. To date, measured results from the study have indicated that the LED streetlights have consumed 77.2% less energy than the HPS streetlights. The meter readings have also indicated that the Borealis LED streetlights save energy consumption over 60% while the HPS use 60%.

"We are very pleased with the City of Naperville's findings to date," said Tina Karsch, Marketing Coordinator and CEO of PolyStrike International. "My intention further noted that 'With a life expectancy of 100,000 hours, Borealis LED streetlights will last three times longer than the HPS lights the city is currently using and they produce a safer, cleaner light that improves the overall appearance, night time safety and night time visibility. Having an on-site test of Borealis LED streetlights is a true sustainable lighting product!"



Borealis Lighting
1770 West Dixie Road, Suite 100, Naperville, IL 60563
Tel: (630) 717-4789 | www.borealislighting.com

City of Naperville LED Test Site Meter Reading

Installed meters 6/8/09

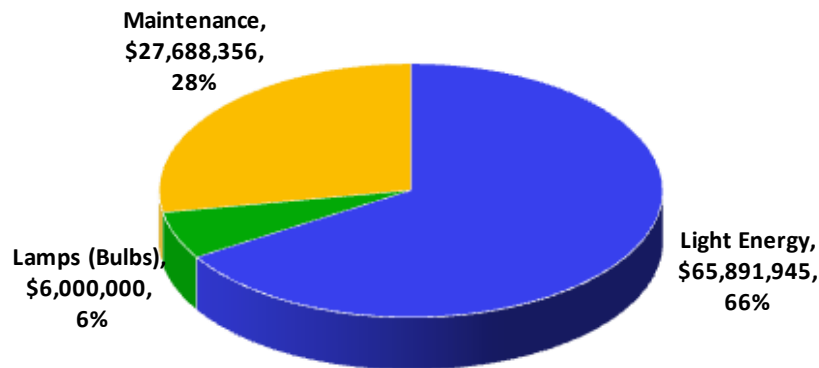
Reading #1 7/5/2009	Monthly Consumption		Monthly Savings
	LED	HPS	
00255 KWH 1.07 KW		00618 KWH 2.60 KW	
Reading #2 8/17/2009			
LED South		HPS North	
00660 KWH 1.07 KW		01610 KWH 2.61 KW	
LED South		HPS North	
02194 kwh 2.59kw	405	992	59.2%
LED South		HPS North	
03086 kwh 2.57kw	242	584	58.6%
LED South		HPS North	
	382	892	57.2%

City of Naperville's
Test Data Shows
Nearly 60% Savings
Of Energy Consumption

City/County of 1,000,000 Population: Retrofit 54,000 Streetlights

Assume an equal mix of 400W, 250W, and 175W Metal Halide Streetlights replaced by LED Streetlights. Useful Life of LEDs = 11.4 Years, useful life of MH Lights = 4.1 Years

Cost Savings



<i>COST SAVINGS ANALYSIS</i>	<i>1st Year</i>	<i>Useful Life</i>
Light Energy Savings	\$5,053,644	\$65,891,945
HVAC Energy Savings	\$0	\$0
Product Savings (<i>Lamps</i>)	\$525,600	\$6,000,000
Maintenance Savings (<i>Installation + Ballast Replacement and Labor</i>)	\$2,425,500	\$27,688,356
TOTAL SAVINGS (<i>Energy, Product & Maint</i>)	\$8,004,744	\$99,580,301

<i>INVESTMENT ANALYSIS</i>	<i>Payback</i>	<i>IRR</i>
<i>Investment After Rebate = \$32,287,831</i>		
Light Energy Savings	6.39 Years	18.0%
Light & HVAC Energy Savings	6.39 Years	18.0%
TOTAL SAVINGS (<i>Energy, Product & Maint</i>)	4.03 Years	21.9%
Leaseback Annual Payment	\$7,242,483	

Leaseback for 54,000 Streetlights: Positive Cashflow from Year 1!

	Lease Payment	Savings Using LED Streetlights	Positive Cashflow Benefit
Year 1	\$7,242,483	\$8,004,744	\$762,261
Year 2	\$7,242,483	\$8,156,353	\$913,870
Year 3	\$7,242,483	\$8,312,511	\$1,070,028
Year 4	\$7,242,483	\$8,473,353	\$1,230,870
Year 5	\$7,242,483	\$8,639,021	\$1,396,537
Year 6		\$8,809,658	\$8,809,658
Year 7		\$8,985,415	\$8,985,415
Year 8		\$9,166,445	\$9,166,445
Year 9		\$9,352,905	\$9,352,905
Year 10		\$9,544,959	\$9,544,959
Year 11.4 (Useful Life)		\$12,595,278	\$12,595,278
	\$36,212,417	\$100,040,643	\$63,828,226

Borealis Test in Chicago:

Light meter readings were taken under the fixture, at 10', 20' & 30' lateral to the fixture, and center of the road

(Philips CMH)

(Borealis LED)



Results: 200% Better Lighting!

Location	Borealis	Philips
Directly Underneath Streetlight (0,0')	8.8 fc	4.4 fc
Centerline, 15 Feet in front of Streetlight (15,0')	6.3 fc	3.0 fc
10 Feet Lateral from Streetlight (0,10')	6.2 fc	4.4 fc
20 Feet Lateral from Streetlight (0,20')	2.9 fc	2.5 fc
30 Feet Lateral from Streetlight (0,30')	1.4 fc	0.5 fc

Partnering with a Fortune 200: 20 Year Program to Convert and Manage 127,000 Street Lights!

Table Compares Current System to a Funded LED Program

- Funded program spaces out LED purchase cost over multiple
- Includes electricity savings and maintenance savings from going with LEDs
- Positive Cashflow: NO OUT OF POCKET \$\$ for the City!
- Phased-in implementation leads to better and better savings
- Includes effect of rising energy costs

	Current Streetlight System	LED Streetlight Funded Program		Savings!
Year 1	\$42.6M	\$28.1M		\$14.5M
Year 2	\$43.8M	\$23.97M		\$19.83M
Year 3	\$45.23M	\$24.85M		\$20.38M
...
...
Twenty Year Total	\$1,149M	\$524M	=	\$625M

Financing Options

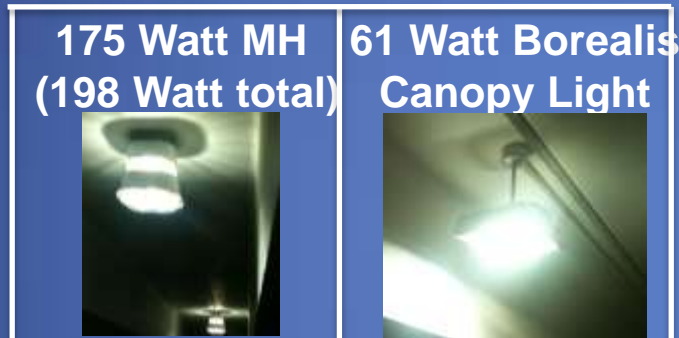
Benefits

- Does not create Statutory Debt (Bonds)
- Low, Tax-Exempt Rates
- Provides Financing with a \$1 payoff at contract completion
- Includes installation and other soft costs
- Non Funding Clause = Not Debt
- Automatic annual renewals as budgets get renewed every year
- Can do 2 -20 year.....15 year average
- 50 states – Different forms for each State

Potential Clients

- Who Qualifies?
 - State
 - Cities
 - Towns
 - Counties
 - School districts
 - Special purpose districts (fire, 9-1-1, utility, water, etc.)
 - Hospitals, agencies, authorities, boards and commissions

Parking Garage: Borealis 60 Watt Canopy Light Vs. 198 Watt Metal Halide



Lumens	14,000	5,147
Four feet down, directly under (fc)	23	65
Floor, directly under (fc)	8.5	22
Eight feet over, four feet off the floor (fc)	24	24
Average fc	18.5	37
% Difference		200.0%

Before:

- 440 Metal Halides at 198 Watts
- 763,000 kiloWatthours

After:

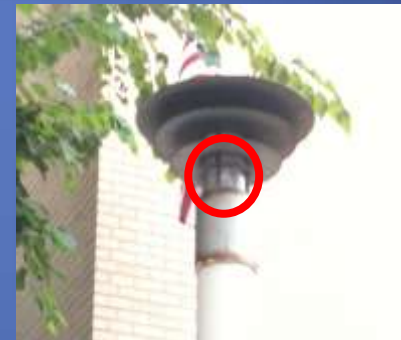
- 440 LEDs at 61 Watts
- 235,000 kiloWatthours
- 200% Better Footcandels!

Savings:

- 528,000 kiloWatthours!
- 2.5 Year Payback
- \$411,000 Saved over 6 Years

Large Illinois Hospital Complete LED Replacement!

- Large Hospital Campus, 8 Buildings
- Old T12 Fluorescents throughout, frequent replacements, difficult to maintain, inconsistent color temperature
- Inconsistent performance and look to Outdoor Lighting as well



- **Solution:** Over 30,000 Borealis LED Lights!
- **Investment:** Over \$1.5 million
- **Savings:** 4.7 Million KiloWattHours per Year!
- **Energy Savings per Year:** Over \$400,000
- Huge additional replacement and maintenance savings
- Payback approx. three years

LED LIGHTING PANELS

Borealis LED panel lighting has been designed to replace traditional power consuming fluorescent and incandescent lighting in standard drop ceiling and surface mount fixtures. Borealis LED panels significantly reduce energy consumption and provide uniform light with no glare. The fully interchangeable panels are easy to install and have no bulbs or ballasts to replace resulting in lower maintenance costs. The Borealis panels have no mercury, no hazardous gases and no disposal requirements, eliminating recycling costs associated with traditional tube lighting.



Environmentally Friendly

- No mercury or hazardous gases
- No disposal requirements

Energy Savings

- Up to 90% less heat
- Low Power Consumption

Easy installation

Low maintenance - No bulbs or ballasts to replace
Average LED lifespan up to 50,000 hours vs. average fluorescent lifespan of 10,000 hours
Even Light distribution - No glare as found in fluorescent fixtures
Dimming Capacity - 0 – 10V dimmer
All UL Certified Components
Meets NEMA Codes

Uses:

Office Lighting – Commercial Lighting
Warehouse Lighting – Retail Lighting
Home Lighting – Hotel Lighting
School Facility Lighting

Environmentally Friendly

- No mercury or hazardous gases
- No disposal requirements

Energy Savings

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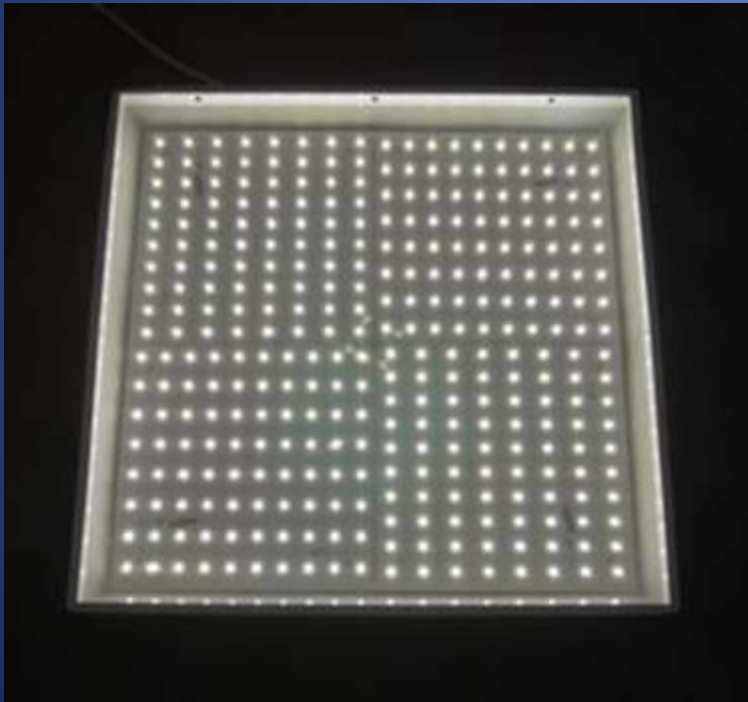
Uses:

Office Lighting – Commercial Lighting
Warehouse Lighting – Retail Lighting
Home Lighting – Hotel Lighting
School Facility Lighting

- 1000 in Stock and Ready to Ship
- 49 Watts
- 230V
- UL Listed and Approved
- Dimmable
- Warm White 3,840 Lumens,
- Cool White 4,160 Lumens

Diffuser Polymer Lens

Covers Samsung HDTV LED Chips in Flat Panel
Complies with AARA – Made in America



Fiesta Lincoln Showroom

Largest Ford Dealership in Arizona

1720 S. Mesa Drive, Mesa, Arizona

Borealis Lighting Flat Panel Installation

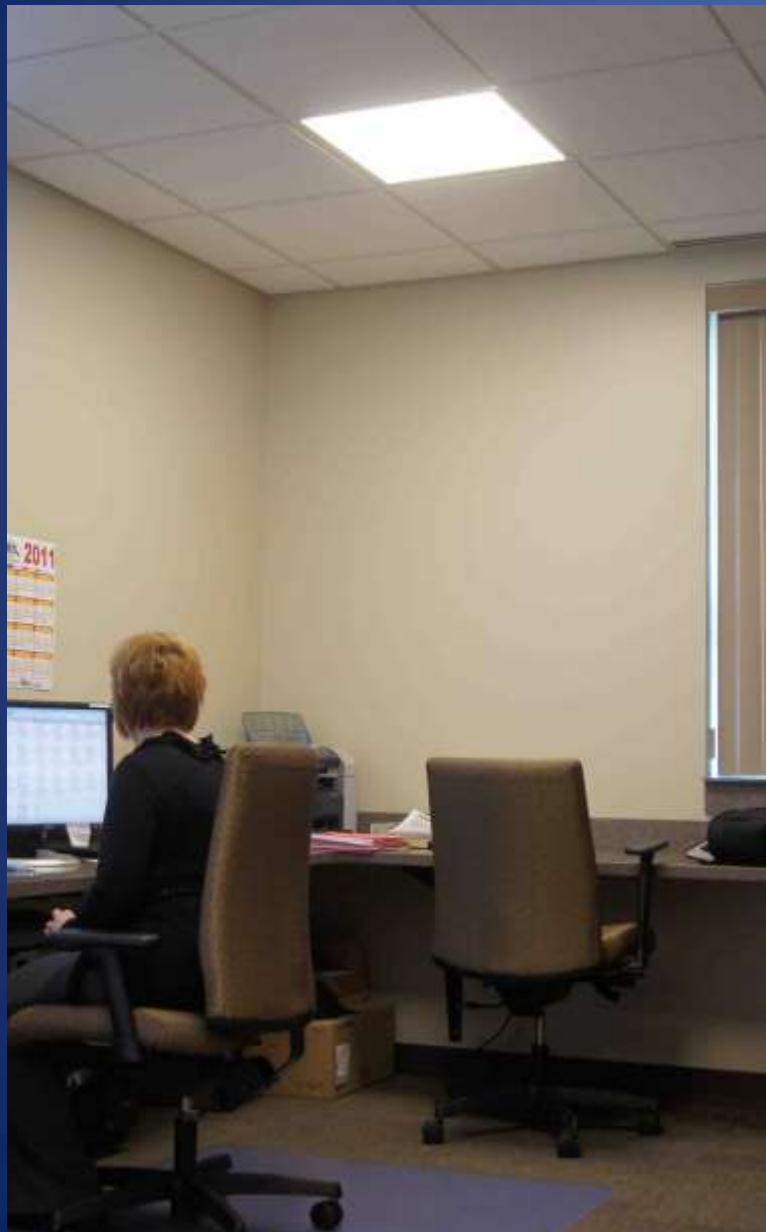


Before
Metal Halide Flat Panels
400 Watts



After
Borealis Lighting Flat Panels
98 Watts

- Improved CRI
- Pops color better
- Adds sparkle
- Better light spread



BOREALIS LED 2X2 Flat Panels

Warm White
4100k
49 watts
3840 lumens
78 lm/w
80+ CRI
100-277V
0.9 Power Factor
Dimmable: 0-10V

Will County Government Building Board Room Flat Panel Replacements

Ceiling Height = 25 Feet

250 Watts dropped down to 50 Watts

Useful Life of 12,000 hours raised to
50,000 hours

Foot Candle Readings were Identical

Will County Board Room



Board Room

ROI =
1.49 Years



Initial Investment =
\$1,144



Savings =
\$10,030

2,000 Flat Panels in Building

ROI =
1.49 Years



Initial Investment =
\$571,800



Savings=
\$5,014,407

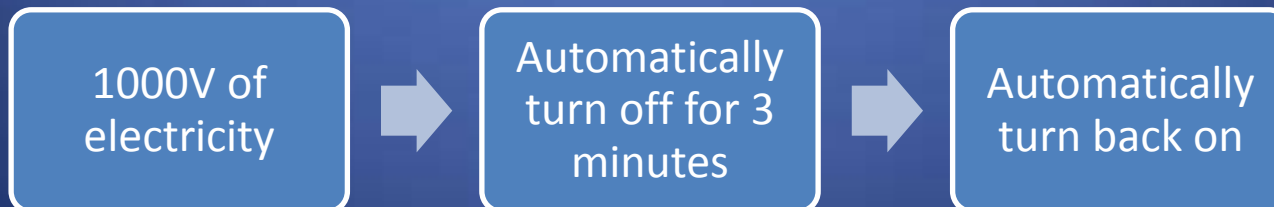
Borealis Lighting T8 Tubes

Available in 2, 4, 5, 6 and 8 ft. lengths



- 120 degree beam pattern
- Rotating ends
- LPW >90
- Power Factor: >0.94
- Operating temperature: -15C to 45C
- RoHS compliant
- Meets V1 flame rating
- ANSI/NF 2 food service standard
- IES LM-79 tested
- UL file numbers: E321474, E345269, E303143

Borealis LED Tube Surge Protection



Chicago Mercantile Exchange

18W 4 Foot Tube Installation



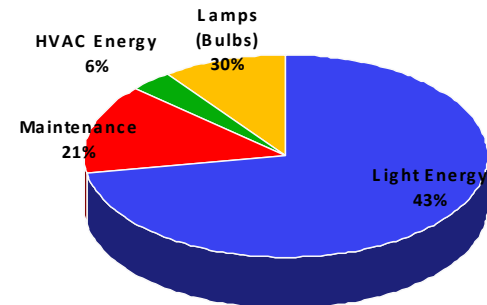
New Construction

Scottsdale School District

COMPARATIVE ANALYSIS	Current	Proposed
Supplier	Current	Borealis
Product Quantity	4,350 lamps	3,550 lamps
ENERGY COST		
Watts Per Lamp (Avg)	134.3 W	47.2 W
Total kW	584 kW	168 kW
Hours in Application (Avg)	12.0 hours per day	
Annual Light Energy Consumption	2,514,120 kWh	728,832 kWh
Average Cost per kWh	\$.1250 per kWh	
Annual Energy Cost Change	3.00%	
Annual Light Energy Cost (Year 1)	\$314,265	\$91,104
Ratio of Light to HVAC Energy Savings	20%	
PRODUCT & MAINTENANCE COST		
Average Product Cost	\$7.23	\$285.70
(i.e. Lamps)	\$31,450 total	\$1,014,250 total
Average Fixture Costs	\$432,500 total	\$22,500 total
Average Maintenance Cost	\$22.18	\$24.37
(i.e. Installation)	\$96,500 total	\$86,500 total
USEFUL LIFE		
Useful Life in Application	11,828 Hours	50,000 Hours
	2.71 Years	11.46 Years
# of times replaced	Replaced 4.2x	

ENVIRONMENTAL ANALYSIS	1st Year	Useful Life
Light Energy Consumption Savings	1,785,288 kWh	20,458,385 kWh
Air Pollution & Environmental Damage Reduction		
Carbon Dioxide (Global Warming)	2,743,988 lbs	31,444,537 lbs
Sulfur Dioxide (Acid Rain)	17,460 lbs	200,083 lbs
Nitrogen Oxides (Acid Rain & Smog)	4,606 lbs	52,783 lbs
Environmental Benefit Equivalence		
Tree Plantings	374.2 acres	4,288.1 acres
Gasoline	141,764 gallons	1,624,537 gallons
Vehicles	237.4 vehicles	237.4 vehicles

Cost Savings



COST SAVINGS ANALYSIS	1st Year	Useful Life
Light Energy Savings	\$223,161	\$2,961,170
HVAC Energy Savings	\$44,632	\$592,234
Product Savings (Lamps)	\$11,602	\$132,952
Maintenance Savings (Installation)	\$35,599	\$407,945
TOTAL SAVINGS (Energy, Product & Maintenance)	\$314,994	\$4,094,301

INVESTMENT ANALYSIS	Payback	IRR
Investment = \$562,800		
Light Energy Savings	2.52 Years	42.1%
Light & HVAC Energy Savings	2.10 Years	50.0%
TOTAL SAVINGS (Energy, Product & Maintenance)	1.79 Years	53.6%

TOTAL COST OF OWNERSHIP ANALYSIS w/Lumen Output		
Total Cost of Ownership w/Lumen Output	\$0.00/ml-hr	\$0.00/ml-hr
TOTAL SAVINGS w/Lumen Output		

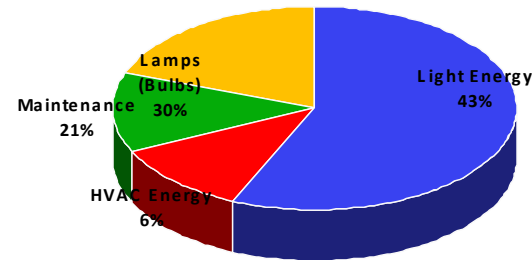
Retrofit

Scottsdale School District

COMPARATIVE ANALYSIS	Current	Proposed
Supplier	Current	Borealis
Product Quantity	16,350 lamps	15,350 lamps
ENERGY COST		
Watts Per Lamp (Avg)	35.7 W	18.1 W
Total kW	584 kW	278 kW
Hours in Application (Avg)	12.0 hours per day	
Annual Light Energy Consumption	2,514,120 kWh	1,210,632 kWh
Average Cost per kWh	\$.1250 per kWh	
Annual Energy Cost Change	3.00%	
Annual Light Energy Cost (Year 1)	\$314,265	\$151,329
Ratio of Light to HVAC Energy Savings	20%	
PRODUCT & MAINTENANCE COST		
Average Product Cost	\$7.06	\$49.40
(i.e. Lamps)	\$115,450 total	\$758,250 total
Average Fixture Costs	\$0 total	\$0 total
Average Maintenance Cost	\$10.80	\$15.24
(i.e. Installation)	\$176,500 total	\$234,000 total
USEFUL LIFE		
Useful Life in Application	11,954 Hours	50,000 Hours
	2.73 Years	11.43 Years
# of times replaced	Replaced 4.2x	

ENVIRONMENTAL ANALYSIS	1st Year	Useful Life
Light Energy Consumption Savings	1,303,488 kWh	14,895,184 kWh
Air Pollution & Environmental Damage Reduction		
Carbon Dioxide (Global Warming)	2,003,461 lbs	22,893,897 lbs
Sulfur Dioxide (Acid Rain)	12,748 lbs	145,675 lbs
Nitrogen Oxides (Acid Rain & Smog)	3,363 lbs	38,430 lbs
Environmental Benefit Equivalence		
Tree Plantings	273.2 acres	3,122.0 acres
Gasoline	103,506 gallons	1,182,780 gallons
Vehicles	173.3 vehicles	173.3 vehicles

Cost Savings



COST SAVINGS ANALYSIS	1st Year	Useful Life
Light Energy Savings	\$162,936	\$2,162,033
HVAC Energy Savings	\$32,587	\$432,407
Product Savings (Lamps)	\$42,258	\$482,888
Maintenance Savings (Installation)	\$64,604	\$738,239
TOTAL SAVINGS (Energy, Product & M)	\$302,385	\$3,815,565

INVESTMENT ANALYSIS	Payback	IRR
Investment = \$700,300		
Light Energy Savings	4.20 Years	25.8%
Light & HVAC Energy Savings	3.58 Years	30.5%
TOTAL SAVINGS (Energy, Product & M)	2.32 Years	36.9%

TOTAL COST OF OWNERSHIP ANALYSIS w/Lumen Output		
Total Cost of Ownership w/Lumen O	\$0.00/ml-hr	\$0.00/ml-hr
TOTAL SAVINGS w/Lumen Output		



Borealis A19



EarthLED A19



LEDTronics A19



Philips A19



A19 Comparison

Heat Sink Blocks 360 Light Distribution

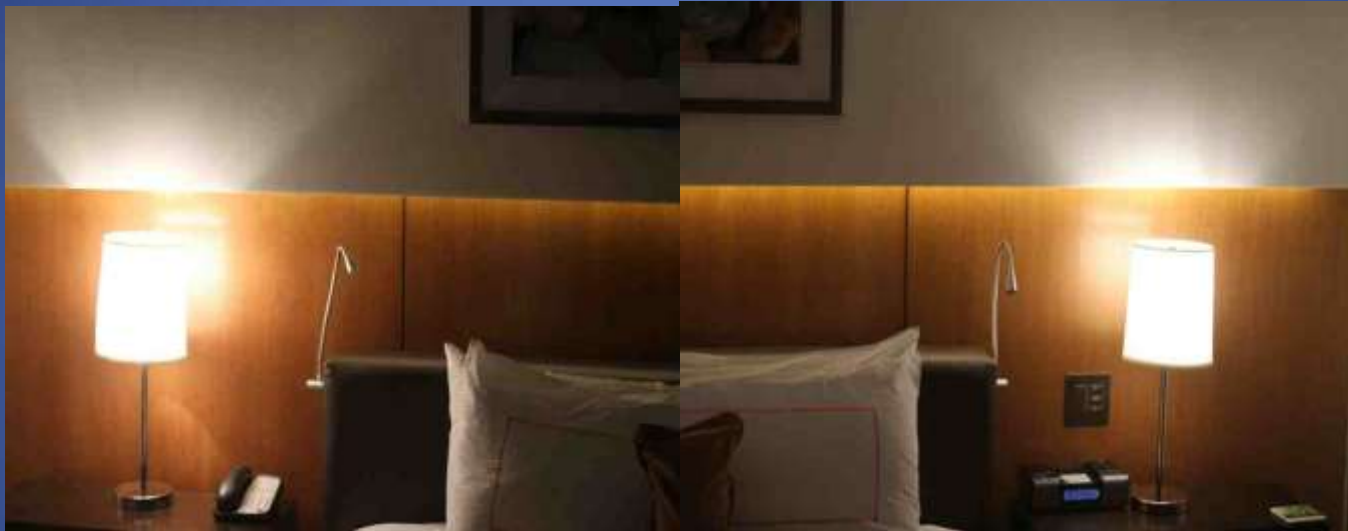


Borealis

FEIT

Hotel Room

LED A-19 vs 100 Watt Incandescent!



Sylvania Daylight Plus A19
100 Watts
1,400 Lumens

Borealis A19 40
7.5 watts
500 lumens



Borealis R20



EarthLED R20



LEDTronics R20



Philips R20





Borealis PAR30



EarthLED PAR30



LEDTronics PAR30



Philips PAR30





Borealis PAR38



iPAR-38™



EarthLED PAR38



Cree PAR38



LEDTronics PAR38



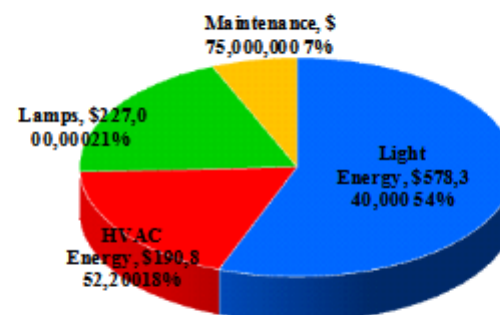
Philips PAR38



High End Retail PAR38 ROI Analysis

COMPARATIVE ANALYSIS	Current	Proposed
Supplier	Current	Borealis LED
Product Quantity	1,500,000 lamps	1,500,000 lamps
ENERGY COST		
Watts Per Lamp (Avg)	42.6 W	12.0 W
Total kW	63,900 kW	18,000 kW
Hours in Application (Avg)	12.0 hours per day	
Annual Light Energy Consumption	277,581,600 kWh	78,192,000 kWh
Average Cost per kWh	\$.1260 per kWh	
Annual Energy Cost Change	3.00%	
Annual Light Energy Cost (Year 1)	\$34,975,282	\$9,852,192
Ratio of Light to HVAC Energy Savings	33%	
PRODUCT & MAINTENANCE COST		
Average Product Cost	\$9.08	\$49.00
(i.e. Lamps)	\$13,620,000 total	\$73,500,000 total
Average Fixture Costs	\$0 total	\$0 total
Average Maintenance Cost	\$3.00	\$3.00
(i.e. Installation)	\$4,500,000 total	\$4,500,000 total
USEFUL LIFE		
Useful Life in Application	6,800 Hours	100,000 Hours
	1.57 Years	23.02 Years
REPLACEMENTS		
(Existing lamps vs. new useful life)	Replaced 14.7 times	
ENVIRONMENTAL ANALYSIS	1st Year	Useful Life
Light Energy Consumption Savings	199,389,600 kWh	4,590,000,000 kWh
Air Pollution & Environmental Damage Reduction		
Carbon Dioxide (Global Warming)	306,461,815 lbs	7,054,830,000 lbs
Sulfur Dioxide (Acid Rain)	1,950,030 lbs	44,890,200 lbs
Nitrogen Oxides (Acid Rain & Smog)	514,425 lbs	11,842,200 lbs
Environmental Benefit Equivalence		
Tree Plantings	41,792.1 acres	962,066.0 acres
Gasoline	15,832,910 gallons	364,477,681 gallons
Vehicles	26,510.5 vehicles	26,510.5 vehicles

COST SAVINGS



COST SAVINGS ANALYSIS	1st Year	Useful Life
Light Energy Savings	\$25,123,090	\$578,340,000
HVAC Energy Savings	\$8,290,620	\$190,852,200
Product Savings (Lamps)	\$8,700,776	\$200,294,118
Maintenance Savings (Installation)	\$2,874,706	\$66,176,471
TOTAL SAVINGS (Energy, Product & Maintenance)	\$44,989,192	\$1,035,662,788

INVESTMENT ANALYSIS	Payback	IRR
Investment = \$78,000,000		
Light Energy Savings	3.10 Years	-0.3%
Light & HVAC Energy Savings	2.33 Years	19.0%
TOTAL SAVINGS (Energy, Product & Maintenance)	1.73 Years	46.2%

PolyBrite LEDs Light Governor's Mansion



June 4, 2012

After the SSL upgrade is complete, **95%** of the Executive Mansion's indoor light fixtures will use LED sources, according to PolyBrite. The state is projecting that the SSL will last **ten years** and yield **80%** energy savings.



O'Hare Airport United Airlines – Gate B15





Little Caesars Pizza

551 N. McLean Blvd.,
552 Elgin, IL 60123



Borealis Lighting T8 Tubes

- Improved CRI
- Pops color better
- Adds sparkle
- Better light spread

Grand Victoria Casino Exterior

Borealis B10s



- Tried Replacing One for One – Too Bright
- **Solution: Replace Every Other Bulb with LED!**
- 10,000 S6 Bulbs 40 lumens with only 5,000 Borealis B10s! 80+ lumens
- Invest \$76,300, save \$724,427 over the Useful Life of the LEDs!

Grand Victoria Casino - Exterior



Two Decks of the Riverboat, each with 5,000 bulbs, six watts per bulb. Expensive to change bulbs, lift required, all 10,000 bulbs replaced every year!!

Testing showed that only HALF AS MANY Borealis LED bulbs would be needed!

10,000 Six watt Bulbs replaced by 5,000 LEDs with 2 watts per bulb.

Investment: \$76,000 for Borealis LEDs and installation of the LEDs in *every other* socket.

First Year Savings: \$61,000, Payback in 1 Yr Three Months!!

Total Savings over 12 Year LED Life: over \$720,00

UIC Lincoln Hall

Borealis PAR38 Lamps



Disney World

Animal Kingdom –Triceratops Ride Borealis M-60



Disney cemented the LED M-60 lamps into the high-vibration ride and experienced no lamp failures in two years of service. The incandescent lamp that was previously used had difficulty lasting more than 10 days due to the high vibration and extreme conditions.





Dunkin Donuts – New Store
installation Dec 2008

Wheaton, IL

McDonalds Menu Board Lighting





City of Chicago – Christmas Tree

9,000 Borealis bulbs



Daley Plaza, Chicago
Holiday Season, 2008/09



Used 68,000 fewer kWh of electricity than incandescent bulbs during the holiday season.

Reduced:

carbon dioxide emissions by 85,000 pounds,
nitrogen oxide emissions by 148 pounds and
sulfur dioxide emissions by 524 pounds.

Bulbs should last over 120 years

Beijing Olympics



Beijing – Birds Nest
Stadium Signage

August 2008

Borealis

Modular Lighting System



Borealis 50,000 Hour Warranty

POLYBRITE INTERNATIONAL, INC. LIMITED WARRANTY TERMS AND CONDITIONS

PolyBrite International, Inc. ("PolyBrite"), warrants, with the limitations set forth herein, the following PolyBrite product: A19; B10; PAR38; PAR30; R20; MR16; T8 LED Replacement Tubes; LED FLAT PANELS; STREET / PARKING / PATHWAY LIGHTS (the "Product"), installed pursuant to applicable PolyBrite specifications to be free from defects in all material and workmanship, and to operate for a period of Sixty (60) months.

The warranty period begins from the date of shipment. The warranty is subject to proper installation and maintenance in accordance with the specifications set forth in the documentation accompanying the Product. This warranty does not cover damages caused by improper maintenance or installation or damage due to installation in areas with other than normal temperatures and environmental conditions per application specifications. PolyBrite assumes no responsibility for any damage to people, property, apparatus or otherwise resulting from improper installation or maintenance of its Product. Warranty is void where ambient temperatures exceed the stated maximum applicable to individual Product specifications. This warranty does not cover damages caused by abuse, fire or acts of God, such as lightning, explosions, water leaks or acts of war.

Should a defect appear in the Product within the warranty period, PolyBrite will, at its option, repair or replace the Product without charge. **Such repair or replacement shall be the purchaser's exclusive remedy.**

Any material deemed defective must be returned, freight prepaid, to PolyBrite for evaluation. Collect return shipments will be refused.

Any tampering or modification(s) in circuitry or components by other than authorized PolyBrite personnel will void the warranty.

If replacement Product is shipped before defective Product is received for evaluation, the replacement Product will be invoiced at the net price in effect at that time and will be shipped freight-charged. These charges (excluding freight) will be credited if, upon receipt and evaluation of goods, a defect is determined.

No returned defective Product will be accepted without a returned Product authorization issued in writing by an authorized PolyBrite employee.

In no event shall PolyBrite be liable for back-charges of any kind, including, without limitation, labor charges for field repair or late penalties.

The foregoing warranty is in lieu of all other warranties expressed or implied, or merchantability, fitness for a particular purpose or any other thing. Except as stated in this warranty, PolyBrite shall not be liable for any defects in, or breach of any contract relating to, the quality or performance of PolyBrite's Product under any theory of law including, without limitation, contract, negligence, strict liability or misrepresentation. In no event shall PolyBrite be liable for incidental or consequential damages.

No agent, employee or representative of PolyBrite has any authority to bind PolyBrite to any affirmation, representation or warranty concerning goods sold by PolyBrite and unless an affirmation, representation or warranty is specifically included herein or in PolyBrite's sales acknowledgement, it does not form a part of the basis of any bargain between PolyBrite and purchaser and shall not be enforceable by purchaser.

PolyBrite's warranty coverage shall not apply to any equipment used in conjunction with PolyBrite Product.

Some states do not allow limitation on how long an implied warranty lasts, so the above limitation of incidental or consequential damages may not apply to you. This written warranty gives you specific legal rights and you may also have other rights which vary from state to state.

Failure to comply with any of the stipulations set forth will void the warranty. Any exceptions to the foregoing warranty must be requested and accepted in writing prior to shipment.

BOREALISSM
INNOVATIVE LED LIGHTING

By PolyBrite International, Inc.,
1751 W. Diehl Road, Suite 110, Naperville IL 60563
Tel. 630-717-6700 Fax 630-717-5646

PB-war-04-01-12 v001

- Longest in Industry, Covers all Products
- Under Drive LEDs to Keep Heat Down and Preserve Life
- Dynamic Snubbing – LEDs are "Off" many times per second
- Thermal Management Extends LED Life
- L-70 at 50,000 Hours, 5.7 Years @ 24X7
- Predictive Failure Rate = 1.8%

17 Year Track Record in Excellence in Engineering

PolyBrite International



by PolyBrite International
A Goeken Group Company



1751 W. Diehl Road, Suite 110

Naperville, IL 60563

1-800-320-3801

www.borealislighting.com

Sandra Goeken Miles

smiles@polybrite.com

Borealis Lighting
Advancing America Forward with
Energy and Economic Opportunities
September 11, 2012



Thank You!



Sandra Goeken Miles 630-551-1533, or e-mail to: smiles@polybrite.com

WHAT IF:

1,928,617 Households in the
State of Kentucky switched to
1 LED Light Bulb:

Air Pollution & Environmental Damage Reduction

• Carbon Dioxide (Global Warming)	3,310,117 Tons
• Sulfur Dioxide (Acid Rain)	21,062 Tons
• Nitrogen Oxides (Acid Rain & Smog)	5,556 Tons

Environmental Benefit Equivalence

• Light Energy Consumption Savings	4,307,245,025 kWh
• Acres of Trees Planted	902,800 Acres
• Barrels of Gasoline Saved	8,143,452 Barrels
• Vehicles taken off the Road	572,684 Vehicles

Financial Impact

• Investment for LED Lighting	\$63,644,361
• Total Savings for LED Lighting	\$1,103,949,627
• Return on Investment for LED Lighting	2.85 Years



Every
Kentucky
Household
Switched to
1 LED Bulb
would save

**\$1.1
BILLION**

WHAT IF:

1,928,617 Households in the
State of Kentucky switched to
6 LED Light Bulbs:

Air Pollution & Environmental Damage Reduction

• Carbon Dioxide (Global Warming)	19,860,706 Tons
• Sulfur Dioxide (Acid Rain)	126,374 Tons
• Nitrogen Oxides (Acid Rain & Smog)	33,338 Tons

Environmental Benefit Equivalence

• Light Energy Consumption Savings	25,843,470,150 kWh
• Acres of Trees Planted	5,416,802 Acres
• Barrels of Gasoline Saved	48,860,712 Barrels
• Vehicles taken off the Road	3,436,108 vehicles

Financial Impact

• Investment for LED Lighting	\$381,866,166
• Total Savings for LED Lighting	\$6,623,697,754
• Return on Investment for LED Lighting	2.85 Years



Every
Kentucky
Household
Switched to
6 LED Bulbs
would save
**\$6.6
BILLION**

WHAT IF:

All 117,538,000 Households
in the **United States** switched
to **1 LED Light Bulb:**



Air Pollution & Environmental Damage Reduction

- | | |
|--------------------------------------|------------------|
| • Carbon Dioxide (Global Warming) | 201,732,428 Tons |
| • Sulfur Dioxide (Acid Rain) | 1,283,632 Tons |
| • Nitrogen Oxides (Acid Rain & Smog) | 338,626 Tons |

Environmental Benefit Equivalence

- | | |
|------------------------------------|---------------------|
| • Light Energy Consumption Savings | 262,501,533,333 kWh |
| • Acres of Trees Planted | 55,020,435 Acres |
| • Barrels of Gasoline Saved | 496,296,038 Barrels |
| • Vehicles taken off the Road | 34,901,804 Vehicles |

Financial Impact

- | | |
|---|------------------|
| • Investment for LED Lighting | \$3,878,754,000 |
| • Total Savings for LED Lighting | \$67,279,308,549 |
| • Return on Investment for LED Lighting | 2.85 Years |

Every
Household
in the United
States Switched
to 1 LED Bulb
would save

\$67.2
BILLION

WHAT IF:

All 117,538,000 Households
in the **United States** switched
to **6 LED Light Bulbs:**



Air Pollution & Environmental Damage Reduction

- | | |
|--------------------------------------|--------------------|
| • Carbon Dioxide (Global Warming) | 1,210,394,570 Tons |
| • Sulfur Dioxide (Acid Rain) | 7,701,794 Tons |
| • Nitrogen Oxides (Acid Rain & Smog) | 2,031,761 Tons |

Environmental Benefit Equivalence

- | | |
|------------------------------------|-----------------------|
| • Light Energy Consumption Savings | 1,575,009,200,000 kWh |
| • Acres of Trees Planted | 330,120,615 Acres |
| • Barrels of Gasoline Saved | 2,977,776,228 Barrels |
| • Vehicles taken off the Road | 209,410,825 Vehicles |

Financial Impact

- | | |
|---|-------------------|
| • Investment for LED Lighting | \$23,272,524,000 |
| • Total Savings for LED Lighting | \$403,675,851,290 |
| • Return on Investment for LED Lighting | 2.85 Years |

Every
Household
in the United
States Switched
to 6 LED Bulbs
would save

\$403.6
BILLION

