

Success story: Three McCallum Ltd (UK)



*
for internal purposes use only

About

Country UK - Scotland

Location Tigh Geal, East Haugh,
Pitlochry, Scotland

Industry Food & Beverage

Equipment : Fire Alarms, CCTV Cameras

Johnson Controls Capital provides a flexible funding solution for a customer in Scotland, UK

Introduction

This customer required their UK restaurant to be renovated.

Challenge

- Three McCallums experienced some unexpected increase of costs which resulted in lack of available budget and wanted to allocate their available budget to other projects in line with their core business.
- Supply and Install of a High-pressure Water Mist System, Fire Extinguishers, CCTV Cameras ,Intruder Alarm System and Fire Alarm system. **£82,286 Install + £2,160**

Service per year

Cap Ex to Op Ex

Cost of equipment can be deferred over time, making sustainability more affordable



Solution

Johnson Controls Capital created a tailored Purchase & Subscription plan.

- Spread the cost of the equipment and maintenance service over a 5-year period to improve affordability.
- Monthly payments for the subscription paid through the service operations budget.

Benefits

- Invest today in infrastructure improvements rather than wait.
- Ensure operational performance with the newest technology.
- Combine products and services into one efficient subscription, which is highly valued by the customer.

Success story: Corinthia Hotel in Malta

*
for internal purposes use only



Johnson Controls provides an affordable funding solution to an international Resort Chain.

Country : Malta
Location : St Georges Bay, St Julians, STJ 3301, Malta
Industry : Hospitality
Equipment: Chillers
Entity used : JC Capital Italy SRL

Introduction

Corinthia Hotel is a 5-star hotel located in Malta. It is part of a large group of hotels with iconic addresses in some of the world's most celebrated cities. The group is committed to captivating service and has a heritage of innovation to offer the best experience to their customers.

Challenge

Like many Hotels in EMEALA, Corinthia has strict budget allocation rules and is in constant need to free up cash for activities more related to their core business. Chillers in the Hotel were becoming old and consumed a lot of energy. As Corinthia was looking to save CAPEX Attribution to hotels expansions and their core activities while acting quickly and obtaining new chillers with energy savings requirements, Johnson Controls Capital was the perfect partner for them. Sourcing financing aid from banks which usually takes longer time could delay the new equipment's availability.

Solution

The creative solution generated by Johnson Controls Capital enables the customer to pay for the equipment and installation today, rather than wait.

A 10-year term of purchase and subscription service contract including both supply of goods and installation (980k€) which defer the cost overtime, so Corinthia Hotel can pay through their operating budget.

The funding scheme accelerate the pace and scope of renovations, and open discussions about other opportunities in which Corinthia is willing to engage both JCI branches across EMEALA, and JC Capital entities.

Cap Ex to Op Ex

Cost of equipment can be deferred over time, making sustainability more affordable



Benefits

Invest today in upgrading your infrastructure without waiting for the next budget cycle

Achieve sustainability goals and high energy performance while spreading the costs over time

Variety of funding schemes that provide the flexibility to terminate without punishment.

Increase the work scope and site locations where JCI and JC Capital could provide support.



Success story: Ferrero in Italy

*
for internal purposes use only



Country : Italy
Location : Alba
Industry : Food & Beverage
Equipment : Chillers - Centrifugals -
Mag Bearing

Johnson Controls Capital provides an affordable funding solution to a food & beverage company in Italy

Introduction

Ferrero is a company engaged, among other things, in the manufacturing, marketing, and distribution of sweet packaged food products. It belongs to the "Ferrero Group". One of the business's key assets is the refrigeration system, which maintains an appropriate temperature in the work environment and preserves the freshness and safety of the food in storage.

Challenge

Like many businesses in Italy, Ferrero is interested in achieving sustainability goals while spreading the costs over time. Ferrero's McQuay chillers were getting old and needed to be replaced. Sourcing financial aid from banks, which usually takes a longer time, could delay the availability of the new equipment.

Cap Ex to Op Ex

Cost of equipment
can be deferred over
time, making
sustainability more
affordable



Solution

The creative solution generated by Johnson Controls Capital enables the customer to pay for the equipment and installation today, rather than wait.

A 10-year term of Rental & Subscription service contract includes both the supply of goods and installation, which defers the cost over time so Ferrero can pay through their operating budget.

The funding scheme accelerates the pace and scope of renovations and opens discussions about additional phases, which Ferrero is willing to engage in with both JCI Italy and JC Capital.

Benefits

Invest today in upgrading your infrastructure without waiting for the next budget cycle.

Achieve sustainability goals and high energy performance while spreading the costs over time.

Variety of funding schemes that provide the flexibility to terminate without punishment.

Success story: Avicola Galocha in Spain

*
for internal purposes use only



Country : Spain
Location : Zamora
Industry : Food & Beverage
Equipment: Cooling Units
Heating Battery
Air Extraction System for
cleaning

Johnson Controls provides an affordable funding solution to a food & beverage company in Spain

Introduction

Avicola Galocha is a family business in Spain dedicated to poultry processing. One of the business's key asset is the refrigeration system, which maintains an appropriate temperature in the work environment and reserves the freshness and sanitary conditions of the food in storage.

Challenge

Like many businesses in Spain, Avicola Galocha does not have the budget to pay for facility improvements. Sourcing financial aid from banks, which usually takes longer, could delay the availability of new equipment.

Cap Ex to Op Ex

Cost of equipment can be deferred over time, making sustainability more affordable



Solution

The creative solution generated by Johnson Controls Capital enables the customer to pay for the equipment and installation today rather than wait.

A 7-year term of Purchase and subscription service contract, including both supply of goods and installation which defer the cost overtime so Avicola Galocha can pay through their operating budget.

The funding scheme accelerate the pace and scope of renovations and open discussions about a second phase of installation of 1,018,000 €, which Avicola Galocha is willing to engage both JCI Spain and JC Capital.

Benefits

Invest today in upgrading your infrastructure without waiting for the next budget cycle.

Achieve sustainability goals and high energy performance while spreading the costs over time.

Variety of funding schemes that provide the flexibility to terminate without punishment.



Success story: Astrade in Spain

*
for internal purposes use only



Johnson Controls provides an affordable funding solution to a public non-profit entity in Spain in Healthcare.

Country : Spain
Location : Molina de Segura, Murcia
Industry : Healthcare
Equipment: BMS/HVAC/Security :
Building management systems, security cameras and recorders, sensors and valves, controls panels

Introduction

Astrade is an association that emerged in 1996 as a result of the union of families who have a member with Autism Spectrum Disorder (ASD). It has established itself as a non-profit entity with the objective of improving the quality of life for individuals with ASD and their families, as well as promoting their inclusion in society. It is a daily Healthcare and Education facility that caters for individuals with ASD, providing psychological support and training to their families.

Challenge

Like many non-profit organizations, Astrade has a very restricted budget and is constantly in need of freeing up cash for activities more related to their core business. Sourcing financial aid from banks, which usually takes longer, could delay the availability of new equipment. Astrade was looking to proceed with the installation quickly.

Solution

The creative solution generated by Johnson Controls Capital enables the customer to pay for the equipment, installation service and maintenance today, rather than wait.

A 10-year term Purchase and Subscription service contract includes both the supply of goods and installation (217,973 €) and service and maintenance (101,861 €), which defers the cost over time so Astrade can pay through their operating budget.

The funding scheme accelerates the pace and scope of renovations and opens discussions about other opportunities in which Astrade is willing to engage with both JCI Spain and JC Capital.

Cap Ex to Op Ex

Cost of equipment can be deferred over time, making sustainability more affordable



Benefits

Invest today in upgrading your infrastructure without waiting for the next budget cycle.

Achieve sustainability goals and high energy performance while spreading the costs over time.

Variety of funding schemes that provide the flexibility to terminate without punishment.

