



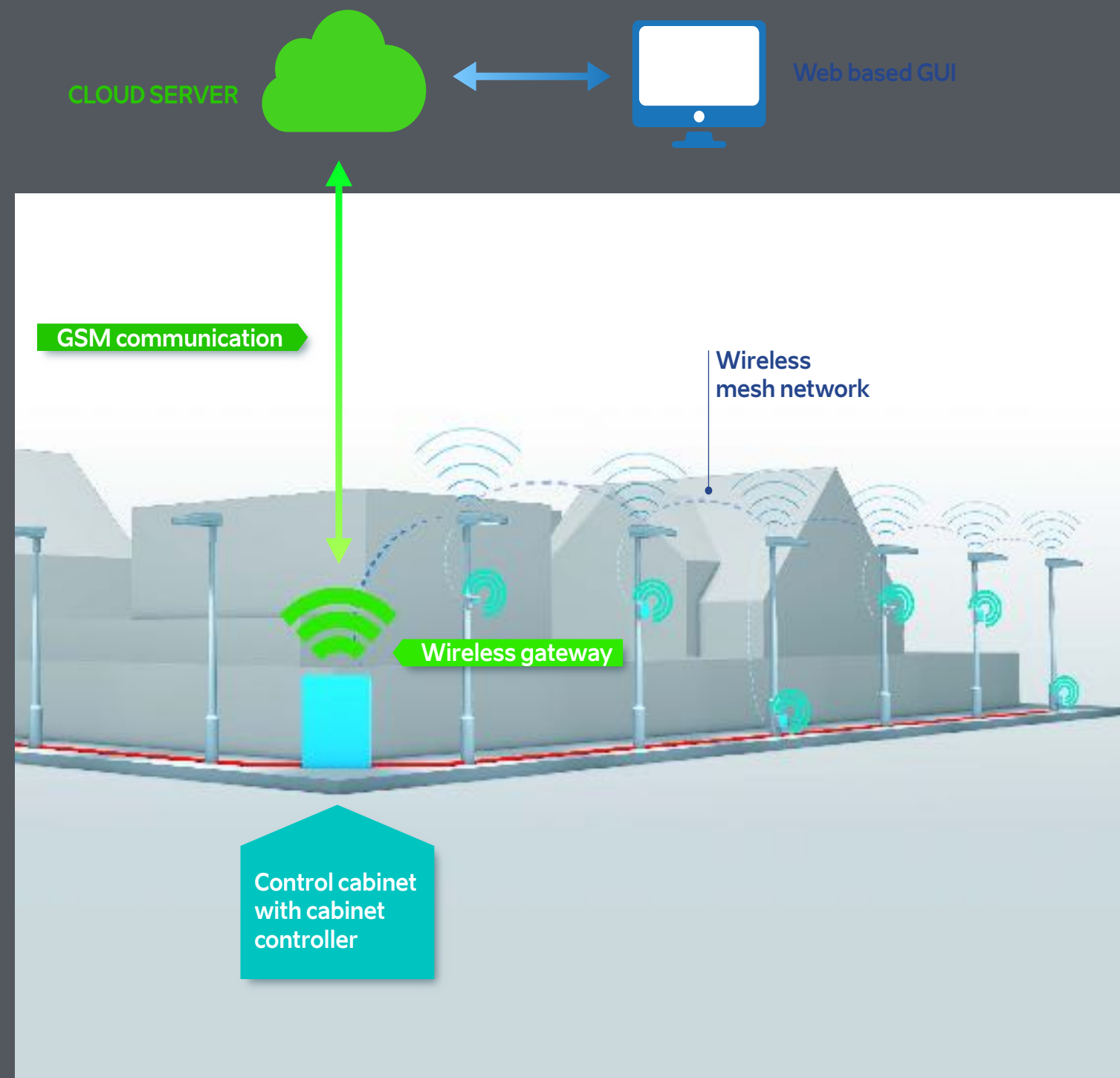
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INTELLIGENT LIGHTING CONTROL

Smart Industrial Lighting Control
Saving 30% from a warehouse energy consumption

Alar Vörk
CEO, Co-founder
Lumoflex

Background

SMART STREET LIGHT CONTROL



- Existing installations
- Upcoming installations



Problem



879 000 000* m² warehouse
space in Europe

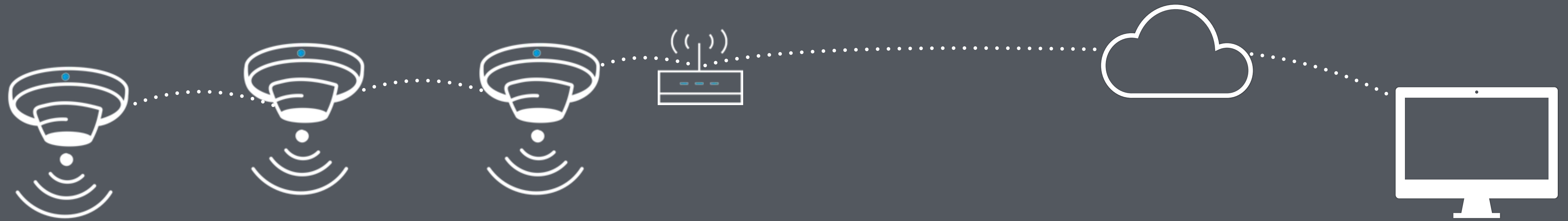
142 kWh/m² electricity
consumption for lighting and
HVAC**

105 500 000 MWh per year
12 000 000 000 euros

* Source: European Commission Analysis of the EU logistics sector By Ecorys, Fraunhofer, TCI, Prognos and AUEB-RC/TRANSLOG

**Source Energiez Magazine, May 2021 | Energy Consumption in a Distributional Warehouse: A Practical Case Study for Different Warehouse Technologies

Smart occupancy based lighting & HVAC control



Smart Wireless Motion detector on each luminaire

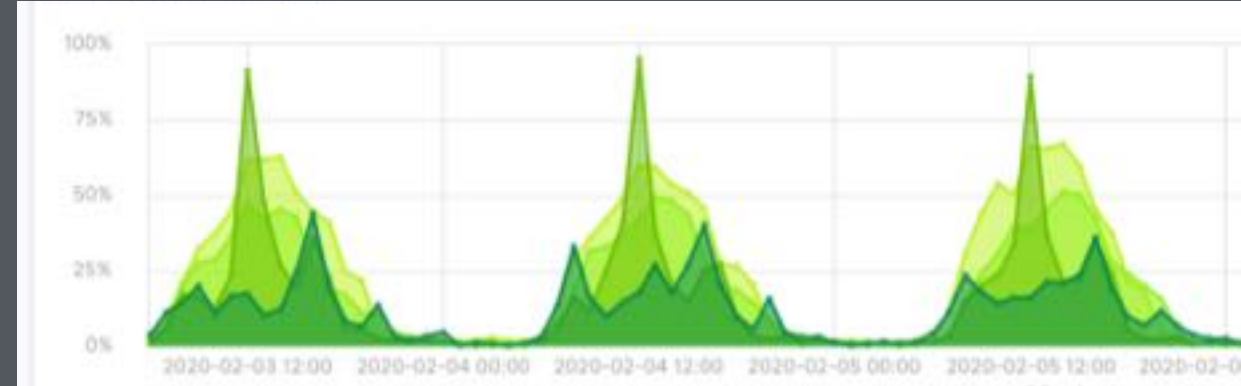
- Adjustable detection range
- Zhaga standard receptacle
- up to 15m installation height

Lighting & HVAC Management Software

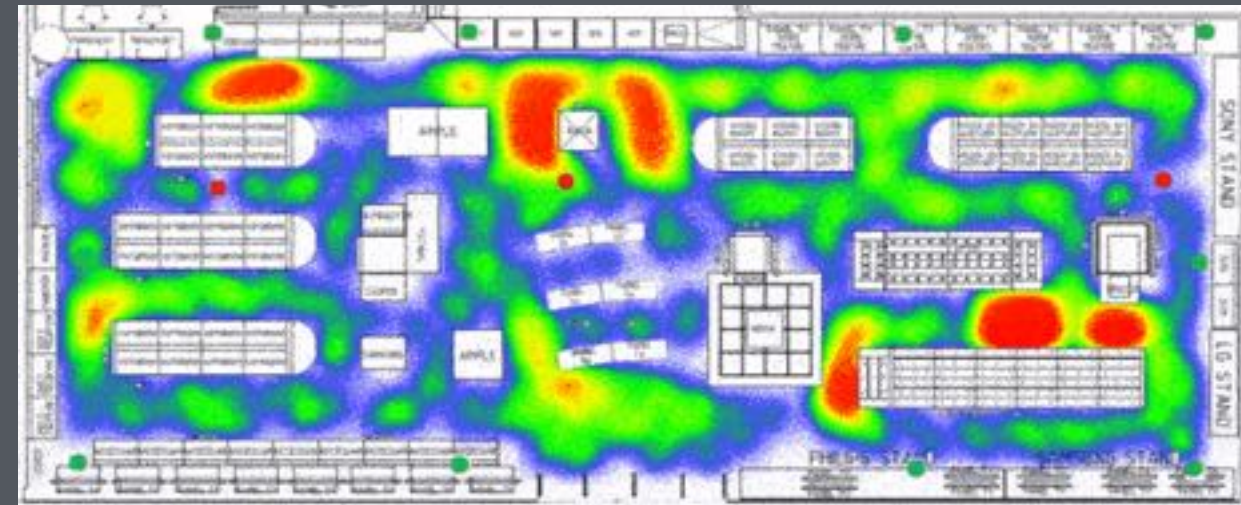
- Lighting management
- HVAC optimization
- BMS/HVAC integration

Value proposition

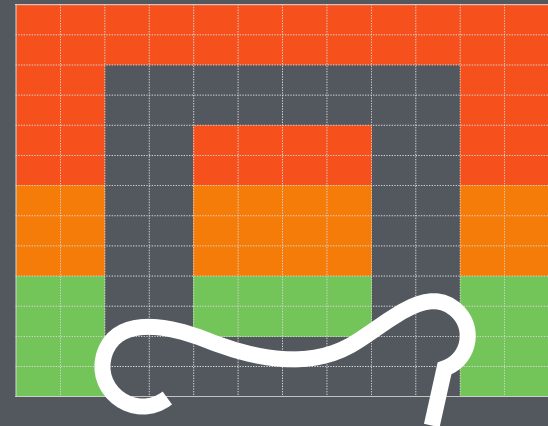
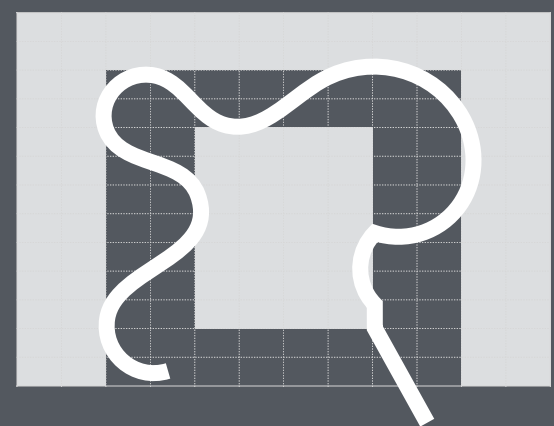
PAYBACK PERIOD LESS THAN 18 MONTHS



- 90% electricity consumption from lighting



- 20% electricity consumption from HVAC



- 40% time saving on a warehouse operations

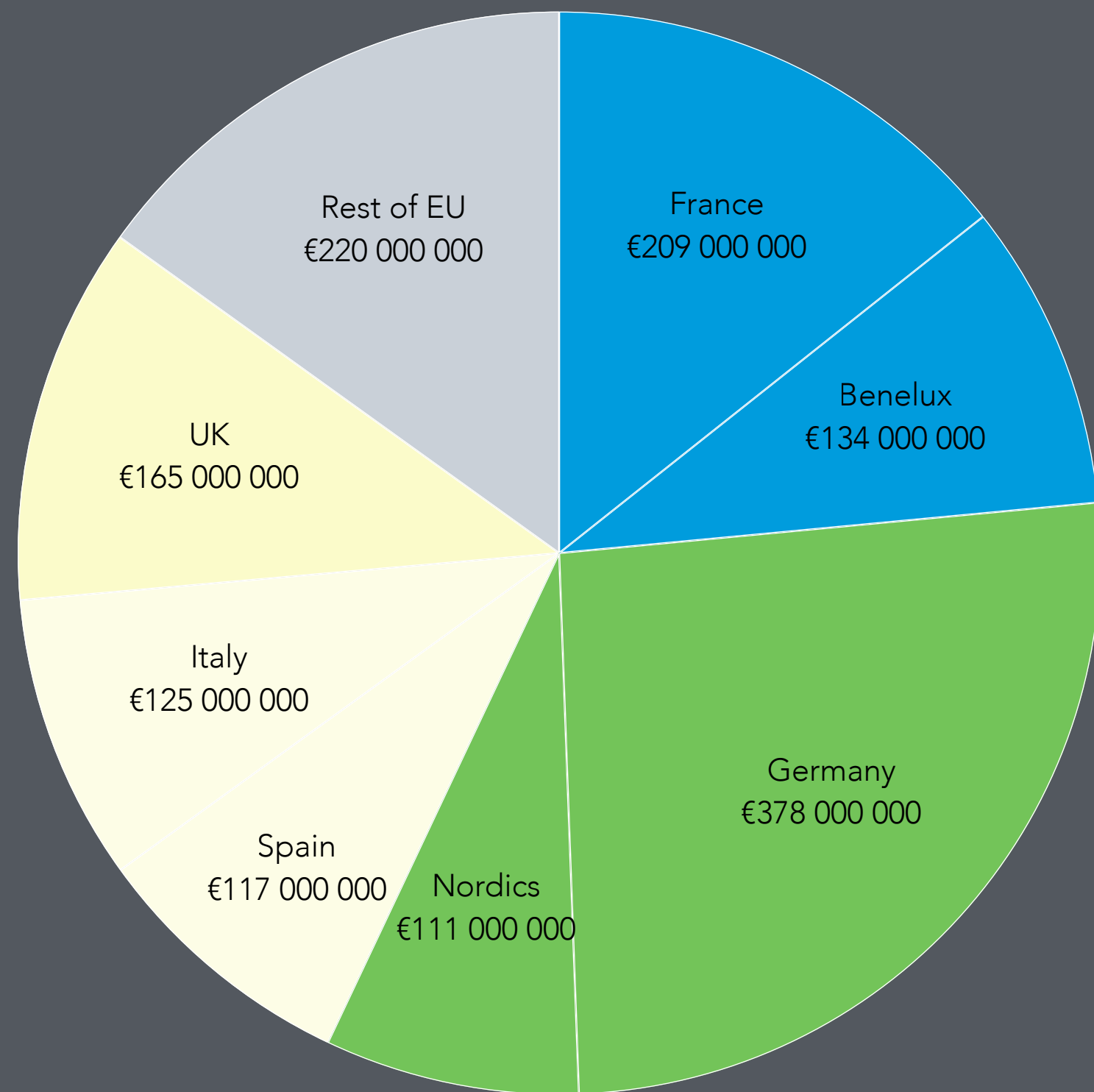
Business model

- HW sales
- + SaaS
- + 50% cut from HVAC energy savings

Average 30 000 m² warehouse - 500 luminaires
10 year Customer Lifetime Value

HW revenue	€42 500
SaaS revenue	€22 500
50% cut from HVAC energy savings	€432 000
<hr/> Total 10 year revenue	<hr/> €497 000

Target market



1,68bn euros



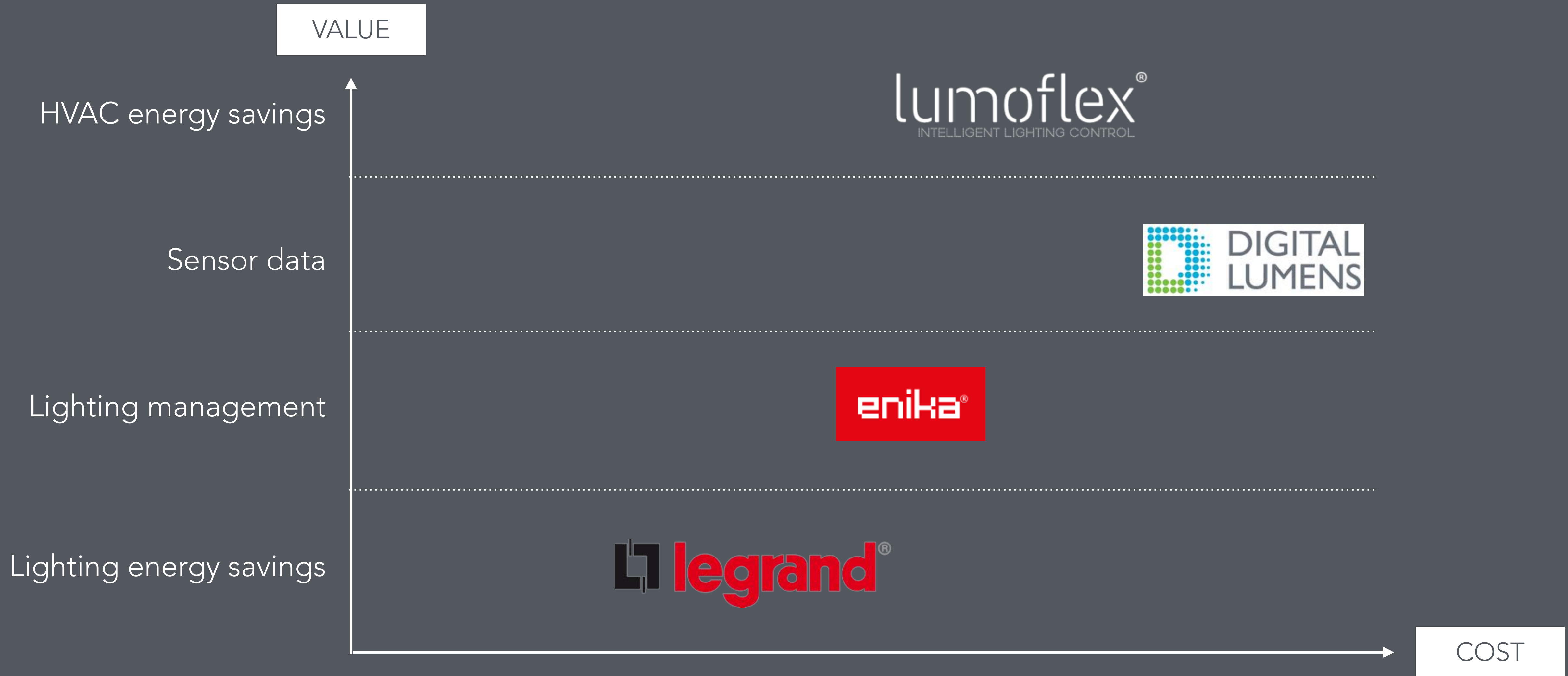
1,2bn euros



150m euros

Source: European Commission Analysis of the EU logistics sector By
Ecorys, Fraunhofer, TCI, Prognos and AUEB-RC/TRANSLOG

Competition



Only very few solutions with motion detectors are available which work above 6 meter height

Go to market strategy

USING LOCAL CHANNEL PARTNERS WITH EXISTING CUSTOMER BASE

Min 4000 luminaires per year

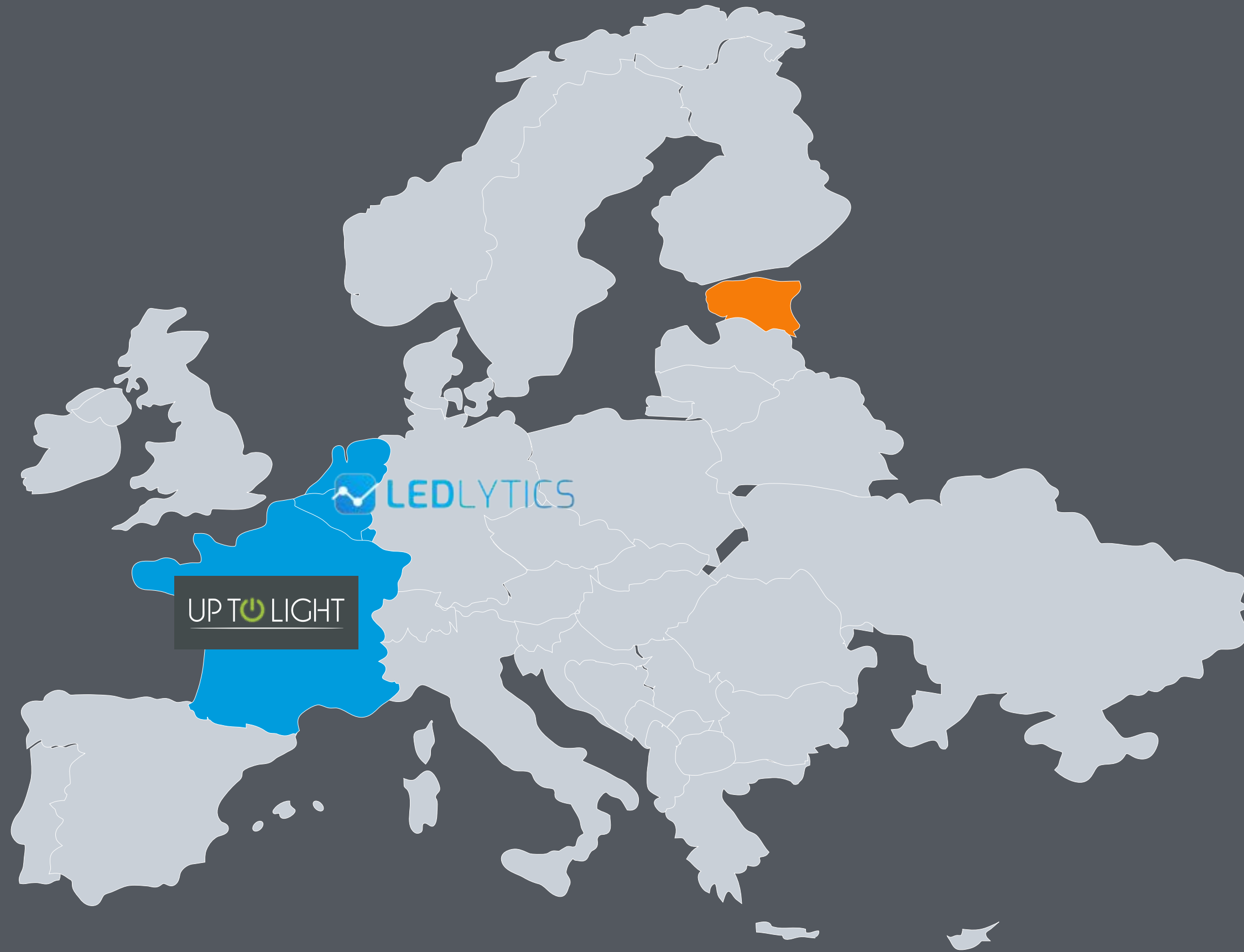
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- sales
- installation
- customer support

Traction

WE ARE ON THE MARKET!



Existing channel partners in
France and Benelux

100k revenue in Q3 and Q4 2021

500k revenue in 2022

Management team

STRONG BUSINESS AND TECHNOLOGY BACKGROUND!



Alar Vörk
CEO
Sales & Marketing



Janno Luurmees
COO
Administration



Raido Pahtma
CTO
Software

Board of Directors



Hele Hammer
CEO of Telema
Former CFO of Amserv Group



Olle Tischler
Cybernetica AS
Former CM of Oracle Estonia



Mari Avarmaa
Head of BA department at TalTech
Former CFO of Nordea Bank

Metrics & Financials

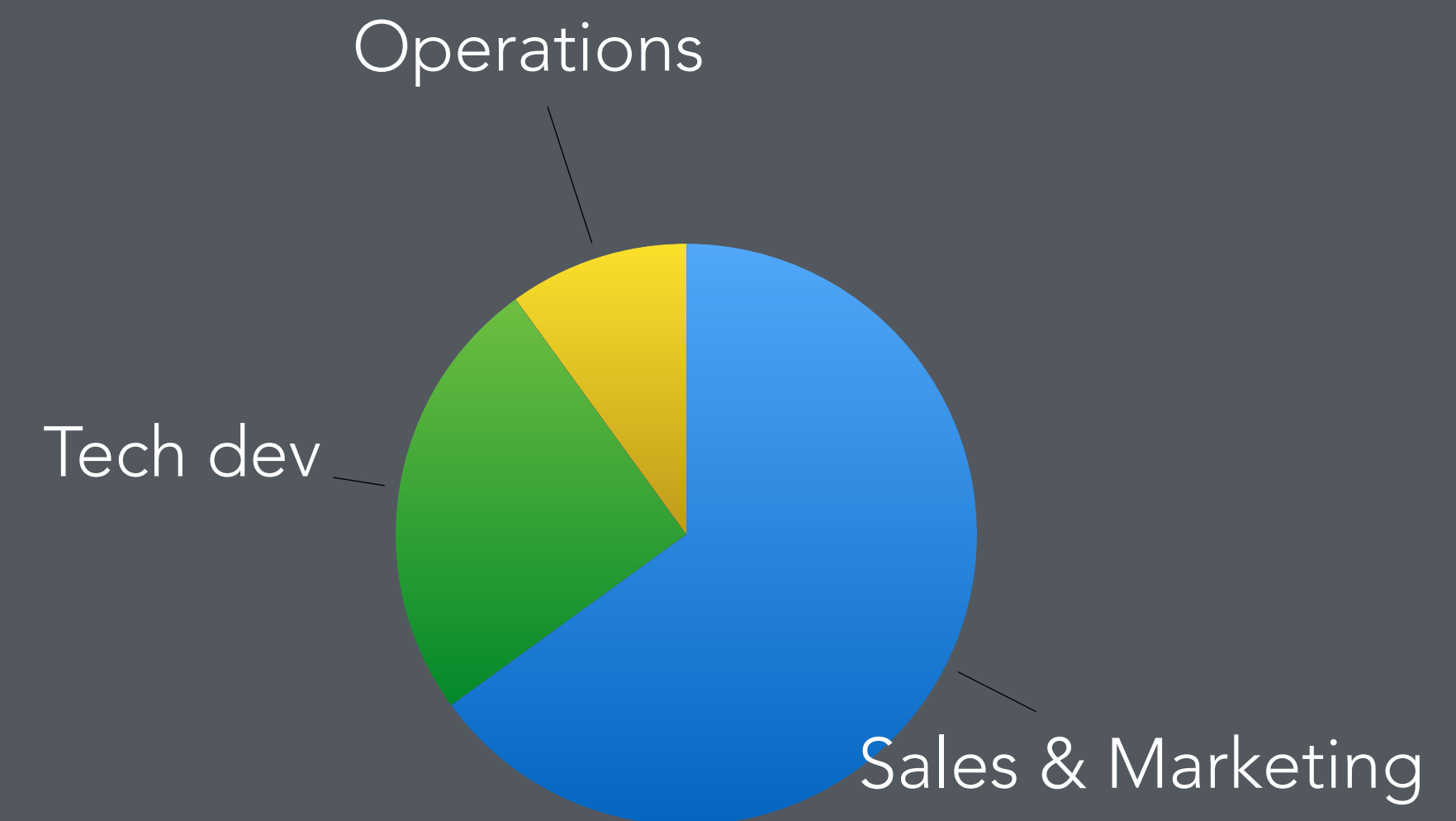
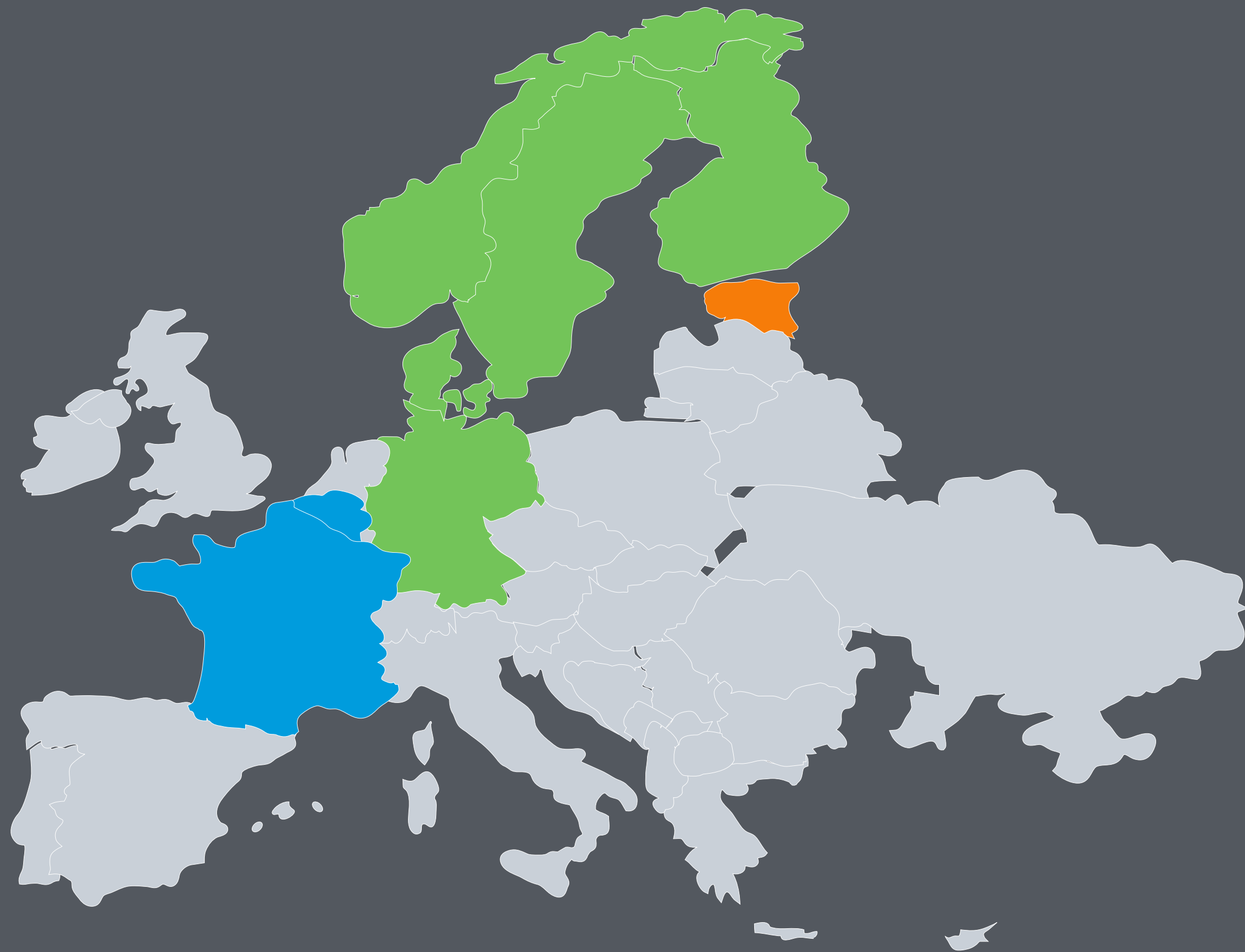


Key metrics

Year	Partners	Warehouses	Revenue
2021	2 partners	3 warehouses	100k revenue
2022	5 partners	19 warehouses	650k revenue
2023	9 partners	48 warehouses	1,27m revenue
2024	13 partners	80 warehouses	2,3m revenue

Fundraising

Raising 500 000 euros
to fund expansion to Finland,
Scandinavia and Germany



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May the light be with you!

Mr Alar Võrk

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