



Company Introduction

Midwest's 2nd Fastest Growing
Manufacturing Company

ranked by
Inc.5000
SERIES 2020

www.ikioledlighting.com

IKIO LED Lighting

Who Are We

We're Indiana's Fastest Growing Company and Midwest's Second Fastest Growing Company as ranked by the Inc. 5000 series 2020. As an industry leader in LED Lighting in the US, we have a highly vertically integrated setup incorporating 6 world class factories.

- ◆ Headquartered in Indianapolis, Indiana: a strategic location capable of catering to all across the USA.
- ◆ Warehouse in Indiana carrying a rotating inventory of ready-to-dispatch goods worth \$6 to 8 million.
- ◆ Highly Vertically integrated manufacturing setup with in-house automated powder-coating and injection molding facilities.
- ◆ State-of-the-art in-house testing and R&D facilities that are ISO 9001, 14000 & 18001 and OHSAS certified.
- ◆ Expected gross revenue of over \$22 million in 2020, with a growth outlook of 150%.
- ◆ Manufacturing 2.5 million (appx.) units of LED lighting annually.
- ◆ An expansive collection of over 1300 UL qualified & 1200 DLC qualified products.
- ◆ Serving Industrial, Commercial, Hazardous Location, Residential, Hospitality, Solar and Horticulture applications.
- ◆ Existing clients include some of the largest brands like H&M, Adidas, Hilton, Forest River, etc.



What Do We Do

We are not just another run-of-the-mill lighting manufacturer. We do a lot more than just manufacture & sell LED lights.



Research & Design

Our state-of-the-art R&D team consistently delivers path breaking products based on continuous market feedback and research.

Source Strategically

Industry standing, long term relationships, buying power and highly vertically integrated setup enables us to source high quality raw material & components at highly competitive pricing.

Manufacture

Manufacturing is where our core strength lies. We are capable of manufacturing over 2.5 million LED lighting fixtures annually across our 6 manufacturing plants in India, China & the USA.

Market & Sell

Team of experienced marketing & sales personnel help us market and sell our products through multiple channels and mediums. Major sales channels include Distributors, ESCOs, Reps & Agents.

Service & Improve

70% of our customers are key accounts. Servicing is as important to us as selling. Our dedicated service portals for warranty, returns, project registration and lead registration help us service our customers to their utmost satisfaction.

Our Story So Far

2005-2010

THE FOUNDATIONS WERE SET



This is when our mentors put in the hard work and set up the IKIO Global group. The firm foundation for IKIO LED Lighting was established.

OUR IKIO STORY BEGINS

2012

We had humble beginnings and started a small-scale business operations out of a garage in Indianapolis. It all started with limited SKUs and insignificant sales volume.



OUR LFI DEBUT

2018

This was when we decided to shout out loud and announce our big arrival. Participating in LFI became one of the major game changers in our history.



lightfair

FULL STEAM AHEAD!

2020

The new year was initiated by a bold growth outlook of 150% and a host of networking and expansion operations for IKIO LED Lighting, Inc. 5000 series rated us the second fastest growing manufacturing company in the Midwest. We have firm plans to launch our Solar Outdoor Lighting Range and partake in innovation awards with our patent-pending products.

Inc.5000 SERIES 2020



2015

HELLO NEW OFFICE!



Sales were beginning to grow and IKIO was getting bigger. This is when we moved to our brand new corporate office and setup a warehouse carrying an inventory worth \$ 3 million.

2017

JOINING THE LEADING PACK

From a small start-up, we gradually equipped ourselves to join the industry leaders. With a comprehensive product portfolio (1200+ products) and a much bigger team, we were officially in the super-growth mode.



2019

ASSOCIATIONS & MARKET EXPANSION

GOLD SPONSOR



IKIO becomes an official NAESCO Energy Affiliate and its Gold Sponsor. We were now also selling thorough multiple channel partners and expanding our product range ever further.

IKIO LED Lighting

Products & Services

IKIO's product portfolio comprises of over 1200 Rebate Eligible LED Lights. Our expansive range of market-disrupting high-efficacy products and customized solutions ensure greater market penetration and high user satisfaction. Additionally, a high ready-to-dispatch inventory allows us to never miss out on timely deliveries or revenues due to a lack of inventory.

Commercial



- LED Tubes
- Refrigeration LED Lights
- LED Magnetic Strip Kits
- LED Linear Low Bays
- LED Tri - Proof Luminaire
- LED Troffers
- LED Panel Lights

Industrial



- LED Retrofit Lamps
- Retrofit LED Paddle Kits
- LED High Bays
- LED Flood Lights
- LED Canopy Lights
- LED High Mast Lights
- LED Yard Lights
- LED Area Luminaires
- LED Wall Packs
- LED Emergency Power Packs

Residential & Hospitality



- LED Downlights
- LED Ceiling Lights
- LED Vanity Lights
- LED Under Cabinet Lights
- LED Wall Sconce
- LED Outdoor Ceiling Lights
- LED Bulk Heads
- LED Up-Down Lights
- LED Wall Lanterns
- LED Wall Lights
- LED Porch Lights
- LED Outdoor Downlights

Hazardous Location



- LED High Bays
- LED Area Lights
- LED Jelly Jar Lights
- LED Exit Signs
- Trouble Work Lights

Horticulture



Linear Grow Light

Solar



Coming Soon



Industries Served

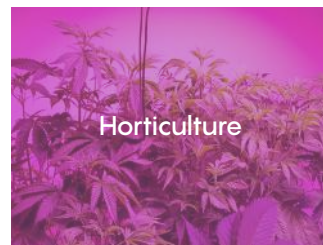
IKIO's comprehensive range of lighting solutions caters to Commercial, Industrial, Multifamily Residential & Hospitality, Horticulture, Hazardous Location and Solar Outdoor (coming soon) applications. Additionally, a wide range of customizable IKIO products further enhances the range of their applications.



- Commercial Buildings
- Work Areas
- Hospitals
- Lobbies
- Refrigeration Areas



- Houses
- Apartments
- Multi-Family Residences
- Motels
- Restaurants
- Hotels
- Lodging
- Recreation Spaces
- Porches



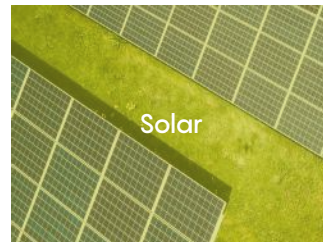
- Vegetative-Stage
- House Garden
- Pot Culture
- Garden
- Sowing,
- Breeding
- Flower Exhibition
- Farm
- Green House,
- Greenhouse Cultivation
- Pipeline Cultivation



- Area Lights
- Walkways
- Warehouses
- Heavy-industry Zones
- Perimeter Lighting



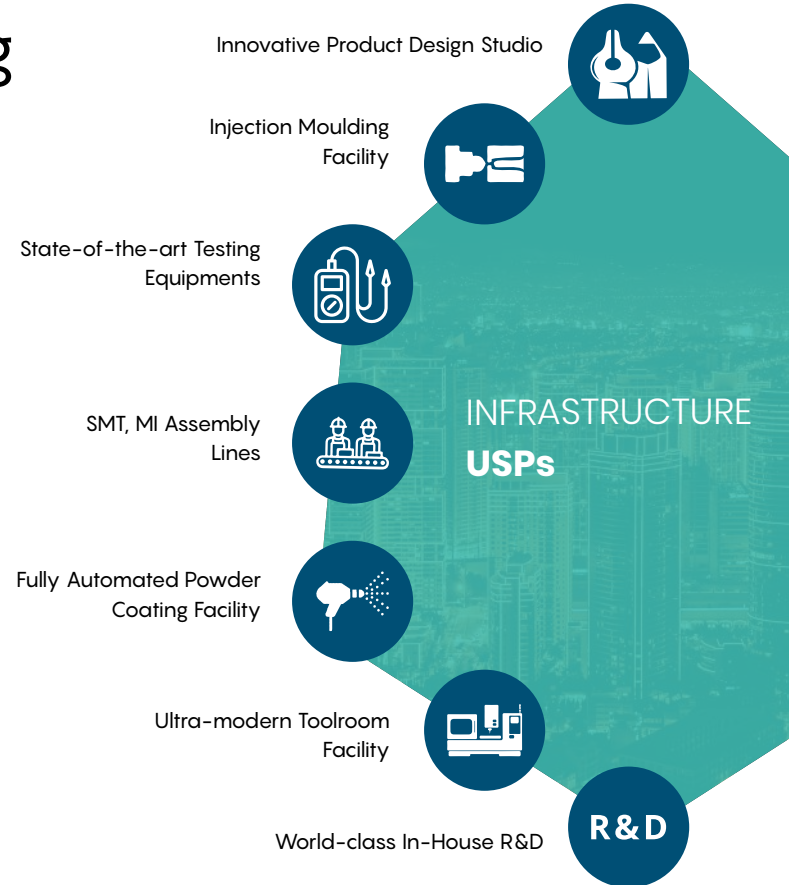
- Petrochemical Industries
- Marine Environments
- Power Plants
- Airport Hangers
- Military Bases
- Mining
- Oil & Gas
- Laboratories



- Street/Roadway Lighting
- Pavillion/Plaza Lighting
- Garden Lighting
- Pathway Lighting
- Façade Lighting
- Decorative Landscape Lighting

Technology, Quality & Manufacturing

- Annual manufacturing capacity of over 10 million fixtures.
- 6 Manufacturing plants with a combined area of over 500,000 sq ft.
- Development of comprehensive energy saving solutions using lean systems.
- Continuous and consistent focus on R&D with the help of a world-class R&D team.
- Vertically integrated manufacturing setup with in-house automated powder coating and injection molding facilities.
- **In-process rejection rate < 0.68%**
- All major quality certifications like ISO 9001, 14000 & 18001, and OHSAS.
- 'Stringent and no-compromise' quality testing and analysis using spectrometer, thermal chambers, LCR meter, isolation tester, etc.



What Makes Us Different

1 HIGHLY VERTICALLY INTEGRATED SETUP

Our vertically integrated manufacturing setup with in-house automated powder-coating and injection molding facilities, in addition to our capability to source raw material and components strategically, ensure that businesses who associate with us have products that deliver the best value.

3 COMPREHENSIVE RANGE OF OFFERINGS

One of our key differentiators is the fact that we prove to be a one stop destination for a lot of sales channel partners. With over 1200 DLC / UL listed products, we can provide solutions for almost all major lighting requirements across multiple sectors, industries and applications.

5 CUSTOMIZATION / OEM CAPABILITIES

Customized LED Lighting Solutions are something IKIO excels at. Our customized retail track lighting solution (patent pending) for one of the largest Retail brands is one such example. Apart from high customer satisfaction, it allows IKIO to stand out from its competitors.

2 MARKET DISRUPTING PRODUCTS

IKIO boasts of a wide range of high-efficacy, 200lm/W LED Lights that are more efficient than most LEDs out there in the market. We are also the first LED Lighting company to produce a retrofit solution for G12 track light fixtures, which allows users to upgrade to LEDs easily.

4 IMPECCABLE QUALITY CONTROL

Before any product is launched or supplied, it is tested under strict guidelines at our in-house quality control centers and validation labs. Well-organized system architectures ensure that potential product failures are arrested at an early stage and product reliability is precisely calculated. All these initiatives have helped us achieve an in-process rejection rate <0.68%, which is a remarkable feat.

6 BRAND ASSOCIATIONS & COLLABORATIONS

IKIO is already associated with some of the leading brands and organization. Through collaborated innovation and long-standing OEM relationships, we have been able to forge a strong association with some of the biggest names in the industry.

KIO LED Lighting

Our Clients



Recent Traction & Accomplishments

MARCH
2020

Expected Revenue \$ 20 million
- Revenues expected to grow at a rapid pace of 150% in 2020.

IKIO gets ranked #42 by Inc. 5000 Midwest Series and officially becomes the region's 2nd fastest growing manufacturing company.

FEBRUARY
2020

IKIO launches 2 new categories of products - HazLoc lighting and Solar Outdoor Lighting, making it a one stop destination for all lighting requirements.

IKIO develops an exclusive path breaking retail lighting product for one of the largest retail companies, H&M.

JANUARY
2020

IKIO becomes one of the Gold Sponsors of NAESCO, taking a huge strategic step towards networking with the industry's best.

AUGUST
2019

IKIO confirms participation in one of the largest Lighting exhibitions, LFI, with a 20' x 30' booth.

IKIO launches industry disrupting ultra high efficiency 200 lumens per watt LED high bays.

JUNE
2017

IKIO achieved impressive in-process rejection rate <0.68%-, thanks to stringent product tests quality, control centers & validation labs.

What Next?

Now that the foundations are set and our growth train is on its way, we want to learn, improve, grow bigger, earn more, become one of the industry leaders.

IKIO LED Lighting plans to capitalize on the strong U.S. economic conditions by expanding its global brand to the U.S. market. In order to take advantage of this, the Company's objectives are:

- Attract and develop strong partnerships with leading brands.
- Continue to build on the IKIO LED Lighting brand's reputation.
- Increase manufacturing and supply chain productivity.
- Focus more on sustainable lean improvements.
- Research potential market white spaces and drive sales in key growth areas.
- Ensure better delivery reliability.



Why Support Us

01

Over \$20 million revenue expected in 2020.

02

Expected growth of 150% in 2020.

03

Part of the energy sector which is hugely recession resistant.

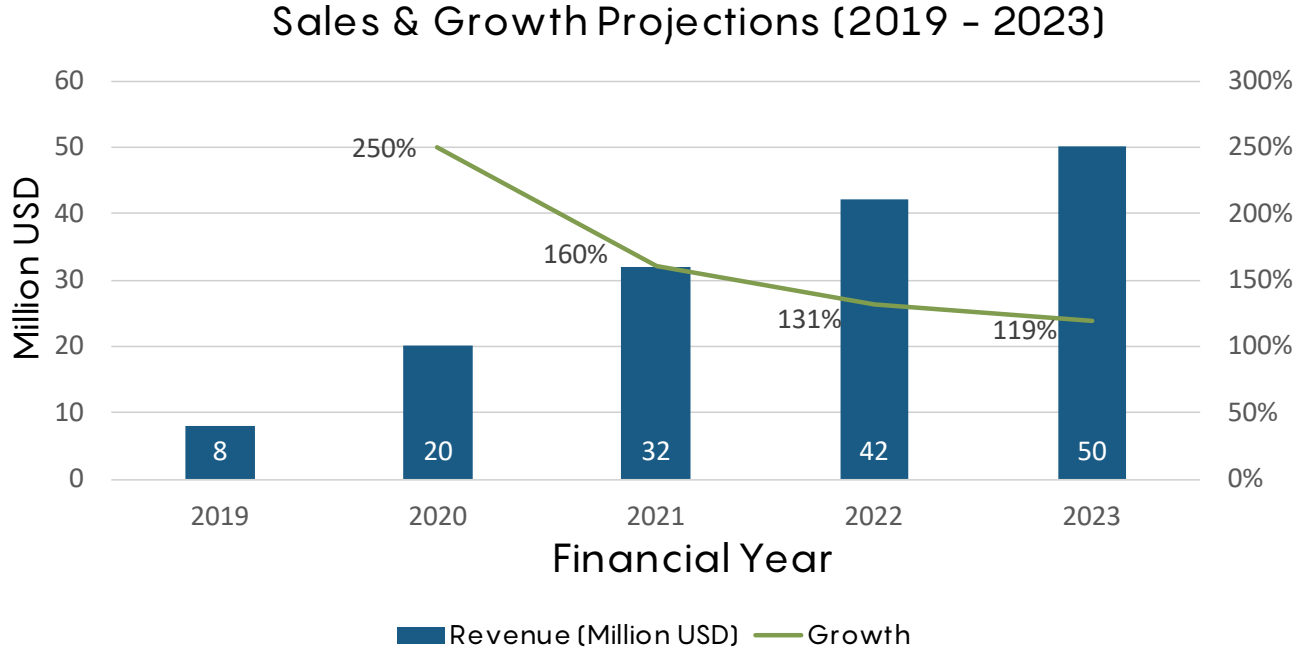
04

Already associated with some of the biggest brands and energy stakeholders.

05

Hugely vertically integrated manufacturing infrastructure capable of delivering great value to the customer & healthy margins to the company.

5 Year Projections — IKIO, USA



FAQs

What does our company do?

We innovate, design, manufacture and sell LED lights for Industrial, Commercial, Residential, Hospitality, Horticulture, Solar Outdoor Lighting and Hazardous Location applications. Headquartered in Indianapolis, Indiana, we manufacture world class products at 6 of our state-of-the-art manufacturing facilities across the globe.

Where do we see ourselves in 5 years?

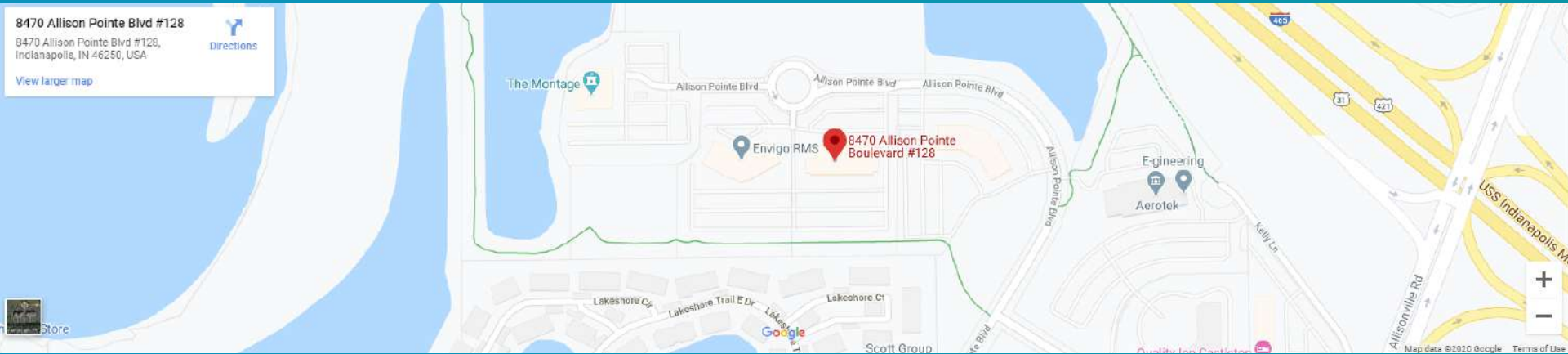
IKIO sees itself as one of the leading LED lighting players, with a major contribution to global energy conservation. We want to be a leader not just in innovation, but also in deliverability and market expansion. We would like to bring all possible sectors, applications and industries under the umbrella of LED lighting revolution.

Why did we choose this idea?

Manufacturing is where our traditional expertise lies, lighting is what we are passionate about and environment is what we care for. By manufacturing LED lighting, we essentially meld them altogether. What else can make us happier?


Why is this a good idea, right now? What changed in the world? Why wasn't this done a few years ago?

As the energy crisis is getting bigger and as it starts to affect each one of us more, the desperation to act gets more intense. Today, when it comes to energy conservation, the average awareness level of not just organizations and corporate but even common people is increasing. Everyone is trying to do something or the other in order to consume less energy. And the lowest hanging fruit in this regard is 'Lighting'. Factors like ease of replacement combined with rebates and general savings, are driving this change even more.



Company Introduction

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