

Albeo Technologies Inc.

***Reducing Operational Costs
with Solid-State Lighting***

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Lighting Costs Reduce Profits

Energy
Costs

Active Pilot: Largest carpet manufacturer

- ~ \$380K/month/building
- Rising faster than inflation

Maintenance
Costs

- \$80 to change a bulb
- Bulbs as high as 40 feet

Disposal
Costs

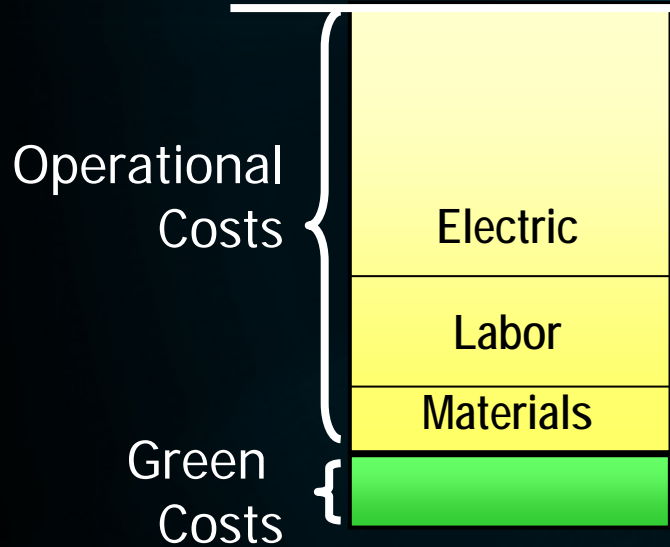
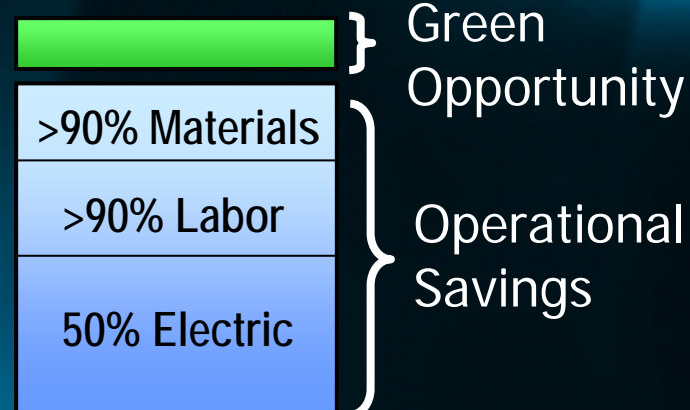
- Lighting disposal = 20% of purchase \$

Green
Competition

- Customers buy from “green” companies
- Green position = increased sales

Albeo SSL Increases Profits

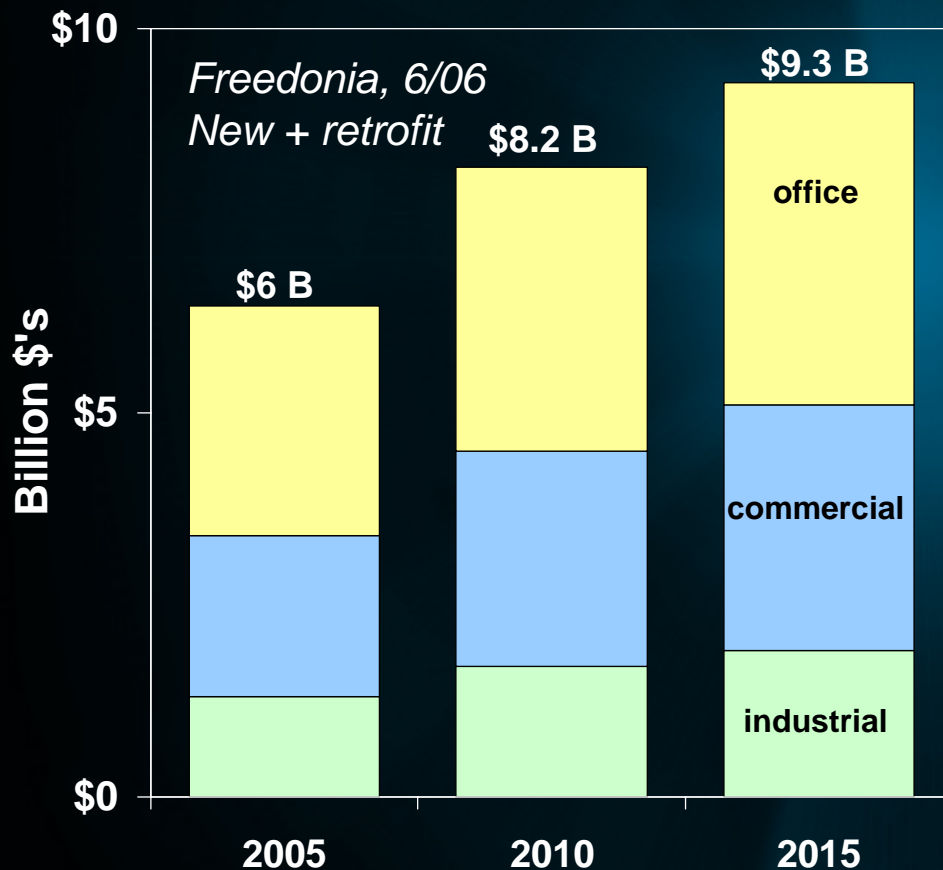
Active Pilot:
Largest carpet mfr.



	<u>Savings/year</u>
Electricity	\$ 4.2 M
Labor	\$ 1.9 M
Cooling	\$ 870 K
Materials	\$ 510 K
TOTAL:	\$ 7.48M

US Commercial & Industrial Markets

Target Firms: High Maintenance, High Energy, Aging Infrastructure



Active Trials >\$5M

Largest Federal Office Complex

Large Convention Center

Large Data Center

Largest Nuclear Operator

Largest Carpet Mfr.

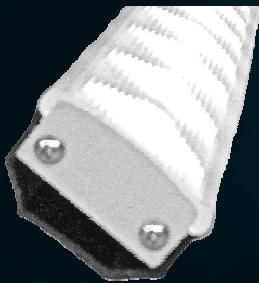
Albeo's Commercial & Industrial Products



Troffer

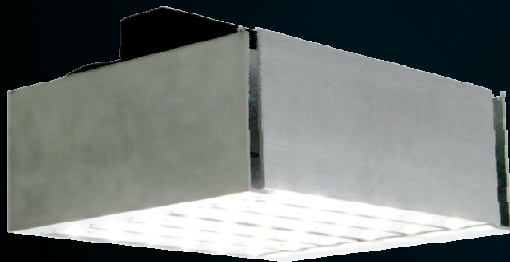


High Bay



Low Bay

Parabolic

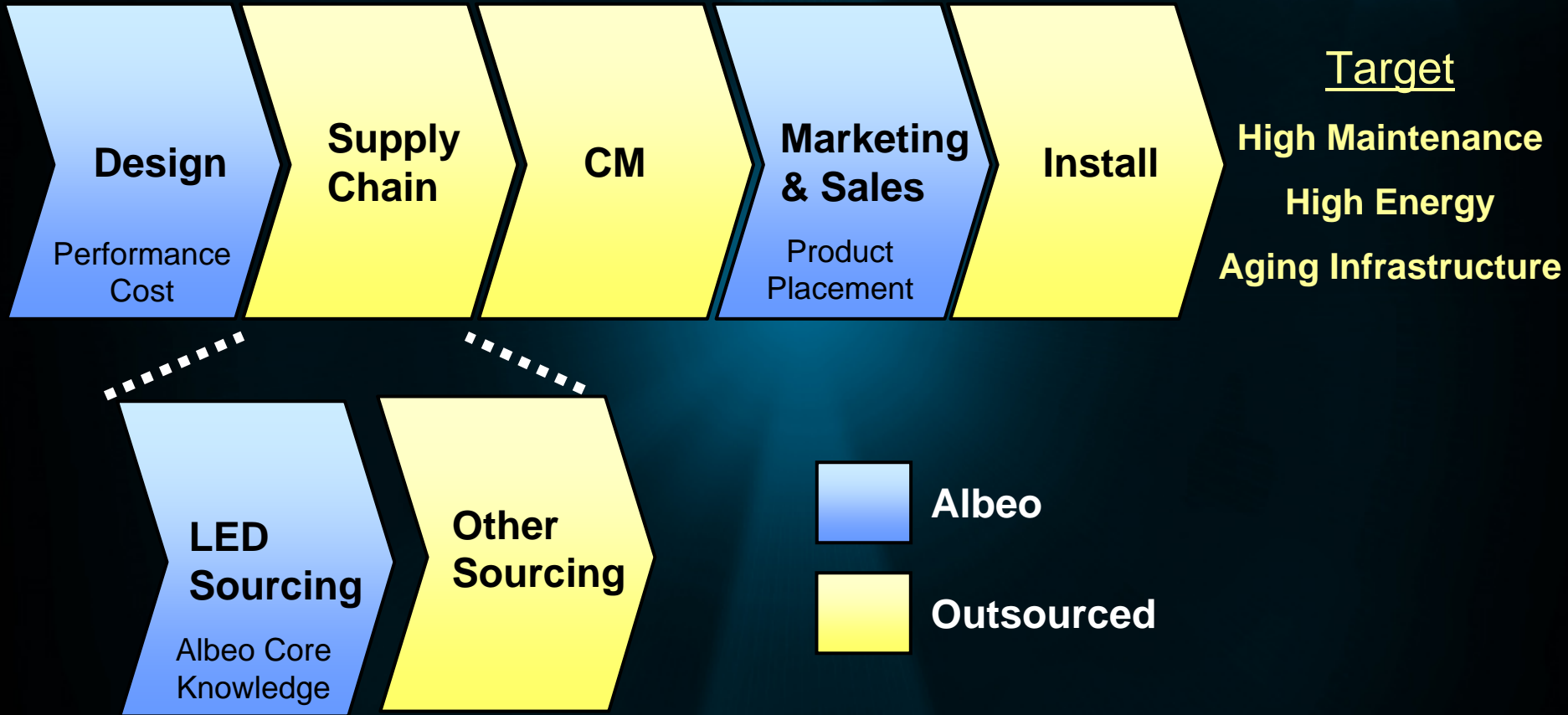


Suspended

BENEFITS

- ✓ No maintenance
- ✓ Low energy
- ✓ No mercury
- ✓ Unbreakable
- ✓ Instant-on
- ✓ -40°C to +40°C
- ✓ Low temperature
- ✓ Low voltage
- ✓ No flicker

Albeo Business Model



Competitive Landscape



Recent M&A

SSL	Traditional (<i>acquirer</i>)	Revenue	Sales Price	Revenue Multiple
Color Kinetics	Philips	\$66 M	\$791 M	12x
TIR	Philips	C\$12 M	C\$75 M	6.25x
IO Lighting	Cooper	\$2 M	\$16 M	8x

Competitive Advantage: Lighting's Digital Revolution

- Experienced team
- IP focused on industrial and commercial markets

Fixture IP (2 patents pending)

- Most light, highest efficiencies, longest lifetimes

Control IP (2 patents pending)

- maximum energy savings and user experience

Subsystem IP (3 patents pending)

- Lowest cost, superior reliability, best manufacturability.

Management Team

- **Jeff Bisberg – Founder, CEO, and President**
 - Raytheon, Polaroid: intrapreneur launched \$20 M business
 - Cielo, Picolight: sold to JDSU for \$125 M
 - MS Materials Northwestern
- **Peter Van Laanen – Founder, CTO**
 - Storaagetek, Infineon electro-optical design
 - Picolight
 - MS EE Wisconsin
- **Tracy Earles – VP Marketing and Sales**
 - Founder Mariner Networks
 - Picolight
 - MBA Dartmouth
- **Scott Dalgleish – Acting VP Operations**
 - Ex-COO of Spectra Logic \$60M rev.
 - MBA DU
- **Jim Van Hove – Director of Manufacturing**
 - Honeywell, LED/laser manufacturing
 - PhD University of Minnesota

Achievements

- Rapid revenue growth >10K units shipped
- 75% of revenue from repeat business
- Design award winner DOE
“Lighting for Tomorrow”
- Trials to drive dramatic growth
 - Largest power plant operator in USA
 - Large carpet mill in world
 - Large federal complex; 12 M sq. ft.
 - Convention center; >2 M sq. ft.

Albeo Technologies Inc.

SSL will replace ALL traditional lighting

Cleantech that pays back now, not years from now

In production, generating revenue and engaged
with large customers

The foundation is built to deliver superior returns

