

WE PAINT
WITH LIGHT

QUICK START
DEALER
BUSINESS PROPOSAL



/LumiLorIndia



/LumiLorIndia



www.LumiLor.co.in

WHAT IS LUMILOR

LumiLor is a Light Emitting Coating (LEC) system which allows anything coated with it to illuminate. Electroluminescence simply means that an object is capable of emitting light when an electrical current is applied.



WORLD'S FIRST LIGHT EMITTING COATING

FOUR UNIQUE LAYER COATING SYSTEM

BACKPLANE | **DIELECTRIC** | **LUMICOLOR** | **CONDUCTIVE CLEAR**

LumiLor is available in **Eight native colors**, these are colors you see when LumiLor is lit.



WHITE



BLUE



ORANGE



AQUA



GREEN



YELLOW



PINK



VIOLET



**BASIC
EXPLANATION
OF THE LUMILOR**

STACK DIAGRAM

LIGHT EMITTING COATING

ENCAPSULATING AUTOMOTIVE CLEAR COAT

In the last step, the
Conductive Top Coat is
topped off with
**Encapsulating
Automotive Clear Coat.**

CONDUCTIVE TOP COAT

The **conductive Top Coat**
layer is the final conductive
element- the most charged
allows Lumilor to emit light.

BUS BAR

Bus Bar Application: The next application is the
Bus Bar. The Bus Bar is the conductive layer of
the Back Plane Material that provides a zero
resistance power for better current distribution to
the conductive top coat.

BACK PLANE MATERIAL

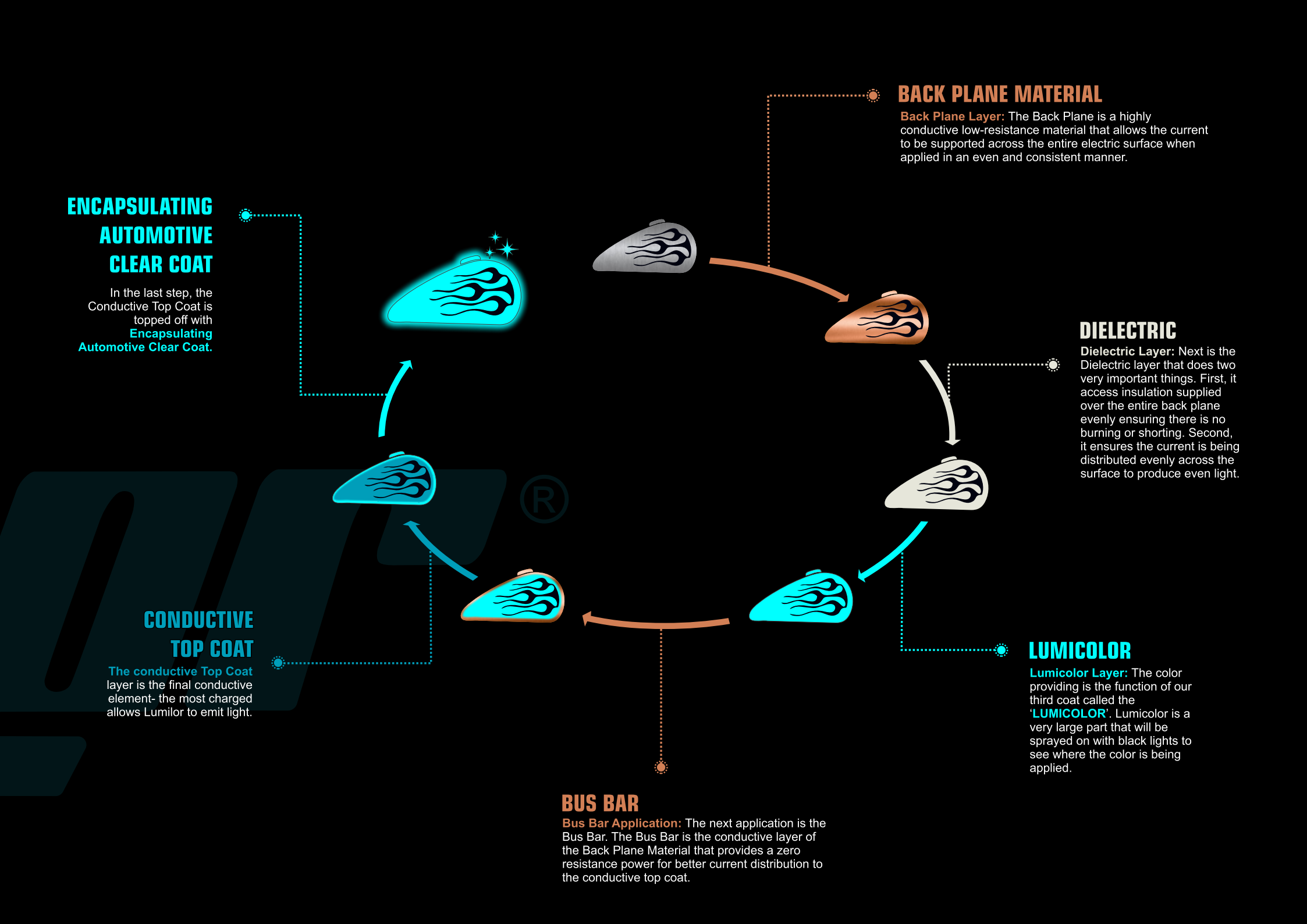
Back Plane Layer: The Back Plane is a highly
conductive low-resistance material that allows the current
to be supported across the entire electric surface when
applied in an even and consistent manner.

DIELECTRIC

Dielectric Layer: Next is the
Dielectric layer that does two
very important things. First, it
access insulation supplied
over the entire back plane
evenly ensuring there is no
burning or shorting. Second,
it ensures the current is being
distributed evenly across the
surface to produce even light.

LUMICOLOR

Lumicolor Layer: The color
providing is the function of our
third coat called the
'LUMICOLOR'. Lumicolor is a
very large part that will be
sprayed on with black lights to
see where the color is being
applied.





LUMILOR
PRODUCT FEATURE
MAIN BENEFITS OF LUMILOR



Shape

LECs can be applied to almost any 3D shape or contour

Efficiency

Lumilor is a cool light technology and so is inherently efficient

Flexibility

The LEC is flexible (but not stretchable)

High visibility

A uniform coating of light allows far greater visibility in fog and smoke

Operating temperature

LumiLor is cool to touch and typically runs at two degrees Celsius above ambient temperature

Control and sequencing

Lumilor LECs can be programmed to be pulsed brightened, dimmed, flashed, strobed or respond to music, sound or voice

Landfill permitted

Lumilor is permitted to be disposed of in landfill

No glare

Light is emitted across the entire surface of the LEC so there is no glare and minimal light scattering

Water

LEC systems can be designed to be either waterproof or water resistant

Reliability

LECs do not fail catastrophically, because they consist of millions of independent light-emitting crystals

Thin coating

LumiLor LECs are extremely thin at less than 0.2mm (0.003 inches) when applied

Low-maintenance

Once applied, the LEC coating is maintenance-free



TOTAL
ADDRESSABLE MARKET

A large, dark teal watermark of the Lumitor logo is centered in the background of the slide. It is semi-transparent and serves as a background element for the text.

TOTAL ADDRESSABLE MARKET

THE ADDRESSABLE PERCENTAGE OF EACH INDUSTRY IS BASED ON MANAGEMENT'S CURRENT ESTIMATES.

Aerospace Interior Lighting 50% of \$2.4bn industry¹

Due to its lightweight nature and visibility in low light conditions, LumiLor is ideal for emergency lighting and other lighting in the cabins of aircraft. There is also major application potential for LumiLor on the exterior of aircraft such as Airbus and this is a completely new market being developed by LumiLor.

Aftermarket 5% of \$3bn industry⁴

Custom paint shops for cars and motorbikes have shown great interest in LumiLor with thousands of enquiries. LumiLor provides an innovative product for Aftermarket customers to use as a differentiator.

Health & Safety 1% of \$150bn industry²

The general Health and Safety industry is estimated to be worth approximately \$150bn+. The potential for LumiLor to be used in low light conditions means Darkside has estimated the addressable market to be a minimum of 1% of this industry.

Consumer Electronic Goods 1% of \$1.3trn industry⁵

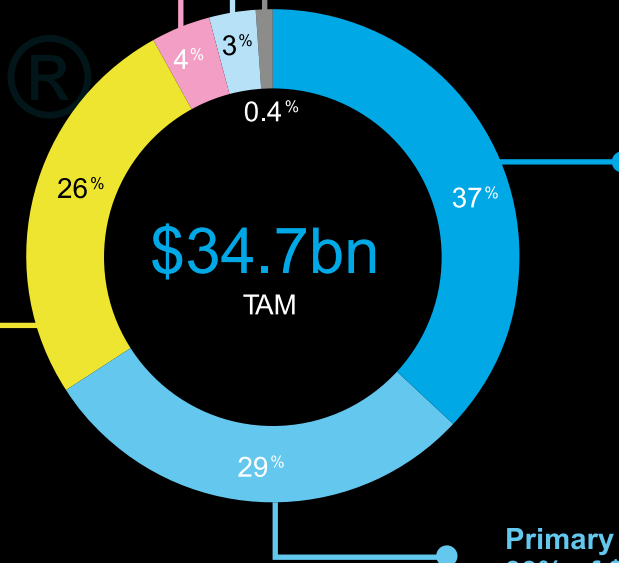
Darkside believes LumiLor has many uses in the Consumer Electronics industry, particularly as it allows custom patterns and logos to be applied. LumiLor could potentially replace much of the LED usage in this industry.

Municipal & Architectural Lighting 15% of \$59bn industry³

The global lighting industry for Residential lighting is estimated to be worth \$35bn by 2020, with Hospitality estimated at \$6bn, Architectural lighting estimated at \$6bn, and Outdoor lighting (representing Municipal) estimated at \$12bn for a total segment of \$59bn. Management estimates that the ability to create patterns and programmable light with LumiLor should be relevant to at least 15% of these industries.

Primary Automotive lighting 33% of \$30bn industry⁶

LumiLor cannot currently be used in vehicle headlights but it can be used in both the interior and exterior of cars. Therefore Darkside believes one third of this industry is a good estimate for the portion of the market that is addressable by LumiLor.



MARKET

LumiLor's markets can be broadly grouped into three categories: OEMs, Aftermarket, and Retail. Each of these markets has differing requirements and applications for LumiLor. Historically, the Aftermarket has provided cash flow to fund operations and development and has proved to be an important marketing platform.

1. OEM

OEMs include: manufacturers of vehicles, health & safety equipment, consumer electronics, and lighting solutions.

Therefore, OEMs represent by far the largest segments of the total addressable market (see p36). OEMs are constantly looking to integrate new technologies in order to stay ahead of the competition and LumiLor provides many opportunities for innovation within each industry.

2. AFTERMARKET

Darkside defines the "Aftermarket" as additions, adjustments, or changes made to a product after the purchase from a manufacturer or retailer. The Aftermarket coatings industry is estimated to be worth \$1bn in the US alone.

The Aftermarket can be segmented into three categories, namely: end consumers (for own vehicles), applicators (paint shops), and resellers (who sell to paint shops). The Aftermarket is mostly comprised of smaller-scale custom paint shops, who are typically commissioned to enhance the aesthetics of motorbikes and cars for enthusiasts. These shops are drawn to LumiLor as a chance to create unique and radical designs to differentiate their services.

3. RETAIL

The Retail market is for an everyday DIY consumer who would like to create their own EL transformations at home.



PROVIDING
TECHNOLOGY TO
ELECTROLUMINESCENT PAINT

Custom parts design | Light Emitting Coatings | Lumitor India







**BE A
QUICK START DEALER**

START PAINTING LIGHT WITH US
LIGHT EMITTING COATING

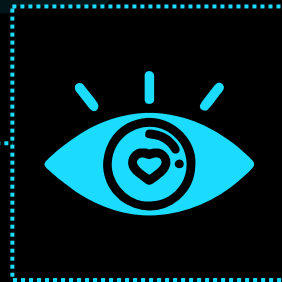
LUMILOR IS AN INCREDIBLE OPPORTUNITY TO GROW YOUR PAINT BUSINESS.



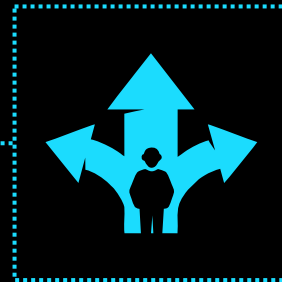
QUICK START DEALER



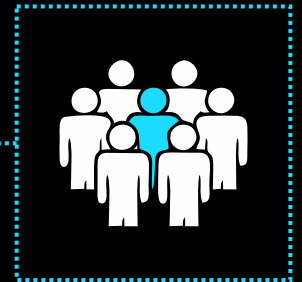
Deal in world's most **Innovative & Patented Technology.**



Avail **Attractive & Exclusive** Dealer offer from **LumiLor.**



A **Golden Opportunity** to associate & Grow with a **Renowned Brand.**



Enjoy the benefits of **Monopoly Market**



**PRE-REQUISITE TO
BECOME A
QUICK START DEALER**

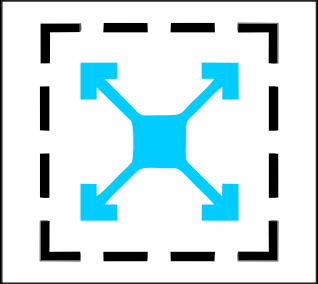
**START PAINTING LIGHT WITH US
LIGHT EMITTING COATING**



**2 PROFESSIONAL
AUTOMOTIVE PAINTER**



1 PAINT BOOTH



**2,000
SQ. FT. AREA**



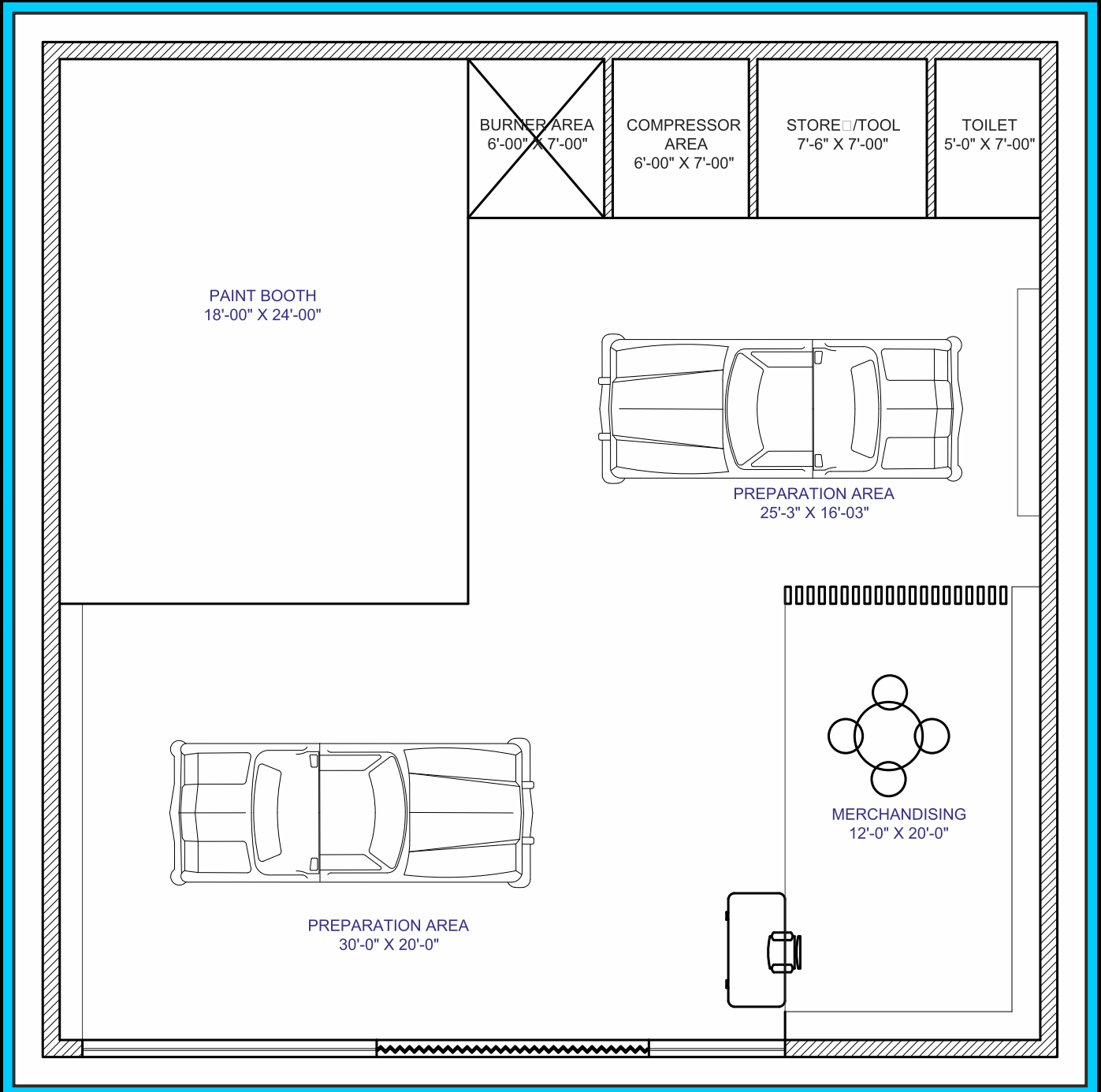
5 HVLP GUNS



**AIR COMPRESSOR
& AIR DRYER**



POLISHER

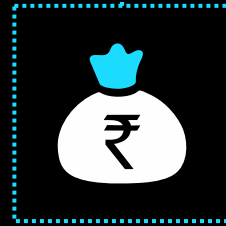




**QUICK START
DEALER**

START PAINTING LIGHT WITH US
LIGHT EMITTING COATING

QUICK START DEALER



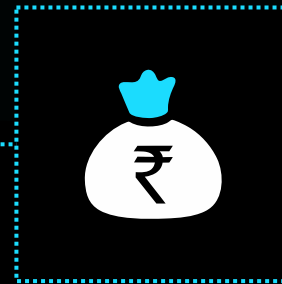
COST : **20 LAKHS PLUS GST**



15 LAKHS PRODUCT STOCK
AT 20% DISCOUNT*



PROFESSIONAL TRAINING
FOR 2 INDIVIDUAL.



DEALERSHIP COST
2 LAKHS*

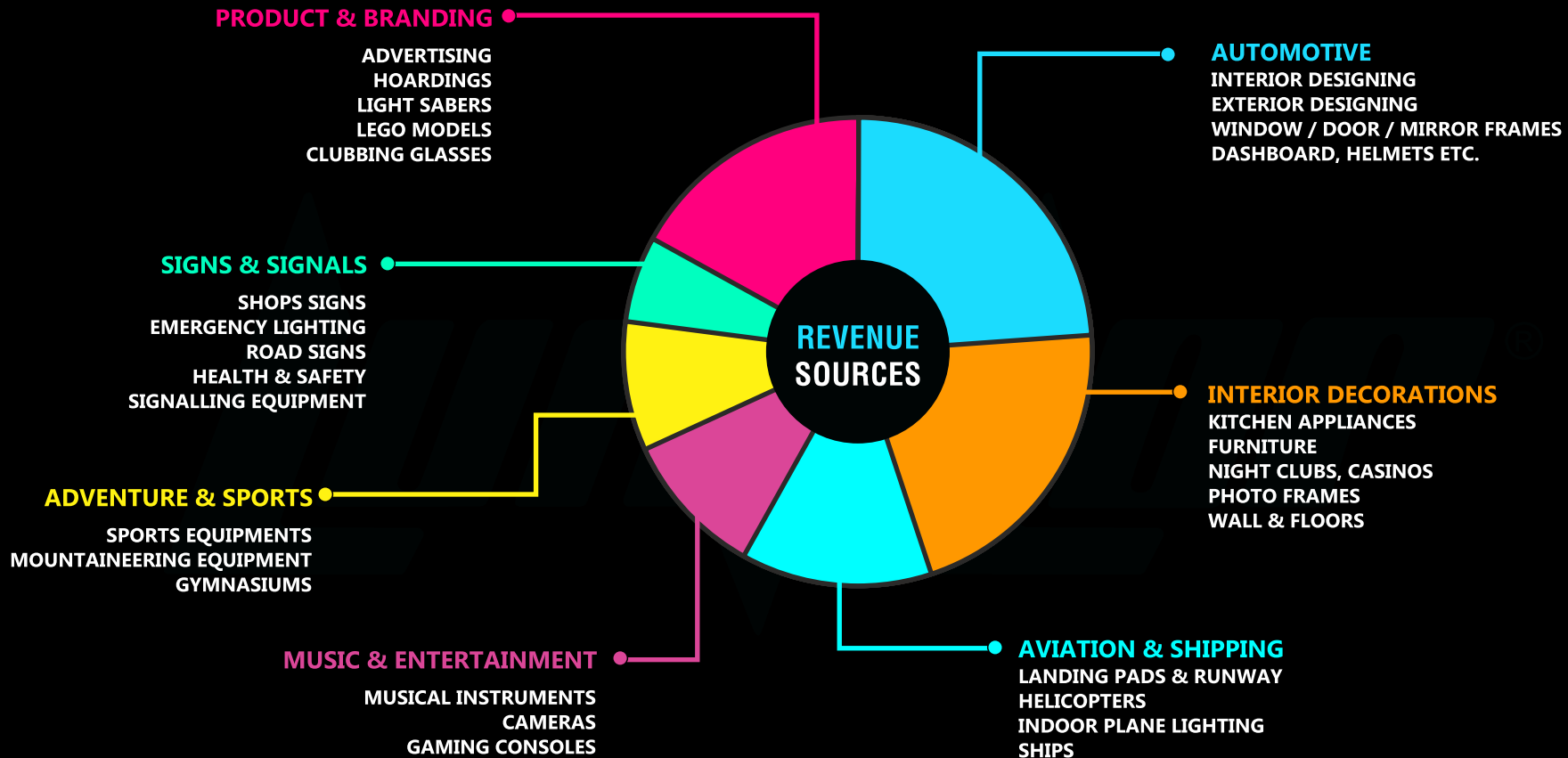


EXCLUSIVE REGION FOR
6 MONTHS

A certain territory will be assigned to the dealer where
in dealer can also appoint applicators

REVENUE SOURCES FOR DEALER

(A) FROM UNDERTAKING PROJECTS (HIGH PROFIT MARGINS)



(B) SELLING PRODUCT BUNDLES

20% profit margin on
All product bundles sold.

(C) FROM TRAINING APPLICATORS

₹75,000 flat for training
A person from your area.



TRAINING PROGRAMME

LumiLor experts will conduct a thorough training programme providing you the basics of LumiLor through various theories and their practical application.

The **7-DAY TRAINING** includes detailed sessions on LumiLor and its working.

THE LUMILOR TRAINING JOURNEY TAKES YOU THROUGH

7 DAYS TRAINING PROGRAMME

DAY : 1

SURFACE PREP-UP AND INTRODUCTION OF VARIOUS MATERIALS & APPARATUS

DAY : 2

LUMILOR THEORY & PRACTICAL APPLICATION

DAY : 3

BACKPLANE MATERIAL & DIELECTRIC COATING APPLICATION
(2ND – 3RD LAYER)

DAY : 4

FINAL LAYERS

DAY : 5

DESIGN PLANNING & STARTING INDIVIDUAL PROJECTS

DAY : 6

CORE FOCUS ON PERFORMING INDIVIDUAL PROJECTS

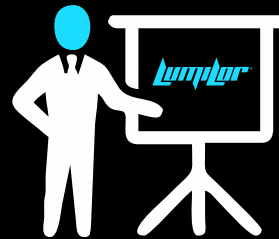
DAY : 7

TOP COATS, CANDY, PEARL, BLACKOUT, FINAL FINISHING AND POLISHING



EVALUATION OF THE TRAINING.

After successfully clearing the examination candidates will be Awarded with the Certificate of “**Authorised LumiLor Applicator**”



DISCLAIMER

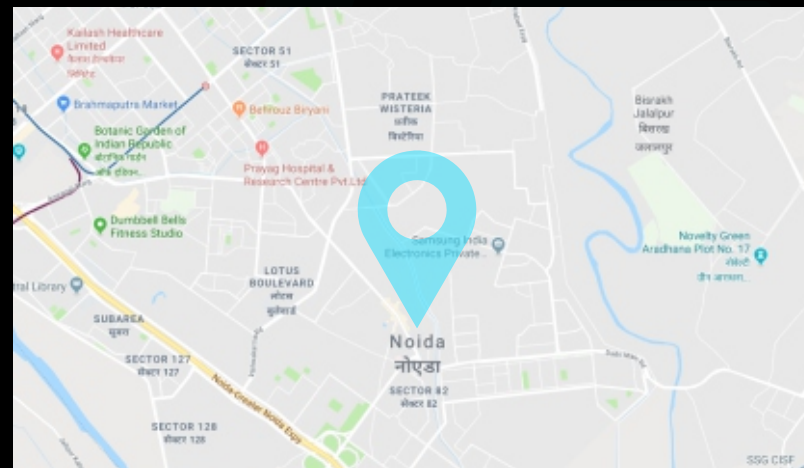
MATERIALS USED DURING TRAINING WILL BE CHARGED SEPARATELY.

TRAINING LOCATION



LUMILOR INDIA

DEVILS GARAGE, #14-15, BLOCK B, SECTOR - 1, NOIDA, UTTAR PRADESH, INDIA





KNOW YOUR TRAINER

ALFRED JOSE (FREDDY)

LIGHT EMITTING COATING

ALFRED JOSE

TRAINING HEAD, LUMILOR

A genius from Kerala, Alfred has immense knowledge and expertise in LumiLor and its working as he has worked on several big scale LumiLor projects.

Executing each job with perfection is his specialty.

Alfred's passion for customizing automobiles and a strong work ethic has made him a significant person in the custom paint industry.

He is a professional airbrush artist and a mechanical engineer at heart.

Alfred is having the time of his life at LumiLor coming up with new ideas every time and pushing himself harder to be excellent at what he does.



POPULAR LUMILOR APPLICATORS **ACROSS THE GLOBE**



H2O GRAPHICS BY DESIGN
OHIO, USA



MAD CARBON FIBER
RUSSIA



LIGHT DESIGN STUDIO
MEXICO



RATTLE SNAKE
JAPAN



HIDRO IMPRESSION
SPAIN



CUSTOM DIGITAL
AUSTRALIA



EXTREME PAINT CONCEPT
ROMANIA



DEMON PAINT
GERMANY



SPRAY LABS LONDON
ENGLAND



LUMILOR BRASIL
BRAZIL

BE A
LUMILOR
DEALER
NOW!!



LumiLor[®]

WE PAINT
WITH LIGHT



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