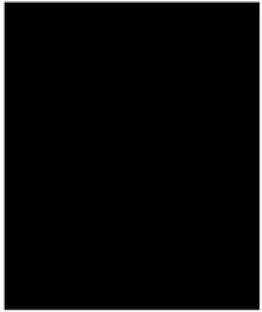


LUMENSTREAM

LED Lighting as a Service

LED Lighting as a Service Proposal:



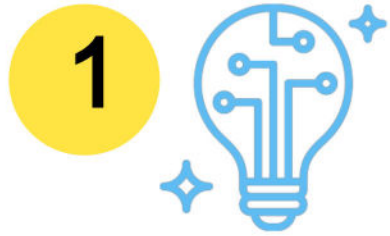
www.LUMENSTREAM.com

In partnership with:

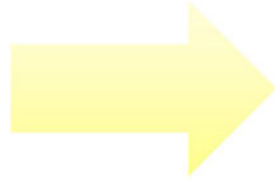


'Unlock your Cashflow'

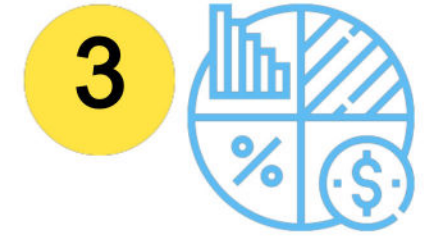
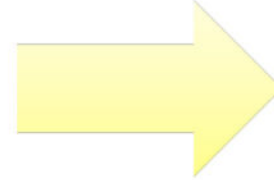
What is LED Lighting as a Service?



1
We upgrade our clients facilities to LED lighting for zero CapEx

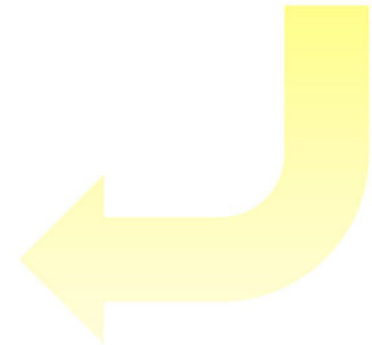


2
Our clients immediately start saving up to 85% on their pre-existing lighting costs



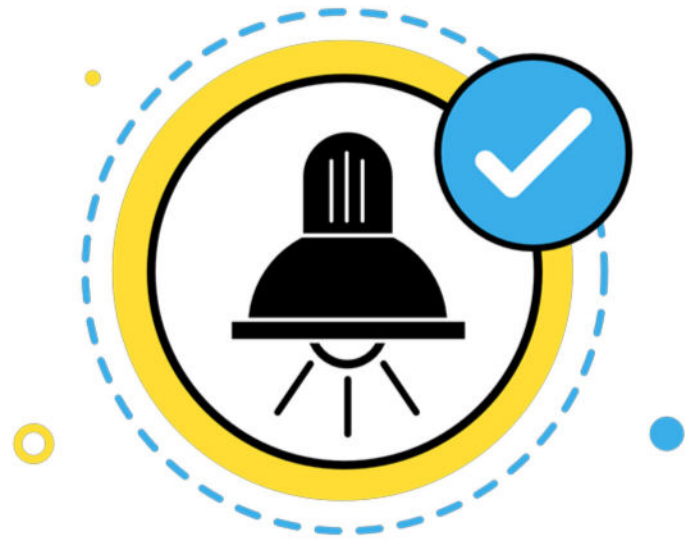
3
We are paid a fraction of the savings as a service fee for 60 months

At the end of the term we transfer title of the lighting to the client to benefit from 100% of the savings



'Unlock your Cashflow'





Our Investment Proposal

www.LUMENSTREAM.com



'Unlock your Cashflow'

Your Lighting Installation

825

Investment grade LED lighting
fixtures

**NO CAPITAL INVESTMENT
REQUIRED**

Your financial benefit

£1,709,521.30

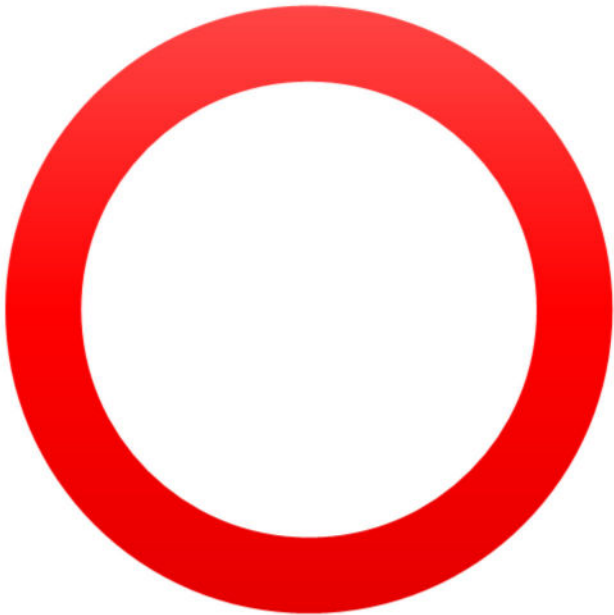
10 Years savings from energy
reductions

**NO CAPITAL INVESTMENT
REQUIRED**

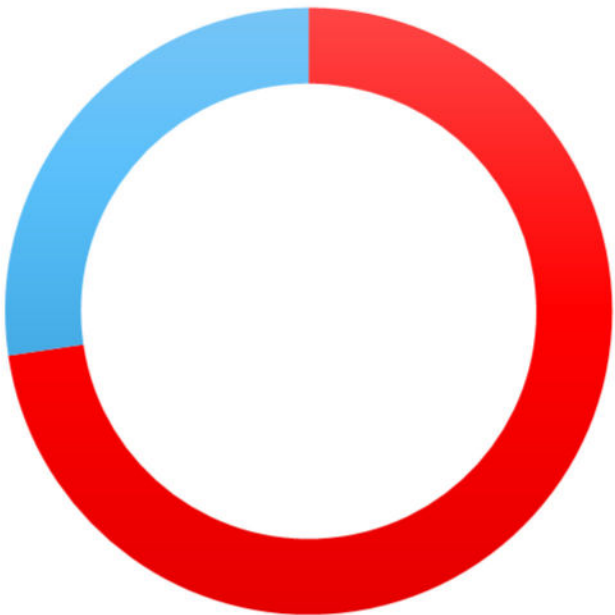


'Unlock your Cashflow'

Energy savings explained

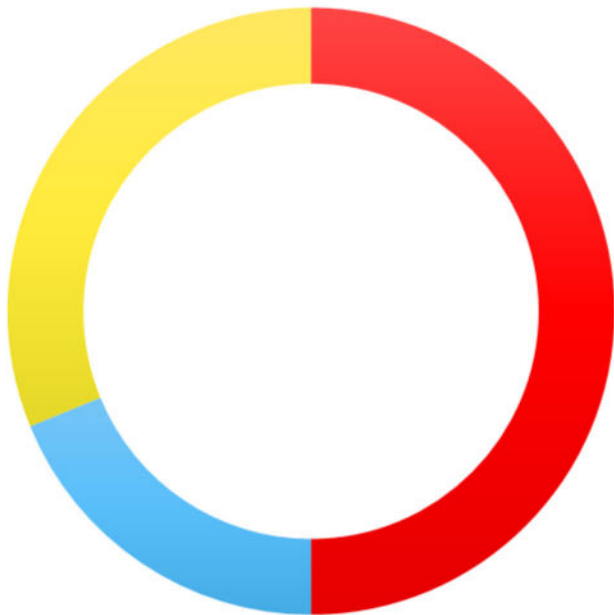


Your annual lighting spend today =
£288,484.19



Your annual lighting spend with LUMENSTREAM =
£108,540.26

Reduction of 62.38%



Annual cash savings we can create for you =
£179,943.93

Inc. annual maintenance of £9,576.32

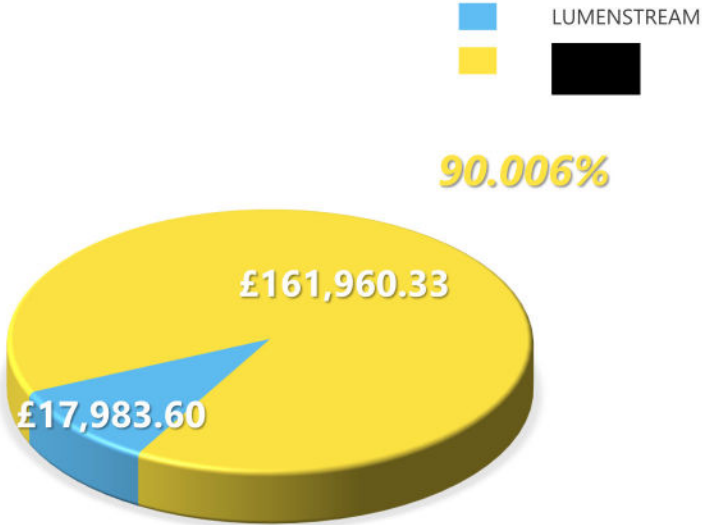


'Unlock your Cashflow'

Sharing the savings



Annual savings from our lighting solution

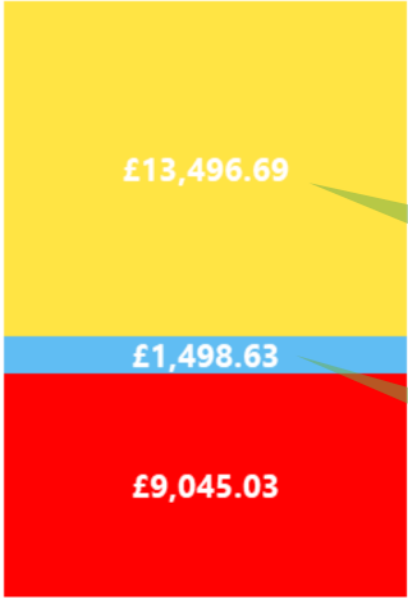


Our share of the annual savings



Monthly breakdown

Your existing average monthly lighting spend



- LUMENSTREAM Share
- Share
- Energy Cost

Your average monthly net savings post upgrade

Our monthly service fee

Current monthly costs Vs Proposed monthly costs

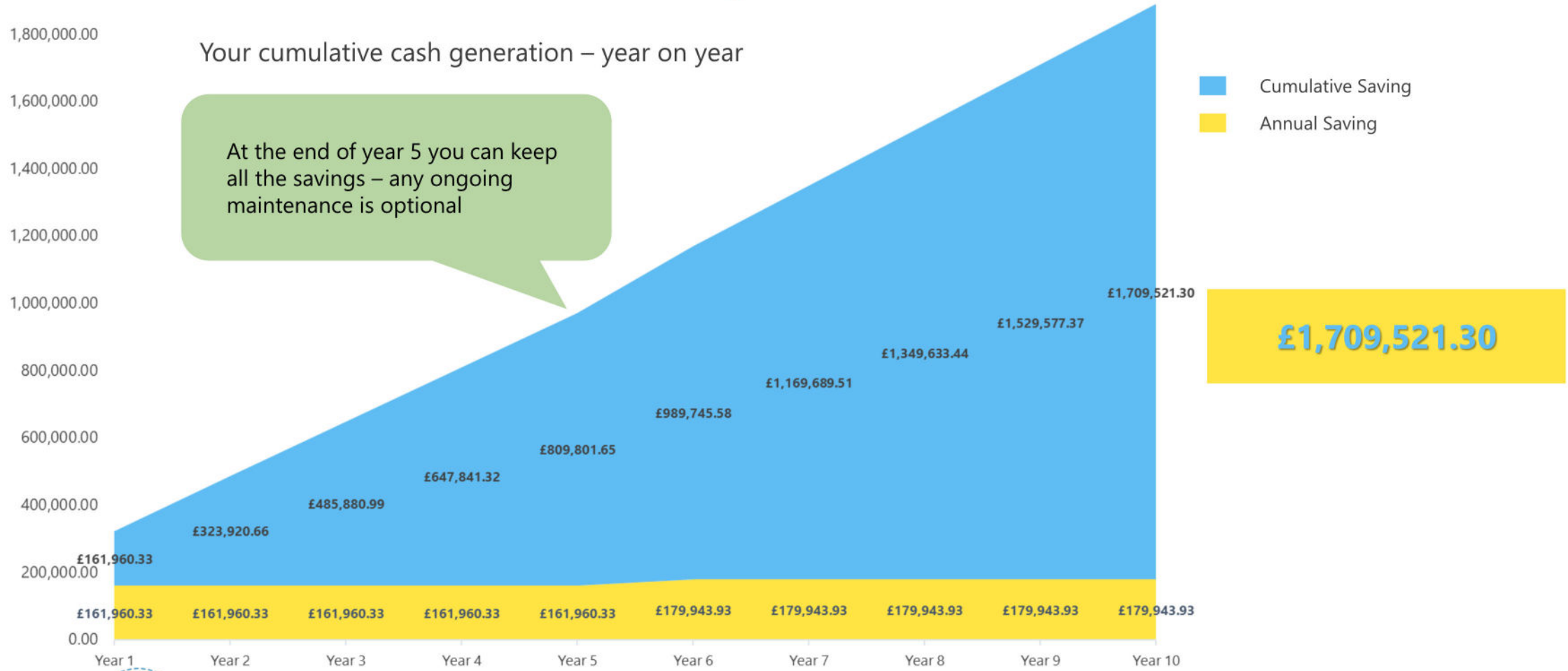


Cumulative client savings

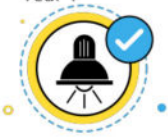
Your cumulative cash generation – year on year

At the end of year 5 you can keep all the savings – any ongoing maintenance is optional

Cumulative Saving
Annual Saving



£1,709,521.30



'Unlock your Cashflow'

Project Cashflow Comparison

How this LaaS Project compares in net cashflow to our CapEx Solution:

Project Year	CapEx	% Savings	LUMENSTREAM LaaS	% Savings
0	-£89,918	100.00%	£0	90.006%
1	£90,026	100.00%	£161,960	90.006%
2	£269,970	100.00%	£323,921	90.006%
3	£449,914	100.00%	£485,881	90.006%
4	£629,858	100.00%	£647,841	90.006%
5	£809,802	100.00%	£809,802	90.006%

Based on annual savings of **£179,943.93**

Note that via LaaS you will actually have an advantageous cashflow position in comparison to our CapEx option.

However, our CapEx solution has a rapid return on investment.

With LUMENSTREAM, LaaS will achieve the same financial and energy saving results without the need to deploy any new capital.

Ultimately, it is up to you to decide what option is better for your business.



'Unlock your Cashflow'

Summary of our Offer

Option 1 – Lighting as a Service

- ✓ Pay as you Save
- ✓ Fixed Monthly Fee: **£1,498.63**
- ✓ Duration 60 months
- ✓ Total Cost: **£89,917.80**

Option 2 – CapEx Investment

- ✓ Total Cost: **£89,917.80**



'Unlock your Cashflow'

Environmental Impact Breakdown



This project will save – **279,291 kWh** of energy consumption per annum



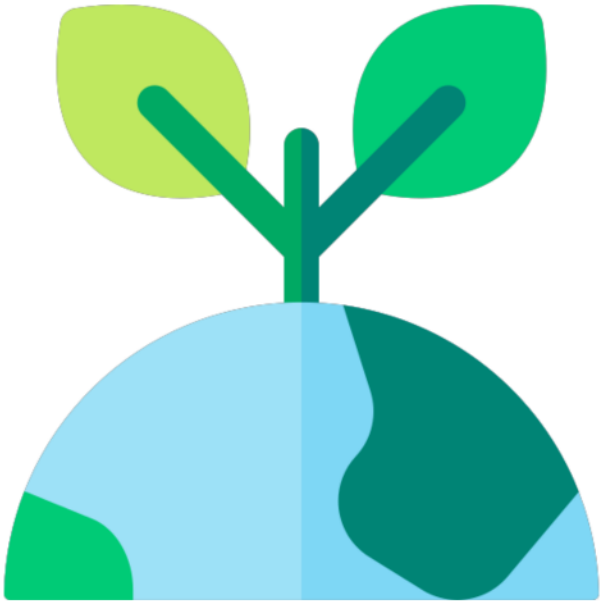
And save – **198 Metric Tons CO2** entering our atmosphere per annum



That's like preventing – **99 Tons of coal** getting burned annually



Equivalent to carbon sequestered by – **234 acres of forest** in one year



'Unlock your Cashflow'

Our 'LED Lighting as a Service' Agreement

LUMENSTREAM LED Lighting as a Service

INSTALLATION & MAINTENANCE AGREEMENT

Between Proven Lighting Limited (Trading as LUMENSTREAM) & 'Client'

Legal Name: 'Client'

Address: 'Client Address'

Phone: 'Client Phone Number'

Email: 'Client Email'

LUMENSTREAM LED LIGHTING AS A SERVICE

It is agreed between the parties that LUMENSTREAM shall provide 'LED Lighting as a Service' to the Client, for use exclusively at their Site, under the following agreed terms below and subject to our standard terms & conditions listed overleaf.

SERVICE PERIOD AND CHARGES

The Service Period starts on the Commencement Date (See next clause) and shall continue for ??? months. Client shall pay the monthly Service Charge of £???? (TBC) to LUMENSTREAM by Direct Debit or electronic wire transfer every month for 60 months. Charge quoted is exclusive of VAT, which shall be charged if applicable. Proof of VAT exemption is required.

COMMISSIONING PROCESS

LUMENSTREAM shall use all reasonable endeavours to effect installation by the date and time agreed between the parties and Client shall provide access to enable the installation to be carried out safely and expeditiously.

LUMENSTREAM, or its approved installer, shall install the Lighting at the Site, and Client shall sign a commissioning document stating that they are satisfied the installation is fit for the purpose intended. Proven Energy Solutions Service Charges shall begin only after this Commencement Date.

OUR 'NO-QUIBBLE' WARRANTY

LUMENSTREAM shall remedy, free of charge, any material defect in the Lighting which manifests itself within five (5) years from Delivery, provided that the defect did not materialise as a result of misuse or unauthorised alteration.

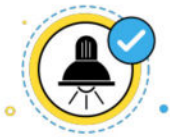
If LUMENSTREAM fails to remedy any material defect within 30 days of notification, Client shall have the right to delay payment of monthly Service Charges until such time as LUMENSTREAM has remedied the

We make everything easy for our clients

You sign a one page agreement and we do everything else...

What we do for you:

- Project Design
- Product Procurement
- Project Management
- Scheduling & Installation
- WEEE Recycling
- Ongoing Maintenance



'Unlock your Cashflow'

Unique Business Model

^{Belfast}
Telegraph

THE Manufacturer siliconrepublic

“LED lighting start-up LUMENSTREAM secures £5m deal with major energy company. Alistair Brown said its service is offered with no upfront cost to the building owner, instead, the LED technology is paid for based on a share of energy savings achieved over five years.”

“Service-based models are increasingly being integrated into businesses, as manufacturers look to retain and strengthen customer relationships. Lighting manufacturer LUMENSTREAM are hoping to “disrupt” the industry with their servitized approach”

Belfast-headquartered cleantech company Lumenstream is planning to expand its team following a seed funding round led by Techstart Ventures. The round generated £400,000 in investment for Lumenstream, which was founded in 2019.

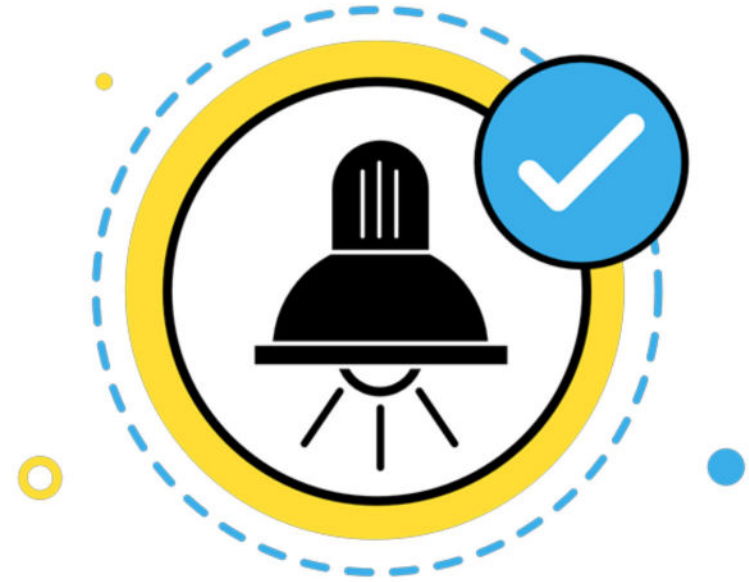


‘Unlock your Cashflow’

LUMENSTREAM

LED Lighting as a Service

Members of:



www.LUMENSTREAM.com



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