



MARKET TREND PRESENTATION

We build **VALUE** for your Business

JAYKAL EMERGING LED LIGHTING CONTROLS TREND

- Energy Code Guidelines
- Utility Rebates
- Energy Efficiency and Sustainability
- Advanced Sensors and Analytics
- Wireless Controls and Connectivity
- Smart Lighting Integration

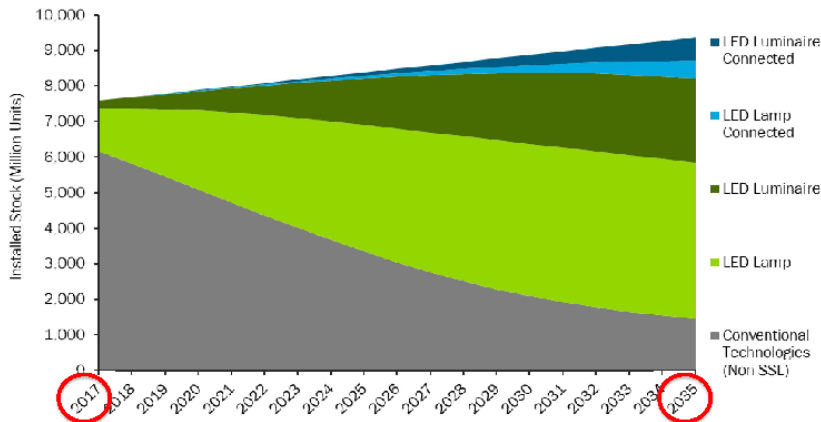
JAYKAL WHO WE ARE...

- Lighting and Controls Manufacturer founded in 2008.
- Facilities:
 - Georgetown, DE
 - Laos (two facilities)
 - China
- Highly successful in the Federal and local government space and currently expanding into the C&I markets
- BAA, TAA and non-TAA products available.
- JAYKAL is known for industry leading efficacy fixtures, ease of installation and quality.
- JAYKAL is a designated small business and certified minority owned business enterprise.

JAYKAL DOE CURRENT PATH VS PROGRAM GOALS

Installed Stock Forecast – Current Path

Given continued level of investment and effort, 2035 installed stock for LEDs is expected to rise such that 72% and 12% are non-connected and connected LEDs, respectively.

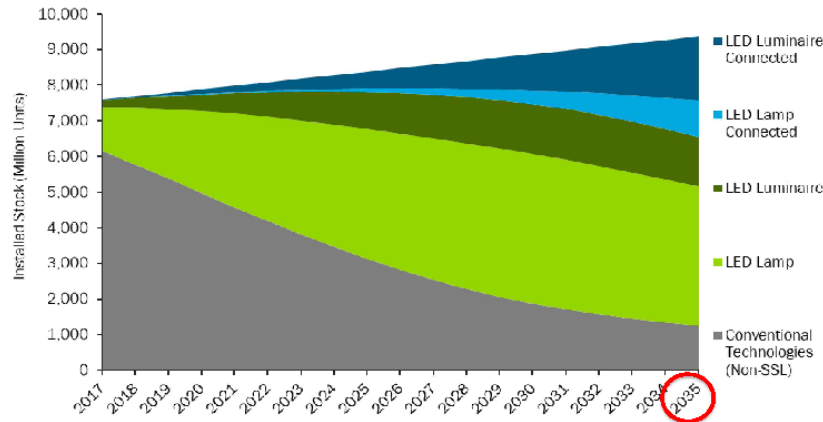


1.1 quads in energy savings

4.8 quads in energy savings

Installed Stock Forecast – Program Goals

Given accelerated adoption of connected lighting, LEDs are expected to rise such that 56% and 30% of installed stock in 2035 are non-connected and connected LEDs, respectively.



6.1 quads in energy savings

JAYKAL COMMERCIAL UTILITY TRENDS

- Utility rebate programs continue to be favorable to the lighting industry.
- 2024 kicked off with over 30 bonus programs which is very rare.
- Lighting rebate programs over the years has fluctuated between 42% to 79% coverage in the US. Recent trends is now showing stability. (78% over the past three years).
- Northeast and Northwest remain the best area with strongest incentives and coverage.
- North Dakota and Kansas remain holdouts.
- California, Florida and Texas still have few programs and are usually complicated.
- Rebates for LEDs are still strong. Overall, up 2% on average for LEDs and up 5% for controls.

JAYKAL COMMERCIAL UTILITY TRENDS (CONT)

- EISA law taking effect in July 2023 impact:
 - Expected A19, PAR and downlights would have reduced incentives
 - MassSave, Duke Energy and Connecticut Instant Lighting Program discontinued rebates on these products. Other utilities maintained rebates and others even increased incentives.
- Controls and Networked Lighting Control rebates get a bit stronger and should continue to become stronger into the future.
 - 2024, 8% more utilities are offering rebates specifically for networked controls.
- MassSave Example:
 - LED Indoor Troffer (1x4, 2x2 and 2x4) - \$70/fixture
 - Interior Integral Fixture Mounted Dual Sensor - \$45/fixture
 - Integral Fixture Mounted Dual Sensors and Networked Capable - \$90/fixture

JAYKAL SUSTAINABILITY TREND

“WE EXPECT SUSTAINABILITY
TO REMAIN A PRIORITY FOR
BUSINESS LEADERS AND POLICYMAKERS
IN 2024.”

ERIC COHEN

HEAD OF GREEN ECONOMY BANKING

JP MORGAN CHASE COMMERCIAL BANKING

JAYKAL LIGHTING CONTROLS TYPES

- MANUAL
 - Toggle and dimming switch.
 - JAYKAL has bi-level control built into LED Driver.
- AUTOMATED
 - Occupancy sensors
 - Daylight harvesting sensors
 - JAYKAL' Stand-alone control applications
- NETWORKED – CONNECTED – Bluetooth
 - Connected lighting systems make use of localized sensors to collect data and make an entire building/campus/facility more energy efficient.
 - Interface into building automation system for total control of a space.
 - Reports can be generated showing the energy savings which is mandated in some cases.
 - JAYKAL's Networked Control System





THANK YOU FOR YOUR BUSINESS & SUPPORT

We build **VALUE** for your Business

JAYKAL FAMILY OF PRODUCTS

