



## **CONTENTS**

- Who We Are
- Why Choose Us
- Products & Solutions
- Cooperation Model

# PART



## **COMPANY PROFILE**





Unilumin, established in 2004, providing professional LED application services, including the world's leading LED display and lighting products and Metasight solutions. The company was listed on the Shenzhen Stock Exchange in 2011 (XSHE: 300232) and has consistently been leading in LED display industry exports for 10 consecutive years, earning the trust and support of customers worldwide.

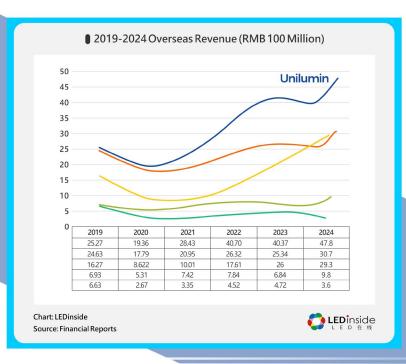
With more than 20 years of corporate foundation and accumulation, representing that Unilumin has led the field stably, maturely, competitively. Looking forward to the future, Unilumin will steadfastly work with partners to formulate more specific goals, and prepare for the long-term development.



TOP 500
Most valuable
Asian brands

## RAPID DEVELOPMENT

## 10 Years Reign in LED Exports!



## NO.1 in the Global LED Industry in 2024



## Social Responsibility Implementation to the End

## **Unilumin**

Set U-foundation Donated 1,100,075.43 dollars in subsidies

2012

Development of Chinese medicine Donated 785,768.17 dollars

2019

Encourage Unilumin staff to do public welfare together nearly 15,721,292 dollars personal donation from Chairman

2021

**Future** 

2008

Donated more than 471,460.9 dollars To WenChuan earthquake-stricken area 2017

Established the Shenzhen Unilumin Public Welfare Foundation Donated more than 314,307.26 dollars 2020

Fight the epidemic of COVID-19 Donated 785,768.17 dollars Unilumin offered free LED display maintenance to support pandemic prevention in Shenzhen. Also named in the "2022 China Top 500 Enterprises in Philanthropy".

2022













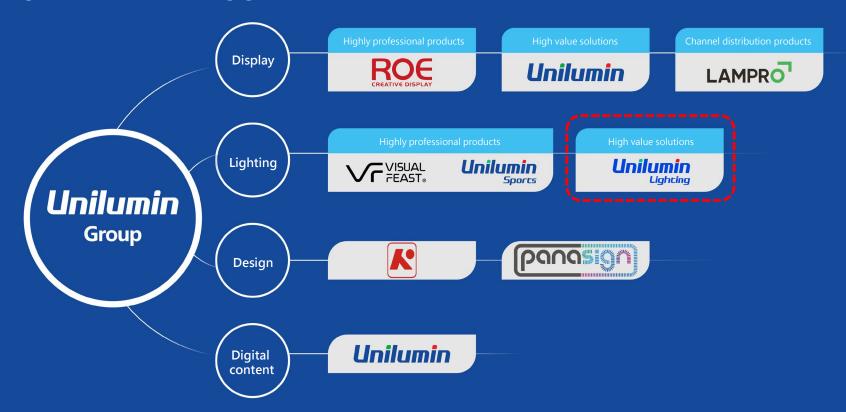
**Benefit:** 

100 + 10000 +

Cities

**Beneficiaries** 

## **MULTI-BRAND LAYOUT**



# PART



## Why Choose Unilumin



- Leading in LED display industry exports for 10 consecutive years
- Rapid growth (CAGR 24%) for 12 years



- Pioneer in the LED industry for 20+ years
- Public listed brand in XSHE stock
- Ranks among **Top 500** most valuable brands in Asia







- Grand slam winner of International design awards
- Full range of products, including display & lighting, multiple production lines and product combinations



- Over 10 Major International Lighting Certifications
- Luminous Efficacy up to 210 lm/W
- More than 160 kinds of light distribution



#### **Unilumin Exclusive Value**

- Full range of industry verticals
- Integrated solution capabilities, with full customisation service



- The world's largest LED display smart manufacturing base of 400,000 + sqm
- •1,200,000 sqm of LED display annual shipments
- 1,300,000 pcs of LED lighting annual shipments



- Active countries 160+
  Serving 10,000+ customers
- Multi-channel model



- 20 + Subsidiaries & offices
- 5,000+ employees
- Complete **UCE** training certification

## **Unilumin**

As a prominent manufacturer of LED application products, Unilumin continually augments its investment in automated production processes, elevates production management standards, and allocates **over \$3 million** to introduce and establish state-of-the-art professional lighting production lines and production management systems, resulting in an annual production capacity of **3.5 million** sets of lights.



Automated production line



Automatic waterproof testing line



Automated production line



AGV intelligent delivery system



Automated conveyor line



Large-scale automated aging line



Intelligent three-dimensional aging warehouse



Automatic packaging line





#### ( Reference: G series optical technology platform diagram )

# Better interchangeability and flexibility

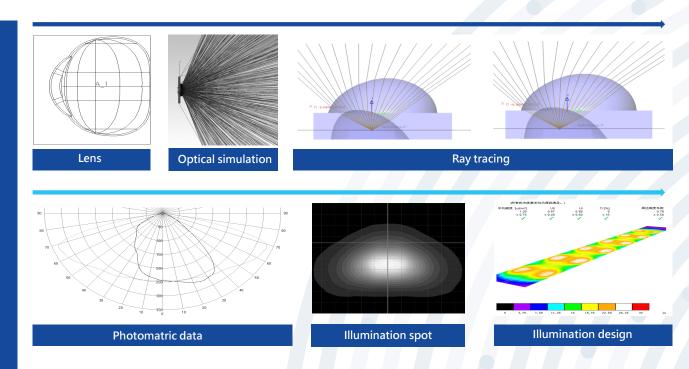
Luminaires from the same series of optical technology platforms can achieve consistent lighting effects

#### Professionalization:

Based on the system optical design software combination, independently develop light distribution that meets the lighting requirements

## **Customization:**

According to the different standard requirements of lighting applications, light distribution can be customized and developed



More than 160 kinds of light distribution can be applied to different

road lighting needs There's always one that fits your needs

## **Global Service Network**

World-Class Support in Every Part of the World

Localized service

#### **U** North America

Orlando, USA Los Angeles, USA

#### U LATAM

Mexico City, Mexico

#### Europe

Madrid, Spain London, UK Nürtingen, Germany Culemborg, Netherlands

#### , MEA

Riyadh, Saudi Arabia Dubai, UAE Tunis. Tunisia

#### U CIS

Moscow, Russia Tashkent, Uzbekistan

#### υ Asia

Singapore Delhi, India Tokyo, Japan Hong Kong, China Melbourne, Australia Petaling Jaya, Malaysia Seoul, South Korea Bangkok, Thailand Jakarta, Indonesia Hanoi, Vietnam

Macao, China

Rapid response



Less service costs

Diverse service options

# SUSTAINABLE DEVELOPMENT IN CHANNEL



## Multi-dimensional channel network for helping partners

- Service for over 160 countries, serving over 10,000 customers
- Flexible and disciplined cooperation system
- Brand binding, policy support and empowerment





# 2

#### Continued local investment to boost service

Unilumin will continuously expand sales forces and service network in the world, while utilizing digital technologies and intelligent systems to optimize operation and

service processes, achieving a 24-hour rapid response service.

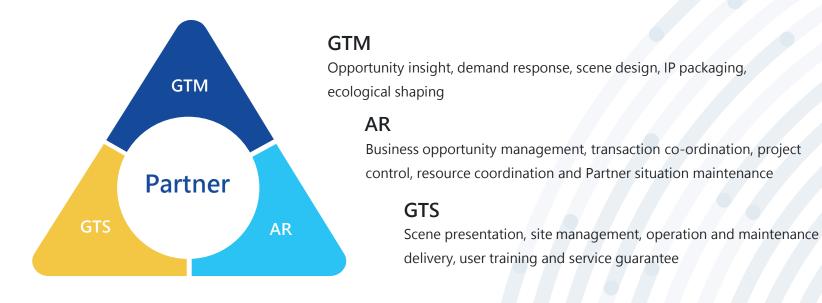
#### Build a cooperation ecosystem

Unilumin is dedicated to collaborating with local partners, offering support with our internationally-oriented team and establishing a comprehensive ecosystem of cooperation, thereby enhancing the overall added value and providing end-users with complete solutions.



# 20+

## YOU MATTER TO US



Our customer-centric approach ensures the delivery of precise and **customized solutions**, meeting unique requirements with expertise. **Backed by our dedicated team of professionals**, including GTM, AR, and GTS teams, we provide expert support to ensure the success of every project and deliver exceptional customized services.



## **Three Aims**

Green

**Smart** 

Safe



## Green

Enhanced efficiency, reduced energy consumption, and lower carbon emissions



## **Smart**

On-demand lighting and efficient operation & maintenance



## Safe

Safe design, rigorous testing, reduced failure rates; comprehensive certifications to eliminate safety risks



# Low Carbon 2030 Carbon Peaking



Achieving "Carbon Peaking" and "Carbon Neutrality" is a major strategic decision made by the Central Party Committee and the State Council in coordination with the overall international and domestic situation. "Carbon Peaking" and "Carbon Neutrality have a significant meaning in accelerating the construction of ecological civilization, ensuring energy security and efficiency, promoting economic transformation and upgrading, leading the response to climate change, and realizing the "two centenary goals".

On March 12, 2021, China issued (The Outline of the 14th Five-Year Plan for National Economic and Social Development of the People's Republic of China and the Long-Range Goals for 2035). This Outline promotes the clean, low-carbon, safe, and efficient use of energy, and further promotes the low-carbon transformation in industries, the construction industry, the transportation industry, and others. Unilumin accelerates the green transformation of development mode, coordinating to promote high-quality economic development and high-level protection of the ecological environment. Unilumin successfully reduced energy consumption and carbon dioxide emissions per unit of GDP by 13.5% and 18% respectively. Unilumin does a solid job in carbon peaking and carbon neutrality and set an action plan for the peak carbon emission before 2030.

2060

Carbon Neutrality



#### Carbon Neutrality

Through afforestation, energy conservati on and emission reduction, offset carbon dioxide or greenhouse gas emissions, achieves a positive and negative offset, and realize relatively "zero emissions".



Emissions = Absorption

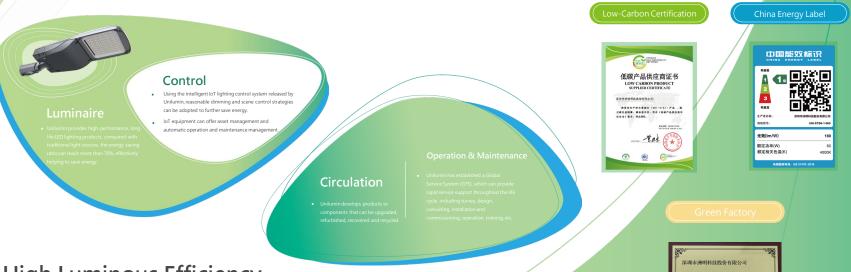


国家绿色工厂

中华人民共和国工业和信息化部

## Unilumin Group helps to achieve the goal of Carbon Neutrality

Unilumin provides multi-level lighting solutions to upgrade energy saving



## **High Luminous Efficiency**

Luminous efficacy up to 210 lm/W

High-efficiency luminaires + Intelligent Dimming = Over 75% energy savings compared to high-pressure sodium lamps





#### **Shielded Luminaires**



Shielding Lights Down





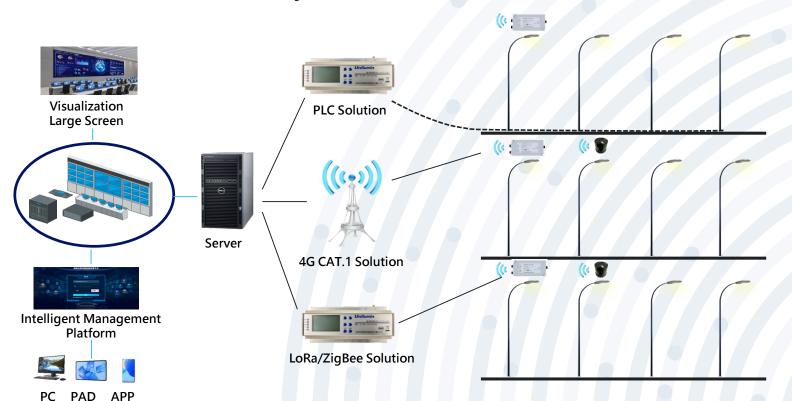






## Unilumin

## Solution Presentation – System Architecture













## Solution Presentation (Platform) – Highlights





#### Intelligent control

Street light control Strategy control Switch dimming



#### GIS map

Gls display Alarm positioning Quick search Regional overview



#### GIS map

Gls display Alarm positioning Quick search Regional overview



#### Intelligent algorithm Scene linkage



#### Security monitoring

Power Leakage Incline of the pole Water penetration Circuit box leakage



#### Dispatch tickets

Real-time dispatch Registration issuance Track feedback



#### Asset management

Asset statistics Access labels Scan code preview Status tracking



APP

Seven functional modules of the platform achieve unified management, operation, and monitoring of all devices.

## Solution Presentation (Hardware) – Highlights



#### **Lighting Fixtures**

- ➤ Multiple professional light distributions for all road types no dark spots, no glare.
- ➤ High safety, reliability, and weather resistance (UV, salt spray, and temperature shock).



### **Central Controller**

Modular assembly design enables circuit control expansion, current detection, and more functions.













## Single-Lamp Controller

➤ Unilumin's self-developed single-lamp controller · Enables precise control of individual lamps: positioning, monitoring, switching, and dimming.



### **Monitoring Center**

Intelligent lighting management platform using advanced IoT communication technology achieves visualization, automation, and refined management.

## Reliability Design

Signal Integrity Device Reliability Environmental Adaptability EMC

Safety Producible DFM Thermal design Power Reliability

Unilumin Group prioritizes the safety and reliability of products and system design. With the quality policy of "excellence, quality first, customer satisfaction, and pursuit of excellence", Unilumin continues to improve product quality.

The reliability of LED lighting products and control systems is a complicated design and control process, Quality control is throughout the whole process from product definition, design, production, and other processes.

At the same time, the products have a complete set of the quality control system from the incoming of materials to shipment, covering DQA, IQA, IPQC, FQC, FQA and OQC. For system design, anti-leakage protection, surge protection, anti-fall, and other safety designs must meet the requirements, and provide a variety of extreme situation protection to ensure the safety application for clients.



Safer Unilumin

## **Central Laboratory**

Unilumin Group has a CNAS nationally accredited laboratory, which has been authorized by SGS and TUV-SUD witness laboratories, and has strong and advanced testing capabilities.

Our product design has passed multiple tests: high temperature aging, hot and cold shock, salt spray test, constant temperature test, UV test, IP protection level and many other high-demanding tests. For products with special requirements, we will add the corresponding professional design and testing.

In the production process, control and testing are carried out on the incoming materials, production process and all aspects of shipment, to ensure that all products are qualified and meet the order requirements.



Distribution Photomete



EMC Laboratory Radiation Interference Test



Central Laboratory



SO14001 Environmenta Management System



ISO45001 Occupational Health and Safety Management System



ISO50001 Energy Management Syster Certification



ISO9001 Quality
Management System
Cortification



A Energy Performanc Contracting Service Certification



Smart Urban Road Lighting Servic Certification



Social Responsibility Management Syster Certification



IECQ Hazardous Substance Process Management Certification

## ISO/IEC 17025 Accredited LAB



The central laboratory of the company has been recognized by CNAS (code L6507), which means its an ISO/IEC 17025 accredited laboratory and become a central lab of SGS, TUV-SUD, TUV Rheinland, UL-WTDP.

It ensures reliable testing data for the design, development, and verification of LED products in the early stage as well as quality assurance for mass production, and also provides the same service to external partners, thus becoming an industry-shared testing platform.

Safer Unilumin











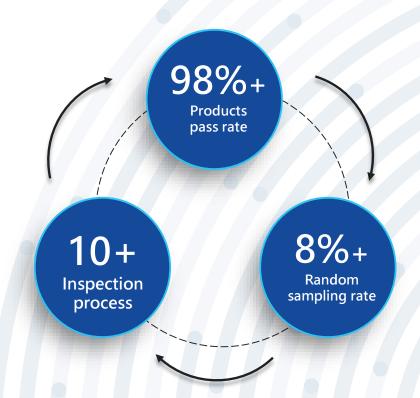






Seamless integration of automation and intelligence, ensuring superior production speed and rigorous quality control.









10 + mainstream international certifications
Able to export to most countries around the world.

# PART



3. Products & Solutions















Road & Urban Lighting

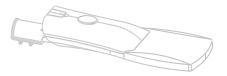
**Smart City** 

Large-Area Lighting Landscape Lighting

Sports Lighting Solar Lighting

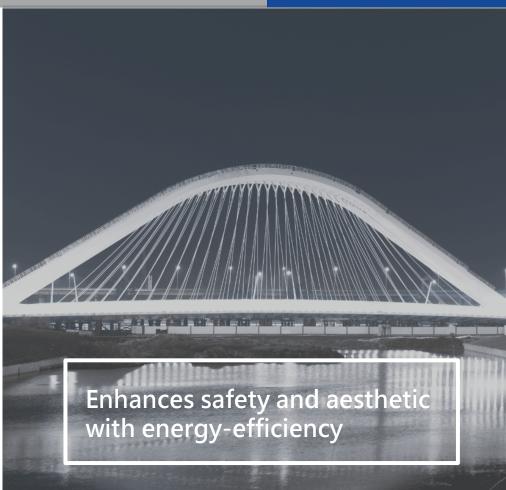
Unilumin offers a diverse range of high-quality **outdoor lighting solutions** to meet the needs of various applications, **enhance safety, visibility, and efficiency in any outdoor environment**.

Road & Urban Unilumin



## **Road & Urban Lighting**

Unilumin road and urban lighting solutions and products can deliver energy-efficient, high-quality illumination that enhances safety, security, and the aesthetic appeal of public spaces. Support for customized designs helps create bright, sustainable environments that meet your unique needs while reducing costs.

















Series

Marlin series Manta series 2600-38400lm 2600-38400lm

Manta+ series 56000lm

Beluga series 1875-45000lm

Shark series 4375-36000lm

**Ledolphin series** 1875-30000lm

Middle-end **Series** 









**Nano Series NanoLite Series** 1950-45000lm 2600-32000lm

Napro series 2600-17000lm



5400-36000lm

Orca series

**Tuna Series** 2500-31000lm

**Guppy Series** 

Econplus II Series

2600-13000lm

**Nova Series** 3750-30000lm 2250-15000lm

**SharkLite Series** 2500-22500lm

Carp series 4800-40000lm

Carp II series 4800-32000lm

**Cost-effective** Series



**Econplus Series** 2500-6250lm



**GuppyLite Series** 2600 to 6000 lm

## The winner of iF Design Award 2024



## **Marlin Series**

Marlin are equipped with an innovative tool-free removable electrical compartment design, allowing for quick and reliable on-site replacement of the entire electrical compartment. The attractive streamlined and dynamic design of Marlin minimizes wind resistance, improves reliability, and enhances heat management for an extended lifespan. These streetlights are rugged and durable, capable of withstanding harsh.





### The winner of DFA Gold Award 2022



## **Manta Series**

Manta is a cutting-edge LED street light that combines energy efficiency, environmental friendliness, and innovative design. With its smart interfaces and detachable solution, Manta brings convenience and adaptability to customers, making it the perfect solution for smart cities.

#### The winner of Red Dot 2020



## Beluga Series

With its aesthetically streamlined, dynamic, and practical design, Beluga is a versatile, smart-ready, and highly efficient product offering professional and sustainable lighting solutions for extensive outdoor applications.



## Novel ● Elegant ● Pleasing



## **Reliable Stability**

Die-casting aluminum housing Excellent thermal management

#### Attractive aesthetic

Stylish design, enhance the charm and competitiveness of you r projects

## **High Flexibility**

Compatible with smart control, strong expandability.

#### Hassle-free

Equipped with a power-off protection switch, which can protect the luminaire during installation and maintenance

Case Study Unilumin



# **#Brazil São Paulo Street Lighting Project #**

10% Energy Savings

350,000+ Luminaires Installed

More than **350,000 pcs** Unilumin street lights have been installed to help improve local lighting conditions and greatly reduce energy consumption, which help to bring long-term benefits to local economic development with up to 70% energy-saving.

Case Study Unilumin



After Before

The entire urban area upgraded all streetlights, courtyard lights, and floodlights to LED, including maintenance of supporting facilities such as poles, brackets, foundations, and wiring.

## Wenzhou Streetlight Energy-Saving Retrofit (EMC Model)

Project Value: 140 million

Luminaires Installed: 50,000+

Annual Power Savings: 31.54 million kW/

Energy Savings Rate: 65.22%

Annual Standard Coal Reduction: 12,814

tons

**Annual Emission Reductions** 

31,940 tons CO<sub>2</sub>

961 tons so<sub>2</sub>

481 tons No.

Unilumin

#### Unilumin Group Co., Ltd.

#### **ENEE High Efficiency and Low Carbon Street Light Renovation Project in Honduras**



Located in northern Central America, Honduras remains one of Latin America's least developed countries. The establishment of diplomatic relations with China in 2023 and the signing of the "Belt and Road" bilateral cooperation documents have accelerated Honduras' development, though it continues to ace constraints including inadequate infrastructure and energy shortages.

compromise traffic safety, regional image, and nighttime economic development, prompting active government efforts to renovate the road lighting systems by seeking efficient and low-carbon lighting solutions.

Low Carbon Street Light Renovation Project in Honduras represents the country's largest street light renovation project to date. Following an open tender process initiated in the first half of 2023, our company was awarded ti contract through a local brand agent in January 2024. After that, w successfully delivered over 80,000 LED street lights to ENEE by March 2024, which were applied in the road lighting renovation project across Honduras

This project utilizes Maxi Series street lights, i.e. high efficiency and lo carbon products developed based on Unitumin's "Key Technologies a Industrialization of High-Efficiency Long-Lifetime Semiconductor Ligh winning the First Prize of the National Science and Technology Progress As These products have been accredited by China Electronics Energy Savi Technology Association as low-carbon products, with exceptional lumino efficacy of 170 Lm/W; they also incorporate daylight sensing controllers for automatic on/off operation, delivering 70% energy conservation compared to conventional street lights. Upon renovation completion, this project will enable





the Honduran government's sustainable development policies, contributing to

low-carbon LED retrofits deliver superior energy conservation and emission. It also serves as a typical regional case for the "Belt and Road" initiatives, to describe LEU records over supplies carego conservation and consource and consource and consource and consource and consource and promoted, with feasible and simplifies subsequence centralized maintenance and maintenance. The project wide promotion and application across participating regions. team concludes that this solution demonstrates superior feasibility for the underdeveloped countries and regions along the "Belt and Road" with limited prior experience in high-efficiency and low-carbon LED lighting renovation.



From the Honduran market perspective, as the country's first large-scale infestivities, replacing conventional cores through high-efficiency and large fifteen ED energy conversation schools; the core last is nevertated by the core last in severate the light efficiency and lifetime of lighting fishers white reducing energy consumption and environmental publishers. In dedesses regional development, and insulations are considered and including an administration of the constraints of

This project is poised to become a typical application case in Honduras Compared to small-scale street light renovation, this large scale high efficiency driving wider promotion and adoption of related product solutions nationwide



# **ENEE High Efficiency and Low Carbon Street Light Renovation Project in Honduras**

80,000 + Luminaires Installed

Annual Power Savings: 24.93 million kWh

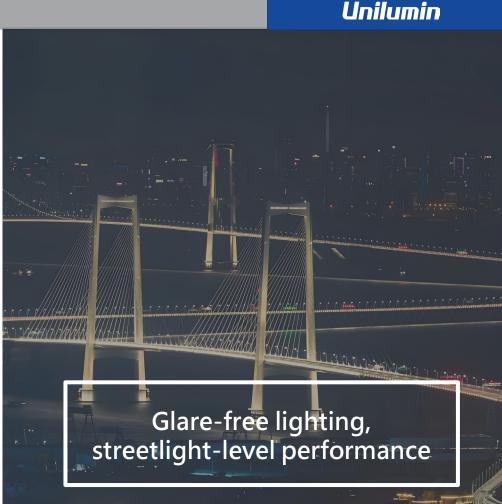
Annual Standard Coal Reduction: 8,227 tons

Annual Emission Reductions: 19,447 tons CO

Guardrail Lighting U

# **Guardrail Lighting**

Guardrail lighting solutions from Unilumin offer targeted, energy-efficient illumination that enhances road visibility, guides traffic flow, and boosts nighttime safety. Featuring a glarefree design where light is seen but the fixture remains hidden, and delivering performance comparable to conventional streetlights, they provide durable, adaptable, and cost-efficient lighting for safer, smarter, and more visually coherent roadways.



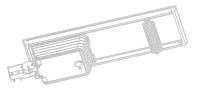




- Application Scenarios: Bridges, ramps, interchanges
- Easy Maintenance: Luminaire height 0.8–1.2m for convenient installation and servicing
- **Flexible Installation:** Compatible with wave guardrails, guardrail posts, concrete barriers, and square steel rails
- Professional Optics: Uniform lighting, glare-free, light visible—fixture hidden



Solar Lighting Unilumin



# **Solar Lighting Solution**

Unilumin solar lighting solutions provide reliable and sustainable lighting for a variety of outdoor spaces, including streets, parks, islands, and parking lots. Our innovative solar technology reduces energy costs and carbon emissions while enhancing visibility and security. With customizable designs and easy installation, our solar lighting solutions offer a hassle-free and cost-effective way to brighten up your outdoor environment.







Split solar series 3700-17000lm

Cost-effective Series



Essential I All in One 2000-4500lm



Essential I All in Two 1500-8000lm



Essential I All in Two(Floodlight)
1500-3000lm

Case Study Unilumin







#### Smart Solar · Zero Carbon Society Construction

In the Middle and East Africa, Southeast Asia and other areas where solar energy is very abundant but the power infrastructure is not perfect, using smart solar lamps is the most economical, practical and pollution-free solution. With intelligent power-saving technology, the lamps can still work normally in several rainy days, reducing accidents and enhancing social security.

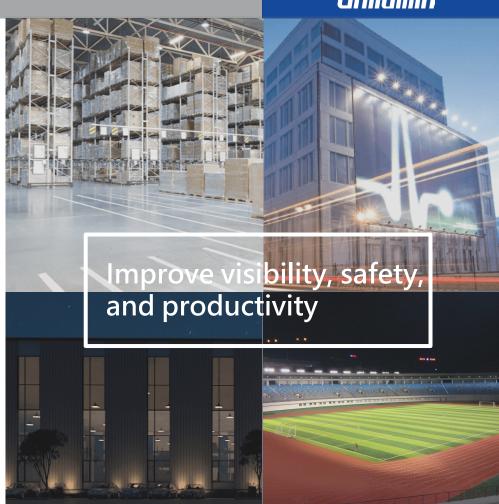
### Unilumin



# **Large Area Lighting Solution**

Unilumin large-area lighting solutions provide energy-efficient and high-quality lighting for indoor and outdoor spaces. Our industrial, flood, and sports lighting solutions improve visibility, safety, and productivity in various applications such as sports arenas, airports, classrooms, plazas, warehouses, and factories.





# **GeniFlood Series**

Ideal for billboard, signage lighting applications

#### Reliable

Die-casting aluminum housing Excellent heat dissipation design Anti-fogging & anti-condensation

#### **Flexible**

0-270° angle adjustment Various installation methods Compatible with radar sensor

#### **Efficient**

130lm/W high luminous efficacy 50-60% energy-saving

#### Versatile

Stylish design for better project image 50-200w wide power range Various light distribution options





# **ModuLux Series**

Suite for high mast area lighting applications

#### **High Flexibility**

**Scalable and modular design** offers maximum flexibility in applications

#### Robust and durable

Sturdy and durable housing to withstand harsh environments

#### **Efficient**

**150lm/W** luminous efficacy Precise light distributions

#### Convenient

Front-service module design Supports remote control and intelligent lighting management Case Study Unilumin

## **Smart Airport Apron Lighting Project**





66 high-mast poles for apronghting

Over 1,000 floodlights

intelligent lighting control system

The original HPS fixtures at Guangzhou Baiyun Airport's apron consumed excessive energy, had short lifespans, and required complex maintenance. Unilumin specially developed the Chaoyang Floodlight for this project, featuring:

- 2300K sodium-like color temperature
- Up to 60% energy savings
- Glare control compliant with civil aviation standards

# **LumiBay Series**

Illuminate your industrial space with brillian



#### **Smart**

0-10V(Optional)

Day light sensor(Optional)

Microwave sensor(Optional)

PIR sensor(Optional)

#### **Switch to Adjust Power**

DIP switch 25–200W within one size enhances the flexibility of inventory management

#### Reliable and Safe

Die-casting aluminum housing UGR < 28 for visual comfort

#### **Energy Efficient**

High luminous efficiency with 160lm/W Enhanced lighting experience with advanced ripple lenses





# **BDX-U Series**

Brighter games, every angle covered

#### **True Color**

CRI > 80, satisfy all kinds of sports lighting level

#### **Corrosion Resistance**

Wf2, surface powder coating treatment, corrosion-resistant, acid and alkali resistant

#### **Efficient Cooling**

Integrated aluminum radiator, eäcient heat dissipation

#### **HDTV**

Supporting HDTV broadcasting standard

# **LK-B Series**

Delivering sharper beams for safer games

#### **Glare Control**

Additional visors within reflective aluminum material

#### **Beam Flexibility**

Beam angle options include 20°/40°/70°

#### **Corrosion Resistance**

Surface spray treatment, corrosion resistance capability is Wf2

#### **Surge Protection**

Surge protection level: 10KV/20KV

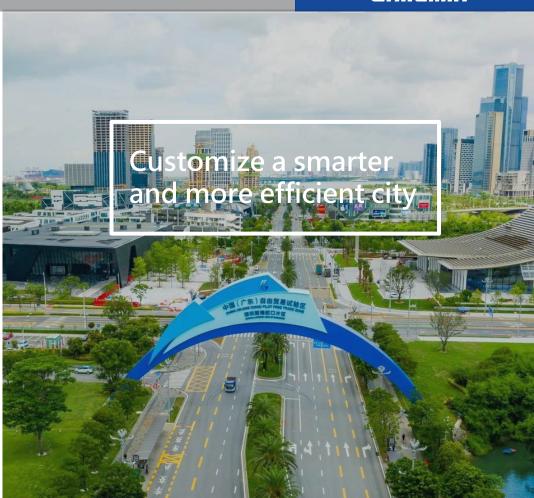




Smart City Unilumin

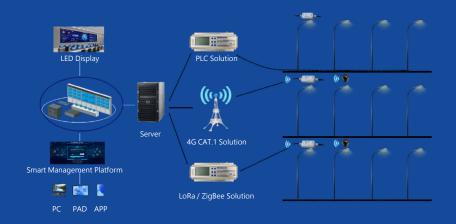
# **Smart City Solution**

Unilumin smart poles use the integrated light pole to perform multiple public service functions to bring unprecedented benefits and convenience while providing basic lighting performance, making it easier for cities and individuals to customize a smarter and more efficient city, which is important for a sustainable world.





#### **Smart Road Lighting Solution**



#### **Smart Pole Solution**

Unilumin smart poles use the integrated light pole to perform multiple public service functions to bring unprecedented benefits and convenience while providing basic lighting performance, making it easier for cities and individuals to customize a smarter and more efficient city



Endless possibilities, customized design

Highly integrated solutions that encompass hardware, software, content, and systems



#### **Unilumin Smart Pole Platform**



**Lighting on Demand** 

Greatly reduces energy consumption

**Management System** 

Achieve management in time on demands

**Enhances Urban Safety** 

Security monitoring and traffic flow alarm

**Big Data Collection** 

analysis facilitates smart decision-making

Streamline management and achieve the smart city vision effortlessly with our comprehensive and user-friendly smart pole control system.

Case Study Unilumin

As the main road in Yantian District, Shenzhen-Yantian Avenue starts from Wutongshan Tunnel in the west and ends at Dongwan No.3 Road in the east. It is a **compound urban landscape avenue** with the functions of public transportation and slow traffic system, and faces many problems such as numerous pole pieces, messy network layout, and inability to unify resources and data.



273 sets 200+ sets

Pole Pieces Kinds of Fill Lights

110 sets 54 sets

Signal Lamps Surveillance Cameras

48 sets 9 sets

Electronic Ppolice Panoramic Cameras

55 sets 1 set

Opposite Access Traffic Guidance Screen and Supporting Equipment

# Landscape Improvement Project of Shenzhen-Yantian Avenue

With the goal of multi-pole integration, Unilumin has intensively built the systems of traffic signal control, video monitoring, traffic guidance screen, signs and other street lighting in Shenzhen-Yantian Avenue, and reserved smart city equipment interfaces such as 5G base stations, environmental monitoring and IOT, completed the docking with traffic police, public security and other systems, completed the project implementation ahead of schedule, and won public praise.

#### **Past**

**Light & Display** 



Professional product provider
Independent business

### Now

Light + Display



Propose Metasight solutions
Product portfolio sales
Integrated intelligent control system
of LED display + LED lighting

### **Future**

Metasight



Metasight scene solution provider

Overall scene design + unified control

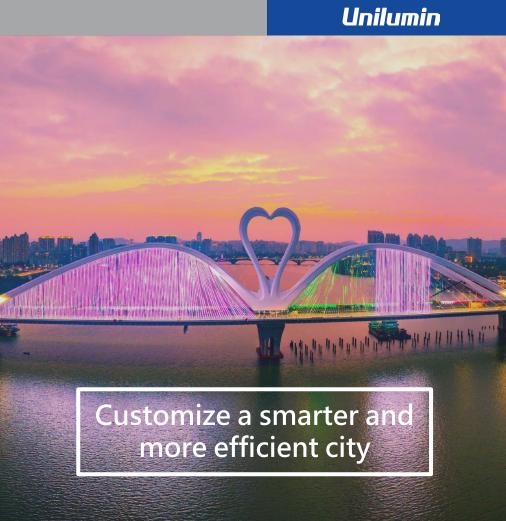
Hardware + Content + Design + Software+

Management

Solar Lighting Un

# **Landscape Lighting Solutions**

Unilumin landscape lighting is evolving from traditional functional lighting to a more artistic, intelligent, and immersive experience. It aims to create a foundational atmosphere for daily life while enhancing overall aesthetic quality and value. Each functional zone is designed around a unified theme and purpose, ensuring cohesive storytelling and a strong visual rhythm.



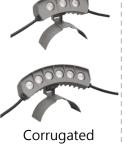


Φ22-30-40-50 0.25W-2.8W

Floodlights 8-150W ( MAX600W )



In-ground & linear buried lights



facade lights

6-12W



Unilumin landscape lighting projects are being implemented across China, earning widespread praise from clients and the public for outstanding design and reliable quality.





The emergence of Metasight is the process of using LED innovation and technology to comprehensively upgrade the scenes to discover new opportunities and realize the value-added process for your enterprise















# PART



4. Cooperation Model



#### **Channel Distribution**

Officially authorized partners representing Unilumin Lighting to carry out sales, services, and brand promotion within specific regions or industries.

Joint venture model for large-scale projects (EMC, PPP, ESE), where Unilumin and clients co-invest and co-manage.

**Direct Project Sales** 

#### **OEM/ODM Services**

One-stop "Design + Manufacturing" solutions for branded partners.

### From Supplier to Strategic Partner — Unilumin Value Empowerment System

#### **Brand Empowerment**

Backed by the credibility of a listed company, enhancing trust and brand recognition





# Diverse Product Portfolio

Scenario-based solutions covering road, landscape, sports, and solar lighting. Smart, energy-saving, and eco-friendly designs tailored to various markets

#### **Capability Building**

Comprehensive training, design support, sales tools, and technical documentation to boost partner professionalism and efficiency





#### Marketing Collaboration

Precise lead generation, co-marketing campaigns, exhibition support, and online/offline promotion to enhance market visibility and conversion

#### **Profit Protection**

Competitive pricing, rebate and incentive plans based on sales performance



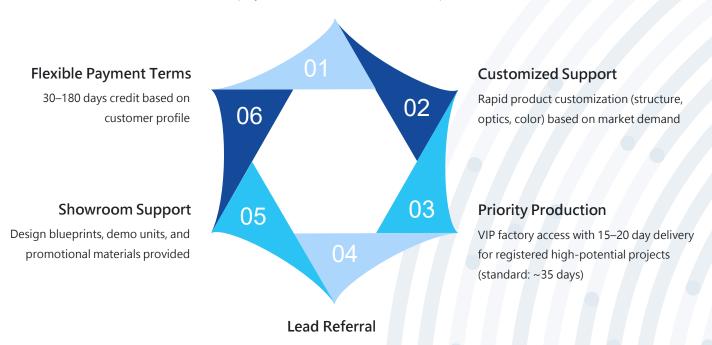


#### **Territory Protection**

Exclusive regional authorization with renewal priority for meeting annual targets

#### Sample Support

75% discount on project, showroom, and exhibition samples before Q3



Inquiries and orders within authorized territory directed to the partner

# Goal: Build a synergistic ecosystem of brand, market, and profit.

Brand representation

- All products must be delivered under the Unilumin brand.
- Cooperate with Unilumin to implement brand sales strategies.

Order & project management

- Submit project order forecasts 15–30 days in advance.
- Stock orders must account for at least 20% of the annual purchase target.

**Strategic execution** 

- Participate in new product launch programs.
- Adhere to and support the unified pricing system.

Sales target achievement

- Quarterly sales targets must be broken down into actionable plans.
- Submit monthly project progress reports.

Signature case development

- Complete at least one representative benchmark project each year (either in a key region or with over 100 units).

Client relationship maintenance

- Responsible for customer relationship management and technical support within the assigned region.

## Voluntary Withdrawal: Written notice 30–90 days in advance (negotiable).

Unilumin reserves the right to terminate in cases of

Serious breach (e.g., price dumping, cross-territory sales)

Brand reputation damage

Repeated failure to meet sales targets

Unauthorized transfer of distribution rights



#### **Policy Validity**

This policy is effective throughout 2025. For example, Unilumin Lighting will adhere to this policy framework in all distributor partnerships during the year, ensuring clarity and consistency in cooperation.

#### **Right of Interpretation**

The final interpretation of this policy resides with the Lighting Product Line team.

For instance, if any clause requires clarification, the Lighting Product Line is responsible for providing official explanations to ensure proper understanding and implementation.





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