



ikio
LED LIGHTING

www.ikioledlighting.com

Company Presentation

One of America's Top 1000
Fastest-Growing Companies

Recognized by
Inc.5000



Who Are We ?

IKIO takes pride in being ranked as one of **America's Top 1000 Fastest-Growing Companies by Inc. 5000, 2020.** With a massive range of rebate-eligible products and a seamless vertically-integrated setup, we deliver solutions that meet clients' unique project requirements.





Who Are We?



> One of the leading LED lighting manufacturers in the USA, having ranked #42 in Midwest by Inc. 5000 Regional.



> Being headquartered in Indianapolis, Indiana, makes IKIO a strategic location to efficiently deliver to clients across the USA.



> Seven fully-equipped manufacturing plants with in-house automated powder-coating and injection molding facilities.



> Warehouses in Indiana (Indianapolis & Kentucky) carry a rotating inventory with ready-to-dispatch goods of worth \$6-8 million.



> State-of-the-art in-house testing and R&D facilities with certifications from ISO 9001, 14000 & 18001, and OHSAS.



> Serving clients across various segments, including Commercial, Industrial, Hazardous, Retail, Educational, and Sports.



> Environmentally friendly approach with the aim to help people achieve sustainability and enhanced lifestyle through energy-efficient lighting.





What Do We Do ?

While IKIO has a reputation of being a leading manufacturer, we do a lot more than just fabricating LED lights. Our manufacturing process is backed by several pre & post manufacturing activities.



What Do We Do?



Research & Design

Our experienced R&D team strives to create market-relevant products based on customer feedback and market research.



Manufacture

Manufacturing is where our core strength lies. We have 7 ultra-modern manufacturing units that manufacture more than 2.5 million fixtures annually.



Effectively Source

We are partnered with the best vendors in the industry, allowing us to source only top-quality components to manufacture our lights.



Market & Sell

An efficient team of marketeers and sales representatives helps us promote & sell our products through multiple channels. ESCOs, Distributors & Reps are some of our major trusted sales channels.



Customer Support

Customer satisfaction is among our core values. We have a strong customer support team who are dedicated to helping you throughout the buying process and even after that.





Our Journey So Far

1

2012

How It All Started

We had a humble beginning and started off as a small-scale company operating out of a garage in Indianapolis. Being at the nascent stage, we had limited SKUs and our sales volume was negligible.



2



2015

New Office & Warehouse Setup

It was at this point, after years of hard work and strategic management, that IKIO started growing exponentially. We moved to our new corporate office and set up our first warehouse carrying inventory of worth 3 million USD.

3



2017

Joining The Leaders

We were now ready to join the industry leaders in creating sustainable lighting solutions. With a comprehensive product portfolio (1200+ products) and a much bigger team, IKIO was officially in super-growth mode.

4



2018

Our Debut In LFI & Strategies In Light (SIL)

Now was the time to introduce ourselves as big players in the lighting industry. We participated in many events, including LightFair & Strategies In Light. Our presence at such events helped us garner many clients' interest and foster business relationships.



Our Journey So Far



2019

Beneficial Associations & Market Expansions

To strengthen our partnerships, we became an official NAESCO Energy Affiliate, as well as its Gold Sponsor. Thanks to this, we were now able to sell through multiple channel partners and expand our product range ever more.

5



6

Inc.5000
SERIES 2020



2020

Expansion Of Operations & Award-Winning Streak

We started the year with a bold growth outlook of 150% and a host of networking and expansion operations. In addition, we were named one of the top 1000 Fastest-growing Companies in the USA. We also won multiple awards, including Gold & Silver in the Golden Bridge Awards. IKIO also launched a range of Disinfection UV Lights amidst the COVID crisis.

7

2021

Product Patenting & New Launches

We were back at LightFair after it was cancelled in 2020 due to COVID. The success at the event boosted our morale and future opportunities. We also patented our innovative retail retrofit light, Marvela and launched various high-efficacy products such as Superia Linear High Bay.



8



2022

Branching Out Into Retail

Continuing our big plans, we launched our retail lighting range this year and added many new energy-efficient lights to our inventory. We have also successfully attended the Spec Show 2022 & LightFair 2022 and garnered a tremendous response. From being named "Americas' Fastest-growing Company" by FT to opening a new manufacturing plant and warehouse, we are moving ahead!

Vision, Mission & Values



Vision

To help reduce global energy consumption and take LED lighting to every establishment and across all possible applications.



Mission

To provide efficient, innovative, and high-quality LED lighting solutions through consistent collaboration and innovation; and to do so honestly.



Values

To drive operational excellence, develop world-class products, serve our clients with honesty and accountability, and promote environmental well-being. We promote honesty, accountability, teamwork, excellence, and respect for everyone throughout our company.





Our Core Competencies

Manufacturing

- Annual manufacturing capacity of over 10 million fixtures.
- 6 Manufacturing plants with a combined area of over 500,000 sq ft.

Technology

- Development of comprehensive energy saving solutions using lean systems.
- Continuous and consistent focus on R&D with the help of a world-class R&D team.
- In-house automated powder coating and injection molding facilities.



Quality

- In-process rejection rate < 0.68%.
- All major quality certifications like ISO 9001, 14000 & 18001, and OHSAS.
- Stringent and no-compromise quality testing and analysis using spectrometer, thermal chambers, LCR meter, isolation tester, etc.

Infrastructure

- Product design studio.
- Prototype design & fabrication facility.
- Injection moulding facility.
- State-of-the-art testing equipment.
- SMT IM assembly lines.
- Fully automated powder coating facility.
- Ultra-modern toolroom facility.
- In-house facility for research & development.

Manufacturing Capabilities



IKIO Plant 1



IKIO Plant 2



IKIO Plant 3



IKIO Plant 4



Inspection Area



QC



Assembly Area



Warehouse

Marvela Retrofit Track Light for Retail Stores

With **GU6.5 & G12 base** for easy
fixture replacement, resulting in
no LED overhauls!

- Proper Utilization of Maintenance Budget
- Prevents Exhaustion of Purchase Budget
- Quick Replacement of Defective LEDs





Our USPs



Our Accreditations



» Channel Partners «



» Strategic Partners «



Product USPs

1 Faster Payback

Save 70-80% more than conventional lights, while being qualified for various rebate programs.

2 Long Life

Undergoes stringent quality check & testing to last longer.

3 Industry Leading Warranty

5, 7, and 10 year warranty with choice to extend it till 15 or 20 years.

4 High Value Engineering

Uses quality components that deliver great value with uncompromising performance.

5 Research & Design in USA

All products are researched and designed in the USA and comply with the Buy American Act.

6 Certified Quality

Products with all major quality certifications that are also eligible for rebates.

**Smart.
Durable.
Qualified.**

Industries Served

Our comprehensive lighting solutions enable us to cater to all sectors, with our primary segments being the following. We are still continuously expanding and gradually adding more segments to our list of clients.

1

Industrial

- Area Lights
- Walkways
- Warehouses
- Heavy-industry Zones
- Perimeter Lighting
- Parking Lots

2

Retail

- Supermarkets
- Stores
- Shopping Centers
- Malls
- Grocery Stores
- Showrooms

3

Commercial

- Offices
- Hospitals
- Hotels
- Lobbies
- Airports
- Refrigeration Areas
- Parking Lots
- Garages

4

Educational

- Schools
- Colleges
- Universities
- Corridors
- Common Areas

5

Sports

- Stadiums
- Basketball Fields
- Baseball Fields
- Soccer Fields
- Football Fields
- Outdoor Sports Events

6

Hazardous

- Petrochemical Industries
- Marine Environments
- Power Plants
- Airport Hangars
- Military Bases
- Mining
- Oil & Gas
- Laboratories



Product Offerings



Industrial Lighting

- Retrofit Lamps
- High Bays
- Flood Lights
- Canopy Lights
- High Mast Lights
- Yard Lights
- Area Luminaires
- Wall Packs
- Street Lights

Retail Lighting

- Downlights
- Track Lights
- Pendant Lights
- Retrofits (GU6.5, G8.5, G12 Base)



Commercial Lighting

- Tubes
- Panel Lights
- Troffers
- Linear Low Bays
- Refrigeration Lights
- Magnetic Strip Kits
- Tri Proof Lights
- Downlights



Product Offerings

Educational Lighting

- Tubes
- Troffers
- Panels
- Downlights



Sports Lighting

- Flood Lights
- High Bays
- Area Luminaires



Hazardous Location Lighting



- Round & Square High Bays
- Linear High Bays
- Area Lights
- Exit Signs







Customization



Why Choose Us?



Highly Vertically Integrated

Our vertically integrated manufacturing setup with in-house automated powder-coating and injection molding facilities, in addition to our capability to source raw material and components strategically, ensure that businesses who associate with us have products that deliver the best value.

Innovation & Customization

Innovating & customizing LED lighting solutions are something IKIO excels at. Our innovative retail track lighting solution (patented) for one of the largest Retail brands is one such example. Apart from high customer satisfaction, it allows IKIO to stand out from its competitors.

Comprehensive Range of Offerings

We prove to be a one stop destination for a lot of sales channel partners. With over 1000 rebate eligible products, we can provide solutions for almost all major lighting requirements across multiple sectors, industries and applications.

Brand Associations & Collaborations

IKIO is already associated with some of the leading brands and organizations. Through collaborative innovation and long-standing relationships, we have been able to forge a strong association with some of the biggest names in the industry.

Impeccable Quality Control

Before any product is launched or supplied, it is tested under strict guidelines at our in-house quality control centers and validation labs. Well-organized system architectures ensure that potential product failures are arrested at an early stage and product reliability is precisely calculated.



Client Testimonials



As lighting specialists, IKIO helps give my company, LED Indy, a leg up when competing on projects. Their commitment to continual improvement and increased efficiency allows us to win jobs by providing a high-quality product to our customers, that arrives on time, is often more efficient or better warranted than our competitors and, is priced appropriately. Thanks to everyone at IKIO for all that you do, we are proud to be Powered by IKIO!

John Melind
LED Indy



I absolutely love working with IKIO, they are very knowledgeable and on top of it!! The product is top of the line!! We will continue to do more and more business with them in the future!!

Brittany Jorgenson
NASG LED



IKIO provides excellent service. We had a small issue with shipping, but they had it rectified the next day! Would definitely use again. Great to work with.

Representative
Prestige Energy



We began using IKIO products earlier this year. Excellent products and warranties. Great customer service. Very helpful. I highly recommend them.

P Morris
Negawatt Partners



General Energy Corp. turnkey engineering company has been using Ikio LED products since 2018. I like the competitive pricing, quality and above all effective communication

Vishal Shah
General Energy Corporation



We started a large lighting refresh project at our church in 2018 and IKIO was the supplier. The products and service are great. I have been very pleased with the results and would recommend IKIO to anyone looking for great quality LED lighting.

Brian Owens





Completed Projects



Thank You!
Got Any Questions?



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