

# Daylight Solutions BV

In-glass solution for daylight and  
heat regulation

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# Problem: overheating buildings





# Customer demands: no good solutions





# Our solution: E-Blinds



## Our Product E-Blinds:

- Sun- and warmth regulating blinds
- E-Blinds assembled within insulated glass units
- Sold to glass-roof system suppliers

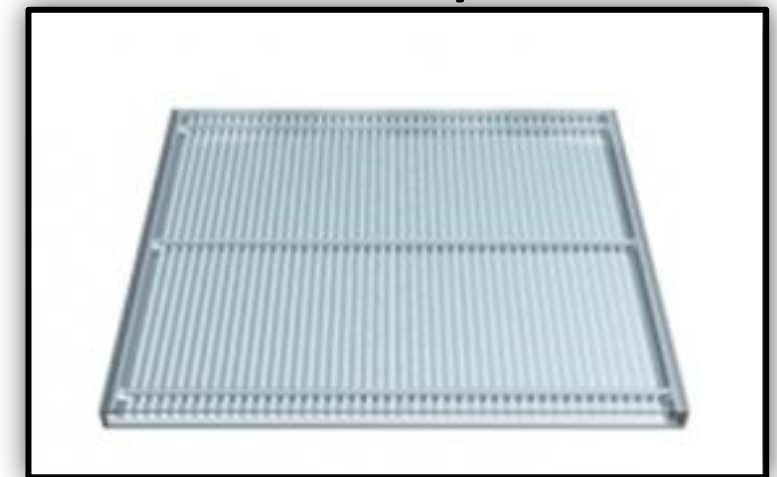
## Better Value Proposition:

- Horizontal position / no mechanical parts
- Living & Working environment / climate control
- Aesthetics / comfort / privacy
- Ease of installation / width of application areas
- Economical aspects / COI & COO
- Competing pricing

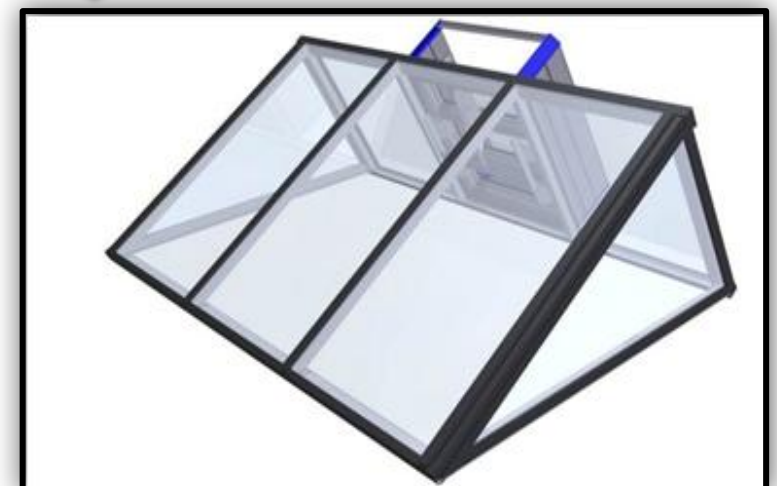
*E-blinds*



*Glass-pane*



*Rooflight*







Sales & production

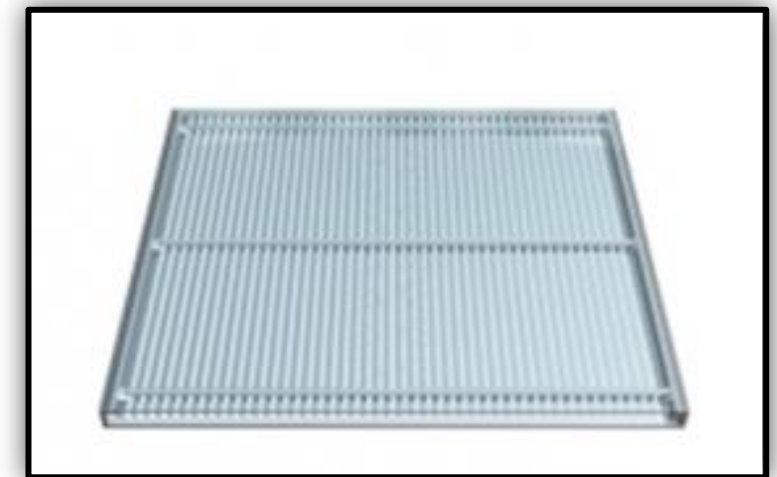


## Phase 1: own production, launching customers on board

- Break even > yr3, 3.000 m2, rev. 1,5 mln €
- Break Through > yr 5, 11.000 m2, rev. 5,5 mln €, EBIT 22 %, 2 % market share

## Phase 2: reselling through partners

- Mature > yr 8, 77.000 m2, rev. 7 mln € EBIT 29 %, 15 % market share



customers



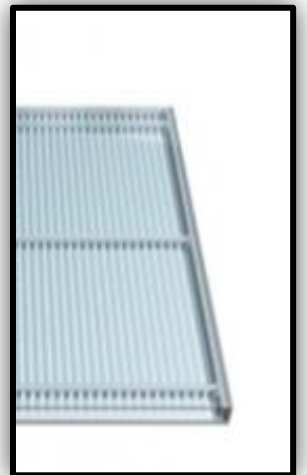
# Team & partnerships



80 yrs history  
& experience



40 yrs history  
& experience







## Partnerships





# Thank you Any questions?

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