

Silvair is an American company with Polish roots, developing software for Internet of Things (IoT) solutions. The Company operates globally. Silvair's strategic goal is to achieve a leading position on the market of modern technology solutions in the area of the Internet of Things. The Company currently focuses on implementation of a technology that will be used by producers of lighting systems and smart building management systems. It provides Silvair Lighting Firmware and digital tools using the Bluetooth Mesh standard which make it possible to create the Silvair Platform.

The Silvair technology is based on the latest global Bluetooth Mesh standard, allowing for direct communication of devices with each other. The technology developed by Silvair may revolutionize the commercial property control and management market. It may significantly impact the comfort and well-being of users in commercial spaces and reduce operating costs and ensure compliance with the existing power-related regulations. Silvair has established cooperation with, among others, the leading lighting equipment manufacturers, including such companies as: Murata Manufacturing, McWong International, Alphabet Lighting, Demand Lighting, Danlers, Fulham, Ledeshi, LumEfficient, ERP Power and DG Light.

The existing solutions used in wired technologies and currently available wireless standards are not able to satisfy the high requirements of the commercial property market. Silvair has created a solution, based on the Bluetooth Mesh technology, which can be successfully used in the commercial building lighting management systems (e.g. office buildings, warehouses, schools, public institutions, hospitals), creating at the same time the basis for the needs of wireless communication of different devices (Internet of Things) in the entire building. Thanks to this technology things are able to communicate directly with each other, connect into a network, and transfer the collected data for further analysis. Connection of LEDs and sensors into a single network using the Silvair software should allow for implementation of scenarios reducing energy consumption or improving the comfort of the users of the space. The Silvair software is also expected to make it possible to gather and process data on how the lighting, the building and even the Bluetooth devices located in the building are used (monitoring of resources, visualization of traffic in the space or product diagnostics). Such technologically advanced infrastructure also allows for delivering completely new services, among others sales support services based on beacons (notifications about promotions, additional product information etc.).

Silvair was the co-author of the new standard Bluetooth Mesh, approved in mid-2017, and is the first company in the world whose solutions have obtained the qualification of the new Bluetooth standard. Silvair's aim is to become the leader in the market of IoT solutions, including smart lighting control, and a key supplier of the technology based on the Bluetooth Mesh standard.

Pioneer of the Bluetooth Mesh Technology

Bluetooth Mesh is a global wireless communication standard thanks to which you can create big,

scalable networks. Thanks to it, you can adapt the Bluetooth standard, not only in smartphones and audio equipment, but also for the needs of commercial space. The new technology has an opportunity to revolutionize the direct communication between devices in large commercial spaces, while ensuring security of data transmission and high reliability. Reliance on the Bluetooth Mesh standard also guarantees direct connection with all mobile devices equipped with the Bluetooth module (e.g. smartphones, tablets). Silvair believes that popularization of the Bluetooth Mesh standard will be the beginning of a revolution in this area and will cause their rapid development thanks to introduction of solutions adapted to market needs.

Lighting as a carrier for the Silvair technology

The lighting infrastructure is a perfect base for the solutions proposed by Silvair. Lighting is present in every building, and the regular space layout in commercial buildings is very similar to the architecture of an ideal mesh. This allows for immediate transfer of data within the entire building and optimum location of sensors required for collection of additional information about the space and implementation of advanced lighting scenarios.

Silvair's key role in development of the new Bluetooth Mesh standard

The leading role of the Company and application of its proprietary solutions in the process of development of the Bluetooth Mesh standard give it a privileged position in the commercialization of the solutions based on this technology. Szymon Słupik, Silvair's Technological Director and co-founder, is the chairman of the Mesh Working Group in the Bluetooth SIG organization.

Silvair's product and clients

Silvair's offering comprises, among other things, software for smart lighting components, produced by third-party companies and tools for configuration, control, management of the lighting infrastructure and analysis and the use of the data collected by sensors installed in the lighting systems:

1. **Silvair Lighting Firmware** is software installed in the components by lighting manufacturers, which enables devices to communicate with each other. This will allow for autonomous control of the intensity and color of light and collection of information about how the spaces and the devices themselves are used. The Silvair software is offered to manufacturers of lighting components, including controllers, sensors, converters or switches etc.
2. The **Silvair Platform** is a technology and service platform developed by the Company, comprising digital tools for launch, configuration and management of smart lighting networks, and an infrastructure that allows the Company to provide innovative services, e.g. services related to property management. They will be associated with collecting, processing and visualization of data generated by the smart lighting network equipped with sensors. The services will be provided remotely, on the basis of cloud solutions, through a dedicated Internet site.

Silvair Platform Services

Examples of the possibilities offered by the Silvair Platform:

- 1. storage of configuration data in the cloud*
- 2. management of user entitlements*
- 3. synchronization of data between mobile devices*
- 4. current network monitoring*
- 5. aggregation of information from individual devices*
- 6. visualization of current and historical data*
- 7. remote network management through the Internet*
- 8. remote update of the software in installed devices (Over-the-Air Update)*
- 9. generation of periodic current and historical reports*

The platform will make it possible for space users (owners and tenants) to control and manage the lighting infrastructure and collect data associated with the use of buildings. As part of the Silvair Platform the Company and its partners intend to offer services in the area of, among others, in-store analytics (analytics of customer behaviors and sales), predictive maintenance (prevention service) and asset tracking (thing monitoring service).

The Silvair Platform will be offered to owners and managers of private and public commercial properties, and to companies offering maintenance services. As a tool for network configuration, it will be also offered to contractors performing lighting installations for property owners and the so-called ESCO (energy service companies).

Silvair wants to offer its products in the global market, with special focus on the United States (especially California and New York and New Jersey) and Western European markets (especially United Kingdom and Germany).

The Company's revenues will come in the first phase from the sale of the Silvair Lighting Firmware and, later on, from fees for configuration of the lighting infrastructure and subscription fees for provision of services under the Silvair Platform (network management or additional properties through lighting manufacturers and energy service companies).

Prospective market

Smart lighting systems, i.e. the market where the Company operates, is made up of Internet of Things solutions, in which system elements gather, process and exchange data through the network. According to the report entitled "Worldwide Semiannual Internet of Things Spending Guide" prepared by IDC analysts, the global Internet of Things market in 2022 will be already worth USD 1.5 billion.

The smart lighting market itself is as the initial phase of development. The first commercial solutions in this respect, based on the Internet of Things idea, appeared around 5 years ago. Hence Silvair belongs to global pioneers of such solutions and thanks to the contribution to development of the Bluetooth Mesh standard, it has a significant competitive advantage.

According to the report entitled Smart Lighting Market - Global Forecast to 2022 (MarketsandMarkets), the smart lighting market will reach the level of USD 15.6 bn in 2022 (from USD 3 bn in 2016) and the number of delivered devices will increase from 26.8 million in 2016 to 1.27 billion in 2022.

The authors of the report entitled Smart Wireless Lighting (On World, Inc.) expect that the smart lighting market in the wireless solutions market will reach USD 4.76 billion in 2019, and the number of delivered wireless devices will reach 160 million.

Examples of applications of Silvair solutions

Implementation of the Silvair Platform makes it possible, among others, to reduce electricity consumption, but also the costs of space maintenance and improve navigation. Examples of Non Energy Benefits (NEBs):

- 1. navigating passengers at airports to the right gates*
- 2. sending additional promotions and discounts within the reach of specific products*
- 3. geolocation of persons and things with the shortest route for reaching them*
- 4. monitoring the location of medical equipment*
- 5. detection of luggage at airports*
- 6. monitoring the efficiency of the use of office space*
- 7. better product display using shop traffic data*
- 8. tracking equipment and parcels in warehouses*
- 9. additional information about exhibits in museums and art galleries in the form of notifications on mobile devices*

Talented Silvair team and experienced Board of Directors

Silvair currently employs a team of over 70 world-class engineers. Silvair builds on the resources of highly qualified staff available in Poland; development work is conducted in Kraków. One of the Company's offices is located in San Francisco, US, from where the Company plans to organize the global distribution of its products and services.

Silvair is managed by a group of people with in-depth knowledge of technology and, at the same time, talented managers. Silvair's Board of Directors is experienced in development of technological start-ups and bringing them to the market.

Founders of Silvair

Rafał Han – Chief Executive Officer

Co-founder of Silvair, Chief Executive Officer. Experienced entrepreneur. For a dozen or so years

he was managing his own businesses operating in the area of marketing and advertising. In his companies he was responsible for, among others, global marketing strategies and negotiations with business partners from the US and Europe. He co-founded numerous start-ups (among others Futbolowo.pl, Estimote, Duckie Deck, ciufcia.pl) in Poland and the Silicone Valley. For nearly 5 years he has devoted himself nearly exclusively to Silvair.

Szymon Słupik, Chief Technology Officer

Co-founder of Silvair, Chief Technology Officer. Elected by members' votes, since 2016 he has been the chairman of the Bluetooth Mesh task force, which groups together over 140 leading global technological companies. His business partner Rafał Han refers to him as a man "thinking with opportunities". He has graduated from the AGH University of Science and Technology in Kraków at the Electronics Faculty. In 1992-2004 he was the founder and vice-president of CDN S.A., a company dealing with ERP systems, where he was responsible for the strategy of technological development and the software production department. Later on he occupied managerial positions in Wind Mobile (currently Ailleron).

Adam Gembala, Chief Financial Officer

Co-founder of Silvair, Chief Financial Officer. Graduate of the Kraków University of Economics. He worked as a broker, managing equity and fixed income funds. Then he discharged the function of chief financial officer and president or member of management boards of companies from, among others, the fuel, TMT and real estate sector.

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