

## ALUMAGE ADVISORS REPRESENTATIVE ENGAGEMENTS

### Strategic Advisory – U.S.

- Product & Channel Strategy for Spec Grade/Architectural Lighting Company
- Lighting Strategy for U.S. Division of multi- $\$B$ , EU-based Materials Solutions Company
- Strategy and M&A for Lighting Controls Manufacturer
- Financing Strategy & Due Diligence for Smart Lighting Retrofit Company
- Strategy & Threat Analysis for "A-Tier" LED Manufacturer
- Product & Channel Strategy for Hazardous Luminaire Manufacturer
- Re-Start vs Patent Sale Analysis for Investors Holding Thermal Management IP
- License vs Sales Analysis of LED Flip Chip Technology for Investor Group
- >50 Executive Briefings related to Alumage Smart Lighting Product & Pricing Reports

### Strategic Advisory – U.S./Asia

- U.S. Strategy & Channel Plan for Asia LED Driver Manufacturer to Enter Market
- U.S. Strategic Business Development for Asia COB Manufacturer
- U.S. Business Development for Asia Luminaire Manufacturer
- Asia Spin-out of Thermal Solutions Business Unit for U.S. Company
- Asia Investment Strategy for U.S. Thermal Management IP & Products Company

### CEO Advisory & Advisory Board

- CEO Advisor LED Retrofit Company Direct Selling to National Accounts & via ESCOs
- CEO Advisor & Interim-COO for LED Retrofit Company (acquired 2/18)
- CEO Advisor & Advisory Board for Human Centric Lighting Manufacturer
- CEO Advisor & OEM Business Devpt for Lighting B2B Marketplace Solutions Company
- Advisory Board for LED Industry's Leading Market Intelligence & Events Company

### Transaction-Related Advisory

- Buy-side M&A Advisory for Spec Grade/Architectural Lighting Company
- Acquirer Term Sheet for Lighting Controls Division of RF/Microwave Company
- Investor Term Sheet & OEM Partnerships for Luminaire Manufacturer
- M&A, Power Management IC Company with  $\$25M$  VC Investment
- Re-Positioned Thermal Mgmt Company Resulting in M&A w/ $\$60M$  Earn-Out
- Patent Infringement Settlement with Luminaire Mfr for Smart Lighting IP
- Merged 2 Venture Funds into a  $\$75M$  Entity
- Due Diligence of >40 IC & Network Mfrs for  $\$3B$  P.E. Fund, Resulting in  $\$240M$  Invested
- Investor & BoD Advisor in Acquired Wireless IC Company with  $\$275M$  Earn-Out

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