

LUXSKY LIGHTING CO., LIMITED

Shenzhen.China

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1.1 The Introduction of Luxsky Lighting

Luxsky Lighting Co., Ltd is a high-tech enterprise of mainly focusing on LED lighting products' R&D, production and sales, whose factory locates in the industrial center zone for international LED lighting design and development, lighting trades in Shenzhen. Fast high-tech development, facilitated traffic and beautiful landscape.

With its rapid development in these years, luxsky lighting has imported and adopted new advanced equipments, expended the Plant; big and clean offices, professional research and sales environments, attract many young people to join us to make Luxsky more powerful and fresh, as well as, Luxsky will be a helpful place for these young people to realize their dreams.

Until 2012, Luxsky fully unveiled three big items of indoor lighting, outdoor lighting, led decorative lighting, totally more than 20 products Series, also it get more progress in LED lighting control system, LED lighting accessories' explore and application, steady quality and full products items, new products come out. According to different markets' requirement, we get the Certificates of TUV CE, RoHs, FCC, ETL, UL and so on, establishing strategic cooperation relations with CREE, EPSTAR, BRIDGELUX, MEANWELL, PHILIPS. Luxsky's products are sold to more than 30 countries and areas of Europe, America, Australia , Mid-East and other Asia countries, and popular with the clients there.

Adhere to the manager concept of Talent-oriented and people-oriented, Luxsky Lighting tries to realize high production co-ordination, research creation, sales diversification, after-sales normalization --- an integrated running system of RPSS. And also Luxsky had set up Special R&D Team to create new products and design, Project Assuming Group, Production-art monitoring Station, Strategy Group for big Clients, Excellent Service platform for after-sales. It gets more progress and success.

Quality and Service, the precondition to win more clients;

Products Creation, the resource for enterprise to keep vitality;

Employees, the pillar for enterprise development and expansion;

Integrity, the foundation of enterprise to get steady development;

Dedicating the society is the enterprise's social responsibility.

Luxsky lighting who insists on integrity business will prompt the development of LED lighting industry in the future; it will offer nice and warm working environment like as a family feeling; it will serve customers more professionally to offer excellent products and service; and make " Creation in China" become the real brand around the world.

1.2 Enterprise Core-culture

A company without culture can not operate well.

A company without culture can not run forever.

Company culture is the soul to guide the company to do its business for ever with a suitable way.

LED lighting is a new industry, which only develops for several years and with its period for marketing development, the market rule is setting up but in a little mess, so LED company will hold its chance to develop fast and steadily. It should have a correct value to lead.

Thus, Luxsky has its own cultures:

Quality and Service, the precondition to win more clients;

As a commodity, quality and service are two basic elements in the market. Only good quality and nice service, Luxsky can win more and more clients.

Products Creation, the resource for enterprise to keep vitality;

Creation is a company's motive power to keep vitality and constantly make and produce new products for our clients to win more business.

Employees, the pillar for enterprise development and expansion;

Employees are the best wealth of a company. Because of these smart and diligent, honest employees, the whole company can develop fastly and steadily. Luxsky company, with its development, it tries to offer the best welfare benefit to its employees and offer a home feeling for them.

Integrity, the foundation of enterprise to get steady development;

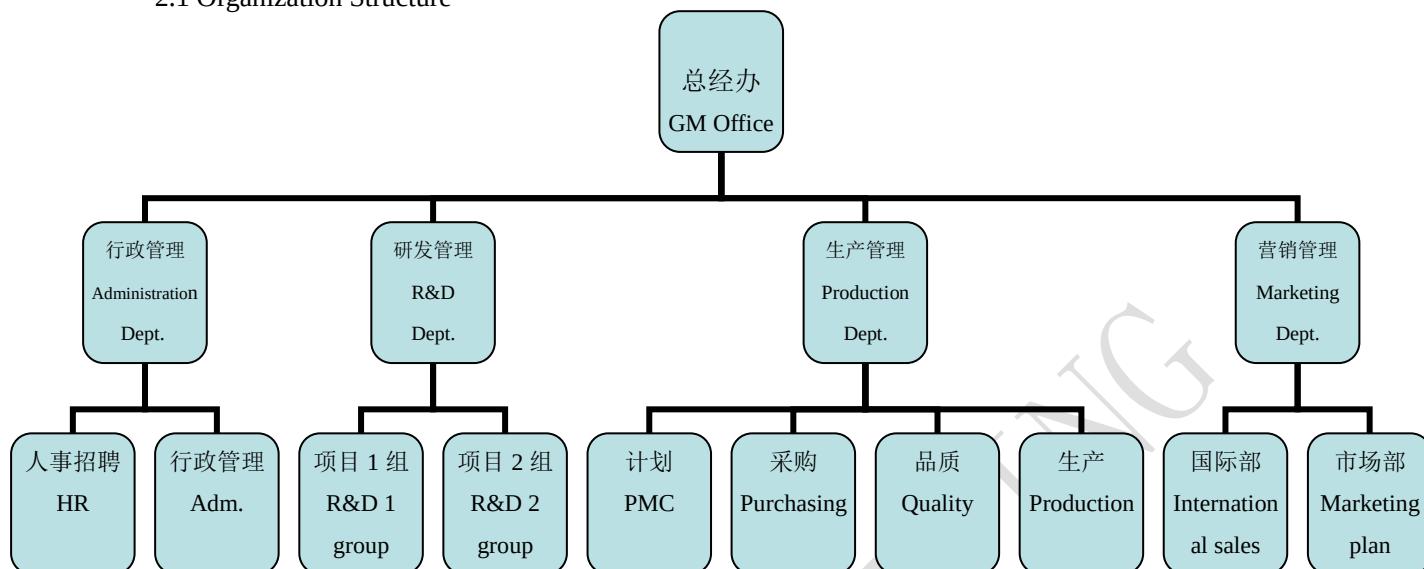
For a company, integrity is the most reliable resource and no a businessman can establish himself without trust. Certainly, integrity is a supreme quality for a company to survive in the global economic market. Luxsky , integrity to his clients, integrity to his employees, integrity to its own company.

Dedicating the society is the enterprise's social responsibility.

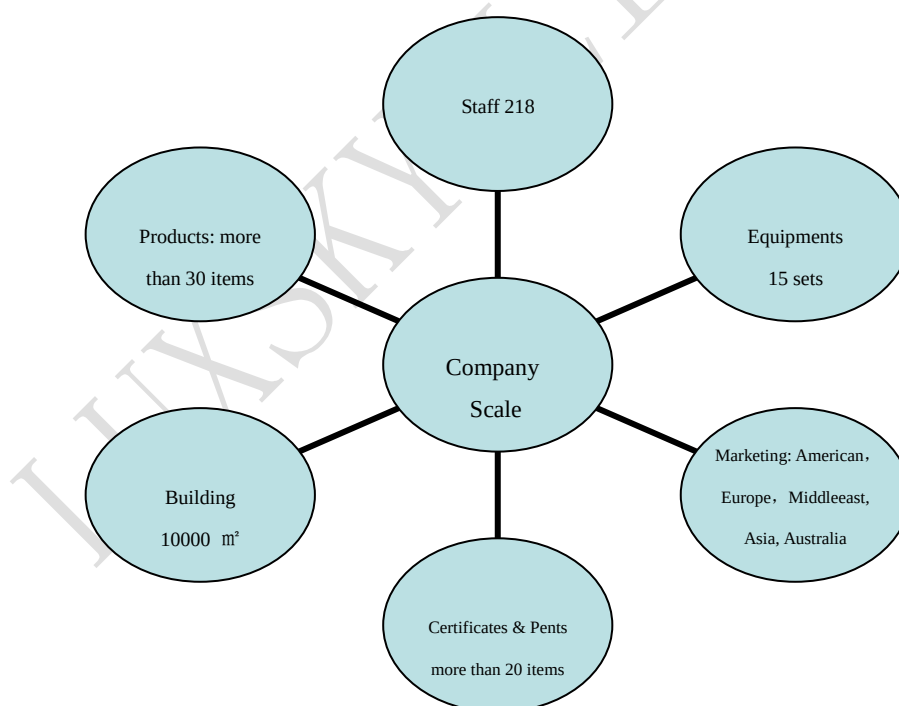
Maximizing the profit is the purpose of operating business for company, of which is the basis for corporations to live and develop, but not the ultimate aim. The ultimate purpose is to upgrade people's living standards and promote the progress of the society by taking great causes. Only if the company pursue their profit-maximizing based on the undertaking of social responsibility can they establish a nice social image and acquire a long-term development.

2. Management of Enterprise

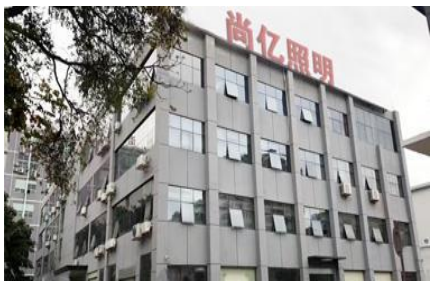
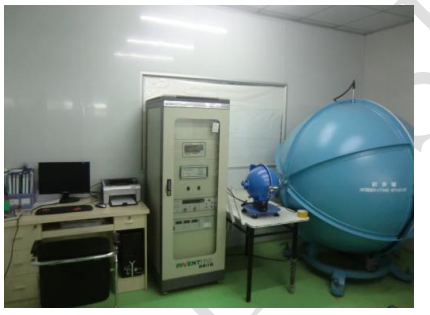
2.1 Organization Structure

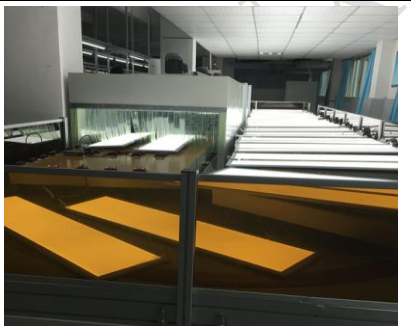


2.2 Scale of Enterprise



2.3 Company Environments

		
International sales Center Building	International sales Center	International sales Center
		
Reception & Rest Area	Company Certificates Wall	Products Exhibition Room
		
Luxsky Factory Park	Luxsky Staff	Factory General Big Office
		
Lamp Test Dept.	SMT Machine Room	Meeting Room
		

Factory Conner	QC Dept for Materials	QC Checking for Finish orders
		
Lamp IES testing	Waterproof Panel workshop	LED Strip workshop
		
LED Tube workshop	LED Linearlight workshop	LED outdoor light workshop
		
Outdoor Lights Aging	Linear Lights System Aging	LED Tube Aging Line
		
LED Panel Aging	Raw Materilas Stockrooms	Finish Product Stockrooms

		
Goods Ship By Express	Goods Ship By air	Goods Ship By sea

2.4 Staff Training

Company Culture Training & New Staff Training	
Marketing Sales Training	  主讲人：叶尚平 

Production Management Training	
Fire-Action Safety Training	

2.5 Marketing sales

2.5.1 Markets sales achievement

From 2010, we establish our Lighting Company Luxsky lighting beginning from a trading company and small factory, until now, we have a sales achievement over 10,000,000USD per year, we experience a fast development with the steady plan for company's management and Market investigate and survey. In the future, we will rush towards a bigger target and strive.

Sales performance per year:

2011, 2, 000,000 USD

2012, 4,000,000 USD

2013, 7,000,000 USD

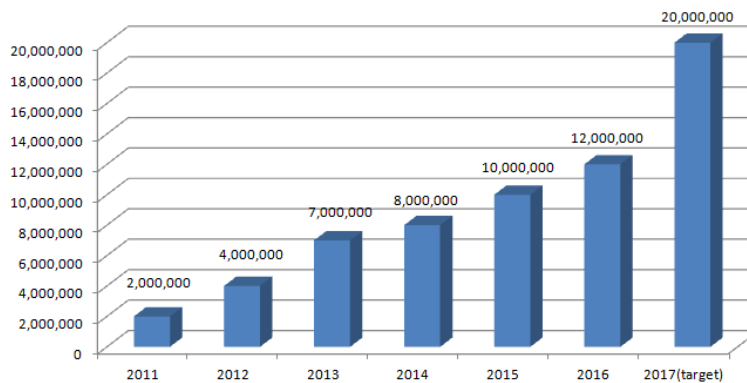
2014, 8,000,000 USD

2015, 10,000,000 USD

2016, 12,000,000 USD

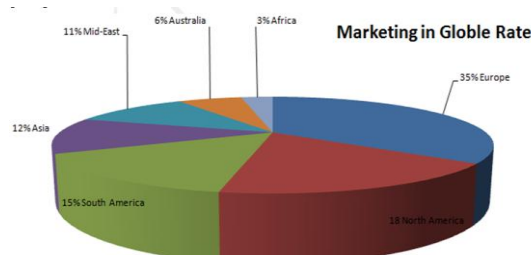
2017, 20,000,000 USD (target)

Sales performance per year Amount(USD)



2.5.2 Marketing Shares in the globe

Luxsky Lighting's marketing is globe business and mainly focuses on the Europe and American, then South American, Australia, Asia, Middle East and at last South Africa which is our new opening market.



2.6 After- sale Service

The Basic Policy of after-sales as following:

1>. after sales, we offer our product quality warranty for 1 to 5 years warranty according to different sales products and quality warranty standards, generally we offer 3 years warranty for our standard solution LED Lighting products. some special design and price products, the warranty time needs to communicate with our sales who can give its warranty conditions according to our quality departments standards for each product.

2>. after-sales service time with phone 0086-755-82590839, AM8:30 to PM18:00 (China Beijing time) from Monday to Friday. E-mail service: sales@luxsky-led.com

3>. Processes of customer complaints:

Firstly, our sales get our clients' complaint which is sent by e-mail or calling.

Second, our sales need to communicate with clients for some more and know better of the situation, at the same time, offer our company's customer complaint Paper (attached, see following) which needs our client to help to fill and feedback this.

4>. after our sales get clients complaint paper and know some more situation and then convey this to Luxsky Lighting's quality control department.

5>. Luxsky Lighting quality department check and analyze the quality problems and offer some suggestion/advice and make some related decision about this complaint.

6>. If it was Luxsky Lighting product quality problem, according to its warranty conditions, Luxsky Lighting will make relative compensation or replacements.

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Luxsky Lighting Co., Limited
Complaint Sheet

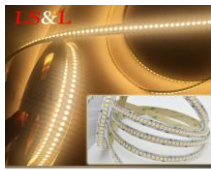
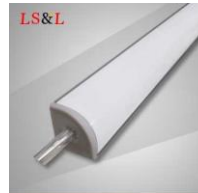
Date: _____ Version: SL-QC-001

Company Name (Client)	Contact	Job position	PI No.	Who you contact
Complaint Detailed Content: 1. Product Part No. 2. Quantity 3. When you find this problem. 4. What problem happens. 5. Your Views to the problem. Your requirements for the problem:				
The file that you offer to prove: 1. Pictures 2. Video 3. Others			Place for Photos (don't do not over 1MB)	
*Remark: the above, client to finish; the below, SL&L company to finish				
Ship time	Customer ID NO.	Order No. in factory	Product No. In factory	
LS company QC feedback:				
Solution Result:				
SL&L Manager Sign: _____				

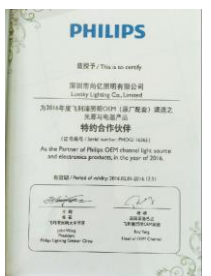
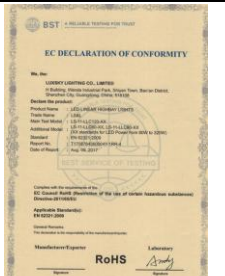
Sales Manager: _____ Salesman: _____ Date: _____

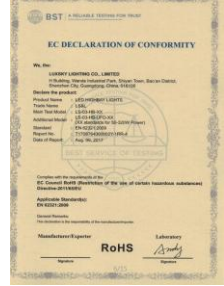
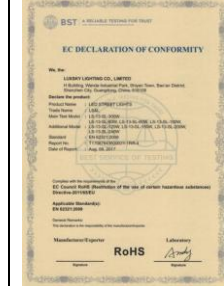
3. Products & Production

3.1 Classify of prodcuts

LED Strips	LED Linear light	LED Panels	LED Highbay	LED Flood light
				
LED Tubes	LED Down light	LED Mast light	LED Rigid light	Street light
				

3.2 Certificates of Luxsky lighting products

				
Philips partner	TUV CE panels	UL LED panel light	Waterproof test	LED Panel CE
				
Linear light CE	Linear light RoHS	Led rigid light CE	Ledrigidlight RoHS	Led strip CE
				
Led strip RoHS	Linear highbay CE	Linear highbay RoHS	LED floodlight CE	floodlight RoHS

				
LED Highbay CE	LED Highbay RoHS	Streetlight CE	Streetlight RoHS	LED Tube CE
				
LED Tube RoHS	Rigid light EN62471	IEC60598 rigid light	SGS Certificates	

3.3 Equipments of Luxsky lighting

				
Integrating Sphere	IES Test Room	Low/High Tem. Test	Reflow Oven	SMT Machines
				
Tin-brushing	Salt Spray test	Vibration Testing	LED Aging Test	Lable Laser

3.4 Production Ability

Staff workers: 218 persons until now

Factory Scales: One head-office production center in Shenzhen and two branch factories in Dongguan city.

Mainly Goods production ability is based on the materials prepared well:

LED tubes: 100,000pcs/ month

LED panels: 30,000pcs/ month

LED strip lights: 100,000 meters/month

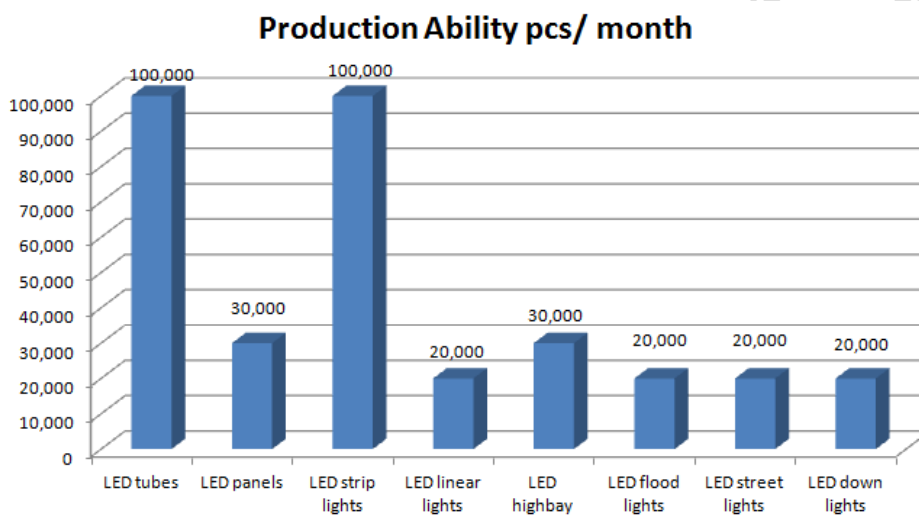
LED linear lights: 20,000sets/ month

LED highbay: 30,000 pcs/month

LED flood lights: 20,000 meters/month

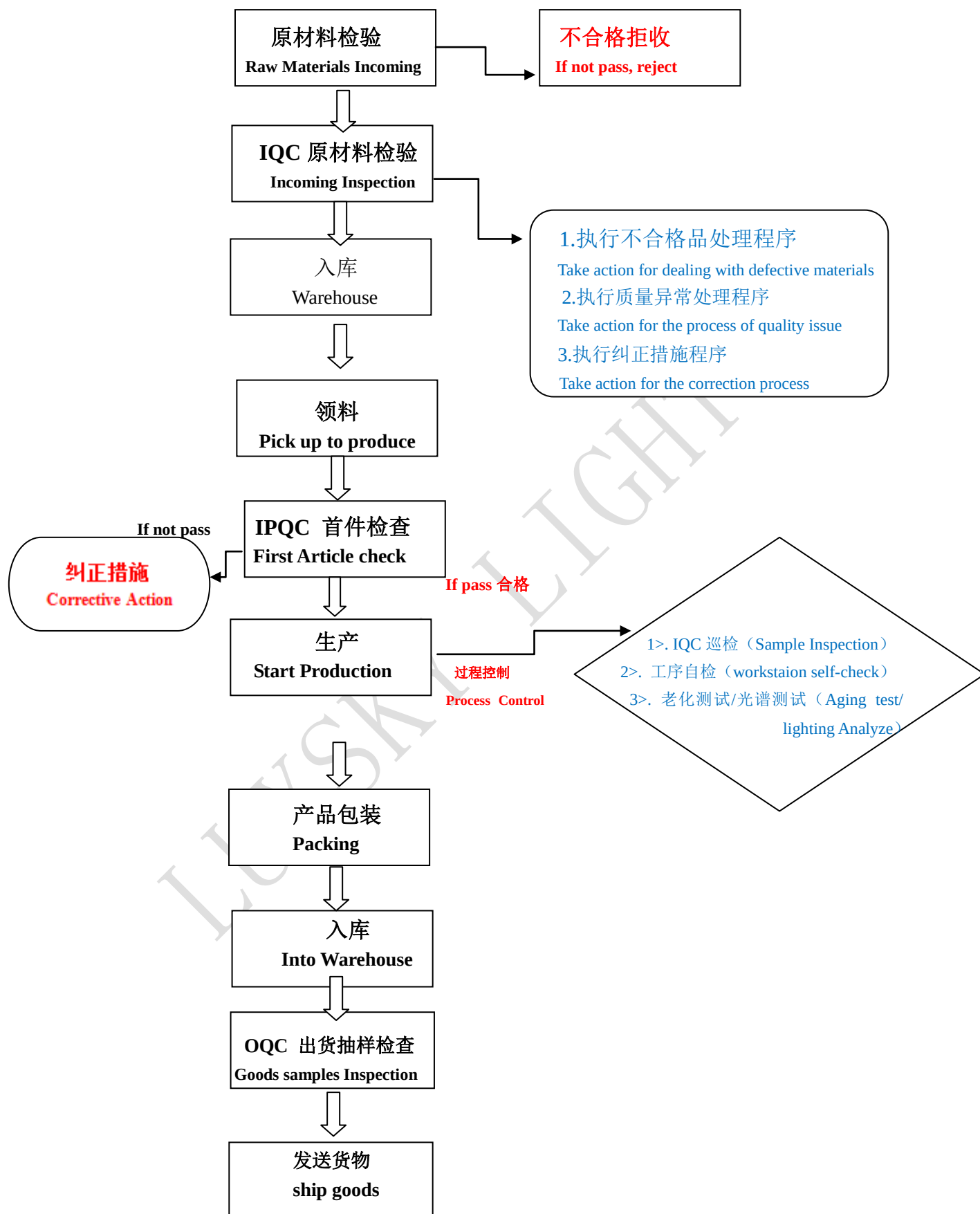
LED street lights: 20,000 meters/month

LED down lights: 20,000pcs/ month



4. Production Quality Management System Process

4.1 The Structure of Production Process





The Photo of production Process

4.2 Materials PMC Planning Process

When get client's orders, PMC department will make a materilas budget, check the conventional materials stock, if lack of materials, PMC department will make a materilas plan and transfer to Purchasing department.

4.3Materials Coming IQC Check

According to AQL standard, IQC will check after materials come. If pass, they will be put into Warehouse; if failed, reject.

1.执行不合格品处理程序

Take action for dealing with defective materials

2.执行质量异常处理程序

Take action for the process of quality issue

3.执行纠正措施程序

Take action for the correction process

4.4 Manufacturing Process Instructions & Delivery Time

PMC department makes a production plan to warehouse department, and they will pick the mateirlas out and arrange the production.

Before mass production, IPQC will make a sample confirmation, if all is ok.

PCBs will be arranged to SMT machine to produce, then soldering, assemble, testing, packing, QA/OQC sample Inspection, put into warehouse station, at last goods sending.

Delivery time:

Sample: 5- 10 working days.

Mass production: 10-30 working days according to production plan and orders quantity.

4.5 Finish Product Stock Standards

1>. Our company's principle for finish products stock is "Zero" stock, we stock some raw materials and then do production and big order needs PMC department to make a production plan and arrange purchasing of raw materials and do mass production.

2>. Our finished products stock policy for clients: firstly, if they would like to make prepayment for the products that they often will purchase and shorten the delivery time.

3>. Normally, after the final payment, we will keep the finished products for client one month if they need to keep the goods in our stockroom; after one month, our company will get some stock fee according to goods quantity.

4.6 Product Quality Control Process

1>. Strict evaluation in the aspects of raw materials suppliers

2>. IQC check for raw materials incoming

3>. IPQC for sample checking and confirmation

4>. Workers self-checking in production

5>. QC full checking for all finish products

6>. QA/OQC sample Inspection after packing

4.7 Supplier Control System&Evaluation

Delivery time: whether in time or on time to offer us raw materials according to our purchasing paper.

Quality control: whether they have a strict quality checking system before order sending.

Price : check their products quality whether worths its value with the price we offer.

Service: check their service in daily supply works and especially their after-service attitude and ability.

Company Qualification: company business License, basic products certificates, cooperation partners, basic production ability, basic scale, office workers and workshop workers.