



LUMON®

Welcome to Your New
Outdoor Living Space

Better Homes
Better Life
Better World
lumon.ca

Agenda Checklist

- Needs Discussion
- Solutions Discussion

Why Lumon

Lumon Opening Glazing System

Lumon Sliding Glazing System

Lumon Railing System

Lumon Roof System

Lumon Screens

Lumon Blinds

FAQ

Warranty & Servicing

Next Steps

The Lumon Process

1. We are Here to Design Your Dream
 - a. Needs Discussion
 - b. Solutions Discussion
 1. Product Choice (samples)
 2. Usability
 3. Why Lumon
 - c. Preliminary Measure
 - d. SalesTori Design Process
 - e. Presentation
2. Final Measure
3. Permit Application
4. Manufacturing
5. Installation
6. Welcome to the Lumon Family
7. Post-installation Service & Feedback



1978
 1978 Pajarit Kumpul Langkawi Sdn Bhd established and start supplying to small low house.
 1978 The company name changed to Ikkananikkarit by agreement of Ikkananikkarit Group.
 1984 The support marketing done in Finland.
 1988 The first glass balcony system installed in Norway 40-100 house today.
 1990 New plant in Finland, Finland.

1990
 The idea of a glass balcony system is born. Ikkananikkarit Sdn Bhd established.
 1991 LUMON CYD established.
 The first glass balcony system installed in Norway 40-100 house today.

1995
 1995 Cooperation by local and Spain with family LUMON SA is established.
 1995 LUMON SA established in Spain.

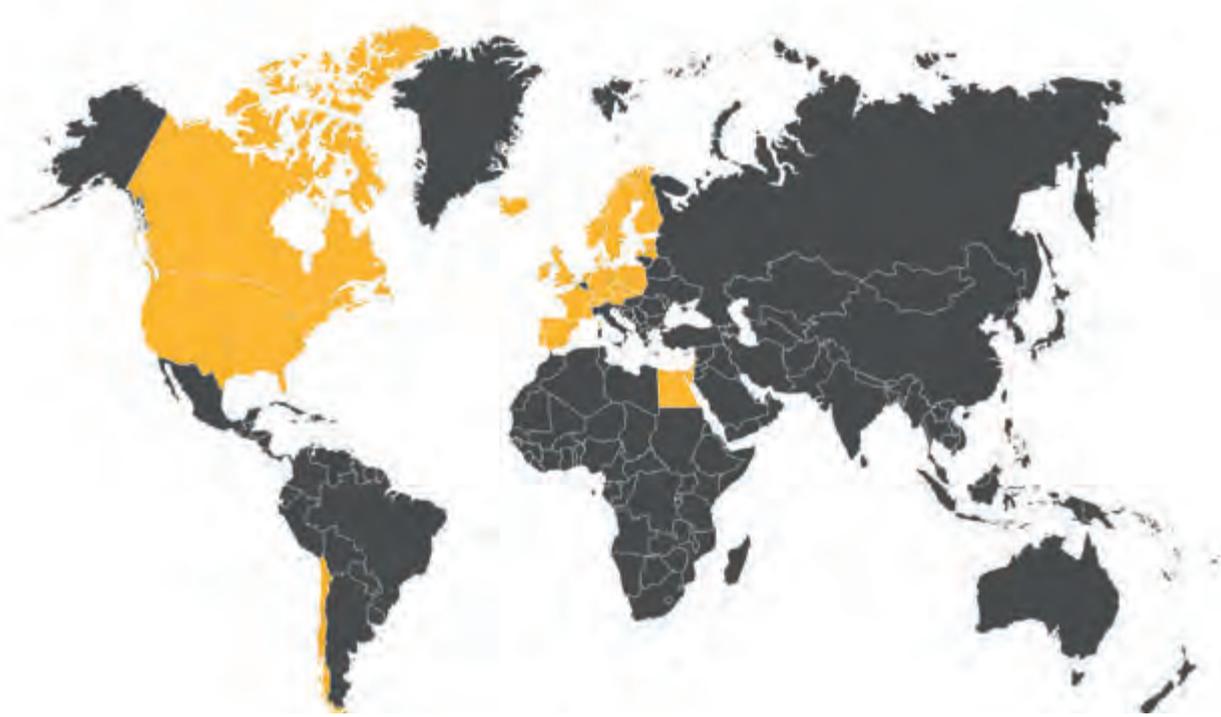
2000
 Co-operation with S/S/SAK Design in Central Europe and Finland.
 2000 Glass processing plant in Estonia.
 2002 Glass service system selling to the product partner.
 2003 LUMON SA established in Russia.

2005
 LUMON SA established in Denmark.
 LUMON SA established in Norway.
 LUMON SA established in Sweden.
 LUMON SA established in Germany.
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Our Mission:

- ▶ Better Homes
- ▶ Better Life
- ▶ Better World

Our Vision:

- ▶ The best and the most desired

Lumon Values:

- ▶ We are always near
- ▶ We keep our promises
- ▶ We build the future together



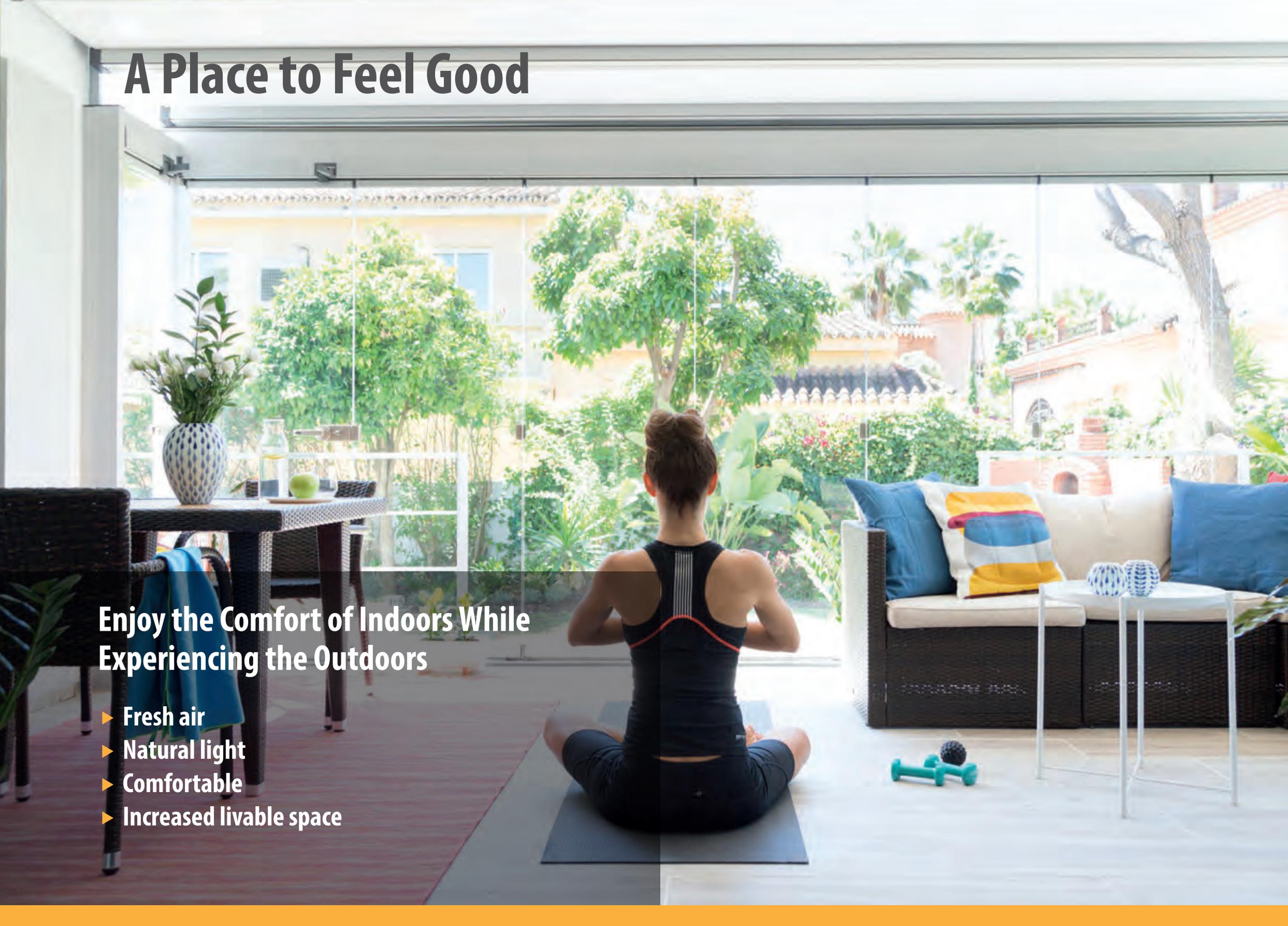


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A Place to Feel Good

Enjoy the Comfort of Indoors While Experiencing the Outdoors

- ▶ Fresh air
- ▶ Natural light
- ▶ Comfortable
- ▶ Increased livable space





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Imagine the Possibilities for Your New Outdoor Living Space:

- ▶ Outdoor dining room
- ▶ Outdoor entertainment space
- ▶ Outdoor playroom
- ▶ Outdoor office

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LUMON[®]

... A Lifestyle

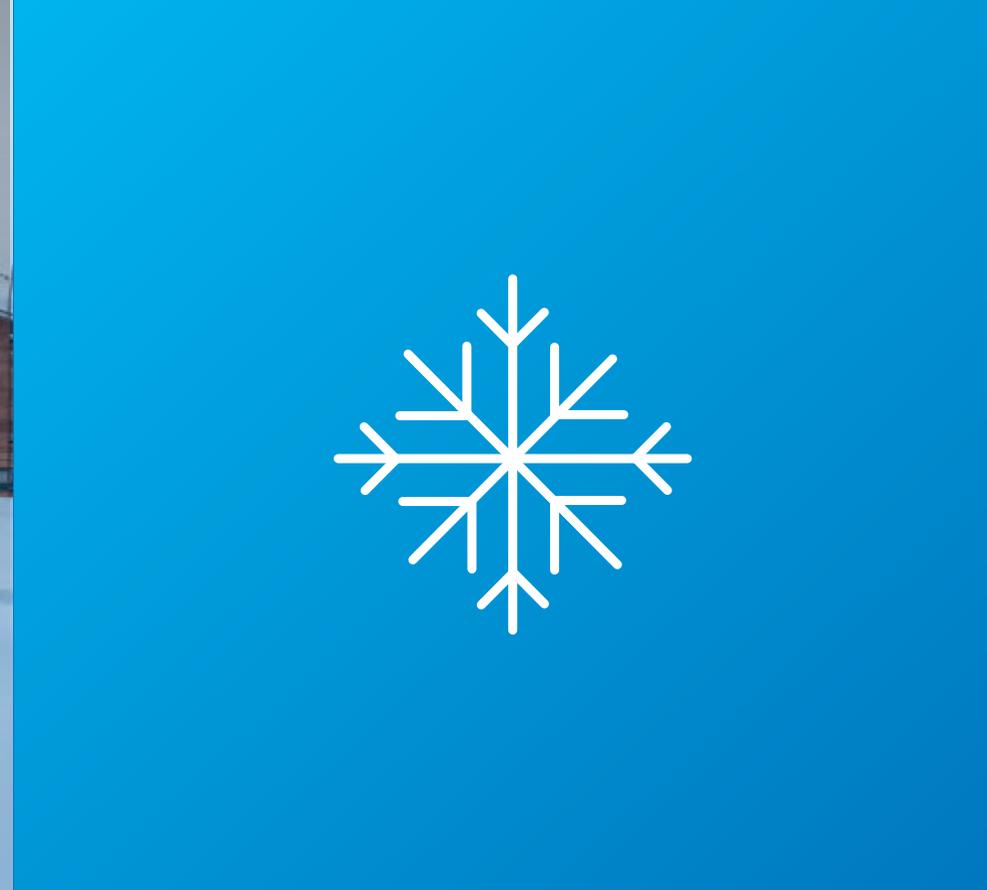




Wind

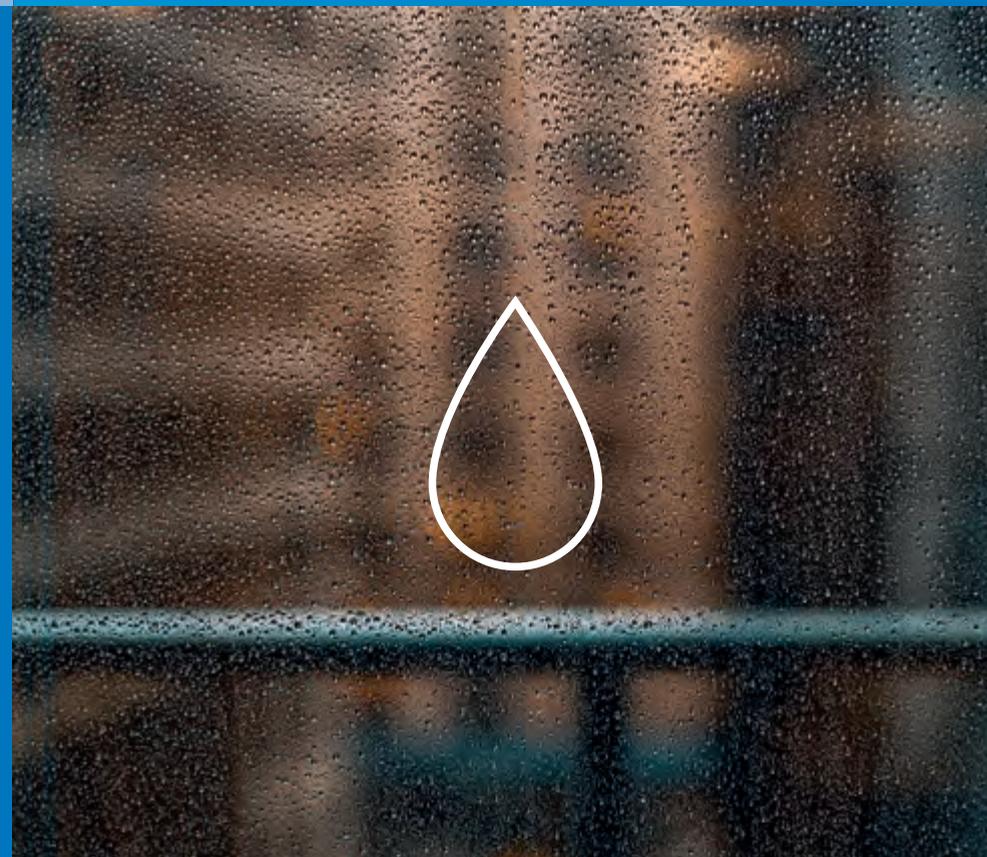
CCMC's testing supports the positive results of extensive engineering done in Finland, where Lumon balcony glazing has been proven to withstand winds of up to 200 km/h – an important consideration for windy locations.





Rain & Snow

The combination of maintenance-free aluminum and glass brings peace of mind. Lumon's outdoor living products provide a three-season solution. The area involved will continue to be an outdoor space and is not hermetically sealed from the elements. In extreme conditions, minor amounts of wind, rain or snow may enter. Lumon glass is single-pane, tempered safety glass and can be 8,10, or 12mm thick, depending on local wind requirements. It will let the sun in and heat your room (passive solar gain) while you admire a snowy winter landscape. In the summer heat, the glass walls may be fully retracted to allow the fresh breeze to touch your face.





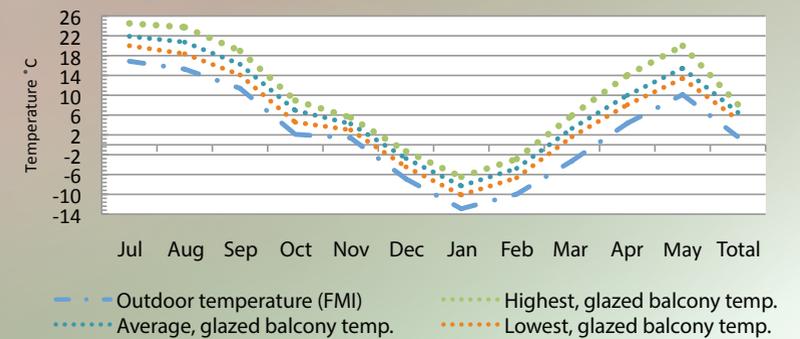
Passive Solar Gain

Without the use of mechanical or electrical systems, our enclosures (especially the ones with a glass roof) will harness the sun's warm rays, heating the space naturally and extending your outdoors use throughout the year. As a side effect of this process, it will also transmit solar energy to your attached home.

Energy Savings

"An attractive option for owners and strata corporations looking to improve energy conservation."

- Jaimie Bleay, president of Canadian Condominium Institute Vancouver.



Environment

You can reduce your carbon foot print because we too, are committed to a healthy environment. All our systems and packaging are made from 100% recyclable materials.





Acoustics

Lumon's outdoor living solutions reduce up to 50% of audible noise, increasing your enjoyment of the balcony or back yard. Better Homes!



"We are super happy with our Lumon sunroom .We enjoy most of our meals there and for entertaining guests . The Lumon team has been more than helpful and gone beyond "the line of duty" in their customer service .The product is of very high quality .We would highly recommend this product and company."

- Herman Vanderleest , Langley, BC

"One of the best decisions I made was purchasing the Lumon sliding window enclosures for my condo balcony. I can open or close the windows depending on the weather easily and view some spectacular weather. It provides an additional heat and sound barrier .It protects all my furniture from all weather conditions and enables me to use the balcony all year long."

- Frank Vanoork, London, ON

"Simply put, a wonderful addition to our house. Have ended up enjoying it year round. A Palm tree, wicker furniture, the flat screen overlooking the backyard oasis is the epitome of comfort. Truly the best investment to our home."

-Tim Pieprzak , Grimsby, ON

"We have been the proud owners of our Lumon sunroom since August 2017. Our sunroom has allowed us to enjoy the beauty of the outdoors day & night, regardless of the weather. All our privacy requirements are met with the flexibility of the blinds and the design of the windows creating controlled air flow when required. The team was knowledgeable and created a design that was perfect for our needs. We have recommended Lumon to all of our family and friends!"

- Philip, Langley, BC

LUMON[®]





Lumon Retractable Glazing System

- ▶ Full height retractable glass
- ▶ Unobstructed view
- ▶ No vertical frames



Peace of Mind

- ▶ Designed in Finland
- ▶ Produced and engineered in Canada
- ▶ Installed and tested worldwide





Lumon glazing system can be locked from either side. Finely finished door handles, pull tabs and fittings not only make Lumon's balcony and terrace glazing beautiful additions to any home, but their versatility also makes them safe and easy to use.



"Lumon's retractable glazing system allows ventilation which means dinner parties and BBQ season can last well into the late autumn season in your new space."



Lumon Sliding Glazing System

- ▶ Option to choose between completely frameless or a small vertical frame
- ▶ Sliding system means minimal intrusion into living space
- ▶ Slide up to 4 panels in either direction, great versatility

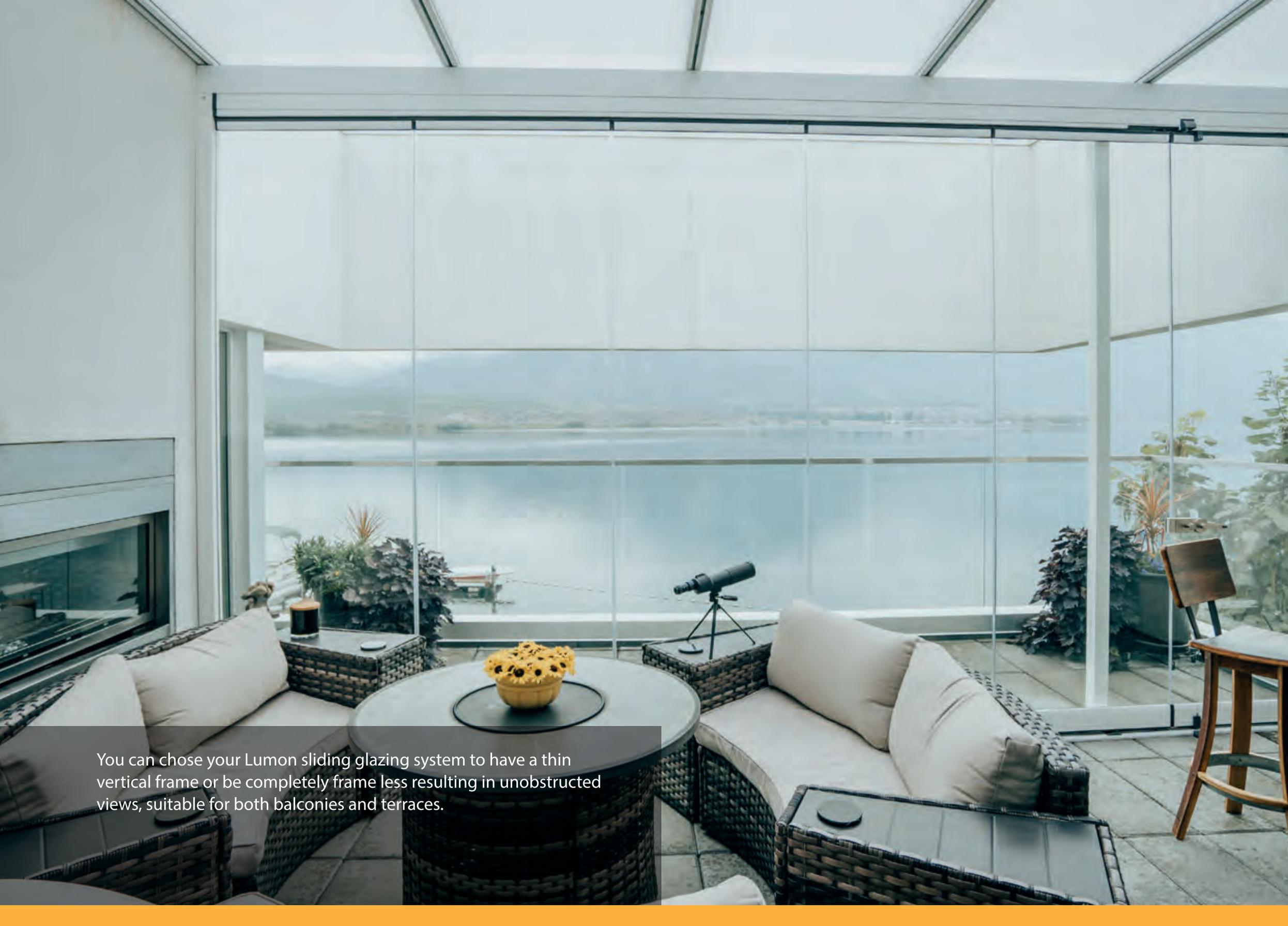


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Lumon's glazing system can be designed to retract from either side. The lockable handle can also be accessed from either inside or outside the sunroom. These tailor-made options give you more versatility to transform your sunroom into the liveliest space in your home!



You can choose your Lumon sliding glazing system to have a thin vertical frame or be completely frameless resulting in unobstructed views, suitable for both balconies and terraces.



Lumon Railing System

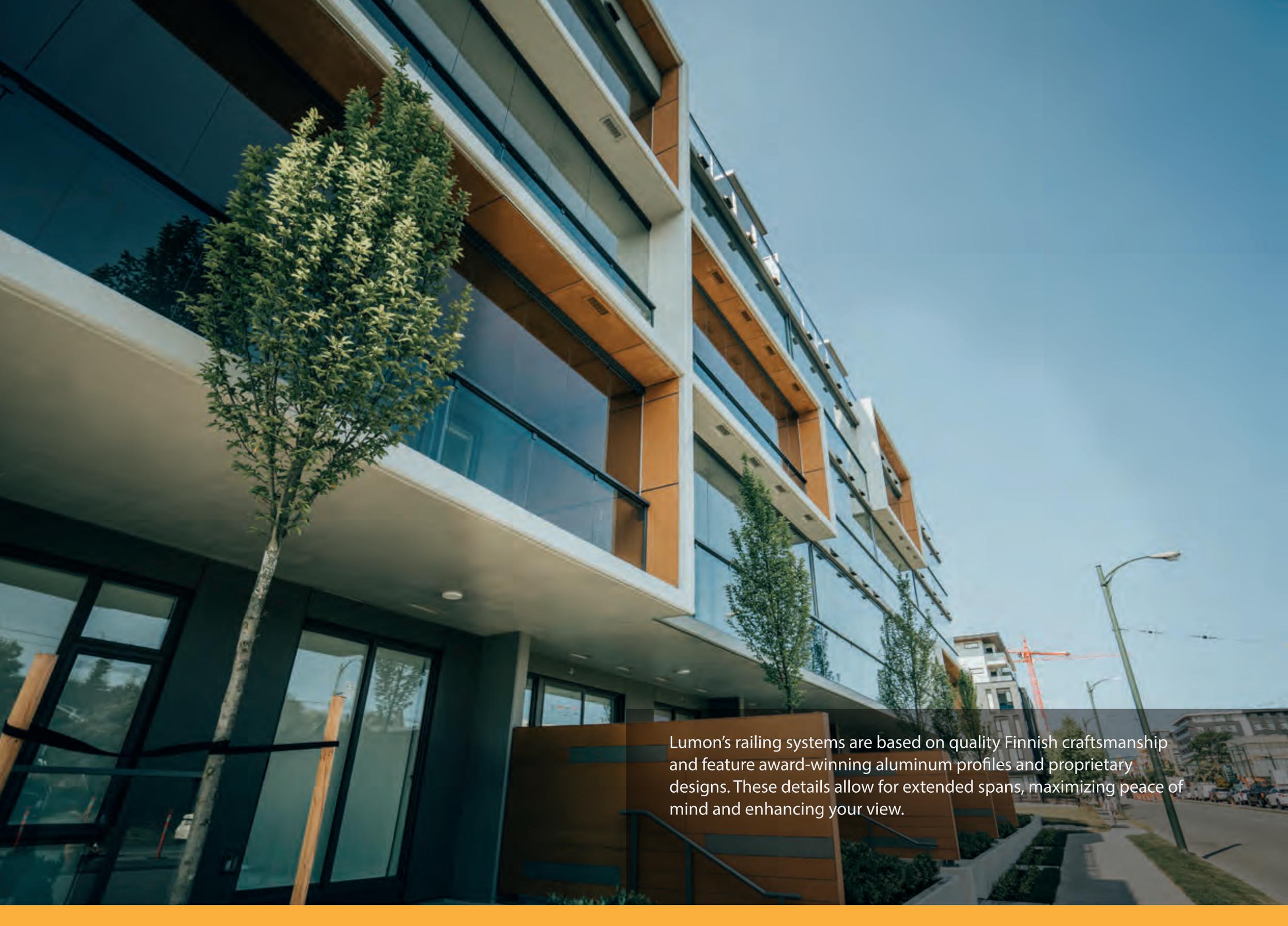
- ▶ Postless spans up to 16 ft
- ▶ Unobstructed view
- ▶ Elegant



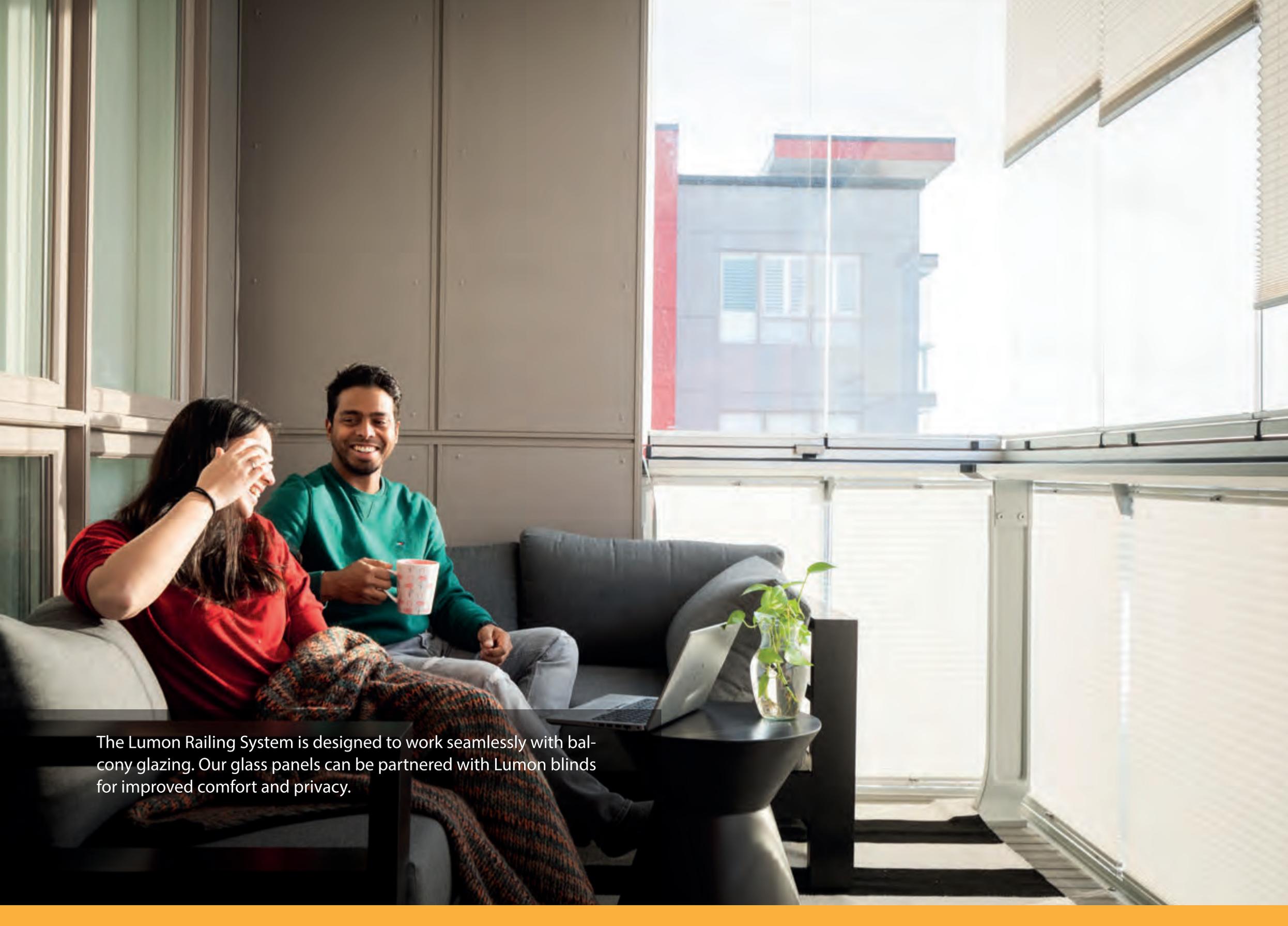
Experience the Outdoors

- ▶ Spend more time with nature
- ▶ Create endless memories with loved ones
- ▶ Surround yourself with fresh air and cool breezes





Lumon's railing systems are based on quality Finnish craftsmanship and feature award-winning aluminum profiles and proprietary designs. These details allow for extended spans, maximizing peace of mind and enhancing your view.



The Lumon Railing System is designed to work seamlessly with balcony glazing. Our glass panels can be partnered with Lumon blinds for improved comfort and privacy.



Lumon Roof System

- ▶ Strong weather sealing components
- ▶ Glass or acrylic options available
- ▶ UV protection (acrylic panels)
- ▶ Passive solar gain (glass panels)
- ▶ Extruded aluminum parts



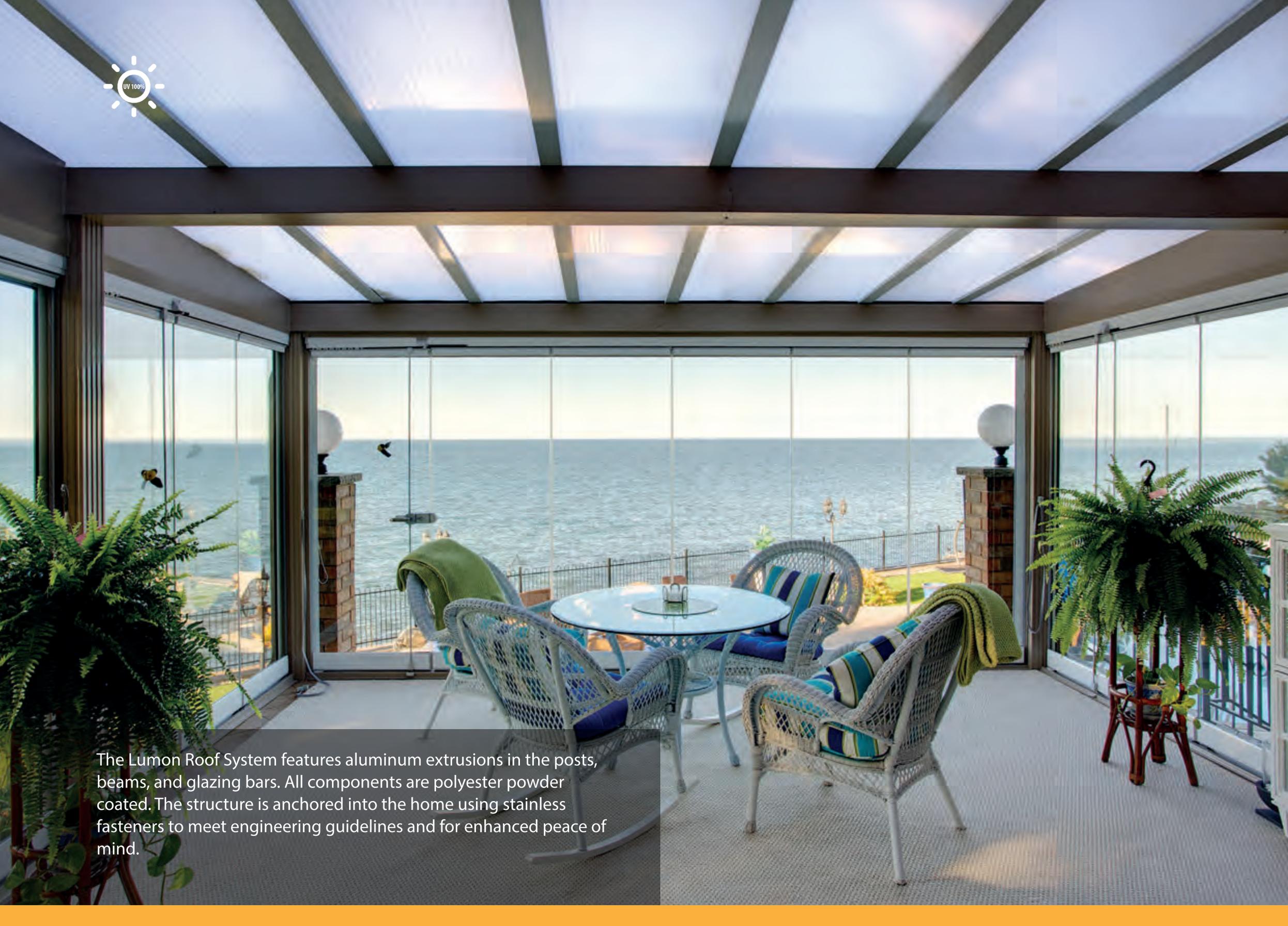


**A Place to be
with Family**





The Lumon Roof System provides excellent protection against the rain. On hot days, the acrylic panels provide relief from the sun, while in cold weather the glass panels help generate passive solar gain. Homeowners enjoy cool breezes in this comfortable shelter.



The Lumon Roof System features aluminum extrusions in the posts, beams, and glazing bars. All components are polyester powder coated. The structure is anchored into the home using stainless fasteners to meet engineering guidelines and for enhanced peace of mind.



Lumon Screens

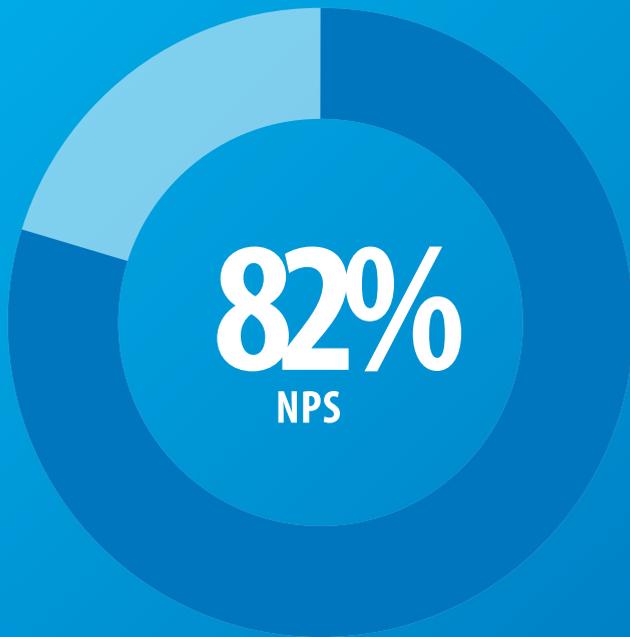
- ▶ Works in tandem with glass panels
- ▶ Protection from insects
- ▶ Retractable
- ▶ Easy to use



Lumon Blinds

- ▶ Minimalist design
- ▶ Privacy without eliminating natural light
- ▶ Durable

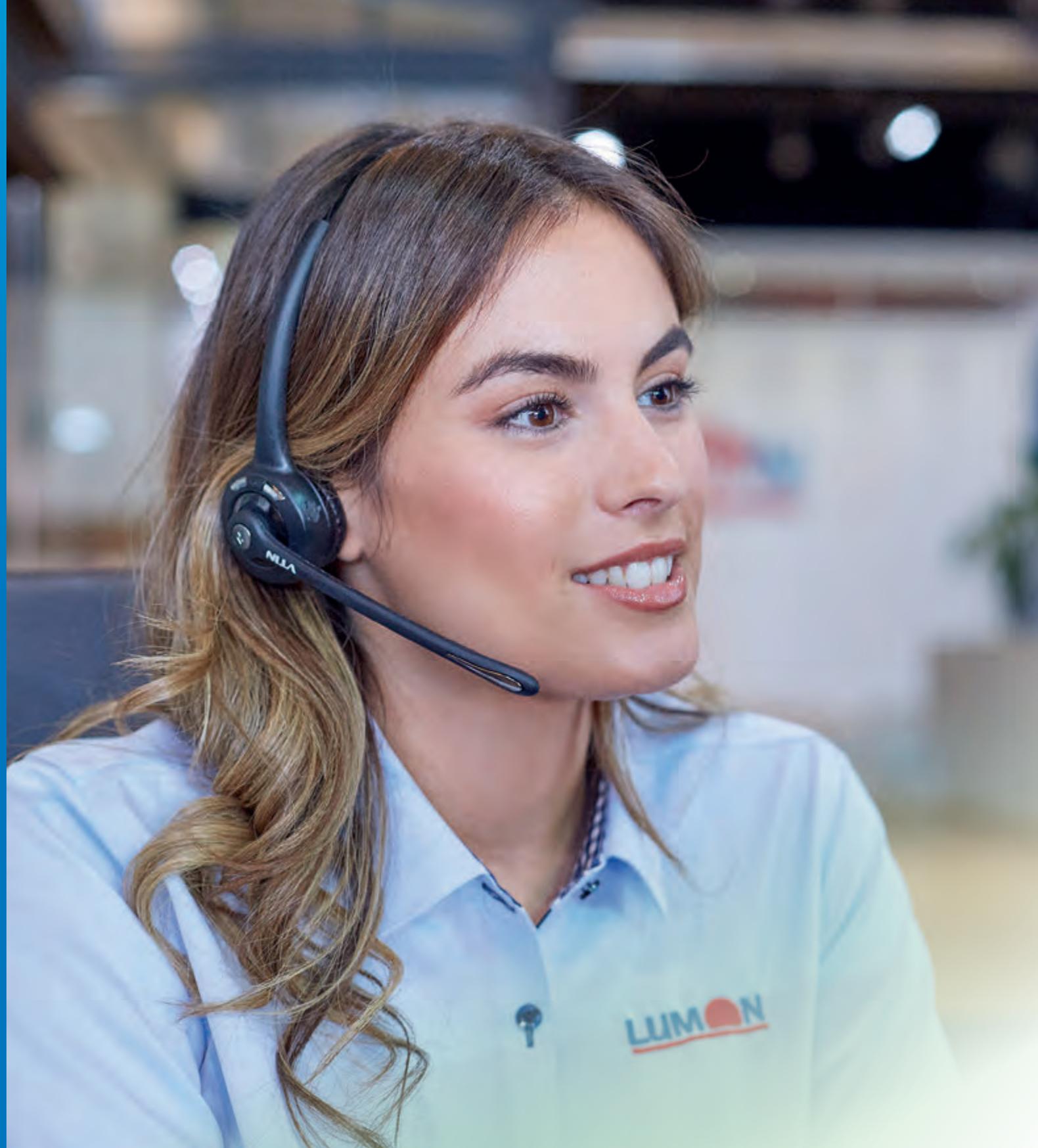




Net Promoter Score

Net Promoter Score (NPS) is a tool used by more than two thirds of Fortune 1000 companies that gauges a company's customer relationships. NPS is an aggregate score of customer surveys split between three categories: promoters, passives and detractors.

NPS scores can range between -100 (every response is a detractor) and +100 (every respondent is a promoter). NPS scores can vary between industries, but any score above zero is deemed good, +50 is considered excellent and +70 is considered exceptional.





"I am convinced that the Canadian market is ideal for this product. I have seen it firsthand in Finland and I know that as consumers become aware of it, they will begin to demand it!"

- Dave DeKort, Mattamy Homes





FAQ

What are the benefits of using acrylic panels

- ▶ Acrylic patio covers allow natural light to filter into the room, while blocking harmful UV rays and up to 75% of the solar heat. You get bright diffused light throughout the whole outdoor space. Acrylic is also a great low-maintenance option.

What are the benefits of using glass panels?

- ▶ Glass patio covers maintain a fully unobstructed view, allowing you to always see the night sky. Glass panels also provide passive solar gain to your home.

Looking for more information on our products? Explore some of the frequent questions that we receive on our initial visit with customers!

If you do not see the answer to one of your own questions, our design consultants will be happy to answer it for you!

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 Lumon Canada

 lumoncanada

Will this outdoor living space add value to my home?

- ▶ Our products increase the resale value of your home, improve your quality of life, add more space to your home, extend the annual use of your patio or deck, give you more space to entertain during the holidays, and so much more.

Will this add privacy to my backyard?

- ▶ Lumon sunrooms give you a space that you can retreat to. The glass walls reduce noise by 50%, allowing you to shut out boisterous neighbours or noise from nearby traffic. For additional privacy, we recommend adding blinds to your sunroom. Our blinds are custom made to fit your sliding glass panels, and we also offer ceiling blinds for our glass patio covers.

How long does it take to get an outdoor living space?

- ▶ Once you have confirmed your Lumon solution, it generally takes 6-8 weeks for a patio cover to be manufactured and 10-12 weeks for retractable glass walls. These time frames may vary depending on other factors specific to your project, such as deck renovations or permits, but your design consultant will discuss these with you in advance.



Quality control is maximized by Lumon's proprietary manufacturing process in a number of production plants around the world while local production unit in Ontario, increases our product turnaround time greatly.

GENI



Warranty and Servicing

- ▶ 5 years material
- ▶ 2 years workmanship
- ▶ Extended warranty available

- ▶ Blinds and screens: 2 years

- ▶ Our service department is always ready to assist you



A photograph of a modern building with large glass windows and a wooden ceiling. The building is situated on a hillside overlooking a large body of water and mountains in the distance. The sky is overcast with grey clouds. The building's architecture features clean lines and a mix of materials, including wood and glass. The view from the building is expansive, showing the water, mountains, and some other buildings in the distance.

Toronto

600 Zenway Blvd. Unit 5
L4H3M9 Vaughan , ON
Call 1-877-707-7427

Langley

20339 96 Ave Unit 180
V1M0E4 Langley , BC
Call 844-655-8666

Hamilton

430 McNeilly Rd Unit 103
L8E5E3 Stoney Creek , ON
Call 1-877-707-7427

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