

# **SP Series LED Module**

## **Sales Analysis Report**

Five-Year Analysis: January 2020 - November 2025

Prepared for SABER 2 Transition Planning

Report Generated: November 2025

Quadica Developments Inc. / Luxeon Star LEDs

## Executive Summary

This report provides a comprehensive analysis of SP-series LED module sales over the past five years (January 2020 - November 2025) to identify key customers for outreach regarding the upcoming transition to our new SABER 2 series of LED modules.

### Key Findings

- **Total Revenue:** \$1,770,866.71 from SP-series products
- **Total Units Sold:** 204,095 units across all SP-series SKU types
- **Total Orders:** 2,851 orders from 1,275 unique customers
- **Top Product:** SP-05 dominates with 35.7% of revenue (\$632,435) and 94,426 units sold
- **Customer Concentration:** Top 25 customers account for 66.5% of total SP-series revenue
- **Active Customers:** 188 customers have ordered within the last 12 months

# 1. Overall Sales Performance

## Revenue and Volume by SKU Type

The following table summarizes the five-year sales performance for each SP-series SKU type:

SKU Type	Units Sold	Revenue	% of Total	Orders
SP-05	94,426	\$632,435.52	35.7%	575
SP-01	60,084	\$421,803.37	23.8%	1,268
SP-03	33,059	\$463,716.23	26.2%	450
SP-12	8,408	\$105,144.18	5.9%	294
SP-04	5,377	\$59,186.02	3.3%	104
SP-08	1,557	\$32,410.16	1.8%	122
SP-02	1,184	\$56,171.22	3.2%	173
<b>TOTAL</b>	<b>204,095</b>	<b>\$1,770,866.71</b>	<b>100%</b>	<b>2,851</b>

## Yearly Sales Trend (Units)

Unit sales by SKU type for each year:

Year	SP-01	SP-02	SP-03	SP-04	SP-05	SP-08	SP-12	TOTAL
2020	12,805	188	3,677	403	19,052	260	1,012	37,397
2021	11,322	303	5,694	369	29,965	257	1,155	49,065
2022	11,095	343	9,774	787	24,475	163	2,140	48,777
2023	9,255	170	4,876	807	6,996	133	1,163	23,400
2024	7,195	87	4,325	1,925	8,987	245	1,216	23,980
2025	8,412	93	4,713	1,086	4,951	499	1,722	21,476

**Analysis:** Sales peaked in 2021 with 49,065 units, declined to approximately 23,000-24,000 units annually in 2023-2024. The SP-05 series consistently leads in volume, while SP-01 generates significant revenue with the highest order count.

## 2. Top Customers by SKU Type

The following sections highlight the top 10 customers for the three highest-revenue SKU types.

### SP-05 Series - Top 10 Customers

Revenue: \$632,435.52 (35.7% of total)

#	Customer	Quantity	Value	Orders	Last Order
1	Bio Molecular Systems	32,540	\$212,736.00	19	2024-08-19
2	Bejoken AB	22,180	\$148,133.10	25	2023-01-13
3	Molecular Devices (Shanghai)	15,965	\$100,943.30	49	2025-11-05
4	TAYMER INTERNATIONAL INC	3,819	\$25,103.75	34	2025-11-07
5	lllqqq7@yahoo.com	2,965	\$18,585.00	12	2025-04-16
6	Anton Paar GmbH	1,266	\$8,694.40	5	2023-06-06
7	Onto Innovation Inc	1,000	\$8,250.00	4	2024-05-06
8	DDH ENTERPRISE INC	967	\$6,611.85	5	2022-03-16
9	Sumix	919	\$6,121.72	5	2024-07-10
10	CEM Corporation	710	\$5,256.50	7	2024-06-18

### SP-03 Series - Top 10 Customers

Revenue: \$463,716.23 (26.2% of total)

#	Customer	Quantity	Value	Orders	Last Order
1	TAYMER INTERNATIONAL INC	13,360	\$176,558.10	70	2025-10-30
2	Azure Biosystems Inc	6,776	\$88,402.00	41	2023-10-20
3	Stingray Marine Solutions AS	3,360	\$40,563.20	9	2025-03-21
4	Apex Bio Inc	2,175	\$38,016.04	8	2022-05-31
5	NIC CO.,LTD.	2,427	\$34,306.62	24	2025-08-26
6	LALIQUE SA - WINGEN	760	\$10,340.40	4	2024-07-15
7	Macord Inc.	392	\$9,407.13	3	2023-11-03
8	Lumigen, Inc.	360	\$5,754.59	6	2022-03-14
9	NIC inc.	335	\$5,157.80	8	2020-12-03
10	metrovision	189	\$3,703.75	8	2025-11-19

## SP-01 Series - Top 10 Customers

Revenue: \$421,803.37 (23.8% of total)

#	Customer	Quantity	Value	Orders	Last Order
1	Kemcor Inc	7,570	\$55,368.98	14	2024-05-10
2	SP Manufacturing Pte Ltd	3,030	\$22,364.10	4	2025-08-21
3	JSF Technologies	3,501	\$21,659.45	18	2024-07-22
4	Milkotronic Ltd	2,150	\$16,070.50	9	2025-06-12
5	DATA PIXEL	2,332	\$13,806.25	21	2025-10-02
6	Kimball Electronics Group, LLC	1,299	\$13,484.58	14	2025-01-14
7	Advanced Dicing Technologies Ltd	2,000	\$12,460.00	4	2023-11-24
8	Circom, Inc.	2,091	\$10,220.41	9	2025-05-07
9	JEULIN	1,670	\$9,224.20	20	2025-11-14
10	MI ELEKTRONIKA d.o.o.	1,810	\$8,771.12	10	2025-01-22

### 3. SABER 2 Transition - Priority Customers

#### Scoring Methodology

Customers are ranked using a weighted scoring system that prioritizes high-value, high-volume, repeat customers with recent purchase activity:

- Purchase Value:** Weight of 1.0x applied to total purchase value
- Purchase Volume:** Weight of 0.5x applied to total units purchased
- Repeat Purchases:** 50 bonus points per order
- Recency Factor:** 100% for orders within 1 year, 80% for 1-2 years, 60% for 2-3 years, 40% for 3+ years

#### Tier 1: Immediate Contact (Top 25)

These customers represent the highest priority for SABER 2 transition outreach based on their combination of purchase value, volume, and recent activity.

#	Customer	Country	Total Value	Quantity	Orders	Last Order	Score
1	TAYMER INTERNATIONAL INC	CA	\$214,394.83	17,960	118	2025-11-07	229,275
2	Bio Molecular Systems	AU	\$212,831.50	32,550	20	2024-08-19	184,085
3	Molecular Devices (Shanghai) Limite	CN	\$103,518.50	16,205	49	2025-11-05	114,071
4	Bejoken AB	SE	\$148,133.10	22,180	25	2023-01-13	96,284
5	Azure Biosystems Inc	US	\$88,402.00	6,776	41	2023-10-20	56,304
6	Kemcor Inc	US	\$55,368.98	7,570	14	2024-05-10	47,883
7	Stingray Marine Solutions AS	NO	\$40,563.20	3,360	9	2025-03-21	42,693
8	NIC CO.,LTD.	JP	\$35,427.15	2,580	26	2025-08-26	38,017
9	LALIQUE SA - WINGEN	FR	\$32,841.10	3,285	9	2025-10-24	34,934
10	SP Manufacturing Pte Ltd	SG	\$22,364.10	3,030	4	2025-08-21	24,079
11	lllqqq7@yahoo.com	US	\$18,585.00	2,965	12	2025-04-16	20,668
12	JSF Technologies	CA	\$21,659.45	3,501	18	2024-07-22	19,448
13	SODERBERG MFG. CO., INC.	US	\$17,368.80	1,420	11	2025-07-07	18,629
14	Milkotronic Ltd	BG	\$16,070.50	2,150	9	2025-06-12	17,596
15	DATA PIXEL	FR	\$13,806.25	2,332	21	2025-10-02	16,022
16	Apex Bio Inc	US	\$38,016.04	2,175	8	2022-05-31	15,801
17	Kimball Electronics Group, LLC	US	\$13,484.58	1,299	14	2025-01-14	14,834
18	OPALES	FR	\$12,458.92	1,238	16	2025-08-11	13,878
19	Circom, Inc.	US	\$10,220.41	2,091	9	2025-05-07	11,716
20	JEULIN	FR	\$9,224.20	1,670	20	2025-11-14	11,059
21	Advanced Dicing Technologies Ltd	IL	\$12,460.00	2,000	4	2023-11-24	10,928
22	MI ELEKTRONIKA d.o.o.	SI	\$8,771.12	1,810	10	2025-01-22	10,176
23	CLINE LABS, INC.	US	\$9,207.53	730	7	2025-05-07	9,923
24	Macord Inc.	US	\$14,469.03	1,182	5	2023-11-09	9,186
25	N.I.C. Instruments Ltd	GB	\$7,125.38	906	15	2025-10-10	8,328

## Tier 2: Second Wave Contact (Ranks 26-50)

These customers should be contacted in the second wave of SABER 2 transition outreach.

#	Customer	Country	Total Value	Quantity	Orders	Last Order
26	ARA Industries	NL	\$7,075.00	500	3	2025-07-24
27	Sight and Sound Theatres, INC	US	\$11,598.19	608	10	2023-08-24
28	Avicena Systems Limited	AU	\$7,029.66	144	6	2025-01-09
29	Onto Innovation Inc	US	\$8,250.00	1,000	4	2024-05-06
30	Fastenal	US	\$7,025.65	799	11	2024-10-23
31	DDH ENTERPRISE INC	US	\$6,880.11	995	7	2024-02-20
32	Electrical & Visual Design	AU	\$6,530.43	517	14	2024-07-18
33	Anton Paar GmbH	AT	\$8,694.40	1,266	5	2023-06-06
34	Schippers & Crew, Inc	US	\$5,026.59	651	7	2025-03-11
35	D'ECOLIGHTING	FR	\$12,220.60	2,370	6	2021-06-03
36	Sumix	US	\$6,121.72	919	5	2024-07-10
37	Performance In Lighting	US	\$4,437.94	675	12	2025-10-20
38	metrovision	FR	\$4,817.19	235	8	2025-11-19
39	Gemological Institute of America, Inc.	US	\$4,330.01	483	14	2025-03-25
40	SPX Aids to Navigation OÜ	EE	\$4,453.20	580	3	2025-03-07
41	CNEW DELSSON (THAILAND) CO., LTD.	TH	\$4,503.75	675	1	2024-11-21
42	QustomDot BV	BE	\$7,078.19	1,068	8	2023-11-14
43	CEM Corporation	US	\$5,256.50	710	7	2024-06-18
44	Dynamic Biosensors GmbH	DE	\$4,927.91	319	15	2024-09-24
45	Utah State University	US	\$3,921.27	272	9	2025-10-21
46	EGEA TRADING LLC	US	\$3,966.40	380	4	2025-03-17
47	Epilog Corporation	US	\$6,668.00	680	5	2023-03-27
48	info@bexnet.co.jp	JP	\$3,879.44	520	1	2025-06-13
49	TRI-V Tool & Mfg Co	US	\$4,152.69	543	6	2024-08-08
50	Quartier des spectacles	CA	\$3,286.15	295	4	2025-06-13

## 4. Recommendations for SABER 2 Transition

### Immediate Actions

1. **Contact Tier 1 customers directly:** Schedule calls or meetings with the top 25 customers, who represent \$1.18M (66.5%) of SP-series revenue.
2. **Prioritize TAYMER INTERNATIONAL INC:** As the #1 customer with \$214,395 in purchases across 118 orders, they require personalized transition support.
3. **Focus on SP-05 users:** Bio Molecular Systems, Bejoken AB, and Molecular Devices represent over \$461K in SP-05 purchases alone.
4. **Prepare migration guides:** Create SKU-specific documentation mapping SP-01, SP-03, SP-05 products to their SABER 2 equivalents.

### Strategic Considerations

5. **International customers:** Key accounts in Canada (Taymer), Australia (Bio Molecular), Sweden (Bejoken), China (Molecular Devices), and Norway (Stingray) may require region-specific communication.
6. **Inactive high-value accounts:** Bejoken AB and Azure Biosystems were previously high-volume but last ordered in 2023. The SABER 2 transition provides an opportunity to re-engage.
7. **Volume discount considerations:** Customers ordering 1,000+ units annually may require special pricing arrangements for SABER 2 products.

— *End of Report* —