

Sleep well and wake up feeling rested
Enhance your guest experience



THE HONGKONG AND SHANGHAI HOTELS, LIMITED
香港上海大酒店有限公司



LuxBalance

The background image shows a modern hotel room at night. The room is dimly lit, with light coming from two small lamps on the side tables and a larger lamp on the wall above the bed. A large, abstract painting hangs on the wall above the bed. The bed has white linens and pillows. In the foreground, there is a dark, semi-transparent overlay where the text is placed.

Sleep is a **core business** for hotels

93%

of international travellers have jetlag

51%

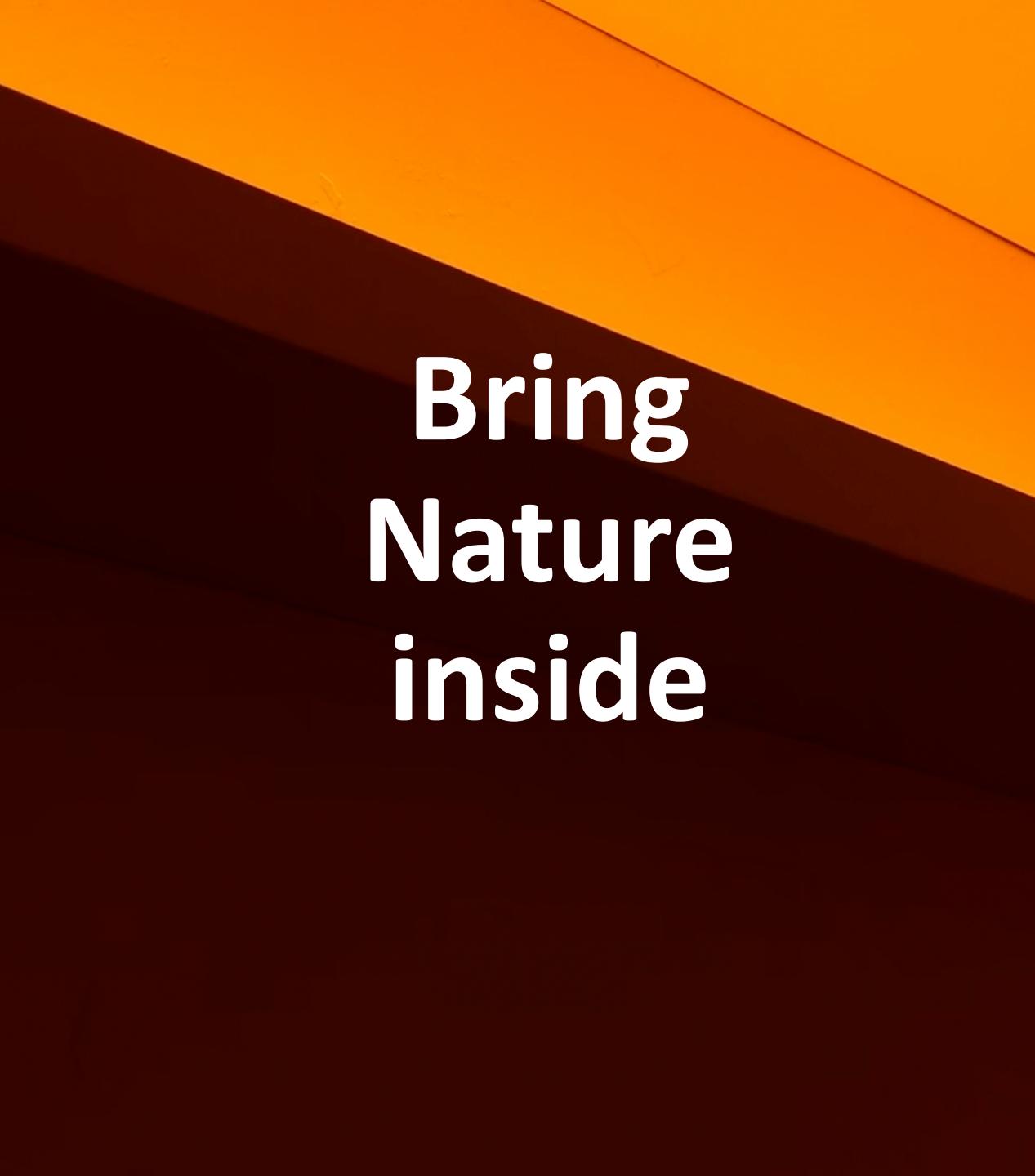
of business travellers want **better sleep**

4

out of 5 wellness travellers add
activities for better sleep

Light is part of the problem and solution





Bring
Nature
inside



Mimic
sunrise and
sunset

Our lighting works because of our **algorithms** and system

Sunrise-to-Sunset LEDs



Proprietary
algorithms

19 IP rights

65,536 control steps

Wake-up alarm light



What it means for high-end luxury



Differential experiences **without** further **marginal costs**



Redefine wellness for fine **luxury stays**

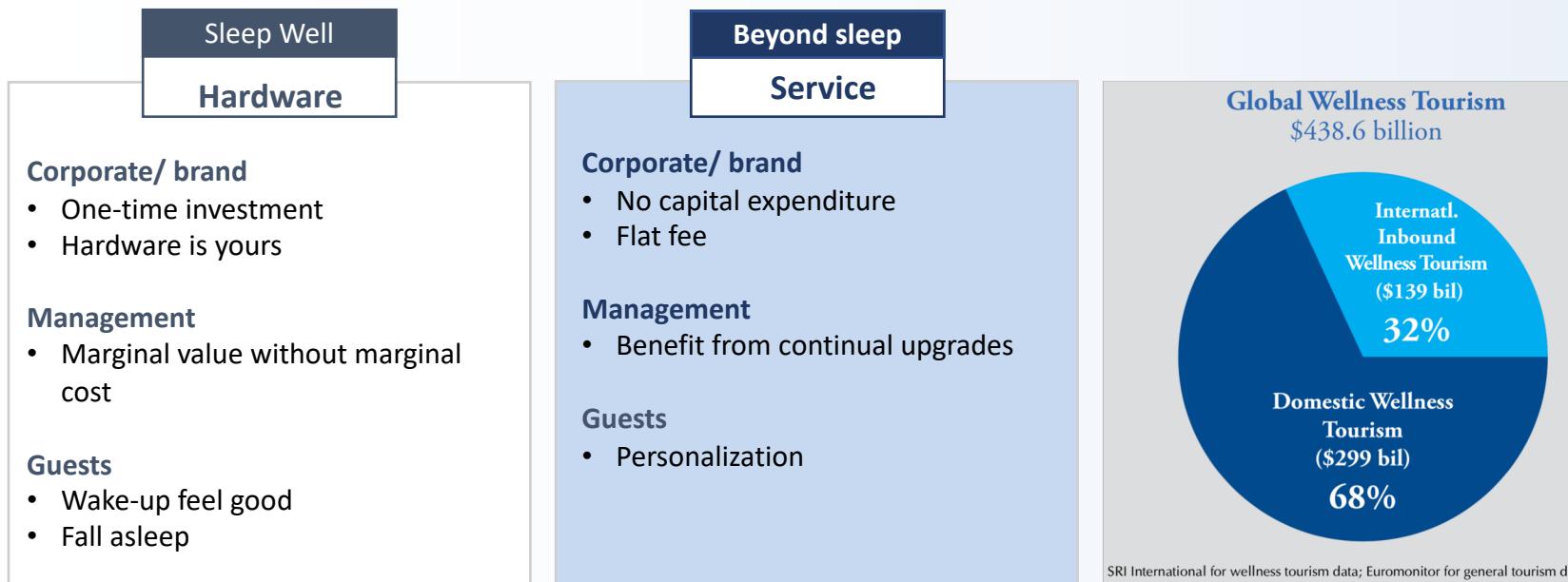


Reward **loyalty** and support a high **Rev-PAR**



Why we would like to join Kaleidoscope

- Demonstrate and Refine concept
- Your advise for best way forward:



- Innovate from Hong Kong to the world



What's new this month?

LuxBalance™

Plant centric light



Plant centric light



ACCLAIM
LIGHTING
Global collaboration



USA



Europe

LuxBalance

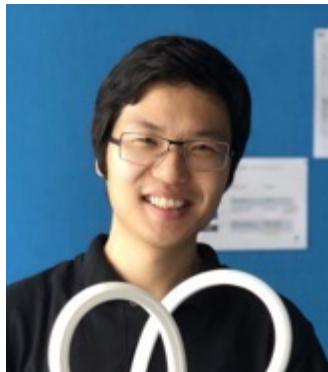
40 years experience in lighting innovation our mission is to Bring Light to Life

JILLE KUIPERS

Co-founder

Research and end-user innovation

- Jille worked as innovation manager in **Philips research**.
- He developed an Asia human centric **lighting program** for health and **wellbeing**
- Prior to his innovation role he managed **pricing** for an Asia-Pacific business unit.



BANLY CHEUNG

Co-founder

Lighting visionary and investor

- Banly co-founded NCW Holdings LTD in 1984 and grew it into a world-leading company and manufacturer in **entertainment and architectural lighting**.
- NCW was acquired by Philips in 2010 and Banly became **Chief Technology Officer** at Philips Entertainment Lighting in Asia.



Extended team:

Scientist
Design
Software
Operations
IP & Standards
Manufacturing
Advisory board



Background of LuxBalance Lighting

Linear architectural lighting since 2017

Self-funded with positive cashflow and profit generating



ASCOTT, Singapore



Novotel, Singapore



Okura, Manilla

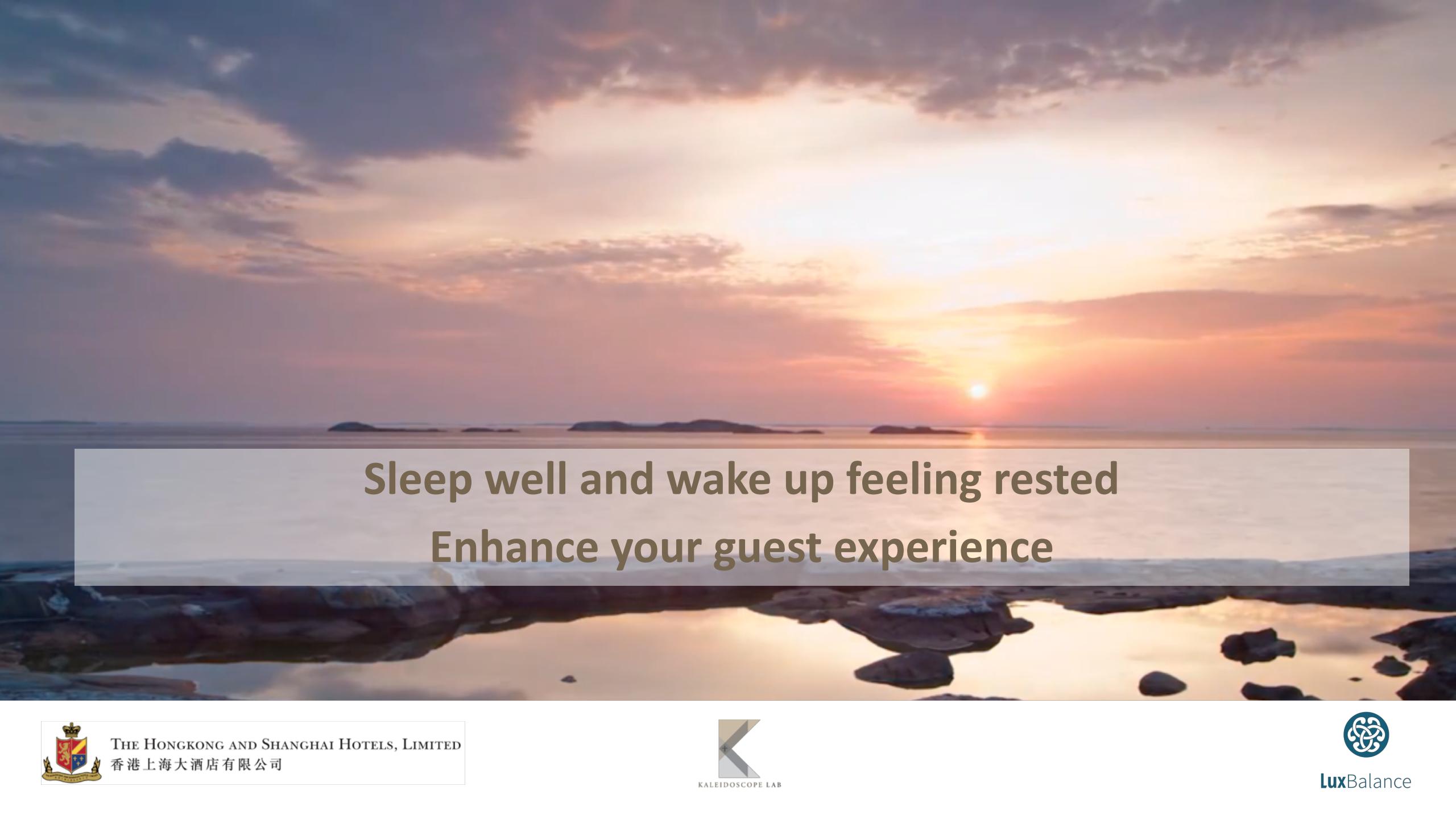


Okura, Manilla



Hilton, Manilla





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