



Lumina

AI-native note-taking that thinks ahead of you.

Series A

\$12M Raise

June 2026

Confidential. For accredited investors only. Not an offer to sell securities.

The Problem

Knowledge workers attend **12–18 meetings per week** and spend **5+ hours recapping, searching, and re-explaining** what was decided — before they can do any real work.

\$1.4T

annual productivity lost to poor
meeting follow-through
(McKinsey, 2025)

63%

of decisions reversed within 30
days because context was lost

4.2 hrs

average daily search time for
information already captured

"I know someone said that in a meeting last Tuesday — I just can't find it anywhere."

— Recurring feedback from 340 user interviews, Q1 2026

The Solution

Lumina is an **AI second brain** that captures notes, meetings, and documents — then proactively surfaces insights, drafts follow-ups, and answers questions before you think to ask them.



Real-time Capture

Transcribes and structures meetings, voice memos, and pasted text with speaker-aware summaries and action items extracted automatically.



Contextual Memory

Builds a personal knowledge graph linking decisions, people, and projects across months of notes — searchable in plain English.



Proactive Drafts

Detects open action items and drafts follow-up emails, Slack messages, or Notion docs — requiring one-click approval, not editing.



Deep Integrations

Syncs bidirectionally with Notion, Linear, Salesforce, Google Drive, Slack, and Zoom. Knowledge travels with your workflow.

How It Works

1 Connect

Install the browser extension + desktop app.
Lumina requests calendar and Zoom access.
Setup: 90 seconds.

2 Capture

Lumina silently records, transcribes, and indexes every meeting, note, and document.
Zero manual tagging.

3 Query

Ask anything: "What did Jake say about the Q3 budget?" Lumina returns a cited, sourced answer in seconds.

4 Act

One-click to push a Lumina-drafted follow-up to email, Linear ticket, or Slack thread. Close the loop fast.

TIME-TO-VALUE

90 sec to first useful
summary

QUERY ACCURACY

94.1% relevant retrieval
(internal eval, n=8,200)

USER TIME SAVED

3.8 hrs/week avg per
active user

Market Size

● TAM — TOTAL ADDRESSABLE MARKET

\$47B

1.2B global knowledge workers × \$39/yr avg
productivity software spend

● SAM — SERVICEABLE ADDRESSABLE MARKET

\$9.2B

English-speaking SMB/enterprise teams in tech,
consulting, and finance verticals

● SOM — SERVICEABLE OBTAINABLE MARKET (3-YR TARGET)

\$420M

~4.6% SAM capture via PLG + enterprise
motion by end of 2028

38%

CAGR of AI productivity
software market through 2029
(IDC)

72M

active paying seats in note-
taking tools today — category
already proven

\$21/mo

avg enterprise willingness-to-
pay (our survey, n=620)

Traction

Launched private beta in **October 2025**. Publicly available since **February 2026**.

28,400

Monthly Active Users

\$148K

MRR (May 2026)

22%

MoM revenue growth
(6-mo avg)

68 NPS

Net Promoter Score

RETENTION & ENGAGEMENT

- **D30 retention: 61%** — 2.4× category benchmark
- Avg session length: **14.2 min/day**
- Power users (>5 days/wk): **34% of MAU**
- Enterprise pilots converting at **82%**

CUSTOMERS & PIPELINE

- **3 design-partner enterprises** (200–1,400 seats each)
- Signed LOIs from **2 Fortune 500** firms, Q3 close expected
- \$1.9M ARR from 6 enterprise accounts in pilot
- \$12M qualified pipeline

Business Model

Free

\$0

per user / month

- Up to 10 hrs capture/mo
- Basic AI search
- 1 integration
- 7-day history

Pro

\$18

per user / month

- Unlimited capture
- Proactive drafts + actions
- 10 integrations
- Full history + knowledge graph

Enterprise

\$28

per user / month (≥50 seats)

- Team knowledge graph
- SSO + SOC 2 Type II
- Custom AI fine-tuning
- Dedicated CSM + SLA

\$138

Avg ACR per paying user / yr

\$8.20

CAC (PLG, viral loop)

16.8×

LTV:CAC (blended)

Competitive Landscape

Existing tools capture text. Lumina builds memory — and acts on it.

PRODUCT	PROACTIVE ACTIONS	TEAM GRAPH	DEEP INTEGRATIONS	ENTERPRISE-READY	AI-NATIVE
 Lumina	✓	✓	✓	✓	✓
Notion AI	✗	⦿	⦿	✓	⦿
Otter.ai	✗	✗	⦿	⦿	⦿
Mem.ai	✗	✗	✗	✗	✓
Fireflies.ai	⦿	✗	⦿	⦿	⦿
Obsidian	✗	✗	⦿	✗	✗

✓ Full ⦿ Partial ✗ Not supported

Team

SR

Sofia Ramos

CEO & Co-founder

Former PM Lead at Notion (Series B → IPO). Led the launch of Notion AI. Stanford CS + MBA. 2× founder; previous exit to Salesforce.

JK

James Kim

CTO & Co-founder

Ex-Google Brain research engineer (Knowledge Graph team, 4 patents). Built retrieval infra serving 800M queries/day. MIT EECS PhD.

AL

Anika Lowe

VP Growth

Scaled Loom from \$0 → \$25M ARR as first growth hire. PLG specialist. Previously growth at Figma.

MP

Marcus Patel

VP Engineering

10 yrs building low-latency NLP systems at Dropbox and Slack. Led the Slack search infrastructure rewrite (2020).



18 FTEs — 11 engineering, 4 design/product, 3 GTM



Advisors: former CTO of Evernote, VP Eng at OpenAI

The Ask

SERIES A ROUND

\$12M

\$1.78M

ARR (May 2026)

\$48M

Pre-money valuation

Lead: seeking one lead investor (\$6–8M). Seed round (\$2.4M) closed Feb 2025; investors include **Chapter One**, **Pear VC**, and **angels** from Notion, Figma, and Dropbox.

USE OF FUNDS — 18-MONTH RUNWAY

Engineering & AI Infra 40%

Sales & Enterprise GTM 28%

Marketing & PLG 18%

G&A + Security / Compliance 14%

MILESTONES BY END OF 2027

- Reach **\$8M ARR** and 120,000 MAU
- Close **15 enterprise accounts** (>100 seats each)
- Ship **Lumina for Teams** shared knowledge graph



Let's build the future of knowledge work.

Join us in making every meeting, every insight, and
every decision
searchable, actionable, and unforgettable.

CONTACT

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DECK + DATA ROOM

lumina.ai/investors

TRY THE PRODUCT

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