iLamp Roadmap for The State of Florida

This document covers information required to build a road map to commercial viability for the iLamp territorial license for the state of Florida.

iLamp

Florida Population
21.78 Million

GDP
$1.389 Trillion

Estimated Streetlights
1,894,860

Street lighting is the single largest source of carbon emissions from local governments, typically accounting for 30-60% of their total emissions.

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iLamp Florida: Beyond a money saving streetlighting solution, iLamp offers a comprehensive strategy to ease grid strain, unlock significant local economic benefits, enhance public safety and health while establishing a robust local platform that projects Florida's technologies and services globally.

Lamp Sales: iLamp's autonomous functionality reduces strain on the power grid. Its modular design enables the integration of a multitude of sensors, hardware, and software solutions which can be customised lamp by lamp, to enhance pedestrian safety, monitor key environmental markers, alleviate grid congestion, reduce pedestrian accidents, and provide many more data points, services and solutions. iLamp's adaptable design easily integrates with local systems, making it a vital component of urban street furniture.

Utilities: The Power as a Service (PaaS) model, wherein customers and modules pay for the clean energy generated and utilized by the device, paves the way for existing utilities to embrace sustainable practices, starting with iLamp. This model spearheads the development of new utilities focused on local clean energy production, detailed billing, and dynamic on-device management.

Local Rights: iLamp's dedication to comprehensive local rights fosters job creation across sectors, from production to maintenance. By leveraging regional talents and materials, it bolsters economic growth and regional prosperity. Sub-licensing rights in specific regions or sectors further expands revenue generation opportunities for the territorial license holder.

Technology Platform: Local hardware and software solutions are channeled into iLamp's global distribution network through the iLamp App Store and Module Store, margins are paid on each sale to the local rights holder, and these technologies are available to all iLamp territories worldwide, creating lucrative revenue streams from technology sales and markups.

iLamp transcends being merely a product; it acts as a conduit to innovation, security, economic, and technological progress. By tackling key issues such as grid efficiency and pedestrian safety, it reflects Florida's progressive vision for a safer and more sustainable urban living environment.

> *Creativity is the power to connect the seemingly unconnected.*
>
> – William Plomer

The Florida Opportunity

Florida, a state renowned for its stunning landscapes and forward-thinking initiatives, is at the forefront of a transformative movement in both urban and rural infrastructure. This evolution is in harmony with Florida's commitment to technological progress and innovation. The deployment of iLamp in Florida represents a significant step towards integrating the state's objectives for modernization with the global shift towards smart city advancements. This endeavor envisions a future where Florida's beautiful environment and its pursuit of innovative urban solutions are effortlessly merged through iLamp's inventive strategies.

Grid Resilience and Sustainable Transformation:

Florida, characterized by its varied energy demands and strong environmental consciousness, emphasizes the importance of balancing modernization with sustainability. iLamp emerges as a leader in this area, offering a self-sustaining lighting solution that enhances grid resilience and fosters energy security. It signifies a major move towards energy independence and sustainable living in Florida.

**Power-as-a-Service (PaaS) Model: A Leap into the Future:**

iLamp's Power-as-a-Service model revolutionizes utility services, ushering them into the era of clean and intelligent energy management. This cutting-edge method redefines the conventional power distribution framework, with a focus on local generation, efficiency, and the innovation of energy management.

New Revenue Avenues and Technological Integration:

iLamp's modular design paves the way for limitless technological integrations, treating each lamp as valuable real estate ready for integrations with third party sensors, modules and software. This opens significant new revenue channels both on the sale and mark up of the services these provide, ensuring that each iLamp unit becomes a nexus of high tech innovation, contributing to the digital transformation of Florida's communities.

Economic Benefits and Reach Beyond Urban Areas:

Introducing iLamp in Florida is anticipated to bring considerable economic advantages, benefiting not only major urban centers but also extending to semi-urban and rural regions. This inclusive strategy aims to establish a consistent and advanced technological footprint across the state, delivering smart, efficient solutions to all communities, enhancing quality of life, and propelling Florida to a future of sustainable and intelligent infrastructure.
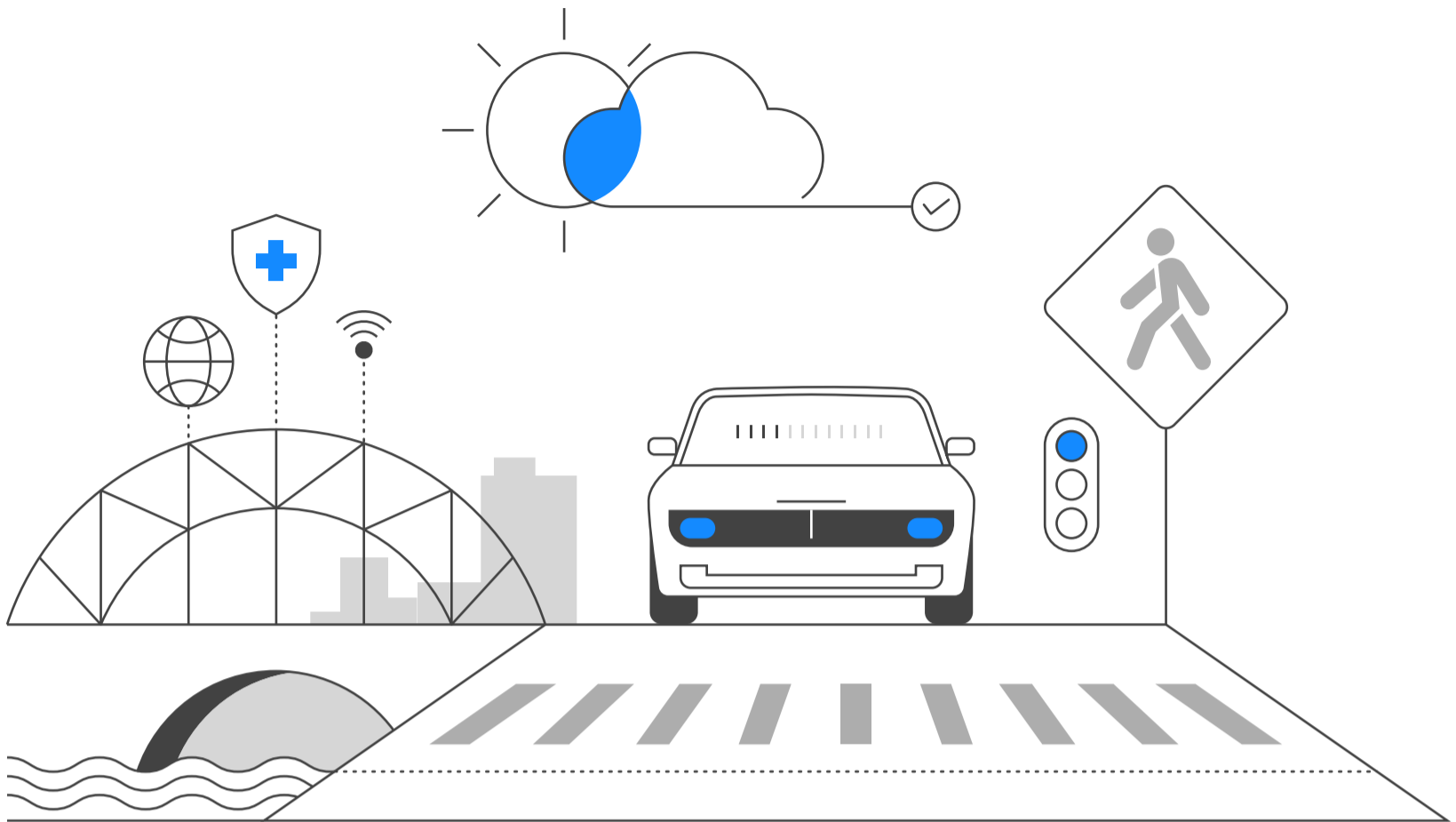
Public security and health

Road Safety & Traffic

iLamp positively impacts road safety by providing optimal lighting conditions on roads and highways. iLamp's adaptive lighting capabilities can adjust brightness according to traffic conditions, enhancing safety during peak hours and adverse weather conditions. Modular camera and communications systems can help monitor traffic, detect potential hazards, and improve response times to accidents, improving road safety and reducing traffic.

Pedestrian Safety

iLamp improves pedestrian safety by providing adequate lighting in areas such as sidewalks, crosswalks, and public transportation stops. Modular cameras can be used to monitor pedestrian movement and help identify potential hazards or security threats in real time ensuring safer pedestrian environments.

Weather Monitoring Module

Weather sensors can detect changing weather conditions, such as fog, rain, or snow, and adjust the intensity and distribution of light accordingly. This adaptability enhances visibility for drivers and pedestrians in adverse weather conditions, further improving public safety.

Air Quality

Air quality monitoring can help track pollution levels in real time, allowing authorities to implement appropriate measures to limit exposure and maintain a healthy environment. By monitoring and addressing air quality concerns, iLamp contributes to improved broader public health and well being.

Communications

Communication modules can both expand telecoms coverage and facilitate the transmission of critical information to the relevant authorities and emergency services in case of accidents or security incidents. creating a comprehensive and interconnected network enabling authorities to monitor and manage various aspects of urban living more effectively. This network of sensors can lead to improved decision making, more efficient use of resources, and a better understanding of the

Light Polution Reduction

The adaptive lighting capabilities of iLamp can minimize light pollution by adjusting brightness levels according to the time of day and surrounding conditions. This can contribute to a better night-time environment, reducing the impact of artificial light on wildlife and human health.

Integration with Existing Infrastructure

iLamp technology can integrate with existing sensors and infrastructure, allowing for enhanced data collection and analysis. By connecting iLamp with sensors a modules facilitating parking, traffic management, telecommunications structural, UV and noise monitoring, fire, leak and flood detection, grid management and many more.

Public Protection

iLamp can host smoke, gas, gunshot detection, thermal imagine and communications modules, enabling the quick detection of public safety hazards, such as wildfires, shootings, gas leaks or explosions, these can then be relayed in real time via the communication module to the relevant authorities, enabling faster, more targetted and data driven responses.
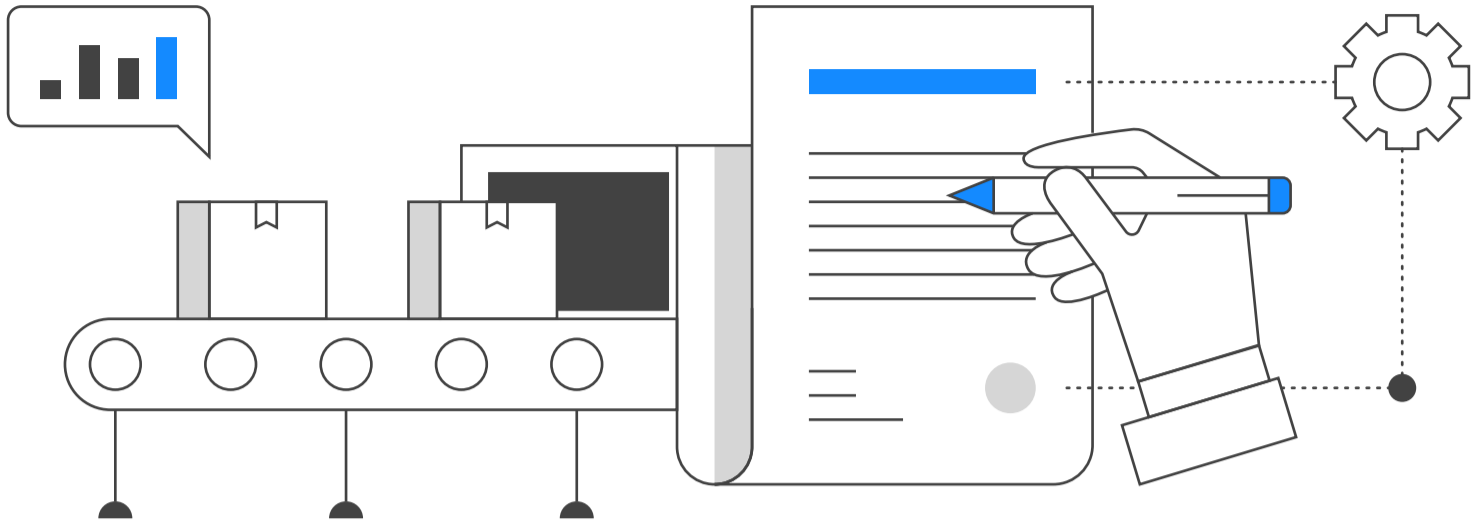
License holder benefits

1. First Refusal on Conflow Power Group Innovations:

Territorial holders will be at the forefront of any technological advancements or innovations developed by the Conflow Power Group. This means that before any new feature, product, or service is rolled out to the broader market, territorial holders have the exclusive opportunity to adopt, integrate, or decline them. This not only provides an edge over potential competitors but also ensures that each territory is equipped with the latest in energy and infrastructure solutions.

2. Comprehensive Rights:

iLamp grants territorial holders comprehensive rights, including the ability to establish local manufacturing. This initiative not only contributes to local economic growth but also ensures quicker response times for installations, maintenance, and replacements. With local manufacturing, territorial holders can control the quality, reduce delivery times, and tailor-make solutions suitable for their region's specific needs.

3. Competitive Edge Against iLamp HQ:

By establishing local manufacturing, territorial holders, depending on local market conditions, may be able to produce iLamps, or other modules at competitive prices, thereby posing healthy competition to iLamp HQ via the allowed sale of these lamps to other territories. This encourages market dynamics that can lead to additional revenue streams, as well as continuous improvements in the product, better pricing strategies, and an overall enhanced offering for end customers.

4. Access to Wider Network of Territorial Rights Holders:

Being a territorial rights holder means more than managing a region; it's an entry point into a global network of iLamp territories. This worldwide community unlocks avenues for collaborative projects and joint ventures but also creates a global marketplace where territories can showcase their own modules, technologies and solutions.

5. Distributing Locally Developed Technologies:

Territorial holders aren't restricted to what iLamp or Conflow offers. They can innovate, create, or license their own technologies for integration into the local iLamps. Once developed, they can distribute these innovations to other territorial holders both nationally and internationally. This not only diversifies their revenue stream but also places them in a position of influence within the iLamp community.

6. Charging Margins on Distributed Technologies:

When distributing their locally developed or licensed technologies to other territories, holders can charge a margin on those solutions. This is a direct revenue generation model that rewards innovation and the entrepreneurial spirit of the territorial holder.

7. Early Mover Advantage:

Territories that adopt iLamp's solutions early will naturally have a head start. As pioneers they gain first hand experience, establish best practices, and develop a robust infrastructure that later entrants will look to emulate. This experience positions them strongly not just as market leaders in their territories but also as potential consultants or partners for newer entrants.

8. Preferential Rates on Modules and Software Solutions:

One of the defining advantages for territorial holders is access to preferential rates on various modules and software solutions. iLamp HQ, recognizing the strategic importance of territories and their contribution to the global ecosystem, extends these rates as a token of partnership and collaboration.

When iLamp HQ or any other territory negotiates with third-party vendors or develops in-house solutions, the benefits of bulk purchasing or shared development costs are passed on to the territorial holders. This means lower acquisition costs, which can be a substantial financial benefit.

9. Collective Bargaining Power:

The collective might of all the territorial holders allows them to exert a greater influence when negotiating rates or features with software and module providers. This collaboration ensures that all territories, irrespective of their individual size or bargaining power, get to leverage the combined strength of the entire iLamp community.

10. Access to a Repository of Solutions:

Territorial holders will have access to a vast repository of modules and software solutions developed or sourced by iLamp HQ and other territories. This curated collection ensures that territories do not have to start from scratch or waste resources in reinventing the wheel. They can simply choose from tried and tested solutions, making the deployment faster and more efficient.

11. Continuous Updates and Upgrades:

Technology is ever-evolving, and in the world of smart urban solutions, staying updated is crucial. Territorial holders will continuously receive updates and upgrades on the modules and software solutions from both iLamp HQ and other territories. This ensures that the iLamp infrastructure in each territory remains modern, efficient, and in line with the latest technological advancements.

12. Green Utility through Power as a Service:

Territorial holders keep 80% of PaaS revenue, to share as they see fit with development and power company partners. Once first contract is signed in the state the territorial holder can apply to become an autonomous green utility which opens up a whole host of other promotional activities and grant opportunities.
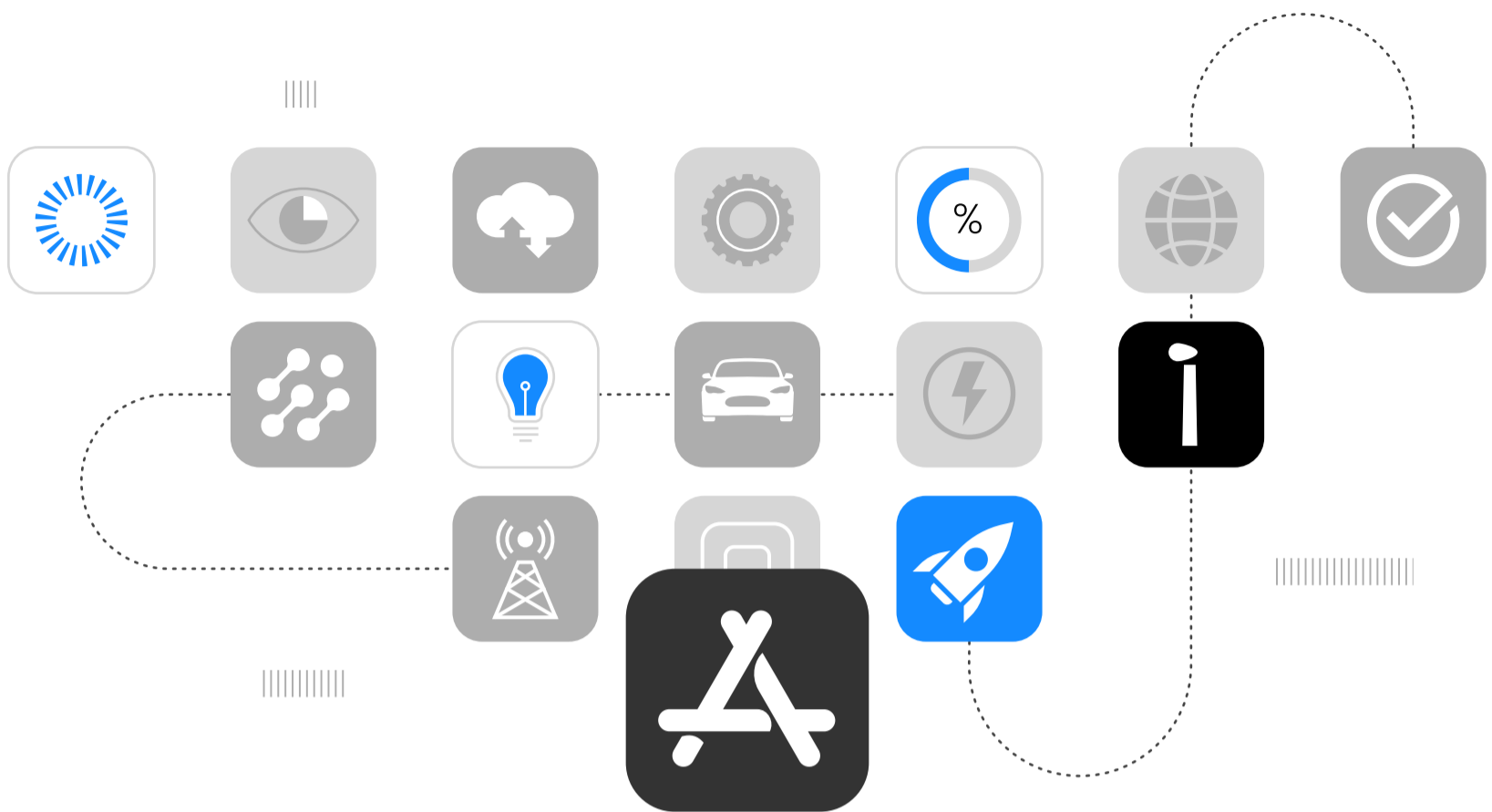
iLamp
App Store
for Urban
Innovation

iLamp stands at the forefront of urban technological evolution, akin to how the Google Play and Apple App Store redefined the landscape of software applications. This innovative street lighting solution transcends its primary function, unfolding as a dynamic framework for both hardware and software ingenuity.

Innovative Solutions

In the iLamp ecosystem, innovative combinations of hardware and software create transformative solutions for urban challenges. For instance, integrated microphones in iLamps enable a software application for gunshot detection and triangulation, providing precise location data for rapid law enforcement response, enhancing public safety. Similarly, iLamps equipped with smoke and thermal sensors can detect early signs of forest fires, allowing for prompt alerts to residents and emergency crews, significantly mitigating fire damage and safeguarding communities. Motion sensors and cameras on iLamps optimise traffic flow through AI-driven analysis of traffic patterns, reducing congestion and accident risks, and contributing to a more environmentally friendly urban environment. These examples exemplify iLamp's potential in revolutionising urban living through smart, integrated technology solutions.

A Modular Approach to Technological Integration

iLamp's modular design is its cornerstone, inviting a myriad of hardware innovations. From environmental sensors to advanced communication tools, this platform is not just about illumination; it's about revolutionising urban infrastructure. Like the early days of mobile app development, where internal sensors of smartphones unlocked a plethora of creative applications, iLamp offers a similar scope for creativity but with an additional emphasis on tangible hardware solutions.

Empowering Local Innovation, Impacting Globally

While iLamp's immediate influence is local, enhancing public spaces with smart lighting, its potential for global technology dissemination is significant. This model encourages local developers to contribute to a growing repository of modular solutions, potentially setting new standards in urban technology and smart city development.

Creating a Sustainable Ecosystem

The beauty of the iLamp model lies in its economic and collaborative structure. Territorial holders stand to gain considerably, capturing over 20% of the revenue from apps developed in their region, incentivising territorial holders to promote innovation within their locale but also allowing them to include these novel solutions in their sales pitches, thereby broadening their offer to clients. This creates a symbiotic ecosystem where territorial holders, developers, and end-users benefit mutually.

Sublicensing Opportunity

Sublicensing is a pivotal strategy for iLamp Florida, allowing for immediate initiation of operations across the diverse state. This method enables territorial holders to swiftly propagate the iLamp business model to subterritories, leading to rapid expansion and the potential for accelerated sales. The ability to sublicense instantly is crucial in securing vital early-stage revenue, offering financial stability from the outset.

By sublicensing the territorial license holder benefits by assembling a team of local experts, who possess an innate understanding of the state's varied and vast landscape. These professionals, empowered by the independence sublicensing provides, can operate with considerable autonomy. This autonomy promotes growth and innovation without constant oversight, creating a dynamic team environment that is agile and finely attuned to the specific needs of the Florida market.

Leveraging local expertise, iLamp Florida can collaborate with local professionals like manufacturers, businesspeople, and regional specialists who have a profound knowledge of their specific areas within Florida. Sublicensing to these local experts ensures that iLamp's solutions are precisely tailored to meet the state's distinct challenges and opportunities, thereby establishing trust and credibility within local communities.

Sublicensees in Florida may be already skilled in navigating the state's bureaucracy, regulations, policies, and understanding cultural nuances and market dynamics. This expertise facilitates more efficient market penetration. It also distributes operational risks among a wider group of stakeholders, reducing the financial and operational burden on the primary license holder. This model encourages local stakeholder involvement, fostering a sense of ownership and commitment to iLamp's success, potentially leading to stronger advocacy and brand loyalty across Florida.

The sublicensing model is inherently scalable, allowing iLamp Florida to extend its influence throughout the state without the proportional increase in capital investment and resources typically associated with such expansion. The following price list reflects market prices as assessed by Cede Bank, specifically tailored for the Florida market.

SUBLICENSING OPPORTUNITY

State	Population	Street Lights	SAM YR.1	Territory Price
Miami-Dade County	2,673,837	232,624	23,262	$13,369,185.00
Broward County	1,947,026	169,391	16,939	$9,735,130.00
Palm Beach County	1,518,477	132,107	13,211	$7,592,385.00
Hillsborough County	1,513,301	131,657	13,166	$7,566,505.00
Orange County	1,452,726	126,387	12,639	$7,263,630.00
Duval County	1,016,536	88,439	8,844	$5,082,680.00
Pinellas County	961,739	83,671	8,367	$4,808,695.00
Lee County	822,453	71,553	7,155	$4,112,265.00
Polk County	787,404	68,504	6,850	$3,937,020.00
Brevard County	630,693	54,870	5,487	$3,153,465.00
Pasco County	608,794	52,965	5,297	$3,043,970.00
Volusia County	579,192	50,390	5,039	$2,895,960.00
Seminole County	478,772	41,653	4,165	$2,393,860.00
Sarasota County	462,286	40,219	4,022	$2,311,430.00
Manatee County	429,125	37,334	3,733	$2,145,625.00
Osceola County	422,545	36,761	3,676	$2,112,725.00
Lake County	410,139	35,682	3,568	$2,050,695.00
Collier County	397,994	34,625	3,463	$1,989,970.00
Marion County	396,415	34,488	3,449	$1,982,075.00
St. Lucie County	358,704	31,207	3,121	$1,793,520.00
Escambia County	324,878	28,264	2,826	$1,624,390.00
St. Johns County	306,841	26,695	2,670	$1,534,205.00
Leon County	297,369	25,871	2,587	$1,486,845.00
Alachua County	284,030	24,711	2,471	$1,420,150.00
Clay County	226,589	19,713	1,971	$1,132,945.00
Okaloosa County	216,482	18,834	1,883	$1,082,410.00
Hernando County	206,896	18,000	1,800	$1,034,480.00
Charlotte County	202,661	17,632	1,763	$1,013,305.00
Santa Rosa County	198,268	17,249	1,725	$991,340.00
Bay County	185,134	16,107	1,611	$925,670.00
Indian River County	167,352	14,560	1,456	$836,760.00
Citrus County	162,529	14,140	1,414	$812,645.00
Martin County	162,006	14,095	1,409	$810,030.00
Sumter County	144,970	12,612	1,261	$724,850.00
Flagler County	126,705	11,023	1,102	$633,525.00
Highlands County	105,618	9,189	919	$528,090.00
Nassau County	97,899	8,517	852	$489,495.00
Walton County	83,304	7,247	725	$416,520.00
Monroe County	81,708	7,109	711	$408,540.00
Putnam County	74,731	6,502	650	$373,655.00
Columbia County	71,908	6,256	626	$359,540.00

Total   **$102,423,290.00**

Incentives, Grants and Programs

The United States has taken significant strides towards a sustainable future, with federal and state level initiatives playing pivotal roles. Among these, the Inflation Reduction Act stands out as the largest climate action investment in U.S. history, aiming to mobilize private capital to achieve ambitious climate goals and promote long-term economic growth. This act offers substantial federal support for clean energy initiatives, enhancing the nation's transition to a greener economy.

Simultaneously, the Safe Streets and Roads for All (SS4A) Grant Program, established by the Bipartisan Infrastructure Law (BIL), represents a major federal commitment to improving transportation safety. With $5 billion allocated over five years, the SS4A program aims to support regional, local, and tribal efforts to eliminate roadway fatalities and serious injuries, reflecting a commitment to safety and sustainability across the United States.

Both the Inflation Reduction Act and the SS4A Grant Program provide significant financial incentives and support to states reducing greenhouse gas emissions, enhance energy efficiency, and promote safe and sustainable transportation. The Inflation Reduction Act, in particular, bolsters these efforts by offering financial incentives for clean energy initiatives and supporting states in their transition to green economies. It facilitates electrification programs that decrease overall energy consumption and contribute towards national emissions reduction targets, with specific guidelines ensuring that these efforts are supported by federal resources.

The SS4A Grant Program complements these environmental initiatives by focusing on transportation safety, offering Planning and Demonstration Grants and Implementation Grants to develop comprehensive safety action plans and implement projects and strategies that address roadway safety problems. This program supports the U.S. Department of Transportation's National Roadway Safety Strategy and the goal of zero roadway deaths through a Safe System Approach.

State initiatives that align with these federal programs can leverage the available funding and support to address both environmental and safety challenges. For instance, states are encouraged to implement electrification programs, update building energy codes, set appliance standards, and undertake municipal actions such as building performance standards. These initiatives are not only aimed at reducing emissions and energy consumption but also at improving public safety and health.

The stance of the federal government, particularly through these initiatives has a profound impact on state level strategies for infrastructure improvement and sustainability. These federal programs are catalysts, encouraging states to pursue grants that align with their unique environmental and safety objectives. As a result, a myriad of grants are being made available across every state, tailored to capitalize on the opportunity to revamp infrastructure, leading to safer, cleaner streets, improved air quality, and more livable communities. States are incentivized to apply for these grants with the promise of transforming their urban and rural areas into models of sustainability and safety

The SS4A Grant Program's Planning and Demonstration Grants provide funding for developing or completing a comprehensive safety action plan, while Implementation Grants support the execution of projects and strategies identified within these plans. This ensures a holistic and well-defined strategy to prevent roadway fatalities and serious injuries across communities.

The Inflation Reduction Act and the Safe Streets and Roads for All (SS4A) Grant Program align perfectly with iLamp, iLamp's autonomous energy generation capability directly supports the goals of reducing greenhouse gas emissions and enhancing energy efficiency, as outlined in the Inflation Reduction Act, while also providing a ciritical safety feature, in the face of increasingly common grid blackouts, iLamp's ability to continue operating ensures that its benefits extend beyond environmental sustainability to provide reliable, uninterrupted lighting.by easing strain on the power grid through sustainable, renewable energy use.

While iLamp's modular design, allows for the integration of sensors and services, dovetailing with the objectives of the SS4A program by bolstering public safety and sustainable transportation. These sensors can monitor environmental data, contributing to the broader environmental goals of reducing emissions and improving air quality, while also enhancing roadway safety through improved lighting and real-time data monitoring. iLamp embodies the intersection of technological innovation and policy-driven environmental and safety objectives, serving as a practical tool for states and municipalities to advance towards a more sustainable, safe, and smart urban future.

The Market & Financials

Florida, celebrated for its varied landscapes and dedication to advancement, presents a vibrant market for infrastructure innovation. The state's focus on modernization and sustainable development positions it as an ideal setting for advanced infrastructure solutions like iLamp. Florida's diversity, which includes bustling cities like Miami, Tampa, and Orlando, as well as extensive rural and coastal areas, offers broad opportunities for street lighting innovations.

Market Segmentation

By Area	: Urban (Miami, Tampa, Orlando) vs. Rural (Florida Panhandle, Central Florida regions)
By Need	: Revitalizing outdated infrastructure vs. New installations in urban and suburban districts.
By Application	: Public streets, highways, recreational areas, private complexes, and parking lots.

Digital Cities	: Leading cities such as Miami and Tampa offer significant opportunities for iLamp deployment.
Green Initiatives	: Florida's tcommitment to environmental sustainability aligns well with iLamp.
Decentralized Systems	: As Florida progresses in upgrading its energy infrastructure, solutions like iLamp that reduce reliance on the central grid become increasingly essential. The state's effort to embrace renewable energy sources and its susceptibility to hurricanes underscore the need for resilient, decentralized energy solutions.

Total Addressable Market (TAM):
The total number of public streetlights required in Florida is estimated at 1,894,860 using the Northeast Energy Efficiency Partnerships formula.

Serviceable Available Market (SAM):
Given Florida's diverse infrastructure needs and its receptiveness to innovative technologies, targeting 10% of the TAM.

The iLamp Financial Model

The following financial model is based on a business model of selling rights for the outlined areas. It assumes the territorial license holder focuses only on the sale of sublicensing of rights and the ongoing royalties attached to those sales within the state.

This model therefore does not directly cover the operation of these territories, which over the ten years covered by the financial model, allowing for one year of setup and 25% growth rate, generate significant revenue of their own.

In the model the highest value sublicenses are sold first, bringing in immediate capital, over the 10 year period covered in this financial model, the identified sublicensable territories are sold.

The sales income decreases over time as the most valuable rights are sold first, as sublicensee's grow in their respective areas, royalties paid to the territorial license holder increase over time.

Financial Model Structure

The financial model for iLamp is built around a territorial licensing system, where the territorial license holders are instrumental in expanding iLamp's reach across the state. The model includes:

Sublicense Sales: The territorial license holder is assumed to sell three sublicenses annually.

Revenue Generation: Sublicensees are projected to start generating revenue after an initial setup period of one year, allowing time for market penetration and establishment.

Market Capture: Each sublicensee aims to capture 10% of the Serviceable Available Market (SAM), with a growth target of 25% set for each subsequent year.

Sublicense Pricing: Pricing for each sublicense is calculated based on the number of streetlights within the territory.

Royalty Fees: A royalty fee, typically around 15%, is charged by the territorial license holder on the revenue of each sublicensee.

Further Information

Product Costing: The cost of implementing iLamp is estimated per streetlight or per area covered, taking into account installation and maintenance costs.

This model uses the NEEP formula designed to estimate the number of public streetlights in a given area beased on population. It does not include: Power as a Service revenues, margins charged on licensing state born technologies to other regions or countries through the iLamp App Store or the private street-lighting market including carparks, campuses and private developments.

This model is therefore by no means exhaustive and based on assumptions and estimates subject to change, and it doesn't guarantee future performance or outcomes. It's designed as a guide for decision making and planning, with a customizable spreadsheet available for licensees to adjust parameters accord-ing to their local market conditions, ensuring relevance and accuracy in different regional contexts.

FINANCIAL MODEL

Year	Territories Sold	Territory Sales Income	Royalties Received	Territory-Wise Revenue
1	Miami-Dade County,Broward County,Palm B	$30,696,700.00	$0.00	$0.00
2	Hillsborough County,Orange County,Duval C	$19,912,815.00	$7,210,654.83	$48,071,032.20
3	Pinellas County,Lee County,Polk County	$12,857,980.00	$13,690,838.78	$91,272,258.54
4	Brevard County,Pasco County,Volusia Count	$12,857,980.00	$20,133,887.98	$134,225,919.86
5	Seminole County,Sarasota County,Manatee	$6,850,915.00	$27,303,398.46	$182,022,656.39
6	Osceola County,Lake County,Collier County	$6,153,390.00	$35,738,528.01	$238,256,853.38
7	Marion County,St. Lucie County,Escambia C	$5,399,985.00	$46,118,591.32	$307,457,275.46
8	St. Johns County,Leon County,Alachua Cour	$4,393,840.00	$58,535,126.41	$390,234,176.09
9	Clay County,Okaloosa County,Hernando Cou	$3,249,835.00	$74,689,107.41	$497,927,382.74
10	Charlotte County,Santa Rosa County,Bay Co	$2,930,315.00	$74,689,107.41	$786,201,183.83
Total		**$102,373,440.00**	**$283,420,133.20**	**$1,889,467,554.66**

INCOME STATEMENT

REVENUES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties received	$0.00	$7,210,654.83	$13,690,838.78
Sublicense sales	$30,696,700.00	$19,912,815.00	$12,857,980.00
Net Revenues	$30,696,700.00	$27,123,469.83	$26,548,818.78

COST OF GOODS SOLD	YEAR ONE	YEAR TWO	YEAR THREE
Cost of sales	$1,000,000.00	$2,712,346.98	$2,654,881.88
Gross Profit	$29,696,700.00	$24,411,122.85	$23,893,936.90

EXPENSES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties paid	$3,376,637.00	$2,983,581.68	$2,654,881.88
Selling & Marketing	$4,297,538.00	$3,797,285.78	$3,716,834.63
Rent & Utilities	$613,934.00	$542,469.40	$530,976.38
General & Administrative	$1,534,835.00	$1,356,173.49	$1,327,440.94
Salaries & Wages			
Total Operating Expenses	$9,822,944.00	$8,679,510.35	$8,230,133.82

OPERATING INCOME	YEAR ONE	YEAR TWO	YEAR THREE
Operating Income	$19,873,756.00	$15,731,612.50	$15,663,803.08
Income Before Taxes	$19,873,756.00	$15,731,612.50	$15,663,803.08
Income Tax	$1,888,006.82	$1,494,503.19	$1,488,061.29
Net Income	$17,985,749.18	$14,237,109.31	$14,175,741.79

iLamp Florida and the paradigm shift

iLamp is poised to revolutionize the Florida market, not merely by entering it but by transforming it fundamentally. The critical strategy for iLamp Florida hinges on achieving the optimal mix of retaining operational control and granting sublicenses. A strategy focused on direct management could yield significant profits and more stringent control over profit margins. Conversely, forming partnerships with proficient local entities can lead to quicker market entry, resulting in rapid revenue growth and an instant surge in profits.

New revenue channels are being unlocked by leveraging Florida's unique hardware and software innovations, thereby cultivating a strong ecosystem of solutions. Through iLamp's extensive distribution networks and its app store, these innovations are launched into new markets, each contributing to new, lucrative revenue streams for iLamp Florida.

Our endeavor's reach goes beyond mere products. Florida is a goldmine of untapped local initiatives, offering numerous opportunities. Setting up local manufacturing could position iLamp Florida as a leading regional provider. By monetizing spaces on lamp poles and implementing diverse hardware and software solutions, along with subscription models such as Power As A Service, the potential for revenue generation is vast and meaningful.

Supported by the Conflow Power Group, iLamp Florida benefits from early access to and priority on all technological advancements and innovations from CPG, establishing a significant advantage as an innovator in Florida.

The partnership with the ILOCX platform further strengthens iLamp Florida in effectively managing sublicense sales as well as territorial license sales. This framework is crucial for sublicensees aiming to generate capital within their markets, supporting growth and encouraging market expansion.

The global urban landscape is on the cusp of a significant transformation, and our cutting-edge solutions are not just sought after; they are essential. As urban environments evolve, iLamp's state-of-the-art solutions light the way forward. iLamp Florida is set to be a central figure in this pivotal shift, symbolizing progress and innovation.

Next steps

01 | Buy Option

This is the first step where you decide to purchase the option to buy a specific iLamp Territory. You'll likely choose a territory based on certain parameters such as demographics, potential market size, or geographical preference.

Sample buy option screen

02 | Receive Option Agreement

After expressing your intent to purchase, you'll receive an option agreement, which is a contract that gives you the right to execute the purchase of the territory within a specified period.

Sample Option To Buy

03 | Loan Approval* *if applicable*

In some cases, financing might be necessary to purchase the territory. iLamp technology holds a AAA rating for lending, loans are therefore available for up to the majority of the transaction value.

The loan approval process focuses on the applicant.

- **Evaluating the creditworthiness of the individuals involved**

  This typically includes the directors and any other major stakeholders in the business. Cede Capital will look at these individuals' credit history, current financial position, and overall financial management.

- **Profile review**

  Cede Capital will assess the experience, capabilities, and business acumen of the people who will be managing the business.

- **Local market assessment**

  Cede Capital will evaluate the demand for the product or service, the competition, and any other local demographic data, economic trends, and industry-specific indicators.

Sample Loan Agreement document
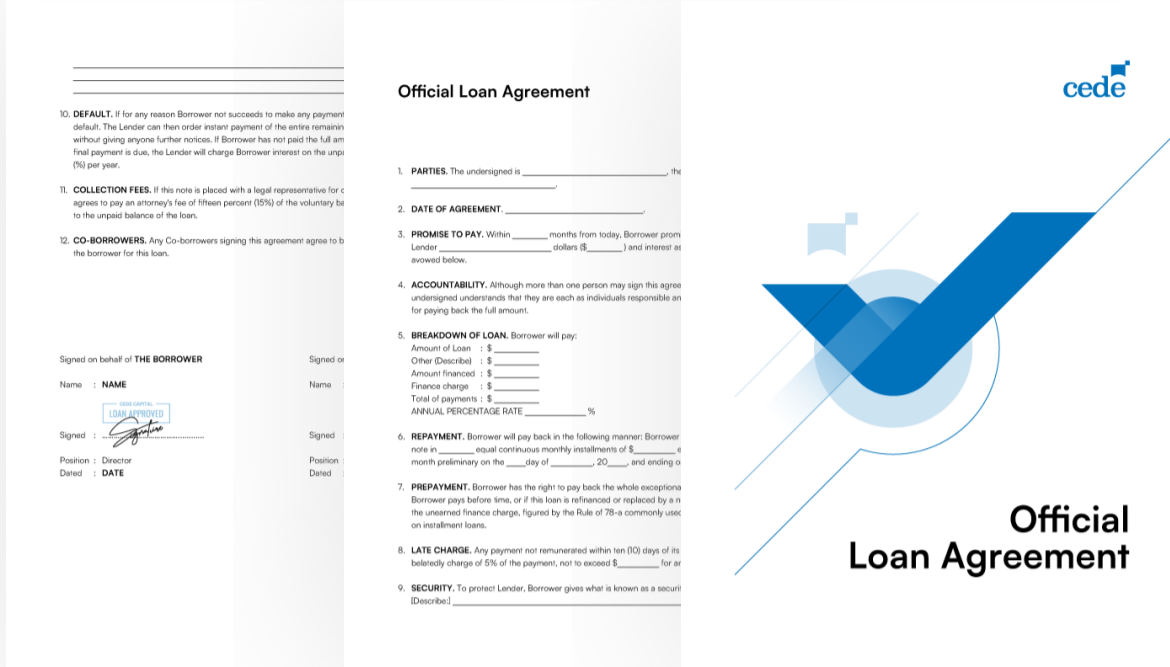
04 | Execute Option

The option must be exercised within 365 days from Purchase This means you have up to a year to finalize your decision to purchase the territory. If you decide to proceed, you'll execute the option, effectively triggering the purchase process.

05 | Sign License Agreement

This is an agreement between you and the Conflow Power Group, the company that owns the iLamp product range, granting the in the designated territory. It sets the terms and conditions of the partnership.

Sample License Agreement document
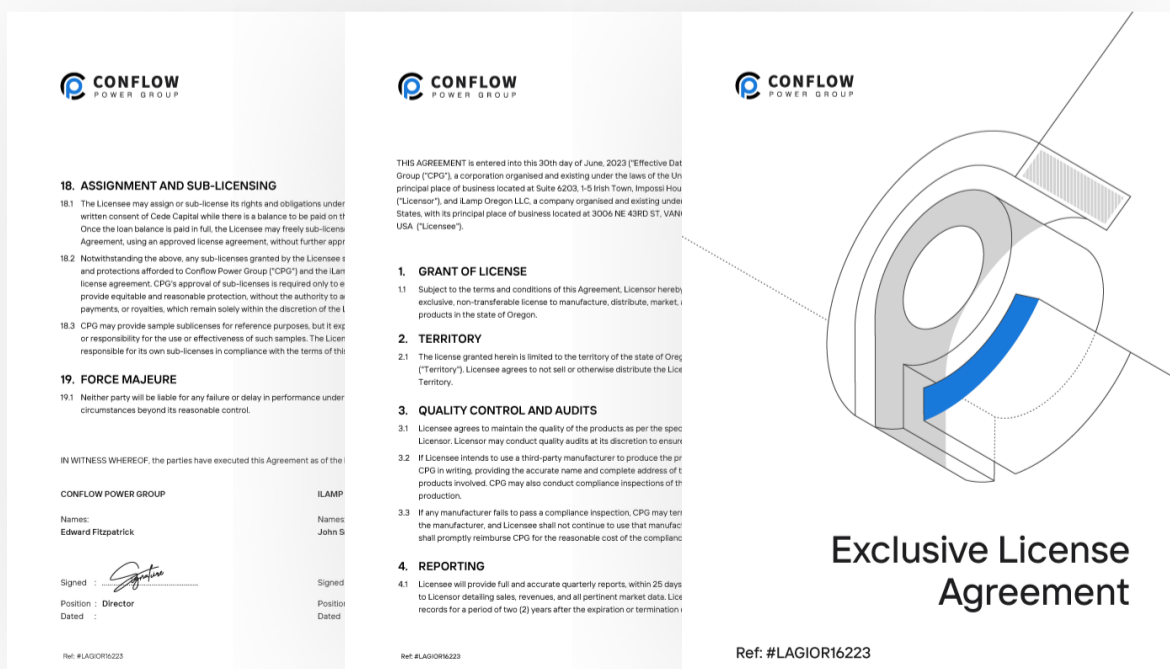
06 | Pay Balance

This step involves paying the remaining balance for the purchase of the territory. This could be done in a lump sum or as agreed upon in the financing terms, if applicable.

07 | Receive Territorial License Certificate

After payment is complete, you will receive a certificate acknowledging your rights to operate in the specified territory, proving your ownership.

Sample Territorial License Certificate

08 | Receive Sublicensing Pack

This pack contains information about how you can sublicense your rights to others in your territory, allowing them to operate under your license with the iLamp brand, along with guidelines on price and strategy.

Sample Sublicensing document

09 | Local iLamp Website

To assist in your local efforts to raise money and sell products, we will provide you with a localalised website and data room.
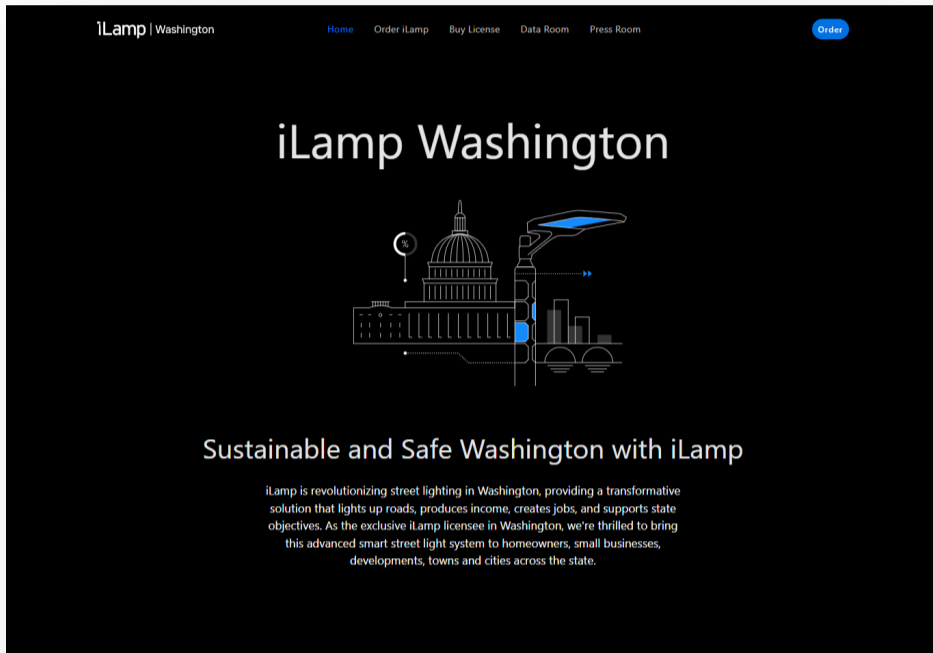
Example iLamp local website
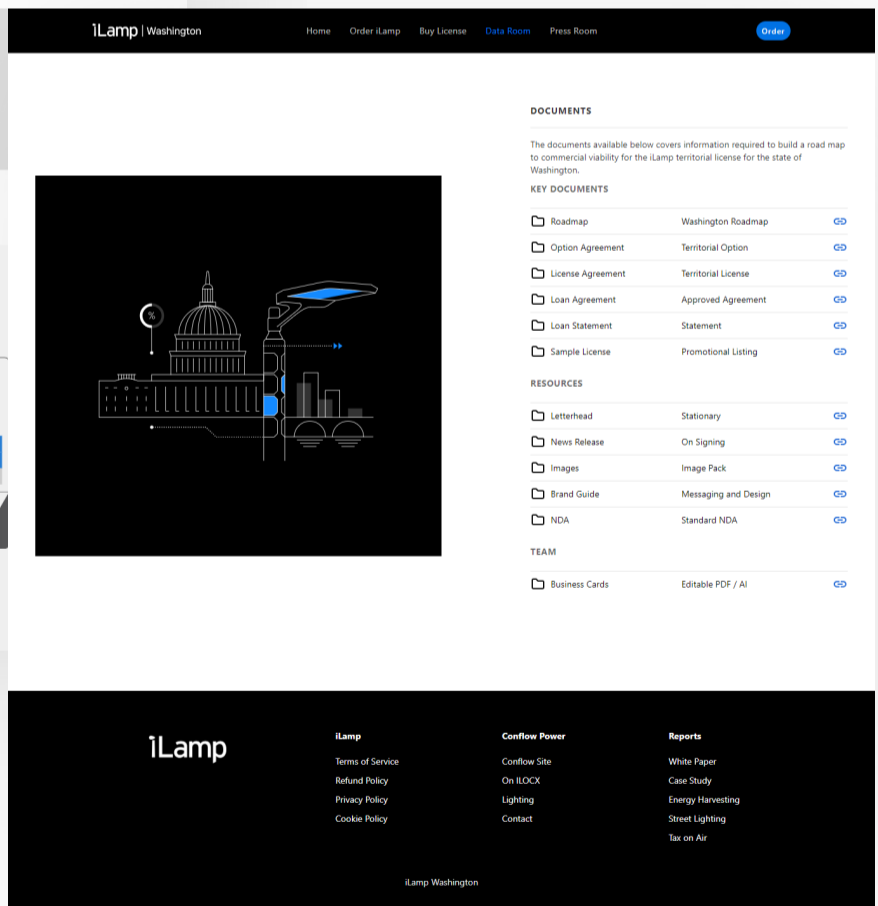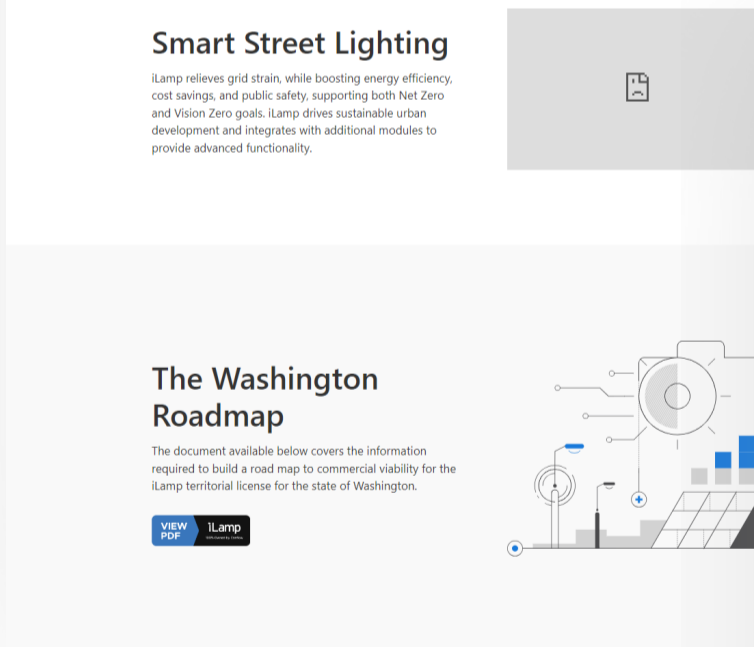
Example iLamp local data room

10 | Receive iLamp Sales Pack

This includes sales and marketing materials, such as brochures, price lists, technical specifications, and other resources that you can use to market and sell iLamp products within your territory.

11 | Local iLamp Listing

To assist in your efforts to raise money, all iLamp Territories receive a 3 year ILCOX listing with the cost covered by Conflow Power Group.

Example Local listing page

12 | Receive Demonstration Pole

Receive an iLamp which you can use for demonstrations to potential customers, partners, or sublicenses. It's a tangible representation of what you're selling in your territory.

iLamp

iLamp Oregon Case Study

Conflow Power has launched international licenses sales for exclusive territorial licenses to exploit its flagship product, iLamp.

To date CPG has sold dozens of licenses all at various stages of development. This case study follows the roadmap to success as achieved by the rights holder for the state of Oregon.

iLamp Oregon are now a registered green utility, set up for multiple commercial contracts, municipal contracts, has a $23m valuation and is raising $5M for 20% equity with a strong balance sheet.

1 Purchase Option

iLamp territories initiate their journey by purchasing the option which is the first critical step in acquiring the rights to exploit the iLamp technology in the territory.

2 Form Local Entity

Territories must establish a local legal entity, providing a formal structure for operations and business dealings.

3 Sign Off on Roadmap for Targeted Territory

The local team commits to a detailed roadmap tailored for their specific territory, ensuring a strategic and focused approach to their business expansion.

4 Pay Deposit, Receive First iLamp

Upon paying the initial deposit, the territorial holder receives a demonstration iLamp unit, local website with data room, sublicensing pack, marking a tangible commencement.

5 Sign Loan Agreement for Asset

The local territorial holder signs a loan agreement for the remainder, making up the total asset base.

6 Sell Sub-License Territory Within Target State

The territory then sells the initial sub-license or sub-licenses for full or partial rights for an area within the territory, bringing in upfront capital and team resources.

7 Launch ILOCX Listing

Now in revenue, the territorial holder can activate a listing on ILOCX, opening up new capital and growth opportunities.

8 Sell Out the First Round

The team now sell out the first round, underscoring the market's confidence in their product and business model, raising necessary capital and a base of local and global supporters.

9 Use Revenue from Sub-License Sale to Pay Royalty

The territory then uses revenue from sub-license sales to pay a royalty, giving the company an immediate valuation while creating confidence and demand in the offering.

10 Increase Value of the Local Company

The royalty provides a valuation for the company, if 10% of the business is worth X 100% of the business is worth Y.

11 Launch Equity Raise Based on Achievements to Date

Capitalizing on the achievements, the territory can now raise equity at this new valuation.

Sign First Commercial Contract

12

Culminating these efforts, the territory signs their first commercial contract, establishing their market presence.

iLamp Oregon has achieved all these steps. They purchased the license, received their first iLamp, now installed and fully tested on site. They Sold a sub license territory of Multnomah county - **Read Announcement.**

They launched the promotional license sale on ILOCX and sold it out inside one month, they used the revenue from the sale of the territory to pay a royalty to the promotional license holders.

These buyers bought in a dollar and and after the royalty of .23c per license the price rose to $2.30 - **See News**

iLamp Oregon sold the first iLamp to a housing developer and are now turning that into their first commercial contract. With this sale they initiated their Power as a Service contract where they get paid for the power produced by the technology. This makes them an autonomous green utility, set up for multiple commercial contracts, municipal contracts and more sub license sales to dominate this space.

iLamp Oregon now has a $23m valuation and is raising $5m for 20% of their equity. They have a strong balance sheet. Local demand and support. They have a tax advantage as revenue from the sale of intangible assets isn't taxed until they receive over $5m in sales.

All road maps are modelled to achieve these stages in each state we can demonstrate a clear value with a proven technology. A clear addressable market need with all the tools installed to achieve the same results as Oregon only dependant on the size of the territory would dictate the financial potential.
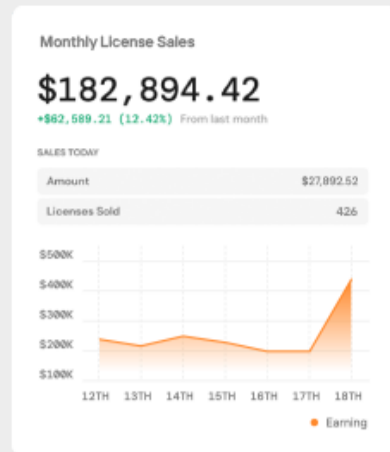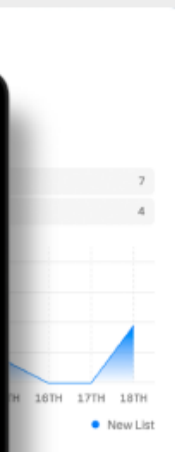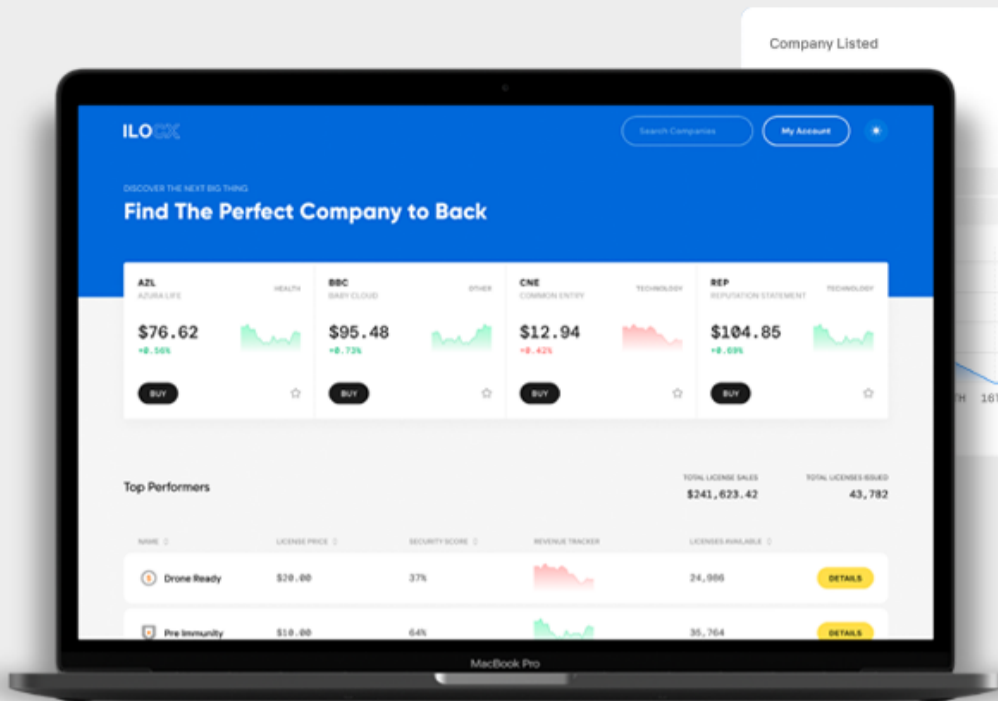
Your ILOCX listing

List using the ILO Framework to raise money to finance your exclusive iLamp license while building local support and an online sales team to drive pre-sales.

RAISE MONEY AS YOU NEED IT

Get access to the funds you need, as you need them, smoothing your fundraising process.
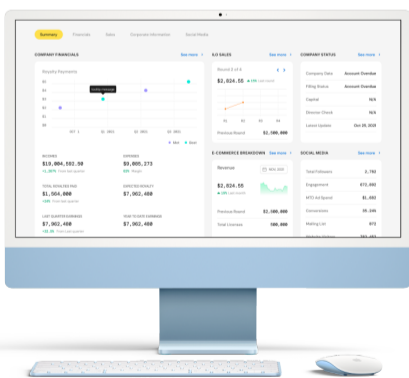
BUILD A TEAM

ILOCX framework helps companies to build effective teams that are properly rewarded.

REWARD PARTICIPATION

Incentivize buyers with ILOCX rewards, your own affiliate program, and license classes.

Listing Requirements

iLamp licensees are prequalified to list and receive an ILOCX instance and will be priority listed through our streamlined process with a dedicated listing manager.

Listing fees for iLamp licenses are waived for the first year, then only $25,000 per year.

Listings with over $1 million in sales are listed on the board at ILOCX.com.

100+	Millions	10X
Total companies listed	Total licenses issued	Returns already booked

iLamp Territory Report

Potential partners

NextEra Energy

https://www.nexteraenergy.com/

NextEra Energy **owns Florida Power & Light Company, which is America's largest electric utility that sells more power than any other utility**, providing clean, affordable, reliable electricity to approximately 5.8 million customer accounts, or more than 12 million people across Florida.

Florida Power & Light (FPL)

https://www.fpl.com/

Florida Power & Light Company, the principal subsidiary of NextEra Energy Inc., is the largest power utility in Florida. It is a Juno Beach, Florida-based power utility company serving roughly 5 million customers and 11 million people in Florida.

Energy Authority, Inc.

https://www3.teainc.org/

TEA is a public power-owned, nonprofit corporation with offices in Jacksonville, Florida and Bellevue (Seattle), Washington. As a national portfolio management company, we evaluate challenges, manage risks and execute solutions to help our clients maximize the value of their assets and meet their goals in a cost effective manner.

Fort Pierce Utilities Authority

https://fpua.com/

Fort Pierce Utilities Authority (FPUA) is a local municipal or public power utility, and is owned by the citizens that we serve. Fort Pierce is one of more than 2,000 communities in the United States served by a community-owned electric utility, and one of a very few who also provide water, wastewater, natural gas, and Internet services. FPUA's community investments keep money locally and decisions are always made at public meetings where everyone has a voice. Home town utilities, like FPUA, keep more money in the community because we work for you

Keys Energy Services

https://www.keysenergy.com/

Keys Energy Services (KEYS) is the public power utility for the Lower Florida Keys. Headquartered in Key West, Florida, KEYS provides electricity from Key West to the Seven-Mile Bridge and serves more than 30,000 customers.

The City of Key West purchased the electric utility in 1943 and the City Council created the Utility Board to oversee KEYS (then known as City Electric System before the utility's name was changed in 2002). In 1969, the Florida State Legislature passed a new enabling act for the governing of KEYS, which is still in effect today, and calls for the popular election of five Utility Board members serving four-year terms. Through the Utility Board, KEYS' customers have a say in their municipal electric utility.

Initially, KEYS only provided electric service to the City of Key West. In 1953, the utility expanded its service area to the Seven-Mile Bridge. In those early years, electricity was produced via local generation.

LCEC – Lee County Electric Cooperative

https://www.lcec.net/

LCEC is a not-for-profit electric distribution cooperative providing reliable and cost competitive electricity to nearly 210,000 customers in Southwest Florida. As part of a local business, LCEC's employees are deeply involved in economic development, education, the environment and building communities.

The organization operates with a keen eye on maintaining financial strength while providing quality service to customers. Annual key performance indicators, customer satisfaction surveys, employee engagement surveys and open communication opportunities ensure the organization is on track.

LCEC is one of the largest cooperatives in the United States and one of the largest employers in Lee County, Florida. Cooperative membership is open to all customers within the service territory

Liberty Power Corporation

https://www.libertypowercorp.com/

Liberty Power is the largest independent retail electric provider and 13th largest non-residential retailer in the United States based on the 2012 DNV KEMA *Retailer Landscape* report. In 2012, Liberty Power received the distinction of being the largest Hispanic-owned Energy Company in the U.S. and

the 8th largest Hispanic owned company overall on the *Hispanic Business 500*. The company is also the first minority-owned, retail electric provider with a national footprint. Currently serving hundreds of thousands of accounts in 14 states, Liberty Power continues to provide low-cost electricity and exceptional customer service to its customers.

Peace River Electric Cooperative, Inc.

https://www.preco.coop/

Peace River Electric Cooperative (PRECO) is an electric distribution cooperative serving more than 50,000 homes and businesses in central Florida.

Counties Served
- Brevard
- DeSoto
- Hardee
- Highlands
- Hillsborough
- Indian River
- Manatee
- Osceola
- Polk
- Sarasota

Seminole Electric Cooperative, Inc.

https://www.seminole-electric.com/

Seminole Electric is **a not-for-profit electric cooperative serving approximately 1.9 million consumers in 42 of Florida's 67 counties**. We purchase power as well as own and operate power plants to serve our member cooperatives. Learn More About Us. 1.9 Million. Consumers in 42 of Florida's 67 Counties.

SoEnergy

https://www.soenergy.com/

SoEnergy, a power generation engineering and services company, has spent the last two decades deploying power solutions in some of the world's toughest operating environments. We leverage our Power-as-a-Service model to optimize our customers' kWh without the burden of costly CapEx.

We enhance productivity and fuel efficiency. But above all else, we simplify complex power solutions with expertise that only boots on the ground can hone.

At SoEnergy, engineering is our hallmark, and flexibility is in our DNA. By remaining technology- and fuel-agnostic, we're positioned to optimize your fuel efficiency and carbon footprint regardless of your production specifications or challenges.

Withlacoochee River Electric Cooperative, Inc.

https://wrec.net/

Seminole Electric Cooperative, headquartered in Tampa, is your Cooperative's wholesale energy supplier. Seminole is also a not-for-profit Cooperative returning margins to your Cooperative.

Seminole Electric is owned by your Cooperative and eight other electric distribution cooperatives located from the Georgia border to the Everglades. These distribution Cooperatives provide power to more than 1.7 million individuals and businesses across the state through nearly 800,000 meters in 42 counties.

Seminole operates power production facilities and negotiates short and long term energy contracts with other power producers and marketers. It also owns and operates transmission facilities that connect Seminole's system to Florida's electrical transmission system.

Further poten-
tial contacts

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