iLamp Roadmap for The State of Arizona

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

iLamp

Arizona Population

7.2 Million

GDP

$356 Billion

Estimated Streetlights

619,200

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 Arizona: Beyond a mere streetlighting solution, iLamp Illinois offers a comprehensive strategy to unlock significant economic benefits, enhance public safety, and establish a robust technological platform that attracts top American tech innovators and developers. This positions iLamp as a key player in disseminating cutting-edge solutions globally.

Lamp Sales: iLamp's autonomous functionality reduces strain on the power grid. Its modular design facilitates the integration of various sensors, hardware, and software solutions, enhancing pedestrian safety. This aligns with Illinois's initiatives to alleviate grid congestion and reduce pedestrian accidents. Its adaptable design seamlessly integrates with local systems, making it a vital component of urban street furniture.

Utilities: The Power as a Service (PaaS) model, wherein customers 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 local manufacturing fosters job creation across various sectors, from production to maintenance. By leveraging regional talents and materials, it bolsters economic growth and regional prosperity. The potential for sub-licensing rights in specific regions or sectors further expands revenue generation opportunities through the rights secured by iLamp Illinois.

Technology Platform: As Illinois emerges as a significant technology hub, iLamp Illinois aims to acquire and channel these hardware and software solutions into its broad distribution network, reaching multiple territories worldwide. This creates lucrative revenue streams from technology sales and markups.

iLamp is more than a product; it is a gateway to innovation, security, and economic advancement. By addressing crucial issues like grid efficiency and pedestrian safety, it embodies the state's forward-thinking vision for a safer and more sustainable urban environment.

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

Overview

Reservation fee
$200,000

You receive post-payment:
- 1 year option to buy territory
- Roadmap + financial model
- Localised website
- Media pack, images, videos, etc
- ILOCX Listing

Funding by **cede**

subject to approval $19,000,000

License Fee $20,000,000

Amount payable to exercise option
and receive territorial license   **$800,000**

You receive after payment:
- Territorial license
- Demo pole shipped & installed
- Sub-licensing rights*

Price Breakdown

Arizona is a pivotal junction in the nation's transportation network, with over 1,680 interstate miles, 6,280 miles of state highways, and 4,600 bridges that underpin the state's critical role in facilitating regional and national transport.

Given Arizona's population of 12.67 million, using the NEEP formula ((Population/100) * 8.7), the state requires an estimated 619,200 streetlights.

From this estimate of a 1,102,290 streetlight market, 5% equates to 55,114 units. We will consider this the serviceable addressable market for the next 10 years in Illinois. At a price of $9,000 per lamp, this translates to a revenue potential of approximately $496,026,000. As iLamp Illinois undertakest its own manufacturing, the profit margin is expected to increase, benefiting from local production costs.

It's important to note that this forecast does not include the Power as a Service model, revenue from additional modules on the poles, licensing American solutions to other iLamp territorial holders, selling sub-licenses, or the vast private market not included in the above calculation. This private market covers private parking lots, university campuses, and more, which represents a significant opportunity for additional revenue.

Stages
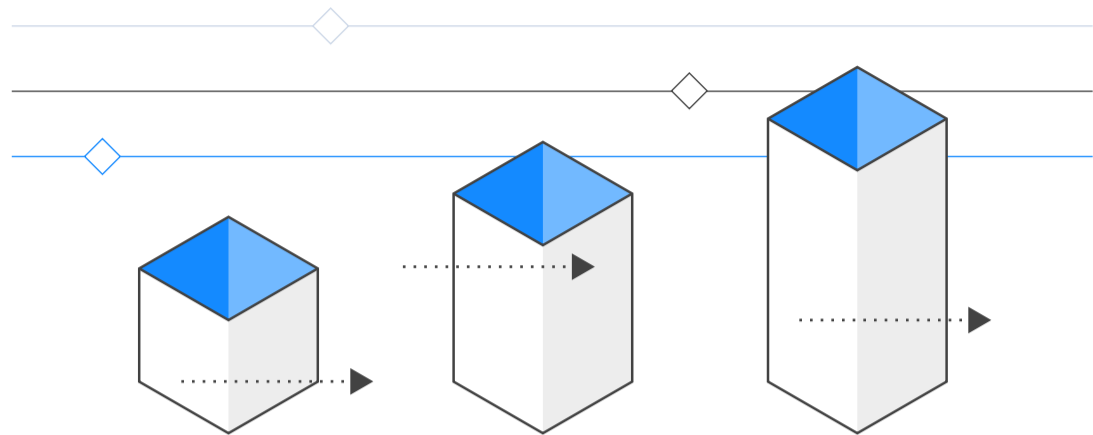
1. **Reservation**

   Reserve the territory on ILOCX using the account of the potential licensee: https://app.ilocx.com/territory.

   - Once this phase is complete the potential licensee has 12 months to trigger the territorial license or lose the option.
   - If you have purchased **20,000** ILO units in iLamp in the alternative offer then reservation payments are considered paid.

2. **Get Started**

   Once triggered the deposit needs to be paid, this totals **$800,000** and covers all costs to install a pilot scheme in the location chosen.

   - This will include delivery and installation of an autonomous iLamp as a demonstration to land sales and mass installations.
   - This also covers:
     - The costs to list on ILOCX covering all upfront fees and first year listing fees.
     - The building and delivery of a local website.
     - All media and images, data and point of sale aids, email addresses, and a detailed report covering competition, USP's, market size, list of potential partners, HQ assistance for news and localized promotion of iLamp in the territory.

3. **The Details**

   Once the option fee has been paid a local legal entity needs to be formed to hold the license. This is formed by the licensee.

The Illinois Opportunity

Arizona, a state that intertwines the enduring spirit of the American Southwest with the forefront of innovation, is experiencing a significant evolution in its urban infrastructure. This transformation is in harmony with Arizona's rapid progress in technology and innovative developments. The launch of iLamp in Arizona heralds a promising synergy between the state's modernization goals and the global trend towards intelligent urban ecosystems. This initiative forecasts a future where Arizona's unique cultural heritage is elegantly woven with cutting-edge urban solutions offered by iLamp.

Harmonizing with Arizona's Tech Landscape:

Arizona, acclaimed for its strides in the tech and renewable energy sectors, views iLamp Arizona as a crucial component in its tech evolution. iLamp Arizona is set to merge the state's industrial strength with its extensive distribution channels, placing Arizona's tech expertise on the world stage while boosting profitability through international trade and tech exchanges.

Grid Resilience and Sustainable Transformation:

Facing fluctuating energy demands, Arizona prioritizes the balance between modernization and sustainability. iLamp steps up as a leader in this arena, providing an autonomous lighting system that fortifies the energy grid and enhances energy autonomy. It signifies a major leap towards energy sovereignty and eco friendly urban living in Arizona.

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

The Power-as-a-Service model of iLamp is a revolutionary change for Arizona's energy suppliers, thrusting them into the next era of clean energy and smart utility services. This novel approach overhauls the traditional power distribution model, prioritizing local production, efficiency, and innovation in energy management.

New Revenue Avenues and Technological Integration:

The adaptable structure of iLamp paves the way for state-of-the-art technological integrations, from Internet of Things (IoT) connectivity to advanced data analysis. This integrates with Arizona's burgeoning tech industry, creating new revenue streams and ensuring each iLamp becomes an advanced node in the digitalization of Arizona's urban spaces.

Public Safety, Health, and Connectivity:

iLamp aligns with Arizona's goals for improved public safety and health,

potentially integrating with statewide emergency networks. Its versatile functionalities promise well-lit environments and bolster public health and environmental monitoring initiatives. Moreover, its communication features are poised to become a key element of Arizona's digital framework, enhancing statewide connectivity.

Economic Benefits and Reach Beyond Urban Areas:

iLamp in Arizona carries significant economic potential, aiming to reach beyond major metropolitan areas like Phoenix and Tucson, extending to suburban and rural locales. This inclusive strategy ensures a consistent and modern technological presence throughout the state, casting a light of innovation and efficiency in every community.

Safer Streets Arizona

Arizona's dynamic cities, including Phoenix, Tucson, and Mesa, pulse with life as their streets are filled with a constant stream of pedestrians, cyclists, and vehicles. The Arizona government recognizes the crucial need for road safety and is committed to improving street conditions to reduce accidents and protect its residents. In this context, streetlights play a vital role, significantly enhancing visibility at night or during poor weather conditions, thereby lowering the risk of accidents for all road users.

In densely populated areas like Downtown Phoenix or the governmental centers of Tucson, streets are particularly lively, demanding superior street illumination. Likewise, residential areas and quieter districts also require quality lighting for crime prevention, accident reduction, and to foster a sense of safety.

The Arizona Department of Transportation is continually focused on road safety, seeking to improve the efficacy of street lighting. This includes giving attention to areas with high accident rates, pedestrian zones, and near schools where safety is paramount. Nonetheless, some areas may still suffer from inadequate lighting or depend on antiquated systems, posing safety risks.

Adaptive Lighting Capabilities: iLamp's advanced technology enables the adjustment of light intensity based on environmental conditions. This feature ensures optimal illumination in diverse settings, from busy intersections to peaceful alleys and pedestrian zones, aligning with Arizona's vision for safer streets that cater to specific needs.

Integrated Safety Solutions: iLamp is more than a light source; its modular design can include additional safety features like motion sensors to detect unusual movements, or alert systems to warn drivers of potential hazards, thus enhancing public safety.

Monitoring and Real Time Response: iLamp could be integrated with surveillance systems and analytical tools, offering crucial insights into traffic patterns, pedestrian movements, and potential security issues in real time. This data is invaluable for law enforcement and emergency services, enabling quicker and more effective responses to incidents.

Supporting Illinois Traffic Safety Initiatives: As Arizona's road safety agencies and municipal governments work to better traffic conditions, iLamp could become a vital element in their safety enhancement plans. iLamp's adaptability makes it a suitable match for the changing demands of Arizona's urban and suburban landscapes.

Future Innovations and Adaptability: As a state known for its embrace of technological advancements, Arizona is always on the lookout for innovative methods to improve urban living. iLamp's progressive design is prepared to accommodate future tech innovations, such as sophisticated pedestrian recognition systems, integration with autonomous vehicles, or emerging smart city functionalities.

iLamp is envisioned to be more than a mere lighting solution in Arizona; it symbolizes a step towards a safer, smarter, and more interconnected urban experience. By filling the gaps in street lighting, enabling real-time safety monitoring, and adapting to upcoming technologies, iLamp is expected to play a crucial role in Arizona's commitment to enhancing road safety and ensuring a secure atmosphere for its citizens.
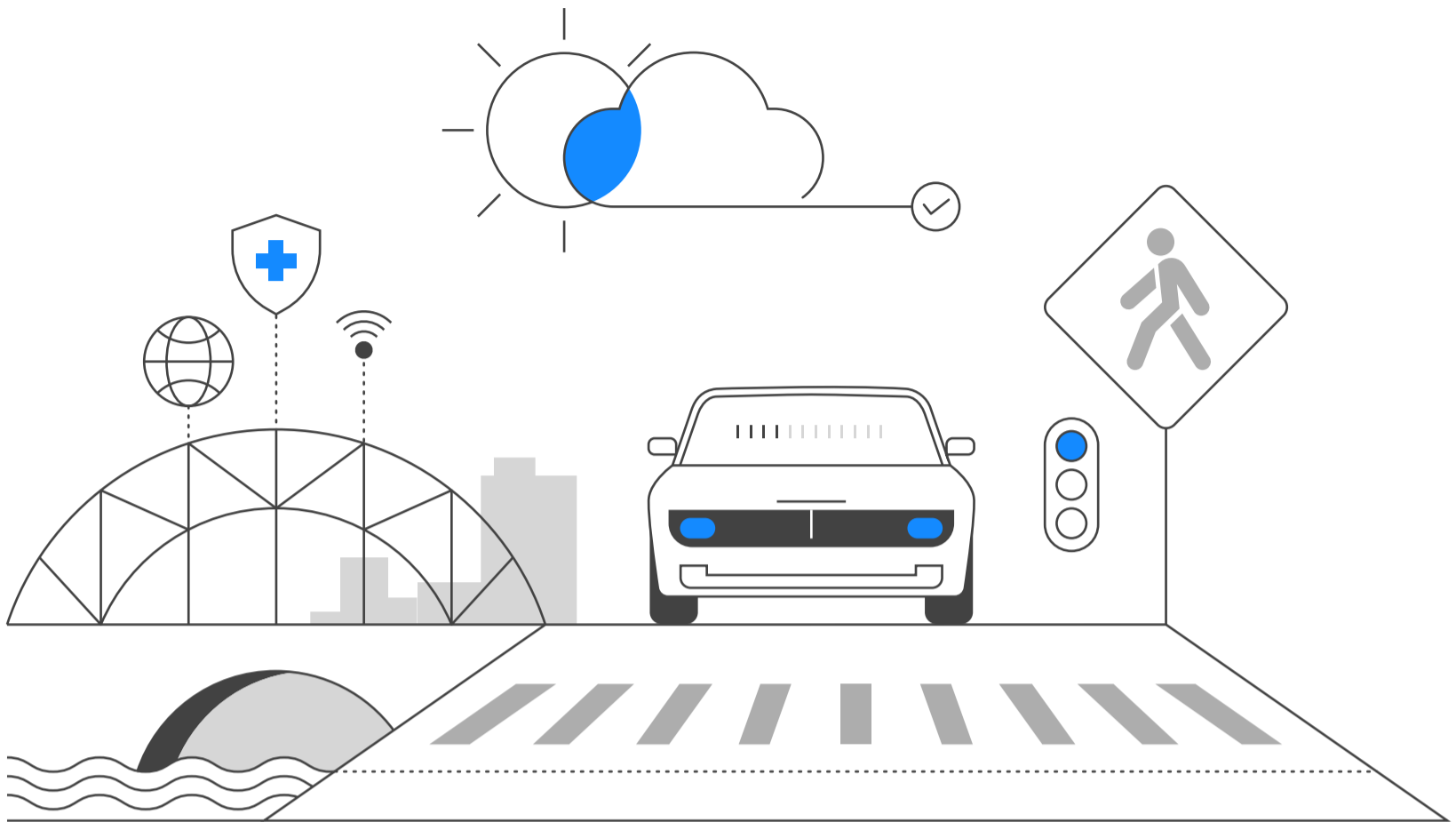
Public security and health

Road Safety

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

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, ensuring a safer environment for walking and other outdoor activities.

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 Module

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. This real-time communication can help improve response times and overall public safety.

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.

Communication modules can facilitate real-time data transmission between these sensors, 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
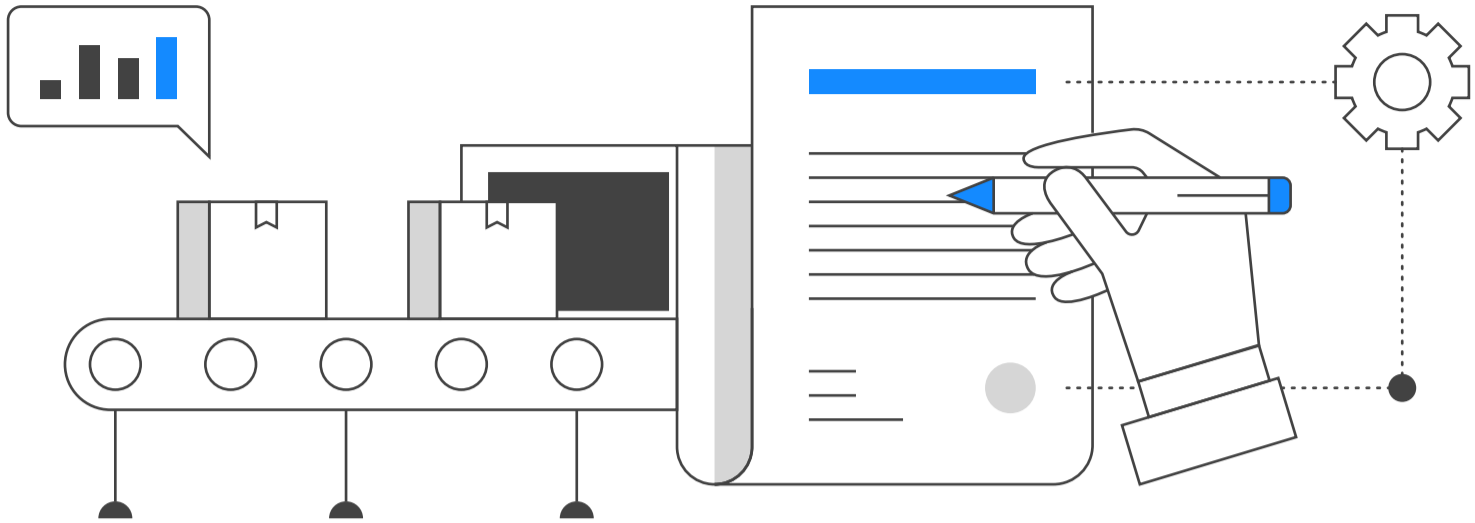
License holder benefits

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. Local Manufacturing Capabilities:

One of the standout privileges for territorial holders is the ability to establish local manufacturing units. 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 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.
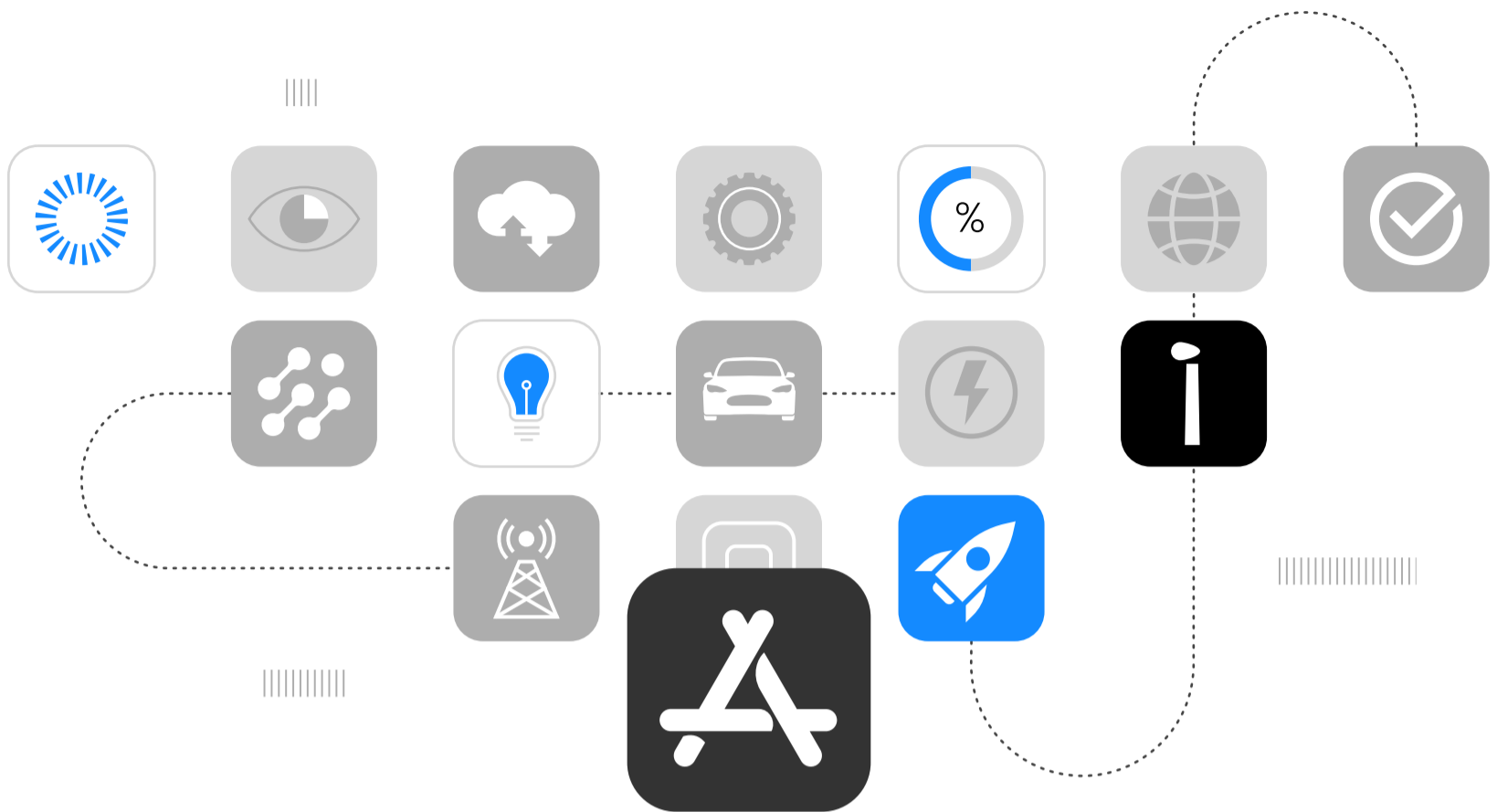
iLamp App Store for Urban Innovation

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 heat 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 Arizona, 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.

Territorial holders in Arizona benefit uniquely from 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 Illinois market.

Leveraging local expertise, iLamp Arizona can collaborate with local professionals like manufacturers, businesspeople, and regional specialists who have a profound knowledge of their specific areas within Illinois. 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 Arizona are 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 Illinois.

The sublicensing model is inherently scalable, allowing iLamp Arizona 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 Arizona market.

SUBLICENSING OPPORTUNITY

State	Population	Street Lights	SAM YR.1	Territory Price
Apache County	65,432	5,693	569	$327,160.00
Cochise County	125,663	10,933	1,093	$628,315.00
Coconino County	144,060	12,533	1,253	$720,300.00
Gila County	53,922	4,691	469	$269,610.00
Graham County	38,779	3,374	337	$193,895.00
Greenlee County	9,302	809	81	$46,510.00
La Paz County	16,506	1,436	144	$82,530.00
Maricopa County	4,551,524	395,983	39,598	$22,757,620.00
Mohave County	220,816	19,211	1,921	$1,104,080.00
Navajo County	108,650	9,453	945	$543,250.00
Pima County	1,057,597	92,011	9,201	$5,287,985.00
Pinal County	464,154	40,381	4,038	$2,320,770.00
Santa Cruz County	48,759	4,242	424	$243,795.00
Yavapai County	246,191	21,419	2,142	$1,230,955.00
Yuma County	207,842	18,082	1,808	$1,039,210.00

Total   **$36,795,985.00**

The Market & Financials

Arizona, renowned for its stunning landscapes and urban expansion, offers a dynamic environment for infrastructure development. The state's focus on sustainability and technological integration positions it as an ideal venue for innovative solutions like iLamp. From vibrant cities such as Phoenix and Tucson to vast desert terrains, the mix of urban and natural areas highlights Arizona's capacity for embracing modern infrastructure.

Market Segmentation

By Area	:	Urban Urban (Phoenix, Tucson, Mesa) vs. Rural (Northern Arizona, Southeastern regions)
By Need	:	Updating outdated infrastructure vs. New installations in developing urban districts.
By Application	:	Public streets, highways, recreational areas, private complexes, and parking lots.

Digital Cities	:	Leading cities such as Phoenix and Tucson, known for their smart city initiatives, offer significant opportunities for iLamp.
Green Initiatives	:	Arizona's commitment to environmental sustainability aligns well with iLamp's technologies.
Decentralized Systems	:	As Arizona advances its energy infrastructure, systems like iLamp that lessen dependence on the main grid are increasingly valuable.

Total Addressable Market (TAM):
The total number of public streetlights required in Illinois is estimated at 619,200 using the Northeast Energy Efficiency Partnerships formula.

Serviceable Available Market (SAM):
Given Arizona's diverse infrastructure needs and its receptiveness to innovative technologies, targeting 11% of the TAM.

Serviceable Obtainable Market (SOM):
Considering factors like market competition, technology adoption rate, and specific infrastructure conditions in Arizona, a conservative target of 5% of the SAM per sublicensee with a growth rate of 25%.

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, 15 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: Annually, each sublicensee aims to capture 5% 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 according 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	Maricopa County,Pima County,Pinal County	$30,366,375.00	$0.00	$0.00
2	Yavapai County,Mohave County,Yuma County	$3,374,245.00	$7,133,061.49	$47,553,743.25
3	Coconino County,Cochise County,Navajo County	$1,891,865.00	$9,708,937.01	$64,726,246.73
4	Apache County,Gila County,Santa Cruz County	$840,565.00	$12,580,570.35	$83,870,469.01
5	Graham County,La Paz County,Greenlee County	$322,935.00	$15,923,161.66	$106,154,411.05
6			$19,979,809.50	$133,198,730.02
7			$24,974,761.88	$166,498,412.52
8			$31,218,452.35	$208,123,015.65
9			$39,023,065.44	$260,153,769.57
10			$39,023,065.44	$406,490,264.95
Total		$36,795,985.00	$160,541,819.67	$1,070,278,797.80

INCOME STATEMENT

REVENUES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties received	$0.00	$7,133,061.49	$9,708,937.01
Sublicense sales	$30,366,375.00	$3,374,245.00	$1,891,865.00
Net Revenues	$30,366,375.00	$10,507,306.49	$11,600,802.01

COST OF GOODS SOLD	YEAR ONE	YEAR TWO	YEAR THREE
Cost of sales	$1,000,000.00	$1,050,730.65	$1,160,080.20
Gross Profit	$29,366,375.00	$9,456,575.84	$10,440,721.81

EXPENSES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties paid	$3,340,301.25	$1,155,803.71	$1,160,080.20
Selling & Marketing	$4,251,292.50	$1,471,022.91	$1,624,112.28
Rent & Utilities	$607,327.50	$210,146.13	$232,016.04
General & Administrative	$1,518,318.75	$525,365.32	$580,040.10
Salaries & Wages			
Total Operating Expenses	$9,717,240.00	$3,362,338.08	$3,596,248.62

OPERATING INCOME	YEAR ONE	YEAR TWO	YEAR THREE
Operating Income	$19,649,135.00	$6,094,237.76	$6,844,473.19
Income Before Taxes	$19,649,135.00	$6,094,237.76	$6,844,473.19
Income Tax	$1,866,667.83	$578,952.59	$650,224.95
Net Income	$17,782,467.18	$5,515,285.18	$6,194,248.23

iLamp Arizona and the paradigm shift

iLamp is setting a transformative path in Arizona, aiming not just to penetrate the market but to fundamentally reshape it. A pivotal choice for iLamp Arizona lies in the balance between maintaining operational control and distributing sublicenses. Direct oversight could lead to substantial profits and tighter control over profit margins. However, partnering with proficient local entities may expedite market penetration, ensuring faster revenue increase and an instant boost in earnings.

Emerging income possibilities are unlocked by harnessing Arizona-originated hardware and software breakthroughs, forging a holistic ecosystem of solutions. Through iLamp's widespread distribution network and app marketplace, these innovations are poised to access new markets, each opening up fresh, profitable revenue channels for iLamp Arizona.

Our venture's scope extends far beyond just the product. Arizona teems with numerous untapped local initiatives, presenting abundant opportunities. Establishing local manufacturing could crown iLamp Arizona as a key regional supplier. By capitalizing on the real estate of lamp poles and deploying various hardware and software configurations, alongside subscription offerings like Power As A Service, the revenue potential is broad and substantial.

Backed by the Conflow Power Group, iLamp Arizona gains privileged early access to and priority on all technological breakthroughs and innovations from CPG, positioning it as a forefront innovator in Arizona.

The collaboration with the ILOCX platform further empowers iLamp Arizona in the efficient management of sublicense sales as well as territorial license sales. This arrangement offers a vital avenue for sublicensees to generate capital within their own markets, encouraging growth and market broadening.

The global urban landscape stands on the brink of a major overhaul, and our cutting-edge solutions are not merely in demand; they are indispensable. As cities transition, iLamp's advanced solutions illuminate the path ahead. iLamp Arizona is poised to become a central figure in this pivotal transformation, 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.

ILA
iLamp
AVAILABLE ●
🏢 Texas, United States

POPULATION
29,530,000

TERRITORY TARGETS
2,569,110

GDP
$2.355T

OPPORTUNITY
● High

⬇ Download Report   PDF 16.2KB

Reserve Your Territory Now

Cost to reserve

$200,000   20,000 Licenses
                              @$10.00

What you'll receive :
✓ 1 year option to buy territory

Future cost to exercise option

$800,000 is payable to exercise option, this can be financed as :

Funding Available	$19,000,000
License Fee	$800,000
Amount payable	**$1,000,000**

What you'll receive after option deposit :
✓ Sub-licensing rights
✓ ILOCX Listing

Terms

- Must hold licenses to keep option
- Standard royalty license agreement and buyer terms
- Class II licenses expire in 12 months or upon option

You're eligible to reserve immediately, Act now!

☐ I agree to license agreement & buyer terms

Reserve Now - $200,000

📞 Book Call

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.
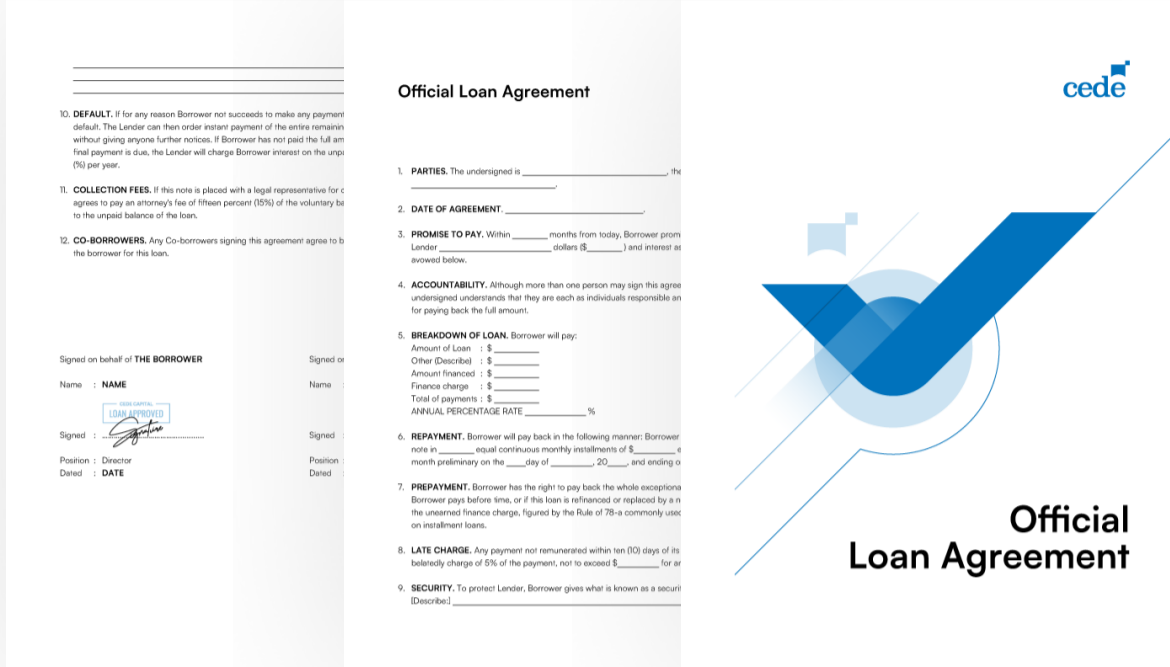
Sample Loan Agreement document

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.
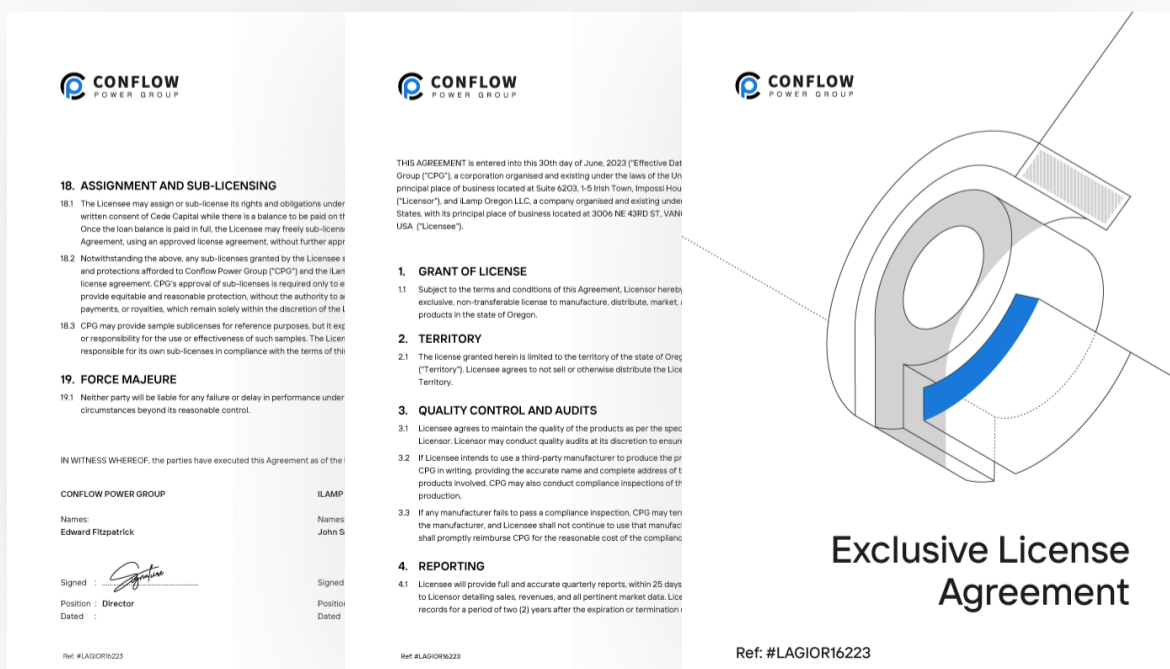
Sample License Agreement document

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.
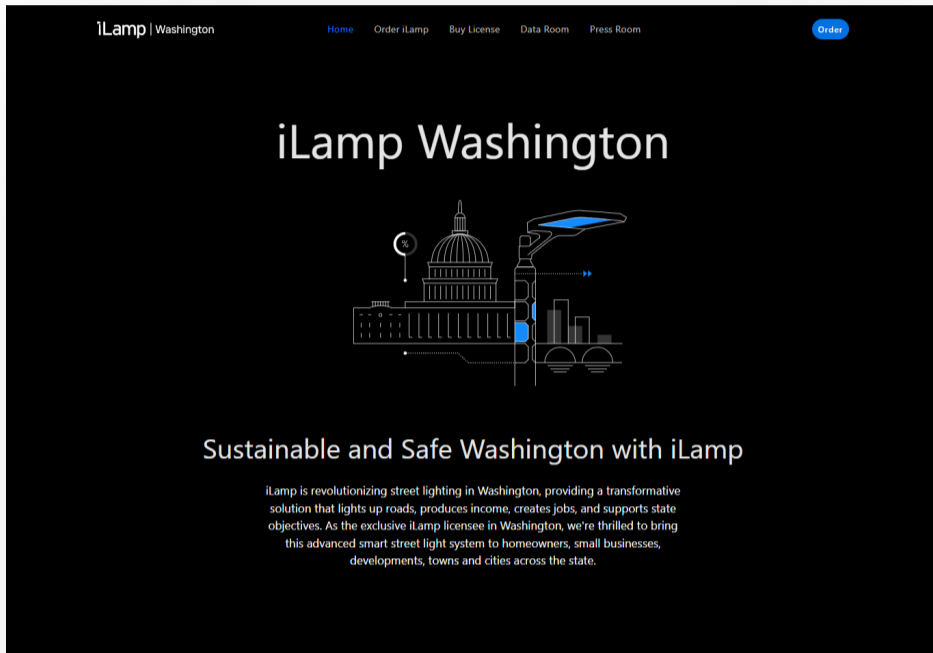
Example iLamp local website
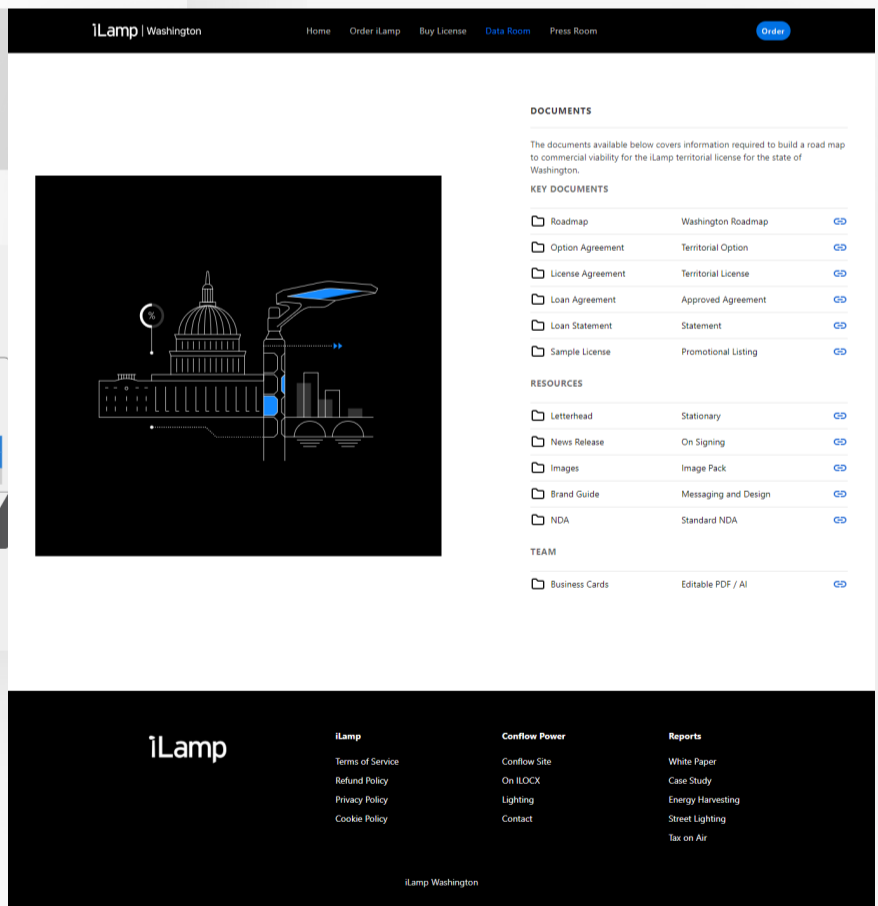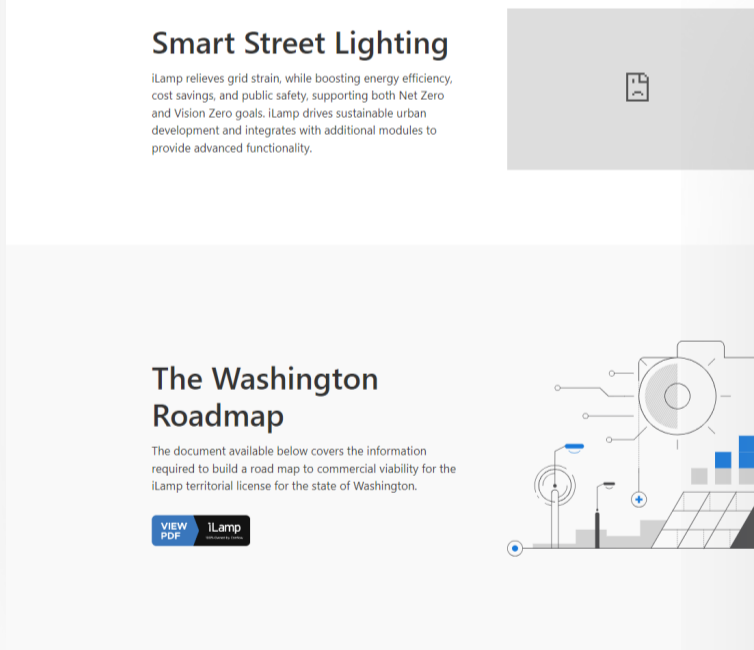
Example iLamp local data room

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.
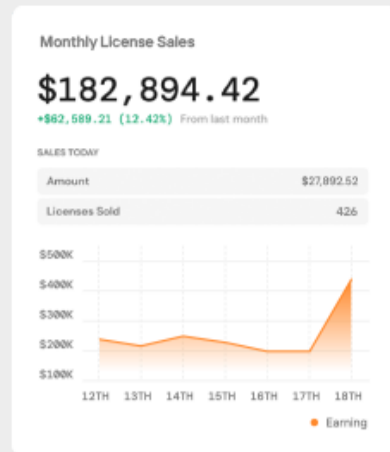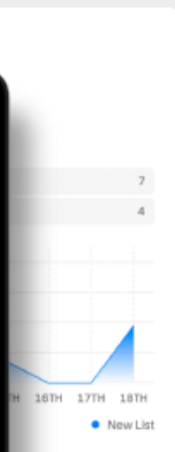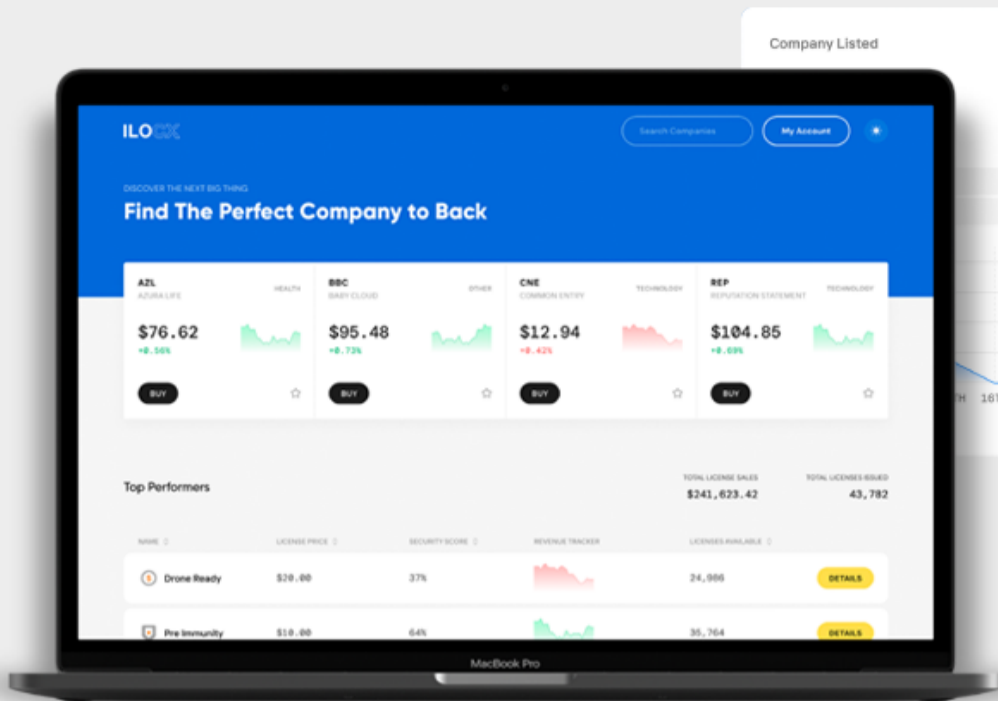

Example Local listing page

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

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.
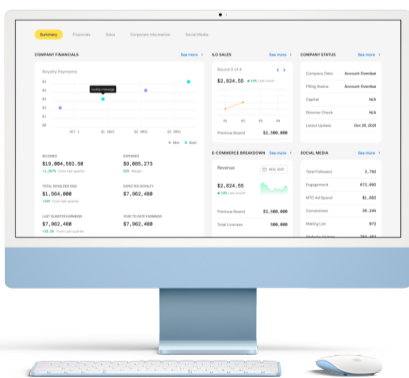

BUILD A TEAM

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

Arizona Public Service Company (APS)

https://www.aps.com

Arizona Public Service is the largest electric utility in Arizona, United States. Since 1985, it has been the principal subsidiary of publicly traded S&P 500 member Pinnacle West Capital Corporation, known as AZP Group until 1987. Pinnacle West Capital made a profit of $500 million in 2017.

Tucson Electric Power Company (TEP)

https://www.tep.com/

Tucson Electric Power is an electric utility company serving southern Arizona in the United States. It is a subsidiary of Fortis, which announced its acquisition of parent company UNS Energy in 2013. Kino Veterans Memorial Stadium, a baseball stadium on Tucson's south side, was once named Tucson Electric Park for TEP.

Salt River Project (SRP)

https://www.srpnet.com/

The **Salt River Project (SRP)** is the umbrella name for two separate entities: the **Salt River Project Agricultural Improvement and Power District**, an agency of the state of Arizona that serves as an electrical utility for the Phoenix metropolitan area, and the **Salt River Valley Water Users' Association**, a utility cooperative that serves as the primary water provider for much of central Arizona. It is one of the primary public utility companies in Arizona.

UNS Electric

https://www.uns.com/

UNS Energy is the Tucson, Arizona-based parent company of Tucson Electric Power (TEP) and UniSource Energy Services (UES). TEP serves more than 432,000 customers in and around Tucson, while UES provides natural gas and electric service to about 256,000 customers in northern and southern Arizona.

UNS Energy is a subsidiary of Fortis, the largest investor-owned electric and gas distribution utility in Canada. Fortis' regulated utility subsidiaries serve more than 3 million customers across Canada and in the United States and the Caribbean. Fortis also owns non-regulated hydroelectric generation assets in Canada, Belize and upstate New York.

Trico Electric Cooperative

https://www.trico.coop/

Trico Electric Cooperative Inc. is a non-profit electric distribution cooperative serving more than 46,000 Members in communities surrounding the City of Tucson, including portions of Pima, Pinal, and Santa Cruz counties. The majority of Trico's service territory is to the west of Tucson and spans approximately 66 miles east to west and 80 miles north to south, extending to the border with Mexico. Overall, Trico's service area encompasses 2,346 square miles.

Navopache Electric Cooperative

https://navopache.org/

Formed in 1946, Navopache Electric Cooperative is an electric cooperative nonprofit membership corporation, serving over 39,000 members with over 45,000 meters across the White Mountains of eastern Arizona and western New Mexico. Our service territory is over 10,000 square miles with 3,500 miles of line.

Sulphur Springs Valley Electric Cooperative

https://www.ssvec.org/

Sulphur Springs Valley Electric Cooperative is a not for profit, member-owned distribution cooperative providing electricity to more than 60,000 services over some 4,100 miles of energized line. Located in southeastern Arizona, the cooperative's service territory covers parts of Cochise, Graham, Pima and Santa Cruz Counties and includes the communities of Sierra Vista, Huachuca City, Patagonia, Elfrida, Benson, St. David, Bowie, San Simon, Willcox, Sonoita and Pearce-Sunsites.

Further poten-
tial contacts

Solar Topps

Phoenix, AZ

+1 480 940 1201

solartopps.com

Elevation

Chandler, AZ

+1 480 492 42321

poweredbyelevation.com

Method Solar

Tucson, AZ

+1 520 499 4130

Method.solar

Sunshine Saves Inc

Tucson, AZ

+1 704 890 0336

Sunshinesavesinc.com

Simple Solar

Phoenix, AZ

+1 602 587 5981

Simplesolar.io

Erus Energy

Tucson, AZ

+1 888 548 5741

Erusenergy.com

T&K Electric

San Tan Valley, AZ

+1 602 497 1754

Tnkelectric.com

**Advanced
Electric and Solar**

Tucson, AZ

+1 520 730 2405

Advancedelectricandsolarllc.com