



iLamp Roadmap for The State of **Illinois**

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

iLamp



Illinois Population

12.67 Million

GDP

\$779 Billion

Estimated Streetlights

1,102,290

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

iLamp Illinois: 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.

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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 

**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

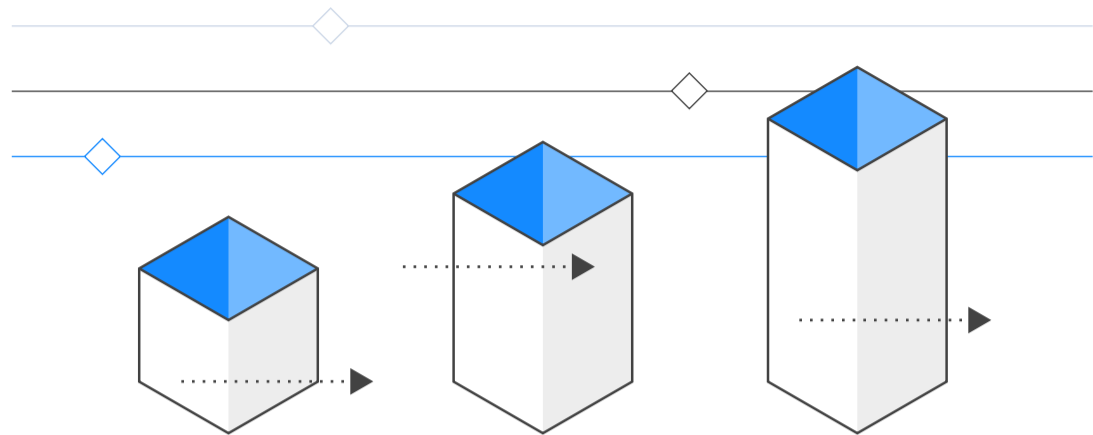
Illinois is at the heart of the country's interstate highway system. With over 2,185 interstate miles, 15,969 miles of state highways and 7,847 bridges.

Given Illinois population of 12.67 million, using the revised NEEP formula $((\text{Population}/100) * 8.7)$, the state would require an estimated 1,102,290 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 undertakes 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

Illinois, a state combining traditional American ethos with modern innovation, is undergoing a substantial transformation in its urban infrastructure. This evolution aligns with Illinois's rapid technological and innovative advancements. The introduction of iLamp in Illinois promises a powerful synergy between the state's modernization aspirations and the worldwide shift toward smart city innovations. This venture represents a future where Illinois's rich heritage seamlessly merges with avant-garde urban solutions through iLamp's vision.

Harmonizing with Illinois's Tech Landscape:

Illinois, particularly renowned for its technological strides in manufacturing and energy sectors, sees iLamp Illinois as a pivotal element in this technological evolution. iLamp Illinois aims to blend the state's manufacturing prowess with its extensive distribution network, showcasing Illinois's tech capabilities on a global platform and enhancing profitability through international sales and technology exchanges.

Grid Resilience and Sustainable Transformation:

In Illinois, where energy demands are constantly shifting, balancing modernization with sustainability is vital. iLamp emerges as a frontrunner in this domain, offering a self-reliant lighting solution that reinforces grid resilience and promotes energy security. It marks a significant stride toward energy independence and sustainable urban living in Illinois.

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

iLamp's Power-as-a-Service model is a game-changer for Illinois energy providers, propelling them into the future of clean energy and intelligent utilities. This innovative approach transforms the traditional power distribution system, focusing on local generation, efficiency, and energy management innovation.

New Revenue Avenues and Technological Integration:

iLamp's modular framework opens doors for groundbreaking technological integrations, from IoT connectivity to advanced analytics. This taps into Illinois's growing tech sector, fostering new revenue streams and ensuring each iLamp unit becomes a high-tech hub contributing to the digitalization of Illinois cities.

Safer Streets Illinois

Public Safety, Health, and Connectivity:

iLamp aligns with Illinois's objectives for enhanced public safety and health, potentially integrating with statewide safety networks. Its multifunctional features ensure well-lit streets and support public health and environmental monitoring. Additionally, its communication modules could become a cornerstone of Illinois's digital infrastructure, boosting connectivity across the state.

Economic Benefits and Reach Beyond Urban Areas:

iLamp in Illinois holds substantial economic promise, with the potential to extend beyond major urban centers like Chicago and Springfield, reaching semi-urban and rural areas. This inclusive approach ensures a uniform and advanced technological presence across the state, illuminating every corner with smart, efficient solutions.

Illinois's vibrant cities, including Chicago, Springfield, and Naperville, are hubs of constant activity where busy streets see a steady flow of pedestrians, cyclists, and vehicles. Recognizing the critical need for road safety, the Illinois government is dedicated to improving street conditions to minimize accidents and safeguard city dwellers. In this scenario, streetlights are crucial, significantly improving visibility during the night or adverse weather conditions, thereby reducing the risk of accidents for all road users.

In densely populated areas like Downtown Chicago or the Capitol Complex in Springfield, streets are particularly bustling, necessitating superior street illumination. Similarly, residential neighborhoods and quieter zones also need high-quality lighting for crime prevention, accident deterrence, and enhancing a sense of security.

The Illinois Department of Transportation consistently focuses on road safety, aiming to enhance the effectiveness of street lighting. This includes prioritizing areas with high accident rates, pedestrian zones, and school vicinities where safety is of utmost importance. Despite these efforts, some regions may still face inadequate lighting or rely on outdated systems, creating safety hazards.

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 Illinois's vision for safer streets that cater to specific needs.

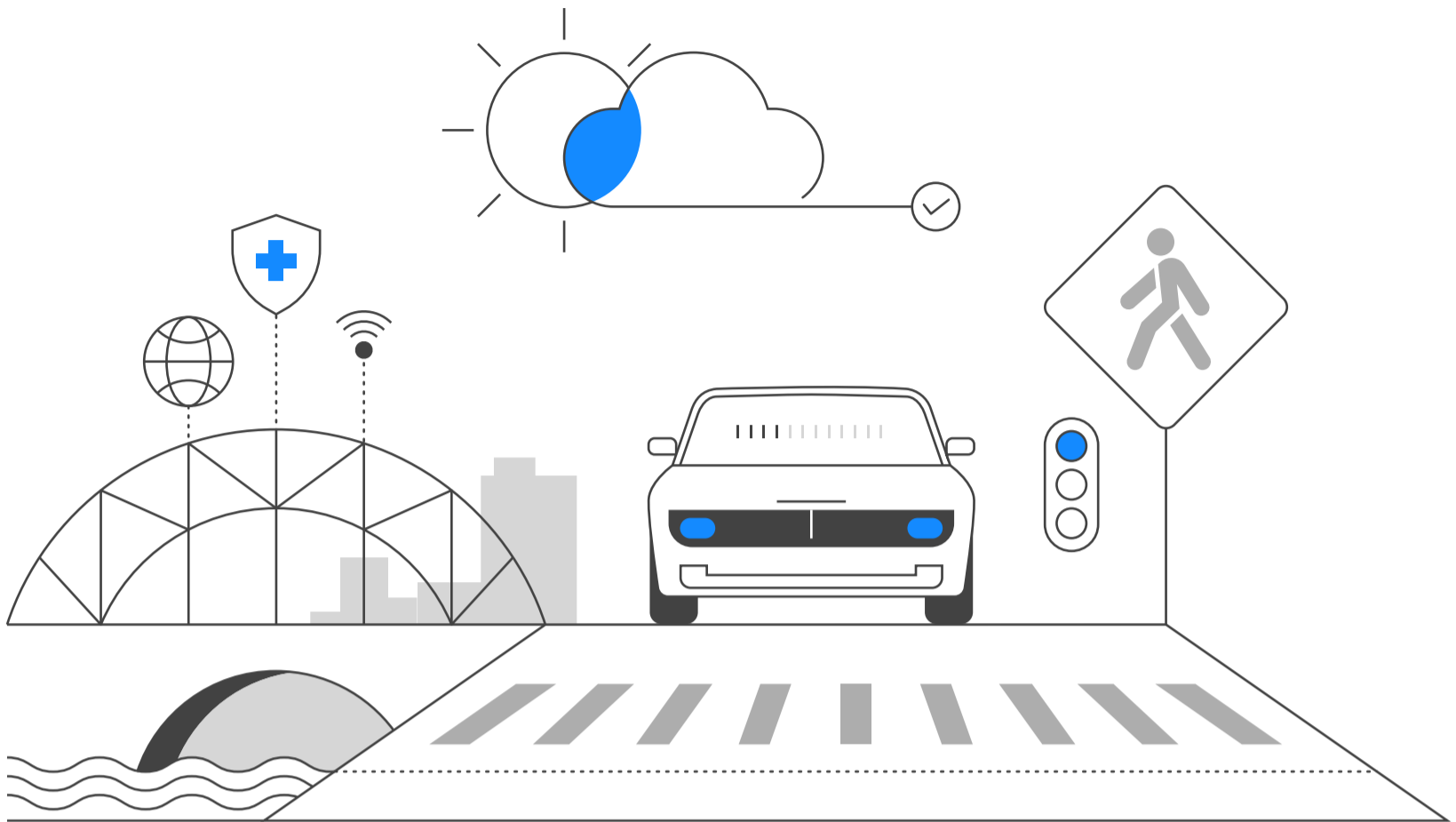
Integrated Safety Solutions: iLamp is more than a light source; its modular design can include additional safety features like motion sensors to detect unusual movements, or alert systems to warn drivers of potential hazards, thus enhancing public safety.

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 Illinois road safety authorities and local governments strive to improve traffic conditions, iLamp can be a key component in their safety enhancement strategies. iLamp's versatility allows it to adapt to the evolving needs of Illinois's urban landscape.

Future Innovations and Adaptability: Known for embracing technological advancements, Illinois is continually seeking innovative ways to enhance urban life. iLamp's forward-looking design is ready to adapt to future technological developments, such as advanced pedestrian recognition systems, integration with autonomous vehicles, or new smart city applications.

iLamp is set to be more than just a lighting solution in Illinois; it represents a journey towards safer, smarter, and more interconnected urban living. By addressing gaps in street lighting, providing real-time safety monitoring, and adapting to future technologies, iLamp is poised to play a pivotal role in Illinois's commitment to enhancing road safety and creating a secure environment for its residents.



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.

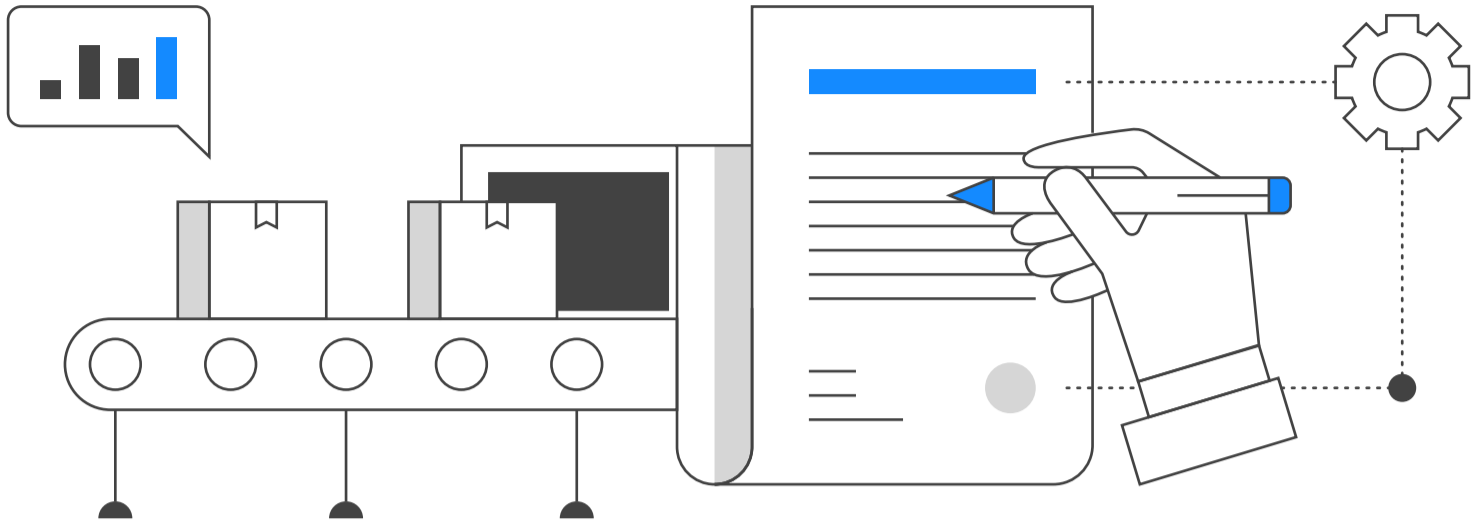
Light Pollution Reduction

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:

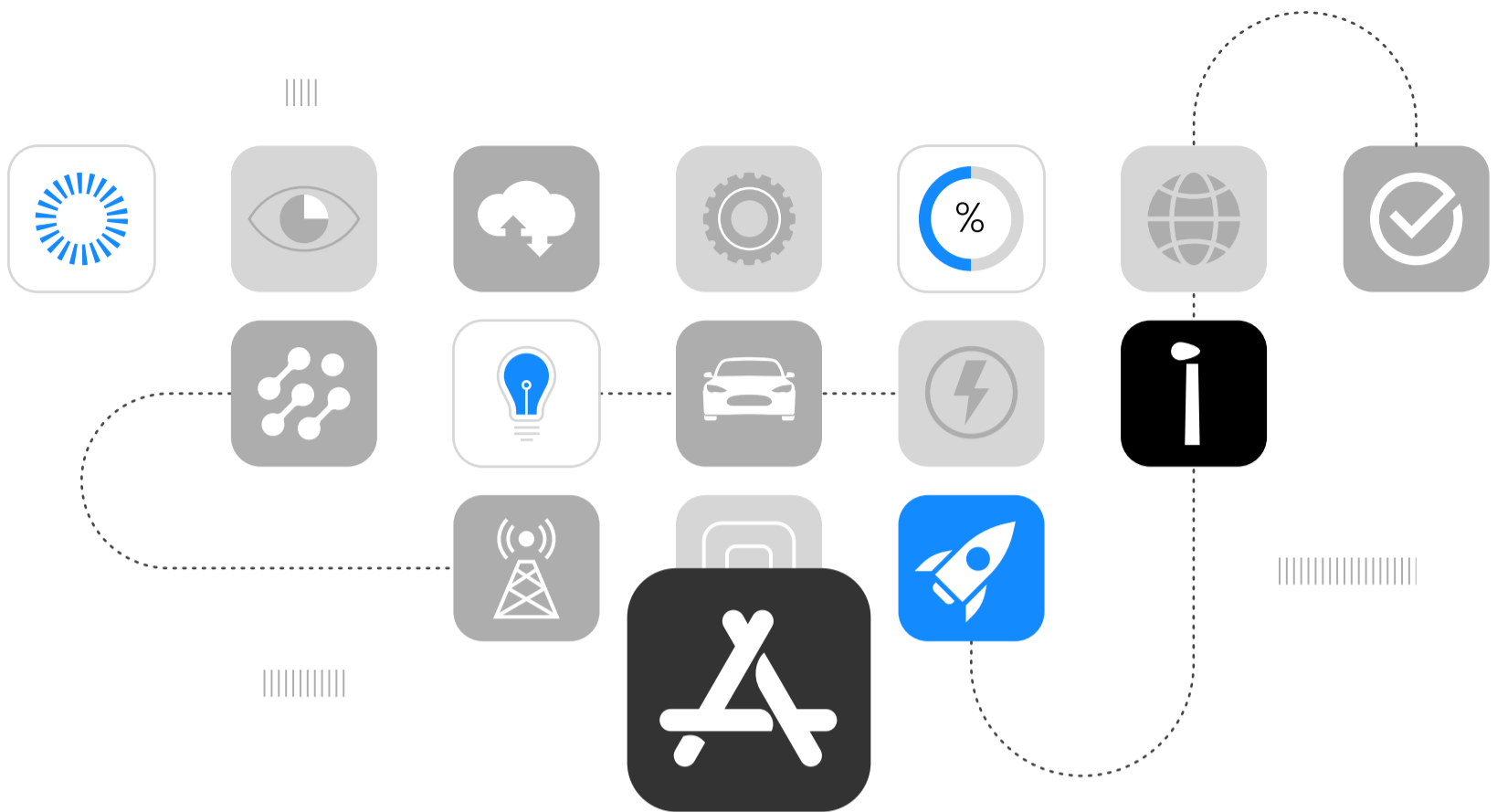
Territorial holders will have access to a vast repository of modules and software solutions developed or sourced by iLamp HQ and other territories. This curated collection ensures that territories do not have to start from scratch or waste resources in reinventing the wheel. They can simply choose from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



SUBLICENSING OPPORTUNITY

State	Population	Street Lights	Street Lights	Territory Price
Chicago	2,746,388	238,936	20,787	\$13,731,940.00
Aurora	180,542	15,707	1,367	\$902,710.00
Joliet	150,362	13,081	1,138	\$751,810.00
Naperville	149,540	13,010	1,132	\$747,700.00
Rockford	148,655	12,933	1,125	\$743,275.00
Elgin	114,797	9,987	869	\$573,985.00
Springfield	114,394	9,952	866	\$571,970.00
Peoria	113,150	9,844	856	\$565,750.00
Waukegan	89,321	7,771	676	\$446,605.00
Champaign	88,302	7,682	668	\$441,510.00
Cicero	85,268	7,418	645	\$426,340.00
Schaumburg	78,723	6,849	596	\$393,615.00
Bloomington	78,680	6,845	596	\$393,400.00
Evanston	78,110	6,796	591	\$390,550.00
Arlington Heights	77,676	6,758	588	\$388,380.00
Bolingbrook	73,922	6,431	560	\$369,610.00
Decatur	70,522	6,135	534	\$352,610.00
Palatine	67,908	5,908	514	\$339,540.00
Skokie	67,824	5,901	513	\$339,120.00
Des Plaines	60,675	5,279	459	\$303,375.00
Orland Park	58,703	5,107	444	\$293,515.00
Oak Lawn	58,362	5,077	442	\$291,810.00
Berwyn	57,250	4,981	433	\$286,250.00
Mount Prospect	56,852	4,946	430	\$284,260.00
Tinley Park	55,971	4,869	424	\$279,855.00
Oak Park	54,583	4,749	413	\$272,915.00
Wheaton	53,970	4,695	408	\$269,850.00
Normal	52,736	4,588	399	\$263,680.00
Hoffman Estates	52,530	4,570	398	\$262,650.00
Downers Grove	50,247	4,371	380	\$251,235.00
Glenview	48,705	4,237	369	\$243,525.00
Total				\$26,173,340.00

Incentives, Grants and Programs

In September 2021, Illinois made a bold commitment towards a greener future by passing The Climate and Equitable Jobs Act (CEJA). This groundbreaking legislation not only sets ambitious energy savings goals but also integrates equity and job creation into the state's environmental strategy. This article delves into the specifics of CEJA and highlights several initiatives demonstrating Illinois' dedication to this act.

CEJA requires the Illinois Commerce Commission to establish new cumulative persisting annual savings (CPAS) targets beyond 2030. Under this directive, ComEd must achieve 21.5% cumulative persisting annual savings by 2030, while Ameren Illinois is tasked with reaching 16%. Furthermore, the act permits electric utilities to offer electrification programs that reduce net energy usage and contribute to CPAS targets, with specific guardrails in place.

The legislation also allows utilities to claim energy savings credit for contributing to building energy codes, appliance standards, and municipal actions like building performance standards. Additionally, it introduces amendments affecting electric utilities' programs, including changes to the spending cap, an opt-out option for large customers, and increased funding for programs aiding income-qualified customers.

CEJA includes provisions for lost revenue recovery, allowing electric utilities to rate-base their energy efficiency costs. Moreover, the act incentivizes utilities to meet and exceed their savings goals, with the potential for performance incentives.

High-Value Grants Fueling Safety Innovations

In its quest to achieve Vision Zero, Illinois is not just innovating in road safety and public safety systems but also backing these initiatives with substantial financial support.

SAFE STREETS AND ROADS FOR ALL (SS4A) Grant

This substantial grant program, with a budget of \$1.177 billion for FFY 2023, is targeted at ensuring safe streets and roads. It supports regional, local, and tribal initiatives with plans and projects that aim to prevent roadway deaths and serious injuries.

Significant Grant Allocations

Planning and Demonstration Grants: \$100,000 to \$10 million for all applicants.

Implementation Grants: \$2.5 million to \$25 million, focusing on infrastructure projects and strategies identified in safety action plans.

Illinois' investment in road safety and public safety is clearly illustrated by the significant funding allocated to various grant programs. These substantial financial commitments underscore the state's serious approach to achieving Vision Zero and ensuring the safety of all road users. Through these grants, Illinois is not only addressing immediate safety concerns but also laying the foundation for a safer and more secure future.

Example Projects (already funded)

Chicago Smart Lighting Streetlight Modernization Program

- Completion announced by CDOT in February 2022.
- Projected to save \$100 Million in electricity costs over 10 years.
- Conversion of over 280,000 HPS streetlights to high-efficiency LED lights.

Led by Ameresco Inc., with emphasis on diverse subcontracting and job creation for Chicago residents at a cost of \$160,000,000

Move Illinois: The Illinois Tollway Driving the Future

- A 15-year, \$14B capital program adopted in 2011.
- Requires installation of energy-efficient lighting and smart highway systems.

Further incentives can be found on the following links:

smartenergy.illinois.edu/illinois-incentives/

www.energy-grants.net/illinois-energy-grants-rebates-loans-incentives/

epa.illinois.gov

idot.illinois.gov/transportation-system/transportation-safety/safety-grants/apply.html

<https://icjia.illinois.gov/grants/programs/>

<https://senatormconchie.com/grant-assistance/>

<https://iemaohs.illinois.gov/hs/hsac/grants.html>

The Market & Financials

Illinois, with its rich history and progressive outlook, offers a vibrant market for infrastructure advancements. The state's commitment to modernization and ecological urban design creates a prime setting for pioneering infrastructure solutions like iLamp. Illinois' diversity, from its major urban centers like Chicago to its widespread rural areas, provides a broad spectrum of opportunities for street lighting solutions.

Market Segmentation

- By Area** : Urban (Chicago, Springfield, Rockford) vs. Rural (Southern Illinois, Central Illinois 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 Chicago and Springfield, known for their smart city initiatives, offer significant opportunities for iLamp.

Green Initiatives : Illinois' dedication to environmental sustainability aligns well with iLamp's technologies.

Decentralized Systems : As Illinois 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 1,096,200 using the Northeast Energy Efficiency Partnerships formula.

Serviceable Available Market (SAM):

Given Illinois' 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 Illinois, 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, 30 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 based 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	Chicago,Aurora,Joliet	\$15,386,460.00	\$0.00	\$0.00
2	Naperville,Rockford,Elgin	\$2,064,960.00	\$1,572,211.56	\$10,481,410.42
3	Springfield,Peoria,Waukegan	\$1,584,325.00	\$2,176,265.16	\$14,508,434.42
4	Champaign,Cicero,Schaumburg	\$1,584,325.00	\$2,882,220.16	\$19,214,801.06
5	Bloomington,Evanston,Arlington Heights	\$1,172,330.00	\$3,731,673.58	\$24,877,823.90
6	Bolingbrook,Decatur,Palatine	\$1,061,760.00	\$4,784,382.42	\$31,895,882.79
7	Skokie,Des Plaines,Orland Park	\$936,010.00	\$6,088,970.25	\$40,593,135.02
8	Oak Lawn,Berwyn,Mount Prospect	\$856,760.00	\$7,676,863.92	\$51,179,092.80
9	Tinley Park,Oak Park,Wheaton	\$822,620.00	\$9,721,682.80	\$64,811,218.69
10	Normal,Hoffman Estates,Downers Grove	\$777,565.00	\$9,721,682.80	\$101,955,381.48
Total		\$25,469,550.00	\$38,634,269.87	\$257,561,799.10

INCOME STATEMENT

REVENUES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties received	\$0.00	\$1,572,211.56	\$2,176,265.16
Sublicense sales	\$15,386,460.00	\$2,064,960.00	\$1,584,325.00
Net Revenues	\$15,386,460.00	\$3,637,171.56	\$3,760,590.16

COST OF GOODS SOLD	YEAR ONE	YEAR TWO	YEAR THREE
Cost of sales	\$1,000,000.00	\$363,717.16	\$376,059.02
Gross Profit	\$14,386,460.00	\$3,273,454.41	\$3,384,531.15

EXPENSES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties paid	\$1,692,510.60	\$400,088.87	\$188,029.51
Selling & Marketing	\$2,154,104.40	\$509,204.02	\$526,482.62
Rent & Utilities	\$307,729.20	\$72,743.43	\$75,211.80
General & Administrative	\$769,323.00	\$181,858.58	\$188,029.51
Salaries & Wages			
Total Operating Expenses	\$4,923,667.20	\$1,163,894.90	\$977,753.44

OPERATING INCOME	YEAR ONE	YEAR TWO	YEAR THREE
Operating Income	\$9,462,792.80	\$2,109,559.51	\$2,406,777.70
Income Before Taxes	\$9,462,792.80	\$2,109,559.51	\$2,406,777.70
Income Tax	\$898,965.32	\$200,408.15	\$228,643.88
Net Income	\$8,563,827.48	\$1,909,151.35	\$2,178,133.82

iLamp Illinois and the paradigm shift

iLamp is charting a pioneering course in Illinois, with a vision that transcends merely entering the market to fundamentally transforming it.

A key decision for iLamp Illinois involves balancing operational control against the distribution of sublicenses. Direct management could yield significant profits and more control over profit margins. Yet, collaborating with skilled local entities might accelerate market entry, leading to quicker revenue growth and an immediate revenue boost.

New income opportunities emerge by leveraging Illinois-born hardware and software innovations, creating a comprehensive ecosystem of solutions. Through iLamp's extensive distribution network and app store, these innovations can reach new markets, each contributing to new, lucrative revenue streams for iLamp Illinois.

The breadth of our venture goes well beyond the product. There are numerous untapped local ventures in Illinois, offering many opportunities. Establishing local production could position iLamp Illinois as a pivotal supplier in the region. By monetizing the real estate of lamp poles and utilizing various hardware and software combinations, along with subscription services like Power As A Service, the income potential is diverse and significant.

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

The partnership with the ILOCX platform additionally strengthens iLamp Illinois in managing sublicense sales as effectively as territorial license sales. This provides a crucial mechanism for sublicensees to raise capital within their own markets, fostering growth and market expansion.

The global urban landscape is on the cusp of a significant transformation, and our innovative solutions are not just sought-after; they are essential. As cities evolve, iLamp's state-of-the-art solutions light the way forward. iLamp Illinois is set to be a key player in this critical shift, epitomizing 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.

View Listing ↗

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.



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**

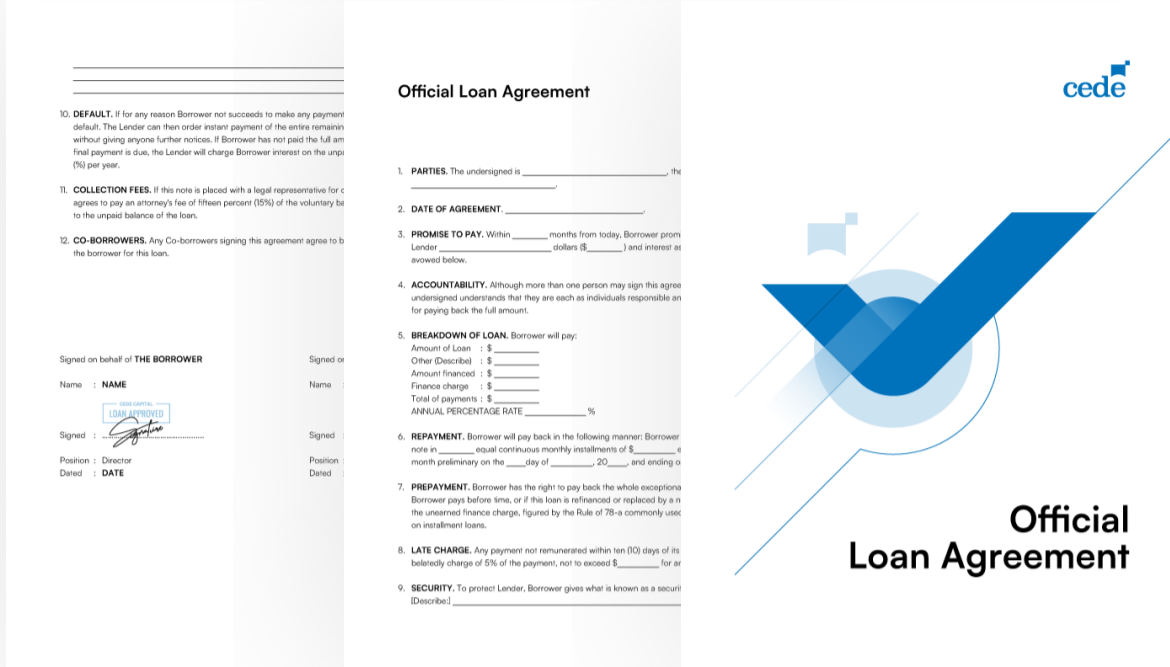
This typically includes the directors and any other major stakeholders in the business. Cede Capital will look at these individuals' credit history, current financial position, and overall financial management.

- **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.

State	Population	GDP (USD)	Estimated Circulation	MMI (Number)
Andhra Pradesh	49,506,799	120 billion	4,300,091	26,355
Telangana	38,286,787	120 billion	3,049,947	18,697
Madhya Pradesh	72,937,845	120 billion	6,376,099	35,895
Kerala	33,387,677	110 billion	2,954,028	14,221
Delhi	16,787,940	100 billion	1,460,471	73,024
Haryana	25,953,081	98 billion	2,208,779	10,284
Other	99,778,626	74 billion	6,629,872	40,494

State	Population	GDP (USD)	Estimated Circulation	MMI (Number)
Maharashtra	12,374,333	350 billion	9,776,587	481,000
Tamil Nadu	47,219,016	250 billion	5,827,264	271,800
Uttar Pradesh	191,822,341	210 billion	17,383,274	870,000
Gujarat	60,383,428	200 billion	5,203,376	262,400
Karnataka	41,100,704	200 billion	5,238,371	263,000
West Bengal	91,340,736	150 billion	7,622,751	384,800
Rajasthan	68,427,072	130 billion	5,970,328	297,000

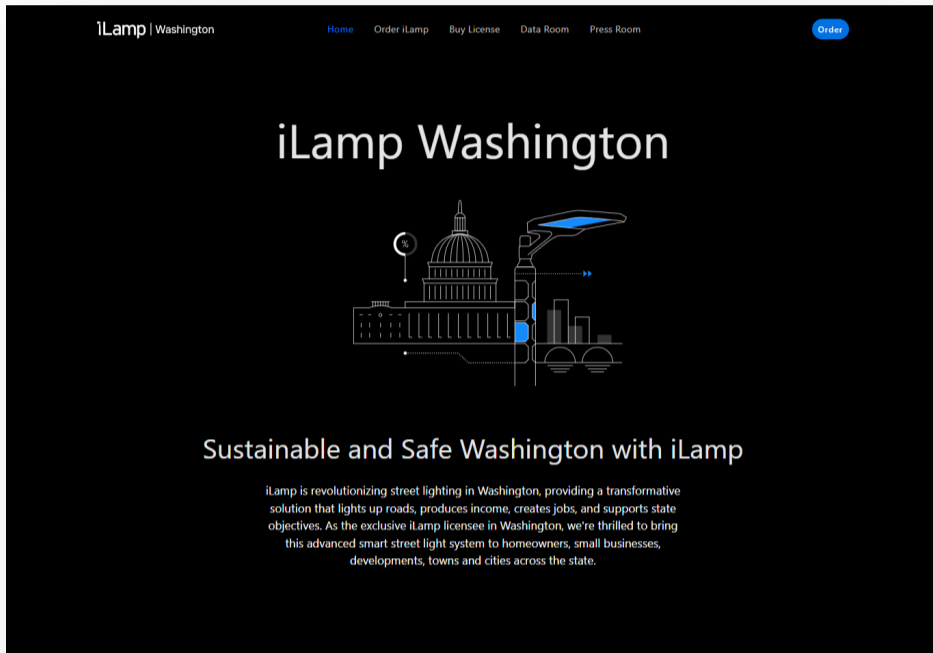
iLamp India iLamp.com
(not yet operational)

iLamp India
Sublicense Sales

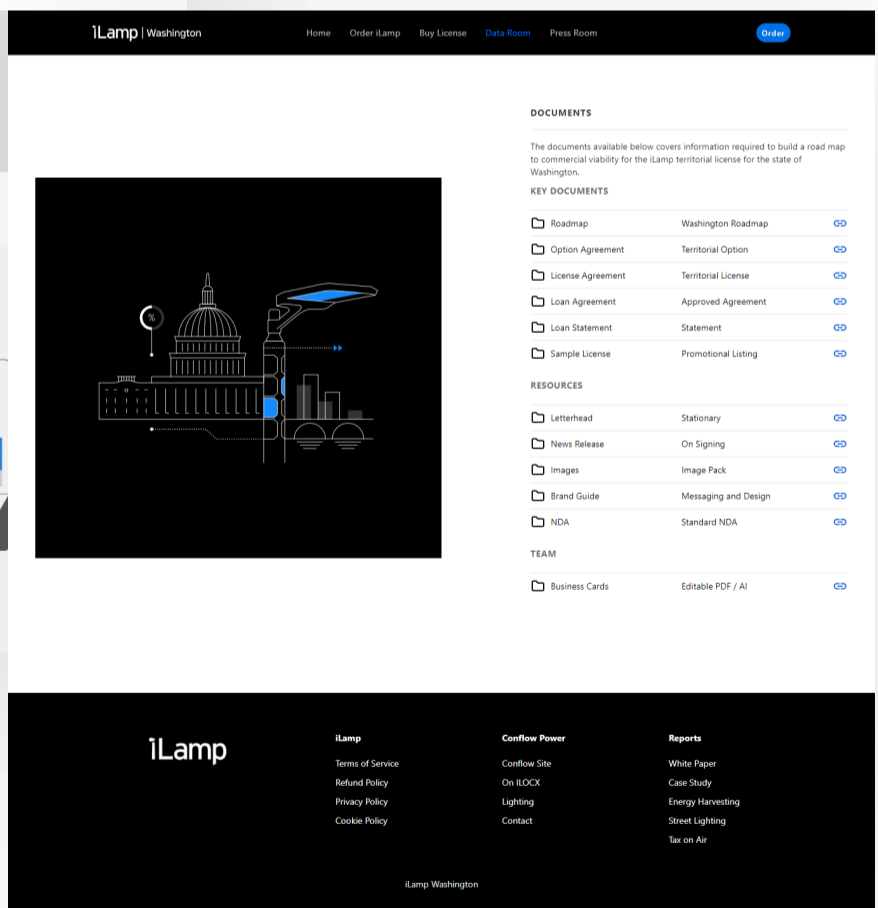
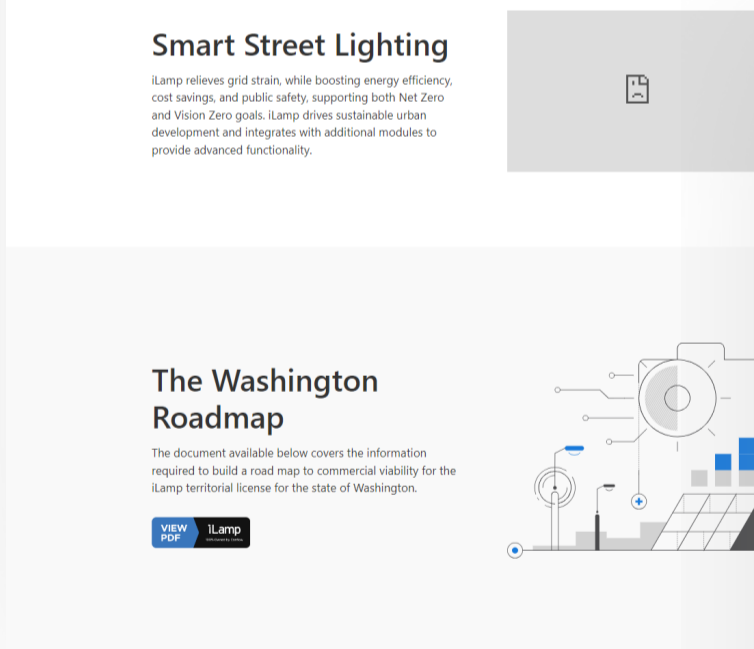
Sample Sublicensing document

09 | Local iLamp Website

To assist in your local efforts to raise money and sell products, we will provide you with a localised 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.

The screenshot shows a web page for the iLamp listing on the ILOCOX platform. The header includes the ILOCOX logo, a 'View Companies' link, and a 'My Account' button. The main content area features a large image of an iLamp unit, a description of the product, and a 'BUY NOW \$5.00' button. Below the main content, there are sections for 'Highlights' and 'ROLLOUT PLAN'. The 'Highlights' section lists key features and benefits, while the 'ROLLOUT PLAN' section includes a diagram of the iLamp unit and detailed information about the rollout strategy and pricing.

ILOCOX View Companies My Account

iLamp
Experience the power of a smart street light that generates revenue.
iLamp is the first smart street light that both saves and makes money for homeowners, small businesses, developments, villages, towns and cities all over the world. iLamp makes money, reduces crime, increases house prices and neighbourhood safety.
With low installation and non-existent running costs, iLamp is the Streetlamp of the future.

Revenue Sources
Business to business Business to government Territorial Licensing Fees
Territorial Royalties

PRICE	ROYALTY	VALUATION
\$5	20%	\$5,000,000
2,500,000 TOTAL UNIT		BUY NOW \$5.00

iLamp.com

Highlights
Business Overview
Rollout Plan
Corporate Information
News
Qualifying
Territorial License
License Terms

HIGHLIGHTS

- » 300 million street lights in the world and rising.
- » 70% of all electricity was generated by burning fossil fuels, a source of air pollution and greenhouse gases.
- » Grids worldwide facing increased strain with countries facing power outages and power scarcity
- » Running trial with Southern California Edison and CalTrans

ROLLOUT PLAN

iLamp has issued 650,000 ILO units at \$10.00 per unit. Each unit will receive a royalty after the license is qualified of 10% of the iLamp sales revenue divided by the 650,000 unit holders.

The market for street lighting is vast, covering every urban street and road, many highways, interstates, freeways, public parks, recreation areas, walking paths, residential areas, home owners associations, parking lots, commercial and industrial zones and campuses.

There are an estimated 26 million streetlights in the United States alone, consuming as much electricity annually as 1.9 million households.

Over the next 4 years we anticipate selling 650,000 iLamps across multiple territorial license owners. At the base price of \$3600.00 per iLamp this will generate \$2.3 billion in gross revenue. The same gross revenue number this license pays out on. Therefore, if we just take the total number 10% of 2.3 billion is 230 million. Divided by 650,000 is \$340.00. you can buy it today for \$10.00 and help us get there. Efficiency within a sharing eco

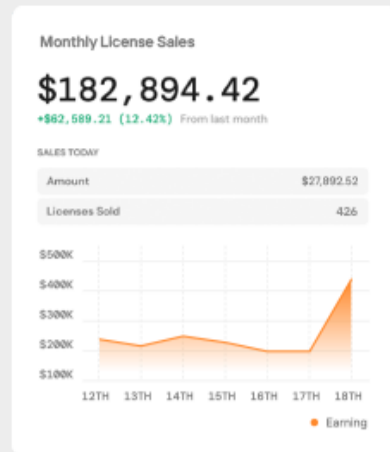
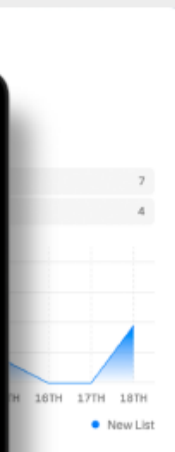
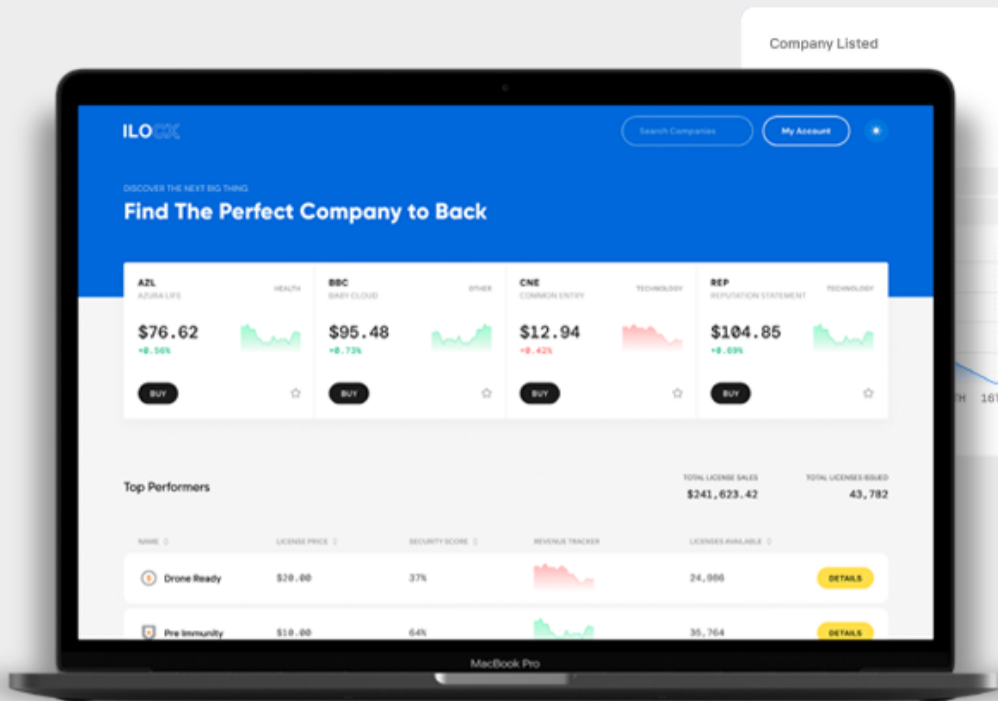
Example Local listing page

12 | Receive Demonstration Pole

Receive an iLamp which you can use for demonstrations to potential customers, partners, or sublicensees. 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.



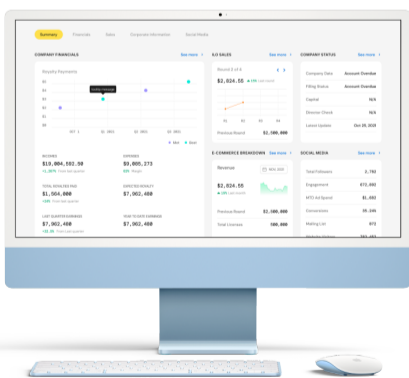
BUILD A TEAM

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+

Total companies listed

Millions

Total licenses issued

10X

Returns already booked

Potential partners

Commonwealth Edison Company (ComEd)

<https://www.comed.com/>

ComEd is one of America's largest utilities. The company is headquartered in Chicago with more than 4 million customers across the northern Illinois region. In 2012, ComEd launched one of the largest grid modernization and Smart Grid programs in the nation, supporting thousands of jobs and driving innovation to meet evolving customer needs.

Ameren Illinois

<https://www.ameren.com/>

Ameren Corporation is an American power company created December 31, 1997, by the merger of St. Louis, Missouri's **Union Electric Company** (formerly NYSE: UEP) and the neighboring **Central Illinois Public Service Company** (CIPSCO Inc. holding, formerly NYSE: CIP) of Springfield, Illinois. It is now a holding company for several power companies and energy companies. The company is based in St. Louis, serving 2.4 million electric, and 900,000 natural gas customers across 64,000 square miles in central and eastern Missouri and the southern four-fifths of Illinois by area.

Ameren is the holding company for the following:

- Ameren Missouri
- Ameren Illinois
- Ameren Transmission Company
- Ameren Services

Jo-Carroll Energy Inc

<https://www.jocarroll.com/>

Headquartered in Elizabeth, Illinois, Jo-Carroll Energy is a not-for-profit distribution cooperative. We service approximately 26,500 electric and natural gas accounts in Jo Daviess, Carroll, Whiteside and Henry counties. Our dedicated staff of more than 75 employees oversees more than 2,432 miles of electric line and 304 miles of natural gas pipe as well as a number of programs and services. Today, cooperatives like Jo-Carroll Energy are still the primary providers of electricity in rural Illinois areas. Located in the diverse rural area of northwestern Illinois, we serve small businesses and industries, farms, residences and second homes, cabins and recreational homes.

McDonough Power Cooperative

<https://www.jocarroll.com/>

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McDonough Power Cooperative

<https://mcdonoughpower.com/>

McDonough Power Cooperative, headquartered in Macomb, Illinois, is a consumer-owned corporation that supplies electric power to members in portions of Fulton, Hancock, Henderson, Knox, McDonough, Schuyler and Warren counties in West-Central Illinois. More than 5,000 households and businesses receive power from McDonough Power. We are a distribution utility—we don't generate our own electricity. We purchase our power from Prairie Power, Inc., which is headquartered in Springfield, Illinois. Prairie Power is a generating and transmission cooperative which is owned and controlled by rural electricians in the central part of Illinois that receive electricity from that organization. McDonough Power is wholly owned by the people it serves and is governed by a board of directors elected by members in each of the nine voting districts. Approximately 17 employees work for McDonough Power to serve its residential, commercial and industrial accounts.

Mt. Carmel Public Utility Co.

<https://mtcpu.com/>

Mt. Carmel Public Utility Co. is an Investor Owned Utility incorporated in the State of Illinois on November 14, 1913. Mt. Carmel Public Utility Co. delivers electricity and natural gas to Residential and Non-Residential customers in the city of Mt. Carmel, IL, parts of Wabash County and to residents and businesses in the Villages of Allendale, Patton, St. Francisville, Belmont, Keensburg, and Cowling.

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 Illinois and western New Mexico. Our service territory is over 10,000 square miles with 3,500 miles of line.

Western Illinois Electrical Coop.

<https://wiec.net/>

Western Illinois Electrical Coop. is a member-owned electrical cooperative based in Carthage, Illinois. Organized in 1938, WIEC was established to bring the convenience of electricity to the rural areas of Hancock and Henderson Counties. (The service territory now includes portions of Adams and McDonough Counties as well.)

Further potential contacts

Solar Power Midwest

Ottawa, IL

+1 844 497 6527

solarpowermidwest.com

Certasun

Buffalo Grove, IL

+1 312 500 7803

certasun.com

Blue Raven Solar

Hanover Park, IL

+1 855 606 0837

blueravensolar.com

EFS Energy

Springfield, IL

+1 844 337 6527

efsenergy.com

Headline Solar

Hoffman Estates, IL

+1 833 443 5463

headlinesolar.com

Stateline Solar

Belvidere, IL

+1 815 580 3011

statelinesolar.net