

iLamp Roadmap for South Africa

This document covers information required to build a road map to commercial viability for the iLamp territorial license for South Africa.

iLamp



Texas Population

29.53 Million

GDP

\$2.355 Trillion

Estimated Streetlights

2,569,110

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

iLamp extends beyond a streetlighting solution; it equips iLamp South Africa with a suite of strategies designed to unlock significant economic benefits, enhance public safety, and establish a strong technological platform that attracts South African tech innovators and developers. This positions iLamp as a catalyst for disseminating their solutions on a global scale.

Lamp Sales: iLamp's autonomous operation reduces strain on the power grid, and its modular design allows for the integration of various sensors, hardware, and software solutions that improve pedestrian safety, aligning with South Africa's efforts to ease grid congestion and decrease pedestrian incidents. Its adaptable design also enables integration with local systems, making it a key element of urban street furniture.

Utilities: The Power as a Service (PaaS) model, where customers pay for the clean energy generated and used by the device, sets a precedent for existing utilities to adopt sustainable practices starting with iLamp. This leads the way for new utilities focusing on local clean energy production, detailed billing, and dynamic on-device management.

Local Rights: iLamp's commitment to local manufacturing drives job creation in different sectors, from production to maintenance. By leveraging regional talents and materials, it supports economic growth and regional prosperity. It offers the potential for sub-licensing rights for specific regions or sectors, thus expanding revenue generation opportunities through the rights obtained by iLamp South Africa.

Technology Platform: As South Africa becomes a major technology hub, iLamp South Africa is set to acquire and funnel these hardware and software solutions into its extensive distribution network, which covers multiple territories worldwide. This creates additional profitable revenue streams from technology sales and markups.

iLamp is not just a product; it is a pathway to innovation, security, and economic progress. Addressing key issues like grid efficiency and pedestrian safety, it represents the country's progressive vision for a safer and more sustainable urban environment.

iLamp.com
ILOCX.com/iLamp



Follow us
@officialilamp

ConFlowPower.com
Batteryware.com
PowerasaService.com
Droneready.com
Investinbatteries.com
ILOcasestudy.com



Creativity is the power to correct the seemingly unconnected.

- William Plomer

The Texan Opportunity

Texas, a state at the forefront of blending traditional American values with modern innovation, is experiencing a significant upgrade in its urban infrastructure. This is aligning with the state's dynamic evolution in technology and innovation. The introduction of iLamp to the Texan market is poised to create a powerful synergy between Texas's drive for modernization and the global movement towards smart city advancements. This venture symbolizes a future where Texas's rich history is seamlessly integrated with cutting-edge urban solutions through iLamp's vision.

Harmonizing with Texas's Tech Landscape:

Texas's dedication to technological advancement, particularly in its manufacturing and energy sectors, is widely recognized. iLamp Texas aims to become a central figure in this technological shift, blending the state's manufacturing strengths into iLamp's extensive distribution network. This strategic initiative is designed to showcase Texas's tech expertise on an international stage, enhancing profitability through global sales and technology exchanges.

Grid Resilience and Sustainable Transformation:

In Texas, where energy needs are rapidly evolving, the balance between modernization and sustainability is critical. iLamp emerges as a leader in this area, offering a self-sufficient lighting solution that bolsters grid resilience and advances energy security. It represents a significant step towards energy independence and sustainable urban living in Texas.

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

iLamp's Power-as-a-Service model is transformative for Texas energy providers, launching them into the future of clean energy and intelligent utilities. This model represents a revolutionary shift from traditional power distribution to a system that prioritizes local generation, efficiency, and innovation in energy management.

New Revenue Avenues and Technological Integration:

iLamp's modular design paves the way for groundbreaking technological integration, from Internet of Things (IoT) connectivity to advanced analytics. This taps into Texas's burgeoning tech sector, fostering new revenue streams and ensuring each iLamp unit becomes a hub of high-tech solutions that contribute to the digitalization of Texan cities.

Safer Streets Texas

Public Safety, Health, and Connectivity:

iLamp is in tune with Texas's goals for enhanced public safety and health, potentially integrating into state-wide safety networks. Its multifunctional capabilities ensure brightly lit streets and support public health and environmental monitoring. Additionally, its communication modules could form the backbone of Texas's digital infrastructure, enhancing connectivity across the state.

Economic Benefits and Reach Beyond Urban Areas:

The economic potential of iLamp in Texas is significant, with the capacity to extend beyond major urban centers like Houston and Dallas, reaching into semi-urban and rural areas. This holistic approach ensures a consistent and advanced technological presence throughout the state, lighting every corner with smart, efficient solutions.

Texas's dynamic cities, including Houston, Austin, and Dallas, are abuzz with activity, where bustling streets witness a continuous flow of pedestrians, cyclists, and vehicles. Recognizing the essential need for road safety, the Texas government is committed to enhancing street conditions to reduce accidents and protect city-goers. In this context, streetlights play a vital role, significantly boosting visibility during nighttime or adverse weather conditions, thus diminishing the risk of accidents for all road users.

In densely populated areas like Downtown Houston or the Sixth Street district in Austin, the streets are particularly busy, necessitating superior street illumination. Likewise, residential neighborhoods and quieter areas also require high-quality lighting to deter crime, prevent accidents, and foster a sense of security.

The Texas Department of Transportation consistently focuses on road safety and aims to improve the effectiveness of street lighting. This includes prioritizing areas with high accident rates, pedestrian zones, and school vicinities where safety is paramount. Despite these efforts, some regions may still experience inadequate lighting or depend on outdated systems, posing 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 tranquil alleys and pedestrian zones, aligning with Texas's vision for safer streets that respond to specific needs.

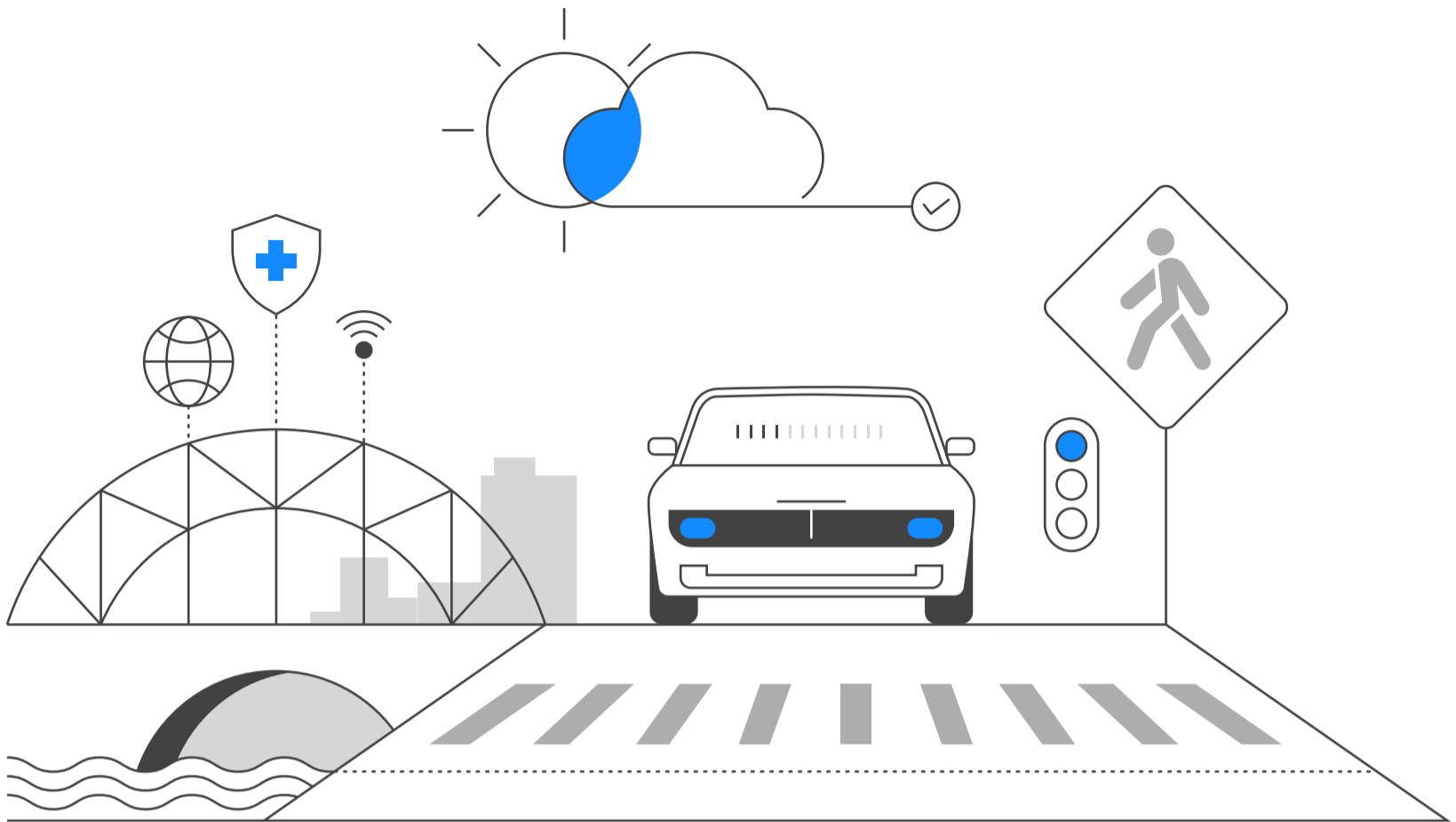
Integrated Safety Solutions: iLamp is more than a light source; its modular design can incorporate additional safety features like motion sensors to detect unexpected movements, or alert systems to caution drivers about potential hazards, thus augmenting public safety.

Monitoring and Real-Time Response: iLamp could be integrated with surveillance systems and analytical tools, providing valuable insights into traffic patterns, pedestrian movements, and potential security issues in real time. This information is invaluable for law enforcement and emergency services, facilitating prompt and more effective responses to incidents.

Supporting Texas Traffic Safety Initiatives: As Texas road safety authorities and local governments endeavor to enhance traffic conditions, iLamp can be a crucial component of their safety improvement strategies. iLamp's versatility allows it to evolve with the changing needs of Texas's urban landscape.

Future Innovations and Adaptability: As a state known for embracing technological advancements, Texas is continuously exploring innovative methods to improve urban life. iLamp's forward-thinking design is prepared 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 Texas; it represents a path toward safer, smarter, and more interconnected urban living. By addressing gaps in street lighting, offering real-time safety monitoring, and adapting to future technologies, iLamp is poised to play a pivotal role in Texas'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.

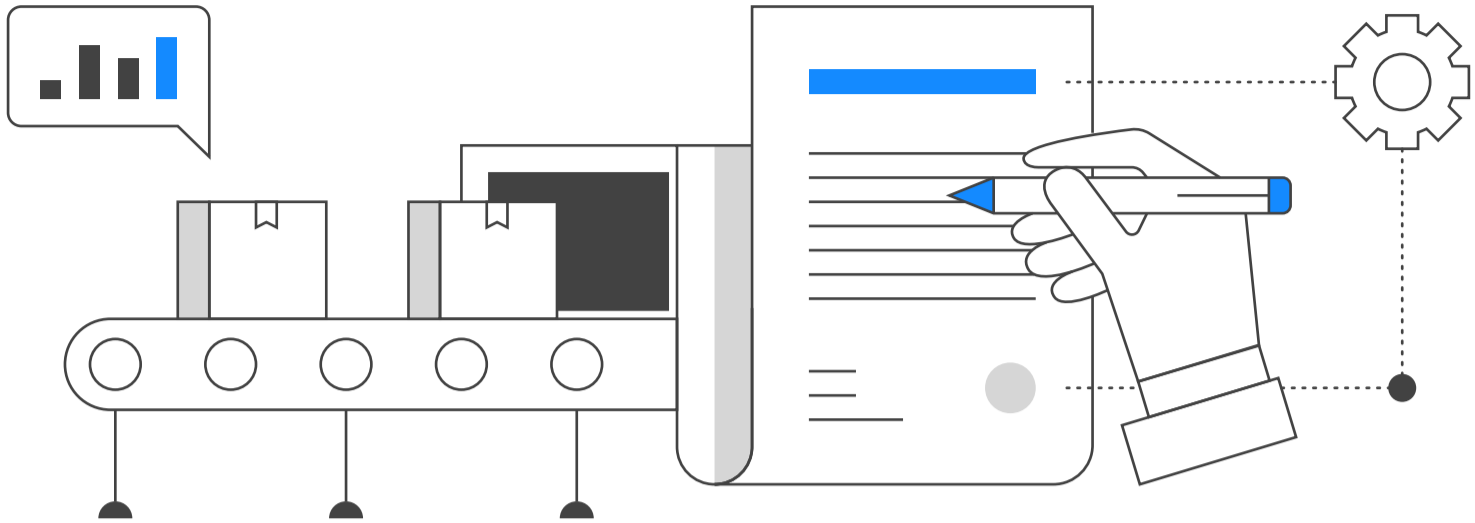
Light Pollution Reduction

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.

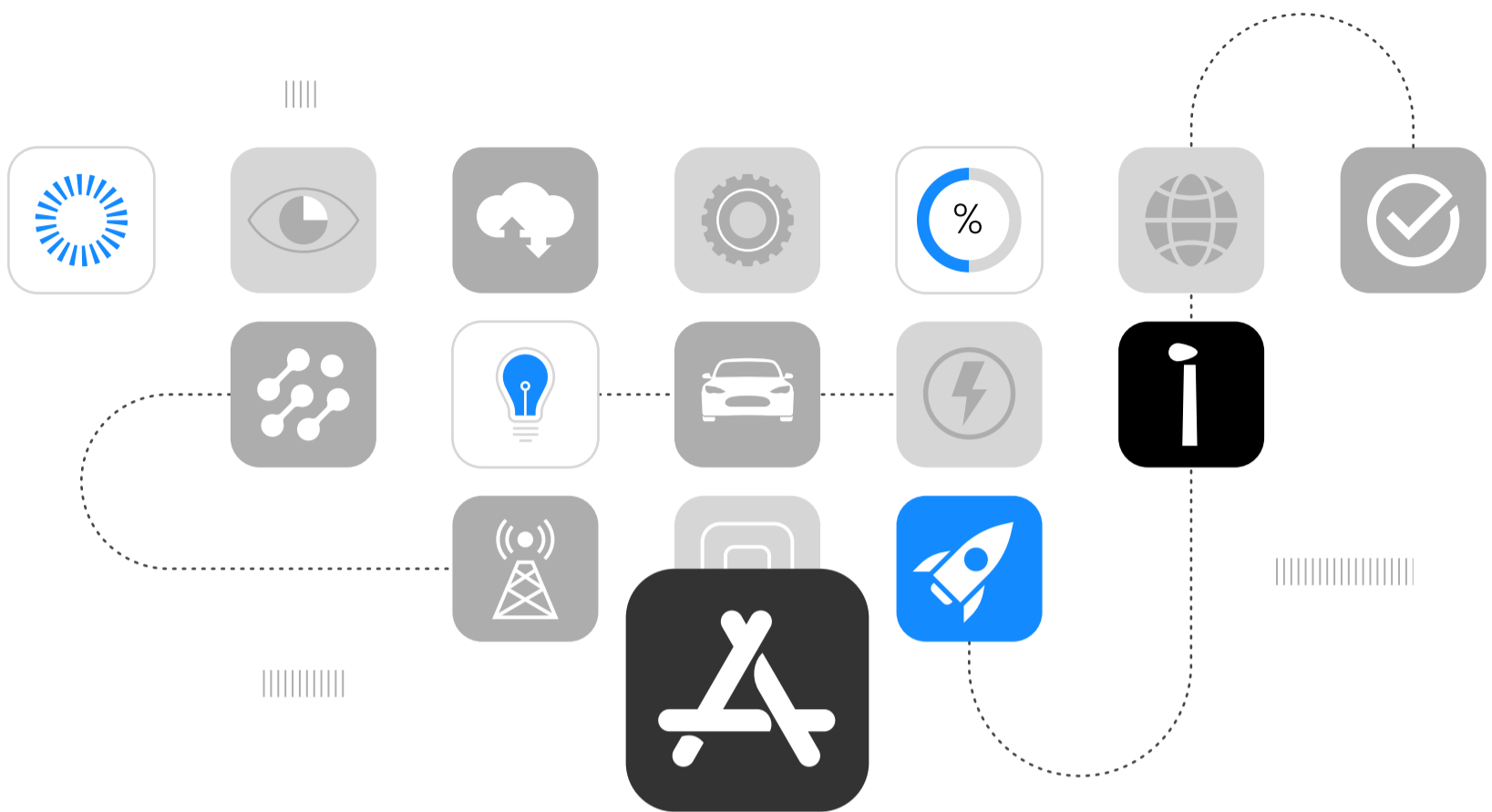
10. Access to a Repository of Solutions:

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.

Territorial holders of iLamp are in a prime position to not just capitalize on the opportunities provided by Conflow Power Group but also to shape the future direction of energy solutions in their region. Their benefits extend beyond revenue generation to establishing a stronghold in the ever-evolving world of sustainable energy solutions.



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 powerful tool for iLamp Texas, enabling immediate commencement of operations across the vast state. This approach allows territorial holders to rapidly extend the iLamp business model to subterritories, fostering swift expansion and the potential for quick sales. The capacity for immediate sublicensing is critical in securing essential early-stage revenue, providing financial stability right from the start.

Territorial holders in Texas have the unique advantage of recruiting a team of local experts, who bring an intrinsic understanding of the state's diverse and expansive landscape. These individuals, empowered with the independence that sublicensing offers, can operate with significant autonomy. This autonomy encourages growth and innovation without the need for continuous oversight, fostering a dynamic team environment that is agile and acutely attuned to the specific needs of the Texan market.

By capitalizing on local expertise, iLamp Texas can engage with local professionals such as manufacturers, businesspeople, and regional specialists who have a deep understanding of their specific areas within Texas. Sublicensing to these local experts ensures that iLamp's solutions are finely tailored to meet the state's unique challenges and opportunities, thereby building trust and credibility within local communities.

Sublicensees in Texas are adept at navigating the state's bureaucracy, regulations, policies, and understanding cultural nuances and market dynamics. This proficiency leads to more effective market penetration. It also spreads operational risks among a broader base of stakeholders, lessening the financial and operational load on the primary license holder. This approach fosters local stakeholder engagement, creating a sense of ownership and commitment to iLamp's success, potentially leading to stronger advocacy and brand loyalty across Texas.

The sublicensing model is inherently scalable, enabling iLamp Texas to expand its reach across the state without the proportional increase in capital investment and resources typically required for such growth. The following price list provides an estimate of market prices as determined by Cede Bank, tailored for the Texan market.

SUBLICENSING OPPORTUNITY



State	Population	Street Lights	Territory Price
Houston	2,302,878	200,350	\$5,757,195.00
San Antonio	1,472,909	128,143	\$3,682,272.50
Dallas	1,299,544	113,060	\$3,248,860.00
Austin	974,447	84,777	\$2,436,117.50
Fort Worth	956,709	83,234	\$2,391,772.50
El Paso	677,456	58,939	\$1,693,640.00
Arlington	394,602	34,330	\$986,505.00
Corpus Christi	316,239	27,513	\$790,597.50
Plano	289,547	25,191	\$723,867.50
Lubbock	263,930	22,962	\$659,825.00
Laredo	256,187	22,288	\$640,467.50
Irving	254,715	22,160	\$636,787.50
Garland	240,854	20,954	\$602,135.00
Frisco	219,587	19,104	\$548,967.50
McKinney	207,507	18,053	\$518,767.50
Grand Prairie	201,843	17,560	\$504,607.50
Amarillo	201,291	17,512	\$503,227.50
Brownsville	189,382	16,476	\$473,455.00
Killeen	159,172	13,848	\$397,930.00
Denton	150,353	13,081	\$375,882.50
Mesquite city	147,899	12,867	\$369,747.50
Pasadena	147,662	12,847	\$369,155.00
McAllen	144,579	12,578	\$361,447.50
Waco	143,984	12,527	\$359,960.00
Midland	134,444	11,697	\$336,110.00
Carrollton	133,820	11,642	\$334,550.00
Lewisville	131,215	11,416	\$328,037.50
Abilene	127,385	11,082	\$318,462.50
Pearland	126,949	11,045	\$317,372.50
Round Rock	126,697	11,023	\$316,742.50
College Station	124,319	10,816	\$310,797.50
Richardson	118,802	10,336	\$297,005.00
The Woodlands	115,716	10,067	\$289,290.00
League City	115,418	10,041	\$288,545.00
Odessa	112,906	9,823	\$282,265.00
Beaumont	112,089	9,752	\$280,222.50
Allen	111,551	9,705	\$278,877.50
Sugar Land	109,414	9,519	\$273,535.00
Tyler	109,286	9,508	\$273,215.00
New Braunfels	104,707	9,110	\$261,767.50
Edinburg	104,294	9,074	\$260,735.00
Wichita Falls	102,664	8,932	\$256,660.00
Conroe	101,405	8,822	\$253,512.50
Total			\$34,590,892.50

The Market & Financials

Texas, with its unique blend of cultural heritage and modern development, presents a dynamic market for infrastructure innovation. The state's dedication to modernization and sustainable urban planning provides an ideal environment for advanced infrastructure solutions like iLamp. The diversity of Texas, from its bustling cities to its expansive rural areas, offers varied opportunities for street lighting solutions.

Market Segmentation

- By Area** : Urban (Houston, Austin, Dallas) vs. Rural (West Texas, Panhandle regions)
- By Need** : Updating outdated infrastructure vs. New installations in developing urban districts.
- By Application** : Public streets, highways, recreational areas, private complexes, and carparks.

Digital Cities : With major cities like Austin and Dallas at the forefront of smart city development, Texas presents substantial opportunities.

Green Initiatives : Texas's commitment to green initiatives is in line with iLamp's energy-efficient technology.

Decentralized Systems : As Texas enhances its energy infrastructure, systems like iLamp that reduce the load on the grid are especially beneficial.

Total Addressable Market (TAM):

The total number of public streetlights required in Texas is estimated at 2,568,211 using the Northeast Energy Efficiency Partnerships formula.

Serviceable Available Market (SAM):

Given Texas's diverse infrastructure needs and its receptiveness to innovative technologies, targeting 8.7% of the TAM.

Serviceable Obtainable Market (SOM):

Considering factors like market competition, technology adoption rate, and specific infrastructure conditions in Texas, a conservative target of 3.5% 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 Texas.

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

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 out of the 43 identified territories with a population of over 100,000 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 Texas. 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 3.5% 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 Texan 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	Houston, San Antonio, Dallas	\$12,688,327.50	\$0.00	\$0.00
2	Austin, Fort Worth, El Paso	\$6,521,530.00	\$1,815,117.27	\$12,100,781.81
3	Arlington, Corpus Christi, Plano	\$2,500,970.00	\$3,201,828.19	\$21,345,521.29
4	Lubbock, Laredo, Irving	\$2,500,970.00	\$4,360,059.25	\$29,067,061.70
5	Arlington, Corpus Christi, Plano	\$1,937,080.00	\$5,727,181.30	\$38,181,208.69
6	Garland, Frisco, McKinney	\$1,669,870.00	\$7,397,858.38	\$49,319,055.87
7	Grand Prairie, Amarillo, Brownsville	\$1,481,290.00	\$9,459,227.58	\$63,061,517.22
8	Killeen, Denton, Mesquite city	\$1,143,560.00	\$11,934,731.53	\$79,564,876.86
9	Pasadena, McAllen, Waco	\$1,082,855.00	\$15,075,823.99	\$100,505,493.27
10	Midland, Carrollton, Lewisville	\$998,697.50	\$18,943,798.91	\$126,291,992.71
Total		\$32,525,150.00	\$77,915,626.41	\$519,437,509.42

INCOME STATEMENT

REVENUES	YEAR ONE	YEAR TWO	YEAR THREE
Net Sales			
Royalties received	\$0.00	\$1,815,117.27	\$3,201,828.19
Sublicense sales	\$12,688,327.50	\$6,521,530.00	\$2,500,970.00
Total revenues	\$12,688,327.50	\$8,336,647.27	\$5,702,798.19
COST OF GOODS SOLD	YEAR ONE	YEAR TWO	YEAR THREE
Cost of sales	\$1,000,000.00	\$833,664.73	\$570,279.82
Gross Profit	\$11,688,327.50	\$7,502,982.54	\$5,132,518.37
EXPENSES	YEAR ONE	YEAR TWO	YEAR THREE
Royalties paid	\$1,395,716.03	\$917,031.20	\$199,597.94
Selling & Marketing	\$1,776,365.85	\$1,167,130.62	\$798,391.75
Rent & Utilities	\$253,766.55	\$166,732.95	\$114,055.96
General & Administrative	\$634,416.38	\$416,832.36	\$285,139.91
Salaries & Wages			
Total Operating Expenses	\$4,060,264.80	\$2,667,727.13	\$1,397,185.56
OPERATING INCOME	YEAR ONE	YEAR TWO	YEAR THREE
Operating Income	\$7,628,062.70	\$4,835,255.42	\$3,735,332.82
Income Before Taxes	\$7,628,062.70	\$4,835,255.42	\$3,735,332.82
Income Tax	\$625,501.14	\$396,490.94	\$306,297.29
Net Income	\$7,002,561.56	\$4,438,764.47	\$3,429,035.53

iLamp Texas and the paradigm shift

iLamp is carving a groundbreaking trajectory for Texas, envisioning a strategy that goes beyond merely entering the market to fundamentally reshaping it.

A crucial decision lies in how to allocate operational control within iLamp Texas versus the distribution of sublicenses. Direct management offers the potential for substantial profits and greater control over profit margins. However, partnering with skilled local entities can hasten market penetration, leading to faster revenue growth and providing an immediate influx of revenue.

Additional income prospects arise by harnessing Texan born hardware and software innovations, constructing a comprehensive ecosystem of solutions. Through the extensive iLamp distribution network and app store, these innovations can reach new markets, each generating lucrative, new revenue streams for iLamp Texas.

The scope of our venture extends far beyond the product itself. There are numerous untapped local ventures in Texas, with many more opportunities available. Establishing local production could position iLamp Texas as a key supplier in the region. By monetizing the real estate of lamp poles and exploiting various hardware and software combinations, along with subscription services, such as Power As A Service, the potential for income is both varied and significant.

Backed by the Conflow Power Group, iLamp Texas benefits from early access to and priority on all technological advancements and innovations from CPG granting it a formidable edge as a leading pioneer in Texas.

The partnership with the ILOCX platform further empowers iLamp Texas in managing sublicense sales as effectively as territorial license sales. This offers an invaluable mechanism for sublicensees to generate capital within their own markets, encouraging progress and market expansion.

The global urban landscape is at the brink of a profound transformation, and our innovative solutions are not just in demand; they are indispensable. As cities evolve, iLamp's cutting-edge solutions illuminate the path forward. iLamp Texas is poised to be a central force in this pivotal shift, embodying progress and innovation.

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*

\$24,000,000

License Fee

\$25,000,000

Amount payable to exercise option and receive territorial license

\$800,000

You receive after payment:

- Territorial license
- Demo pole shipped & installed
- Sub-licensing rights*

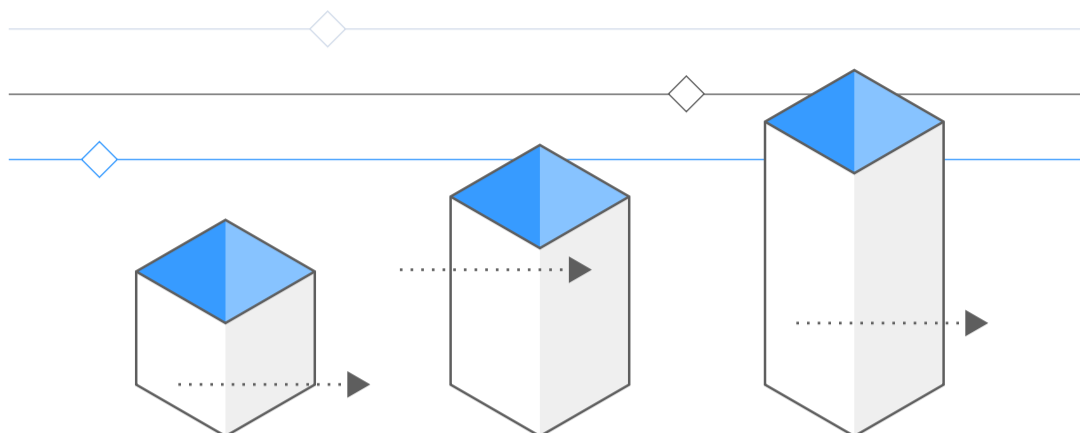
Price Breakdown

There are a total of 1,042,300 km (647,700 mi) of roads in Canada, of which 415,600 km (258,200 mi) are paved, including 17,000 km (11,000 mi) of expressways, the third-longest collection in the world, behind the Interstate Highway System of the United States and China's National Trunk Highway System.

With over 4 million streetlights in the country, 5% equates to 200,000 units. We will consider this the serviceable addressable market for the next 10 years in Canada. At a price of \$9,000 per lamp, this translates to a revenue potential of approximately \$1,800,000,000. As iLamp Canada 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 Canadian solutions to other iLamp territorial holders, or selling sub-licenses.

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.

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.