



ConFlow Power Group  
(ILOCX: CFP)  
The Leading Smart  
Street Lighting  
Technology Aggregator

Wednesday, March 3<sup>rd</sup>, 2021

## VALUATION

|                 |              |
|-----------------|--------------|
| Current Price   | \$9.50       |
| 52 Week Range   | \$2.00– 9.50 |
| Daily Volume    | 2.0K ILOs    |
| Issuer Activity | Seller       |
| Royalty Rate    | 10%          |
| # ILOs          | 3,300,000    |
| Next Royalty    | June 2021    |
| CFP Cash        | \$2 Mn       |

## FUNDAMENTALS

|                       |             |
|-----------------------|-------------|
| Revenue (CY19)        | \$6 Mn      |
| Revenue (CY20E)       | \$50 Mn     |
| Revenue (CY21E)       | \$80 M      |
| Revenue (CY22E)       | \$150 M     |
| Royalty (CY20)        | \$600,000   |
| Royalty (CY21E)       | \$5,000,000 |
| Royalty Yield (CY20)  | 30%         |
| Royalty Yield (CY21E) | 16%         |

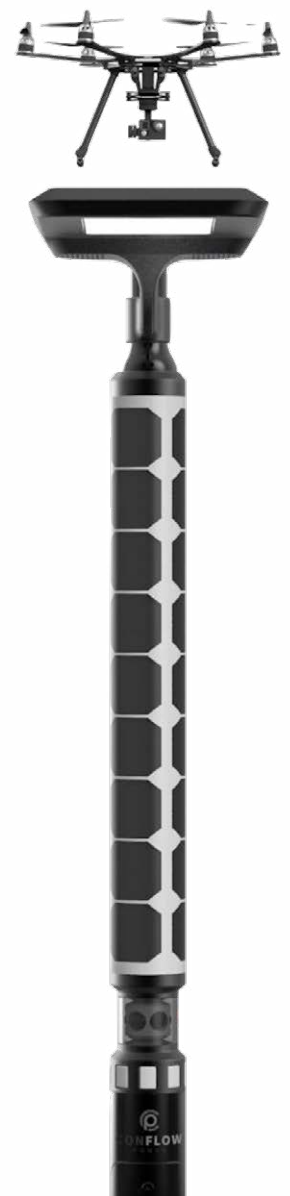
## RELATIVE PERFORMANCE

|                    |                 |
|--------------------|-----------------|
| Current allocation | 126,000 units   |
| Licenses held      | 1,132,000 units |

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## PARTNERSHIPS TO BOOST GROWTH AND DIVERSIFY REVENUE STREAMS

Existing street lighting infrastructure is inefficient and expensive. Smart street lighting is the solution and ConFlow Power Group is primed to emerge as a smart street lighting leader.

With ~320 million street lighting poles worldwide, upgradation of street lighting infrastructure presents a ~\$1 trillion opportunity, one that smart street lights are best placed to grab by delivering 80%+ cost savings, increasing revenue opportunities through use of smart poles, remote monitoring and control, and a range of data sharing and gathering capabilities that support smart city applications. ConFlow is set to emerge as a smart street lighting leader, thanks to the multiple competitive advantages enjoyed by the firm, most notably:

1. **Technology innovation:** ConFlow's technological prowess features at its core an innovative and unique harvesting capability that converts ambient air electrons into energy. In combination with a diverse range of supportive technologies within a single device, this ConFlow flagship technology is able to turn an outgoing cost into a source of profit while delivering a range of valuable safety, public, and health services,
2. **Business model leadership:** The company owns BatteryWare and has partnered with Power As A Service (PaaS) to create recurring revenue from its entire product range, and
3. **Presence in key and large end markets:** To boost market share, ConFlow is building strategic partnerships with select companies in various end industries including transportation, lighting, energy, medical, and communications.

### Relative Performance.

ConFlow Power sold out their initial offering of 100,000 licenses for \$20 which grew in value following royalty payments to \$95.00, before ConFlow Power Group effected a 10 for 1 split and issued a further 3,330,000 licences priced at \$9.50. In their current allocation there are 15,230 remaining licenses.

ConFlow continues to aggregate technology adding additional revenue streams beyond sale and supply of power.

Conflow Power Group has created an adaptable set of complementary technologies, including proprietary innovations, licensed technologies, and joint venture project developments.

- **The company ended 2020 with a flurry of global licensing sales - including the sales of its first pilot contract for 80,000 off-grid streetlights to ConFlow Power USA for \$50 million - and a joint venture with U.S.-based 4D Vision Light in October 2020.** 4D Vision is developing the next generation of solar power arrays in the form of a patented Pyramid Wall System that uses an inverse pyramid structure instead of flat panels. As a result, it is at least 2.5x to 3.5x more efficient than current solar panel designs. Pyramid solar arrays have a smaller footprint and can be integrated into a wider range of technologies. As part of the technology stack that ConFlow is assembling for its smart streetlights, 4D Vision is adding additional power generating capability and storage capacity, all within the footprint of conventional solar lights.
- **ConFlow continues to maintain an intense focus on acquisitions, partnerships, and investments in 2021 as well, as demonstrated by its deal/partnership pipeline that includes technology innovators across the value chain. (See details on next page.)** These partnerships will ensure that ConFlow's revenue streams are not limited to its smart pole and energy harvesting technology but are instead spread across the value chain of the industry, thus lending to higher topline growth and better revenue diversification.



Below are insights into technology innovators and leaders that are part of ConFlow's deal/partnership pipeline (in addition to the expected launch of iLamp in a few weeks and more partnerships that are under considerations).

- A blockchain based technology platform solution that aims to transform the global energy marketplace by allowing consumers of energy to "Pre-Pay" for electricity from a mobile device. Utilizing **the power of the blockchain to provide a payment rail** for investors, project developers, service providers, governments utility companies, and others driven from a trusted and transparent platform. The solution also allows for the unbanked population of the world to gain identity and reputation through transacting on the platform for the most basic of needs - electricity. Project pipeline spans across 14 countries, including India, Columbia, Haiti, Nigeria, and Kenya, among others.
- A first-of-its-kind, integrated, hybrid energy solution that is marketing and selling to a worldwide customer base, in more than 35 countries. The system is designed to generate power at lowest possible wind speeds and coupled with solar panels can provide energy generation 24 hours/day, 365 days/year. The technology is patented globally. The product is based on a modular, scalable, distributed renewable energy system designed and optimized for on grid and off grid installations. **The relationship allows ConFlow to increase its penetration into emerging markets with a high contribution to the reduction of fossil fuel use and access to renewable energy credits.**
- Patent approved technology leveraging decades of power generation experience to create a new method of electrical production. By eliminating the majority of moving parts, the company is creating an **efficient generator (10kW) with significantly lower CAPEX and OPEX.** At the same time, it removes the need for input such as fossil fuels, helping power generation needs while addressing climate issues.
- A science-to-commercialization company specializing in nanotechnology. This group is currently focused on the commercialization of another unique **Energy Harvesting (EH)**. Energy Harvesting Circuits or (EHCs) produce minute levels of power. When embedded on a chip in arrays, they can work together to produce higher levels of power output. **These low-power energy harvesting chips will be used on all ConFlow circuitry boards.**
- A **next generation energy storage** company for lithium batteries. It has developed a unique chip-based rechargeable battery technology, whose performance is exponentially more efficient than any other lithium battery. The company has numerous Patented Technologies, and additional Patents Pending, and several years of development with investment and grants from public and private entities, this solution enables **scalable, high-volume manufacturing at the industry's lowest cost**, by using existing manufacturing and contract assembly techniques.

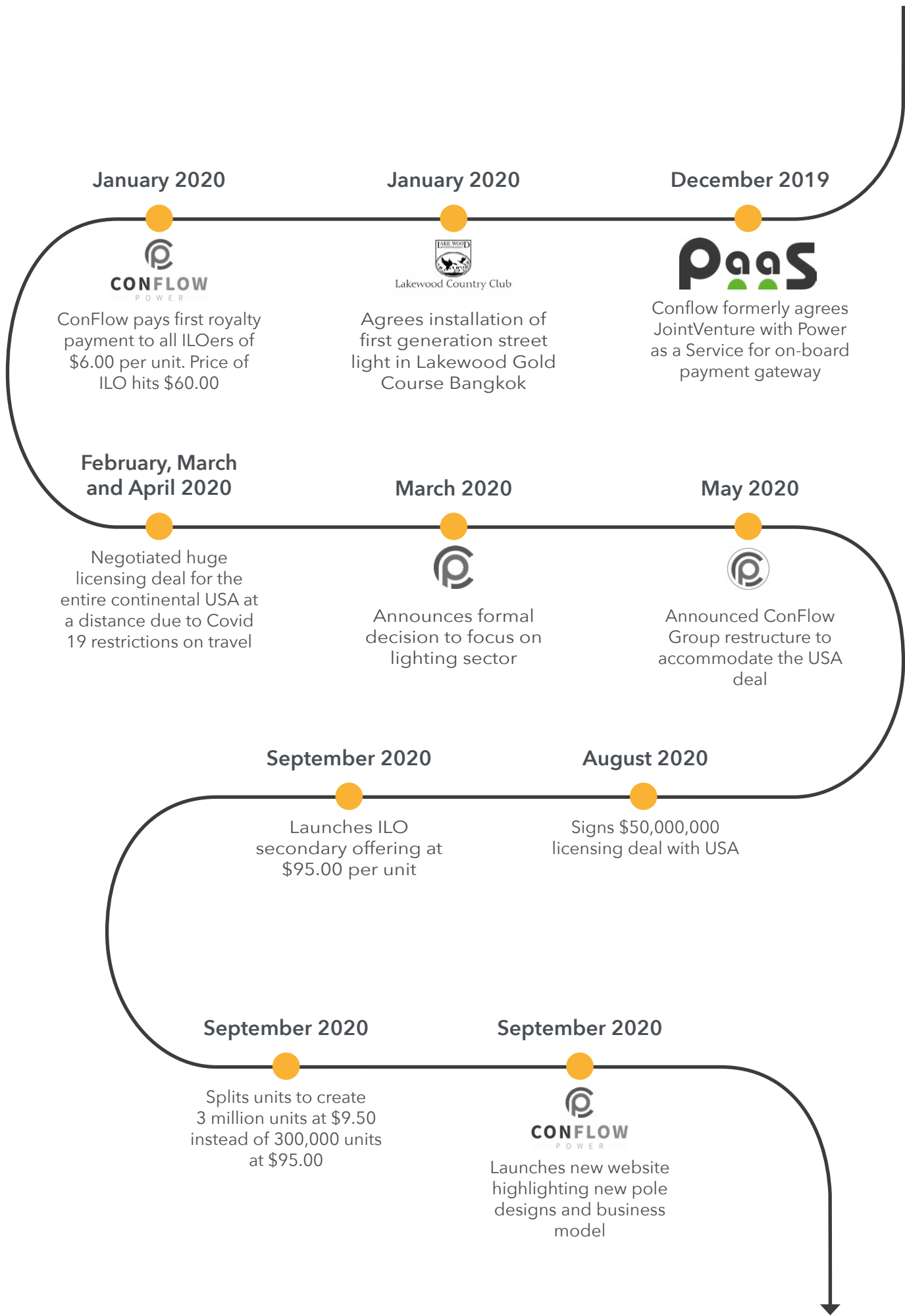
- ConFlow is in mid-stage discussions with a group who **has extensive experience in the lighting and renewable energy sectors and increasing penetration in the EV charging infrastructure**. The company delivers Sustainable Energy Solutions by using a turnkey approach to the implementation of technology for various sustainability goals. Whether the goal is to reduce utility and operating costs or for social improvement in a specific community, aiming to implement the latest technology to deliver a meaningful ROI for businesses communities and the environment.

ConFlow Power Group continues to show its innovative nature it both developed and emerging markets. The ability to develop and test new technology while generating revenue proves to be an impressive answer for the alternative energy solutions ConFlow is aggregating.

# Sequence of Events

Click the logos for full news





January 2020



ConFlow pays first royalty payment to all ILOers of \$6.00 per unit. Price of ILO hits \$60.00

January 2020



Lakewood Country Club

Agrees installation of first generation street light in Lakewood Gold Course Bangkok

December 2019



Conflow formerly agrees JointVenture with Power as a Service for on-board payment gateway

February, March and April 2020

Negotiated huge licensing deal for the entire continental USA at a distance due to Covid 19 restrictions on travel

March 2020



Announces formal decision to focus on lighting sector

May 2020



Announced ConFlow Group restructure to accommodate the USA deal

September 2020

Launches ILO secondary offering at \$95.00 per unit

August 2020

Signs \$50,000,000 licensing deal with USA

September 2020

Splits units to create 3 million units at \$9.50 instead of 300,000 units at \$95.00

September 2020



Launches new website highlighting new pole designs and business model

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