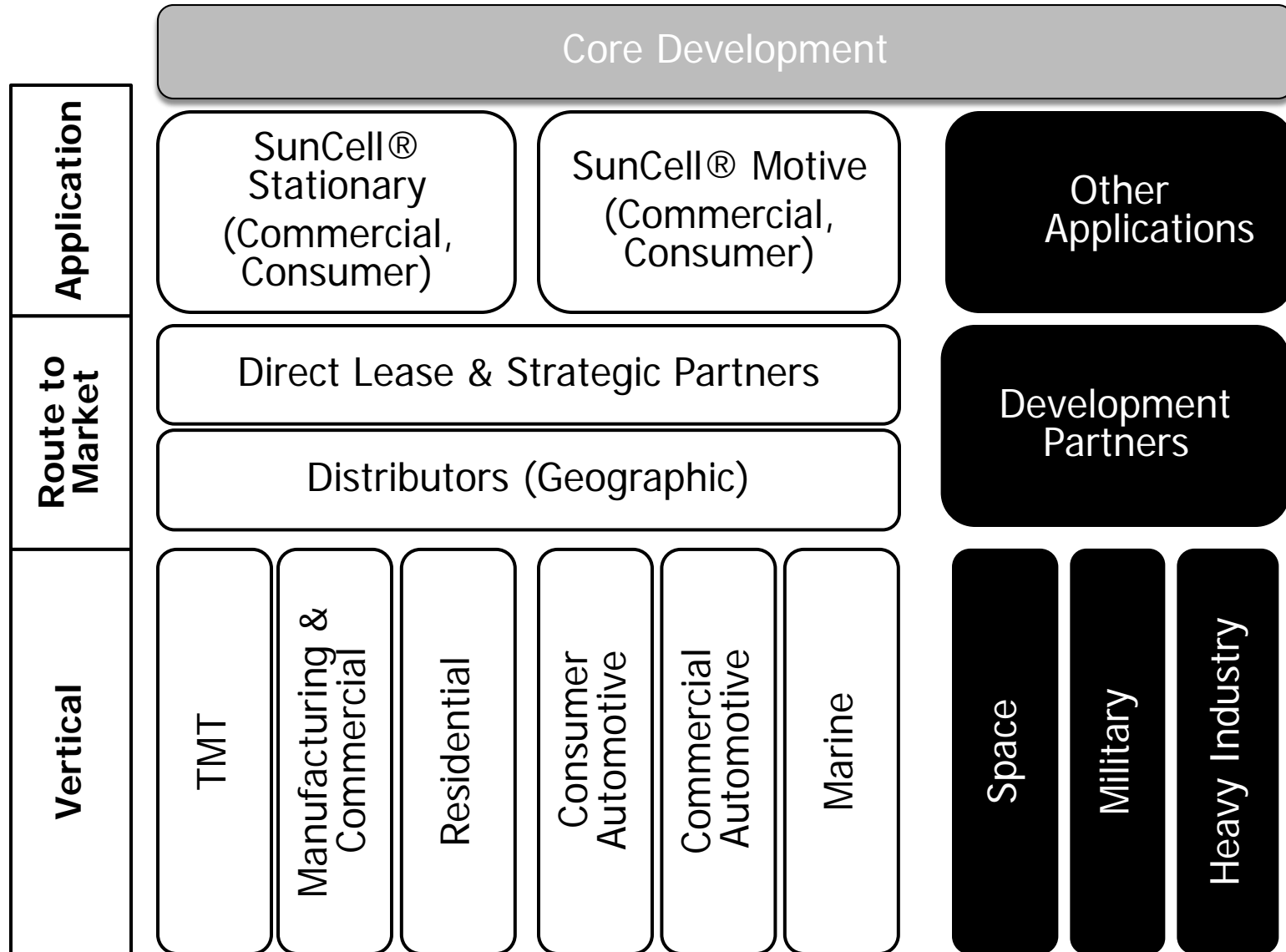




**brilliant**  
**LIGHT POWER**

# Simplified Go-To-Market Model

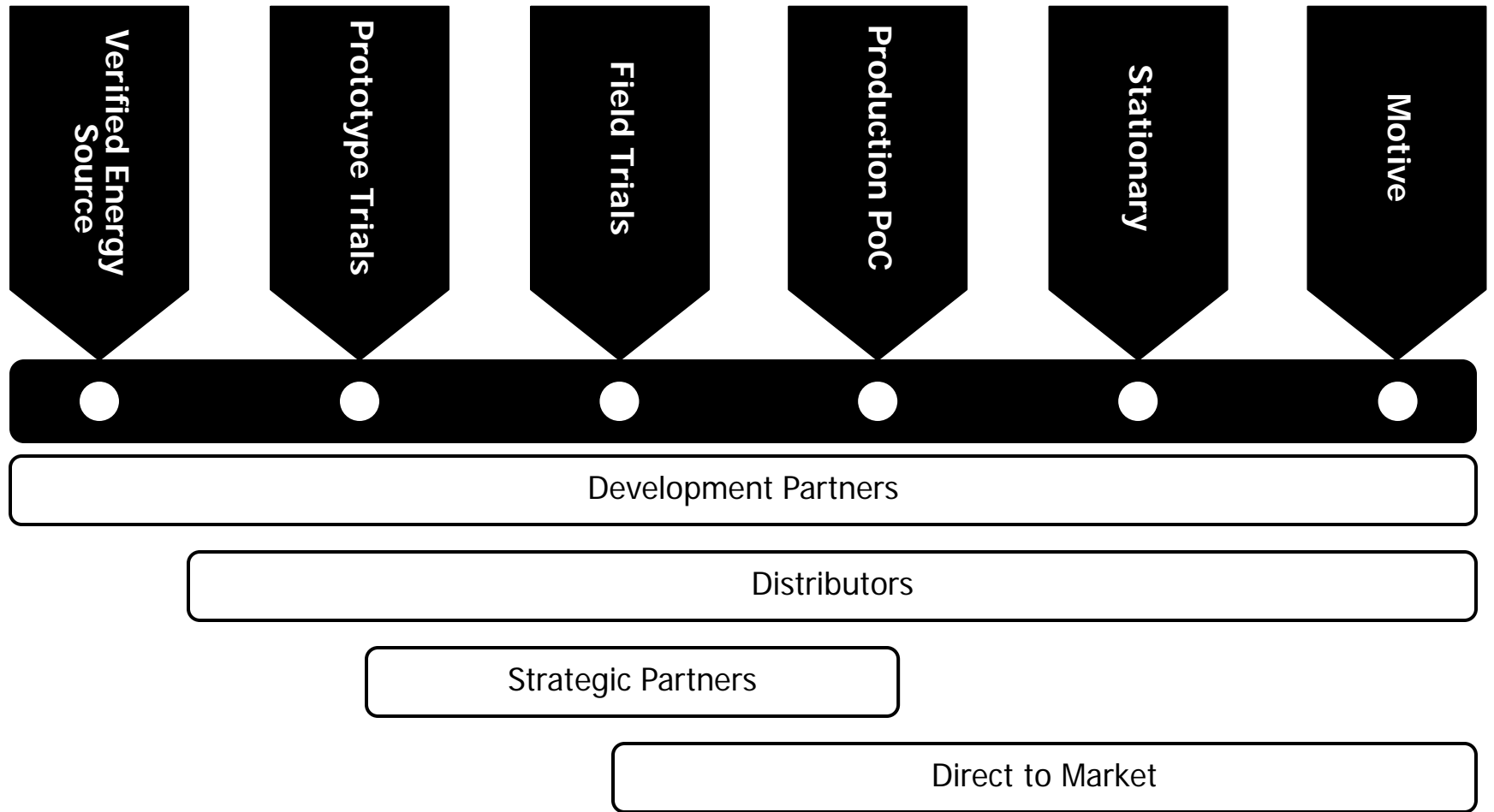


# Partner definitions

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- **Development Partner** – A partner that has a commercial interest in the core development of the Hydrino® derived energy source and has the engineering and production capability to be able to produce products other than SunCells® or use the technology to support non-core applications.
- **Strategic Partner** – A customer/partner that is both an early adopter of SunCell®. The Strategic Partner works with BrLP throughout the field trial and production proof of concept phase of the Commercial Launch of a the SunCell®. Special commercial terms are under review.
- **Distributor** – A partner that licenses the distribution of the SunCells® under lease agreements for a specific geography. The distributor pays an upfront licensing fee and works on a revenue sharing model with the BrLP against certain predefined targets.

# Strategic targets against milestones



*Strategic targets aligned with milestones, focus on revenue generating opportunities and 3rd party verification other than opportunistic customers*

# Properties of interest for Development Partners



**HEAT**

Opportunities to use Hydrino® process to produce heat for applications including superheated boilers, heat pumps, scintering and other commercial systems that generate heat as a primary function



**LIGHT**

Opportunities to use Hydrino® process to produce light for applications that require or generate light to perform their primary function, e.g. Photochemical, material refining, industrial lighting



**GAS**

Opportunities to use the Hydrino® process to produce Di-Hydrino gas that can be used as an economical replacement for Helium with numerous commercial and industrial applications



**POWER**

Opportunities to use the core SunCell® technology to support applications that are not yet considered for SunCell® generators e.g. Military weapons systems power, Space exploration, heavy industrial use

# Development Partner Attributes & Offering

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Development Partners must possess a set of key attributes to be considered:

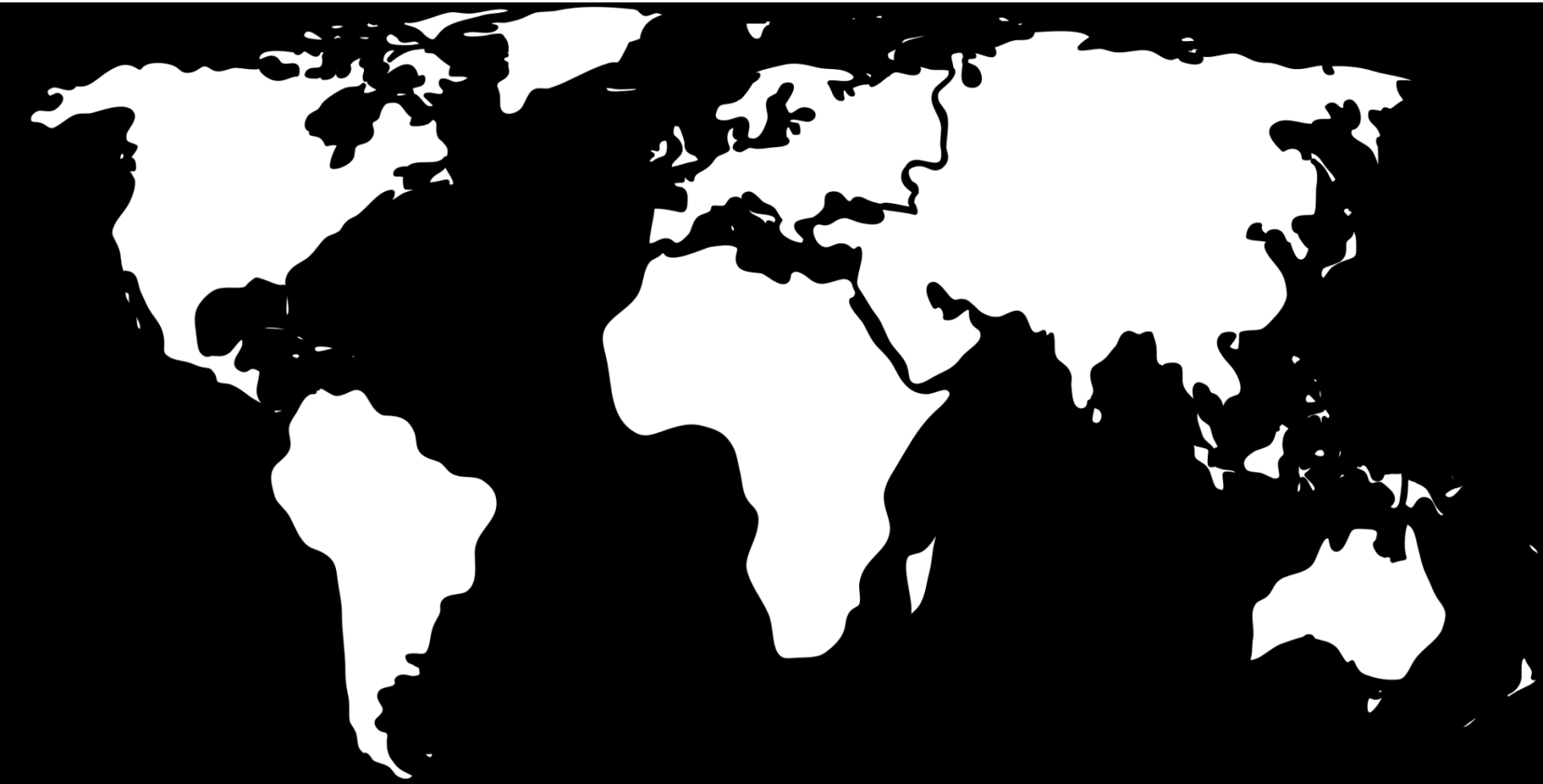
- Design, build and manufacture products that require performance derived from the Hydrino® process
- Robust research and development capabilities
- Renown reputation in their field of expertise

Development Partner offering:

- A license to Brilliant Light Power technology for a defined application other than the creation of a SunCell® or to use a SunCell® in another application
- Development support from Brilliant Light Powers Science and Engineering team in support of the creation of the new application
- Ongoing contract generating royalties for BrLP from the sale of the new 3rd party developed application and core technology support

# Distributors

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*Brilliant Light Power is seeking Distribution partners to service the global opportunity for the SunCell®*

# Distributor Attributes & Offering

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- Distributors are used to address foreign markets as a proxy for Brilliant Light Power. A Distributor candidate should :
  - Be an established and reputable firm within their territory of operation
  - Have the necessary local regulatory experience (if required) to effectively distribute the SunCell® generators in their territory
  - Will own or have a structured partner ecosystem necessary to deploy and maintain SunCells within their territory
- Distributors receive:
  - A license to distribute SunCell® generators in an agreed territory in exchange for an upfront and milestone based renewal fee
  - Participation in a revenue sharing model with Brilliant Light Power
  - All necessary support and training to launch distribution in territory

***NOTE: - Non – traditional energy providers are considered as an excellent opportunity***



# Strategic Partner Profile

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- Technology minded organization
- Large power user with testing facilities capable of running early trials of SunCell® prototypes
- Ability to work with BrLP throughout initial testing phase & act as candidates for field trials & proof of concept stage
- Early adopter of SunCell® technology

## Strategic Partner offering:

- First mover advantage and priority
- Investment opportunity in Brilliant Light Power to benefit from market cap growth
- Free or heavily discounted power linked to investment



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Brilliant Light Power, Inc.  
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