Simplified Go-To-Market Model

Core Development

Application

SunCell® Stationary (Commercial, Consumer)

SunCell® Motive (Commercial, Consumer)

Other Applications

Route to Market

Direct Lease & Strategic Partners

Development Partners

Distributors (Geographic)

Vertical

TMT

Manufacturing & Commercial

Residential

Consumer Automotive

Commercial Automotive

Marine

Space

Military

Heavy Industry
Partner definitions

• 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 aligned with milestones, focus on revenue generating opportunities and 3rd party verification other than opportunistic customers
## Properties of interest for Development Partners

<table>
<thead>
<tr>
<th>HEAT</th>
<th>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</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIGHT</td>
<td>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</td>
</tr>
<tr>
<td>GAS</td>
<td>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</td>
</tr>
<tr>
<td>POWER</td>
<td>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</td>
</tr>
</tbody>
</table>
Development Partner Attributes & Offering

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

Brilliant Light Power is seeking Distribution partners to service the global opportunity for the SunCell®
Distributor Attributes & Offering

- 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

• 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
Brilliant Light Power, Inc.
Open for Business