ILUMA PARTNERSHIP & COMMERCIAL TERMS

Illustrative — final terms follow a survey or discovery call

OUR DESIGN RULE: *ILUMA never asks for new money. It rides a money flow you already have — and makes it bigger, cleaner, or recoverable.*
Service charges · hostel & tenant fees · the stay itself · estate dues — you redirect a line that is currently leaking, never create one.

ILUMA COMMERCIAL

Portfolio operators · offices, banks, retail, restaurants, hospitals

Per-building monthly, banded by criticality:

- Standard (retail, restaurants, small offices) — **■100–150k**
- Complex (large offices, banks) — **■200–300k**
- Critical (hospitals · protected escalation) — **■400–500k**
- Modules à la carte · Vendor Warden, Auditor, Broker, wellness
- One-time activation per building, charged per rollout wave — **■250–400k**
- Optional gainshare on verified diesel savings only — capped

HOW IT PAYS FOR ITSELF

Funds itself: the fee is a building operating cost — CAM / service-charge recoverable. Tenants substantially fund it; you gain the control, the books, and the IFC/ESG-ready data room.

PILOT: 5 flagship buildings · 90 days · metrics agreed up front · ■25–40M, credited to year one · then waves of 50.

ILUMA CAMPUS

Higher institutions · universities, colleges, polytechnics

Per-institution annual license, banded by enrollment:

- Under 10,000 students — **■12–20M / yr**
- 10,000 – 30,000 students — **■25–40M / yr**
- Above 30,000 students — **■45–60M / yr**
- Modules: bed-space · TETFund tracker · merchants · exam power
- One-time activation · register seeding + training
- Flat fees always — never a share of student money

HOW IT PAYS FOR ITSELF

Funds itself four ways: a ■2–3k per-bed-space line inside existing hostel charges (20,000 students ≈ ■40–60M); recovery from campus commercial tenants; TETFund-eligible infrastructure components; and the collections uplift the Treasurer itself creates.

PILOT: one college · 90 days · ■8–15M · goal: works, hostels and one TETFund project fully on-grid and report-ready.

ILUMA STAYS

Short-let hosts & operators · estate-approved Airbnb

Pay-as-you-earn — matched to a host's cash rhythm:

- Base per unit per month (keeps vacant units on-grid) — **■5k**
- Per completed stay · pass, cleaner, ledger, welcome — **■2,500–4,000**
- Concierge services booked by guests — our share — **10–15%**
- Estate per-stay fee flows through our rails — **■3–5k /stay**
- Later: turnover-crew network · damage micro-cover

HOW IT PAYS FOR ITSELF

Funds itself per stay: a 10-unit host at ~41 stays/month pays ≈ ■170–215k — about 4–5% of gross, less than one bad review costs. Estates EARN from every sanctioned stay, so estates market Stays for us.

START: your units live in days — send your Airbnb iCal links; no integration, no permission needed. First month on us for founding hosts.

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Ask for the live demo — this platform is running today.