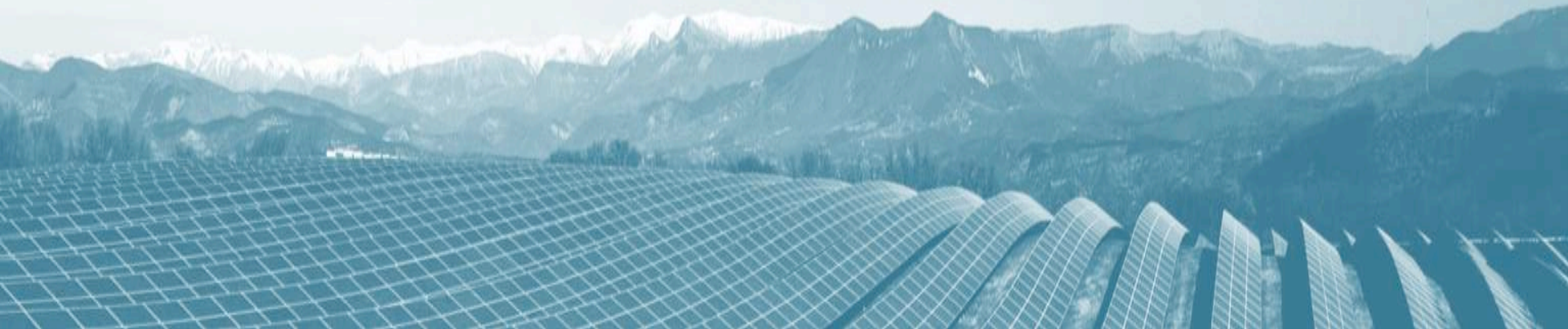




SOLSTICE

Solar for every American



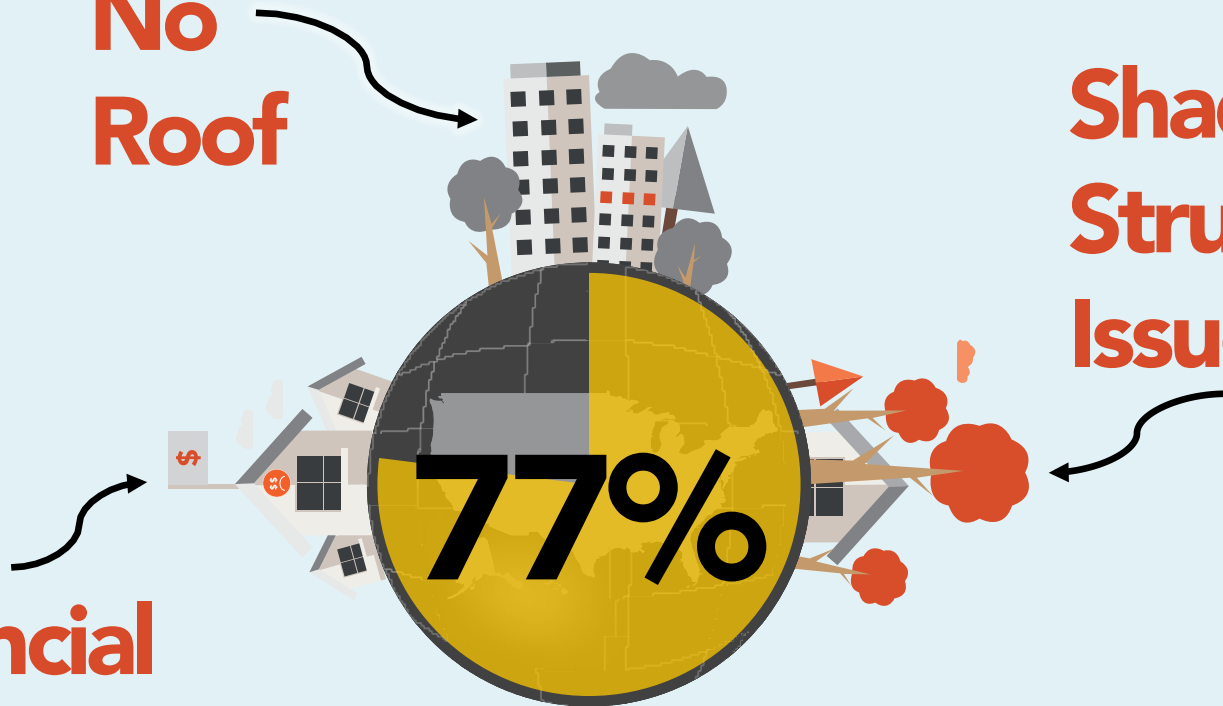
PROBLEM

No
Roof

Shading /
Structural
Issues

Financial
Obstacles

Locked Out
Rooftop Solar



THE SOLUTION: COMMUNITY SHARED SOLAR



Your
Colleague

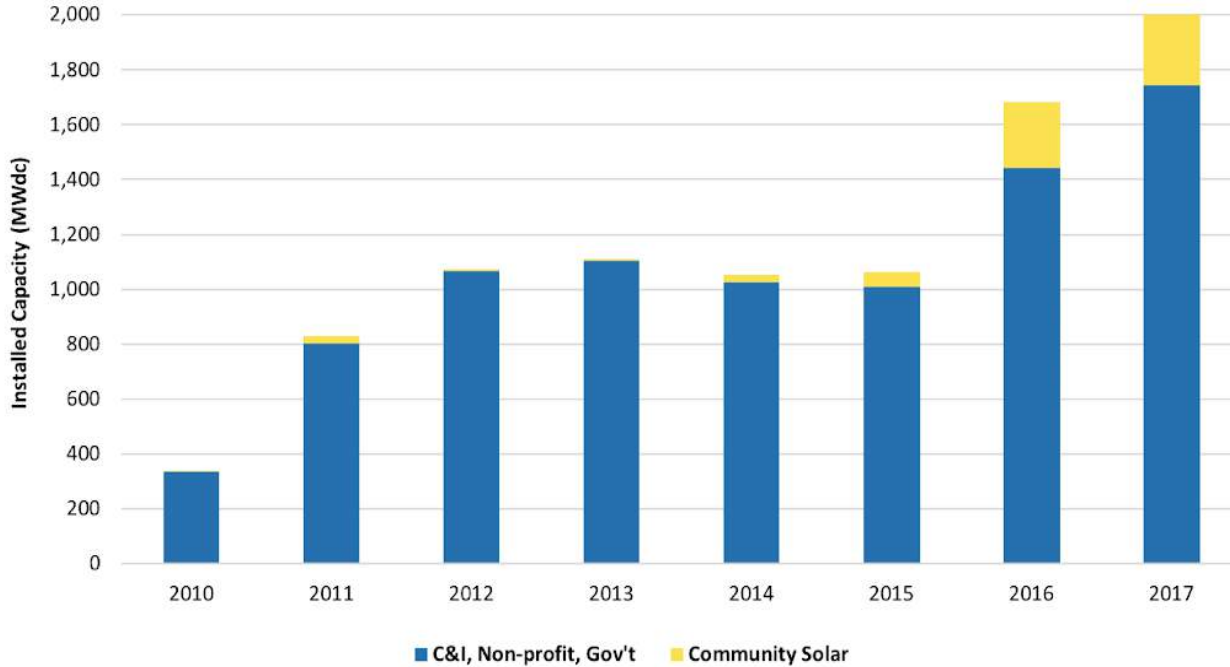
Your
Neighbor

You

No upfront
cost,
no rooftop,
and no
installation
required

THE MARKET OPPORTUNITY

Non-Residential Solar PV Installations

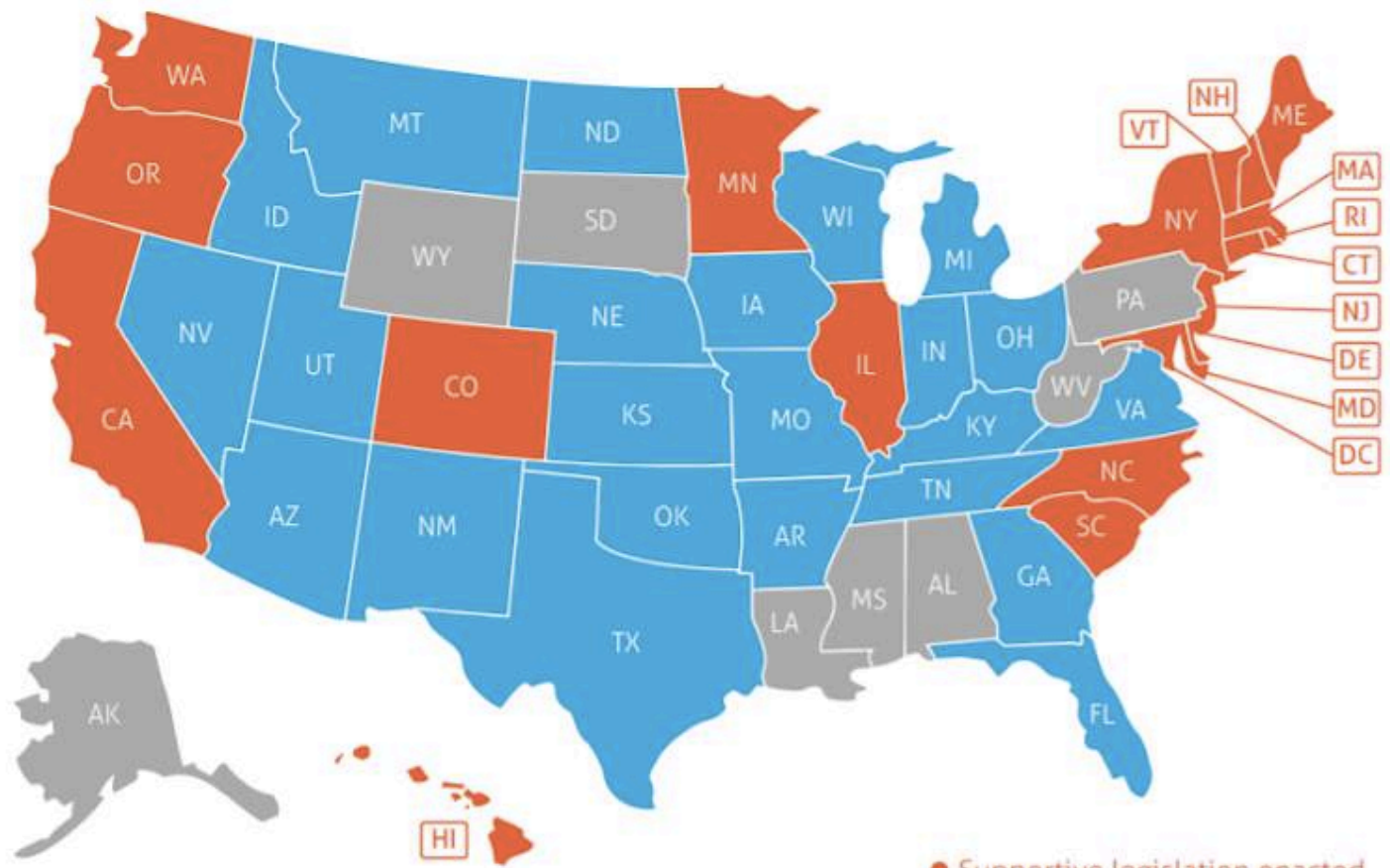


\$9-16.3 billion
Community solar
in U.S. by 2020

FIGURE: Annual U.S. Community Solar Installations, 2010 – 2017E



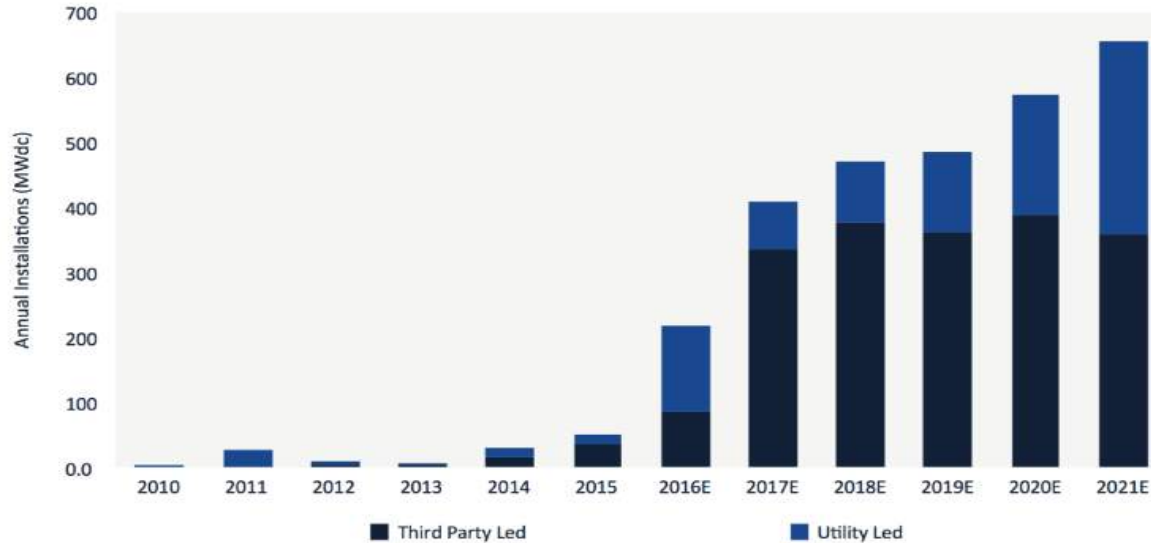
Source: *U.S. Community Solar Outlook 2017*



- Supportive legislation enacted
- At least one independent project online

UTILITIES VS. DEVELOPER-LED

Community Solar Outlook: Third Party-Led vs. Utility-Led Markets



gtm:
A Wood Mackenzie Business

SOLAR

Utilities See Growing Opportunity in the Community Solar Market

CUSTOMER: PAULA



FINANCING IS THE KEY TO EQUITY

Problems:

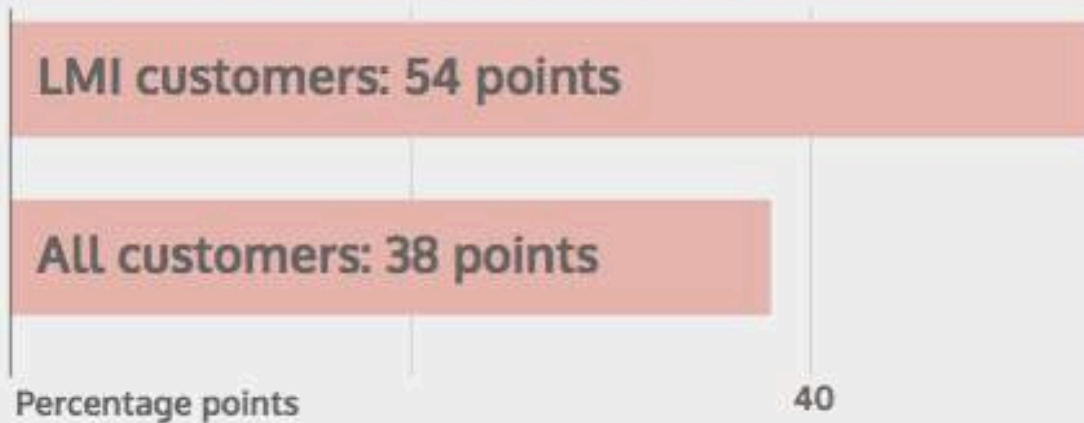
- Long-term contracts
- FICO score qualification (650-700+)



Current
Beneficiaries:
High-Credit
Homeowners

SOLAR FOR ALL: THE ENERGYScore

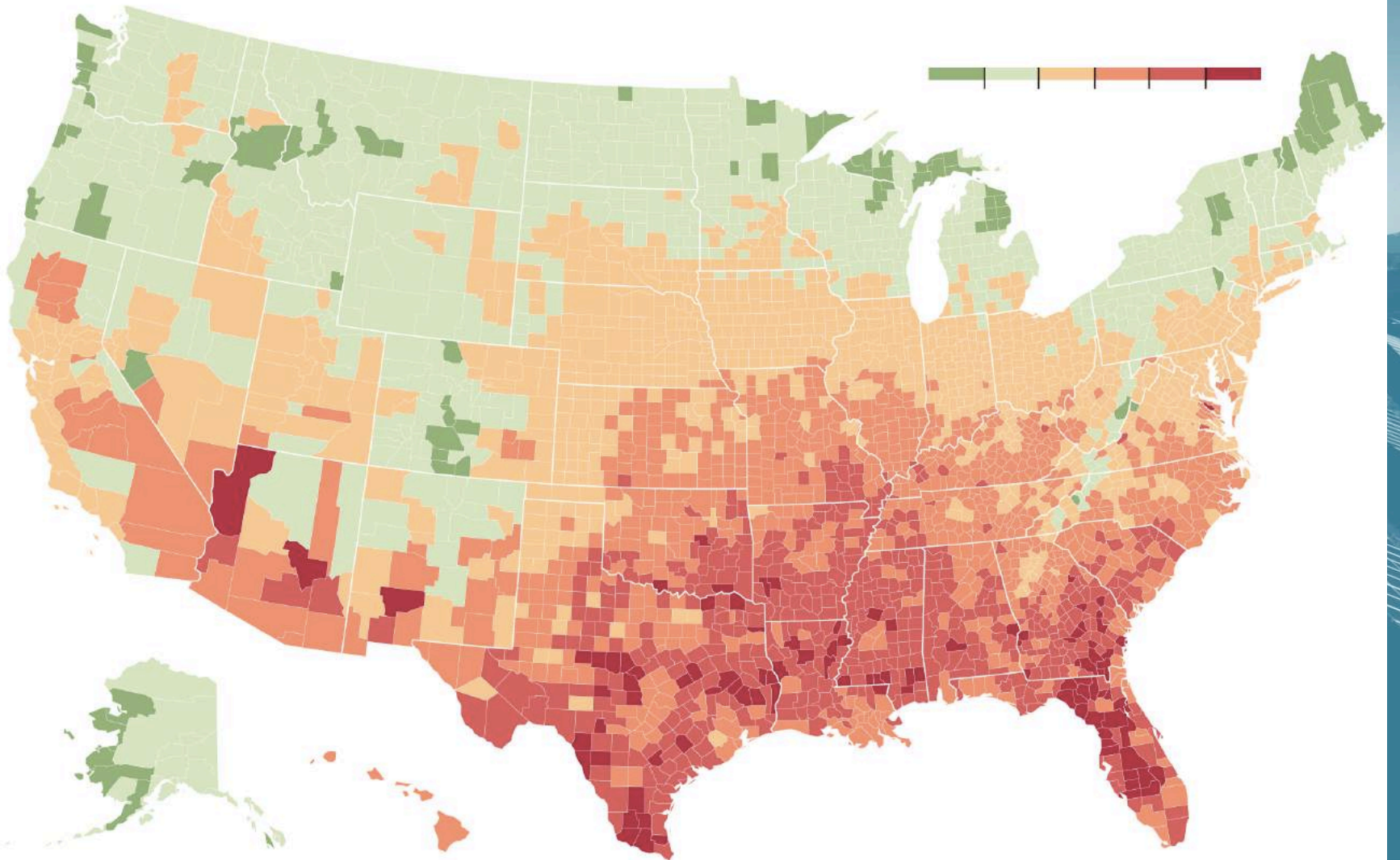
Increase in Accuracy (relative to FICO)²



More
accurate
AND
More
inclusive



**EQUITY =
CHOICE**



**___% of America is
low-income**

**44% of America is
low-income**



Your
Colleague

Your
Neighbor

You