



Luminia Launches on ETB Developer Platform Offering C&I PPA and PACE Financing



Luminia

October 5, 2022

TODAY'S AGENDA

1. Introduction to Luminia
2. Luminia financing solutions
3. Deep dive into PPAs and PACE financing for C&I projects
4. Accessing integration in ETB Developer
5. Application process
6. Documentation needed for financing
7. Proceeding with financing – next steps

WEBINAR SPEAKERS



Matthew Cimo
Manager, Platform Sales
Energy Toolbase



Paul DeKleermaeker
Chief Revenue Officer
Luminia



Luminia

ETB DEVELOPER USER TRAINING

A Bit About Us

We are focused on **transforming the commercial real estate industry** by making renewable and energy efficiency upgrades available to all commercial, industrial, agricultural and non-profit property owners.

Luminia is a leading financier of commercial renewable energy projects and have processed over \$3 billion of financing requests.

Our cloud-based **Luminia™** Platform supports the evaluation, design, finance, construction, and operation of solar systems at the highest standards

Commercial Solar Adoption Has Lagged for Three Main Reasons

Historical Barriers to C&I Market Development

1

Financing

Limited to traditional loans, 90% of property owners don't qualify for PPAs

2

Processing

Non-standard agreements, manual, complicated underwriting, no digital workflow

3

Sales

Disjointed, often unprofessional, lack modern sales tools, low close rates

Luminia Has Solved Each of These Problems

Luminia Breakthroughs:

1

Financing

Luminia has developed proprietary financing products available for almost all properties

2

Processing

The Luminia™ Platform streamlines sales, underwriting and project execution

3

Sales

Luminia leverages best-of-class sales partners, and arms them with instant quote tools, pre-approved financing and other sales tools to shorten the sales cycle

The Problem



- 90% of US Businesses do not have rated credit
 - Most commercial property owners cannot benefit from low-cost solar power
 - Self-financing transfers all risk to property owners
 - Many cannot utilize federal tax incentives
 - Too many deals wilt on the vine because they cannot be financed

Luminia can finance almost any deal!

We Change All That

We are opening the market through a suite of Power Purchase Agreements (PPA)

Property owners no longer need to produce the cash or financing. No impact on their balance sheet!

Luminia owns and maintains the system while the property owner receives all the benefits

Nearly every property can qualify

In most cases we can provide a production guarantee so no risk to the property owner. We maintain and deliver

This is the approach Google and Amazon are now using. Focus on savings and not ownership

Your Complete Solution for Any C&I Project

Luminia Financing Options

Clean Energy PPA®
&
Clean Energy Loans

Credit-Based PPA

Investment Grade PPA

Luminia's diverse financing solutions deliver optimal savings and structures that align with each project's unique needs.

- **Clean Energy PPA®:** Power Purchase Agreement (PPA) solution that services the broad C&I market; secured by the property. Overcomes traditional underwriting limitations due to customer credit worthiness.
- **Credit Based PPA:** Traditional credit-based PPA
- **PACE Financing:** Low-cost, long-term funding secured by the property; for property owners with a tax appetite and/or who want to own the system; capital for new development, retrofits and tenant improvements
- **Community Solar Financing:** Financing for developers of community solar farms & CCA projects

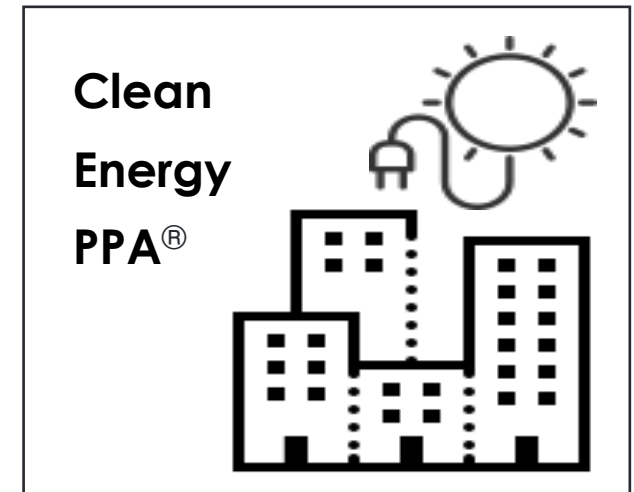
Targets Can Now Include:

- Non-investment grade credit properties
- Property owners who don't want to own & operate
- Property owners who prefer to apply lending capacity to business growth, instead of solar
- Property owners who want to use solar panels to fund other projects...roofs, HVAC, etc.

Clean Energy PPA[®] Unique Benefits

Turnkey PPA Solution, backed by the property

- Zero Out-of-Pocket Cost
- 25-year Solar Production Guarantee
- 25-year Solar System Maintenance
- No Payments for up to 18 months
- Balance Sheet Neutral
- No personal or corporate guarantees needed
- Non-recourse: obligation tied to property via C-PACE, not the business or individual
- Automatically transfers upon sale of property, and increases property value
- Can finance more than just solar – other energy efficiency and building improvements



Leverage Solar Savings to Pay for Other Capital Improvements!

Wide Range of Eligible Projects

- Alternative Energy & Energy Storage
- Co-generation System
- Electric Vehicle Charging Station
- Building Envelope
- High-Efficiency Water Heating
- Heating, Ventilation, Air Conditioning (HVAC)
- High-Efficiency Lighting, Appliances
- High-Efficiency Pool Equipment
- Indoor Water Efficiency
- Outdoor Water Efficiency
- Solar Photovoltaic
- Solar Thermal
- Windows, Doors, Skylights

[*See appendix for full list of qualifying upgrades](#)



EV Charger



Energy Storage



Roofing



Lighting



Windows & Doors



HVAC



Water Conservation



Building Hardening

Ideal Customers



Industrial & Manufacturing



Cold Storage



Office Space, Medical & Life Sciences



Distribution Centers



Hospitality & Retail



Data Centers



Non-Profits & Churches



Government, Schools & Universities



Agricultural, Dairy & Food Processing

Occupant Types

Owner Occupied

Tenant Occupied

Multifamily

New Construction

Project Requirements

Clean Energy PPA®

- Min = 100kW
- Max = none
- Must be in an eligible area

Credit Based PPA

- Min = 350kW
- Max = none

PACE Financing

- Min = \$200k
- Must be in an eligible area

Community Solar Financing:

- Up to 20MW AC

Clean Energy PPA & PACE Finance Eligible Markets

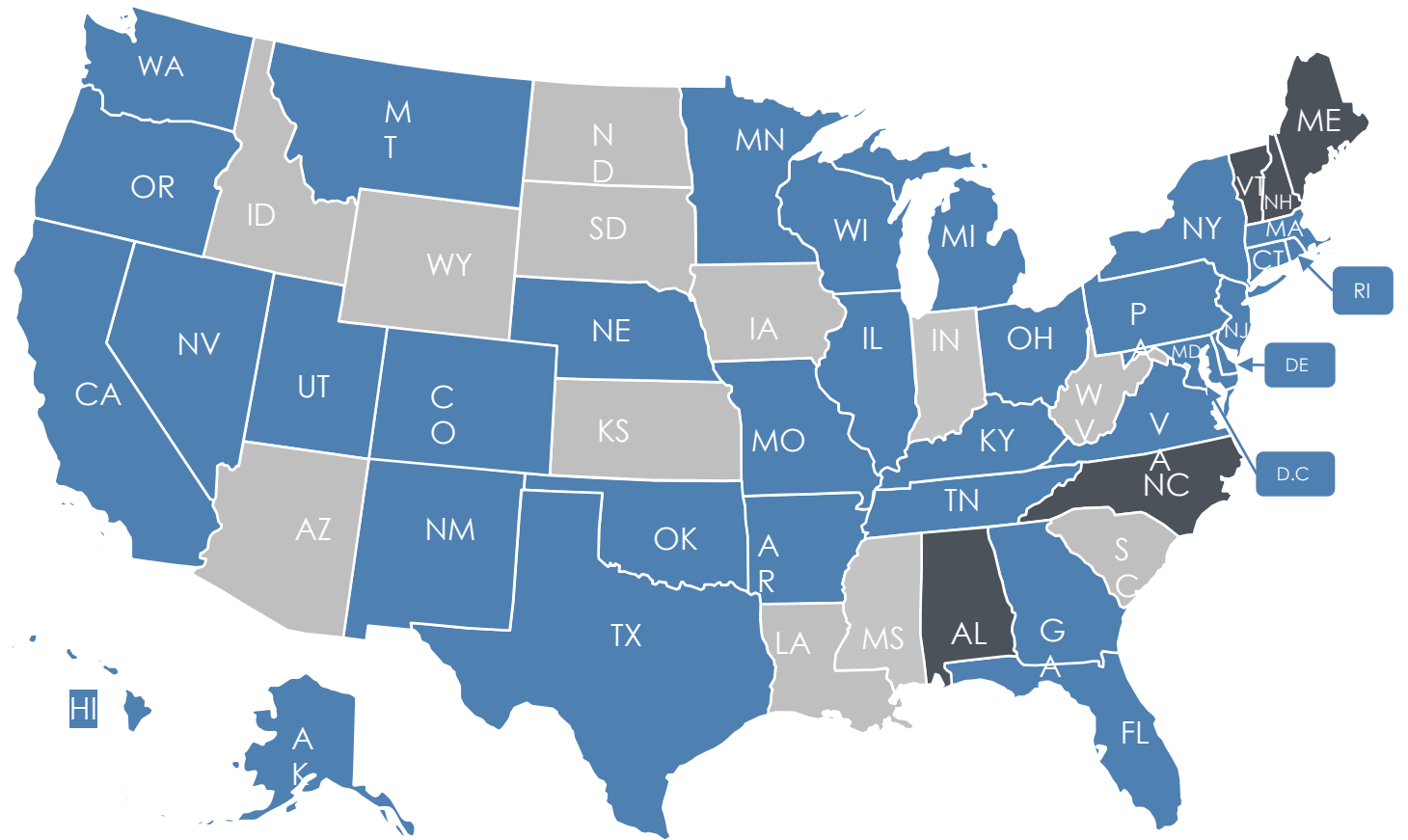
30 States & the District of Columbia

States include:

Alaska	Missouri
Arkansas	Montana
California	Nebraska
Colorado	Nevada
Connecticut	New Jersey
Delaware	New York
Florida	Ohio
Georgia	Oklahoma
Hawaii	Oregon
Illinois	Pennsylvania
Kentucky	Rhode Island
Massachusetts	Texas
Maryland	Utah
Michigan	Virginia
Minnesota	Washington

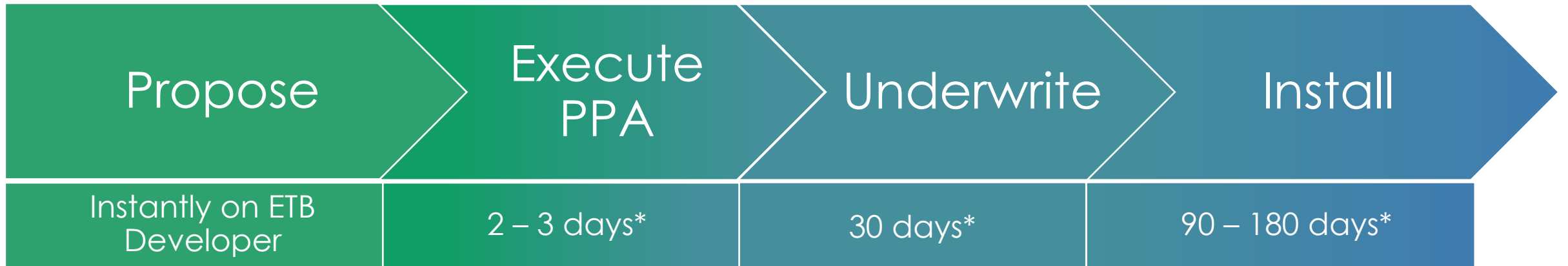
As of September 2022

- FL: no PPAs, only lease and PACE Financing
- MA: no Clean Energy PPAs, only PACE Financing
- GA: only in Atlanta;
- WA – only in King County



Active C-PACE Programs or Activating Soon
C-PACE Programs in Development

Streamlined Processing of the Clean Energy PPA®: Easy Four Step Process



*Estimated timing is subject to many variables including receipt of required customer docs, underwriting, project scope, local jurisdiction requirements, permits & utility approval and timing, and construction scheduling and variables.

Streamlined Processing of the Clean Energy PPA[®]: Easy Four Step Process

Propose

Instantly on ETB
Developer

Instant Proposal and Pre-qualification means:

- Receive pricing immediately
- Identify if a property is eligible instantly
- Eliminate rate uncertainty and variability
- Quote with confidence

*Estimated timing is subject to many variables including receipt of required customer docs, underwriting, project scope, local jurisdiction requirements, permits & utility approval and timing, and construction scheduling and variables.

Streamlined Processing of the Clean Energy PPA®: Easy Four Step Process



Execute
PPA

2 – 3 days*

Ready to send a PPA?

Request a PPA to be send directly from ETB

Get transferred automatically to Luminia where you can enter basic project information to send the PPA:

- Enter customer contact info
- Upload Helioscope & ETB Report pdf

A PPA is generated and sent to the property owner via DocuSign, and a confirmation email is sent to the ETB user and the property owner

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Streamlined Processing of the Clean Energy PPA®: Easy Four Step Process



Underwrite

30 days*

PPA Signed!

Need to gather the final paperwork:

Customers can easily upload the required paperwork through a link send directly through email

Final Design Information is provided to Luminia by the ETB User

A C-PACE Assessment is generated and sent to the property owner via DocuSign, and a confirmation email is sent to the ETB user and the property owner

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Support When Needed



Why Bring Luminia In?

- We are a support resource. Our intention is to help you close more deals
- We support your sales process, our focus is to address any financing questions or concerns
- We can also help position and/or present financing options.



Additional Resources

- Customer facing flyer that is an excellent leave behind for your customers
- The [Luminia website](#) has great information of showing details of all Financing options:
- Our [FAQ](#) has common customer questions
- Our easy [four step process](#) is always available
- Luminia [overview one-pager](#) is a great resource to share with your sales team

How Do I Proceed Forward

Transactions	
Summary Values ?	Clean Energy PACE L...
Payback Period:	0.0 Years
Net Present Value:	(\$281,740)
Year 1 Electric Bill Savings:	\$38,728
Electric Bill Savings - Term:	\$1,259,251
Total Incentives:	\$0
Annual Payment:	76,218.439
Total Payments:	\$1,753,024
Loan Term:	25
Luminia Portal :	Proceed with quote

How Do I Proceed Forward

solar project test xyz2

Agreements Project Data [Edit](#)

Customer Information
Customer / signer name and email must be the authorizing agent to execute the Agreement

Company Name: [Redacted] Email: [Redacted]

Signer First Name: [Redacted] Signer Last Name: [Redacted]

Signer Email: [Redacted] Signer Phone: [Redacted]

Quotes
To Request an Agreement, please upload a utility bill and save Helioscope project link in the Project Data Tab

ID	Actions	Quote Type	Proposal Type	Created Date	Status	System Size (kW)	ESS Capacity (kWh)
101	↻ i	PPA	Solar Only	09-08-2022	Ready for request	500	N/A
112	↻ i	PPA	Solar Only	09-08-2022	Ready for request	500	N/A

< 1 >

Enter Customer Info:

- Company
- Signer First Name
- Signer Last Name
- Email Address

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How Do I Proceed Forward

solar project test xyz2

Agreements **Project Data** [Edit](#)

Documents

Click or drag file to this area to upload
Supports individual uploads of xls,xlsx, csv, pdf, image, doc, and docx files.

Start Upload

Required Documents

- Helioscope (please include file and project share link)
- Utility Bills, Interval Data, and/or Energy Toolbase Report (Avoided cost)
- Detailed Scope, if other non-solar upgrades are needed

Helioscope Link:
[Redacted]

Project Scope Notes:
[Text Area]

Uploaded Documents	Uploaded	Name	Action
[Redacted]			

No Data

Upload Project Info:

- Helioscope or other
- ETB report pdf

Tips and Tricks when entering your Turnkey EPC Cost

- All permit and application costs
- Equipment must be on the Luminia Approved Vendor List
- Include all interconnection cost and any service panel upgrades
- Also Energy monitoring, including 5-yrs of cell service

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Approved Vendor List

APPROVED VENDOR LIST [Updated Jan 2021]

Modules:

- Adani Solar
- Canadian Solar
- Hanwha
- Hyundai Heavy Industries
- JA Solar
- Jinko
- LG
- Phono
- SunPower
- REC Solar
- Silfab
- Longi
- JA Solar
- Talesun
- ET Solar
- Astronergy
- Yingli
- Trina
- United Renewable Energy (Formerly Neo Solar Power)
- CertainTeed Solar

Inverters and Optimizers:

- Yaskawa Solectria
- SMA
- SolarEdge
- Chint
- Delta
- TMEIC
- Sungrow
- Tigo

Rooftop and Ground Mount Racking:

- DCE Solar
- Ecolibrium
- Unirac
- Panelclaw
- RBI Solar
- Everest
- Aerocompact
- Schletter
- Gamechange Solar
- Terrasmart
- Ironridge
- SnapNRack
- Sunmodo
- Pegasus

Solar Carport Structures:

- RBI Solar
- Baja Carports
- M Bar C Construction

Single Axis Tracking Systems:

- Nextracker
- Array Technologies Inc.
- Sunfolding



Luminia

Thank You!

www.luminia.io

(858) 866-8777

partners@luminia.io



Q&A:

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