

Sunstone Credit Launches on Platform Offering Instant Commercial Solar + Storage Loan Quotes

TODAY'S AGENDA

1. Introduction to Sunstone Credit
2. Sunstone Credit loan product offering
3. Accessing integration in ETB Developer
4. The benefits of using Sunstone Credit
5. Application process
6. Best practices for modeling Sunstone in ETB Developer

WEBINAR SPEAKERS



Brooke Morales

Product Manager, ETB Developer
Energy Toolbase



Duncan Hinkle

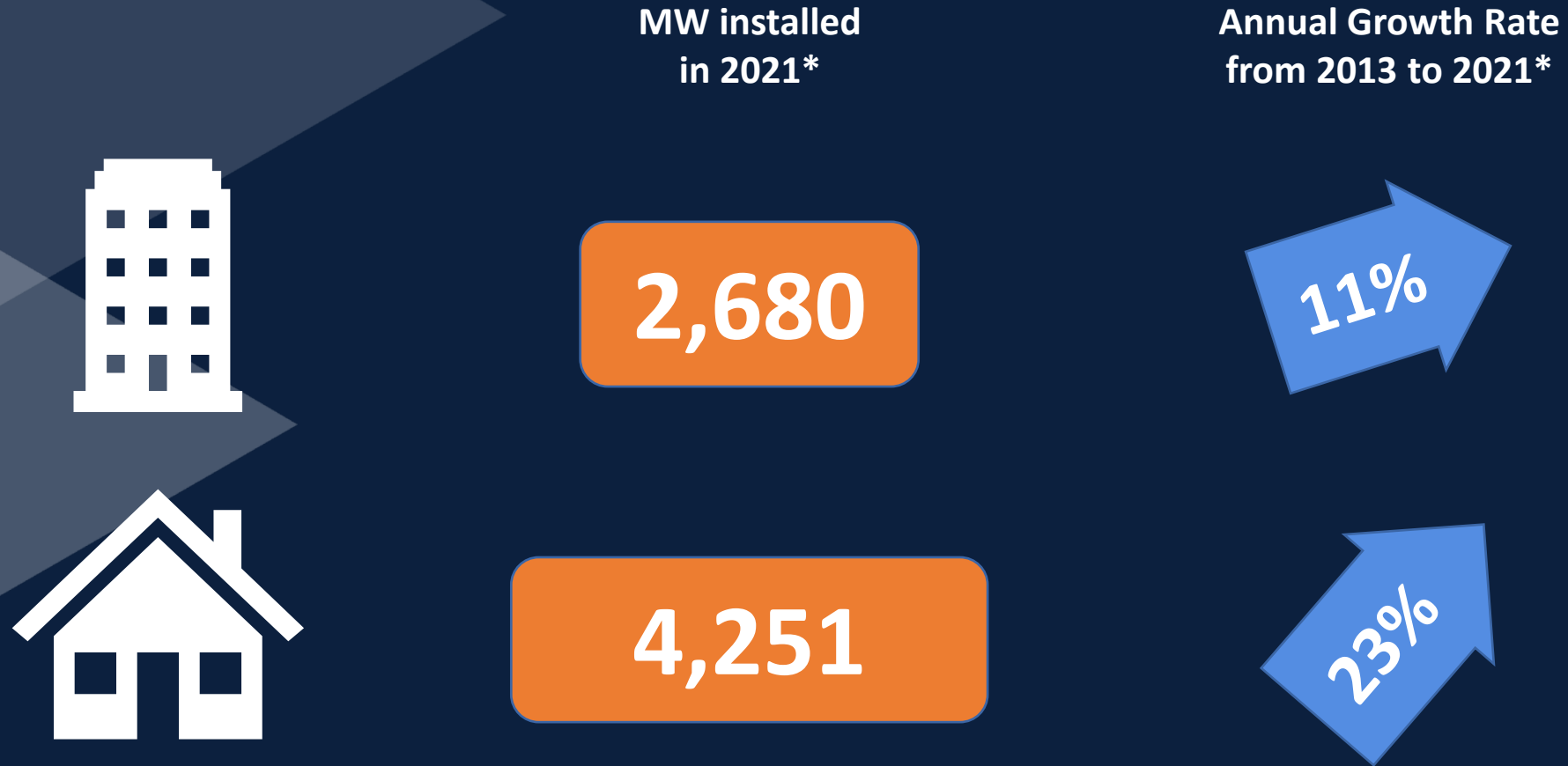
Co-Founder & Head of BD
Sunstone Credit

Who are we?

Sunstone Credit is a solar commercial finance organization staffed by renewable energy professionals with decades of experience in our industry.

- ✦ Founded in 2021 by a team with deep expertise in solar finance and installation
- ✦ Committed to providing a simple, effective financing solution for the small to middle ticket commercial solar market
- ✦ Onboarded over 400 installer partners who have started over \$500 million in applications
- ✦ Backed by financial institutions with multi-billion dollar balance sheets: M&T Bank, Cross River Bank, & Forbright Bank

What's up with Commercial Solar?



1. Wood Mackenzie, US PV Leaderboard Q4 2022

Commercial Solar Represents a Massive Untapped Opportunity

~500GW of
US Commercial
Rooftop Solar
Capacity

Based on NREL Detailed Assessment⁽¹⁾

Excludes: rooftops <5k sq. ft, ground-based and other non-rooftop (e.g., parking facilities, etc.) solar projects



~\$1 Trillion
Commercial
Solar TAM

Based on Current Price Levels

Excludes: Energy storage, EV charging buildout, market-expanding solar tech, and new construction beyond 2021

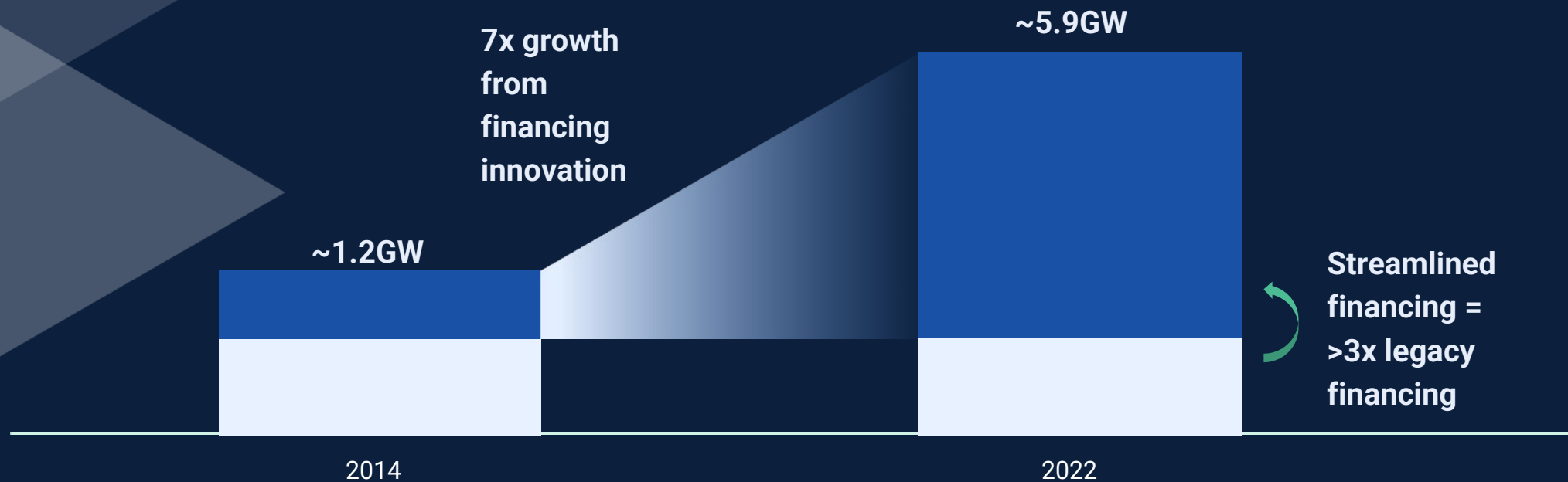
~\$20B

~2% of the
Commercial Market
is Penetrated⁽²⁾

1. National Renewable Energy Laboratory (US Department of Energy): "Rooftop Solar Photovoltaic Technical Potential in the United States: A Detailed Assessment". NREL 2014 data grown at 3% to account for market growth and technology advancement.
2. Wood Mackenzie estimate of current on-site US commercial solar market size.

Financing innovation drives growth in other solar segments

Residential Solar Annual Installed Capacity (GW)

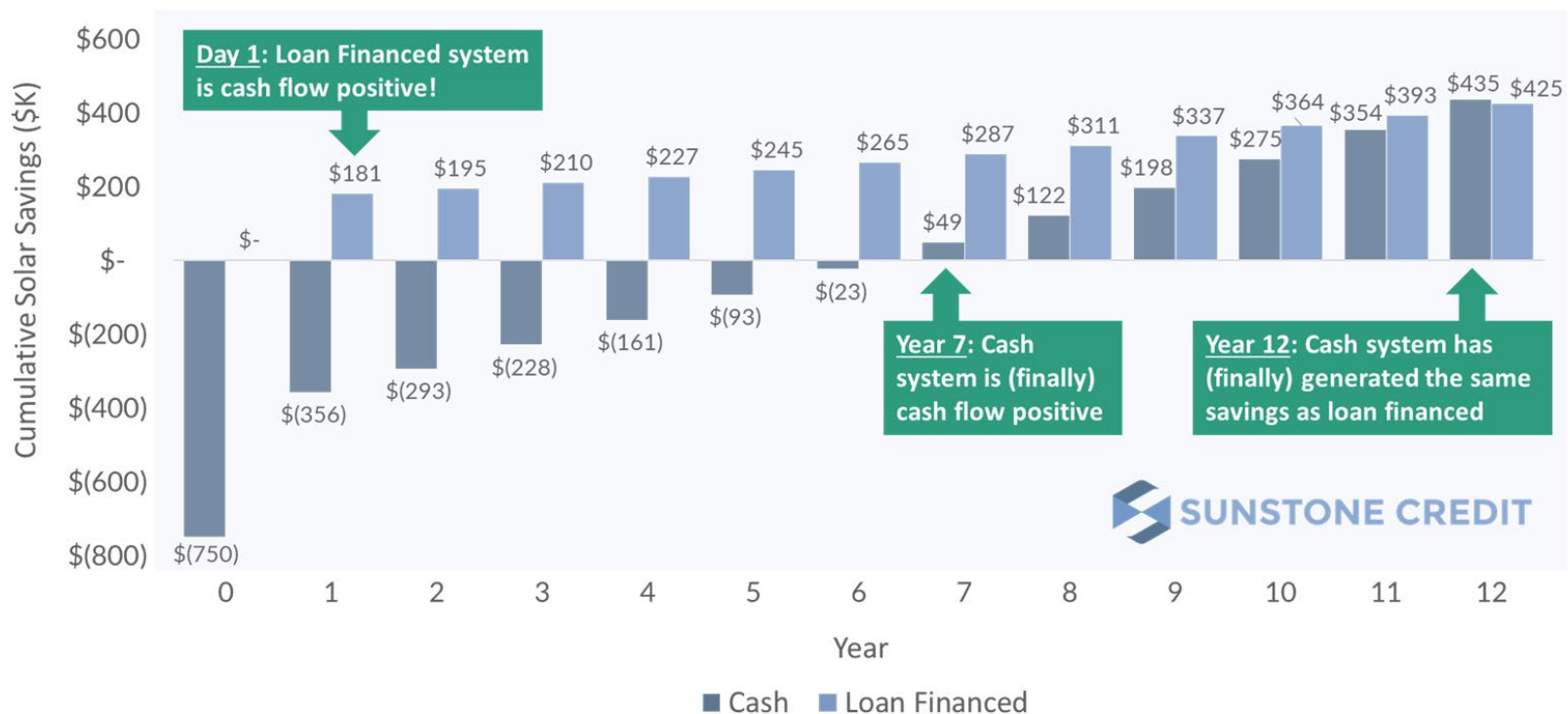


Source Wood Mackenzie.

■ Third Party Owned (leased) ■ Customer Owned (enabled by loans)
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Financing is the Only Way a Business Should Go Solar

Cumulative Solar Savings: Cash vs. Loan Financed (Illustrative)



Note: Illustrative economics only. Analysis assumes 341 kw system financed with cash or 20 year / 3.99% Sunstone loan and includes federal tax benefits and utility savings. Actual usage, charges, utility escalation rates and loan payments will be determined by the specifics of the site and the solar system. Many states have additional incentives not included in this example. Consult with your tax and legal professionals as individual situations may vary

A loan product built for small to medium C&I Solar

Affordable, standardized, scalable and streamlined, Sunstone's platform enables solar installers to access new market segments with commercial solar financing

Feature	Description
Duration	Loans of varied terms, between 5 – 20 years
Underwriting	Standardized and transparent underwriting geared sub-investment grade commercial borrowers with approvals from \$50,000 – \$6,000,000
Interest Rates	Lead with financing- fixed rates of 4.99 – 9.55% based on dealer fee
Commercial Terms	No prepayment penalties, re-amortizations allowed every six months, "Special Payment" structure allows for commitment of tax credit for lower payments, etc
Loan to Value	100% of project cost
Process	Entirely digital process with underwriting performed by solar experts
Security	Collateral limited to the solar equipment and secured via UCC filing

Become a Sunstone partner!

- 1 Complete a partner application (www.sunstonecredit.com/partner-with-us)
 - Three years financials and three months bank statements
 - Copy of insurance certificate
 - Template installation contract and solar proposal (from ETB!)
- 2 Sign the Participation Agreement
- 3 Coordinate a training for your commercial solar sales team on Sunstone's platform
- 4 Close some commercial solar deals!

Q&A:

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