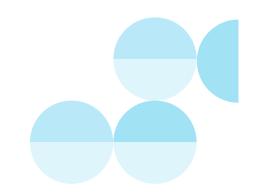
smart ease.

Your energy equipment payment solutions



If your business is ready to get new energy-efficiency equipment, you have a few payment options available. The table below outlines the key differences between each.

| | Buy outright | Payment Plan | Power Purchase Agreement (PPA) (solar & storage) |
|-------------------------|--|---|--|
| How it works | You pay for your system outright. | You get the equipment through a Smart Ease payment plan – and with no initial capital outlay. The amount you save on your energy bill will typically exceed your monthly instalments straight away. | Your system is owned, maintained and insured by our PPA provider. The PPA provider sells electricity to you at an agreed rate (c/kWh) throughout the agreement – which is generally lower than the rate you would pay from grid. |
| Key reason to choose | You have the capital available to pay for the system up front. | Your capital is tied up or best invested elsewhere in your business. | You have a large or complex system and do not have the time or resources to operate it. |
| Key benefits | Costs less in the long run. | No up-front cash investment Capital can be invested elsewhere in your business Lower energy bills and most likely cash-flow positive from the start Fast turnaround time from payment plan approval to installation Good for simple and smaller installations | No up-front cash investment Capital can be invested elsewhere in your business Lower energy bills and most likely cash-flow positive from the start No risk associated with ownership No resources needed to operate, maintain or insure your system Electricity can be claimed as a tax-deductible expense |

Energy equipment payment solutions

| | Buy outright | Payment Plan | Power Purchase Agreement (PPA) (solar & storage) |
|---|----------------|--|--|
| Up-front cost | Yes | No | No |
| Monthly repayments | None | Fixed | Variable (based on energy generated) |
| Typical agreement term | Not applicable | 2-10 years | 7-30 years |
| Indicative costs (c/kWh) | \$0.11 | \$0.11-\$0.25 | From \$0.06 |
| Who owns the system? | Your business | Chattel Mortgage option You own the equipment and it's on your balance sheet as an asset/liability Claim interest and depreciation as tax-deductible expenses Rental option Smart Ease owns the equipment You can offer to buy at the end of the term Typically a fully tax-deductible operating expense | Our PPA fund owns the system You have the option to buy it out at any time during the term of the agreement Electricity can be claimed as a tax-deductible expense |
| Your level of responsibility for the system | High | High | Low |
| Other considerations | | You can get approved for energy- efficiency equipment valued up to \$150k without financials.* | If you're a tenant, you can vacate the premises at the end of your lease and terminate the PPA with no termination fees to pay (if your landlord agrees). |

^{*} Subject to credit criteria and approval.

