



Commercial Finance Structures

	Finance Agreement	Capital Lease	Solar "Tax Lease"	PPA / SSA USDA / CPACE	Energy-as-a-Service "ESA"	Tax-Exempt Lease Purchase - Muni
No Upfront Cost	Yes	Yes	Yes	TBD	Yes	Yes
Typical Term	1 - 7 years	1 - 7 years	7 years	25 years	5 to 20 years	2 to 20 years
Transaction Size	\$10K +	10K +	\$100K +	100kW / \$200K +	\$100K +	\$50K +
Deferred Payments	30 - 120 days	30 - 120 days	N/A	N/A	N/A	N/A
End-of-Term Options	Customer Owns	\$1 buyout / fixed	FMV 15% +/-	Flip after year 6	Multiple	Customer Owns
Application Only Program	Up to \$250K	Up to \$250K	N/A	N/A	TBD	N/A
Full Financial Underwriting	\$250K to \$20 million+	\$250K to \$20 million+	All transactions	No upper limits	No upper limits	No upper limits
Collateral / Security	UCC1 Equipment	UCC1 Equipment	UCC1 Equipment	UCC1 Equipment	UCC1 Equipment	UCC1 Equipment
Federal Tax Benefits	Customer	Customer	Lessor	PPA Owner	Service Provider	N/A Exempt
Processing Time	1 - 3 days	1 - 3 days	1 week	2 - 3 weeks	1 - 2 weeks	1 week
100% Financing	Yes	Yes	Yes	N/A	N/A	Yes
Typical Rates	4.99% to 9.99%	4.99% to 9.99%	Varies	N/A	N/A	2.99% to 4.99%
Utility Rebates	Customer/Contractor	Customer/Contractor	Varies	Varies	Service Provider	Customer/Contractor

- No down payment required, customer or contractor may elect to "buy down" the project cost or interest rate.
- Transaction size limited to the customer's credit worthiness, and overall project economic benefit.
- Deferred payments typically limited to no payment first 90 days, or interest only interim payments on larger projects.
- End-of-term options in Service Agreement may include renewal, upgrade, purchase option, abandonment, etc.
- Application only is considered with a completed credit application and first page of last 3 months business bank statements (SMB) Collateral outside of the ECM being implemented is not required.
- Rates will vary based upon credit type, quality, transaction amount, and term. Rate buydown programs encouraged for our ESCO partners.
- Credit approval rate across all credit categories and all ECM's 85%+.
- Extended terms to 25 years available for certain ECM's and renewable energy projects via ESA, CPACE, USDA, and other programs.