Driving Solar Success: Collaboration

The Industry Challenge

Very Low Solar Penetration
99.3% of C&I buildings are not served by solar

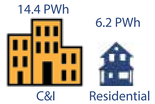
only 1 IN 141 buildings use on-site solar

only 7 IN 141 are owned by rated credits

Commercial Underperforming
total electricity usage not reflected in solar share

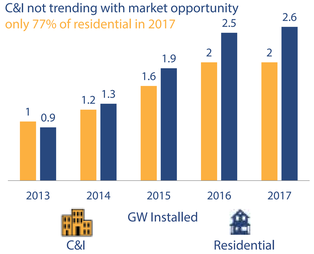
Residential Lead to Widen
C&I segment needs innovation to drive growth

US C&I Electricity Use
231% of residential in 2013



New US C&I Solar Capacity
92% of residential in 2014

C&I not trending with market opportunity
only 77% of residential in 2017



Collaborating on the Solution

The truSolar® Working Group was established in January 2013, as an industry-driven effort, to develop a comprehensive standard for assessing investment risk in C&I solar projects. The truSolar Risk Screen Criteria Methodology (RSCM) has identified over 850 unique risk elements. The RSCM represents the industry's best-practices framework for due diligence and investment decision-making. truSolar can:

1) **INCREASE DEAL CONVERSION RATIOS** with transparent, uniform risk attributes.

2) **REDUCE SOFT COSTS** with standard diligence practices.

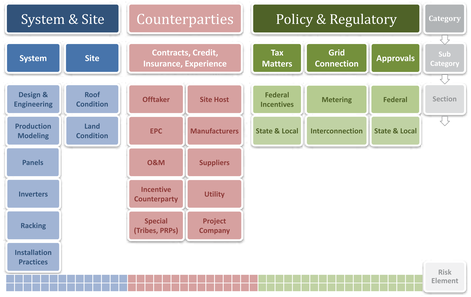
3) **ACCELERATE SECURITIZATION** with a consistent scoring methodology across project portfolios.

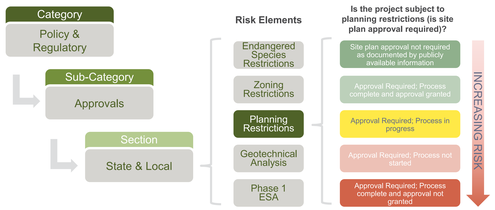
The Industry Standard

tru·so·lar

trademark for a solar transaction and underwriting standard
noun

1. the Risk Screen Criteria Methodology (RSCM) to screen and score C&I solar photovoltaic investments
2. the risk-taxonomy or framework that identifies risk elements that impact generation of kilowatt-hours and cash flows over the operating life of C&I solar photovoltaic investments





The truSolar® Working Group is establishing an independent non-profit, accreditation body to maintain the RSCM. truSolar has established 3 peer review committees to periodically review and update the standard - EPC/O&M, Legal, Insurance - with an additional 8 committees to be launched in the near future. To get involved with the truSolar Working Group:

1) **CONTACT** Sam Ramirez at sramirez@RMI.org to learn more.

2) **JOIN** a truSolar Peer Review Committee to help maintain the RSCM.

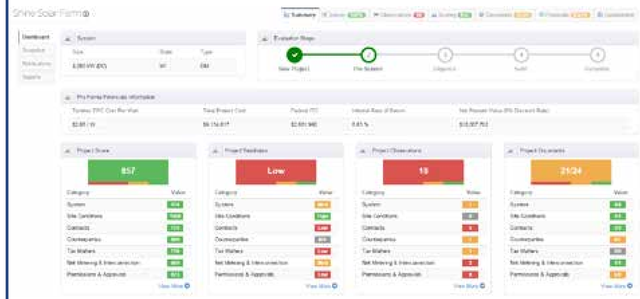
3) **ENCOURAGE** your industry peers to get involved!

The Market Solution

be·E·di·son

trademark for a software and diligence services company
noun

1. brand name for a software-as-a-service company that provides diligence and credit assessment services
2. a cloud-based platform that provides diligence and risk scoring services for renewable energy developers and investors in the US and abroad



Risk Assessment
A user-friendly, analytical survey evaluates key project parameters

truSolar Score
A project is scored according to its risk profile

Readines
A quick status-check of a project's key milestones

Recommendations
A powerful recommendations engine flags steps to mitigate project risk

Documents
An M&A-friendly, virtual data room

The increased volume of projects in 2016 will require a project development and diligence tool to track and analyze project risks. beEdison is an indispensable tool helping buyers and sellers to efficiently sort through a burgeoning pipeline, complete development, and secure financing. To standardize your operations, assess project risks, and eliminate inefficiencies:

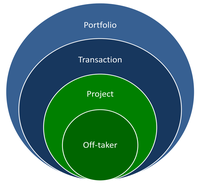
1) **VISIT** www.beEdison.com and send your colleagues.

2) **REQUEST** a demo of the platform via join@beEdison.com.

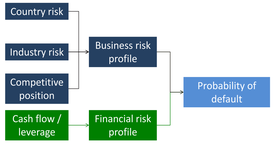
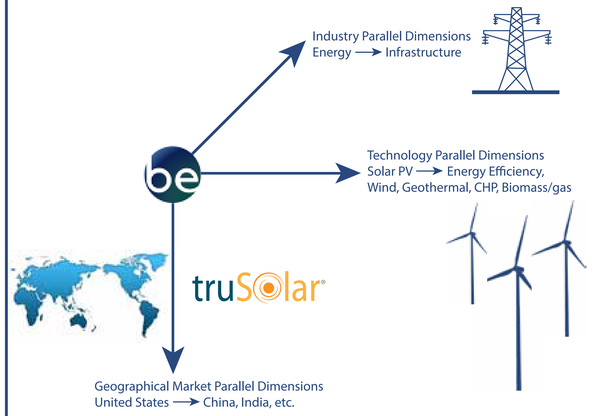
3) **REGISTER** and start using beEdison today!

Addressing Credit Risk

Most C&I off-takers are unrated entities. beEdison and S&P Capital IQ have partnered to provide credit screening and assessment services specifically tailored for renewable energy investors and developers who work with unrated entities.



S&P Capital IQ and beEdison provide a Probability of Default for the off-taker and a composite credit score using 9 distinct risk factors.



beEdison Future Dimensions