



Third Party O&M Fleet Management for Residential Solar Portfolios

03.10.17

Radian Generation



Third Party O&M Fleet Management for Residential Solar Portfolios

CONTENTS

1. Who is Radian Generation
2. Residential Solar By the Numbers
3. Existing Maintenance Problems
4. Effects of the lack of a Maintenance Program
5. Fleet Management Solution
6. Positive Results for Owners & Customers



EXPERIENCE

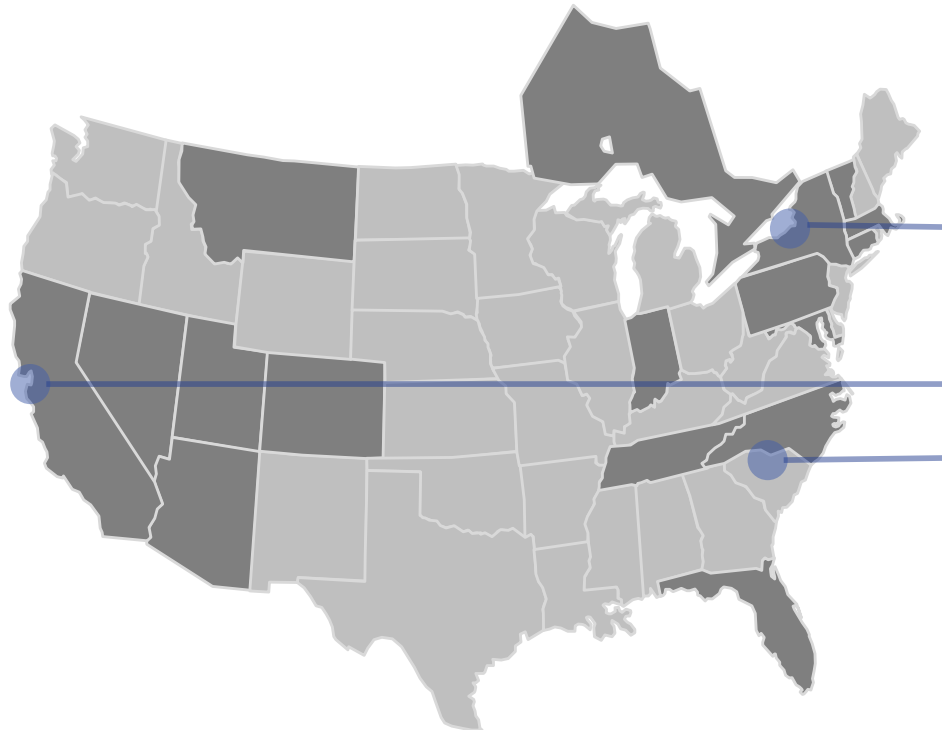
1000+ MW
UNDER CONTRACT

300+ PROJECTS

3 COUNTRIES
U.S., CANADA, JAMAICA

RANKED IN TOP 5
ASSET MANAGERS IN U.S.

RANKED IN TOP 10
ASSET MANAGERS IN CANADA



LENS™ PLATFORM

8,900
AUDITABLE TASK COMPLETIONS

2,000,000+
ASSETS REGISTERED

4,000+
RESOLVED PERFORMANCE
TICKETS

TEAM

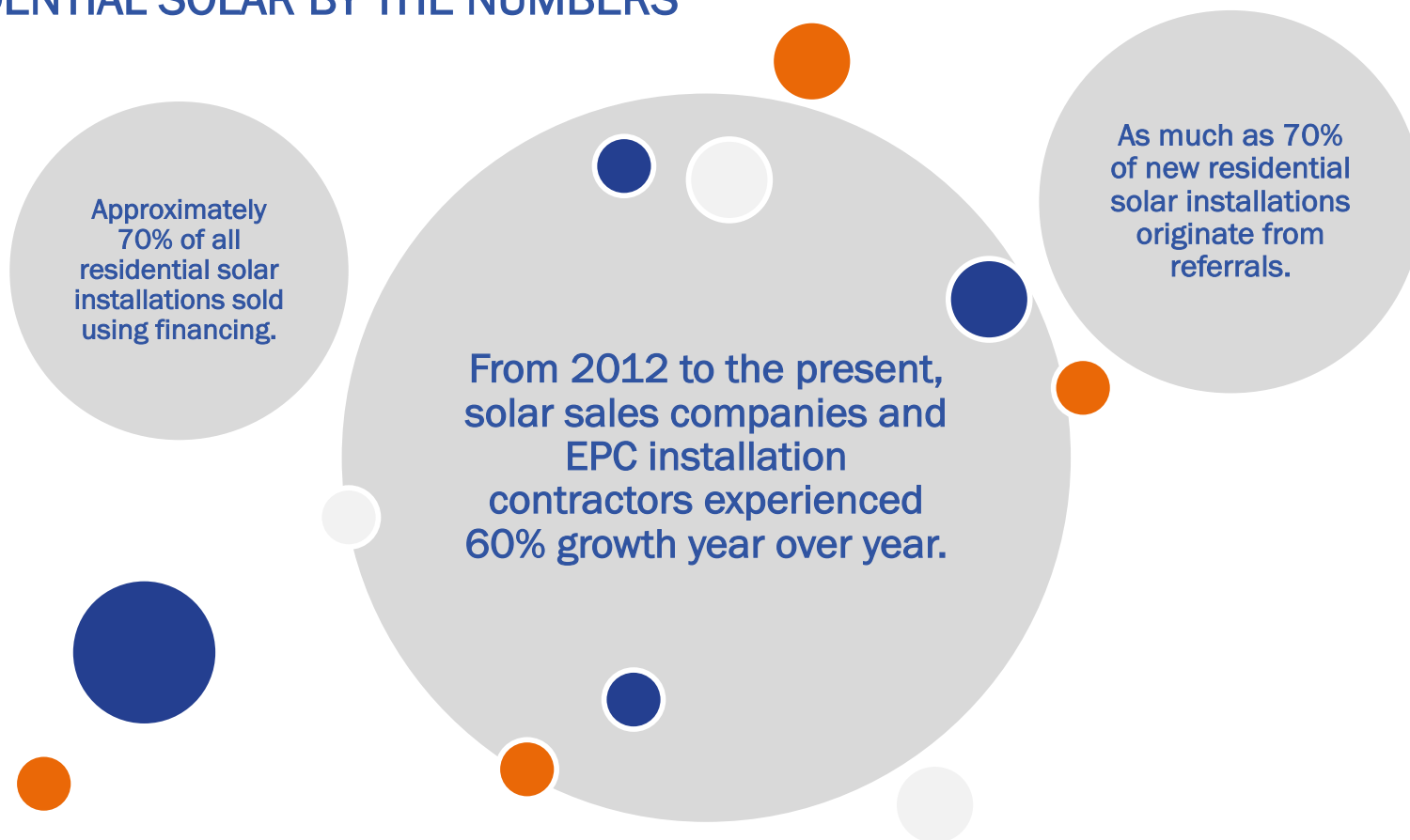
3 OFFICE LOCATIONS
OAKLAND, CA
ROCHESTER, NY
CHARLOTTE, NC

**FIELD SERVICES
REMOTE OFFICES**
TEMELULA, CA
WORCESTER, MA

30 EMPLOYEES



RESIDENTIAL SOLAR BY THE NUMBERS



WHAT IS THE PROBLEM?



There is a lack of Warranty Reserve.

Warranties consist of a loosely assembled basket of EPC workmanship warranties & manufacturer warranties of individual system components.



Service is an unfunded cost center.

The existing warranty reserve isn't properly allocated to service with crews or trucks dedicated to service.



TPOs are incentivized to sell versus maintain.

Valuations depend on a full pipeline of new residential customers with strong FICO scores into structured funds that monetize tax credits and cash flows.



The ITC does not incent system maintenance.

Investment Tax Credit is worth 30% of the value of the system and only allows for selling, designing, procuring, permitting and installing system, not maintaining.



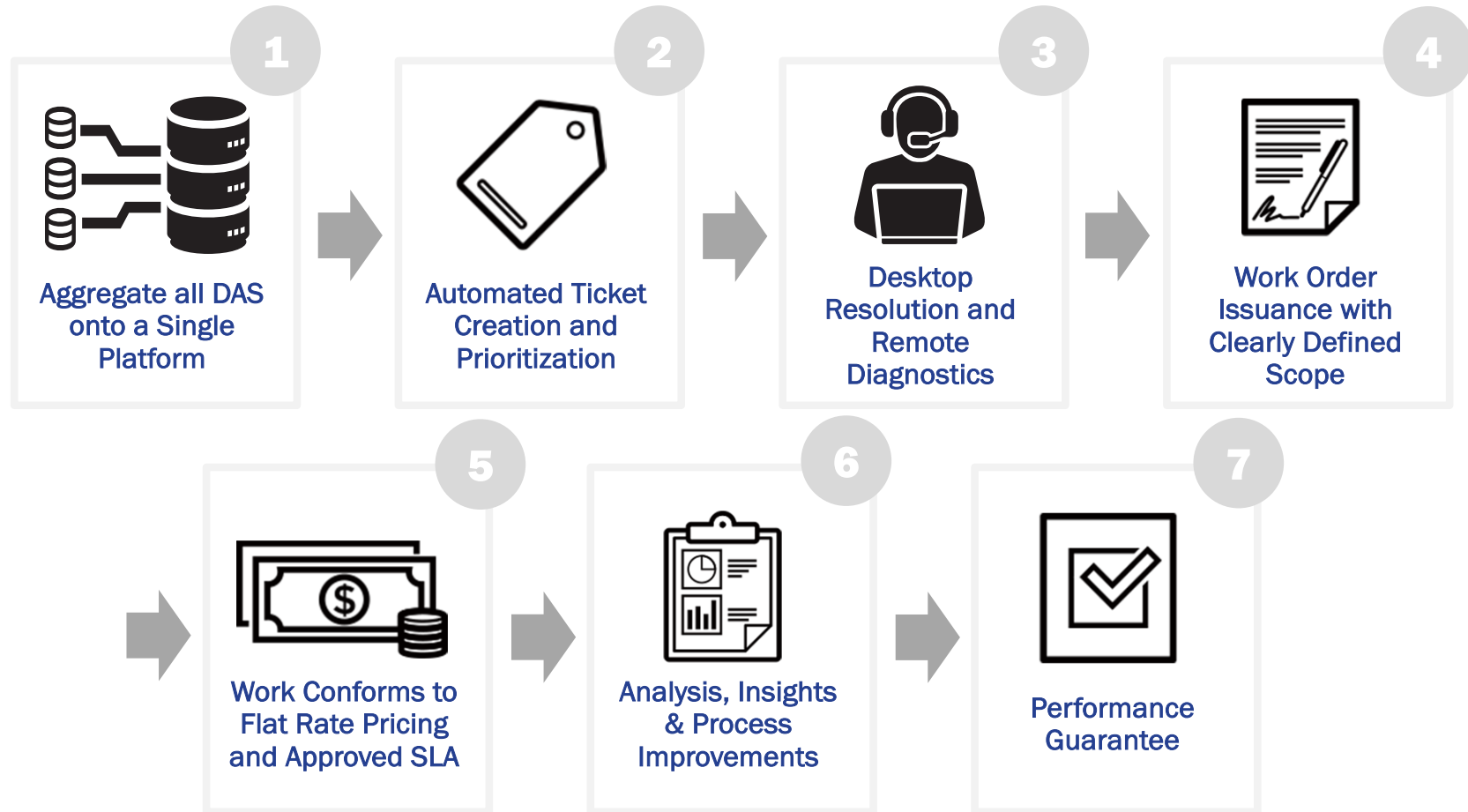
Solar is an nascent market.

The maturing-but-still-volatile residential solar industry landscape is rife with mergers and insolvency.

WHAT IS THE EFFECT?



WHAT IS THE SOLUTION?





WHAT IS THE RESULT?



**Stable and
Predictable
Costs of
Service**



**Risk Shifted
to a Third
Party**



**Installer and
Financier
Focus on Core
Competencies.**