

# Cash Flows

## See How Your Savings Can Grow With Sunrun Solar Service ^

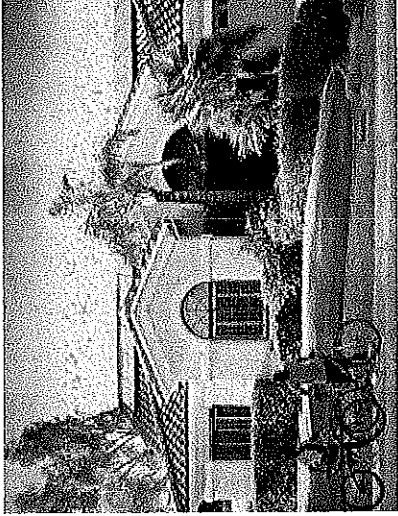
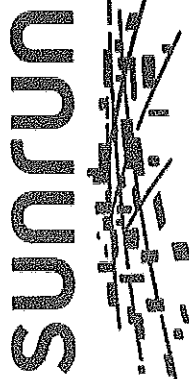
^Assumes SCE rates rise at 4.75% per year. Actual savings may vary depending on future utility tier rate structure and rates, your usage, the system's production, and other factors.

Year	UTILITY		LOWE/FRONT			CUSTOM		
	Old SCE Bill	New SCE Bill	Sunrun Bill*	Yearly Savings	Total Savings	Sunrun Bill*	Yearly Savings	Total Savings
1	\$2,476	206mo \$131 / mo	\$1,670	139mo \$675	56mo \$675	\$2,096	\$249	\$249
2	\$2,593	\$150	\$1,729	\$714	\$1,389	\$2,096	\$348	\$597
3	\$2,717	\$170	\$1,789	\$758	\$2,147	\$2,096	\$451	\$1,048
4	\$2,846	\$192	\$1,852	\$803	\$2,950	\$2,096	\$559	\$1,607
5	\$2,981	248mo \$215	18mo \$1,917	849	70mo \$3,799	\$2,096	\$671	\$2,278
6	\$3,122	\$240	\$1,984	\$898	\$4,697	\$2,096	\$787	\$3,065
7	\$3,271	\$267	\$2,053	\$951	\$5,648	\$2,096	\$909	\$3,974
8	\$3,426	\$295	\$2,125	\$1,006	\$6,654	\$2,096	\$1,035	\$5,009
9	\$3,589	\$326	\$2,199	\$1,064	\$7,718	\$2,096	\$1,167	\$6,176
10	\$3,759	318mo \$359	29mo \$2,276	1,124	95mo \$8,842	\$2,096	\$1,305	\$7,481
11	\$3,938	\$394	\$2,356	\$1,188	\$10,030	\$2,096	\$1,448	\$8,929
12	\$4,125	\$432	\$2,439	\$1,255	\$11,285	\$2,096	\$1,598	\$10,527
13	\$4,321	\$472	\$2,524	\$1,325	\$12,610	\$2,096	\$1,753	\$12,280
14	\$4,526	\$515	\$2,612	\$1,399	\$14,009	\$2,096	\$1,916	\$14,196
15	\$4,741	\$561	\$2,704	\$1,477	\$15,486	\$2,096	\$2,085	\$16,281
16	\$4,966	\$610	\$2,798	\$1,558	\$17,044	\$2,096	\$2,261	\$18,542
17	\$5,202	\$662	\$2,896	\$1,644	\$18,688	\$2,096	\$2,445	\$20,987
18	\$5,449	\$718	\$2,998	\$1,734	\$20,422	\$2,096	\$2,636	\$23,623
19	\$5,708	\$777	\$3,103	\$1,829	\$22,251	\$2,096	\$2,836	\$26,459
20	\$5,979	\$840	\$3,211	\$1,928	\$24,179	\$2,096	\$3,043	\$29,502
TOTAL	\$79,735	\$8,323	\$47,235	\$24,179	\$24,179	\$41,912	\$29,502	\$29,502

\*Assumes automated clearing house (ACH) withdrawal is used for monthly payments. If payment is not made using ACH, this amount will be \$180 higher per year.

In Partnership with





## Welcome To Your Sunrun Home

With Sunrun and Horizon Solar Power You Now Have a Clean Alternative to Your Utility

In Partnership with



Prepared For:  
Mathew Frymire  
23739 Heliotrope Way  
Moreno Valley, CA 92557  
matt.frymire@gmail.com

Prepared By:  
Jim Willmon  
Horizon Solar Power  
jwillmon@horizonsolarpower.com  
760 330 3354

1. True Up w/ SCE : Under estimated kWh based on our design for MORE AC usage.
2. Assignment Agreement - Property Sale  
Reasonable credit requirements?
3. Abrant roof mount pane fractions for only 5 years. What cost to remove & re-install Solar System to replace roof.



About Horizon Solar Power  
We sell power, not product

## Meeting the Energy Demands and Financial Needs of Each Individual Customer

### OUR CUSTOMERS UNDERSTAND THE BENEFITS OF SOLAR

Our goal is to help our customers become educated consumers that understand the benefits and process of installing solar for their home.

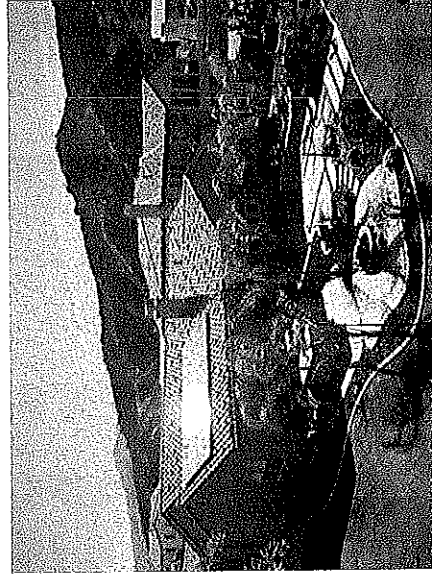
### CUSTOMER SATISFACTION

Our customers know that they have been given the best customer service, product and installation available. This guarantees future business and referrals.

### CUSTOMER RELATIONSHIPS

Our customers have an ongoing relationship with our company...from our office staff to our energy consultants and onsite installers.

In Partnership with



## How Horizon Solar Power and Sunrun Work Together

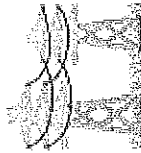
1. Horizon Solar Power is a Sunrun-certified, licensed installer.
2. Horizon Solar Power will design and install a premium solar system for your home.
3. Sunrun will purchase your system for you from Horizon Solar Power.
4. Sunrun will take complete care of your system for the life of the agreement.
5. You simply purchase clean solar electricity from Sunrun and we'll take care of the rest!

Learn more at  
[www.HorizonSolarPower.com](http://www.HorizonSolarPower.com)



# Your Current Utility Has Put You in a Tough Position SCE Can Raise Your Rates at Any Time

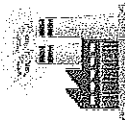
## Three problems with your current utility



**NO CHOICE**  
SCE has been your only provider of electricity, until now...

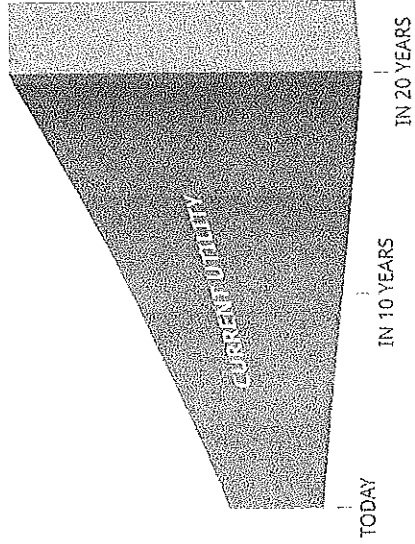


**UNPREDICTABLE RATE INCREASES**  
SCE raises their rates frequently. You have no say in the matter and you are often unaware of the rate increase until you receive a higher electric bill.



**POLLUTION**  
Utilities in America produce the bulk of their energy from fossil fuels. Burning coal, oil and natural gas puts nasty chemicals into the atmosphere.

Your Total Utility Costs Over  
20 Years will be approximately \$79,735\*



\* Based on your current tier structure, rates and usage. Assumes SCE rates rise at 4.75% per year.  
Prepared for Mathew Frymire | Prepared by Jim Willimon 760 330 3354  
©2013 Sunrun, Inc. All rights reserved. CSLB License No. 969975 Proposal ID: P87A14E6E9CFEER. Pricing valid until 07/22/2015.

## Reasons Why Utility Rates are Rising

- ✓ Power plants produce electricity by burning fuels like coal, natural gas, oil and diesel fuel.
- ✓ Nearly 10% of the electricity a power plant produces is lost as it travels to your home.
- ✓ The grid is aging and it's going to take more and more money to keep it working.
- ✓ Populations are growing and requiring more and more power.
- ✓ This cannot be the future of America's energy supply.

Learn more at  
[www.sunrun.com](http://www.sunrun.com)

In Partnership with





# Sunrun Solar Service is the Better Choice!

Sunrun Solar Service Provides a Clean and Affordable Alternative to SCE

## With Sunrun Solar Service, You Have a Choice



### THE CHOICE TO PURCHASE AFFORDABLE CLEAN ENERGY

You finally have a choice. Sunrun allows you to purchase clean, renewable energy for rates equal to or less than you're currently paying SCE.



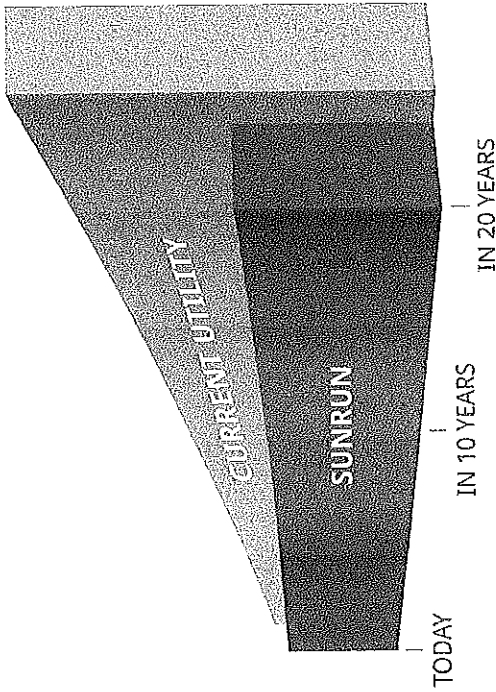
### LOCK IN RATES TODAY

Sunrun puts control in your hands. You will not worry about unpredictable rate increases because your Sunrun rates are locked in for 20 years.



### SUNRUN WILL TAKE COMPLETE CARE OF YOUR SYSTEM

Sunrun will take responsibility for ensuring your system is working optimally. We will own the system, monitor it daily, and repair it if anything breaks.



## About Sunrun

- ✓ Leading home solar power service provider making solar more affordable for homeowners
- ✓ Over 60,000 customers in 11 states, across 1,000 cities
- ✓ We put over \$2 million in solar systems in place every day so Americans can afford clean power
- ✓ The only home solar company to have an uninterrupted source of financing since inception
- ✓ Backed by leading financial institutions like US Bancorp

Learn more at [www.sunrun.com](http://www.sunrun.com)

In Partnership with





# Sunrun Solar Service

Choose the Payment Plan That is Right for You

## Your Sunrun Solar Service Payment Options

	PLAN DETAILS	SUNRUN SOLAR SERVICE
	LOWEST UPFRONT COST	CUSTOM
Upfront Payment	\$0	\$0
Sunrun Rate	\$0.161	\$0.202
SCE Rate	\$0.226	\$0.226
Sunrun Annual Increase	3.5%	0.0%
Sunrun Monthly Payment*	\$139	\$175
New SCE Monthly Bill†	\$11	\$11
Combined Monthly Bill	\$150	\$186
Estimated 20-Year Savings‡	\$24,179	\$29,502

\* Monthly payments shown include a \$15 discount for paying through ACH withdrawal.

† Utility bill calculated from your historic usage and SCE's current rates.

‡ Assumes SCE rates rise at 4.75% per year. Actual savings may vary depending on future utility tier structure and rates, your usage, the system's production, and other factors.

True up @ end of year payments. If our estimated kWh usage is too low - considering our desire to use more AC, we'd get hit with a large True up. #1 complaint on Yelp

Need to raise 2013 usage after July, Aug, Sept, Oct.

## Site Assumptions

- Utility: SCE
- Current monthly SCE bill: \$206
- Annual electricity usage: 11,028 kWh

## Your System

- Sunrun Solar Service always includes 20 years of repairs, maintenance, insurance, and monitoring and a money-back performance guarantee
- Value of Sunrun Services: \$6,424
- 6.24 kW (DC) REC Solar system
- Equipment value: \$26,832
- Year 1 estimated production: 10,374 kWh
- Electricity usage offset: 94%
- Electricity bill offset: 95%

Learn more at  
[www.sunrun.com](http://www.sunrun.com)

In Partnership with

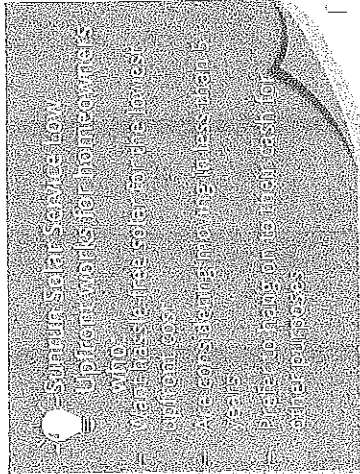




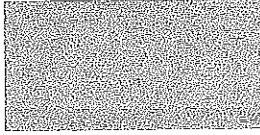
# Sunrun Solar Service Low Upfront

The Lowest Cost Way to Go Solar

## Get Sunrun Solar Service for a \$0 Upfront Payment, Then Simply Pay Monthly for Your Solar Electricity



\$24,179



\$0

UPFRONT PAYMENT ESTIMATED 20-YEAR SAVINGS^

^Actual savings may vary depending on future utility tier structure and rates, your usage, the system's production, and other factors.

Upfront Payment	\$0*	N/A
Electricity Rate	\$0.161 <sup>†</sup>	\$0.226 <sup>‡</sup>
Sunrun Monthly Payment <sup>**</sup>	\$139	N/A
New SCE Monthly Bill	\$11	\$206
Combined Monthly Bill	\$150	\$206

\* \$0 non-refundable payment due at signing. \$0 due at installation.

<sup>†</sup> Sunrun monthly bill increases 3.5% annually.

<sup>‡</sup> Represents cost of electricity replaced by solar. SCE rate projected to rise at 4.75% annually based on historic rate increases.

\*\* Monthly payments shown include a \$15 discount for paying through ACH withdrawal.

### System Specifications

Premium 6.24 kW (DC) REC Solar system

System is estimated to produce 10,374 kWh of solar energy in Year 1

System will offset 94% of your electricity usage with solar power

### System Coverage

Full system insurance

Money-back performance guarantee

20 years of maintenance and monitoring

### Flexible Options

Transfer agreement if you move

Buy out the agreement at any time

End of term purchase, renewal, and removal options available

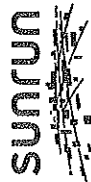
Learn more at

[www.sunrun.com](http://www.sunrun.com)

In Partnership with



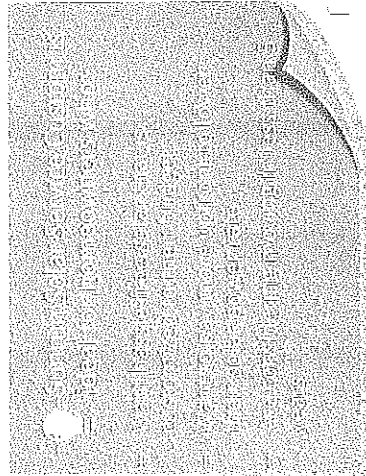




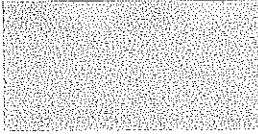
Sunrun Solar Service Custom

The Lowest Cost Way to Go Solar

# Get Sunrun Solar Service for \$0 Upfront, Then Simply Pay Monthly for Your Solar Electricity



\$29,502



\$0

UPFRONT PAYMENT | ESTIMATED 20-YEAR SAVINGS^

Upfront Payment	\$0*	N/A
Electricity Rate	\$0.202†	\$0.226‡
Sunrun Monthly Payment**	\$175	N/A
New SCE Monthly Bill	\$11	\$206
Combined Monthly Bill	\$186	\$206

\* \$0 non-refundable payment due at signing. \$0 due at installation.

† Sunrun monthly bill increases 0.0% annually.

‡ Represents cost of electricity replaced by solar. SCE rate projected to rise at 4.75% annually based on historic rate increases.

\*\* Monthly payments shown include a \$15 discount for paying through ACH withdrawal.

^ Actual savings may vary depending on future utility tier structure and rates, your usage, the system's production, and other factors.

## System Specifications

Premium 6.24 kW (DC) REC Solar system

System is estimated to produce 10,374kWh of solar energy in Year 1

System will offset 94% of your electricity usage with solar power

## System Coverage

Full system insurance

Money-back performance guarantee

20 years of maintenance and monitoring

## Flexible Options

Transfer agreement if you move

Buy out the agreement at any time

End of term purchase, renewal, and removal options available

Learn more at [www.sunrun.com](http://www.sunrun.com)

In Partnership with







# What are you waiting for?

Join the Thousands of Homeowners Who Have Chosen Sunrun Solar Service

## Next Steps to Receive Sunrun Solar Service From Sunrun

### STEP 1

#### SIGN UP WITH SUNRUN

Review your Sunrun Customer Agreement and sign up to get your local and state paperwork moving today.

### STEP 2

#### FINALIZE SYSTEM DESIGN

Horizon Solar Power will finalize the design of your home solar system and pull all of the required permits from your city or county.

### STEP 3

#### SYSTEM INSTALLATION

Horizon Solar Power will set an installation date for your home solar system. Once the date has been set, the installation should only take a few days.

### STEP 4

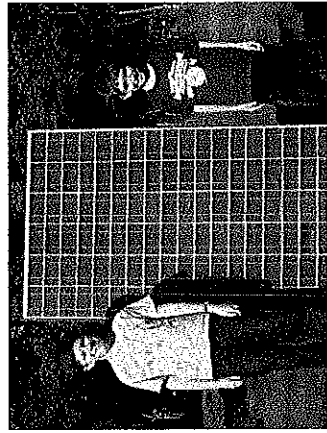
#### CITY & UTILITY INSPECTION

Your city inspector will inspect your home solar system. SCE will install a net meter and give you permission to turn on your system.

### STEP 5

#### SYSTEM ON!

Turn your system on and start generating renewable energy from your roof! Contact Sunrun with any questions.



*"We've been looking into solar for a couple of years, but it was always the same story. Going solar was completely cost prohibitive. You guys made it affordable. What a no brainer! Why would you even have to think about it? No one can be perfect, but you guys are close."*

-Bob & Debbie, Fresno, CA

## Customer Quotes:

"Sunrun's program is a win for me, for solar and for the local economy."  
-Tyson, Needham, MA

"The system works beautifully. Whenever I feel down, I go out in the backyard and watch the meter spin backwards."  
-Lynn, Redlands, CA

"Sunrun is very personable and friendly. If I ever have questions, I know I can call them and I love that they know my name!"  
-Harry, Scottsdale, AZ

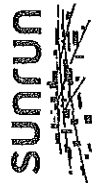
"I firmly believe that this is the way solar should be done, and that a few years down the road Sunrun will be recognized as a trailblazer. So you may as well get on board now."  
-Todd, Denver, CO

Learn more at

[www.sunrun.com](http://www.sunrun.com)

In Partnership with





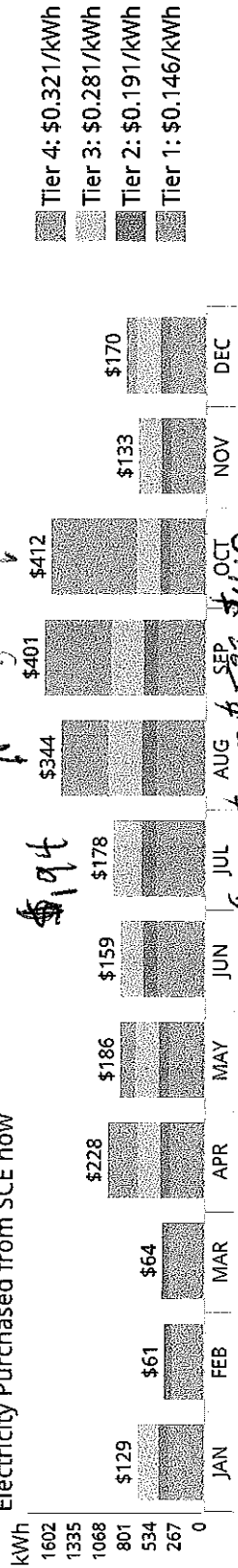
# Your Electricity Profile Before and After Sunrun

See How Sunrun Solar Service Lowers Your Electric Bill from SCE

*2014 costs billed by SCE (last year)*

## Estimated Utility Bill Without Sunrun

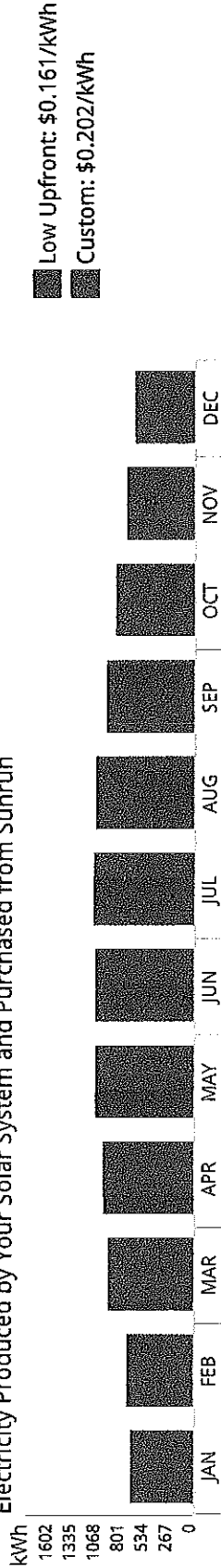
Electricity Purchased from SCE now



*2014 costs billed by SCE*

## Your Solar Energy from Sunrun

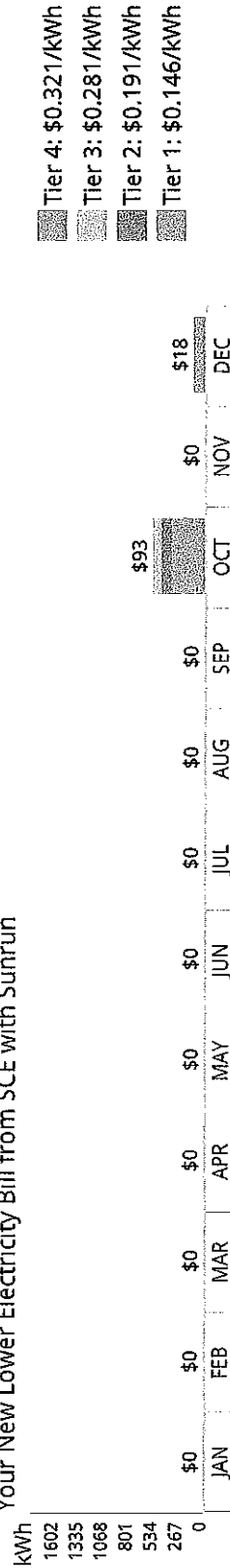
Electricity Produced by Your Solar System and Purchased from Sunrun



*2013 costs*

## Estimated Utility Bill With Sunrun

Your New Lower Electricity Bill from SCE with Sunrun



Tier 4: \$0.321/kWh  
Tier 3: \$0.281/kWh  
Tier 2: \$0.191/kWh  
Tier 1: \$0.146/kWh

In Partnership with

