

T E S L A

# YOUR SOLAR ROOF PROPOSAL







## BENEFITS OF YOUR SOLAR ROOF

### Stunning Aesthetics

Adopting solar has historically required a degree of aesthetic compromise, but Solar Roof provides clean energy from the most beautiful roof ever

### Unmatched Durability

Solar Roof is made of extremely strong tempered glass and comes with an infinite glass warranty to last a lifetime

### Exceptional Insulation

With high quality insulating underlayment and integrated air gaps, which allow hot air to vent, your home will remain cool and comfortable

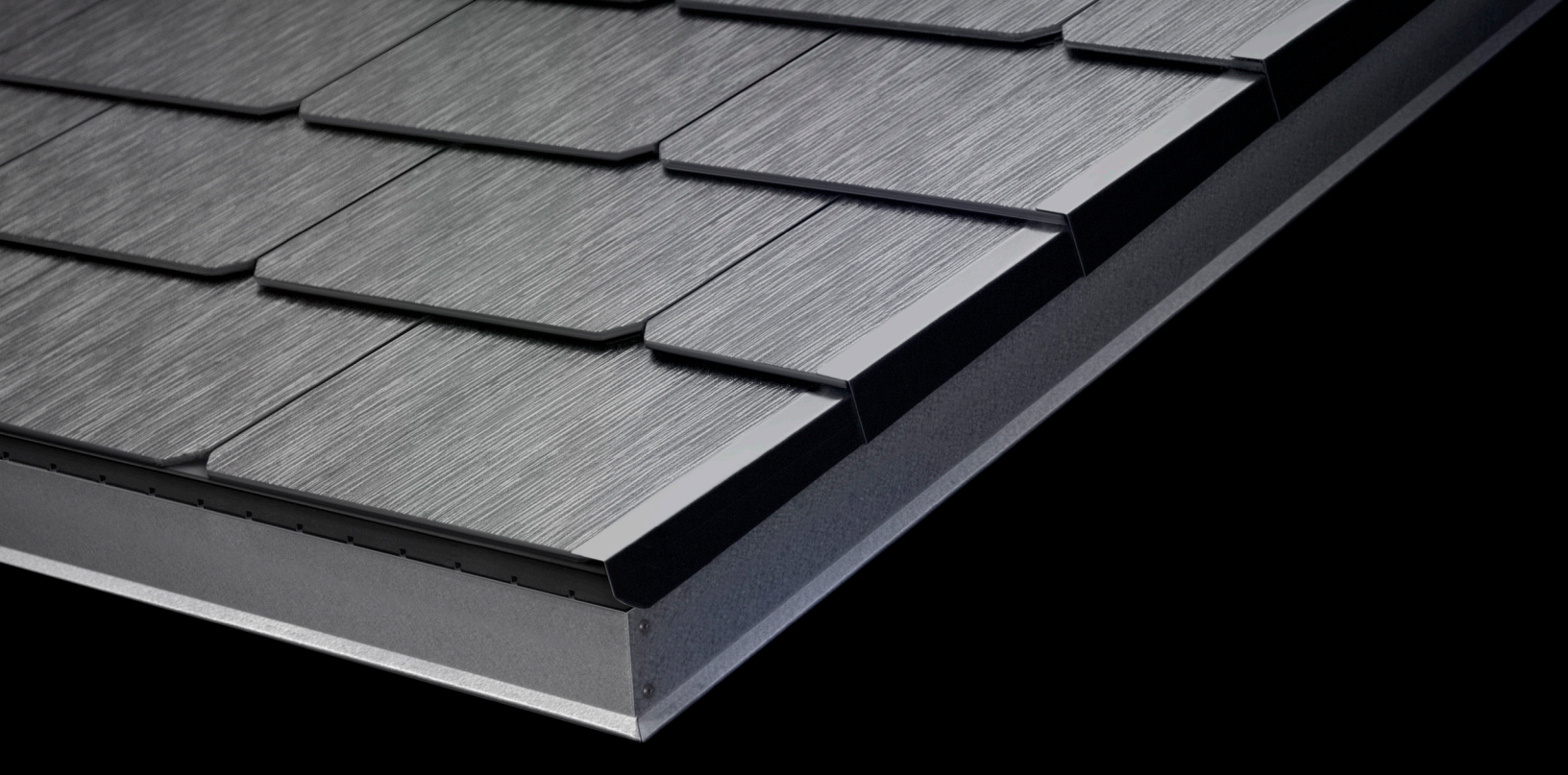
### Clean Energy Generation

Hidden solar cells within the tiles produce electricity and reduce your electric bill which helps pay for your roof over time

### Energy Independence with Powerwall

Combine Solar Roof with Powerwall to use solar energy at night, rely less on utility power and back up your home during a grid outage





## CUSTOMIZED FOR YOUR HOME

Custom designed flashings and ridgecaps fit around your home's unique design and roof pitch while accentuating the Solar Roof tiles and ensuring maximum weather-proofing. The end result is a roof that looks better and lasts longer.





## BEAUTIFULLY FUNCTIONAL

Vents and skylights are replaced or modified to match your new Solar Roof aesthetic

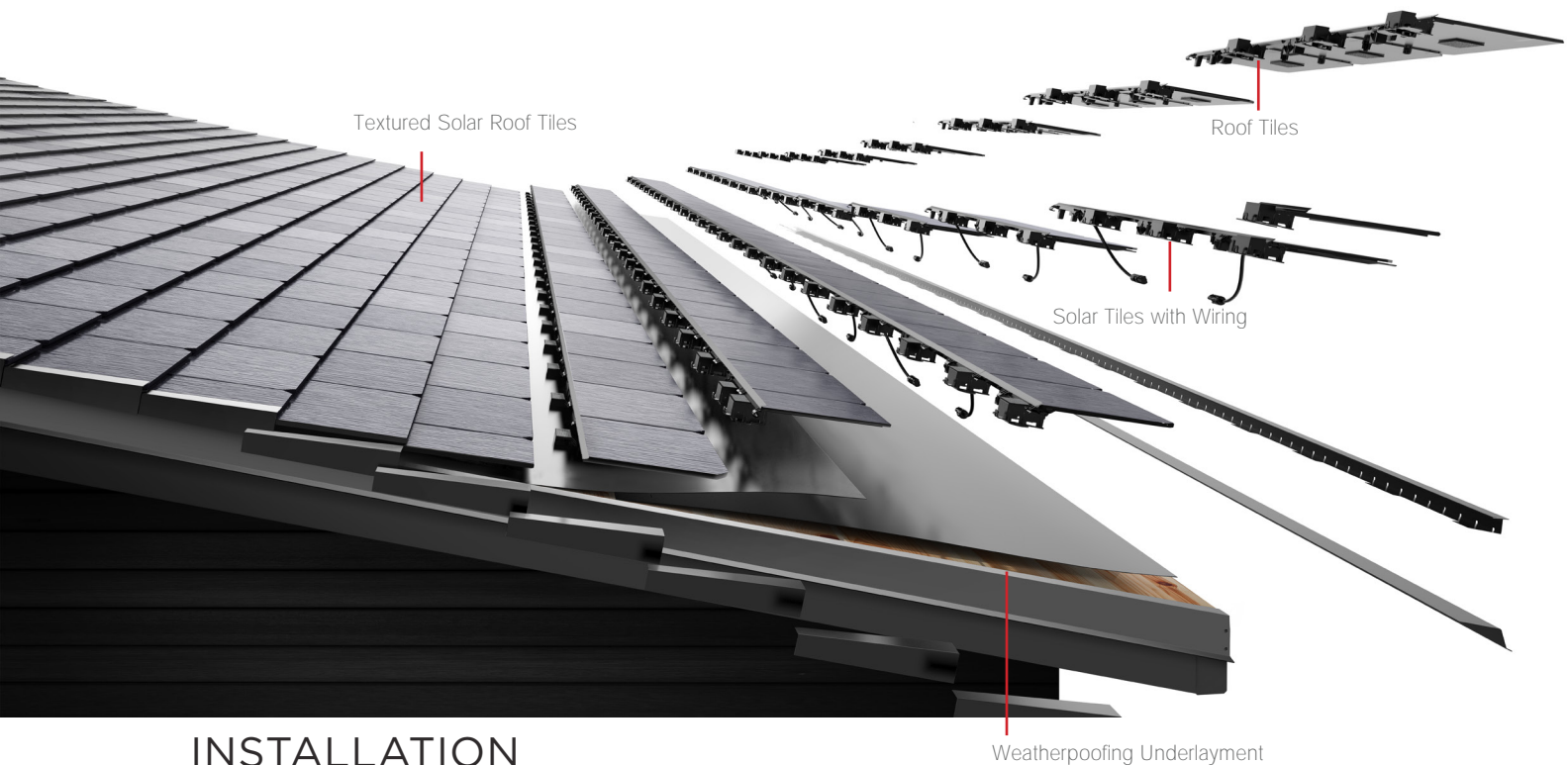


Certain air vents can be replaced entirely with Solar Roof's integrated ventilation



Those vents that can't be removed will be replaced or modified to ensure exceptional visual appeal





## INSTALLATION OVERVIEW

Your Solar Roof proposal includes all hardware and a turnkey installation of Solar Roof. The installation can be broken down into the following steps:

### Removal of Current Roof and Structural Upgrades

We will remove your existing roof down to the decking and clear away any debris

### Structural Repairs and Upgrades

Your Solar Roof purchase quote covers required structure upgrades detailed in your proposal to make your home ready for the Solar Roof tiles.

### Waterproofing and Flashing

A high quality waterproofing membrane is installed on your roof decking. Custom flashings are installed on contours and around chimneys, skylights, and other roof structures.

### Solar Roof Installation

Tempered solar and non-solar tiles are installed on your roof. Annealed tiles are cut and installed to match the angles on your roof.

### Electrical Installation

Electrical equipment and any Powerwalls you may have are installed and connected to your Solar Roof.

### System Commissioning and Utility Approvals

Tesla commissions your roof and arranges all the required inspections.





## SEAMLESS INTEGRATION

### Model S, X, or 3

Your Solar Roof and Powerwall system will charge your Tesla vehicle with clean solar energy.

### Powerwall

Excess solar energy from your Solar Roof is automatically stored by Powerwall for use at night. Powerwall and Solar Roof also coordinate generation amount, charging and discharging to perfectly match your energy needs during a power outage.

### Tesla App

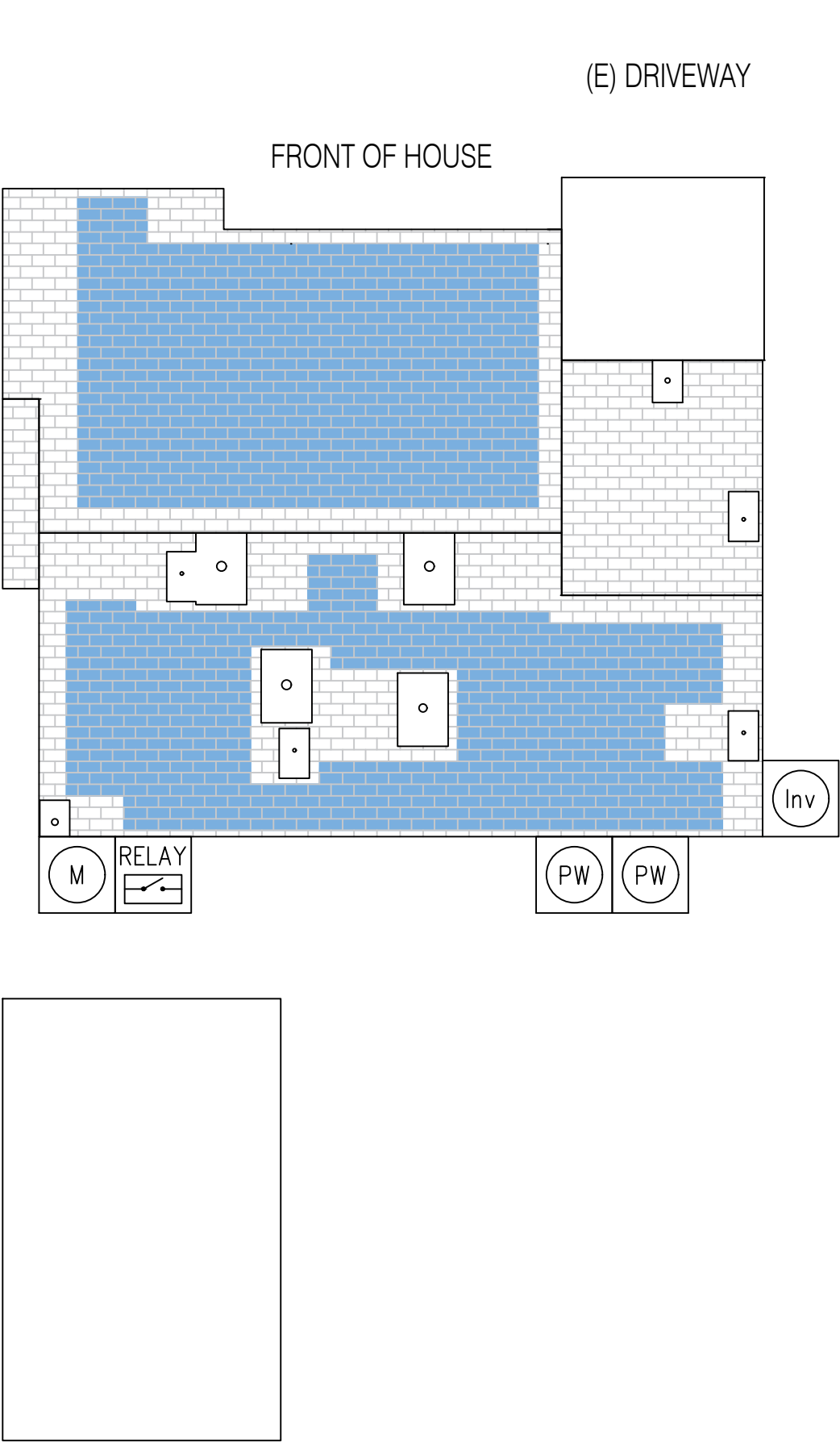
One app lets you monitor and control all your Tesla products. See the interaction and benefit of all your Tesla products working together.

### Over the Air Updates

All Tesla products get better over time. Your system will regularly receive over-the-air software updates that add new features and enhance existing functionality.



MAX SOLAR OPTION  
FOR YOUR HOME: 1344 Marine Ave,  
Manhattan Beach, CA 90266



- METER
- INVERTER
- POWERWALL
- GATEWAY
- SOLAR TILE
- ROOF TILE
- VENT
- SKYLIGHT
- CHIMNEY

# YOUR DESIGN

Let's review your system

Your home today

Roof square footage  
**1,311 sqft**

Current energy consumption  
**7,391 kWh/year**

## Standard

Current energy needs

### System

Solar system size	7.70 kW
Powerwall Quantity	2
Cost before savings & incentives	\$72,839

### Benefits

Amount of energy produced / year	9,622 kWh
Value of energy over 30 years	\$58,405
Self-Powered Percentage	100%
Duration of backup power	7+ Days
Type of backup	Whole Home
Investment tax credit	\$14,580
Installation Timing	Mid 2019

\*All financial values are estimates. The tax credit is subject to a customer's tax position and the value of energy is based on an average utility rate by state. Please refer to your contract for final terms and conditions.



# KEY TERMS

## **Solar system size**

The power generated (kW) from the solar tiles that make up your Solar Roof.

## **Powerwall**

A rechargeable home battery that stores energy from solar or from the grid and makes it available on demand.

## **Cost before savings and incentives**

This is the total cost of your system. This includes: removal of your existing roof, Solar Roof materials, construction and electrical upgrades (if required) as well as installation and permitting costs.

## **Amount of energy produced per year**

This is the estimated total annual production in kWh per year. This is based on a detailed design, 30 years of weather data, solar exposure, and shading measurements gathered during the Home Energy Assessment.

## **Value of energy over 30 years**

The value of energy your Solar Roof is expected to produce over 30 years is based on the average price of electricity in your area, adjusted for inflation by 2% annually.

## **Federal investment tax credit**

The 30% credit applies to the cost of the solar tiles, associated solar energy equipment and Powerwall. To receive the full tax credit, you must have federal income tax liability that's at least equal to the value of the tax credit. For full eligibility please consult a tax professional.

## **Self-Powered percentage**

The higher the percent, the less reliant you are on the utility power. The percentage is based on a typical day of solar production, Powerwall usage and home energy consumption.

## **Duration of backup power**

This is an estimated measure of how long your system can provide backup power in the event of a grid outage. Note: if there is low solar production (or high home consumption) the number of available backup hours will be lower.

## **Type of backup**

Depending on your home electrical layout and number of Powerwalls, you can backup either your whole home or your essential loads.

## **Net value over 30 years**

This is the net value of Solar Roof, calculated over a 30 year period. It is the total cost minus the value of energy and the federal investment tax credit.

# NEXT STEPS

## ● Deposit

Place a \$1,000 refundable deposit to get started. This will be applied to the purchase price of your Solar Roof.

## ● Phone Call

A Tesla product specialist will contact you once Solar Roof is available in your region and discuss your home energy needs.

## ● Home Energy Assessment

We will schedule a site visit to advise you on the best and optimal Solar Roof design for your home. With your permission, a drone may be used to improve the imagery accuracy of our survey. Note: some homes are not well suited for drone flight.

## ○ Review Your Solar Roof Order

Review and sign your Solar Roof purchase agreement. After signing, pay a non-refundable \$2,500 site survey design fee. Once we receive your signed agreement and payment we will begin ordering materials and submitting permits for your installation.

## ○ Schedule your Installation

When materials and an installation crew is ready, we'll reach out and schedule your installation. You can view Tesla's contractor licenses [here](#).

## ○ Installation

Installation time is dependant on the size and complexity of your roof, but most installations take approximately two weeks to complete. After installation, you can start using Solar Roof when the utility provides Permission to Operate (PTO). PTO requirements vary by region and utility.

## ○ Download the App

Once the system is installed, you can download the Tesla mobile app to monitor your Solar Roof production in real-time, anywhere.

## ○ Ongoing Support

Solar Roof has a 30-year solar module and weatherization warranty and an infinite glass warranty. We are here to support you with any questions during that time. You can reach us at (877) 798-3752.



