



# Multi-Unit Energy Revenue (Market Rate)

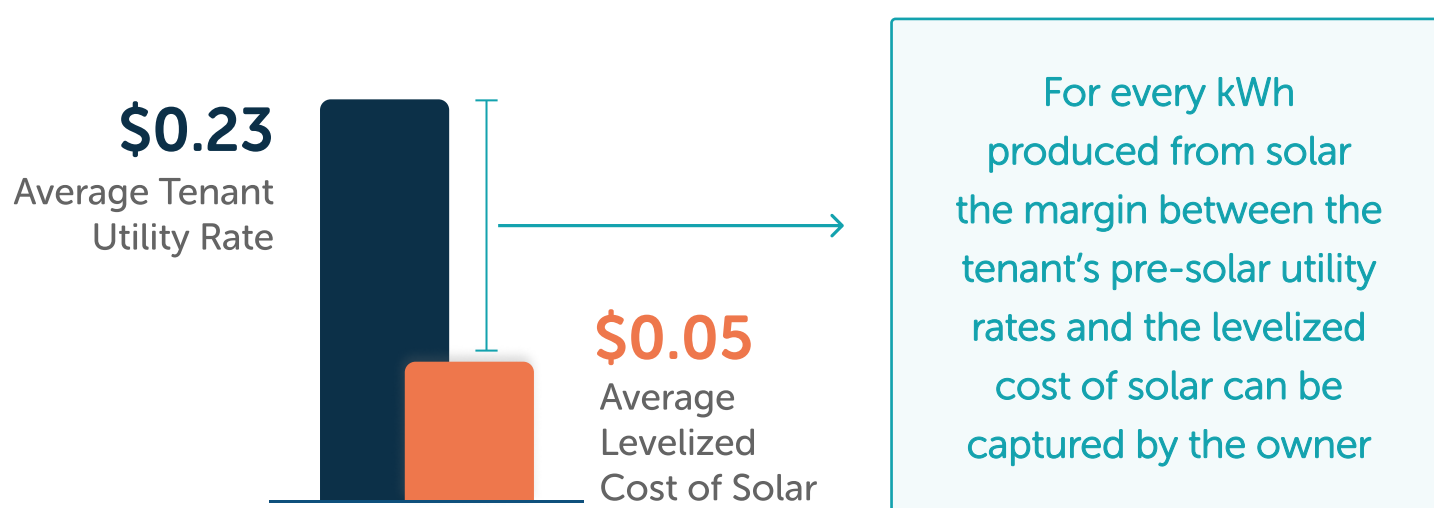
Making it possible for owners to intelligently monetize a shared solar asset that benefits both common area and tenant units.

## SUPER CHARGE YOUR SOLAR ENERGY RETURNS WITH IVY SAAS




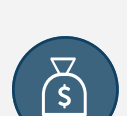


Ivy Energy provides a monitoring and billing service that enables multi-unit real estate owners to generate revenue from their shared solar asset. The Ivy service offering is backed by our proprietary Virtual Grid software making solar revenue a win-win for property owners and residents alike.

## ENERGY RATE ECONOMICS

The "levelized cost of solar" can be determined by dividing the net upfront cost of a solar system by the system's 25 year production expectancy.



## HOW IVY MAKES THIS SIMPLE

-  Assess property's energy use and help determine optimal system size.
-  Work with the installer to present a design and proposal for highest ROI.
-  Manage tenant billing operations and support enrollment in program.
-  Manage meter aggregation to streamline solar % allocation enabling highest ROI when reducing unit utility costs.
-  Allocate & bill for monthly solar generation to units based on participation and electricity usage via our Virtual Grid Platform.
-  Integrating solar billing accounts receivable into your monthly rent ledger collection process.

What does it cost?



**\$8/UNIT PER MONTH**

## HOW IT WORKS

### 1 Install Solar

- Use any installer you want, or we can refer a partner.
- Pay up front, or use financing so your project can be cash-flow positive from day one.

### 2 Sell Solar Electricity To Tenants

- Solar gets distributed to tenant meters and reduces the utility bill amount creating bill savings.
- Tenants pay you for the solar energy generated at an amount less than the retail energy rates.
- Tenants receive a % of the savings generated compared to what they would have paid.

### 3 Enjoy Easy Revenue And Great ROI

(Numbers below are for illustration purposes only. Actual numbers will vary by property)

- Current tax incentives can cover more than half the system cost.

**\$500/ UNIT**

Extra \$500/unit  
annual NOI

**+20% IRR**

+20% IRR  
over 25 years

**3-6 year**

3-6 year  
payback

EXAMPLE  
PROJECT WITH  
SOLAR + IVY

**100 UNITS  
CA UTILITY**

**\$50,000**

Year 1 NOI Increase

**\$1,000,000**

Year 1 Market Value Increase

\*Not Including Common Area Savings

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