

PURCHASE MODELS FOR OUR CUSTOMERS

Introduction

With energy storage becoming more and more popular every day, customers are asking for many different purchase options. As such, TROES offers the following financial alternatives:

- Capital Purchase;
- TROES Financed Equipment Purchase;
- Canadian Government Sponsored Loan; and
- Non-Capital *Energy Storage as a Service* (ESaaS).

Model 1: Capital Purchase

The customer elects to allocate their own capital for procurement. Typically, payment is made in a minimum of 2-3 tranches: At initial contract signing, upon delivery of equipment at customer location and upon customer acceptance.

Payment Terms: TROES Standard product payment terms.

Ownership of assets: Customer owns post customer acceptance.

Model 2: TROES Financed Equipment Purchase

TROES can provide equipment-only financing if the customer prefers to purchase energy storage hardware and software directly from TROES.

Payment term: 10-20 years

Ownership of assets: During finance period, TROES owns the equipment; customer has option to own post final payment.

Conditions: This model is promoted in selected regions. Customer credit worthiness needs to be evaluated.

PURCHASE MODELS FOR OUR CUSTOMERS

Continued...

Model 3:

Canadian Government Sponsored Loan

As an alternative to the TROES Financed Equipment Purchase, TROES can also arrange a government sponsored loan for the customer, with the customer then completing the loan arrangement on their own.

Payment Terms: 5-7 years financing term.

Ownership of assets: Customer owns post TROES receipt of payment.

This model provides great flexibility to customers regarding the allocation of capital. TROES takes full responsibility for the technical, installation, operational and ongoing management aspects of the energy storage solution, thereby fully transferring project risk from the customer to TROES. In addition, TROES offers these flexible pricing options:

- (i) A monthly subscription fee model: This model includes two options, subscription fee by itself or subscription fee plus percent of energy savings.
- (ii) A commercial PPA option: This model includes two options as well, fixed electricity price or fixed discount from the electricity price.

In all cases, the fixed component of the pricing will be indexed on an annual basis. TROES' goal is to remove all of the common barriers in the process of enabling our customers to receive the benefits of energy storage solutions as quickly as possible.

Payment Terms: Standard product payment terms.

Ownership of assets: TROES (Customer has right to buyout).

Conditions: This model is promoted in selected regions. Customer credit worthiness needs to be evaluated.

Model 4: Non-Capital Energy Storage as a Service (ESaaS)