Your Logo Here

Prepared on Jun 22, 2016 for Customer with Deal

Payment Options for Customer with Deal

PROJECT DETAILS

Total Cost: $224,380

Address: 8303 N Mopac Expy, Austin, TX, 78759

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INVESTMENT ANALYSIS

Total Project Cost	**$224,380**	*Project cost includes equipment and installation costs*
First Year Savings	**$57,000**	*Represents incremental cash flow from cost savings*
Life Cycle Savings	**$584,566**	*Assumes an equipment life of 12.0 years*
Increase in Facility Value	**$712,500**	*Assumes a cap rate of 8.00 %*
Internal Rate of Return (IRR)	**26.18 %**	*Assumes an annual utility cost increase of 3.00 %*
Simple Payback	**3.9 years**	*Only applicable if using internal funds*
Cost of Delay (6 Months)	**$28,500**	*Lost incremental cash flow from waiting to implement project*

PAYMENT PLANS

Sailunican Inc. has partnered with Noesis to offer the following flexible payment plans. The monthly payments are based on the financed amount of $224,380.

LEASE

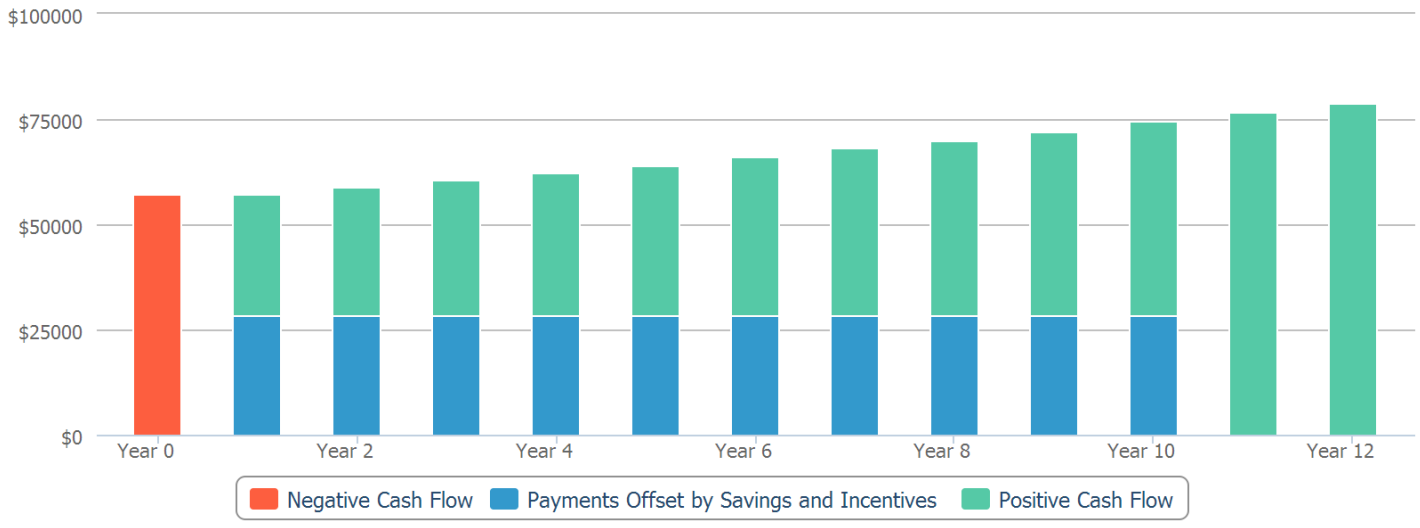
Monthly Payment
$2,380*

Performance Rebate for 120 Months

Conserve capital with our lowest monthly payment, plus the security of a rebate tied to the savings of your project.

Got 3 minutes? Apply Online

GET PRE-QUALIFIED ›



For more information on the project or scheduling please contact:

dana10 bentley 9999999999 dana10@noesis.com

Savings Verified by Noesis For a year after the install, Noesis will perform a 3rd party measurement to verify the forecasted savings. If your facility doesn't see the savings you will receive a rebate of $13,463 (6.0 % of the gross project cost).

Please contact Noesis at **finance@noesis.com** or **1-888-200-3468** to see if you are eligible or apply online at:
qacms.noesis.com:4430/7ep6

* Financing and published rate are subject to credit approval through Noesis. Offer available for a limited time only. Offer is available to customers in the USA and Canada only and cannot be combined with any other offers. Additional terms and conditions may apply. Options presented are indicative of a leasing product. All options are subject to change without prior notice.

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Performance Rebate

A common reason why commercial building owners do not make investments to upgrade their lights, chillers, boilers, and other energy-consuming equipment, is that they are not confident that they will realize the savings forecast by the vendor. Many building owners have been convinced of unrealistic savings estimates, only to be disappointed with the results with the vendor no where to be found.

Noesis' partners understand and appreciate that objection, and are therefore willing to stand by their work and their savings estimates by offering the Noesis Performance Rebate. Now, building owners can make purchase decisions knowing that vendor's incentives are aligned with theirs – meet the savings targets.

The Noesis Performance Rebate is an agreement between the vendor and the building owner where the vendor agrees to return 6% of the project cost to the building owner if the equipment does not deliver 95% of the first year's savings target.

Features of the Performance Rebate include:

- ✓ Agreement on realistic savings targets for the first year after installation
- ✓ Twelve months of savings measurements with comparisons to forecasts
- ✓ Monthly emailed reporting with utility usage analysis
- ✓ A 6% rebate if savings are less than 95% of plan after the first year
- ✓ Administered by Noesis' CMVP-certified energy services team

For more information contact Noesis at finance@noesis.com or 1.888.200.3468

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Project Details

PROJECT SCOPE

Name	Annual Savings	Gross Costs	Incentives	Payback (yrs)
Item 1	$57,000	$224,380	--	3.9
Net Project Cost				**$224,380**

ANNUAL SAVINGS

Utility Type	Utility Impact	Unit Cost	Savings
Electricity			$57,000
Maintenance Savings			$0
Total			**$57,000**

LIFE CYCLE SAVINGS (12 YEARS, NOMINAL)

Utility Type	Savings
Electricity	$808,946
Maintenance Savings	$0
Net Project Cost	($224,380)
Total	**$584,566**

ABOUT THE DEVELOPER

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Contact: dana10 bentley

Phone: 9999999999

Email: dana10@noesis.com

EXAMPLE PAYMENT OPTION

Sailunican Inc. has partnered with Noesis to offer the flexible payment plans. The example below shows how monthly payments may be significantly less than the energy savings making the investment cash-flow positive on day one. (All plans are subject to qualifying credit approval)

LEASE

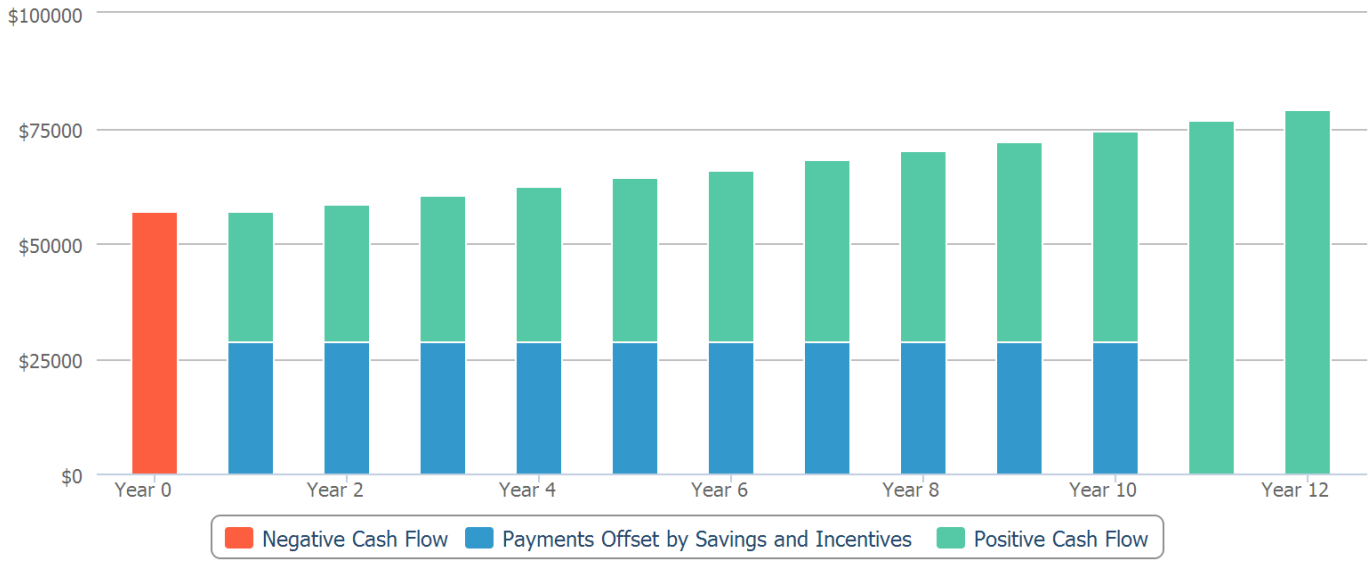
Performance Rebate for 120 Months

Financed Life Cycle Savings

$523,358

Amount Financed	Gross Project Cost	Monthly Payment
$224,380	**$224,380**	**$2,380**
Annual Savings **$57,000**	Avg. Monthly Savings **$5,445** (during term)	Monthly Cash Flow **$3,065** (during term)

Down Payment: $0 | Buyout: $0 | Utility Escalation Rate: 3.00 %



Savings Verified by Noesis For a year after the install, Noesis will perform a 3rd party measurement to verify the forecasted savings. If your facility doesn't see the savings you will receive a rebate of $13,463 (6.0 % of the gross project cost).

Pick a Payment Plan That is Right for You*

ESTIMATE PAYMENTS OR APPLY ONLINE
qacms.noesis.com:4430/7ep6

HAVE A QUESTION?
1.888.200.3468

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ESTIMATED ANNUAL CASH FLOWS

The table below shows estimated annual cash flows for this project. This estimate assumes a good credit rating of the borrower and your actual payments may vary.

Year	Savings	Tax Benefits/Incentives	Payments	Down Payment	Payments Offset by Savings and Incentives	Cash Flow
1	$57,000	--	$28,559	$0	$28,559	$28,441
2	$58,710	--	$28,559	--	$28,559	$30,151
3	$60,471	--	$28,559	--	$28,559	$31,913
4	$62,285	--	$28,559	--	$28,559	$33,727
5	$64,154	--	$28,559	--	$28,559	$35,595
6	$66,079	--	$28,559	--	$28,559	$37,520
7	$68,061	--	$28,559	--	$28,559	$39,502
8	$70,103	--	$28,559	--	$28,559	$41,544
9	$72,206	--	$28,559	--	$28,559	$43,647
10	$74,372	--	$28,559	--	$28,559	$45,813
11	$76,603	--	$0	--	--	$76,603
12	$78,901	--	--	--	--	$78,901

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Glossary

Annual Payments: The sum of expected payments made to a lender over a year.

Annual Savings: The total savings a project achieves in the first year including any utility and maintenance savings.
Example: A project saves $9,000 per month in electricity and $1,000 in maintenance per month, the annual savings will equal ($9,000 + $1,000) x 12 months = $120,000.

Average Annual Cash Flow (During Term): The amount of cash available to the end user due to savings and incentives after payments have been made from the savings during the term of the financing. The savings factored into this calculation does include any savings escalation rate that has been added to the project.
Example: A project with $100,000 of annual savings, has an investment of $300,000 and requires annual payments of $78,000 over a 4 year term, would have an annual cash flow equal to $100,000 - $78,000 = $22,000.

Average Annual Payments: In the case of payments that are variable over the course of a financing term, this is the average annual payment made over the term. Calculated by the sum of payments made to a lender over the term of a financing agreement, divided by the term length.

Average Annual Savings (During Term): The total lifetime savings divided by the financing term of the project.
Example: A project saves a total of $1,000,000 over the project life of 15 years, the average annual savings equals $1,500,000 / 15 = $150,000.

Average Monthly Savings (During Term): This is the Average Annual Savings (During Term) divided by 12, to determine the average monthly savings.

Equipment Life: The number of years the installed equipment is expected to last and provide savings to the facility.

Financed Life Cycle Savings: The total savings net of the costs over the life of the project and the cost of financing.
Example: A project savings $10,000 for 10 years and the investment (net cost) of the project is $20,000 and the cost of financing (e.g. interest payments on a capital lease) is $5,000 over the 5 year lease term, the Life Cycle Savings will be $10,000 x 10 - $20,000 -$5,000 = $75,000.

Gross Cost: The total cost of a project before any incentives or rebate have been applied.

Incentives: Money paid by a third party, such as a utility managing an energy efficiency program, to offset the cost and encourage the installation of equipment. Incentives can either be collected upfront, and reduce the investment (net cost) of the project, or they can be collected after financing.

Internal Rate of Return (IRR): The rate of return used to compare the profitability of an investment over the life of a project. Sometimes also called the effective interest rate.

Investment Net Project Cost: The total cost of the project, less any incentives received. Also known as Net Cost.
Example: A project costs $30,000 and receives a one-time incentive of $10,000, the Investment equals
$30,000 - $10,000 = $20,000.

Lease Term: The agreed upon time for which a customer will make payments to a finance partner. Can be expressed either in years or months.

Lifecycle Savings: The total savings net of the costs over the life of the project.
Example: A project savings $10,000 for 10 years and the investment (net cost) of the project is $20,000, the Life Cycle Savings will be $10,000 x 10 - $20,000 = $80,000.

Monthly Cash Flow: This is the Average Monthly Savings (During Term) minus the Monthly Payment and the average monthly impact of any Down Payment.

Average Monthly Savings: The annual savings and incentives of a project during the financing term of the project. For example, during a 5 year term, the average monthly savings = average annual savings/60 months.

Increase in Facility Value: Equipment upgrades that include energy or maintenance savings increase the net operating income (NOI) of a facility, which leads to an increase in the facility's value. To demonstrate the impact that savings have on a facility's value, the first year annual savings of the project is divided by the capitalization rate, or cap rate. The capitalization rate is real estate valuation metric that is used to compare different investments.
Example: Using a cap rate of 8%, a project that saves $50,000 annually will result in an Increase in Facility Value of $625,000.

Simple Payback: The net project cost divided by the annual savings (first year). The simple payback is a measure of how much time in years it takes to recoup an investment based on the first year annual savings.
Example: A project saves $100,000 per year for an investment of $300,000, the simple payback equals $300,000/$100,000 = 3 years.

Utility Escalation Rate: An estimated percentage utility costs are expected to rise every year. Includes escalation of maintenance costs.

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