Introduction to Hudson's Residential Loan Platform




February 2015

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Backed by one of the most experienced clean energy investment funds	• Hudson Clean Energy ("Hudson") is a leading clean energy investor, with 8+ years of experience and $1B+ of assets under management • Hudson developed a Residential Solar Loan Program and is actively expanding the platform in partnership with leading solar installers
Loans designed specifically for the residential solar market	• We have designed unique, long-tenor residential loan products that provide homeowners with the benefit of system ownership and immediate energy cost savings • Our financing products can be customized to the needs of specific channel partners to allow for competitive differentiation and accelerate ramp up in loan originations
Business model eliminates channel conflict and increases the likelihood of program success	• We focus on creating long-term partnerships directly with installers, distributors and energy companies • Our partners maintain ownership of program branding, marketing, and ongoing up-selling opportunities
Our operating platform minimizes friction in the sales and construction cycles	• Our custom credit and project underwriting tools are adapted to the solar sales process, and allow for fast credit application decisions, with potential for 100% auto-decisioning • Our end-to-end project and asset management function is designed to enable processing velocity

Hudson’s Residential Loan Products

- **Hudson has designed long-tenor financing products that can match up to the life of the solar system, providing homeowners with the benefit of system ownership and significant energy savings**
- ***We are looking for feedback from the NY Installer Community to help develop the best loan product for NY***

Product Consideration	Comment
Loan Tenor	Between 15 and 25 years
Customer APR	Between 4.99% and 7.99%
Dealer fees / Processing fees	Varies
Down payment requirement	None
Prepayment penalty	None
Treatment of the Investment Tax Credit	“Same as cash” Short-term Loan
Amortization of Long-Term Loan	Fixed / mortgage style payments
Installer milestone payments	TBD
Credit Underwriting	Instant decisioning, Can be administered via an online portal or phone application
Minimum FICO requirement	680

Contact Information

Yoni Cohen

Director of Corporate Development

Office: (201) 287-4108

Mobile: (781) 472-9143

Email: yoni.cohen@sunlightfinancial.com