

Challenge Us

Using customized creativity to expand distributed markets through financing opportunities



February 24, 2026

Agenda

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03 Decision Matrix

04 Provide Options

05 Collaboration & Relationships

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Challenge Us?

Our Challenge includes:



Educating our customers and helping them to realize the accretive financial opportunity created from on-site renewable energy solutions.



Purposefully designing cost-effective turnkey energy solutions unique to each customer's operation.

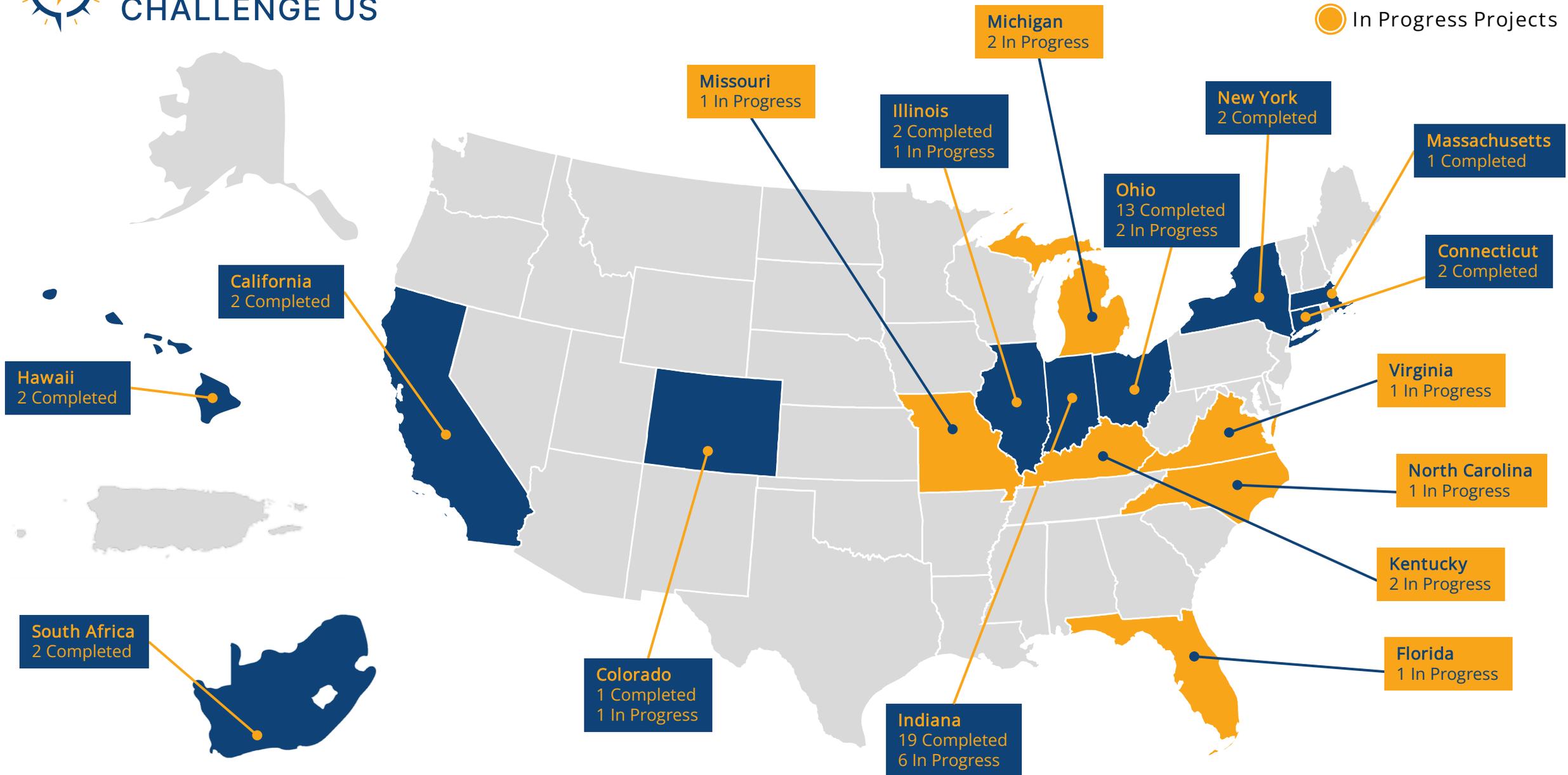
Constructing energy solutions that meet or exceed the proposed expectations for our projects.

A large, stylized white sun icon with rays, set against an orange background.A line graph on a dark blue background with horizontal dashed grid lines. A yellow line represents the primary data, and a grey line represents a secondary data set. A yellow circle highlights a peak on the yellow line with the value '1,065' written inside. A vertical dashed line extends from this peak down to the x-axis.

Monitoring and supporting our projects post-construction.

We are a relationship-based organization committed to attention to detail and providing the highest level of service to our customers.

HSI SOLAR



Decision Matrix

Appetite for Tax Benefits?

No

Financed

Pros

- 1. No capital out of pocket
- 2. Performance guarantees
- 3. HSI responsible for O&M costs
- 4. Agreed upon rate for next 15-25 years

Cons

- 1. No monetization of tax benefits by owner

Yes

Capital Expense

Pros

- 1. Highest total IRR
- 2. Retain 100% of the energy savings
- 3. Long-term financial returns through ownership of the system

Cons

- 1. Requires capital out of pocket, influencing cash flow
- 2. Incur ongoing O&M costs

Provide Options

Leading with **cash-only** assumes:

1. The customer has disposable cash they need or want to deploy
2. The customer can access that cash at no cost
3. The customer has no other business priorities

Leading with **financing**:

1. No opportunity cost associated with the cash generated
2. Maximum optionality for the customer

Financing Options

Loans

Bank, green, utility,
secured, government

Investment Partner

Project developer, tax
equity investor

Various agreement and
ownership structures

Fixed Lease Agreement

Pay a consistent set
monthly fee over 15 – 25
years

Power Purchase Agreement

Or “Solar Services
Agreement”

Long term contract to
purchase renewable
energy at fixed rates

Cash & Other

100% capital expenditure

Additional Options

Grants

- USDA Rural Energy for America Program (REAP)
- USDA Value-Added Producer Grant (WAPG) Program
- Sustainable Agriculture Research and Education (SARE)
- NRCS Environmental Quality Incentives Program (EQIP)

Other Incentives

- State-specific credits and incentive programs
- Utility rebates

**Note: Eligibility for incentives, passive activity loss rules, lease classification rules, holding period requirements and succession planning are among the factors to be considered while evaluating ownership-structure options*

Conclusion

Collaboration

At HSI Solar, we believe collaboration is the key to our success. To stand apart from the competition we must first stand together as a team.

- *Collaborate early and often*

Relationships

Surround yourself with partners who will help you adapt creatively to your customer's "Why"

- *Financing partners, grant experts, utility contacts, professional resources, manufacturers*





Thank you!



HSI SOLAR
CHALLENGE US

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