

htpnrg[®]

Leveraging Unused Rooms for Energy Upgrades



Profit Opportunities

based on a 100 kW System



Referral Only

A name, A phone number, and
A warm introduction



Sales

Deliver all Customer Facing
Agreements

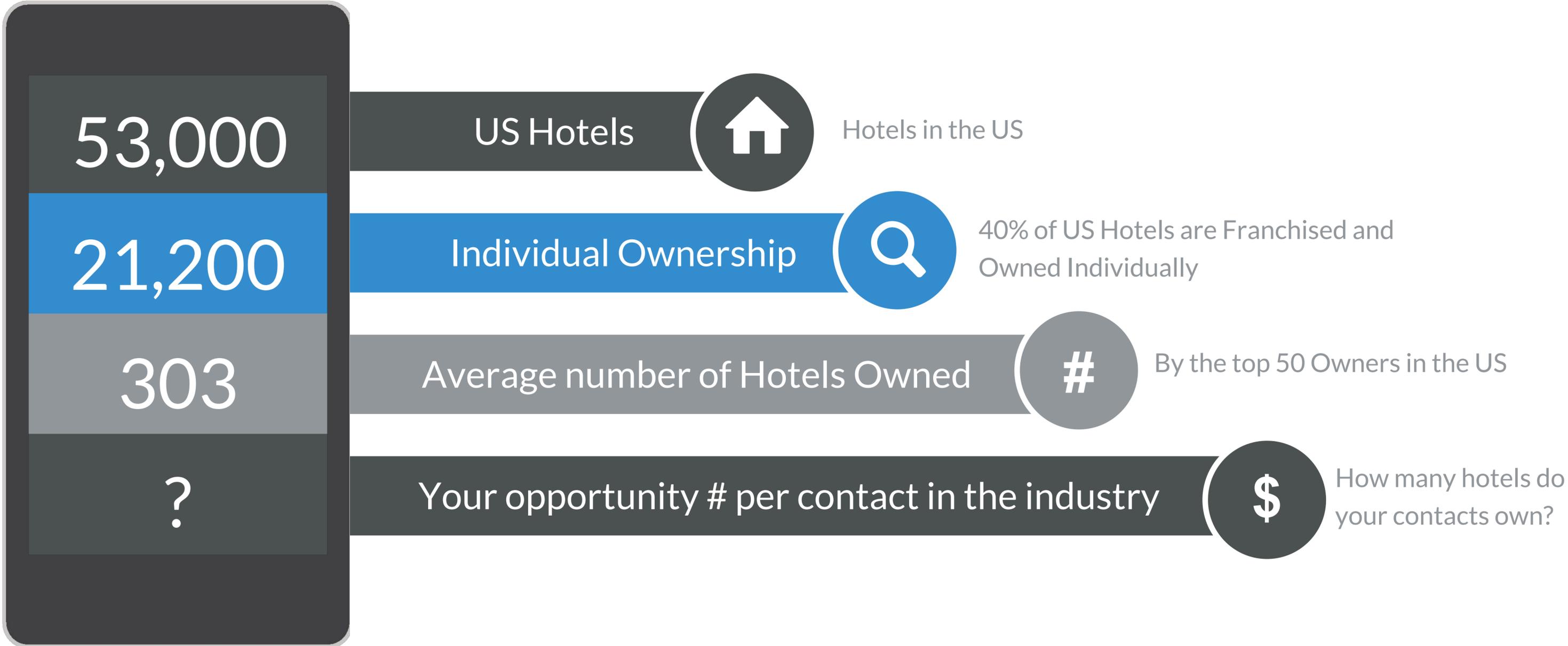


Build

Labor and BOS Only - Panel,
Racking, Inverter Supply is
delivered by Intelligen

Opportunity Size

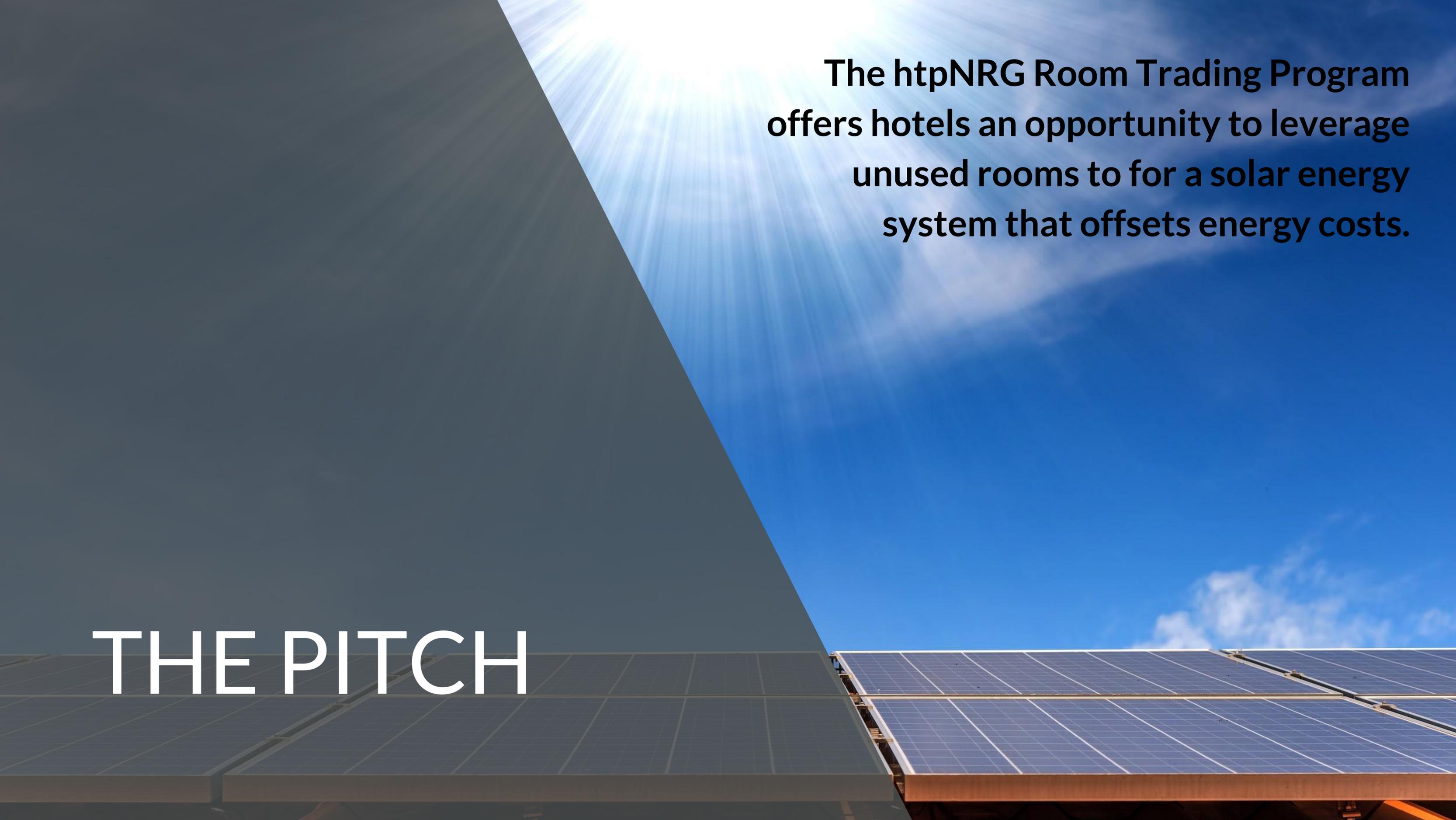
In the US



The Numbers

Sales Commissions Only

| Estimate Agreements / Month | Qualified | Mobilization | Full Contract | Sales Profit (annual) |
|-----------------------------|-----------|--------------|---------------|-----------------------|
| 2 | 1 | .5 | .25 | \$60,000 |
| 4 | 2 | 1 | .5 | \$120,000 |
| 6 | 3 | 1.5 | .75 | \$180,000 |
| 8 | 4 | 2 | 1 | \$240,000 |
| 10 | 5 | 2.5 | 1.25 | \$300,000 |
| 12 | 6 | 3 | 1.5 | \$360,000 |



The htpNRG Room Trading Program offers hotels an opportunity to leverage unused rooms to for a solar energy system that offsets energy costs.

THE PITCH

| Clarion PNS | Hotel Annual Cost | | Hotel Annual Savings | |
|----------------------------|----------------------|-------------------------------|----------------------|----------|
| | Electricity Cost | SOLAR | LED* | New Cost |
| | \$ 40,000 | \$ 21,148 | \$ 12,000 | \$ 6,852 |
| Number of Rooms: 120 Rooms | \$3,333.33 | \$570.99 | | |
| Occupancy: 65% | Current Monthly Bill | Estimated Future Monthly Bill | | |

Address: 6919 Pensacola Blvd
 City, State: Pensacola FL
 ZIP: 32505
 Contact: Mr Patel
 Email: abc@hotel.com
 Phone Number: (212) 222-2222
 Current Electricity Cost: \$0.12 kWh
 *Solar Electricity Cost: \$0.036 kWh



100 KW Of Solar Panels Installed

| | |
|---------------------------|--------------------|
| Solar Generation | 176,234 kWh / year |
| Savings per year with htp | \$ 33,148 |

Impact on Avoidable (Variable) Cost to Hoteliers

| | without htp | with htp |
|-----------------------------|----------------|----------------|
| Labor | \$ 4.00 | \$ 4.00 |
| Laundry | \$ 0.70 | \$ 0.70 |
| Utilities | \$ 1.40 | \$ 0.24 |
| Miscellaneous | \$ 1.80 | \$ 1.80 |
| Total Avoidable Cost | \$ 7.90 | \$ 6.74 |

Self Financed

| | |
|--|------------------------------|
| Debt service @ 6.5 % (7 Years) | \$ 71,609 / Year |
| 20 Years of Savings @ 3.0 % Escalation Rate with htp | \$ 977,339 |
| Max # Rooms per Night | 10 EVouchers |
| Left unoccupied | 32 Rooms |
| EVoucher Annual Total | \$93 EV/year/20 years |

htp investment in hotel

LED Count: 1,440 Lamps

* Solar array's appraised value added to property value

Hotel's Appraised Value* : \$ 414,351

Mr Patel

I understand this Fact Sheet Agreement and request a Feasibility Study

| | | | |
|--------------|---------|-------|------------|
| Fee Per Room | \$40.00 | Total | \$4,800.00 |
|--------------|---------|-------|------------|

This Mobilization Agreement initiates an onsite evaluation and detailed Solar PV feasibility study. Projected savings contained here are estimates for illustration purposes only and the number of EVouchers proposed may be re-evaluated based on final solar system design. Either party may choose not to execute a Room Trading Agreement contingent on the results of the detailed Solar PV feasibility study. The full Room Trading Agreement (attached in Exhibit A) will provide the hotel owner with the free usage of the proposed PV system for a period of twenty (20) years at a fixed rate to be paid in EVouchers for Hotelstays to be traded by htp via their proprietary system. 100% of the savings from the energy generated by the PV system will remain with the hotel. The Hotel Owner will not be required to sign a personal financial guarantee, only for their Hotel to honor htp's EVouchers for the duration of the contract as long as the equipment performs according to the performance warranty in the final contract.

Signature _____

Date _____

01

Max rooms per night - the total number of rooms per night htp can book

02

EVoucher Annual Total - the max total number of rooms per year htp can book

03

Mobilization Fee - Paid for once this Fact Sheet Agreement is signed

04

Keep It Simple - The hotelier is talking to you because they know they have vacant rooms that are currently not monetized



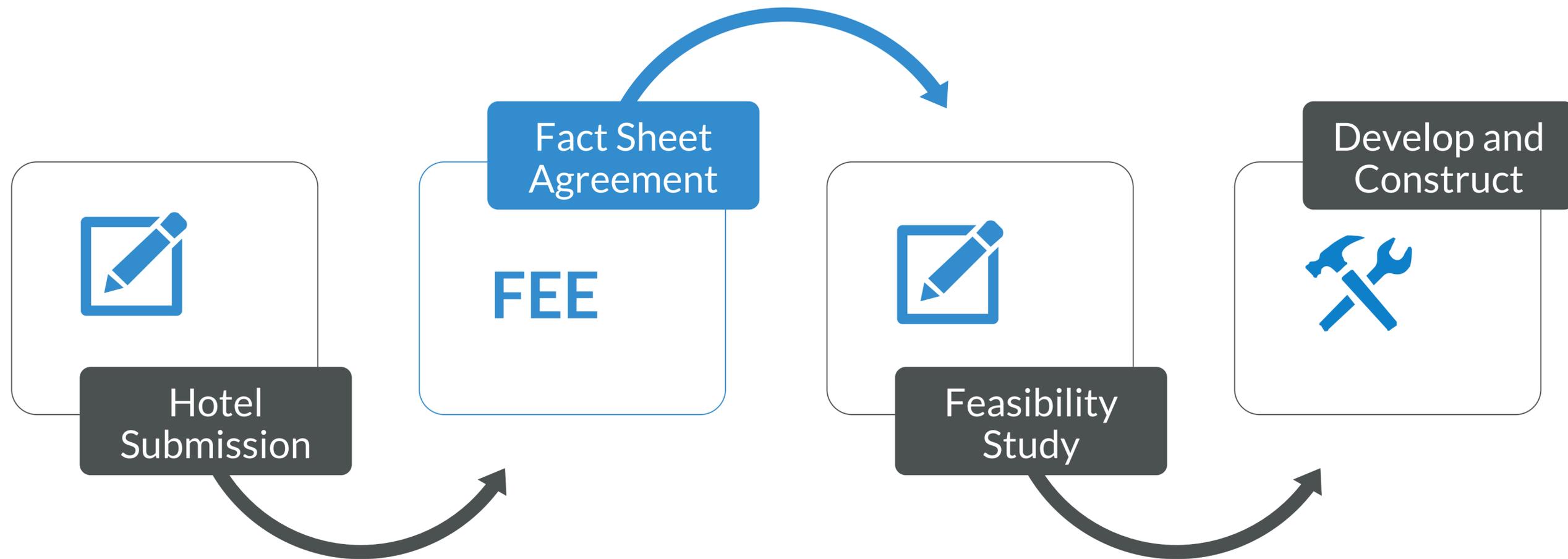
**Simplicity and Precision are the keys to
acceleration in the market**

THE PROCESS

The Process

in 4 Simple Stages

Use the htpNRG Room Trading Program document to understand the specifics involved in each step



Process Details

Hotel Program

- **Hotel Submission**

To initiate the process, you will need to submit: signed Intelligen Hotel Estimate Agreement & utility bill. If you are a solar contractor, you will also need to submit a solar design (PV SYST, helioscope, etc).

- **Fact Sheet Agreement**

With the solar PV system size and htp's calculations, we will send you a Fact Sheet Agreement that is customized for each hotel. Once signed and the mobilization fee is paid for, the feasibility study will be carried out.

- **Feasibility Study**

Intelligen will coordinate the site survey, and htp will generate the final Room Trading Contract. We will send you the final contract for presentation to the hotel owner.

- **Develop & Construct**

Solar contractors that have sold the deal, will carry out the development. Construction and Sales payments will be paid at construction intervals. Intelligen will carry out the development for sales only deals.

FAQ

Hotel Program

- Why would a hotel go for the voucher program?

Most hotel owners know they lack the financeability to access typical finance (loan/lease/PPA), they are unwilling to sign a personal financial guarantee, and they know they have 20+% of their rooms sitting vacant and not monetized throughout the year.

- What is the turn-around time for generating a Fact Sheet Agreement?

Our turn-around time is 2 business days - from the time the necessary documentation has been submitted (Completed form, Estimate Agreement, Utility bill, & solar design if originating from a contractor).

- Is there a limit per geographic area?

YES! htp does not want to cannibalize their vouchers, resulting in about 2 hotels in an area. Geographic areas can be differ depending on population density, but consider a 20-30 minute drive enough of a separation. Submit your hotels now to get them qualified before someone else does!

- How can I get started?

Use this link to access our [resource page](#), and [submit hotel opportunities using this link](#). There is a detailed program document titled "[htpNRG Room Trading Program](#)" on the page as well.

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Questions? Contact the Intelligen team for more information:
admin@intelligen.energy
<http://www.commercialsolarfinance.com/hotelsolarfinance.html>
[htpNRG Program Overview](#)