

# CROWD SALE

**SOLAR CELLS** 

17 kW Solar PV Plant C.R.O.W | Durban, SA for a

to power

## **OVERVIEW**



# This brochure describes how to purchase and lease your solar cells to C.R.O.W and earn an estimated income equivalent to 10% annual return for 20 years.

Offer Purchase silicon solar cells to be installed in a complete solar system leased

via a special purpose corporation to C.R.OW's Wildlife Rehabilitation Facility

Eligibility Anyone, subject to identity verification, may purchase solar cells

Price Fixed at 105.00 South Africa Rand (ZAR) per cell. ZAR and BTC payments

accepted

Quantity 3,780 cells available (4W per cell)

Lease Term 20 years (3)

Lease Rate Estimated ZAR 10.00% IRR over 20 years. Initial year estimate 8.00% (2)

Each nation and jurisdiction has its own laws and regulations governing the offering of financial and other products that enable a purchaser to earn income over time. In the event we reasonably determine that the sale of solar cells and subsequent payment of lease rental to you in excess of your original purchase price would require us to register the sale as a securities offering, or obtain an exemption under securities laws or regulations in your jurisdiction, we have the option to not pay you rental income in excess of your original solar cells purchase price, and instead donate only those excess rental amounts received from C.R.O.W. to a charity you select.

Currency Guide (1)

ZAR	105.00
USD	8.00
BTC	0.0066



### **OVERVIEW**



#### Notes

- (1) As of 1 March 2017
- (2) Forecast maximum internal rate of return if leased for the full term. Includes insurance premiums, taxes, fees and expenses to Soventix, The Sun Exchange (SunEx) and others. Forecast uses SunEx's P90 solar yield assumptions. Effective lease rate may be higher or lower due to home country tax benefits, currency values, and others. Lease rate varies according to a variety of factors including C.R.O.W lease payments to SunEx, South Africa CPI and Eskom electricity rates, and others. Please read the terms and risk factors in this Product Information document for more details.
- (3) The Solar Cells Owners Lease becomes effective when this sale ends, and terminates 20 years after the solar system becomes operational. You may notify us of your intention not to enter the lease, otherwise you will be deemed to enter into the lease agreement



## **HOW IT WORKS**



Your purchased solar cells will be leased to C.R.O.W as part of a 17 kW solar energy system

Your solar cells produce electricity on a predictable schedule

C.R.O.W pays lease payments for usage of the system for each kWh of electricity consumed



The Sun Exchange arranges all the leasing and rental collection so you receive a solar-powered rental stream.

Access The Sun Exchange's real-time solar energy production data to track the performance of your solar cells.







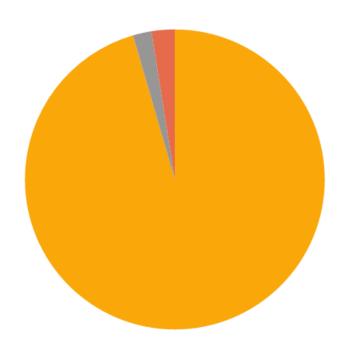




## **INCOME DISTRIBUTION**

r solar

In Year 1, C.R.O.W will pay ZAR 1.41\* for each kWh of solar electricity consumed from your solar cells. This pie chart shows how this income may be divided.



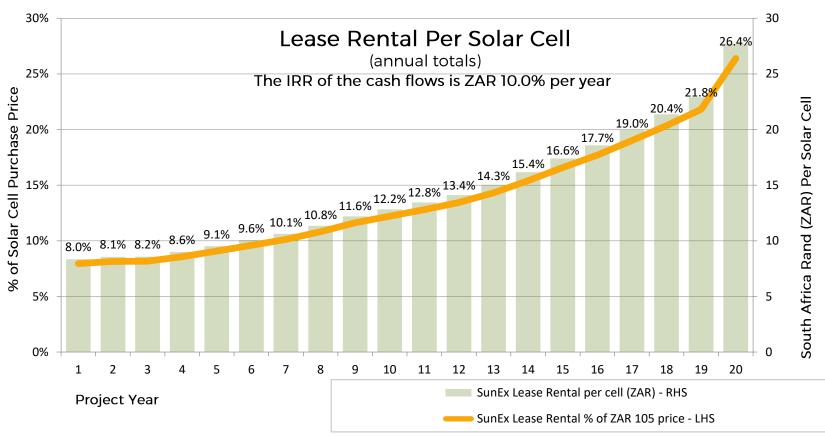
\*Annual electricity price will escalate an estimated 7% per year (CPI + 1%).

- ZAR 1.34 Rental income payment to you (95.5%)
- ZAR 0.04 Administrative expenses (2.5%)
- ZAR 0.03 Solar plant insurance premium (2%)



## 20 YEAR INCOME PER SOLAR CELL

The value of the electricity generated by your cells is estimated to increase by 7%\* per year. This chart shows how your rental income may grow over time.



\*Estimate is based on historical electricity price increases in South Africa.
For more detail see HISTORICAL SOUTH AFRICA ELECTRICITY PRICE AND CPI.

## **SOLAR POWERED MONEY**



### Buying solar cells through The Sun Exchange is easy.

- 1. Create an online account at <u>www.thesunexchange.com</u>
- 2. Complete the identity verification process
- 3. Choose your currency and make payment in ZAR 105.00 / BTC ~0.006 increments (the price of each cell).
- 4. Your payment is held in a separate account (1) until the required number of cells are sold or the sale ends.
- 5. For Bitcoin payments, you may place an Order where the number of solar cells allocated will depend on the ZAR/BTC exchange rate when the sale ends. (3) The Sun Exchange adjusts the Bitcoin price, so you can check your dashboard to track how many cells you may buy. You can only buy whole units, so any unused BTC will be returned to you

This crowd-sale ends 30 days after announcement or when 3,780 solar cells have been sold, whichever is sooner (2)

You cannot cancel your order before the crowd-sale ends. If we terminate the sale early, your money will be returned in full in your payment currency

<sup>(3)</sup> Immediately prior to sale end, BTC required to buy integer numbers of solar cells will be exchanged to ZAR, inclusive of any foreign exchange commissions we pay to third parties. Excess BTC amounts will be returned to the account holder. We may use exchange rates and fees that reflect conditions in international currency markets at the time, in our sole and absolute discretion. BTC exchange rates can be volatile and unpredictable; we accept no liability for foreign exchange losses or fees



<sup>(1)</sup> See the Foreign Exchange Schematic in the Appendix for more details. ZAR payments kept at First National Bank SA. BTC is kept at an account at Luno.

<sup>(2)</sup> Our website will show sale progress towards the target. Sale end many occur quickly and without warning.

## **GETTING PAID**

C.R.O.W has agreed to rent the solar system. This agreement is enforced through a 20 year operating lease contract. C.R.O.W's ZAR currency rental payments, after payment of expenses to operate and insure the system, will help determine the amounts we pay to you. How this happens depends on your purchase currency and where you live:

### IF YOU PURCHASE YOUR SOLAR CELLS IN ZAR FROM A ZAR ACCOUNT

You will receive lease rental at least monthly paid in ZAR into your nominated ZAR account.

#### IF YOU PURCHASE YOUR SOLAR CELLS IN BITCOIN

ZAR currency lease rental payments will be digitized to enable secure and efficient payments made at least monthly. We will convert ZAR to BTC and send payment via the universal Bitcoin digital currency network. ZAR is converted to BTC when the payments are sent out using the exchange rate at that time.

Throughout the world, The Sun Exchange is partnering with Bitcoin exchanges that can convert your digitized rental into your local currency. Please check with us to see if we have partnered with a digital currency exchange in your home country. If we don't yet have such an agreement in place where you live, you'll need to set up a digital currency account with your local exchange to convert your rentals into local tender, or you can simply keep your funds in Bitcoin. If you get stuck or are unsure about any of this process, please get in touch with one of our team.

## **FAQ**



### WHAT IF THE SOLAR PLANT BREAKS DOWN?

The solar plant will be under an installation defects warranty for the first 2 years. The inverter is under warranty for 10 years and the solar panels have 25 year power output guarantee. After year 3 some of the lease rental income will go into a reserve maintenance fund to finance any remedies that are not covered by the fire, theft and damage insurance policy that will be in place for the duration of the lease period. The estimated lease rental income illustrated to you takes into account these fund payments.

### ARE THE CELLS STILL MINE AFTER THE 20 YEAR LEASE?

Yes they are, and you may sell them to the end-user for their depreciated value or we can negotiate an extended lease with C.R.O.W.

## WHAT IS THE INCENTIVE FOR C.R.O.W. TO LEASE THE SOLAR PLANT? WHY ARE THEY NOT FUNDING IT THEMSELVES?

Leasing the solar plant reduces their overall energy costs and will enable them to expand their operation. Many businesses view electricity as a variable cost and would rather not use their working capital to fund energy generating hardware. Simply leasing the solar plant is an easier business decision.

### **CAN I BUY SOLAR CELLS IN MULTIPLE PROJECTS?**

Of course! This is the strength of our crowd-selling model. Owning solar cells across multiple project, reduces the your exposure to a default on one isolated project.

## **FAQ**



## ARE THERE ANY GUARANTEES IN PLACE THAT C.R.O.W WILL HONOUR THE 20 YEAR LEASE PAYMENTS?

The lease is legally binding for 20 years. In the event of a default the solar plant may be relocated to another project or a new building occupier may take over the lease. We have conducted due diligence on C.R.O.W and you can view their financial data in this document. The Sun Exchange also has 'skin in the game' as we own the remainder of the solar plant and receive on-going service fees. As such we wouldn't host a project that we did not believe would fulfil the lease term.

## IF THE PROJECT DOESN'T REACH THE ESTIMATED RETURNS DOES THE SUN EXCHANGE STILL RECEIVE A SERVICE FEE?

The Sun Exchange only receives a service fee once the solar production and lease income reaches the estimate communicated in this document. If there is a shortfall, we forego our fees to make sure your rental income is maximised.

### IF I PAY IN ZAR CAN I GET RENTAL INCOME PAID IN BITCOIN?

Yes you can. There is a setting for this when you set-up your account and you can change this setting at any time.

## YOUR SOLAR CELL

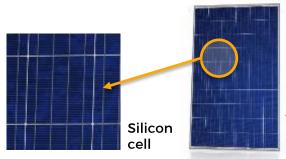


Your solar cells are manufactured by Canadian Solar. (1)

Purchased solar cells can be installed in a 17 kWp rooftop solar system

⇒ CanadianSolar

Solar cells are the 'business end' of a solar energy system and are mounted in modules 60 cells at a time. C.R.O.W requires 3,780 solar cells to meet the 17kW target, that is 63 x 270W solar modules.



Silicon cellbased solar module



C.R.O.W 15a Coedmore Ave. Durban, 4004, South Africa









(1) The indicative solar system data sheet is included in this product information document. The final choice of the manufacturers and the type of components may differ from the product described, but will be equal to the requirements and quality standards as indicated here

## **OWNING A SOLAR CELL**

## OWN SOLAR CELLS POWERING THE SUNNIEST CONTINENT ON EARTH AND GENERATE SOLAR-POWERED RENTAL

## OUR SERVICES

A market to purchase tier 1 solar cells (rated at 4W per cell)

**(+**)

Registration of your cells and arrangement of leases



Deployment of your cells in a complete solar installation, plus insurance and ongoing maintenance



Provision of a dashboard to track the performance of your solar cell and a robust payment process

- Purchase solar sells and lease them for 20 years
- C.R.O.W pays for all the electricity generated by the system
- Rental doesn't depend on government tax breaks or special tariffs
- The crowd-sale of solar cells enables us to purchase supporting equipment such as mounting structures, inverters, cables, etc.
- We estimate a ZAR 10.0% p.a. rental IRR over the 20-year term
- You may be able to sell your solar cells through a secondary market
- We will give you a reference number for each cell giving you its exact physical location so you can visit it!

Purchasing a solar cell enables you to lease them such that businesses can power their operating equipment. We can arrange the lease agreements, insurance coverage, equipment maintenance and other contracts when you complete your purchase.

You also have the option to acquire physical possession of your cells when you purchase.



## **RISKS**



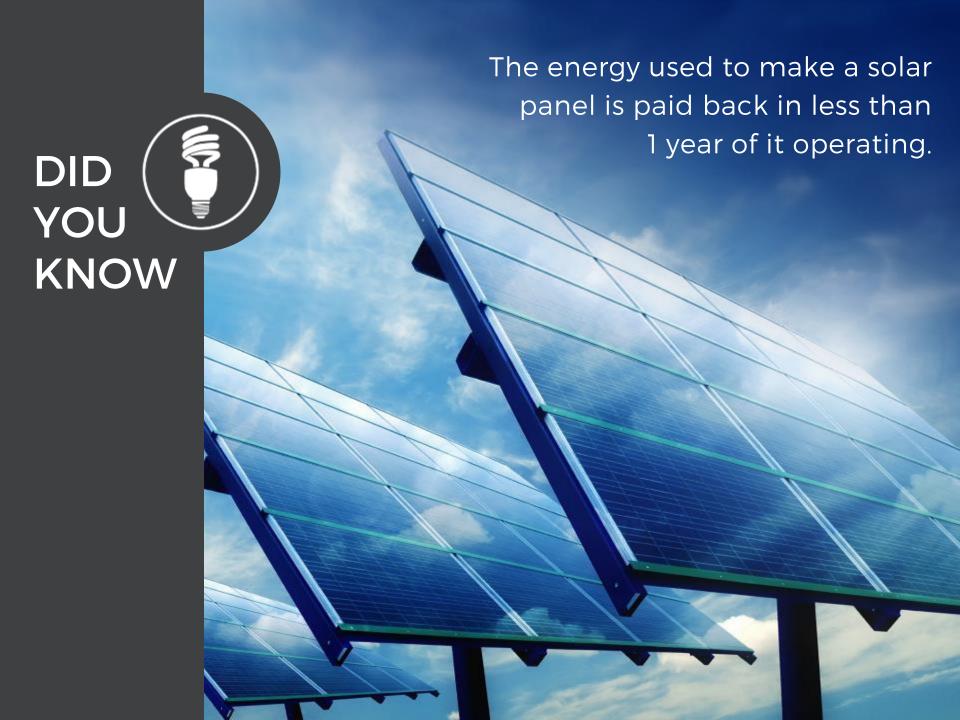
# LEASING SOLAR CELLS IS A LONG-TERM COMMITMENT SUBJECT TO VARIOUS RISKS AND MAY NOT BE SUITABLE FOR EVERYONE

Realized solar cell lease rental might differ from that forecast. The actual rental depends on the value of the electricity generated which can differ from project to project and from solar cell to solar cell. Rental depends on the amount of sunlight received which we have predicted with 90% certainty. Your rental also depends upon C.R.O.W's compliance with the lease contract terms. The ZAR exchange rate may affect the rental value in your currency; we provide on page 28 a table estimating the impact of foreign exchange and electricity prices.

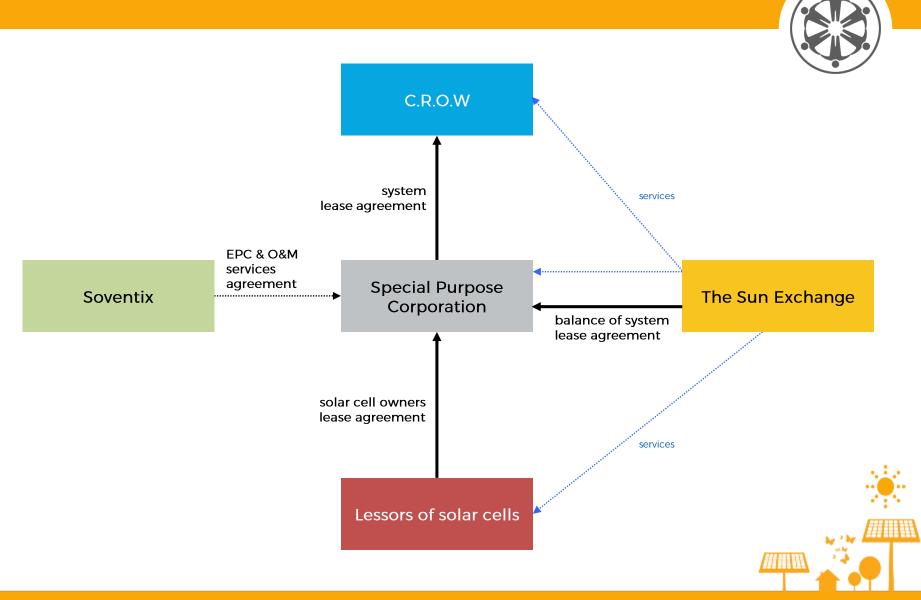
You may sell your leased solar cells to other registered The Sun Exchange account holders, however, there is no guarantee you can successfully sell them after purchase.

The Sun Exchange arranged this crowd-sale after making reasonable enquiries with both the EPC contractor and C.R.O.W. following industry best practises. Our involvement isn't a recommendation to purchase and lease solar cells for this project; the decision is solely yours. Consult a professional advisor if you are unsure.

The Sun Exchange isn't liable for the accuracy and completeness of this product information document, where that information was provided by third parties, including C.R.O.W and Soventix.



## **SYSTEM PARTICIPANTS**



## **SYSTEM PARTICIPANTS**



### LEASE OF THE SYSTEM INVOLVES THE FOLLOWING PARTIES:

PERSON ROLE

You / Lessor of the solar cells to

Special Purpose Corp

C.R.O.W Solar energy Consumer, that

leases the system from Special Purpose Corp

**Soventix South** 

Africa

Engineering, procurement,

construction and

maintenance of the solar

system

First National Bank, or other

financial institution

ZAR accounts for solar cell rental collection and

navments

payments

**Luno** Digital currency exchange

transactions

**Special Purpose** 

Corp

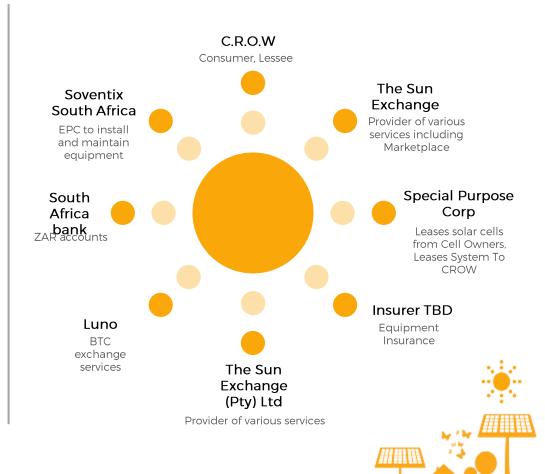
Lessor of the entire solar

system to C.R.O.W

The Sun Exchange Provider of marketplace and

various services. Owns and leases the balance of system

equipment to SPC



## C.R.O.W



### CENTRE FOR REHABILITATION OF WILDLIFE

Founded over 30 years ago, CROW (Centre for Rehabilitation of Wildlife) was one of South Africa's first dedicated wildlife rehabilitation centres. Today, CROW is still Durban's only registered wildlife rehabilitation centre dedicated to the rescue, rehabilitation and release of all indigenous wildlife found in KwaZulu-Natal.

Run by a small, yet highly dedicated and experienced team of staff and volunteers, CROW assists over 3000 orphaned, injured and displaced animals every year. From mongoose, genets and monkeys to birds, reptiles and antelope, CROW represents a second chance at a free, safe and sustainable life for all wild animals in distress.







ANNUAL REPORT 2015-2016

C.R.O.W 2015-2016
Annual Report

### C.R.O.W



### A SECOND CHANCE FOR A FREE SUSTAINABLE LIFE

As a registered non-profit organisation, CROW relies solely on the support and goodwill of the public both locally and internationally to ensure the doors to its centre remain open 365 days a year. Electricity costs are one of C.R.O.W's biggest running costs and they will reduce this expense by going solar through The Sun Exchange. Each solar cell purchased for C.R.O.W will save them R38 in electricity costs.

As one of South Africa's leading wildlife rehabilitation centres and a proud member of the IWRC (International Wildlife Rehabilitation Council), C.R.O.W strives to improve the quality of wildlife rehabilitation in South Africa and to uphold the code of ethics adopted by professional wildlife rehabilitation practitioners around the world.

### Vision:

C.R.O.W's vision is to be an independent pioneering force in the rehabilitation and conservation of orphaned and injured wildlife, while promoting the preservation of their natural habitat.

### Mission:

C.R.O.W is committed to the rescue, rehabilitation and release of orphaned and injured wildlife and believes in action and education with regards to the protection of all natural resources.



http://crowkzn.co.za/

## **C.R.O.W FINANCIAL SUMMARY**

	Audite	d financial data, ZAR		Currence	cy translation, USD	١,
	2016	2015	2014	2016	2015	2014
ASSETS						
NON-CURRENT ASSETS	8,607,601	6,730,455	6,768,448	661,106	516,932	519,850
Property, plant and equipment	801,309	508,480	501,737	61,544	39,054	38,536
Financial assets	7,806,292	6,221,975	6,266,711	599,562	477,878	481,314
CURRENT ASSETS	587,035	416,573	312,114	45,087	31,995	23,972
Inventory	4,998	9,347	3,549	384	718	273
Trade and other receivables	75,298	70,068	10,930	5,783	5,382	839
Cash and cash equivalents	506,739	337,158	297,635	38,920	25,895	22,860
TOTAL ASSETS	9,194,636	7,147,028	7,080,562	706,193	548,927	543,822
TRUST FUNDS AND LIABILITIES						
Trust Funds : Accumulated funds	9,186,746	7,140,240	7,074,780	705,587	548,406	543,378
Current Liabilities : Trade payables	7,890	6,788	5,782	606	521	444
TOTAL TRUST FUNDS AND LIABILITIES	9,194,636	7,147,028	7,080,562	706,193	548,927	543,822
REVENUE	5,171,599	2,735,661	1,717,843	397,204	210,112	131,939
Ordinary revenue	4,942,857	2,504,312	1,525,558	379,636	192,343	117,170
Other income	228,742	231,349	192,285	17,569	17,769	14,768
OPERATING EXPENSE	3,442,310	2,890,928	2,639,116	264,386	222,037	202,697
Employee salaries & benefits	1,435,089	1,240,551	1,095,805	110,222	95,280	84,163
Depreciation & amortization expense	164,444	117,905	117,588	12,630	9,056	9,031
Other operating expense	1,842,777	1,532,472	1,425,723	141,534	117,701	109,503
Finance costs			-		-	-
Tax expense			-			-
NET INCOME (LOSS)	1,729,289	(155,267)	(921,273)	132,818	(11,925)	(70,758)
Fair value gain (loss) on investment	317,217	220,727	493,273	24,364	16,953	37,886
TOTAL COMPREHENSIVE INCOME (LOSS)	2,046,506	65,460	(428,000)	157,182	5,028	(32,873)
Working capital <sup>1</sup>	579,145	72,627	8,697	44,481	5,578	668
EBITDA <sup>2</sup>	1,893,733	(37,362)	(803,685)	145,448	(2,870)	(61,727)
EBITDA Margin <sup>4</sup>	36.6%	N/A	N/A	36.6%	N/A	N/A
Quick liquidity ratio <sup>3</sup>	73.8	60.0	53.4	73.8	60.0	53.4

Balance sheet and income statement in ZAR independently audited by Deloitte & Touche Other information, including currency translation at USD 1.00 = ZAR 12.02, are provided by The Sun Exchange for convenience only

#### Notes and definitions

- 1. Accounts receivable + inventory accounts payable
- 2. Net income + depreciation expense + tax expense + finance cost
- 3. [Cash + marketable securities + accounts receivable] / current liabilities
- 4. EBITDA / revenue





# SOVENTIX WILL INSTALL AND MAINTAIN THE SYSTEM

### SOVENTIX IN SOUTH AFRICA



South Africa: Oldenberg Vineyards 44.65 kWp

Soventix South Africa (Pty) Ltd., a subsidiary of Soventix GmbH, deals in the development and realisation of solar photovoltaic plants. As a player in the global solar market, with offices in South Africa, Canada, USA, UK, Romania, Chile and the Dominican Republic, Soventix has realised more than 4,000 projects worldwide.

Soventix has become a leader in PV system integration in South Africa, with strong results in the commercial and industrial rooftop market. Under the Department of Energy's Renewable Energy Independent Power Producer Procurement Program, Soventix South Africa has developed two 75MW solar plants in the Western Cape, and is developing several others.

With excellent experience in the solar industry, Soventix offers a variety of services from project development to financing, project deployment, operation and maintenance. Soventix is increasingly active in Individual Power Production and develops innovative business models for Power Purchase Agreements.



Thorsten Preugschas
Chief Executive Officer





# SOVENTIX WILL INSTALL AND MAINTAIN THE SYSTEM



#### SOVENTIX'S CORE COMPETENCIES

Soventix GmbH with its headquarter in Germany and subsidiaries in UK, Chile, South Africa, Canada, USA and Dominican Republic develops, plans, constructs and manages solar power plants worldwide.

Its expertise in the soler industry and the support of internationally recognized promium manufacturiers enables. Soventist to realize high-performing photovoltaic power plants and to provide a variety of services including planning and development, financing and management, as well as service and operation.

- · Efficiently develop sustainable high-quality projects
- Navigate and coordinate the full value-chain with best-in-class partners & subs



### **SOVENTIX IN SOUTH AFRICA**

### Why South Africa?

- South Africa is sunny
- Certain municipalities are allowing net metering

### **Opportunities**

- South Africa is in desperate need of alternative energy supplies due to huge demands and growing economy
- Eskom (South Africa's power utility) is under huge pressure and requires much private sector participation
- Neighbouring countries to South Africa largely depend on Eskom, so further opportunities lie in these countries ie. Namibia, Botswana, Zambia and Zimbabwe
- Large tariff increases are solidifying the need for an alternative source of energy

http://www.soventix.co.za/

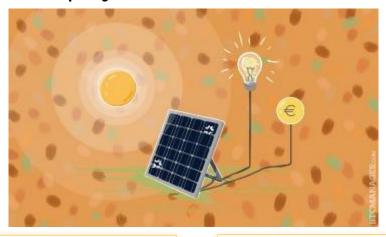
## THE SUN EXCHANGE



Owner (Lessor) clients value our variety of globally distributed solar energy projects to obtain an ethical clean energy rental stream

Commercial and enterprise (Lessee) clients value the access to solar energy that reduces their operating expenses, stablises their power supply, lowers their carbon emissions and promotes stakeholder engagement in their community

is an online marketplace where anyone can buy solar cells and lease them in technically and economically validated commercial solar projects





www.thesunexchange.com

The Sun Exchange originates commercial solar energy projects

Money from our sale of solar cells covers system installation and other costs. The electricity Consumer rents the system

Lease rental is collected and paid on at least a monthly basis

# PROVIDING SUPERIOR SERVICE VIA TECHNOLOGY

### **BLOCKCHAIN SMART CONTRACTS**

The Sun Exchange is promoting the representation of solar cells onto commercial contracts in computer code on the blockchain. Shared by a decentralized network of computers, these contracts are transparent, permanent and resistant to "hacking". Smart contracts automatically execute objectively. For example, smart contracts could automatically debit the Lessee's account and transfer funds to lessors for each 1 kWh generated at a system without human intervention. This would reduce operational risks and errors over long-term solar projects.

### Distributed ledgers

Financial and operational data recorded on a public blockchain would be secure, stable, transparent, and tamper-proof. The Sun Exchange wants to ensure our account holders avoid the type of personal identify theft and data falsification we frequently see in the financial world today

### **Smart-metering**

IoT data-loggers embedded in each solar plant measure electrical output and could govern the distribution of funds as each unit of electricity is generated. As a result,



lessors could receive rental payments that follow the timing of electricity production, rather the timing of corporate events or the calendar. Real-time rental distribution increases trust and confidence levels for our solar cell lessors. It can create a sense of interactivity between you and your solar cells, which could be on the other side of the world. If the electricity Consumer cannot make his payments, the system could be automatically disconnected until payments resume.

### Digital currency fund transfers

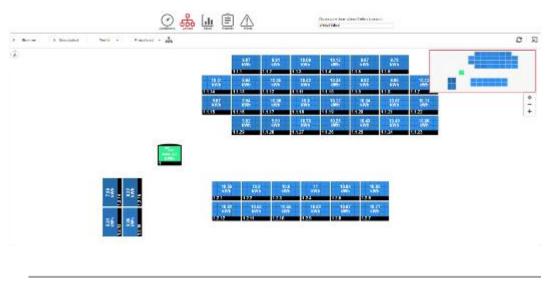
Digital currency has removed the friction and costs normally associated with international remittance. The efficiencies of bitcoin allow us to make micro-payments in near-real time at low cost. This means that as long as the sun is shining, you can see your money working.

Transferring local (fiat) currency between countries is often expensive and time consuming. We accept bitcoin so that you can purchase solar project assets wherever you are in the world quickly, easily, and transparently.

# PROVIDING SUPERIOR SERVICE VIA TECHNOLOGY







You needn't wait for quarterly reports or press releases to know how your solar cells are performing. Your The Sun Exchange dashboard allows you to view real-time performance data and track rental income generation.

## DOING GOOD IS GOOD FOR BUSINESS

A beautifully interconnected world, powered by clean energy, **OUR VISION** enabled by distributed capital.

To enable anyone to earn income from the infrastructure they **OUR MISSION** want to see in the world.

SAFETY FIRST | We arrange independent financial and engineering checks. We look at counterparties' safety track records. In future we aim to have contracts and data stored on a tamper-proof, globally distributed block-chain

**RESPONSIBILITY** | We discourage criminal and terrorist purchase of solar cells by checking identities via third party service providers.

SKIN IN THE GAME | We are involved. We own the balance of system (mounting structure, cabling and inverter equipment) and directly lease the system to the energy Consumer

#### WHAT WE DO

Originate new solar project opportunities Assess project viability with thorough industry standard due diligence processes. Vet engineering (EPC) providers Engage local operation and maintenance providers

Monitor Lessee account pre-payments Structure the lease and other contracts Arrange for equipment insurance coverage Provide and lease Balance of System equipment Arrange distribution of lease rentals Design, plan, execute online crowd sales Establish accounts to segregate funds

Arrange foreign currency / digital currency transactions

Monitor adherence to compliance regulations Arrange international payments and money transfers

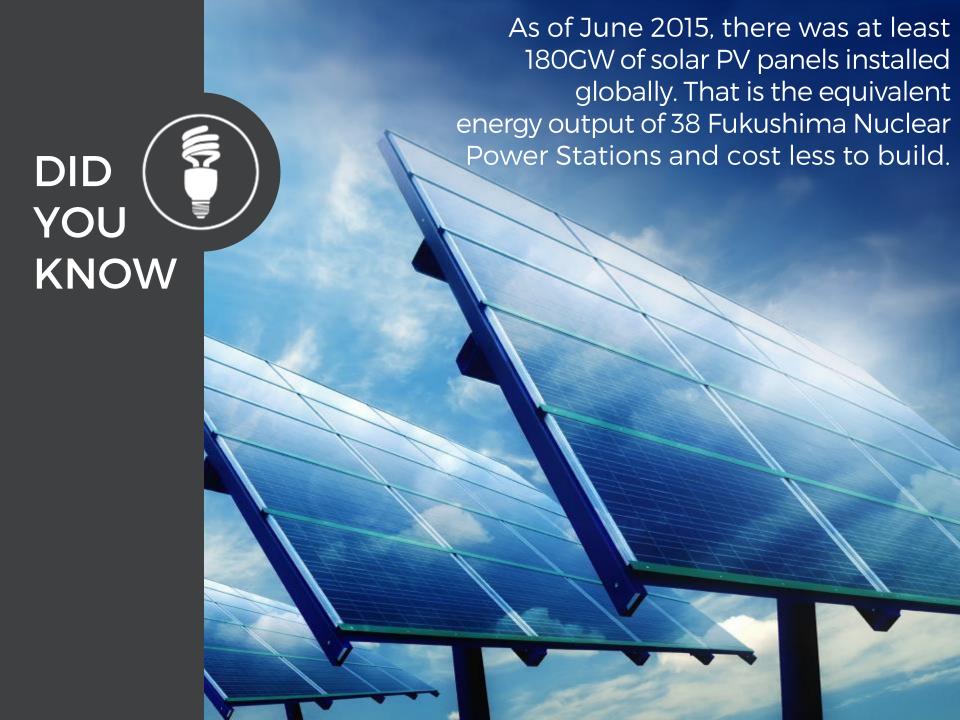
Outsource identity, KYC, AML checks Collect, disclose project operational and financial data

Monitor equipment performance using solar smart meters

Maintain project books and records

#### Remuneration

- 10% dealer mark-up on project value
- ~2.5% servicing fee from rental payments.
- Ownership of plant balance equipment, operational and financial data, renewable energy credits



## **ABOUT SOLAR PV**

Various technologies are used in the manufacture of solar PV panels – however, they all operate to convert sunlight directly into electricity (rather than using the heat from the sun to generate electricity as with Solar CSP).

The amount of electricity that can be generated in a year at any given site will depend on a number of factors, including among others:

 The annual amount of solar irradiation the site receives. This will depend on where in

- the location of the site, and the amount of cloud cover and/or pollution it experiences during daylight hours at different times of the year.
- The orientation and tilt of the rooftop and solar panels – in the Southern Hemisphere, north-facing rooftops receive more direct sunlight. When installed on a flat roof, the solar panels are mounted on a rack so they can be positioned and angled to most effectively capture the available sunlight (pictured below).



## **ABOUT SOLAR PV**

- The energy conversion efficiency from sunlight into direct current electricity of the solar panels used, taking account of the fact that the solar panels can be expected to be very slightly less effective as time goes by the manufacturers' warranties for the panels in our system (which will be made by Canadian Solar or equivalent product of equal or better type and quality) all estimate performance to be at least 80% after 25 years.
- The energy conversion efficiency from direct current electricity into alternating current electricity of the inverters used.
- To estimate the amount of electricity generated we PVSyst for simulating photo-

voltaic system performance. We import the irradiation data through an imported GIS database and adjust the installation parameters such as inclination, orientation and equipment configuration to match each PV system. The software performs complete calculations and produces an estimate of the "yield" which can be expected from that system. The yield is number of kWh per kWp that can be expected over a year taking into account the variables outlined above. We compare these figures with those from the EPC partner to ensure the system yield forecast is accurate.



## ABOUT THE SOLAR PV PLANT



### **EQUIPMENT**

17 kWp DC Roof Mount PV System
Crystalline Silicon
Canadian Solar
IEC-62103 (EN50178), IEC-62109, AS3100
To meet NRS097 and SANS10142 codes.
Fixed mounting, free standing 2 angles
20° (north west/north east)
97.5%
5.5% / 1.5%
99.0%

### **SOLAR YIELD**

Est. Annual Generation	26,753 kWh
Probability Factor	90%
Avg. R/kWh	1.41
Avg. Daily kWh	73.29 kWh
Daily Income per cell	0.027c

### Principal system components

- Photovoltaic modules
- Mounting system/rack for the PV modules
- Inverter/s and transformer (where required)
- Switch gear and cabling at site

#### **Smart Meter Monitoring**

The solar plant is kept under surveillance over the internet. The system data is viewable through a portal and can be viewed online by all owners.

### SITE

Site Name	CROW, 15a Coedmore Ave, Durban, 4004
Site Location Coordinates	29.9° S 30.9° E
Elevation a.s.l.	121 m
System usage	100%

### SYSTEM LEASE RENTAL ADJUSTMENTS

The base price for system usage will be charged per kilowatt-hour for energy consumed. Adjustments to the base price for Lessee's payments shall be made on the basis of the following table. The base unit price, as adjusted, will be multiplied by the Asset Output to determine the payments due from Lessee to the Lessor.

Initial per kWh charge	Adjustment Basis	Adjustment Frequency	Adjustment Base Month
R 1.41	Rental will escalate annually at the annual percentage price increase applied by Eskom with a cap of the percentage which is 1% plus the annual increase in the consumer price index for the 12 month period in question, as published by StatsSA at <a href="http://www.statssa.gov.za/?page_id=1871">http://www.statssa.gov.za/?page_id=1871</a> .	Annual	To coincide with annual anniversary of the COD.

# SOLAR ENERGY CONSUMPTION CALCULATIONS



### SYSTEM PRODUCTION AND USAGE CALCULATIONS

The C.R.O.W facility electrical usage is a 5 day a week working operation and therefore will have restricted production at weekends. The lease rental payment calculations have been based on the restricted production values below.

Month	GHI (kWh/m2)	GI (kWh/m2)	Full production (MWh)	Restricted production (MWh)	Fraction
1	201.9	194.7	6.8	4.7	69.7%
2	175.8	174.1	6.1	4.4	72.5%
3	173.0	181.8	6.4	4.2	66.2%
4	147.0	162.6	5.7	4.1	71.8%
5	135.0	162.8	5.6	4.4	77.4%
6	120.9	148.5	5.2	3.4	65.9%
7	134.0	162.4	5.7	4.4	76.3%
8	159.0	183.7	6.4	4.6	71.7%
9	183.0	195.8	6.8	4.9	71.9%
10	199.8	202.7	7.0	5.3	76.2%
11	194.9	187.0	6.6	4.5	68.1%
12	212.9	203.6	7.1	4.7	66.3%
Total	2037.3	2159.6	75.4	53.6	71.2%

## **ENVIRONMENTAL IMPACT**



Over 20 years, the solar plant at C.R.O.W is expected to produce 488,219 kWh of electric power. This energy output is equivalent to:



9506 Trees Planted



A Light-bulb powered for over one thousand years

In South Africa, on average, electricity sources emit 2.16 lbs (about 0.98 kg) CO<sub>2</sub> per kWh, almost double that of the United States.

By this measure, the C.R.O.W plant will save 478,454 kg of CO<sub>2</sub> emissions over 20 years.

**Sources**: US Environmental Protection Agency, <a href="https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator">https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator</a>
Department of Energy's Energy Information Administration



## **BONUS INCOME STREAM - SOLAR COIN**

Solar Coins are like 'air-miles' for people that own solar panels. In addition to earning BTC or ZAR rental income from solar cells you buy through The Sun Exchange, you will also receive Solar Coin tokens. You will receive one Solar Coin for each MWh generated by your solar cells.

For each solar cell you purchase you will receive 0.14 Solar Coins in addition to our rental income payments.

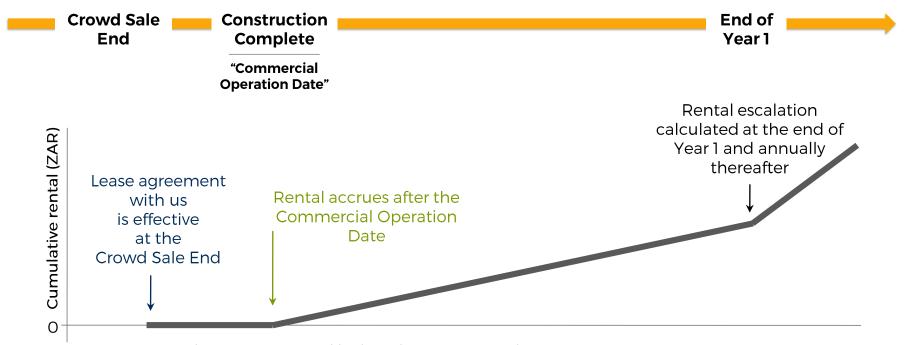


Solar Coins are a valuable digital currency. You can sell them, trade them or you can even spend them on more solar cells through The Sun Exchange! The value of Solar Coins is variable. At time of writing each Solar Coin is worth approximately USD \$0.10. You can check the value of Solar Coin (SLR) <u>here</u>.

## LEASE AGREEMENT: INITIAL PHASE



### RENTAL STARTS WHEN THE SYSTEM IS CONSTRUCTED



There is zero rental before the Commercial Operation Date

### Construction period estimate

<u>Design</u>	<u>Construction</u>	<u>Total</u>
1 - 2 weeks	5-6 weeks	6 - 8 weeks



## SAMPLE SCENARIOS



## ACTUAL RENTAL RATE DEPENDS ON CPI AND ESKOM ENERGY PRICE OVER TIME

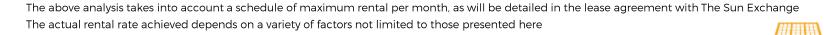
Estimated impact of CPI, ESKOM, and ZAR exchange rate on rental denominated in foreign currency, over 20-year term

#### IMPACT OF CPI ESCALATION AND ZAR CURRENCY VALUE CHANGES

ZAR CURRENCY RATE CHANGE (%), COMPOUNDED ANNUALLY OVER PROJECT LIFE

ANNUAL CPI ESCALATION (%)
COMPOUNDED OVER PROJECT LIFE

	1.50	1.00	0.50	0.00	-0.50	-1.00	-1.50	Annual change (%)
4.25	6.6%	7.4%	8.1%	8.7%	9.3%	9.9%	10.4%	
4.50	6.8%	7.6%	8.3%	8.9%	9.5%	10.1%	10.7%	
4. <i>7</i> 5	7.1%	7.9%	8.6%	9.2%	9.7%	10.3%	10.9%	
5.00	7.3%	8.1%	8.8%	9.4%	10.0%	10.5%	11.1%	
5.25	7.5%	8.3%	9.0%	9.6%	10.2%	10.8%	11.3%	
5.50	7.7%	8.5%	9.2%	9.8%	10.4%	11.0%	11.5%	
<i>5.75</i>	7.8%	8.6%	9.3%	10.0%	10.5%	11.1%	11.7%	
6.00	7.9%	8.7%	9.4%	10.0%	10.6%	11.2%	11.7%	
6.25	7.9%	8.7%	9.4%	10.0%	10.6%	11.2%	11.7%	
6.50	7.9%	8.7%	9.4%	10.0%	10.6%	11.2%	11.7%	

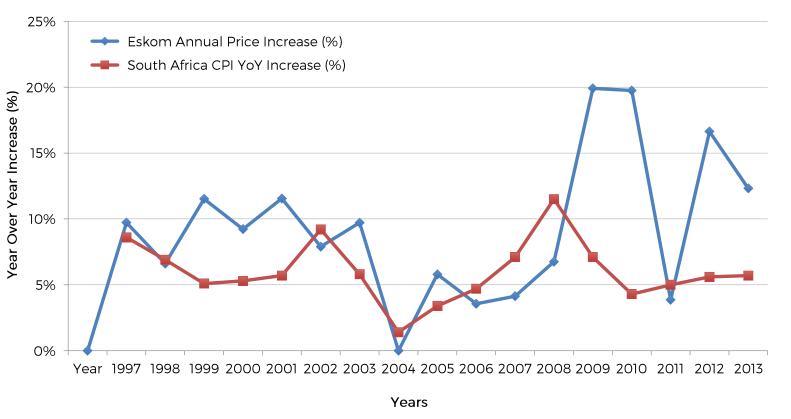




## SAMPLE SCENARIOS



### HISTORICAL SOUTH AFRICA ELECTRICITY PRICE AND CPI



#### **TAXATION**



#### YOU MAY BE ELIGIBLE FOR TAX BENEFITS

Over 60 countries have implemented policies to promote solar power generation. The type of subsidy varies considerably, and may include

- tax credits
- accelerated depreciation
- direct payments / grants
- tax holidays
- educational benefits

Furthermore, if you elect to lease your solar cells under our operating lease agreement, you may be able to deduct depreciation expenses.

In this product information document, we cannot summarize the many national and state tax policies and incentives that exist for clean energy equipment ownership and use. However, as a start, you may find a variety of useful guides available freely available on the Internet

We encourage our customers to consult a tax specialist to learn about potential tax benefits of owning and leasing solar cells.

#### COLLECTIONS



## The Sun Exchange will set up the system through which lease rental is globally distributed to the solar cell lessors

As part of its responsibilities under the Owner Lease and the Terms of Service, The Sun Exchange will:

- Calculate and collect rental due from C.R.O.W. for use of the solar system
- Maintain a register of current solar cell Owners and Solar Cell Lessors
- Calculate and pay fees, expenses, insurance premiums, and scheduled deposits to reserves.
- Pay to you the lease rental for our use of the solar cells, to the extent there are sufficient funds from the rental under the lease to C.R.O.W, and subject to a monthly maximum amount
- Arrange foreign currency transactions for international customers as requested
- Notify you if a Force Majeure or other event occurs that delays collection or payment
- Provide other notices relating to C.R.O.W, and other transaction parties, as necessary

The Terms of Service for all our Website Users is posted on www.thesunexchange.com;

Copies of the Owner Lease and all relevant documents will be made available to account holders considering purchase and lease of solar cells. Upon placing an order to purchase solar cells on our website and also opting to lease one or more solar cells if purchased, you indicate your agreement with all of the terms and conditions of these agreements, and will be deemed a signatory to those agreements when they become effective

#### **INFORMATION ACCESS**

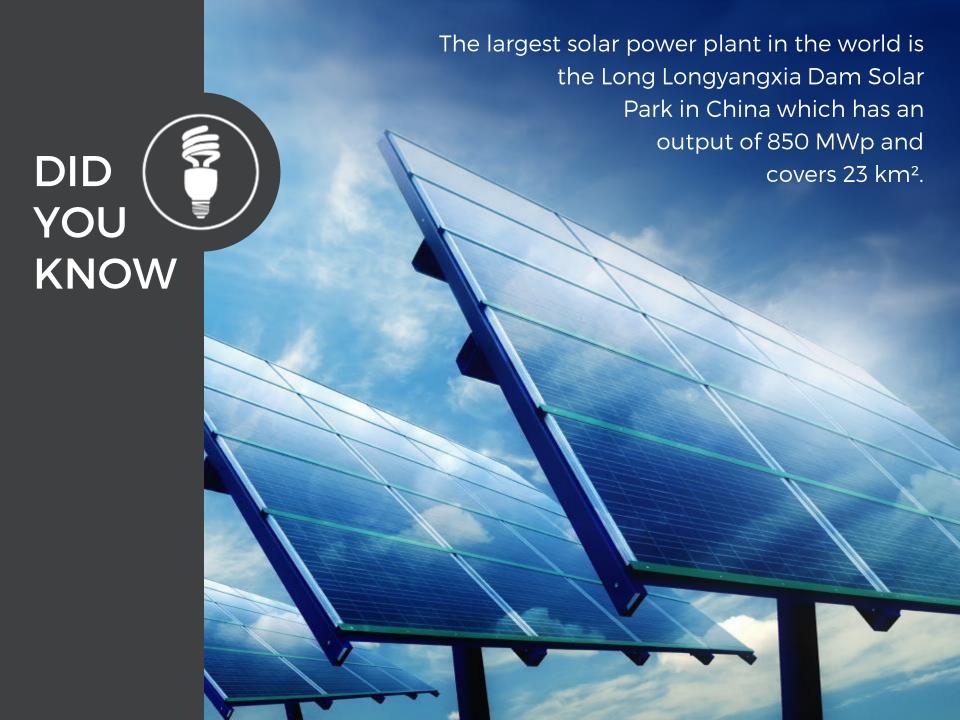


## The Sun Exchange aims to empower our solar cell Owners by maintaining high standards of transparency and timely access to information

The Sun Exchange undertakes to make frequently available, online or via email:

- C.R.O.W lease rental historical payment data
- Historical and/or real-time plant operation data
- Maintenance and repairs required and completed
- Current balances in C.R.O.W's system lease rental account
- Copies of all contracts and other documents relevant to ownership and leasing solar cells
- Material information relating to service providers (EPC, O&M, Luno, and others)
- Adjustments and escalations of lease rental rates, and system expenses
- Insurance premiums, claims and payments. Changes in insurance providers and terms
- Amendments to accounts and payment methods
- When available, how to access information via the blockchain
- Other information relevant to the solar cells





#### **SOLAR CELLS SUMMARY TERMS**



**Product offered:** Solar cells. Each solar cell is one crystalline silicon cell, with unique

identifier, with the technical specifications described in this product

information document

**Unit Price:** ZAR 105.00 per solar cell

Payment Currencies: South Africa Rand (ZAR) and Bitcoin (BTC)

**Sale Period:** Beginning 2<sup>nd</sup> March 2017 and ending when total purchases reach the

Target Cells Amount, or after 30 days, which ever is sooner

**Sale Period Extension:** The Sun Exchange reserves the right to extend the sale period up to an

additional 60 days

**Pro-User Bonus:** Payable to The Sun Exchange (SunEx) supporters that backed our

Indiegogo Campaign. Bonus payments and others available

Payment Accounts: ZAR trust account, and digital wallet at Luno, as indicated on

www.thesunexchange.com

**Target Cells Amount:** 3,780 solar cells. If fewer are sold, SunEx will cancel the sale, and return

money in the payment currencies. SunEx may reduce the Target Cells

Amount at its discretion



#### **SOLAR CELLS SUMMARY TERMS**



**Bitcoin Payment** 

Account holders purchasing in Bitcoin outside South Africa will secure the number of cells afforded by the value of BTC at the time the sale ends.

Any BTC excess payments will be returned to the account holder in full.

**Allocation Method:** 

First come first served, with consideration for the number of cells to be deployed into the system, as monitored by SunEx

**Purchase Method:** 

Users that have successfully completed the sign-up process for a SunEx account on <a href="www.thesunexchange.com">www.thesunexchange.com</a> may review solar cell purchase and lease terms and at the time of ordering cells may choose either to take physical possession of solar cells or lease cells within the solar system.

The Sun Exchange Remuneration:

- 1. Dealer Markup, which is 10.0% of the system cost including installation
- 2. Grant of certain related balance of system equipment to The Sun Exchange (Pty) Ltd.



#### OWNER LEASE SUMMARY TERMS



**Option To Lease:** SunEx account holders that purchase solar cells via this sale have the

opportunity to lease the cells to a Special Purpose Corp (the "SPC")

established by SunEx. The SPC will deploy those cells together with other solar equipment into the system described in this product information document. The operating lease terms can be found in the Owner Lease

**Lessors:** Solar cell Owners who elect to enter the Solar Cells Owner Lease

Agreement (Owner Lease)

**Lessee:** A Special Purpose Corp (SPC) established by SunEx

**Authority To Sub-Lease** SPC will lease the entire solar system to C.R.O.W., including the solar cells,

under the terms of a SunEx Lease

**Lease Rental** The Commercial Operation Date (COD). Your money will not accrue lease

**Commencement Date:** rental prior to this date, including during the sale period

**Events of Default:** Failure to pay amounts payable within 30 days, breach of other terms of

the Lease and other agreements not remedied within 30 days, insolvency

or analogous event, cessation of business, etc

**Lease Rental Accounts:** Accounts for escrow of lease rental paid by the SPC

**Lease End Date:** The 20th anniversary of the COD



#### OWNER LEASE SUMMARY TERMS



**EPC** Soventix South Africa (Pty) Ltd. (Soventix) will provide engineering,

procurement and construction services to SPC for the system

**O&M** Soventix South Africa (Pty) Ltd. will provide system operations and

maintenance services to SPC

The Sun Exchange

1. Servicing fees, paid monthly, equal to the excess of lease rental payments

Lease-Related Fees:

made by C.R.O.W. under the SunEx Lease, and lease rental payments due

to solar cell Owners made by SPC under the Owner Lease

2. All renewable energy credits generated by the system

**SunEx Rental:** In the Owner Lease, for each calculation period, SPC will pay SunEx Rental in

ZAR calculated as the Available Balance minus the Project Expenses due.

The Available Balance is the Base Rental amount (based on the EEP and

subject to a maximum amount per period, as stated in the Owner Lease) or

the balance in C.R.O.W's rental account, whichever is smaller. Lessors

without ZAR accounts will receive amounts converted and paid in BTC

**Rental Payment Frequency:** SunEx Rental is due at least monthly, but may be paid more frequently at

SPC's option

Output: Electricity (DC) generated by the rooftop PV generation plant (the Project)

measured in kWh

. . . . .

Please see SunEx's Terms of Service, Solar Cell Owners Lease Agreement, and Glossary for more information. Contact SunEx with questions at <a href="mailto:enguiries@thesunexchange.com">enguiries@thesunexchange.com</a>

#### OWNER LEASE SUMMARY TERMS



**EEP Adjustment Basis:** 

Rental will escalate annually at the annual percentage price increase applied by Eskom capped at the percentage which is 1% plus the annual increase in the Consumer Price Index for the 12 month period in question, as published by StatsSA at <a href="http://www.statssa.gov.za/?page\_id=1871">http://www.statssa.gov.za/?page\_id=1871</a>.

Commercial Operation Date (COD):

The date on which the EPC partner signs the electrical completion certificate (CoC) confirming the system has been installed and is operational

The Contracts:

Each solar cell deployed in the system will be subject to the terms of the Owner Lease and SunEx's Terms of Service, which may be amended from time to time. By making a order to purchase through SunEx's website and electing to deploy cells into the system at that time, each account holder signifies his agreement with those terms, and will be deemed a signatory to the Owner Lease at the end of the sale period as determined by The Sun Exchange in its sole and absolute discretion



The Sun Exchange's Mission is to enable individuals to build the infrastructure they want to see in the world.

There are many words and acronyms in the world of solar energy and money that are daunting and sometimes even down right bizarre. We don't want these words to scare you away. More often than not, the concepts behind these words are actually quite simple!

So, as part of our commitment to enable you to fund things you want to see in the world, we want to help you learn to 'speak solar'. We have put together this glossary of terms for you so you can fully understand the opportunities we are hosting, even if you have never invested in anything before. If you are still confused, drop us an email or contact an Independent Financial Advisor.



#### Solar cells

A solar cell is physical product.
Purchased through The Sun
Exchange, you are provided with
legal contracts relating to the cells,
which make possible its lease. Solar
cell ownership enables The Sun
Exchange to arrange for the lease of
electricity generation equipment to
the Consumer, and can generate
lease rentals that directly depend on
the timing and amount of energy
generation, among other things



#### **Unit Price**

The cost of one solar cell, which is ZAR 105.00



#### Project Lease Agreement

An agreement between the SPC and C.R.O.W establishing the duration, pricing, and other terms of lease of the Solar cells and Solar Equipment.



### Solar cell Owners Lease Agreement

An agreement between the special purpose corporation (SPC) and Owners establishing the lease of the solar cells to SPC



#### SolarCoin

SolarCoin is the world's largest community solar electricity reward program worth over \$9 billion USD\*.
SolarCoin represents 1 MWh of solar electricity generation.
As a verified a solar cell owner you may be entitled to SolarCoins for free. SolarCoins are managed by the SolarCoin Foundation. Sunex is not affiliated with and does not guarantee any obligations of the SolarCoin Foundation.

Sources: Wikipedia, Investopedia



#### **Solar cells Lease Rental**

The amount paid to each lessor by the SPC. Lease Rental will effectively be paid to you in return for allowing usage of the solar cells. The Lease Rental is calculated as Energy Output measured in kWh x Per kWh Price, less expenses, taxes, fees, and deposits to reserves

#### Sale period

The window of time where you can place an order for solar cells. The sale is open for up to 30 days and at our discretion an additional 60 days. Purchases are arranged on a "first come, first served" basis.

#### **Equivalent Energy Price**

The price at which C.R.O.W must purchase electricity generated by the system. The price in the initial year is ZAR 1.41 / kWh; thereafter

the price is adjusted annually.

#### **Solar Energy Consumption**

the amount of kilowatts (kWh) used by C.R.O.W from the solar system during a given period

#### Kilowatt hour (kWh)

kilowatt hour, kWh, is a unit of electricity – a kilowatt hour is equivalent to one kilowatt (1 kW) of electrical power for one hour (1 h) of time. A megawatt hour, MWh, is one thousand kilowatt hours.

#### Kilowatt peak (kWp)

in the solar photovoltaic industry to measure the maximum potential output, the peak output, of a photovoltaic module. By setting certain standard conditions, the industry

can compare the potential output of one module with another.

#### **Pro-User Bonus**

Exchange to all account holders in this offer that contributed to our Indiegogo campaign in recognition that their backing helped kick start the business. If you wish to access Pro-User status and unlock other perks, you can still do so through pledging here:

https://www.indiegogo.com/ projects/the-sun-exchange-asolar-powered-financialsystem/x/10598990#/





#### Sale End

Once valid orders sufficient to purchase 3,780 Solar cells have been received, we estimate that within 20 days all of the conditions precedent will be satisfied and we will be ready to sign all the documents, and the system construction can officially begin.



#### **Target Cell Number**

The total number of solar cells sold such that we can pay for the engineering, procurement, and construction of the solar energy system at C.R.O.W, and to pay various other fees and expenses associated with the project.



#### Internal Rate of Return

The IRR. The discount rate at which the present value of all future cash flow is equal to the amount of capital utilised.

Sources: Wikipedia, Investopedia

**United States Dollars** 



#### i CNY

Chinese Yuan (Renminbi)



#### BTC

Bitcoin



#### EUR

Euro currency



#### **GBP**

Great British Pounds



#### PV

effect is the creation of voltage or ectric current in a material upon exposure to light and is a physical and chemical phenomenon. Light is absorbed, causing excitation of an electron or other charge carrier to a higher-energy state. This creates an electric potential (or voltage) is produced by the separation of

Photovoltaic. The photovoltaic

charges.

#### **Balance equipment**

All of the equipment in the solar system excluding the solar modules.

#### ZAR

outh Africa Rand currency

#### Lessee

A participant of a leasing contract, having the right of use of property from its real owner.

#### Special Purpose Corp (SPC)

A corporation established by SunEx for the specific and sole purpose of leasing solar PV equipment for this project. The SPC keeps the solar assets and cash flows of the project separate from SunEx itself. The SPC charter has certain terms which protect it from bankruptcy.



#### Lessor

A participant of a leasing contract, who takes possession of the property and provides it as a leasing subject to the lessee for temporary use



#### **Consumer Price Index**

A consumer price index (CPI) measures changes in the price level of a market basket of consumer goods and services purchased by households. The South African CPI can be viewed at <a href="https://www.statssa.gov.za/?page\_id=1871">www.statssa.gov.za/?page\_id=1871</a>



#### **EPC**

Engineering, procurement and construction company. Designs, purchases, and installs the equipment creating the plant



#### O&M

The company charged with administration, conduct of operations, equipment status control, and preventive and corrective maintenance of the plant. Controls the performance of maintenance in an efficient and safe manner such that economical, safe, and reliable plant operation is optimized



#### Delinquency

Commonly refers to a situation where a Lessee is late or overdue on a payment. In the case of The Sun Exchange, failure to pay on the scheduled date, and post due for up to 30 days



#### Default

Default can occur when C.R.O.W fails to pay Lease Rental for more than 60 days. Default may also occur if C.R.O.W is insolvent, is petitioned

to bankruptcy, or applies for bankruptcy. Other events of default are listed in the Project Lease Agreement If an event of Default occurs, unpaid amounts become immediately due. Failure to pay could result in loss of principal and future Lease Rental



#### Inverter

A power inverter, or inverter, is an electronic device or circuitry that changes direct current (DC) to alternating current (AC).



#### 🏸 Market Place

A service provided by The Sun Exchange on its website to allow potential buyers and sellers of solar cells to find each other.





Sources: Wikipedia, Investopedia





We cannot set out all the risks that may be involved by purchasing and leasing solar cells. You should consider whether making this purchase is suitable for you in the light of your own personal circumstances and take advice as necessary. The following are some of the risks that may be involved

#### THINGS YOU NEED TO KNOW ABOUT PURCHASING SOLAR CELLS

Solar cell leases are long-term commitments and you should consider what is the right amount to spend given your own circumstances.

Where we have made estimates or projections of anticipated rentals, costs, or inflation these are based on our current beliefs and assumptions at the date of publication – we won't necessarily update them. These statements may involve known or unknown risks, uncertainties and other important factors which could cause actual results, performance or achievements to differ from those we expect. In particular, while we believe that any predictions or forecasts we give are reasonable and based on reasonable assumptions supported by

objective data, they may be affected by risks and other factors not set out in this document and therefore are not reliable indicators of future performance.

The solar cell Owners Lease Agreement & Terms of Service in place between you, The Sun Exchange and the SPC are legally binding, however there is no guarantee that you will receive the whole or any part of the expected Lease Rental, or the return of your initial purchase money. In such an instance lost rentals may be sought through legal arbitration.



#### **C.R.O.W** insolvency or restructuring risk

C.R.O.W. together with any supplier, partner or contractor on the system can be the subject of insolvency or restructuring procedures which may affect whether they can perform their obligations. This may also means that, in relation to suppliers or contractors, it may not be possible to secure the same level of service at the same price resulting in greater costs.

#### Force majeure

There is always the possibility that an event could occur that is completely out of our control and completely unexpected. This includes events such as natural disasters or acts of terrorism.

#### **General contractual risks**

We are reliant for some services on third party

providers. Whilst we are thorough in checking who we work with and in ensuring proper contractual arrangements are in place, we cannot guarantee that those providers will perform their contractual obligations adequately. Pursuing providers for breach of contract can result in delays and legal expenses. Any supplier or partner can undergo insolvency or restructuring procedures which may affect whether or not they can perform their obligations.

#### Withholding taxes

Any withholding taxes assessed payments will be deducted prior to payment to solar cell purchasers and lessors. C.R.O.W and The Sun Exchange will not increase amounts paid in order to compensate Lessors.



#### **Government policy**

The South African Government have set renewable energy targets under their Integrated Resource Plan which are favorable to solar energy. There may be changes in laws, regulation or government policy which might impact how you can purchase and lease solar cells. These may include, for example:

- Changes to tax law which might affect us or make it less advantageous for you to own solar cells.
- Regulatory issues which might entail expenditure, costs or operational restrictions which we have not foreseen.
- Changes to the basis on which the CPI is calculated.
- General economic circumstances which may lead to increases in costs or unforeseen expenditure.

#### **Currency risk**

Lease Rental payments for energy generated will be denominated in South African Rand. From time to time we will convert our ZAR lease rental balances to BTC for the purpose of payment to lessors located outside of South Africa. Non-SA Owners will be exposed to the currency volatility risk and to the timing of our currency conversions, which we will make at our sole and absolute discretion.



## A

#### Insurance risk

We, or a contractor, may, where economically practicable and available, endeavor to mitigate some of the project risks by procuring relevant insurance cover. However, such cover may not always be available or economically justifiable, or the policy provisions and exclusions may render a particular claim outside the scope of the insurance cover. There will also remain the risk that an insurer defaults on a legitimate claim.

#### **Solar irradiation**

We have based the estimated output of the solar plant on a PVSyst simulation with a high level of certainty. We have used a solar energy production assessment with a 90% probability factor.

#### The level of inflation

To calculate your potential rental, we have assumed a CPI of 6% over the Lease term. However, the amount of inflation or the price increases implemented by Eskom may be lower than our estimates in which case lease rental and the lease rate will be lower than forecast.

#### **Arbitration**

SunEx and the SPC may require that any claims against it be resolved through binding arbitration rather than in the courts. The arbitration process may be less favorable to lessors than court proceedings and may limit your right to engage in discovery proceedings or to appeal an adverse decision.

#### **Operational issues**

Pre and post-operational issues relating to the quality of installations could result in the loss of solar yield and therefore rental amounts.

The design agreement with the EPC provides for an audit upon completion. In the event that there are any installation or operational issues with the PV systems, the installer will pursue the relevant party on the SPC's behalf, if relevant. If there is an issue with any of the equipment, the installer will ensure the relevant manufacturer is pursued under the terms of the warranties if it makes commercial sense to do so. Although they may use equipment made by different manufacturers, it will be of similar type and quality.

The terms of the lease contain key rights including access rights, maintenance obligations and our rights to revenue and the

ability to remove the system equipment upon lease termination.

#### Adverse economic conditions

Adverse economic conditions beyond our control may affect C.R.O.W's ability to pay project lease rental. Factors such as declining revenues or increased operating expenses, ability of C.R.O.W to collect on accounts receivable or other amounts owed, lawsuits brought or legal judgments against the C.R.O.W, changes in commercial lending terms including the calling of letters of credit or other debt obligations, unexpected changes in management of C.R.O.W, or other impacts on the operations and finances of C.R.O.W that result in a shortage of cash available to satisfy its obligations under the lease with the SPC, which will impact the amount of lease rental to pay solar cells lessors.



#### **Service disruption**

If a catastrophic event resulted in a platform outage and physical data loss, The Sun Exchange's ability to perform its servicing obligations would be materially and adversely affected. The satisfactory performance, reliability, and availability of The Sun Exchange's ("SunEx") technology and its underlying hosting services infrastructure are critical to our operations, level of customer service, reputation and ability to attract new users and retain existing users. SunEx's hosting services infrastructure is provided by a third party hosting provider (the "Hosting Provider"). Any interruptions or delays in SunEx's service, whether as a result of an error by the Hosting Provider or other third-party error, SunEx's own error, natural disasters or security breaches, whether accidental or willful, could harm our ability to service the solar cell Owners or maintain accurate accounts, and could harm

SunEx's relationships with its clients and its reputation. SunEx's disaster recovery plan has not been tested under actual disaster conditions, and it may not have sufficient capacity to recover all data and services in the event of an outage at a facility operated by the hosting provider. These factors could prevent us from processing or posting payments to solar cell Owners, damage SunEx's brand and reputation, divert its employees' attention, and cause users to abandon our service platform.

To mitigate the risks of service disruption discussed above, SunEx intends to migrate many of its services to a blockchain ledger and autonomous smart contracts. By decentralizing information storage and functionality, SunEx intends to increase the security and reliability of its services

# A

#### Loss of books and records

Events beyond our control may damage SunEx's ability to maintain adequate records, maintain the online financing platform, or perform our servicing obligations.

If a catastrophic event resulted in a platform outage and physical data loss, our ability to perform our servicing obligations would be materially and adversely affected. Such events could include, but are not limited to, fires, earthquakes, terrorist attacks, natural disasters, computer viruses and telecommunications failures. If SunEx's electronic data storage and back-up storage system are affected by such events, we cannot guarantee that you would be able to recoup all the money spent on your purchase..

To mitigate the risks of service disruption

discussed above, SunEx intends to migrate many of its services to a blockchain ledger and autonomous smart contracts. By decentralizing information storage and functionality, SunEx intends to increase the security and reliability of its services

#### **Limitation on individual claims**

When you create a SunEx account, you enter into SunEx's standard Terms of Service which sets forth your principal rights and obligations. To protect SunEx from having to respond to multiple claims by lessors in the event of an alleged breach or default, the Terms of Service restrict rights to pursue remedies individually in connection with such breach or default. Except in limited circumstances, such remedies may only be pursued by a representative designated by the holders of a majority-in-interest of a particular SunEx project.



## Reliance on product and service providers in the solar industry

Volatility in the business environment for providers of products and services related to solar power could adversely affect the ability of the SPC SunEx and the OM to service the solar plant.

Our business is dependent on products and services provided by wide array of third party developers, equipment suppliers, installers and service providers. In recent years, the business environment relating to solar power generation has been highly volatile and has been adversely affected by changes in government funding, tax incentives and foreign competition. As a result, many companies doing business in the solar power industry have encountered significant

financial difficulties or been forced to discontinue operations altogether. In the event such difficulties affect a company that is delivering important products or services to a Project, the completion of the project or its ongoing operations could be jeopardized, which could result in a default in payments to the lessors of the solar cells

A counterparty providing necessary services may become insolvent. The Sun Exchange and/or the SPC will endeavor to hire a replacement party on substantially similar terms, although there is no assurance this will be possible, and The Sun Exchange and the SPC bear no responsibility in this case.



## Regulation of the Internet, block-chains, and digital currencies

As global finance develops, governments may adopt new laws to regulate Internet commerce, digital currencies, and block-chain technologies which may negatively affect our ability to service Owners of solar cells.

The cost to comply with such laws or regulations could be significant and would increase our operating expenses, and we may be required to pass along those costs to holders of solar cells in the form of increased fees. Governments may impose taxes on services provided, which would adversely affect the viability of our platform.

#### **Committed funds**

When you commit to purchase a solar cell, you must commit funds toward your purchase prior to Sale End. The offering of C.R.O.W solar cells will remain open a maximum of 90 days.

Commitments to purchase solar cells are irrevocable during the period between the time of your purchase commitment and the time when your allocation of solar cells is sold to you, you will not have access to your funds. Because your funds do not accrue interest while held in the bank account or wallet, the delay in sale of solar cells will have the effect of reducing the effective lease rental rate.





#### **Regulation of SunEx**

SunEx believes it conducts its businesses in a manner that does not result in being characterized as an electrical utility subject to regulation in any nation or state.

Furthermore, as an e-commerce platform we believe we are not an investment company, broker-dealer, bank, or other regulated financial institution.

If, however, in future SunEx is deemed to be conducting a business requiring registration or regulation, it may be required to institute burdensome compliance requirements and its activities may be restricted, which would affect its business to a material degree.

We are not subject to the electrical utility or banking regulations of any state or national regulatory agency.

We are not subject to the periodic examinations to which such electrical utilities, commercial banks, broker-dealers or other such institutions are subject. Consequently, we are not subject to regulatory oversight relating to our capital, asset quality, management or compliance with laws.





#### No appointed agent

Lessors of solar cells will not have an appointed agent to represent and protect their interests under the terms of the Owner Lease, Terms of Service, and other related documents.

Solar cell lessors may assemble to discuss and decide material matters relating to their purchases and the lease contract. At his option, any lessor may appoint a third party agent or trustee.

#### **Installation delays**

For a solar project if this type, the risk of installation delays is very low. We believe we have allowed plenty of time to complete the installation of the PV systems so that it is possible to pay Lease Rental at the end of the first month

following the crowd-sale ends. It is possible that C.R.O.W experiences significant issues or delays that could hamper payment of project lease rental to The Sun Exchange which would impact the amount of lease rental you receive under the Owner Lease, although in all such circumstances the lease period will only begin once the solar plant has been commissioned and is fully operational.





In some circumstances, we have the right to donate certain rental income from your solar cells to a charity that you select, instead of paying it to you

Each nation and jurisdiction has its own laws and regulations governing the offering of financial and other products which provide the purchaser to earn income over time.

In the event we determine that the sale of solar cells and subsequent payment of lease rental to you in excess of your original purchase price would require us to register the sale as a securities offering, or seek an exemption under securities laws or regulations in your jurisdiction, we have the option to not pay pay you rental income in excess of your original solar cells purchase price, and instead donate only those excess rental amounts to a charity you select.





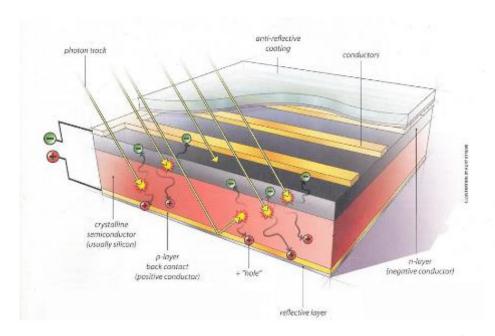
#### APPENDIX: HOW SOLAR CELLS WORK



#### How does PV technology work?

Photons strike and ionize semiconductor material on the solar panel, causing outer electrons to break free of their atomic bonds. Due to the semiconductor structure, the electrons are forced in one direction creating a flow of electrical current. Solar cells are not 100% efficient in a typical crystalline silicon solar cell in part because some of the light spectrum is reflected, some is too weak to create electricity (infrared) and some (ultraviolet) creates heat energy instead of electricity.

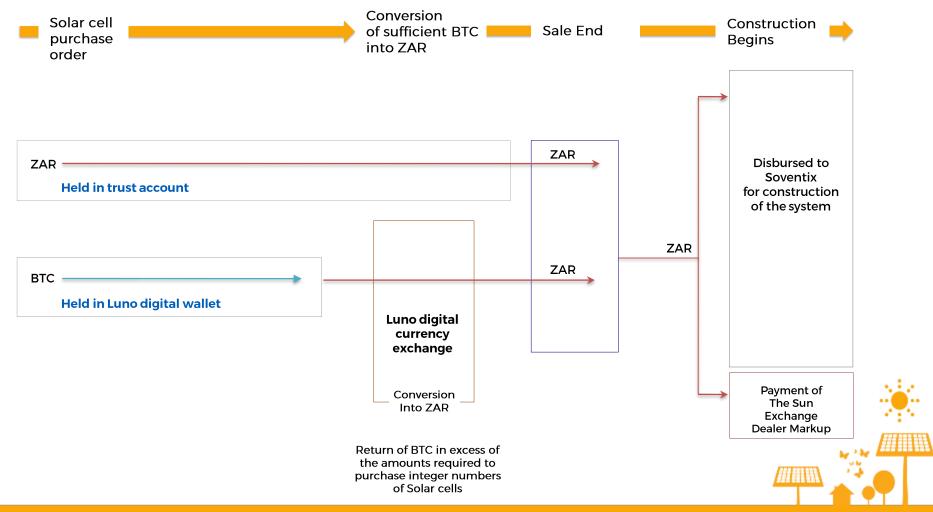
In a typical crystalline silicon solar cell, wafers of high-purity silicon are "doped" with various impurities and fused together. The resulting structure creates a pathway for electrical current within and between the solar cells.





#### **APPENDIX: ZAR & BTC PAYMENT FLOW**





## SOLAR EQUIPMENT DATA SHEETS AND OWNER LEASE AGREEMENT TERMS



AVAILABLE UPON REQUEST



#### CONTACTS





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#### **Legal Disclaimer**

The role of The Sun Exchange ("SunEx") is to provide a platform for selling solar cells which buyers can then lease for use in a project. Neither SunEx nor any of its affiliates is offering or selling any securities, or arranging the offer or sale of any securities. SunEx is not advising you as to the merits of, or making a personal recommendation to you in relation to, purchasing or leasing solar cells. You should consider carefully whether purchasing or leasing solar cells in this Project is suitable for you in the light of your own personal, financial and tax circumstances. You should consider carefully all the information set out in this product information document, including the information set out in 'The Risks'.

The rate of , and value of, the rental payments can go down as well as up. Forecasts, estimates and projections as to lease rental rates and amounts are not a reliable indicator of these matters and may be impacted by various factors – see 'The Risks'.

If you are in any doubt as to any aspect of purchasing or leasing solar cells in the project, including any accounting or tax issues, you should seek independent advice from an authorized person who has experience in advising on such matters. Nothing in this this document should be read or understood to be financial, investment, tax or accounting advice.

C.R.O.W., Soventix, The Sun Exchange, the SPC, and other parties to the transaction are not subject to electrical utility, securities and banking laws or financial regulatory oversight in South Africa and other countries. Neither this sale of solar cells nor this product information document, the Owner Lease,

Terms of Service, nor any related document will be registered with any government, regulator, central bank, securities exchange, or authority.

There is no guarantee that you can sell your solar cells after purchasing them. Neither C.R.O.W nor The Sun Exchange is obligated to purchase or early redeem your solar cells. The solar cells have not been admitted to listing on any electricity or commodities market or other regulated market and are not expected to be dealt on any exchange or other such market.

Where we have made estimates or projections of anticipated revenues, costs or inflation these are based on our current beliefs and assumptions at the date of issue – we won't necessarily update them. These statements may involve known or unknown risks, uncertainties and other important factors which could cause performance to differ from those we expect. In particular, while we believe that any predictions or forecasts are reasonable and based on reasonable assumptions supported by objective data, they may be affected by risks and other factors not set out in this document and therefore are not reliable indicators.

