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Improve your solar sales and gain customer trust  
through our extended warranty protection

[www.solarinsure.com](http://www.solarinsure.com)

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For more than 15 years, **SolarInsure** has provided advanced risk management policies for growing alternative energy companies. Our passion is renewable energy, specifically wind and solar energies. We support and small solar manufacturers, suppliers and contractors.

**We now provide warranty assumption insurance for your solar products and services.**

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# The Market

The solar installation market is becoming increasingly competitive. Installers are looking for innovative ways to differentiate themselves from the competition, gain customer trust and close more deals.

# The SolarInsure Extended Warranty

Provides the customer with:

- ✓ Up to 30 years extended warranty protection services to homeowners with solar arrays (of select brands)
- ✓ Protection from mechanical and electrical failure of solar systems past the manufacturer's warranty
- ✓ A zero-deductible plan which covers 100% of the parts and labor associated with the manufacturing, delivery and Installation of each solar panel

The SolarInsure Extended Warranty is backed by an A.M. Best "A"-rated company, giving you the additional confidence that your system is covered.



up to  
**30 years**



# Warranty Benefits

One of the top factors consumers consider during the solar process is reliability & long-term protection of their solar investment.

By offering The SolarInsure Extended Warranty on all your installations you will:



**Increase  
consumer  
confidence & trust**



**Provide a higher  
level of service**



**Offer better prices  
and savings to your  
client**



# Warranty Features

1

Extended warranty coverage  
on solar arrays up to 30 years

2

Low upfront premium, no  
deductible

3

Covers system sizes up to 200  
kilowatts

4

Quick and easy registration  
and claims process

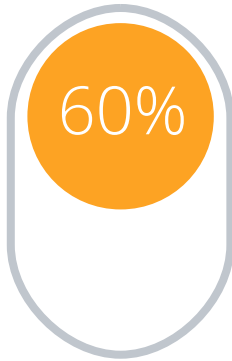
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24/7 zero-hassle claims and  
on-site service

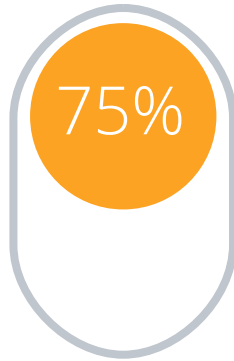
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Automatically transferable to  
new homeowner

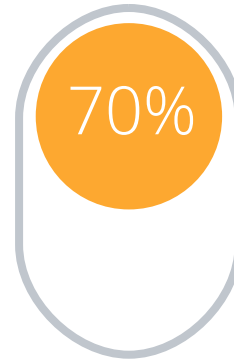
# Customers Confidence



Of Home Owners are concerned with the long-term viability of Solar Products.


















Of Home Owners say they are more likely to purchase solar when an Extended Warranty is provided.



Buyers of warranty plans are happier with their purchases and more loyal to both the Installer and the manufacturer.

# The Competitive Advantage

Warranty insurance offered by other companies are designed to protect commercial and utility scale customers, or to cover the module manufacturer against large catastrophic warranty claims. The SolarInsure Warranty was built to protect the residential homeowner and is designed to meet their solar panel warranty needs.

	SolarInsure Warranty	Warranty A	Warranty B
Low one-time fee			
Zero deductibles			
You own the policy			
Transferable ownership			
Backed by "A"-rated Company			



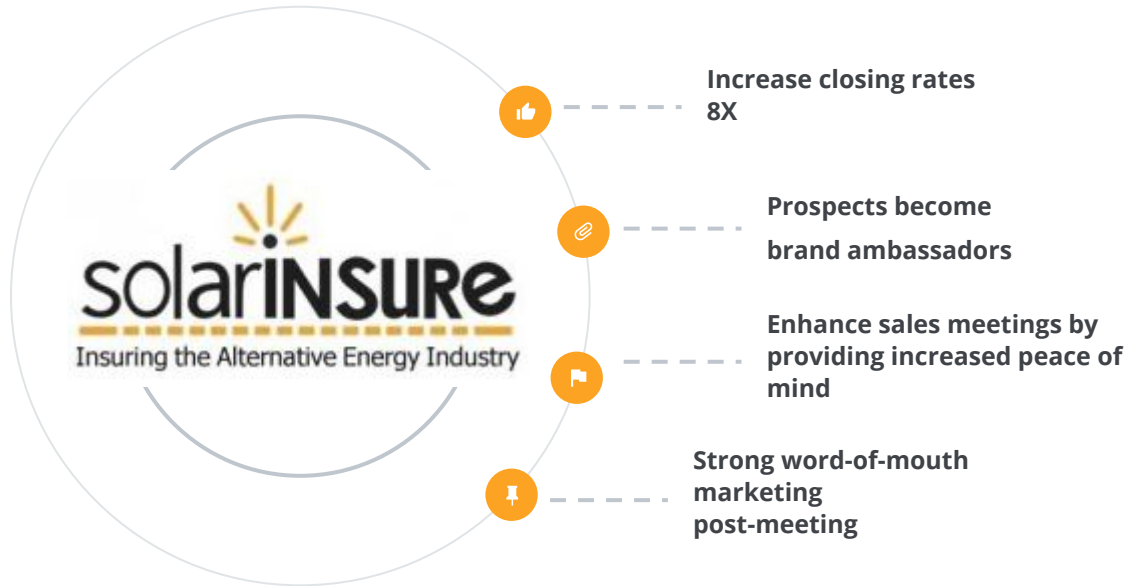
# Integrating the SolarInsure Warranty into your sales process



## **Sell the warranty at the point of installation.**

Point of sale material provided.  
Sell the warranty as an adder.  
Include it with every sale where possible. Policy automatically transfers to the new homeowner.

# Case Study



"Solar Insure has had a lot to do with the success I've had in my business. I offer my clients an extended warranty because I think it is the best and safest way to protect their investment in solar. I sell about 360-380 installs a year, and I think a lot of that success has to do with the fact that I do give this extra protection to my clients."

Solar  
Contractor



# How will this give you the advantage over others?

Instead of trying to “upgrade” the panel for just a panel warranty at a premium of up to .70 cents or more, **you can save your homeowner 10x**. This is not just for the solar panels for 25 years!

**SolarInsure Warranty includes the panels, inverters, optimizers, racking, roof penetrations and workmanship for 30 years and no deductible!**

Better than a lease. Ownership without the hassle.



# Solar Insure Does **NOT** Include

- Production guarantee  
Panel washing/maintenance
- Property damage due to roof leaks
- Property damage due to fire vandalism, theft, hail, trees  
(covered by homeowners insurance)
- Other components such as main service panel and underground wiring +

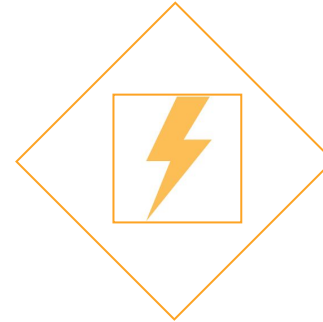


+see policy for  
comprehensive  
details

**Does NOT cover  
property damage  
from roof leaks**



**NOT a production  
guarantee**



**Main service panel,  
underground wiring  
NOT covered**



# Certificate of Warranty

## Solar Panel Extended Product Warranty

Congratulations on selecting the

## SolarInsure Assurance Warranty

Refer to the complete warranty on the next page for terms and conditions.

Plan Number:	900354	Coverage Term:	30 Years
First Name:	Vanessa	Last Name:	Mendenhall
Installation Address:	9463 Canyon Oaks Court Rancho Cucamonga CA 91730	Installation Date:	1/22/2020
Number of Panels:	27	Inverter Type:	Enphase IQ7-60-x-us
Panel Type:	LG Electronics LG335Q1K-V5	System Size:	9045

**RETAIN THIS CERTIFICATE FOR YOUR RECORDS**

## Solar Insure 30 Year Extended Limited Warranty for Residential Solar Systems

The limited warranties specified below (hereinafter "Limited Warranty") apply to Solar Systems panels and inverters (hereinafter "Component(s)") and installed by a licensed contractor under applicable local and state laws, and extend only to the original end use purchaser and subsequent owner(s) of the location on which the Component(s) was originally installed (all such persons hereinafter referred to as "Customer"). The warranty start date ("Warranty Start Date") shall be the date the original equipment is installed and commissioned by licensed contractor.

Territory	Warranty Coverage in Year(s) 1-30
USA, USA Territories	Parts, Labor and Limited Travel

### Guidelines:

- Unit must be registered and proof of purchase available.
- Solar Insure will, at its sole option, repair or replace the Component(s) if it proves to be defective in material or workmanship for a period ending 30 years from the Warranty Start Date under normal application, installation, use and service conditions. This "30 Year Limited Extended Warranty for Component(s)" does not warrant a specific power output.
- Warranty is transferable between ownership of original installation site only.
- Solar Insure may choose to repair, replace or refund a piece of equipment in its sole discretion.
- Damage to any covered components or consequential damages caused by the use of a non-OEM part will not be covered by this limited warranty.
- If a Component(s) returned to Solar Insure is found not to be defective or this Limited Warranty has expired, the Customer is responsible to pay for return shipping costs.
- The remedies set forth in this Limited Warranty shall be the sole and exclusive remedies, and the original limited warranty period in this Limited Warranty shall not extend beyond the period set forth therein, nor will a new warranty period begin, upon repair or replacement.
- Repair or replacement will be made with new or re-manufactured panel(s) or inverters and the replaced panel(s) or parts shall become the property of Solar Insure. In the event the component(s) is no longer available, Solar Insure reserves the right, at its sole option, to deliver new or re-manufactured component(s) that may differ in size, color, shape, model number, and/or power level.
- The Warranty covers both parts and labor necessary to repair the Defective solar Product(s), including labor costs related to uninstalling the Defective Product or re-installing the repaired or replacement product. The Warranty also covers the costs of shipping repaired or replacement product from Solar Insure. The Warranty does not cover, and Solar Insure will not be responsible for, shipping damage or damage caused by mishandling by the freight carrier and any such damage is the responsibility of the freight carrier.
- Roof Penetration Warranty.** Solar Insure provides a roof penetration warranty of thirty (30) years (the "Roof Penetration Warranty Period"), counted from the date the system is installed. During the Roof Penetration Warranty Period, Solar Insure warrants that all roof penetrations made as part of the System installation will be weather-tight (the "Roof Penetration Warranty"). For the avoidance of doubt, this Roof Penetration Warranty does not cover parts already covered by the Manufacturer Warranties. During the Roof Penetration warranty, Solar Insure will at its expense repair or replace any parts or labor covered by the Roof Penetration Warranty.

### Limited Warranty Exclusion - This Limited Warranty does NOT apply to Component(s):

- Sold and/or installed outside the geographic territory of the United States and US territories;
- Solar Insure IS or WITH ALL FAULTS or consumables; or
- That had a serial number or any part thereof altered, defaced or removed.
- This Limited Warranty also does NOT apply to component(s) which have been subjected to:
- Damage and/or failure caused by use on a mobile unit including, but not limited to, vehicles, vessels, etc.;
- Failures due to, accidents, misuse, abuse, neglect, improper installation, improper sizing, or rodent and/or insect infestation.
- Damage and/or failure caused by external shock such as flying objects or external stress; or by environmental pollution such as soot, salt damage, or acid rain;
- Damage and/or failure caused by installations not in conformance with the panel(s) specifications, installation manuals, operation manuals, or labels attached to the panel(s);
- Damage and/or failure caused by devices and/or parts other than the panel(s) or by mounting methods of such devices and/or parts;
- Damage and/or failure caused by improper or incorrectly performed maintenance, operation or modification;
- Damage and/or failure caused by removal from the original place of installation;
- Damage and/or failure caused by repairs not in accordance with manufacturer's instructions or non-authorized technicians;
- Damage and/or failure caused by inappropriate handling during storage, packaging or transportation;
- Damage and/or failure caused by non-compliance with national and local electric codes;
- Failure caused by natural forces (earthquakes, floods, lightning, hurricanes, heavy snow, etc.) and fire, power failures, power surges or other unforeseen circumstances that are beyond control;
- A Damage and/or failure caused by external abrasions or scratches that do not affect output or by sand, vibration, rust, scratching, or discolorations that are the result of normal wear and tear, aging or continuous use;
- The installation of the System may void your existing roof warranty, if any. You should check with the roofer or builder concerning any impact the System will have on an existing roof warranty. Solar Insure's 30-year Roof Penetration Warranty is not affected by any existing roof warranty. The Limited Warranty and Roof Penetration Warranty do not apply to (a) labor performed with parts not manufactured or purchased by the original installer.

Except to the extent prohibited by applicable law, any implied warranty of merchantability or fitness for a particular purpose on the panel(s) is limited in duration of this limited warranty. Under no circumstances shall Solar Insure be liable for any incidental, special or consequential damages including, without limitation, lost goodwill, lost revenues or profits, work stoppage, panel(s) failure, impairment of other goods, costs of removal and reinstallation of the panel(s), loss of use, injury to persons or property arising out of or related to the panel(s). Solar Insure's total liability, if any, damages or otherwise, shall not exceed the invoice price paid by the customer for the panel(s) furnished, which is the subject of a claim or dispute. Some states do not allow the exclusion or limitation of incidental or consequential damages, or allow limitations on how long an implied warranty lasts, so the above limitations or exclusions may not apply to you. This limited warranty gives the customer specific legal rights; customers may also have other rights that vary from state to state.

Customers who believe they have a justified claim covered by this Limited Warranty must immediately notify the authorized Solar Insure representative, or contact Solar Insure directly by writing to:

SOLARINSURE, INC. • 555 ANTON BLVD Suite 150 • Costa Mesa, CA  
Ph: (714) 625-8264 • Fax: (714) 625-8269  
Claims: <http://www.solarinsure.com/warranty-claims>

Customer may also contact Solar Insure via its web-site at [www.solarinsure.com](http://www.solarinsure.com)



# Protection For Your Solar Investment

PEACE OF MIND FOR YOU!



powur™

solar**INSURE**

Solar Warranty Protection



## The SolarInsure Advantage

### HOME OWNERS

Protect Your Solar Investment With the SolarInsure Advantage

Up to 30 years of transferable extended warranty protection —  
with no deductibles



Trusted & Certified  
Repair Technicians



Easy & Reliable  
Claims Process



Free Shipping

The SolarInsure Advantage Warranty program assumes up to 100% of the risk of your solar arrays for all mechanical and electrical failures due to normal use, even beyond the manufacturers' warranty.

	SolarInsure Warranty	Warranty A	Warranty B
100% Parts & Labor	★	✗	✗
Zero deductibles	★	✗	✗
You own the policy	★	✗	✗
Transferable ownership	★	✗	✗
Backed by "A"-rated Company	★	★	✗

With the SolarInsure Advantage Warranty program, you have **complete peace of mind** knowing your solar investment is protected.

[www.solarinsure.com](http://www.solarinsure.com)

[warranties@solarinsure.com](mailto:warranties@solarinsure.com)

P : 714-625-8204





## The SolarInsure Advantage

### WHAT'S INCLUDED?

- Replacement, removal and installation of new panels & inverters with \$0 cost or deductible
- Gap insurance in the event that the manufacturer goes out of business
- Extends 100% original manufacturer warranty coverage for up to 30 years
- Enhanced roofing warranty guarantees that any roof penetrations will be watertight

### A Homeowner's Guide to Solar Panel Warranty Responsibilities

As a homeowner, you want to be prepared in the event that there is any failure associated with your Solar panels. This illustration shows the individual components of your system, and typical costs associated with their replacements.



Bending frames due to extreme weather.  
Repair Cost: \$4,500.00  
SolarInsure Advantage \$0



Temperature cycles can cause solder bond failures and cracks in solar cells.  
Repair Cost: \$3500.00  
SolarInsure Advantage \$0



Broken glass due to corrosion.  
Repair Cost: \$2200.00  
SolarInsure Advantage \$0





**solarINSURE**

THE SOLAR INDUSTRY'S  
MOST COMPREHENSIVE  
30 YEAR WARRANTY.

OFFICIAL  
PARTNER



powur



#### COMPLETE COVERAGE

Industry-leading warranty covering the components of the complete system and associated labor with NO deductible.



#### CONFIDENCE

Homeowners are directly insured by an A-rated insurance company with experience protecting the solar industry.



#### ROOF PROTECTION

The included workmanship warranty safeguards your roof against costly roof penetrations from the environment.

#### Complete Peace of Mind

	 SOLARINSURE	OTHERS
30 Year Complete Protection	✓	✗
Zero Deductibles	✓	✗
Covers 100% Parts & Labor	✓	✗
Transferable Ownership	✓	✗
A-Rated Backing	✓	✗



Visit [SolarInsure.com](https://SolarInsure.com)  
Today to Learn More

555 Anton Blvd, Suite 150, Costa Mesa, CA 92626 |