

SOLARZERO

THE SOLARZERO SUBSCRIPTION
VS BUYING OUTRIGHT:
WHICH WAY IS BEST?





It's no secret that signing up for a solar energy subscription will save you the purchase and installation costs, but is it the cheapest way to do solar in the long run?

With rising power prices and increased climate events, it's no surprise that everyone wants solar. But not everyone wants to outlay the hefty purchase cost of a solar and battery system and wait for years to see a return on the investment. That's why we've designed our solarZero subscription service to make it more accessible -

Right here, right now, for every Kiwi. But is it better to purchase your solar system outright or join us on a subscription service? We'll let you be the judge.



How much will a solar subscription cost?

solarZero customers do not pay for solar hardware or installation. Instead, you pay a monthly subscription fee of between \$95-\$180 per month and enjoy the service and savings benefits that come with it.

On the other hand, you could purchase a solar and battery system outright for around \$20K-25K.

The downside is that it could take many years' worth of electricity savings to pay this off, hence less money in your pocket for decades to come. In most cases, the payback period of a battery is often far longer than its lifespan - making some people question if solar is worth it. Fortunately, that's not an issue with solarZero. There are no hardware costs with our solar energy service and no additional costs associated with repairs and replacements.

Instead, we guarantee savings from your first year of installation.

The solarZero monthly fee will never increase over your 20-year term, regardless of inflation.

This provides the ultimate peace of mind – unlike those continuously increasing electricity bills.

A solar service that keeps you up with the latest solar tech

Like all technology, the solar world is fast-paced and ever-changing.





With solarZero, your solar energy subscription means we upgrade your solar energy firmware to keep up with tech advances within the next 20 years. If buying your system outright, you'll be responsible for any costly technology upgrades.



Comparing the cost of solar providers over 20 years

Most PV solar panels generate electricity for 20-30+ years, so it is essential to review the costs Most PV solar panels generate electricity for 20-30+ years, so it is essential to review the costs and benefits of solar over that time.

We've crunched the numbers below:

	 100% Grid electricity	 solarZero Energy & solarZero Tāne subscription	 Solar panel ownership	 Hybrid system ownership
Initial solar system and installation cost		\$0	\$10,000	\$22,000
Est. 20 years of grid electricity costs for Coromandel	\$102,000	\$21,000	\$68,000	\$59,000
solarZero subscription cost for 20 years		\$37,000*		
Battery replacement usually after 10 years		\$0	n/a	\$5,000
Inverter warranties tend to be 5 years. Change out usually around year 15		\$0	\$2,000	\$3,000
System optimisation		\$0	Not available	Not available
End of product life recycling costs		\$0	Unknown	Unknown
Hardware service fees		\$0	Approx. \$200 per callout	Approx. \$200 per callout
Total 20 years cost	\$102,000	\$52,000	\$80,000+	\$89,000+

* The most popular solarZero subscription packages.

Cash assumes customers purchase with a 1% interest rate.

Your return on investment with solar

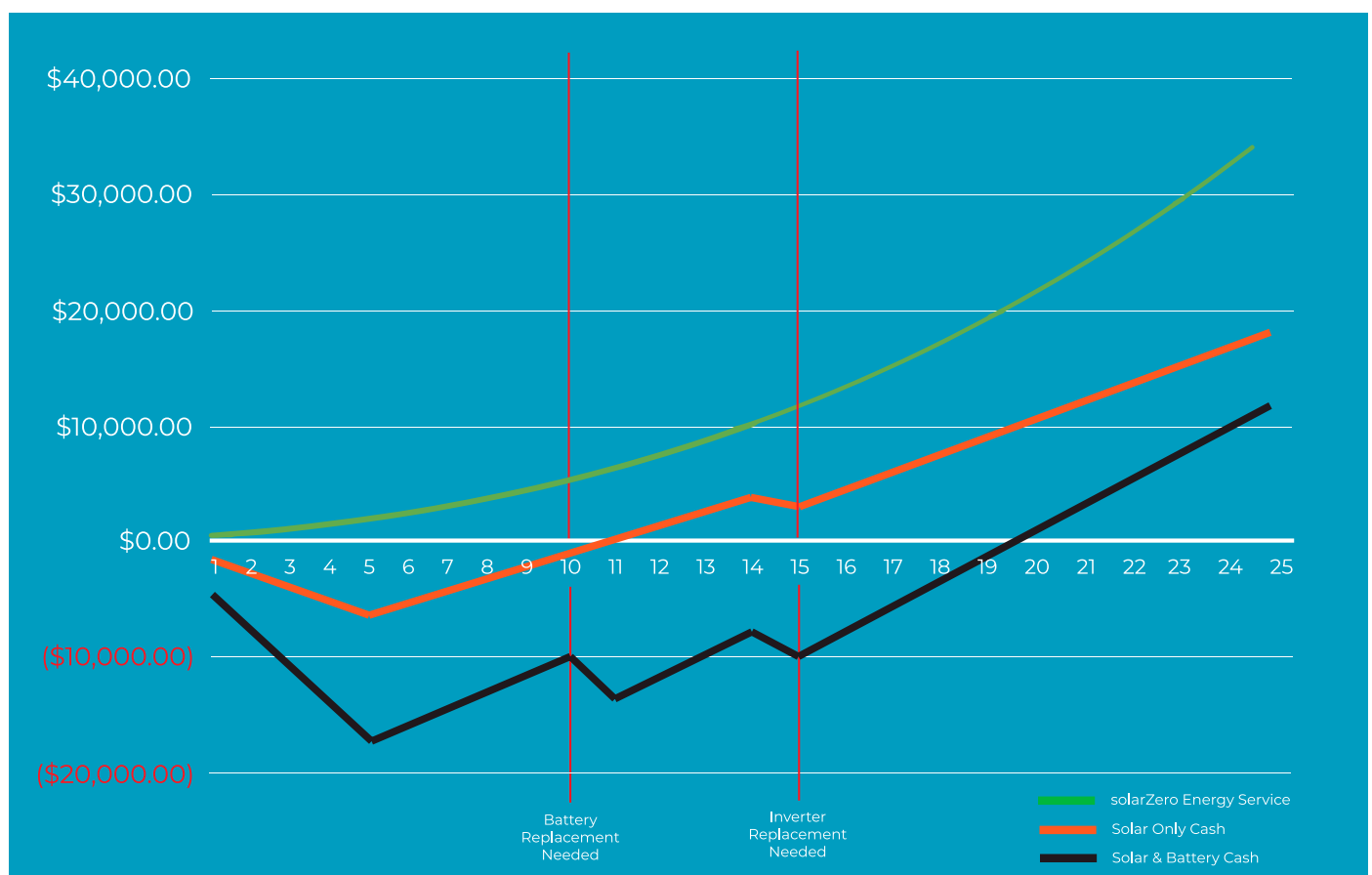
There's no doubt that buying a solar system and battery reduces your reliance on the grid and reduces your carbon footprint, but it should be great for your wallet, too.

The New Zealand Energy Efficiency and Conservation Authority does not recommend buying solar hardware outright because of the lack of return on investment. With solarZero the return on investment calculation is irrelevant because you are investing no capital.

Instead, you're buying energy at a price that is cheaper than your

current electricity provider, so savings are guaranteed from year one and continue throughout the 20-year term.

Solar Zero subscriptions range in price from just \$95 to \$180 per month and equate to approximately 80% of your energy costs, the remaining 20% of your energy costs are from Ecotricity.



Although buying a solar system and battery is great environmentally, like us, the government's Energy Efficiency and Conservation Agency doesn't believe or recommend buying solar hardware outright because of the difficulty of making a return on investment.

Green Line

These are the estimated savings of switching to solarZero (including smart battery) with no upfront costs. In fact, we guarantee saving from year 1 through to year 20.

Orange Line

This shows the cost of paying up front for a solar system, but without a smart battery. Effectively, all the savings are doing is paying back your initial return on investment, which in most instances is 14 years.

Black Line

This shows the cost of paying for a cash system. The dip in year 10 represents the need to pay for a replacement battery, meaning you won't make any savings on the outlay of the system. With solarZero a replacement smart battery is included.

The options and benefits – it's your choice

	Rely on grid electricity 1,000 kWh energy user	solarZero energy service upper Coromandel PowerCo customer 1,000 kWh energy user	solarZero remainder of Coromandel customer 10,000 kWh energy user	Purchase a solar system without battery 1,000 kWh energy user	Purchase a solar & battery system 10,000 kWh energy user
% of Power costs from grid energy	100%	20%	30%	67%	45%
Average Electricity Price (c/kWh inc GST)	34 c/kWh	21 c/kWh		34 c/kWh	34 c/kWh
Buy back rates	0	15 c/kWh		7 - 12 c/kWh [^]	7 - 12 c/kWh [^]
Carbon generated from electricity usage	Ecotricity: 0kg Everyone else: 1,220kg	-240kg		915kg*	615kg*
System optimised to maximise energy savings	n/a	Optimised fortnightly to respond to personal energy usage		n/a	Programmed at time of purchase. Or by owner
Emergency support	24 hr call centre, website, social, nationwide technical team	We actively manage the battery to support you through an emergency 24 hr call centre, website, social, nationwide technical team		Contact your installer	Contact your installer
End of product life management		We repurpose and then recycle		Your responsibility	Your responsibility
Ability to charge EV's	Yes, you will need to change to TOU pricing and plug in during low pricing times	Programmed to charge when energy is cheapest		If you upgrade the inverter you can charge during the day on solar, or plug in with electricity prices are low e.g 11pm	Depend on the battery and inverter installed
Faults/Repairs/Replacements	No additional cost	No cost to you		Call out fees and cost of all product repairs & replacements if outside warranty	Call out fees and cost of all product repairs & replacements if outside warranty

*We highly recommend selecting Ecotricity as your retail provider to get your carbon generation to 0.

[^] solarZero has seen promotional buyback rates of 17c/kWh but do check the T&C and the lines and variable charges for the accompanying power. Before selecting one of these promotional deals

Compare the benefits of solarZero with ownership

	solarZero subscription service		Cash purchase of solar with battery system	
100% of your home's electricity needs	✓	solarZero powers your home on 100% Carbon zero energy	✗	55% of your home energy needs
Hardware. Installation cost	✓	Zero cost	✗	\$16 - \$24 k
Finance cost	✓	Zero - none needed	✗	0 - 15%
Replacement battery	✓	Zero cost	✗	\$5 k
Repairs and replacements	✓	Zero cost	✗	Your responsibility
Firmware. Software updates	✓	Updated regularly	✗	Largely unavailable
Monitoring	✓	Included. No extra cost	✗	Optional extra
Energy optimisation	✓	Included. No extra cost	✗	Unavailable
Emergency battery MGMT during power cuts	✓	Included. No extra cost	✗	Unavailable
Product and performance guarantee	✓	20 years	✗	Up to 10 years
Annual savings guarantee	✓	Guaranteed annual savings for 20 years	✗	No