

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.



What are the costs of the two options?

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

Solar Zero subscription equates to approximately 75% of your energy cost, and delivers a wealth of benefits, including the avoidance of any additional costs for repairs, replacements, or upgrades. The remaining 25% of your energy costs are from price protected energy from Ecotricity, on average estimated at \$21,000 over 20 years.

A solar and battery system from a solar installer will cost you at least \$20,000 to purchase, and you can expect to have around 55% of your

energy needs covered by the system. As well as having to recoup the cost of the system purchase, you won't have a team to help you optimise Time-of-Use pricing to maximise savings from the grid. Around 45% of your energy costs are unknown and will more than likely continue to rise each year, even if power prices only increase by 3.5% per annum a solar and battery owner can expect to spend \$59,000 on electricity over 20 years.

*Based on current MBIE average retail power prices in Coromandel inflated 3.5% over 20 years, and assumes energy usage stays the same.

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 regularly to keep up with tech advances, and provide a full smart battery system change out within the 20 years.





If buying your system outright, you'll be responsible for all technology upgrades.



Comparing the cost of solar providers over 20 years

Choosing the solarZero subscription can save you a significant amount of money over 20 years compared to buying a solar system outright or not having any solar option at all. Don't believe us? We've crunched the numbers and the difference between solarZero and sticking with 100% grid electiricty is around \$40,000 over 20 years, and a saving of around \$30,000 compared with purchasing a solar panel and battery system.

Why a 20-year period? 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. It is also important to look at the costs you will still incur from grid power. We've crunched the numbers below:

	 100% grid electricity	 solarZero energy subscription	 Solar panels ownership	 Solar and battery system ownership
Est. 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
Monitoring		Included in subscription	n/a	\$1600
System optimisation		Included in subscription	n/a	Not available
End of product life recycling costs		Included in subscription	Unknown	Unknown
Repair Costs		\$0	Approx. \$200 per callout	Approx. \$200 per callout
Total 20 years cost	\$102,000	\$58,000	\$80,000+	\$90,600+

* The most popular solarZero subscription packages.

**Based on current MBIE average retail power prices in Coromandel inflated 3.5% over 20 years, and assumes energy usage stays the same. Estimated Grid Power usage: 100% Grid Customers, 25% solarZero Customers, 67% solar panel owners, 45% solar and battery panel owners.

The solarZero monthly fee will never increase over your 20-year term, regardless of inflation. This provides the ultimate peace of mind – unlike those seemingly continuously increasing electricity bills.

Your return on investment with solar

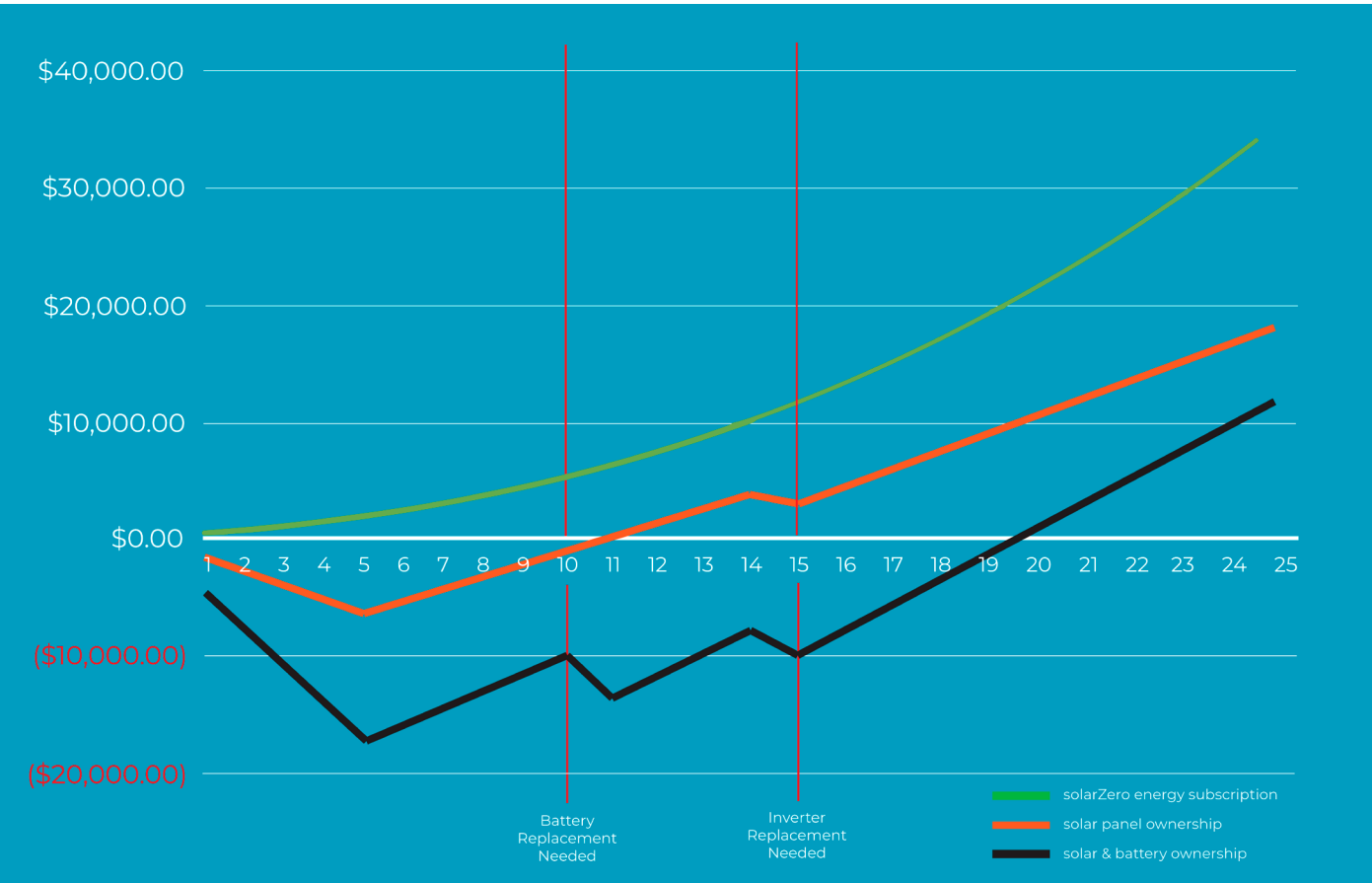
There’s no doubt that buying a solar and battery system reduces your reliance on the grid and reduces your carbon footprint, but it should be great for your wallet, too.

To buy a solar and battery system outright costs around \$20-\$25k and you will see an immediate drop in your power bill . 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 solar and battery system 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 is no capital investment in hardware, with our solar energy service and no additional costs associated with repairs and replacements. Instead, we guarantee savings from your first year of installation and for the next 20 years.



*Ownership assumes customers purchase with a 1% interest rate over 5 years.

Green: solarZero subscription

These are the estimated savings of joining solarZero. In fact, we guarantee savings from year 1 through to year 20.

Orange: solar panel ownership

This shows the cost of paying upfront for a solar only system (without a battery) using 1% finance. Effectively all energy savings are used to pay back your initial investment which in most instances takes 10 years.

Black: solar & battery ownership

This shows the cost of paying for a solar and battery system using 1% finance. The dip in year 10 reflects the cost of the replacement battery, and Inverter at year 15. Illustrating that it will take close to 20 years to recoup the cost of hardware.





Many people overlook the ongoing electricity costs

For most medium to heavy energy users you still have exposure to rising grid electricity costs despite the installation of a solar system.
How much exposure depends on which solar option you choose.

solarZero provides two benefits here:

- 1. Only 25% of your energy costs are not fixed, reducing your exposure now and for the next 20 years.
- 2. We negotiate annually member only prices for grid power and solar buy back rates.





Below figures are based on an average power bill of \$350 per month. (Equivalent to energy use of 9000 kWh).

	 Rely on grid electricity	 solarZero energy subscription	 Own solar panels	 Own solar and battery system
% of Power Costs From Grid Energy	100%	25%	67%	45%
Average Electricity Price (c/kWh incl GST)	Queenstown: 31.73 c/kWh Central/Upper Clutha: 36.30 c/kWh	21 c/kWh	Queenstown: 31.73 c/kWh Central/Upper Clutha: 36.30 c/kWh	Queenstown: 31.73 c/kWh Central/Upper Clutha: 36.30 c/kWh
Buy back rates	0	15 c/kWh	7 - 12 c/kWh^	7 - 12 c/kWh^

*Grid prices are reviewed annually, prices accurate March 2023 please check with your Solar Specialist.

^ 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.

Further benefits – it’s your choice



	 Rely on grid electricity	 solarZero energy subscription	 Own solar panel without battery	 Own solar & battery system
Carbon generated from electricity usage	1,220kg	-240kg (240kg of carbon is being removed from the air)	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 with our care team & solar experts, 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, but we would recomend changing to Time-Of-Use pricing and plug in during low pricing times	Yes, charge anytime with solar or price protected grid energy	Depends on inverter installed, check with your installer. Avoid peak pricing times	Depends on the battery and inverter installed, avoid peak pricing times
Faults/Repairs/Replacements	No additional cost	No additional 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 zero.

*Grid prices are reviewed annually, prices accurate March 2023 please check with your Solar Specialist.



In Conclusion the benefits of solarZero over ownership are compelling

	 solarZero energy subscription		 Own solar with battery system	
100% of your home's electricity needs	✓	solarZero powers your home on 100% Toitū climate positive 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
Expert monitoring	✓	Included. No extra cost	✗	Largely unavailable
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

