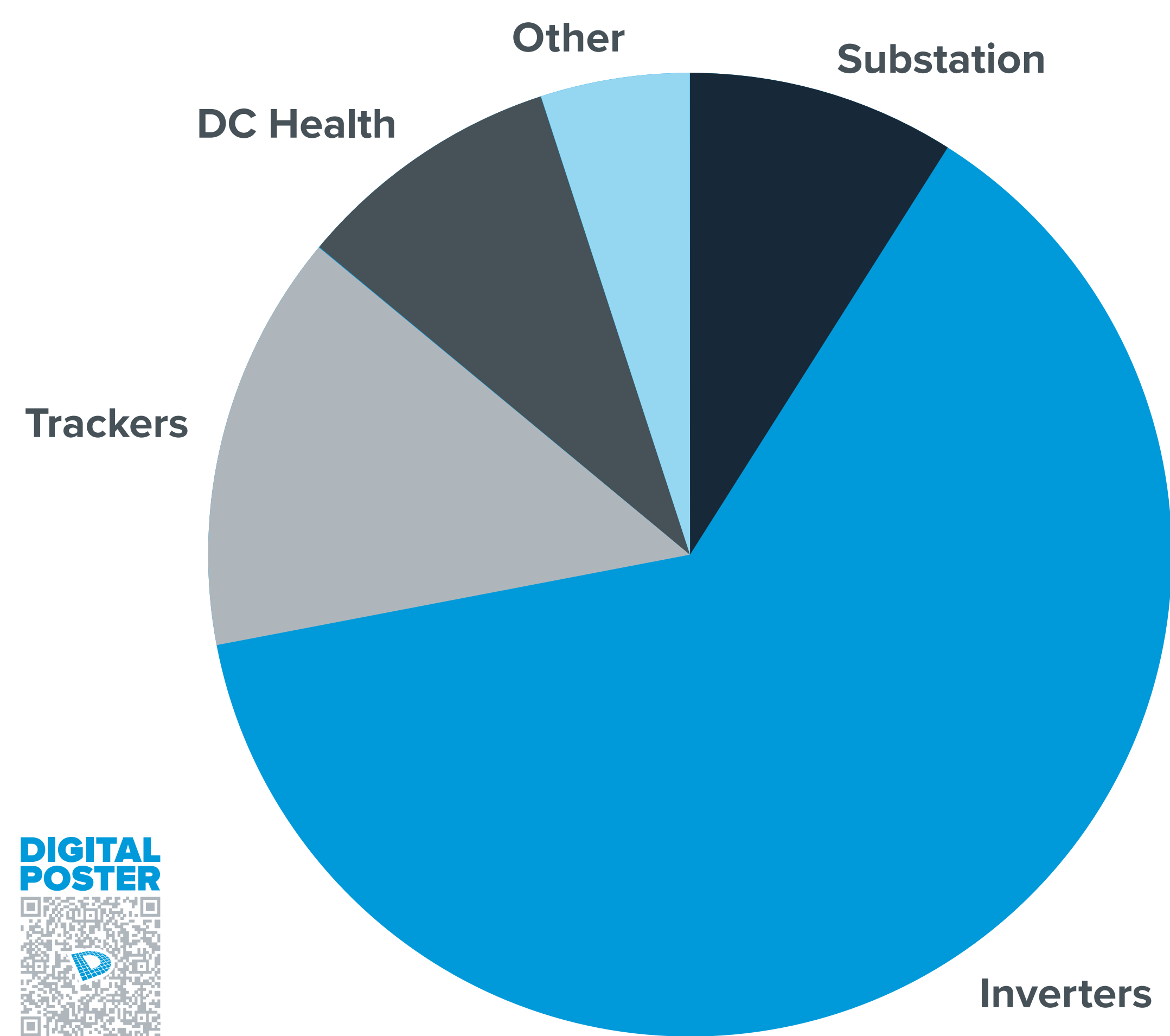


Underperforming PV assets and out-of-warranty inverters require expert service and repowering.

1 INVERTERS PRESENT THE HIGHEST RISK OF REVENUE LOSS

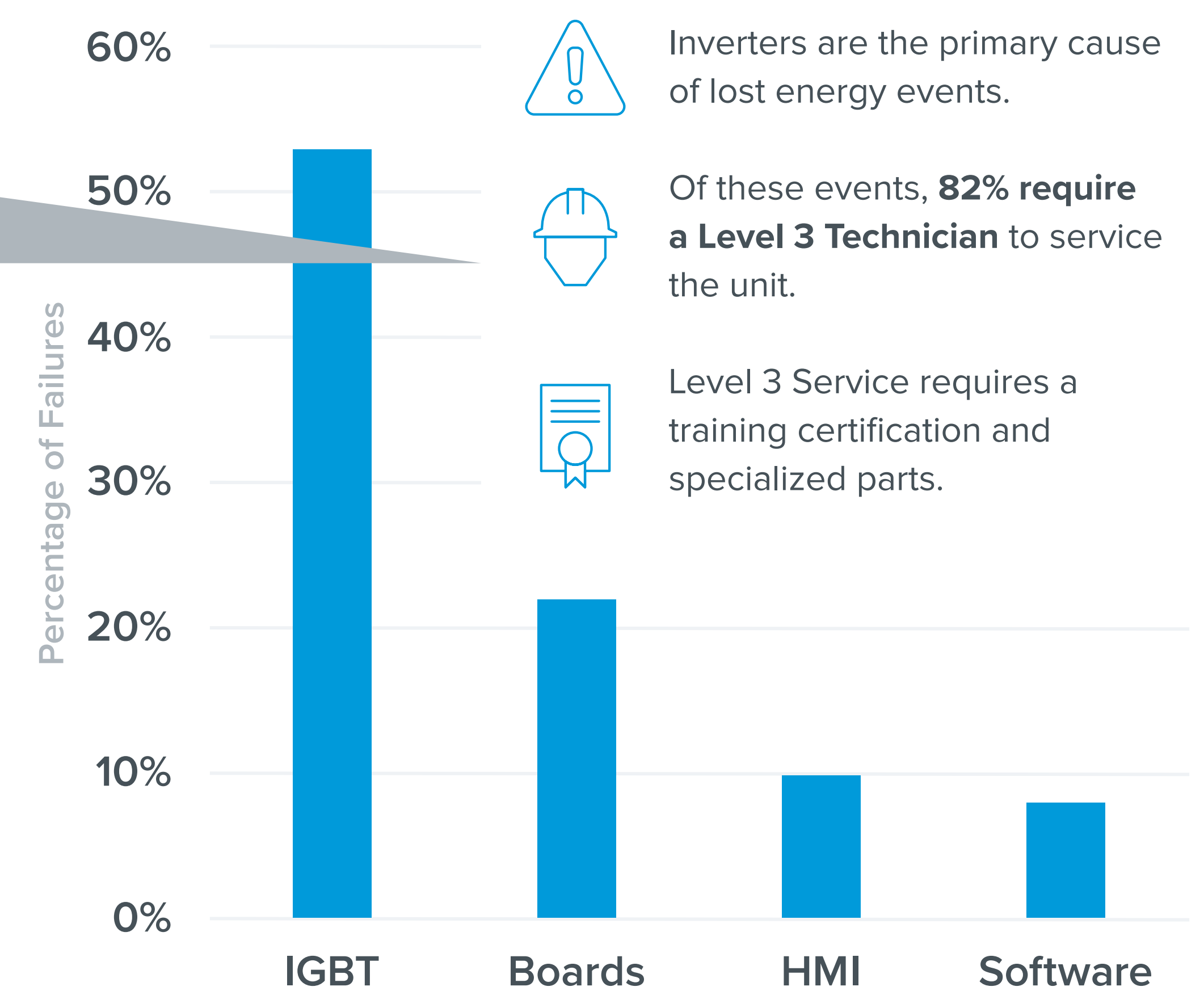
Equipment Downtime that Causes Lost Energy



The utility solar industry faces a deluge of inverters coming out of warranty and a lack of support from equipment manufacturers to service them.

82% OF EVENTS REQUIRE A LEVEL 3 TECHNICIAN

Leading Causes of Inverter Failures



Inverters are the primary cause of lost energy events.

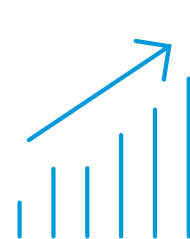
Of these events, **82%** require a **Level 3 Technician** to service the unit.

Level 3 Service requires a training certification and specialized parts.

2 THE FINANCIAL IMPACT OF AGING EQUIPMENT



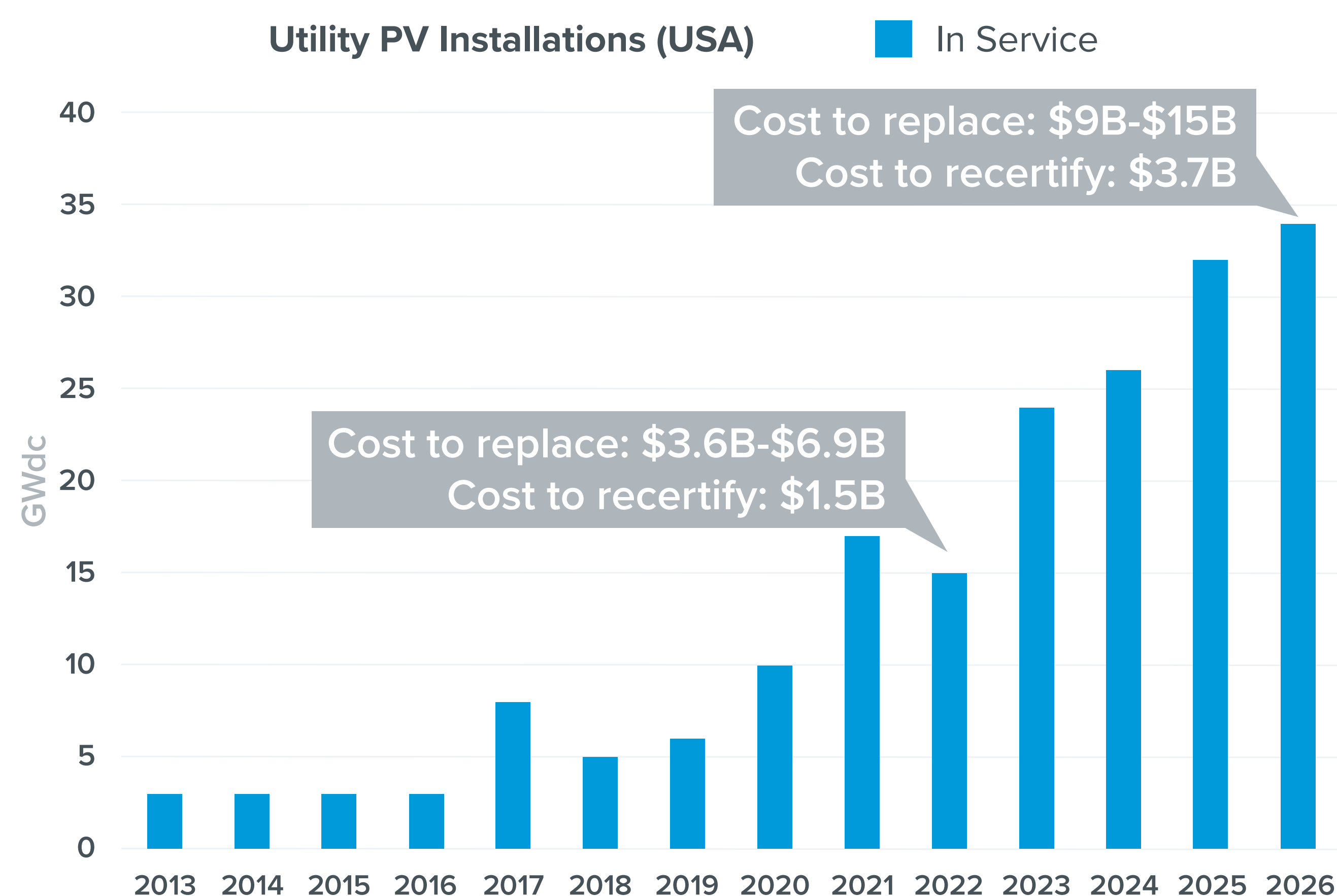
As of today, there are **12K out-of-warranty utility scale inverters** that will need advanced service, recertification, or replacement, representing \$3.6B - \$6.9B in replacement costs or \$1.5B to recertify.



In the next 10-15 years **this number will likely more than double**, resulting in \$9B - \$15B in replacement costs and \$3.7B to recertify.



A proactive, post-warranty plan can help extend the life and reduce the financial impact of the aging fleet.



Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight Q2 2023

3 CHALLENGES TO ASSET OWNERS

Today: Traditional O&M service providers need expert technicians to diagnose and resolve complex central inverter failures that impair plant production.

Common Issues:

- Increased failures of components
- Limited OEM technical support
- Lack of qualified third party field technicians
- Spare part supply constraints
- Increased downtime and revenue loss

2022 Market Snapshot

- **12,000** Inverters out of Warranty

Problems to Solve:

- **\$300k - \$500k** To replace a single inverter (national average)
- **\$125k** To recertify a single inverter

2026 Market Snapshot

- **30,000** Inverters out of Warranty

4 SOLUTION: PROACTIVELY SERVICE & REPOWER PV

