

# SunShare

Streamlining commercial solar, creating a direct return on investment for asset owners, and unlocking a new market segment for solar companies.



## The Problem

In the US, the commercial sector consumed approximately 87% of the energy of the residential sector in 2023 (16,085 vs 18,430 Trillion BTU).

However, the cumulative installed solar capacity in the US in 2023 was 18,988 MW in the commercial sector, vs 36,291 MW in the residential sector. Commercial solar installations are only at 52% of the volume of residential solar.

## The Reasons

A common issue that of the “split incentive”. Commercial tenants benefit from solar energy savings, but lack the authority to install. Conversely, building owners are not motivated to invest because they do not directly reap the energy savings. ROI is not straightforward.

On top of this, there is the intricacy of combining multiple tax incentives, navigating local net metering policies, and calculating the implications of different financing options, amongst other challenges. Perceived complexity slows investment in solar.

## Our Innovative Solution

SunShare provides an elegant solution to these problems. The product will facilitate a financial transaction between the tenant and the landlord, creating a direct route to a return on investment.

It will also dramatically reduce the complexity of commercial solar projects, by amalgamating all of the components needed into an easy to understand package that ensures the maximum financial benefit to the asset owner through optimized system design.

