

Plenti

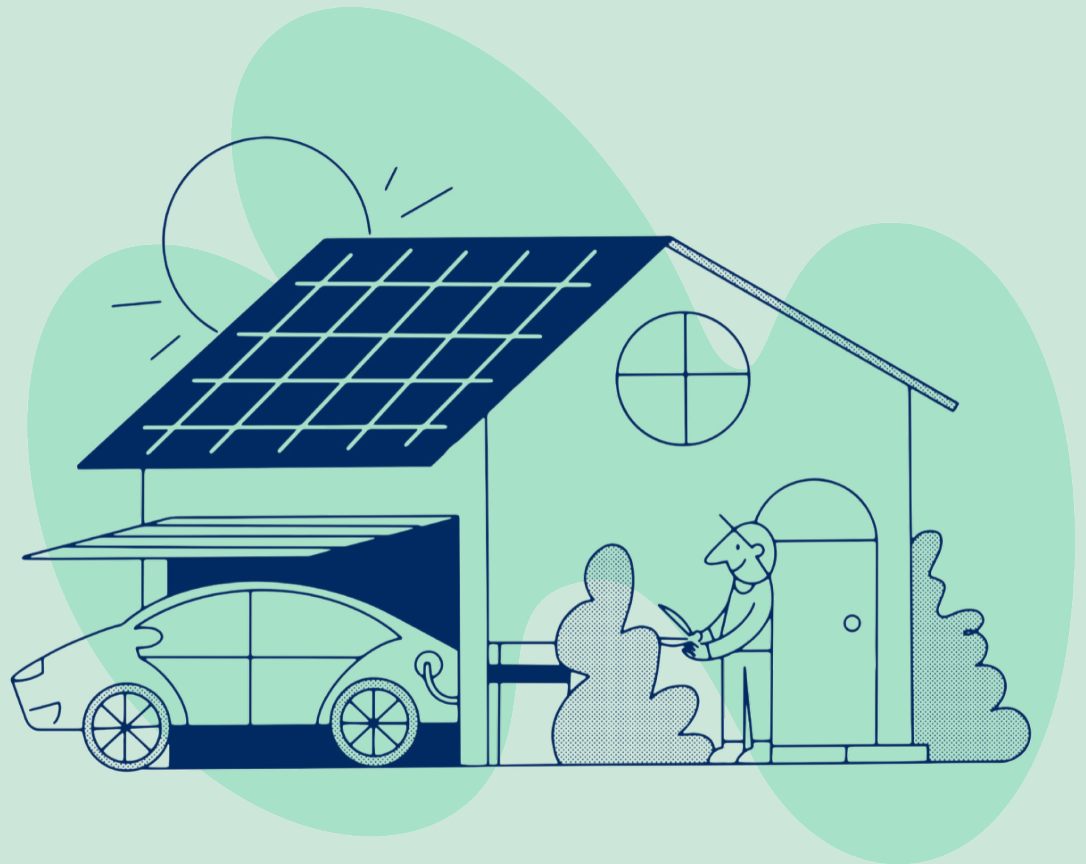


qcells

Qcells Battery Finance Program

powered by Plenti

Qcells and Plenti are making access to solar battery systems **easier and more affordable** for Australian households.



Plenti is proudly supported by the
Clean Energy Finance Corporation (CEFC)

cefc

The CEFC is responsible for investing \$10 billion in clean energy products on behalf of the Australian Government. The CEFC lowers Australia's carbon emissions by investing in renewable energy, energy efficiency and low emissions technologies.

What is the Qcells Battery Finance Program?

Plenti and Qcells have partnered to connect Australian households to more affordable solar and battery systems with battery-friendly energy plans.

In a rapidly changing energy market, wholesale electricity prices are rising, resulting in an expected increase in Australian household electricity bills.

Together, Plenti and Qcells have designed an innovative program for Plenti's national network of installers and Qcells' solar retailer partners. Accredited installers will be able to unlock battery rebates of up to \$500* for the sale of a Qcells Q.HOME CORE energy storage system, a tailored battery energy plan and Virtual Power Plant (VPP).

By helping your customers spread the cost of a solar battery system for up to 10 years as well as unlocking monthly bill credits of up to \$30 through Qcells' Arcstream Energy Plan and VPP - this program will enable customers to combine their battery finance repayment with their energy plan subscription in one monthly bill. In addition, we provide you an opportunity to grow your business and offer a unique point of difference in the market.

About Plenti

Plenti is a fintech lender, providing faster, fairer loans through smart technology.

We offer award-winning automotive, renewable energy and personal loans, delivered by proprietary technology, to help creditworthy borrowers bring their big ideas to life.

Since our establishment in 2014, our loan originations have grown consistently, supported by diversified loan products, distribution channels and funding, and underpinned by our exceptional credit performance and continual innovation.

About Qcells

Qcells is one of the world's largest and most recognised solar PV and battery manufacturers.

Qcells offers Completely Clean Energy through the full spectrum of photovoltaic products, storage solutions, renewable electricity contracting and large-scale solar power plants. Qcells has a strong heritage that dates back to its foundation in Germany in 1999, where it became a true pioneer of advanced solar cell technology. The company is headquartered in Seoul, South Korea (Global Executive HQ) and Talheim, Germany (Technology & Innovation HQ) with its diverse international manufacturing facilities in the U.S., Malaysia, China, and South Korea.

As an affiliate of Hanwha Group, a Fortune Global 500 company and the seventh largest conglomerate in South Korea with total assets over \$197 billion, Qcells is both a trusted and bankable renewable energy partner for our customers worldwide.



What is the offer?

Accredited Qcells and Plenti installer partners who sell and install an eligible Q.HOME CORE battery on Plenti finance either as a standalone system or when coupled with a solar PV system will be eligible for a battery rebate.

Further, if the customer switches to the Arcstream by Qcells energy retail plan and VPP, an additional rebate will be applied.






Battery and VPP rebate amounts

Installation state	Battery rebate	VPP connectivity rebate
VIC	\$300	\$200*
NSW	\$300	\$200*
QLD	\$300	\$200*
TAS	\$300	\$200*
SA	\$300	\$200*
WA	\$300	N/A
NT	\$300	N/A
ACT	\$300	N/A

*VPP rebates only apply to installations in states and territories to which Arcstream Pty Ltd are licensed to operate.

Why is this program important?

By joining this program, you are able to provide your customers with an unrivaled solar and battery finance solution, whilst unlocking battery rebates that can help your business grow.

-  Unlock battery and VPP rebates of up to **\$500***
-  Market-leading 15 year battery warranty to help protect your customers
-  Guaranteed \$30 monthly VPP bill credits
-  No energy or VPP plan lock in contracts and no exit fees
-  Fast, simple and easy to understand finance options with loan terms up to 10 years

Arcstream energy retail plans



Arcstream is backed by the power of Qcells.

Choose your usage type

<p>Current average daily electricity usage</p> <p>Electricity needs</p>	<h3>STANDARD</h3> <p>less than 20kWh per day</p> <p>Mix of gas and electricity usage</p>	<h3>SPARK</h3> <p>approx. 25kWh per day</p> <p>2-4 person household, mostly electric use, especially for heating and cooling</p>	<h3>SHINE</h3> <p>greater than 30kWh per day</p> <p>More than 2 adults, all-electric usage, pool pump, thinking of EV</p>
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Retail energy plan

<p>Grid Energy subscription</p> <p>Daily supply charge/ grid connection</p> <p>Flat rate charge for extra Grid Electricity when you need it</p> <p>Comparison to Victorian Default Market Offer (VDO)</p> <p>Comparison to the QLD, NSW and SA Default Market Offer (DMO)</p> <p>PLUS bonus monthly credits (for being a member of our virtual power plant)</p>	<h3>\$59/mo</h3> <p>\$0.00 per day</p> <p>0c/kWh for up to 200kWh per month then 30c/kWh</p> <p>Over 40% less than the VDO</p> <p>Ranges from almost 40% to over 55% below the DMO</p> <h3>\$30 per month</h3>	<h3>\$69/mo</h3> <p>\$0.00 per day</p> <p>0c/kWh for up to 200kWh per month then 30c/kWh</p> <p>Over 30% less than the VDO</p> <p>Ranges from 30% to almost 50% below the DMO</p> <h3>\$30 per month</h3>	<h3>\$79/mo</h3> <p>\$0.00 per day</p> <p>0c/kWh for up to 200kWh per month then 30c/kWh</p> <p>Over 20% less than the VDO</p> <p>Ranges from over 20% to over 40% below the DMO</p> <h3>\$30 per month</h3>
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Detailed price comparisons of Arcstream's subscription offer to the Default Market Offer per DNSP. Visit <https://arcstreamprd.wpengine.com/arcstream-dmo/>.

Compatible with

<h3>Qcells batteries</h3>	<p>Q.HOME CORE 6.8kWh</p> <p>Or existing Q.HOME G2 4kWh or 6.3kWh</p>	<p>Q.HOME CORE 13.7kWh</p> <p>Or existing Q.HOME G2 8kWh, 12kWh, 12.6kWh or 18.9kWh</p>	<p>Q.HOME CORE 20.6kWh</p>
<h3>Solar PV</h3>	<p>> 5kW system new or existing</p>	<p>> 5kW system new or existing</p>	<p>> 5kW system new or existing</p>

How do I apply?



1

Solar battery quote acceptance

Installer provides a quote for the Q.HOME CORE solar battery system and provides the customer with the Qcells product flyer.



2

Plenti finance application

Installer submits a finance application via Plenti's broker portal. At this point, the customer will be required to acknowledge the finance terms and conditions.



3

Conditional approval rebate confirmation

Upon receipt of a Plenti finance application conditional approval, the installer will receive a voucher code which will be required to present to Qcells at time of battery purchase order to claim their \$300 rebate.



4

Installation of solar battery system

If in possession of a Q.HOME CORE system, installers can commence the installation of the solar battery system.



5

Loan funds disbursement

After installation is completed, installers must log into their Plenti portal and submit the relevant settlement information and confirm installation. Upon successful completion, loan funds will be disbursed directly to the installer's nominated bank account. Typically, funds are received within 24 hours.



6

Qcells connects the battery to their VPP

If the customer elects to take advantage of the Arcstream VPP bill credits, then they will be required to switch energy providers and sign up to an Arcstream energy plan and VPP via Plenti's finance application journey (when available) or via an Arcstream online landing page.

FAQs

The customer is already on an energy plan with a solar FiT, will they have to go on a new plan?

Yes. The customer will be required to switch to the Arcstream by Qcells energy plan to connect to the VPP. The Arcstream energy plan replaces the solar FiT with a guaranteed \$30 monthly credit for participating in the VPP (and in Victoria, the mandated minimum 5.2c solar FiT is also retained). The customer is free to leave the VPP at any time with no penalty.

What is the Arcstream energy plan pricing?

The energy plan is charged as a simple subscription – one monthly price to cover access to green grid energy, membership of the Arcstream VPP and monthly guaranteed VPP credits, and up to 200kWh per month of green grid energy. Like a broadband or mobile data plan, customers can use more electricity than their allocation in any month and will be charged a competitive flat 30c per kWh for any additional electricity. There are no daily supply charges, no variable rates, no discounts, and no additional charges. The energy plan subscription prices are subject to change over time.

My customer has an existing solar system, are there any minimum requirements to connect to the offer?

The solar system needs to be between 5kW and 9.5kW and operational.

Who does the Qcells rebate get paid to?

Upon receipt of a Plenti finance application conditional approval, the installer will be required to present this to Qcells at time of battery purchase order to claim their rebate. The rebate will be applied to the wholesale price of the solar battery system.

Can I sign up customers who have previously installed a Q.HOME CORE battery on Plenti finance to the Qcells solar battery rebate program?

The solar battery rebate is only applicable to new purchases and installs of Q.HOME CORE solar battery systems.

Need a hand?

We're here to help

Contact renewable support

Phone: 1300 502 028

Email: greenfinance@plenti.com.au

The Plenti logo is displayed in a bold, dark blue, sans-serif font.

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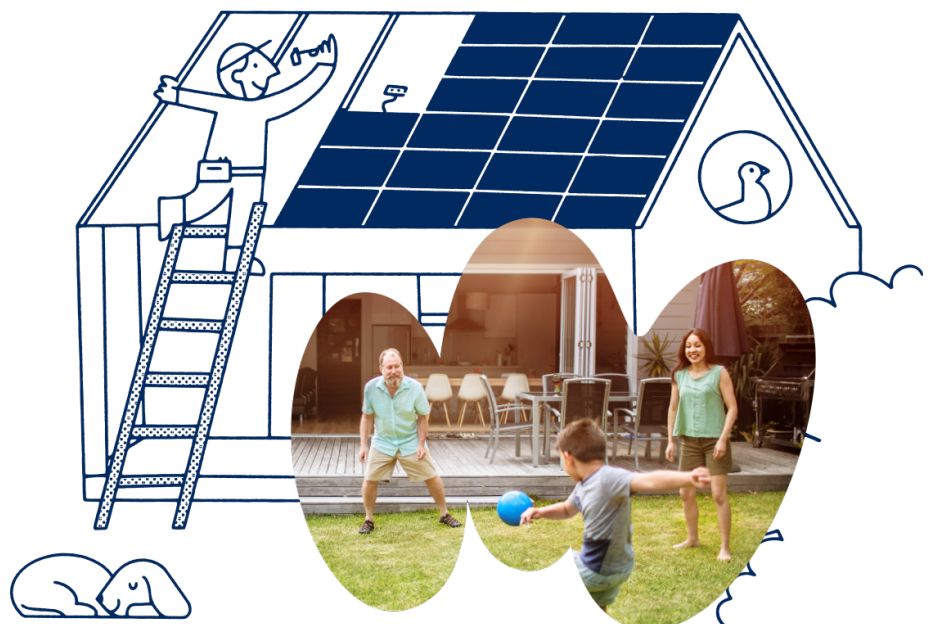
Victoria

Ben Fullard

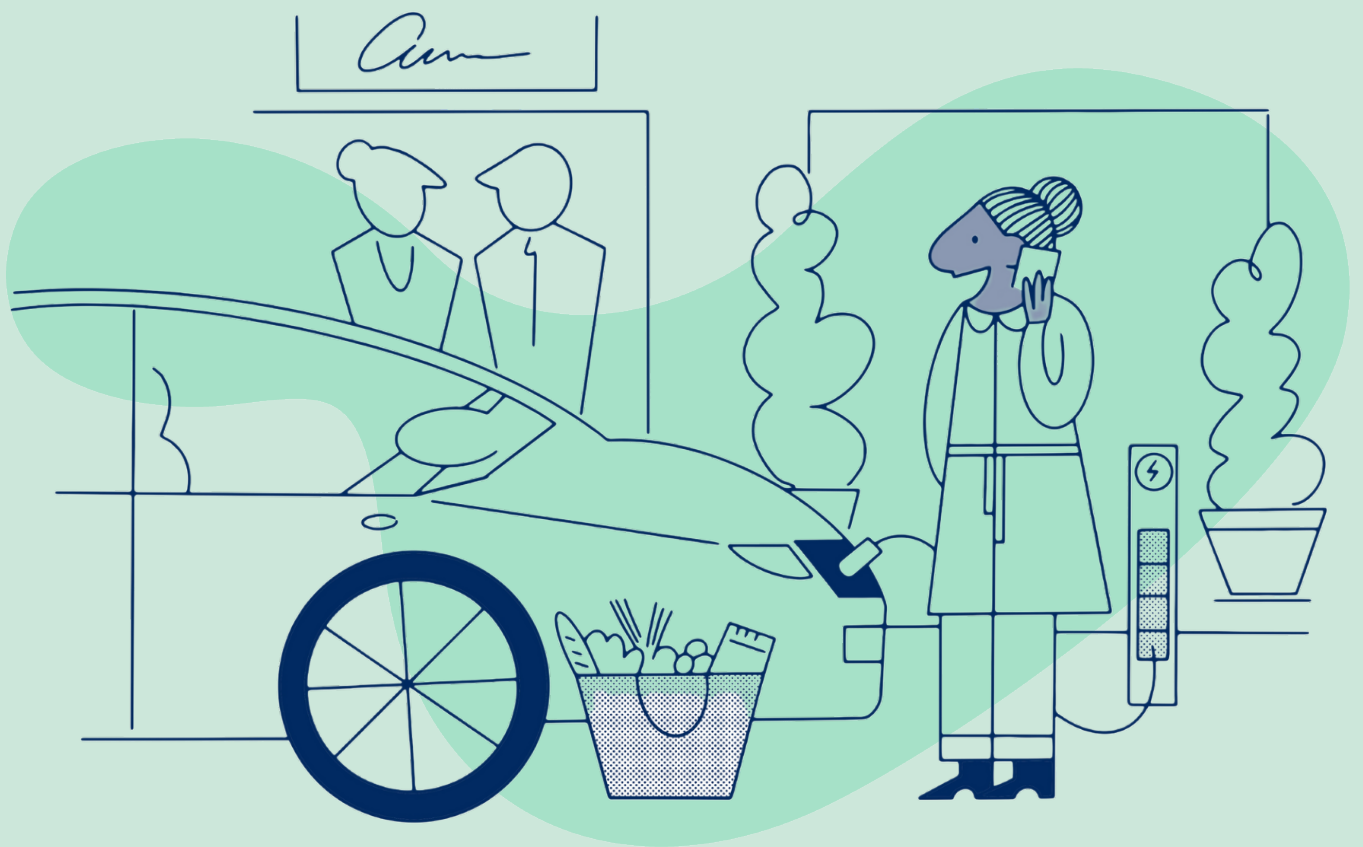
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For going green and never going back



All applications for credit are subject to lender credit approval.
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