

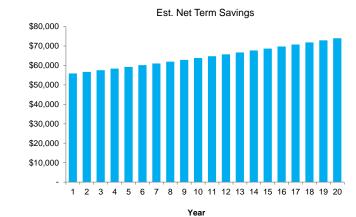
## **Customer Proforma**

Eversource

Inputs	
Utility	Eversource
Wtd. Avg. 2020 Basic Service*	\$0.1132
Distribution	\$0.0252
Transmission	\$0.0229
Transition	(\$0.0005
Basic Service Esc.	2.00%
SMART	
2020 Bill Credit Rate (\$/kWh)	\$0.1132
CEG Discount (%)	10.00%
Assumptions	
Annual Solar Degradation	0.50%
Term	20 Years

TOTAL:	10,567,640	5,411,213		4,936,270	3.862	46.71%	
Natick, MA	10,567,640	5,411,213	SMART	4,936,270	3.862	46.71%	
	(kWh)	Load (kWh)		(kWh)	(MWdc)	Covered by C3	
Location				CS	CS	Covered by C	
	Customer's Est.	Customer's		Offtake from	Offtake from	% of Load	

Customer's Est. Total Bill,	Customer's Est. Available Bill,	Bill credits from solar,	% of bill covered by	Payments to CEG,	Customer's net bill,	% savings from solar,
Pre-solar (\$)	Pre-Solar (\$)	Year 1	credits	Year 1	Post-solar	Year 1
\$1,107,943	\$567,328	\$558,544	50.41%	\$502,690	\$1,052,089	5.04%
TOTAL:		\$558,544	50.41%	\$502,690	\$1,052,089	5.04%



\*Eversource East Small Business Tariff

\$1,290,288 20-Year Term Savings

Savinge Analysis		

Savings Analysis																				
Year:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
Solar Production (kWh)	4,936,270	4,911,589	4,887,031	4,862,596	4,838,283	4,814,091	4,790,021	4,766,071	4,742,240	4,718,529	4,694,936	4,671,462	4,648,104	4,624,864	4,601,740	4,578,731	4,555,837	4,533,058	4,510,393	4,487,841
	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bill Credit Rate (\$/kWh)	\$0.1132	\$0.1154	\$0.1177	\$0.1201	\$0.1225	\$0.1249	\$0.1274	\$0.1300	\$0.1326	\$0.1352	\$0.1379	\$0.1407	\$0.1435	\$0.1464	\$0.1493	\$0.1523	\$0.1553	\$0.1584	\$0.1616	\$0.1648
Bill Credit (\$)	\$558,544	\$566,866	\$575,313	\$583,885	\$592,585	\$601,414	\$610,375	\$619,470	\$628,700	\$638,068	\$647,575	\$657,224	\$667,016	\$676,955	\$687,042	\$697,278	\$707,668	\$718,212	\$728,914	\$739,774
CEG Rate (\$/kWh)	\$0.1018	\$0.1039	\$0.1060	\$0.1081	\$0.1102	\$0.1124	\$0.1147	\$0.1170	\$0.1193	\$0.1217	\$0.1241	\$0.1266	\$0.1292	\$0.1317	\$0.1344	\$0.1371	\$0.1398	\$0.1426	\$0.1454	\$0.1484
CEG Subscription (\$)	\$502,690	\$510,180	\$517,781	\$525,496	\$533,326	\$541,273	\$549,338	\$557,523	\$565,830	\$574,261	\$582,817	\$591,501	\$600,315	\$609,259	\$618,337	\$627,551	\$636,901	\$646,391	\$656,022	\$665,797
TOTAL Net Savings (\$)	\$55,854	\$56,687	\$57,531	\$58,388	\$59,258	\$60,141	\$61,038	\$61,947	\$62,870	\$63,807	\$64,757	\$65,722	\$66,702	\$67,695	\$68,704	\$69,728	\$70,767	\$71,821	\$72,891	\$73,977

Pricing good through 6/30/20 Proprietary and Confidential