

Roth Symposium
March, 2022



iSun®



History Repeats Itself.



By 2035:

- These manufacturers will have transitioned exclusively to EVs in North America.
- It will be difficult (if not impossible) to buy a new ICE vehicle.

That's 13 years from now – the same timeframe between the two images above.



“The electrification of everything is coming...”

The average electric vehicle requires 30 kilowatt-hours to travel 100 miles.

This is essentially the same amount of electricity an average American home uses each day.

Imagine the implications.

“...and we are not ready for it.”

Increased energy demand from EV adoption and decarbonization will require an 1150% increase in solar deployment by 2035ⁱ.

ⁱUS DOE Solar Futures Study - September, 2021

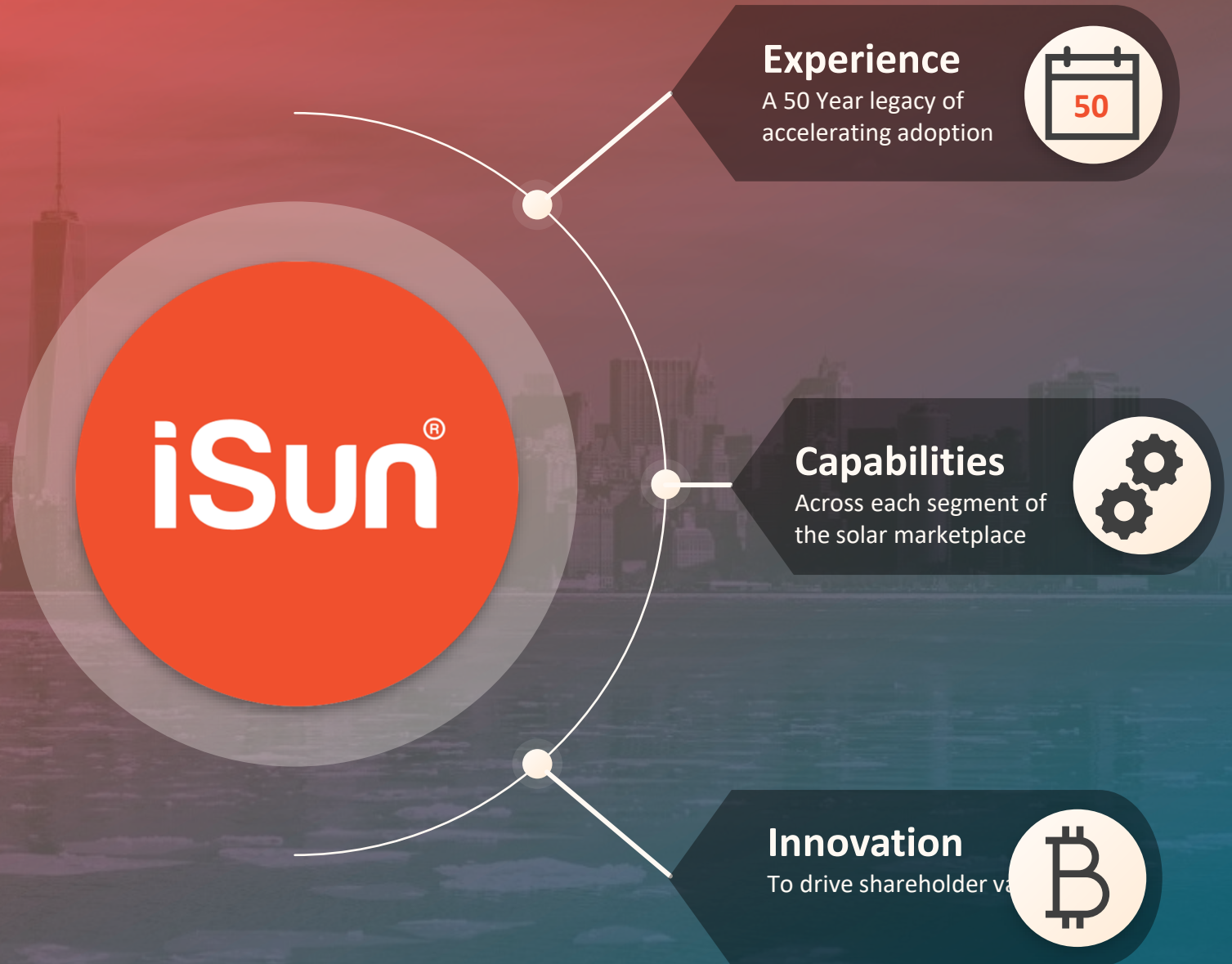
2021 Solar Production:
80 GW (~3% of US electricity demand)

2035 Solar Production:
1000 GW (37-42% of US electricity demand)

That's 10x the solar that's been deployed to date.



iSun is uniquely positioned in the marketplace to *address the generational opportunity presented by automotive electrification & decarbonization.*





Experience
A 50 Year legacy of
accelerating adoption



Most solar companies don't have 50 years of experience bringing technologically advanced projects to market.

For over 50 years, iSun has helped accelerate the adoption of proven technological innovations. From the clean-rooms used for IBM's silicone-chip production, to the networking Infrastructure that connected GE Healthcare to its medical provider customers, to the state-of-the-art F35 Flight Simulators used by the Vermont Air National Guard, iSun has a proud legacy as an electrical contracting enterprise at the forefront of technological advancement.

We're not like most solar companies.





Experience
A 50 Year legacy of
accelerating adoption



We are using our experience to accelerate solar adoption.

“Of all the innovations we’ve helped deliver, none have been as important as the transition to solar. iSun believes that clean renewable energy is the most important investment we can make. *We are driven to use our capabilities to accelerate the transition from dirty to clean energy.*”

***iSun CEO Jeff
Peck***





RESIDENTIAL SOLAR



sunrun

sunworks[®]
Solar PowerSunlight Financial[®]sunnova[™]iSun[®]

COMMERCIAL SOLAR

sunworks[®]
Solar Powersolar[®]edgeiSun[®]INDUSTRIAL
& MUNICIPAL SOLARAMERESCO[®]edf[®]ENERGYiSun[®]

UTILITY SOLAR

ORBITAL
ENERGY GROUP

CanadianSolar

ARRAY
TECHNOLOGIES

FTCSOLAR

iSun[®]

**Capabilities that meet
the evolving needs of
the marketplace.**

Completed in Q4 of 2021, iSun's platform establishes it as the only Solar contractor capable of addressing the unique needs of each segment of the solar marketplace. These capabilities ideally position iSun to be able to adapt to the rapidly evolving energy transition.



RESIDENTIAL SOLAR



COMMERCIAL SOLAR

INDUSTRIAL
& MUNICIPAL SOLAR

*Electric Vehicle Charging
Services*



*Development and Professional
Services*



*Operations & Management
Services*



**Some customer needs
are universal, not
segmented.**

iSun's suite of service offerings address the needs that will arise from the electrification of everything across each segment of the marketplace. These services not only drive growth, but also enhance profitability.



Innovation
To drive shareholder
value



Innovation that drives profitability.

iSun has leveraged its experience and breadth of capabilities to introduce innovative operational measures to enhance margin and create shareholder value.

DEVELOPMENT AND PROFESSIONAL SERVICES

Transforms the largest cost center associated with Solar EPC work into a high-margin revenue stream.

OWNED ASSETS FOR RECURRING REVENUE.

Off balance-sheets assets generate recurring revenue which is used to reduce the organization's cost structure.

DIGITAL MARKETING CAPABILITIES

Afford Customer Acquisition Costs (CaC) – the largest portion of total residential solar system costs – of \$0.36/W; 50% of the industry average.

STRATEGIC PARTNERSHIPS AND INVESTMENTS

Provide a pipeline of projects and afford visibility into new geographic markets.

**Enhance
operating
margins
&
EBITDA**



2022: Our transition from development to execution.

In 2022, iSun will transition from the development of its platform to its deployment.

Our timing couldn't be better.

The electrification of everything is already affecting consumer behaviors, and position iSun for strong growth.

Segment	2021	2022	▲
Residential		\$45m	
Commercial		\$15m	
Industrial and Municipal		\$55m	
Utility		\$50m	
Total:		\$42m	\$165m 392%

Segment	Company	Price	EBITDAX
Residential	NOVA (NYSE)	\$33.2	54.2x
C&I	SEDG (NasdaqGS)	\$305.5	32.3x
Utility	ARRY (NasdaqGM)	\$16.74	14.5x
EV	BLNK (NasdaqCM)	32.18	70.3*
Total: iSun (NasdaqCM)		\$6.5	4.7x

*Listed at EV / Revenue



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most important
investment we can
make.**

**We are driven to
use our capabilities
to accelerate the
transition from
dirty to clean
energy.**



