

DIRECT PAY DISTRIBUTOR PROGRAM

DIRECT PAY DISTRIBUTOR PROGRAM

Loanpal and Krannich have partnered to offer you a direct payment program that grants you access to Loanpal's financing platform and helps open your credit lines. Through the Distributor Direct Pay program, Loanpal will pay your purchase order/ invoice directly to Krannich once the loan is funded.

WHY LOANPAL FINANCING?

Best in industry
underwriting with
15-30% higher
approvals

Tech integrated,
instant approvals

Hyper responsive
partner
management team
helps you grow

Minimal
Documentation

ENROLLMENT & PROGRAM REQUIREMENTS

- 100 installations over company lifetime
- Satisfactory business credit, online reputation, business financials, and Better Business Bureau Rating
- Personal credit on ownership under 500 installs during company lifetime
- Cash Contract must include 2 copies of the Notice of Right to Cancel with a date of deadline filled in and Business License Number
- Borrower Proposal must have compliant tax credit language, lower than a 4% utility inflation rate escalator, the month 18 re-amortization spelled out and accurate production estimates

FINANCEABLE SOLAR READY ADD-ONS

- Re-roofing necessary for solar system install
- Necessary landscaping (ex. tree trimming)
- Main Panel Upgrades
- Trenching
- Rafter upgrades
- Generators
- Other additional scope items needed for install and function of the solar system
- Other Energy Efficient items up to 10% of the total loan amount

ADDITIONAL ITEMS THAT CAN BE FINANCED WHEN INSTALLED WITH SOLAR

- Smart Home Performance
- HVAC
- LED Lighting
- Windows + Doors
- Water Efficiency Products
- Landscaping + Turf

LOAN RATES, TERMS & UNDERWRITING

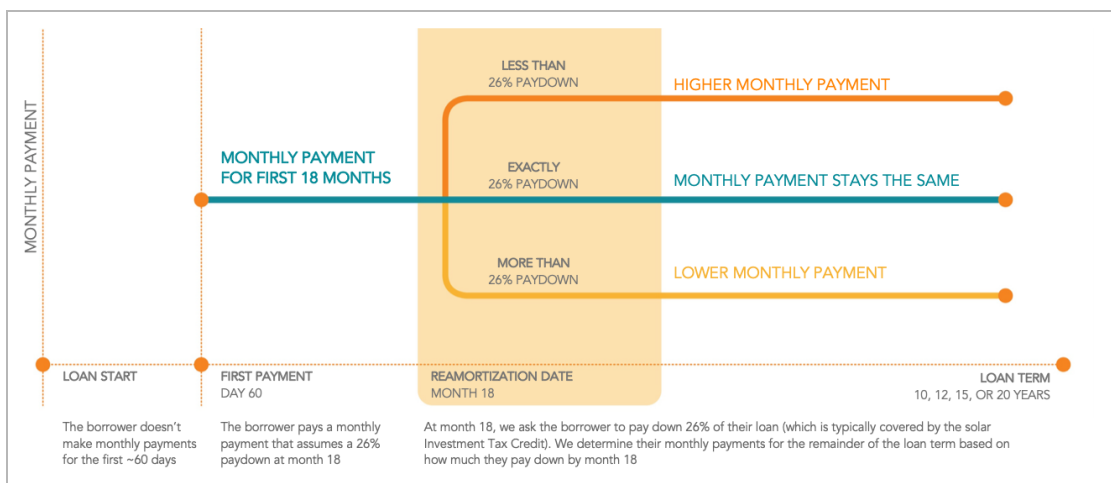
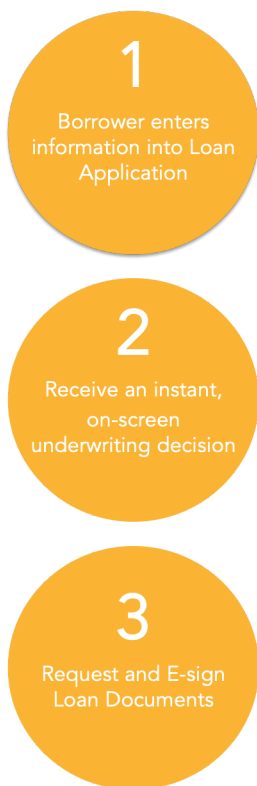
TENOR (YEARS)	APR OPTION
10	2.99%* - 4.99%
12	2.99%* - 4.99%
15	3.49% - 5.49%
20	2.99%* - 6.99%

*2.99% APR available to preferred partners only

- Dealer fees vary by installer loan volume
- All loans have UCC 1 filed on the Solar System when loan funds which can be lifted if the client needs to refinance their home
- Will finance two separate solar systems on two separate residences per customer
- Loanpal uses the highest score of all three credit bureaus
- Co-borrowers allowed (do not need to be a resident of home, on title, or related)

BORROWER EXPERIENCE & LOAN STRUCTURE

- Simple loan application with fast approvals
- Borrower doesn't pay for the first ~60 days from loan funding (which typically occurs once install is complete)
- Borrower pays a simple monthly payment for the first 18 months that assumes a 26% pay down by month 18
- Loan reamortizes at month 18 and the subsequent monthly payment reflects how much the borrower paid down before that date



Join the Direct Pay Program by getting an application from your Krannich Loan Financing representative.

LOANPAL CONTACTS

Eric Howarth
VP of Home Improvement
209 . 423 . 6795
ehowarth@loanpal.com

Leandra Righos
Director of Business Development & Home Improvement
916 . 838 . 1140
lrighos@loanpal.com