



## "FARMING THE SUN" BULK BUY PROGRAM 7

### Tier 1 - Qcell's + SMA Inverters

Strict Payment Terms - 10% deposit with customer acceptance form  
 - 40% progress payment when bulk buy triggered  
 - **final payment due on the day of installation**

### Single Phase Systems

System Size	STC Rebate	Market Price	Bulk Buy Price	% Discount	Finance Price
1.62	\$ 1,015	\$ 3,618	\$ 2,849	21%	\$ 3,059
2.16	\$ 1,330	\$ 4,854	\$ 3,822	21%	\$ 4,103
2.7	\$ 1,680	\$ 5,672	\$ 4,431	22%	\$ 4,837
3.24	\$ 2,030	\$ 7,069	\$ 5,566	21%	\$ 6,076
3.78	\$ 2,345	\$ 8,054	\$ 6,342	21%	\$ 6,923
4.32	\$ 2,695	\$ 8,967	\$ 6,951	22%	\$ 7,783
4.86	\$ 3,045	\$ 9,914	\$ 7,626	23%	\$ 8,539
5.4	\$ 3,395	\$ 10,705	\$ 8,235	23%	\$ 9,221
6.48	\$ 4,060	\$ 14,361	\$ 11,133	22%	\$ 12,793
7.56	\$ 4,725	\$ 16,317	\$ 12,649	22%	\$ 14,536
8.64	\$ 5,425	\$ 17,888	\$ 13,867	22%	\$ 15,936
9.72	\$ 6,090	\$ 19,827	\$ 15,252	23%	\$ 18,158
10.8	\$ 6,790	\$ 21,411	\$ 16,470	23%	\$ 19,609

**NET SOLAR METER**

Customer to contact electricity retailer to organise

**TRAVEL CHARGES FIRST 100KM RETURN FREE THEN \$1.50 PER KM**

### Three Phase Systems

System Size	STC Rebate	Market Price	Bulk Buy Price	% Discount	Finance Price
5.4	\$ 3,395	\$ 10,878	\$ 8,432	22%	\$ 9,442
6.48	\$ 4,060	\$ 13,309	\$ 10,317	22%	\$ 11,856
7.56	\$ 4,725	\$ 15,248	\$ 11,820	22%	\$ 13,583
8.64	\$ 5,425	\$ 17,077	\$ 13,238	22%	\$ 15,213
9.72	\$ 6,090	\$ 18,868	\$ 14,857	21%	\$ 17,073
10.8	\$ 6,790	\$ 20,737	\$ 16,075	22%	\$ 19,139

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#### FINAL CUSTOMER PRICE SUBJECT TO THE FOLLOWING:

1. Foreign exchange rate for the AUD against the USD to be above 0.74 cents at the time of placing each 200 kW bulk buy container order.
2. Small Scale Technology Certificates (STC) spot rate to remain above \$35 at the time of each customers installation.