

Order **Online**



2

Fulfillment **Offline**



# HahaSmart

Make Everyone Love Solar

## Key Problems We Solve



### For Contractor

- o High Soft Cost
- o Cashflow Shortage
- o Lower Margin
- o Lacking Finance Access
- o Limited Line of Credit

### For Homeowner

- o Time Consuming
- o Lacking Professional Knowledge
- o High APR of Finance
- o Low FICO Finance
- o Lack of Quality Control



### Manufacturers



CanadianSolar

Q CELLS

Panasonic

APsystems

SUNPOWER

## Competitive Advantages



### Accurate & Easy

- o Real Inventory Data
- o Real Price
- o Easy Online Step 1234
- o Accurate Algorithm

### Professional & Lower Cost

- o Local Qualified Service Team
- o High-quality Products
- o 50% Less Soft Cost
- o 30% Less Operating Cost
- o 25% Less Solar System Cost
- o Achieve 15%+ IRR

### Values to Partners

- o Free Software
- o More Exposure
- o More Orders
- o More Jobs



### Distributors

Fortune Energy

AEESOLAR

CED  
GREENTECH



### FinTech

goodleap

Sunlight Financial

EnerBankUSA

DIVIDEND

Energy Loan Network

sunnova

## VERTICAL INTEGRATION

## JEDI Barriers & Solutions



- o More affordable, more transparency for homeowners in underserved areas
- o Lower soft cost & operating cost for local EPCs in underserved areas
- o More jobs & finance in underserved areas
- o Higher quality & higher profit margin for a sustainable development



### Test Labs

ETL  
Intertek

DVE

NREL  
NATIONAL RENEWABLE ENERGY LABORATORY

## Future Roadmap – Plus Value



### AI Data Empowered Platform

- o Long Tail Market Penetration
- o Customized Solution
- o Automation Processes
- o Lifetime Data Monitoring

### Vertical Integrated Ecosystem

- o Supply Chain Vertical Integration
- o FinTech Embedded
- o Digitalized Logistic Service
- o Dual Warranty