



## RGS Energy Second Quarter 2017 Supplemental Financial Information

### Residential Segment Results:

(000's omitted)

	<u>2<sup>nd</sup> Quarter 2017</u>	<u>1<sup>st</sup> Quarter 2017</u>	<u>2<sup>nd</sup> Quarter 2016</u>
<b>Contract revenue</b>			
Sale and installation of solar system	\$2,212	\$3,362	\$3,175
Service	248	272	120
Leasing	12	13	14
<b>Contract expense:</b>			
Sale and installation of solar system	2,113	2,825	2,580
Service	398	267	260
Customer acquisition	<u>1,211</u>	<u>765</u>	<u>517</u>
Contract loss	(1,250)	(210)	(48)
Operating expense	401	357	845
Litigation expense	<u>55</u>	<u>80</u>	-
Operating loss	(1,706)	(647)	(893)
<b>Other Information:</b>			
Gross sales	6,402	2,953	3,673
Net cancellations	<u>1,870</u>	<u>1,646</u>	<u>2,249</u>
Net sales	<u>4,532</u>	<u>1,307</u>	<u>1,424</u>
Backlog	\$7,190	\$4,862	\$8,225
Number of rooftops installed	78	113	98

### Sunetric Segment Results:

(000's omitted)

	<u>2<sup>nd</sup> Quarter 2017</u>	<u>1<sup>st</sup> Quarter 2017</u>	<u>2<sup>nd</sup> Quarter 2016</u>
<b>Contract revenue</b>			
Sale and installation of solar system	\$496	-	\$1,575
Service	29	19	13
Leasing	-	-	-
<b>Contract expense:</b>			
Sale and installation of solar system	555	251	1,595
Service	93	51	31
Customer acquisition	<u>118</u>	<u>157</u>	<u>101</u>
Contract loss	(241)	(440)	(139)
Operating expense	291	365	152
Other expense	-	-	-
Litigation expense	-	-	-
Operating loss	(532)	(805)	(291)
<b>Other Information:</b>			
Gross sales	1,004	82	386
Net cancellations	<u>545</u>	-	<u>441</u>
Net sales	<u>459</u>	<u>82</u>	<u>(55)</u>
Backlog	\$2,495	\$2,530	\$4,757
Number of rooftops installed	12	-	16

**Corporate Segment:***(000's omitted)*

	<u>2<sup>nd</sup> Quarter 2017</u>	<u>1<sup>st</sup> Quarter 2017</u>	<u>2<sup>nd</sup> Quarter 2016</u>
General and administrative expenses	\$1,631	\$1,962	\$1,462
Stock based compensation	48	178	177
Depreciation	90	109	107
Operating loss	<u>\$(1,769)</u>	<u>\$(2,249)</u>	<u>\$(1,746)</u>