

Bankable Energy Projects

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28 June 2019

Will I get funding for my project?

Question 1:
Why am I fundraising?

Come with a clear ask.

Have I tapped all available sources of \$\$\$?

- Sales to customers
- Friends and family
- Grants
- Donors
- Crowdfunding
- Investors
- Government
- Etc.

What exactly will I be spending the money on?

- Overhead
- Working capital for daily operations
- Training / Upskilling
- Raw materials
- Staff retention
- R&D
- Capex for new projects

Have I tapped all
available sources of \$\$\$?

What exactly will I be
spending the money on?

SOURCES OF FUNDS

=

USES OF FUNDS

Question 2:

How well do I know my project?

Convince funders with data and solid plans.
Not just stories.

We've all seen this slide. What makes your energy solution different?

1.2 Billion people still do not have reliable access to electricity



Question #3:

If you weren't in your company, would you invest in your own projects?

Funders are risk averse.

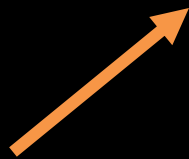
- What risks will a funder be taking if they finance your project?
- How can these risks be eliminated or minimized?

Does the business make
commercial sense?

Enterprise



Does the business make
commercial sense?



Impact

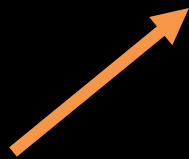


Financials

Enterprise



Can these claims be
backed with data?



Impact



Financials

Enterprise Risk

Counterparty Risk

- Is the borrower a legit entity?
 - Corporate documentation
 - Financial statements
 - Pays taxes?

Team!

- Management team
 - At least 30 hours of work / week
 - Track record
 - Are they staying on?
- Who's implementing the projects?
 - Hiring and training
- Advisors
 - To shore up skills not found in team

Business Model: Resource

- How reliable is the resource?
- How reliable will cashflows be?
- Resource analysis
- Long term averages | Short term volatilities

Business Model: Offtake / Demand

- Who will pay for my kWh?
- How reliable will cashflows be?
- Tariffs: Why are they set the way they are set?
- Ability to pay < > Willingness to pay

Business Model: Site Selection

- Who will pay for my kWh?
- How reliable will cashflows be?
- Site surveys? Demand surveys?
- How far is the national grid?

Business Model: Legal & Regulatory

- What happens when the grid arrives?
- Am I availing of all available incentives?
 - Subsidies
 - Tax breaks
- Is the project legally allowed to operate?
 - Permits, importation, funding

Project Specific: Construction

- Who's building?
- Can the project be built on-time and up to standard?
- Who pays for delays? Cost overruns?

Project Specific: Operations

- Who's doing O&M?
 - Is it easy to find people to do O&M?
 - Do costs make sense?

Impact

Not just spin.

- Address environmental concerns
- Social: not just # of connections
 - Employment
 - Income generation
- Quantify and monitor key metrics

Not just spin.

- Funders like additionality.
 - Will my funding unlock more funding?
 - Will my funding unlock the next big contract?
 - Growth story -> not just one project!

Financials

Cash!

- What are the key drivers of my cashflow?
- Are my cashflows subject to fluctuations outside my control?

Right size and right ask

- Know your numbers inside-out.
 - Total project cost
 - How do connections translate to cash?
 - Revenues – Cost = Profit
 - Tariffs* *Capex*
 - Volume* *Opex*
- Does the project cost / kW make sense versus peers?

Right size and right ask

- What kind of funding?
 - I want to pilot new equipment -> grant
 - I want partners with skills I don't have -> equity
 - I don't want to give up ownership and have predictable cashflows -> debt

Will I get funding for my project?

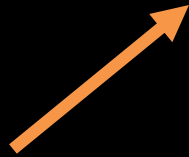
Come with a clear ask.

SOURCES OF FUNDS = USES OF FUNDS

Enterprise



Prove business viability
with data.



Impact



Financials