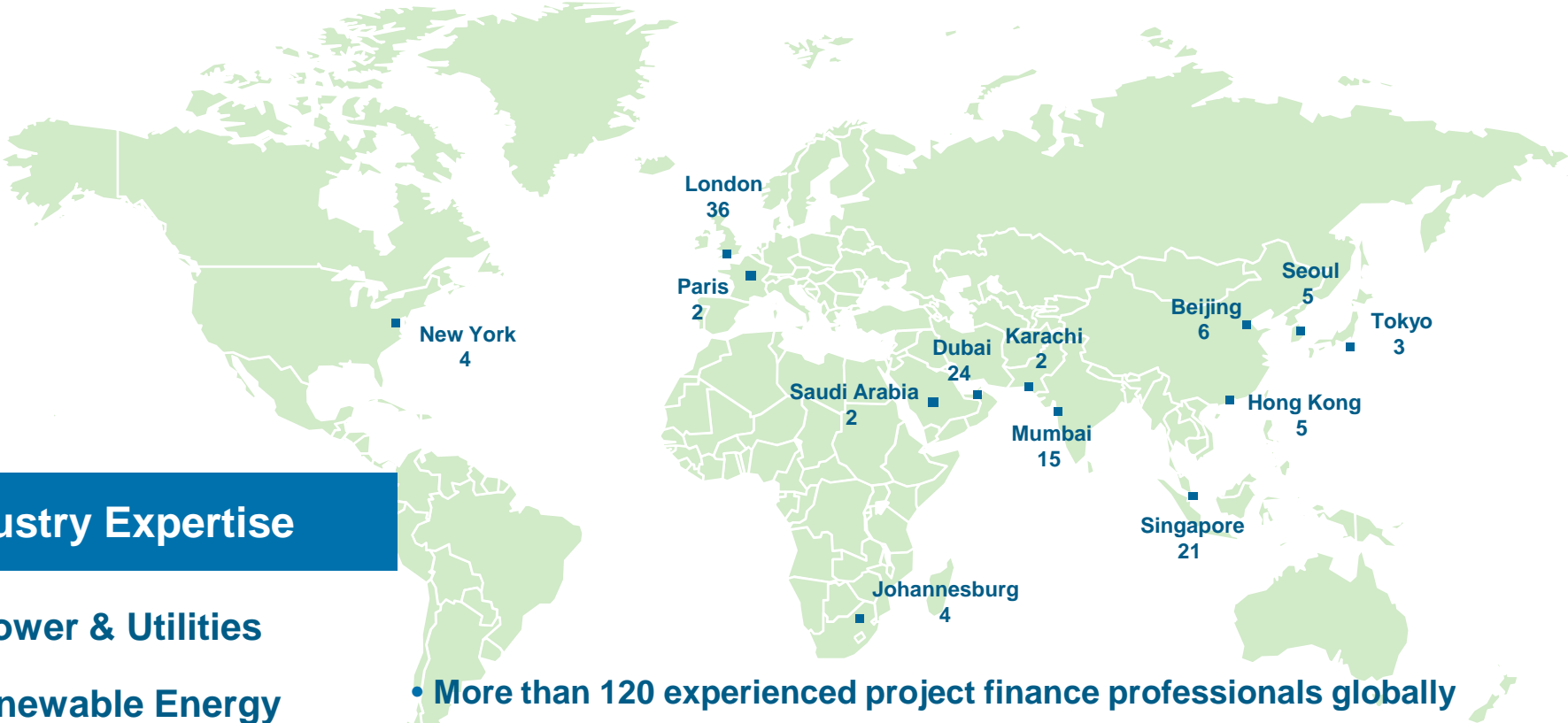




Solar Rooftop Financing

December 2012

Project & Export Finance Team



Industry Expertise

Power & Utilities

Renewable Energy

Transportation & Infrastructure

Metals & Mining

Oil & Gas

- More than 120 experienced project finance professionals globally
- India is a focus geography
- Middle East Project Finance team based out of Dubai while Asia (excl. India) primarily covered from Singapore
- Industry teams – headquartered in London

Extensive experience combined with deep sector knowledge

Project Finance

- Project Financing
- Financial Advisory
- Reserve Based Lending
- Corporate-hybrids
- Bridge Financing
- Mezzanine Financing

Specialised Finance

- Structured Finance
- Export Credit Agencies
- Multilateral Agencies
- Insurance Companies

Selected Solar Energy Credentials

25 MW Solar Project

USD 30 million


Mandated Lead Arranger
INDIA

Standard Chartered  Ongoing

Solar PV Project

Confidential

Structuring / Arranging Bank
USA

Standard Chartered  Ongoing

 協鑫光伏
GCL Solar

USD 84 million

Financial Structuring and Arranger of Solar Projects
USA

Standard Chartered  2011

 **CanadianSolar**

USD 10 million

Sole Structuring and Lending Bank
CHINA

Standard Chartered  2011

 協鑫光伏
GCL Solar

USD 105 million

Sole Mandated Lead Arranger for Construction Financing of solar projects
USA

Standard Chartered  2010

MUBADALA مبادلة
DEVELOPMENT للتنمية

EUR 400 million

Financial Advisor for a Thin Film PV Manufacturing Facility
UAE

Standard Chartered  2008

 DONGYANG ENGINEERING & CONSTRUCTION CORP.

USD 190 million

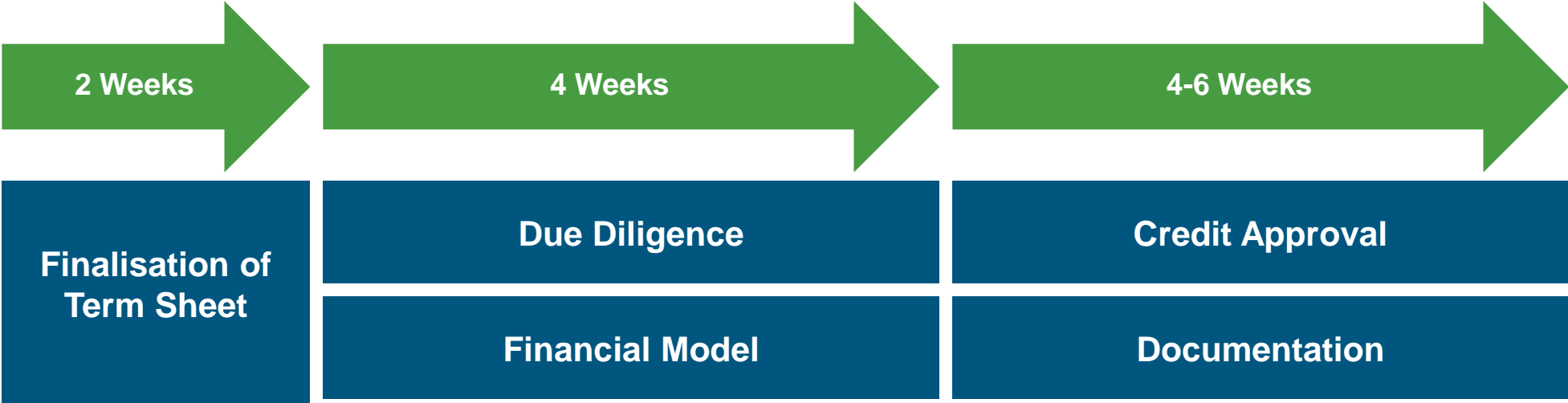
Financial Advisor / MLA for Financing of 24MW Solar PV Project
SOUTH KOREA

Standard Chartered  2008

Satisfactory risk mitigation framework and an ability to withstand reasonable technical, operational and financial downsides

- ✓ High leverage of c.70%
- ✓ Long-term debt – 10 years +
- ✓ Limited recourse to sponsors
- ✗ Long lead times
- ✗ Extensive DD exercise

Complex and time-consuming process



Due Diligence

Satisfactory risk mitigation framework and an ability to withstand reasonable technical, operational and financial downsides

Technical and Commercial

- Generation estimation
- Design, technology and construction
- Documentation
- Operations & Maintenance
- Offtake and despatch

Financial

- Financial strength of counterparties
- Source of equity
- Working capital
- Contingency reserves
- Insurance arrangements

Solar Rooftop – Key Financing Issues

Portfolio approach with sufficient diversification

- Offtake
 - Connectivity to the network
 - Credit profile of the offtaker
 - Theft of power
- Regulatory regime
 - Net metering and wheeling arrangements
 - Feed-in-tariffs
 - Ancillary benefits eg CER, CDM

Solar Rooftop – Key Financing Issues

- Rights over the rooftop
 - Certainty of long-term tenure
 - Sale and redevelopment risk
 - Conflict with mortgage provider
- Solar panels
 - Technology
 - Supplier experience and financial strength
 - Warranties
- Operations
 - Security (theft, vandalism)

Thank You !