



BRIDGE & YORK
CAPITAL PARTNERS



Debt Funding Your Bioenergy Project

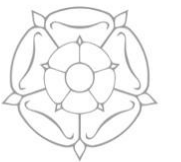


Bridge & York Capital Partners

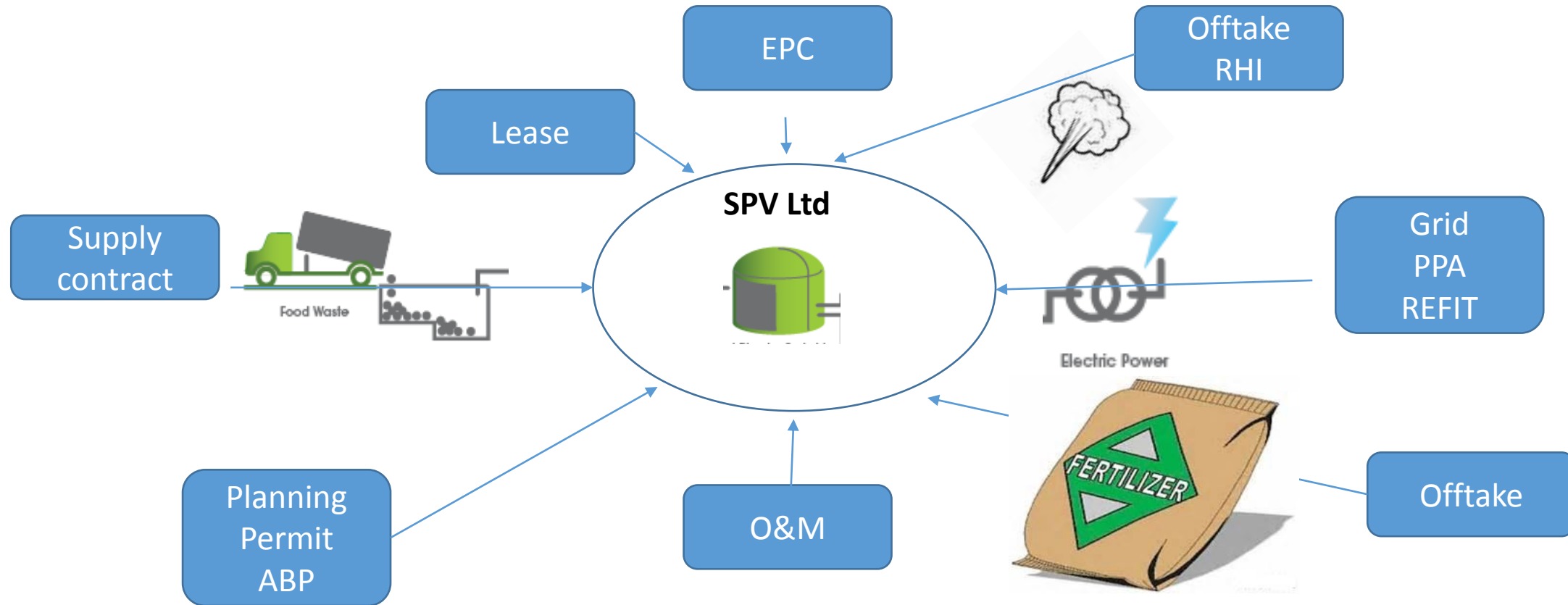
- Cover UK & Ireland
- Provide debt finance
- Access to 3 funds including our own
- Renewables specialism - AD, Biomass, W2E, Med Wind, Hybrid
- Deal size €500k - €50m



Finance Options

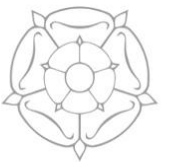


What does a project look like?



Technology

- Proven technology with reference sites using proposed feedstock
- Track record of delivering projects on time & can meet your timeframes
- Will provide an EPC or similar contract
- Will provide an O&M contract
- Will operate to Irish/UK contract standards
 - Delivery warranties
 - Performance warranties (EPC & O&M)
- Has financial resources to back up warranties



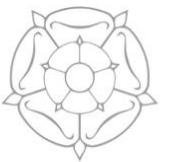
Feedstock

- Will need to be contracted
 - Quantity
 - Price
 - Quality
 - Term
- Link to technology provider's feasibility study
- No unsupported assumptions



Choosing your funder

- Don't waste time chasing miracles
- Have realistic expectations e.g. rates, risk
- Perform your own due diligence on funder
 - Do they have ready access to the funds?
 - What is their track record with similar technologies in Ireland/UK?
 - What are they offering ? Is it pure debt or are there equity slices, profit shares, conversions etc
 - Understand all fees, rates, secondary rentals, penalties etc



What will the debt look like?

Loan to Value/Cost (LTV)	70% - 90%
DSCR	1.2-1.4 times
Term	7- 10 (12) years
Rate	Will vary depending on structure/security
Security	Charge on shares, step in rights to all contracts and leases
Personal Guarantees/ Collateral	Possible to eliminate unless particular risks
Covenants	DSCR
Drawdowns	Construction or commissioning?



Financial Model

- Excel not PDF
- Keep it simple and transparent
- Facilitate sensitivity analysis (e.g. gate fees, performance)
- Base it off supplier's feasibility report
- Base case use warranted performance levels
- Base case should disregard "other income" or non contracted income e.g. digestate
- Incorporate Working Capital requirements



Recommendations

- Good legal team
- Make it fundable at every step
- Lock down your equity and keep them informed of debt terms
- Consider contractual requirements when choosing tech supplier
- Engage with funder early and get indicative terms
- Don't waste time – move on



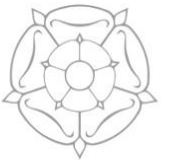
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