



PROGRAM GUIDE

Introduction

Now proven with our first three completed transactions The Crossway Capital Insurance Wrapped Project Finance (IWPF) program is being rolled out across the world. IWPF is delivered through a unique and powerful triumvirate of seasoned professional organisations:

1. Crossway Capital is the intake manager for the IWPF program, ensuring that our funding partner and the Lloyds insurance syndicate only gets to see those deals that they believe are viable, for funding and the insurance wrap. Also ensuring that full documentation is ready to the high standards expected by both the funding partner and the insurance syndicate.
2. IWPF's funding partner, based in London, provides access to banking & private capital sources ranging from UHNWI's and their Family Offices, private equity, sovereign wealth and other private and institutional debt and equity funds.
3. The Lloyds of London underwriting syndicate wraps up your project in a series of interlinked insurance policies covering all aspects from EPC performance, off-take and political risk, and other aspects directly relevant to your project. Effectively giving your project the Lloyds' 'A' credit agency rating providing a unique level of comfort for lenders and investors.

What IWPF will fund

We are most interested in projects that enhance the environment and life chances for the local population with a minimum deal value of USD/EUR100 million, with no maximum. These include:

- All renewable energy
- Airports/Ports
- Hotels and Resorts
- Hydro electric
- Infrastructure
- O&G
- Social housing and other social infrastructure
- Transport



Key Selection Criteria

- Strength of management team and/or project developer
- Experience and background of the Engineering, Procurement & Construction (EPC) Contractors
- Certainty of future income stream, ie: LOI's, PPA's, long term leasing and management contracts, concession agreements etc.
- Financial strength of off-takers.

How to apply to IWPF

The IWPF process is now well-established and proven to operate effectively with our pilot transactions. To ensure that you receive a first-class service and to eliminate any possible delays please comply with our procedures.

Step 1:

First we need a maximum five-page Executive Summary (ES) with the essential 'who', 'what', 'where', 'when', 'why' and 'how much' information embedded within it. Specifically:

- How much are you seeking to raise in EUR or USD. Minimum deal value is EUR/USD100 million with no maximum.
- The full name, address and registration details of your company.
- The nature and location of your project which needs to include (where appropriate) summary details of your feedstock and off-take agreements, your preferred or contracted EPC, environmental, planning and other permissions already obtained (and those that are still to be obtained) and all other key information which shows that your project is 'shovel ready'. Where available, please include websites of all main parties involved.
- When is your project scheduled to start, or is it 'subject to' an acceptable offer of funding? Include project key-stage timelines.
- Summary bio's of your key management personnel which must show that you have seasoned people directing finance, product/technical and sales/marketing operations.
- Explain the benefits of your project for the market and/or the people it will serve.
- Include a five year annual EBITDA projection.

You can include images in your ES if you think it will better illustrate what your project is all about. But the images will need to be specific to *your* project, rather than anything generic.

Please submit your project at the Crossway online [submission page](#). Please enter 'See ES' where you see the fields marked:

- Summary of any Off-Take Agreements, PPA or other revenue agreement
- Summary of Management Team Bio & Company Background
- A brief description of your project

Attach your ES as shown at the submission page and the Crossway office in your region will be back to you within a few days to advise if we can move your project forward with IWPF.

Step 2:

If your project is suitable for IWPF we will arrange for a conference call with you after which you will be sent our Engagement & Consultancy Agreement and our NCNDA (Non-Circumvention and Non-Disclosure Agreement) for your signature. Once this is done, we will then ask for full documentation. Please prepare these as attachments as many funders are reluctant to use Dropbox or similar services. Each file name must clearly indicate what it contains. If your file titles are comprised of your own internal references they will go to the bottom of the pile.

Our funding partner and the insurance syndicate are busy people and need things presented to them in a straightforward manner. If your file is the PPA with XYZ energy, title the file 'XYZ energy PPA'.

If your documentation meets the required criteria, it will be filed and forwarded to our funding partner in the UK.

Step 3:

Our funding partner has been a fixture in the City of London for many years and is now recognised by the world's leading private debt and equity providers along with other alternative funders as being amongst the world's leaders in this market. On acceptance by our funding partner, your project will be discussed with the Lloyds syndicate to confirm your project is something they want to 'wrap'.



On their agreement you will be sent a further NCNDA from the funding partner which will be followed by a 'funding structure blueprint' based on the interest they believe will be shown by their extensive funding sources. The actual blueprint will depend on the nature, location and other factors defining your project from a funding standpoint.

On your acceptance of the blueprint, and a conference call with the funding partner, you will be sent their fee agreement (usually 5% payable on completion) to sign. Crossway Capital is paid by the funding partner, there is no fee charged to you by Crossway Capital.

Step 4:

The Lloyds syndicate will review all your documentation in depth and produce a detailed and comprehensive questionnaire for you to complete.



Your project is endowed with the 'A/AA' rating assigned to the world's oldest and largest insurance market.

This is a critical part of the process and it is essential that you apply time and full diligence on the questionnaire. An accurate response to the questionnaire will avoid delays and question marks appearing over your project.

From the information you provide the premiums on the interlinked insurance wraps will be calculated and added to your capital requirement.

Your funder(s) will be happy to add this premium to your loan as it provides unique reassurance for them.

There is a one-off fee that the funding partner has to pay the Lloyds syndicate to prepare the insurance wraps for your project. The fee is dependent on the nature and complexity of your project but will not exceed GBP10,000. The funding partner will advise you of the cost during your conference call with them.

Step 5:

Once your insurance wraps have been finalised and documentation produced, the funding partner will present your project to the relevant investment sources. It is likely that discussion will already have taken place with some funders 'subject to' insurance documentation being produced.

The wrap often fulfils a large part of the funder's own due diligence processes, which will shorten the time frame to completion. Nevertheless, and from experience with our pilot transactions, it is worthwhile working towards a time-frame to completion of anywhere between six and nine months.

NOTES TO NEW FUNDERS:

- If you wish to join our funder's panel please contact our UK/Europe Senior Associate, David Rose at David@CrosswayCapital.com.au directly. He will arrange a conference call with our funding partner. Unless you are a 'known' name, you will need to provide POF to show you are a genuine funder. We will only respond to enquiries from direct funders, not investment banks or others who 'aggregate' funding for their clients.
- If you are a funder with projects in your pipeline and you wish to enhance their value with our insurance wraps, it will be necessary for your client to re-apply through our process. We will advise our funding partner that the deal is assigned to you and they will come to their own 'introduction' terms with you. We will arrange the necessary conference call.

A NOTE ON FEES

At no point will you be asked to pay any fees in advance, other than the preparation costs for your insurance wraps as described above. However, the funding partner works with a wide range of lenders and investors and all of them have their own fee structures.

It is possible that you may be asked to pay *closing* fees to cover lawyers, site visits where required, and other costs associated with finalising your transaction. These will be advised only when your deal is all set up to be closed.

Should this be the case you will be advised by the funding partner or directly by the debt or equity capital providers themselves.