



## PROGRAM GUIDE

### Introduction

The unique Crossway Capital Insurance Wrapped Project Finance (IWPF) program, delivering direct access to the U.S. capital markets for your project, is being rolled out across the world. IWPF is structured through a unique and powerful team of seasoned professional organisations:

1. Crossway Capital is the intake manager for the IWPF programme, ensuring that our capital markets partner (CMP) and the Lloyds of London insurance syndicate only get to see those deals that they believe are viable, for funding and insurance wrapping. Also guaranteeing that full documentation is ready to the high standards expected by both the CMP and the insurance syndicates.
2. IWPF's London-based CMP provides direct access to the U.S. capital markets along with 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 syndicates wrap your project in a series of interlinked insurance policies covering all aspects from EPC contractor performance, off-take and political risk, and other aspects directly tailored for your project. Effectively giving your project the Lloyds' 'A' insurance credit agency rating providing a unique level of comfort for lenders and investors.

### What IWPF will fund

We are primarily interested in projects that enhance the environment and life chances for the local population with a minimum deal value of \$/€/£100 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
- Technology



## Key Selection Criteria

- Strength of management team and/or project developer
- Experience and background of Engineering, Procurement & Construction (EPC) contractor.
- 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

To ensure that you receive a first-class service and to eliminate any possible delays please comply with our procedures.

### Step 1:

Please contact the following according to your region:

<b>Americas:</b>	Howard Wilson, Regional Director	<a href="mailto:howard@crosswaycapital.com.au">howard@crosswaycapital.com.au</a>
<b>Asia Pacific:</b>	Johnny Jalin, CEO	<a href="mailto:johnny@crosswaycapital.com.au">johnny@crosswaycapital.com.au</a>
<b>EMEA:</b>	David Rose, Regional Director	<a href="mailto:david@crosswaycapital.com.au">david@crosswaycapital.com.au</a>

You will be contacted directly with a short intake questionnaire which we will ask you to return with your executive summary, teaser or elevator pitch. For guidance on how to produce an executive summary please click [HERE](#).

We will come back to you within a few days advising if we believe we can take your project forward.

### Step 2:

We will then arrange for a conference call with you after which you will be sent combined fact-find/three-way NCNDA (Non-Circumvention and Non-Disclosure Agreement) for you to complete and sign. The NCNDA is between yourself, Crossway and the Capital Markets Partner (CMP). We will also ask you for documentation supporting your project's 'shovel ready' status. Please prepare these as attachments as many funders we work with are reluctant to use Dropbox or similar services. Each file name must clearly indicate what the file contains.

Our CMP and the insurance syndicate need your documents prepared and presented in a straightforward manner. If your file is the PPA with XYZ energy, title the file 'XYZ energy PPA'.

If your supporting documents meet the required criteria, they will be forwarded to capital market partner in the UK as a formal submission.

### Step 3:

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



Once approved in principal by the underwriters you will be sent a further NCNDA from the CMP which will be followed by a 'funding structure blueprint' based on the interest they believe will be shown by the capital markets or their own extensive sources of private capital. 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 CMP, you will be sent their engagement and fee agreement (in the region of 5% payable on funding) to sign. Crossway Capital is paid by the CMP, there is no fee charged to you by Crossway Capital.

### It is now time to involve your bank...

At this stage it will be necessary for you to advise your bank that you anticipate an offer of funding, in which they will need to be involved. Your Funding Blueprint and Engagement Agreement are strictly confidential between yourself and the CMP and must not be shared, with anyone. But you can send your bank this IWPF Guide and ask them to click the link below in order to get an understanding of the structured financing. You will already have given the CMP your banking contacts and he will be in touch with them directly to start the structured financing process:



### Major Projects Worldwide Can Now Directly Access U.S. Capital Markets

How a little known banking instrument, in use for 30 years in the U.S., can now be exploited by major projects, and their banks, worldwide

Bankers are requested to click the LinkedIn logo above to view the article published there on how they can participate in the structured financing for the funding offer which has been made to you. It will be necessary for your bank to introduce their project and structured financing team(s) to your transaction.

Your bank is not required to contribute in any way to the financing and there is no risk to them. They are simply the conduit through which your funds are channelled to you through the IWPF structured financing.

#### Step 4:

The underwriting 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 must be paid to the underwriters 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 CMP 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 or lending 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.

#### COSTS AND 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.

The project must pay standard *closing* fees to cover lawyers, site visits where required, and other costs associated with finalising your transaction. These fees cover legal, securitisation and the many other required and customary elements involved in a deal closing.