



Suntrace provides

- Advisory on solar markets and projects
- Integrated approach with essential project development resources to reach bankability
- Extensive track record in developing viable business models and financing solutions in dynamic market environments
- Multiple decades of hands-on management experience
- Over 5 bn USD capital (debt & equity) raised for power plants in over 10 emerging markets

Selected Credentials

- Advisory to strategic and financial investors on solar markets in Europe, MENA, Latin America, Sub-Saharan Africa
- Project development service for 550 MW accumulated PV capacity in Mexico, Namibia, Spain, South Africa
- Financial advisor for 125 MW CSP power plant development in South Africa
- Financial feasibility analysis of large scale PV and CSP plants in India
- Structuring of Renewable Energy Project Development and Investment Platform for the MENA Region

✓ **Deal Sourcing**

✓ **Development Services**

✓ **Deal Execution & Investment**

Deal Sourcing

Suntrace services enhance your own reach to originate and develop attractive solar projects into bankability and investability, on a highly cost-efficient basis to fit your investment criteria.

Greenfield

- Comprehensive market studies
- Investment advisory
- Business case development
- Pre-feasibility studies
- Project development strategy
- Deal identification

Brownfield

- Market sounding
- Project identification
- Project qualification
- Local partner search
- Joint development agreements
- Mergers & Acquisition



Mandated Project Development Service

Suntrace provides an international team of financial, technical and meteorological experts to provide best practice development, management and support. Specialised in dynamically evolving market environments, our systematic approach reduces risk, increases development efficiency and focuses on the best way to reach project bankability and investment realisation.



- Red-flag and fatal flaw report
- Detailed feasibility study
- Identifying missing elements for investability/bankability
- Site assessment and solar resource assessment
- Technical concept, financially optimised
- O&M selection
- Energy yield
- Financial yield
- EPC selection

Deal Execution & Investment

Suntrace has many years of experience in commercial & financial negotiations that have secured bankable & investable projects. Suntrace professionals can look back on a personal track record of over 4 000 MW conventional and renewable energy projects developed, financed, constructed and operated in Africa, Latin America, the USA, Asia and Europe.

- Raising equity for the development, construction and operation phases
- Transaction support
- Terms and conditions and negotiation
- Raising debt for construction and operation
- Debt financing strategy and transaction structuring
- Negotiation process support
- Financial closing



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