GREEN FINANCING & DEBT SYNDICATION · STEP 03 · MARKET & NEGOTIATE · REPORT

Term-Sheet Benchmarking Matrix

Side-by-side comparison of all indicative term sheets received, normalised to a common structure for apples-to-apples evaluation.

Worked example (anonymised): Standalone Battery Energy Storage System, DISCOM-anchored capacity contract · 150 MW / 300 MWh · Western India. A special purpose vehicle seeking INR 620 Cr senior debt for a standalone BESS project with a 12-year capacity contract; process targeted a mix of infrastructure-focused NBFCs, a multilateral DFI and two private banks.

Illustrative sample image

Sample excerpt · Indicative Term Sheet Comparison – Senior Debt Tranche (INR 620 Cr)

Lender	Amount (INR Cr)	Tenor (yrs)	Pricing (bps over 3M T-Bill)	Min DSCR	Upfront Fee (%)	Prepayment Lock-in
Bank A	620	14	285	1.20x	0.75%	3 years
NBFC B	600	12	310	1.25x	1.00%	None
DFI C	620	16	255	1.15x	0.50%	5 years
Infra Fund D	500	10	340	1.30x	1.25%	2 years

Notes

- Pricing normalised to remove differing benchmark rates for true comparison
- DSCR and lock-in terms often traded off against headline pricing

What happens in this step

1. Finalise lender long-list (10–15 institutions) matched to ticket size, tenor appetite and sector comfort
2. Circulate Information Memorandum and open a controlled virtual data room with tracked access logs
3. Host management presentations and site visits; manage structured Q&A; across all lenders simultaneously
4. Solicit indicative term sheets within a fixed 2–3 week window to preserve competitive tension

5. Build a side-by-side benchmarking matrix across pricing, DSCR, tenor, fees, security and covenants
6. Run parallel negotiation rounds — playing lenders off each other on the toughest 4–5 terms
7. Down-select to 2–3 final lenders for binding term sheet and definitive documentation negotiation

Outcomes

• 3–5 competitive term sheets benchmarked, converting a single-source quote into genuine price discovery
• Typical reduction of 40–70 bps in all-in cost of debt versus first-round offers
• Improved covenant headroom (DSCR, leverage, distribution locks) through parallel negotiation leverage
• Clear, board-ready recommendation with documented rationale for lender selection

Want this for your project? Write to info@growthifye.com or use the Contact page — we will scope the real deliverable set for your capacity, state and lender requirements.

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