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

# Negotiation Tracker Dashboard

Live tracker of open negotiation items across all shortlisted lenders, updated after every call to maintain leverage and momentum.

**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 · Open Items Tracker – Covenant & Structure Negotiation

| Clause | Original Ask | Counter-Proposal | Status | Owner |
|---|---|---|---|---|
| Min DSCR | 1.30x | 1.15x with cash sweep above | Agreed | Advisor |
| Debt Service Reserve | 6 months | 3 months + LC backstop | Negotiating | Advisor |
| Change of Control | Lender consent required | Notification only, buyout right | Negotiating | Sponsor |
| Prepayment Penalty | 2% flat | Stepped down 2%→0.5% over tenor | Agreed | Advisor |
| MAC Clause Scope | Broad | Narrowed to project-specific events | Open | Legal Counsel |

## Notes

- Updated weekly and shared with sponsor for real-time visibility
- Used to sequence which lender concessions to leverage against competitors

## 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.