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

Final Lender Recommendation Memo

Weighted scoring and qualitative rationale supporting the recommended lender(s) for definitive documentation, presented to the sponsor's investment committee.

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.

Sample excerpt · Lender Shortlist – Weighted Scoring Summary

Criteria	Weight	Bank A	DFI C	NBFC B
All-in Cost of Debt	35%	8/10	9/10	6/10
Tenor & Structuring Flexibility	25%	7/10	9/10	6/10
Covenant Flexibility	20%	6/10	8/10	7/10
Execution Certainty / Speed	15%	8/10	6/10	9/10
Relationship & Future Facility Access	5%	7/10	8/10	6/10
Weighted Total	100%	7.3	8.3	6.7

Notes

- Scoring criteria and weights agreed with sponsor prior to bid receipt to avoid post-hoc bias
- DFI selected as anchor lender given superior pricing and tenor despite longer diligence timeline

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.