



GREEN FINANCING & DEBT SYNDICATION · STEP 02 · STRUCTURE · REPORT

Term Sheet Comparison Matrix

Side-by-side comparison of indicative lender term sheets to support instrument and lender shortlisting ahead of the Market & Negotiate phase.

Worked example (anonymised): Standalone BESS Capital Structuring · 300 MW / 600 MWh · Western India. DISCOM-awarded capacity contract with availability-based payments; sponsor evaluating blended senior + green mezzanine structure to fund EPC and 15-year O&M; reserve.

Sample excerpt · Indicative Term Sheet Grid

Lender Type	Instrument	Margin over benchmark	Key Covenant	DSRA Requirement
Domestic Bank A	Senior term loan	2.75%	Min DSCR 1.25x	6 months
Green Bond Investor B	Green NCD	2.45%	Use-of-proceeds certification	3 months + trustee reserve
NBFC/Infra Fund C	Mezzanine	EIRR 15%	Cash sweep post base debt	Nil (structural sub)
Multilateral D	SLL (concessional)	1.9% + KPI ratchet	Annual KPI audit	6 months

Notes

- All terms indicative pending credit committee sign-off
- Final selection deferred to negotiation stage

What happens in this step

1. Review project cash-flow model, revenue contracts and risk allocation to determine debt capacity and optimal tenor bands
2. Screen eligible instruments — SLLs, green/climate bonds, ECB, non-recourse project finance, mezzanine/subordinated debt — against RBI/FEMA and green-taxonomy criteria
3. Model blended tranche structures (senior + mezzanine + green tranche) to test DSCR, leverage and pricing outcomes under multiple scenarios
4. Define KPI/SPT frameworks for sustainability-linked pricing ratchets and align with target certifications (e.g. CBI, LMA/APLMA Green Loan Principles)
5. Assess security package, cash-waterfall and covenant package for each instrument option, including DSRA, MMRA and step-in rights
6. Prepare comparative term-sheet framework and recommend the instrument mix, with rationale, to the client's investment committee
7. Finalise financing structure memo and hand over to Market & Negotiate phase with lender long-list and pitch materials

Outcomes

- A financing structure with instrument mix matched to project risk, tenor and cost-of-capital objectives
- Quantified debt capacity and sculpted repayment profile validated against downside scenarios
- A defensible, lender-ready term sheet comparison to accelerate the negotiation phase
- Reduced blended cost of capital through appropriate use of green/SLL pricing incentives

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.