



**Project Review Form**

**ATS has been around for more thirty years**, has completed thousands of projects doing what we do best – Growth, Funding, and Procurement. To learn more about our history, who we are, with what we do, click <https://atspg.com/po>

**We are consultants who are experts** in project assessment, due diligence, working with exclusive capital sources who are legally established and registered. Our team consists of global leaders who know each industry better than most (we are not broker dealers who deal with securities).

**Questions 1 – 7 must be a YES for Further Project Review (Answer ALL Questions with Details)**

#	Funding Question Column 1	“X,” Yes, No Column 2	Type in Your Project Details to Each Question Below Column 3
1	Is your project \$100 Million to \$5 Billion+?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Type in U.S. Dollar amount desired for your project below: \$
2	Does your project fit the areas we review? What Type of Project(s)?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Project industry review: Biofuel, Biomass, Carbon Emission Control Projects, Commercial Real Estate, Energy Storage, Environmental Social and Governance Projects, Geothermal, Hospitality, Hydro Power, Infrastructure, LNG, Mining, Natural Gas, Oil and Gas, Solar, Sustainable Real Estate, Tech, Telecommunications, Water Production and Conservation, Wind. Type in the industry / industries with details below:
3	Is your project shovel ready?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Type in details about being shovel ready below:
4	Are you the client (project owner)?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Type in the information requested below: Full First and Last Name: Position / Title: Legal Company Name: Legal Company Address: Email Address: Phone Number: WhatsApp Number:



5	<b>Project location: the US, Canada, the UK, Western Europe?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	Type in the City, State / Province, and Country project location below:
6	<b>Financing Collaterals Options. Do You Have the Expected Collaterals?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	Type in details below about what your collaterals are from the ***Acceptable Collaterals*** listed below under Question #9:
7	<b>Is your project located in these countries?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	We review projects in the countries listed below: The U.S.; Canada; the U.K.; France; Germany; Ireland; Luxembourg; Netherlands; Spain; Switzerland; Australia, Austria; Belgium; Denmark; Sweden.  What country is your project located in:
8	<b>How long has the project been in the market for funding?</b>		How many months / years? If more than a year, explain the reason(s) why the project is still in the market:
9	<b>Do you have another firm engaged in procuring financing (multiple requests may affect the project reputation)?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	Provide any details below:

**\*\*\* Acceptable Collaterals \*\*\***

**This is a Necessity for All Projects (Projects need to be Prime Investment Grade Including):** Bankable investment grade collateral, Moody's, S&P, or Fitch AAA or AA. This would include the offtake agreements and feedstock agreements. They need to be long term offtake and feedstock agreements with blue chip companies or companies that are investment grade. The countries also need to be investment grade with low AML (Anti Money Laundering) risk.

**The Lender (non-bank e.g., institutional funds, family offices) Requires the Ability to Place Collaterals such the following:** SBLCs, BGs, Corporate Guarantees, offtake agreements, e.g., long- term supply agreements, power purchase agreements, etc., Government bonds, municipal bonds, sovereign bonds, treasury bonds. No Upfront fee if the project brings the investment grade collateral. Hard assets are not principal collateral but used for credit enhancement.

**Acceptable Collaterals (Principal – Bankable Offtake Agreements):** Offtake agreements takes various forms such as: An offtake agreement may be made with a purchaser for the purchase of any output



produced by the project, in order to divert market risk away from the project company and the lenders. In this agreement, the offtake purchaser has to pay for an amount of project service or procure a certain amount of project output over a given time. It therefore provides a secure supply of the required product for off taker, and the ability to sell its products and secures the project payment stream for the project company. Project financing is used by many companies as a suitable way for fulfilling large projects in a number of situations such as: natural resources project (mining, oil and gas), independent power project in the electricity sector, also for public infrastructure example: roads, transport, public building, and also for the explosive growth in mobile telephone networks worldwide. Furthermore, there are a number of typical characteristics of project finance for instance: through a special purpose legal entity, which is provided for a ring-fenced project and usually, for a new project, not an established business. Moreover, there is a high ratio of debt to equity and there are no guarantees or limited guarantees from the investors for the project finance debt and lenders to be generated by the project for repayment and interest, only the future cash flow projected. Project company agreements are the main security for lenders. The project agreements may include two types of agreements: the first one is a Project Agreement, which may be either an Off-take Agreement or a Concession Agreement. The second one is Other Project Agreements such as Turnkey Engineering, Procurement and Construction (EPC) contract, Input Supply Contract, Operating and Maintenance (O&M) Contract and Government Support Agreement.

**Secondary Collaterals may be used solely as a Secondary Source of Collateral When the Principal Collateral Exist:** Debt Instruments (e.g., corporate bonds, US treasuries, municipal bonds, etc.); Credit Enhancements; Future Contracts; Offtake Agreements; Bank Guarantees (Major banks only); Letters of Credit (investment grade); Investment Portfolio (traded securities, bonds, commodities, cash, etc.); Insurance Guarantees; Corporate Guarantees; Sovereign Guarantees.

**Collateral Definition:** The term collateral refers to an asset that the lender accepts as security for its project to finance loans. Collateral may take the form of multiple types of security for each specific project. Since a lender provides 100% of the project funding (i.e., the whole capital stack), it can utilize many different collateral types to fund the entire project. The collateral acts as a form of protection for lenders.

**If the Project or Borrower Defaults on the Loan Payments:** The LENDER can seize the collateral and recoup its losses. Collateral is an item of value used to secure the project financing (the loan); If a project owner/borrower defaults on the loan, the lender can seize the collateral and recoup its losses; Collateral minimizes the risk for the lender; Collateral provides validity for the project and its likelihood of success.

**How Collateral Works:** Before the lender issues the funding, we need to know that the project can repay the loan and protect the LENDER's interest. That is why collateral is necessary and is a form of security to safeguard the lenders' funding. In some cases, collateral can be temporary. For example, there are not any initial assets typically since the construction of the facilities or buildings is not finished



during the construction phase, so temporary collateral is used in its place. It ensures that the project (borrower) keeps up with its financial obligation until the project is completed.

**Many Collateral Forms:** It usually relates to the nature of the project funding loan. For example, institutional credit is used as a form of security from a credit-worthy (credit-rated entity with a credit rating from Moody's, S&P, or Fitch) co-signer or borrower. The collateral for a project finance loan is the pledge of interest into the credit-worthy borrowing group (project receiving the funding) and all the project's assets.

**We Do NOT Provide:** Venture Capital, capital risk investment; Commodities trading; Financing of distress assets or operations; Securities trading; Securities' transactions, capital raising, etc.; Hedge fund transactions; Wealth management; Not broker-dealers as defined by SEC regulations.

**We are in the Project Financing Procurement Space:** Project finance is the funding (financing) of long-term infrastructure, industrial projects, and public services using a non-recourse or limited recourse financial structure. The debt and equity used to finance the project are paid back from the cash flow generated by the project. One of the primary advantages of project financing is it provides for off-balance-sheet financing of the project, which will not affect the credit of the shareholders, or the government contracting authority and shifts project risk to the lenders in exchange for which the lenders obtain a higher margin. Other examples of project finance include mining, oil and gas, and buildings and constructions. Typically, the financing is made up of debt. Capital stack ranks the priority of various sources of financing. Senior and subordinated debt refer to their rank in a company's capital stack.

**Projects Review and Fund (we use a premium project financing procurement team):** Only premium projects make it through the term sheet; U.S., Canada, UK, and other prime project nations; Projects with long-term purchase/sale agreements (e.g., PPA, SPPA, offtake agreements in general with investment grade rating); Projects with greater values of more than \$100 Million; Income Producing U.S. real estate properties e.g., resorts and hotels with recognized operating agreements with international hotel chains. The projects we carry are "premium projects" with premium investment grade; We fund 100% of premium projects.

**Real Estate Projects:** It is important to own the construction site and its valuation by certified appraisals as well as other related assets with respective appraisal (see guidance and approach separately).

**Once we receive your email back with YES or NO, requested details when specifically required to each question and comments needed:** If you fit our criteria, we shall share our required client intake form and next steps with you. Many responses to the questionnaire are overly summarized when additional details are required (need details).

**Thank you for taking the time to complete the questions for us to better understand your project.**