



2024

Trina Capital Solutions

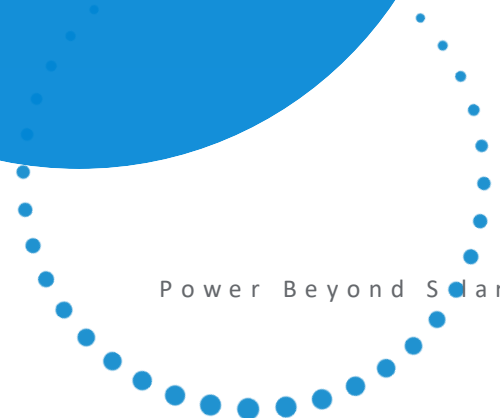
pv magazine USA Week

A Solar-Powered Economy
October 22-24, 2024 | Virtual Event

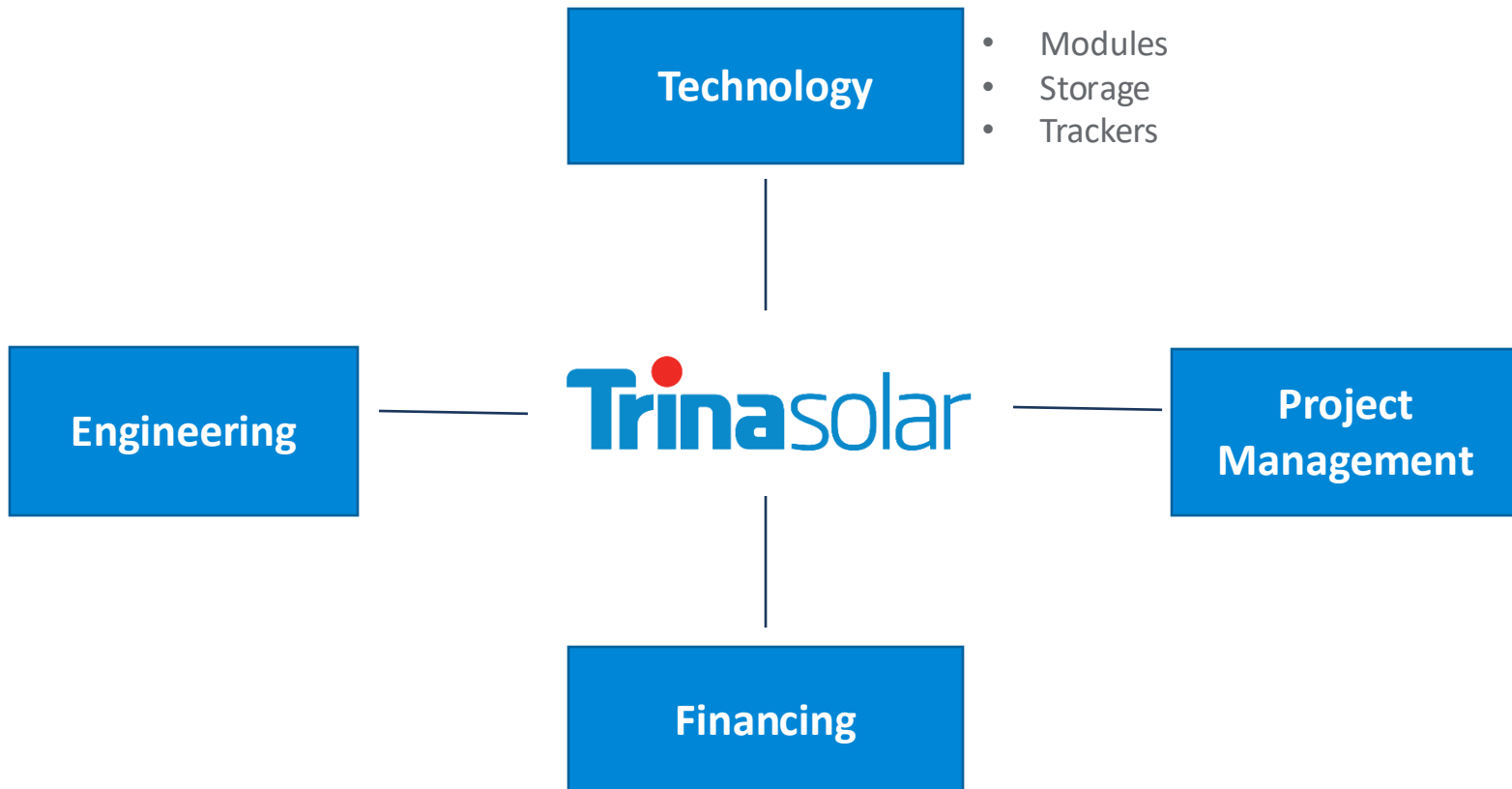
Speaker
Robert Gibbons
Strategic Development Manager
Trinasolar US



REGISTER NOW



Power Beyond Solar



Improve Client's Project Execution

- Increase probability to project moving forward
- Reduce dead deal costs
- Improve working capital

Increase Client's Project Returns

- Utilize financing structures that best fit project dynamics
- Leverage Trina's capital relationships to tap into larger base of capital

Enhance Client's Business

- Clients can utilize Trina's financing to secure projects, drive revenues and improve profitability.

Capital Solutions: Approaches

Client-Driven Solutions

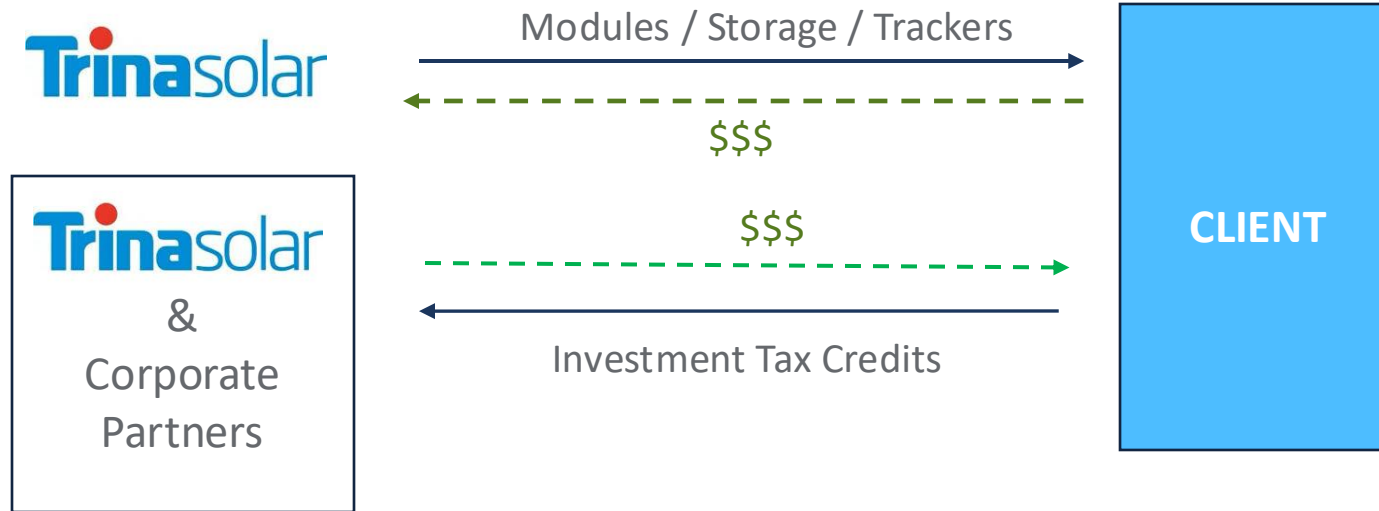
- Customized solutions driven by project analysis and pipeline reviews;
- Full project financing (construction debt, back leverage, cash equity, tax equity) with one or multiple partners.

Structured Solutions

- Standardized structures / approach:
 - Lease
 - Loans
 - Tax Equity

One-off Project Finance	Business Development	Corporate Development
<ul style="list-style-type: none"> • Client Goal: Secure project by offering financing to end user. 	<ul style="list-style-type: none"> • Client Goal: Offer end user financing alternative and participate in project returns. 	<ul style="list-style-type: none"> • Client Goal: secure capital for portfolio of projects.
Financing Solution	Financing Solution	Financing Solution
<ul style="list-style-type: none"> • 20-year lease 	<ul style="list-style-type: none"> • 30-year PPA 	<ul style="list-style-type: none"> • Established joint venture with institutional investor.
Client Benefits	Client Benefits	Client Benefits
<ul style="list-style-type: none"> • Development fees • Secured additional projects with off-taker. 	<ul style="list-style-type: none"> • Up-front fees. • Carried interest in project. • Secured additional projects with end user. 	<ul style="list-style-type: none"> • Manage working capital and project CAPEX. • Improve RFP execution.

Structured Solution: Tax Equity



- Trina and our partners buy investment tax credits;
- Straightforward execution via standardized documentation;
- Work with leading insurers for tax credit insurance.



THANK YOU

Trinasolar