

## Executive Summary

January 2015

### Introduction

**1.3 billion people around the world live without electricity. 600 million of them are in Sub-Saharan Africa. Gigawatt Global** is a multinational solar energy company that was founded with the purpose of bringing new sources of power to Africa and other underserved and emerging markets. Founded in December 2010, Gigawatt Global is led by a world-class team that includes seasoned project developers, financiers, and strategists. Gigawatt Global's goal is to provide electricity to 50 million people worldwide by 2022. GWG is a founding partner of the United States Government's Power Africa and Beyond the Grid initiatives. **GWG has moved past its initial start-up phase and begun earning revenues in 2014.**

### Who we are

The company is led by **Yosef Abramowitz**, an internationally renowned solar energy pioneer. Mr. Abramowitz is Co-founder of Arava Power Company (APC), Israel's leading solar developer. Founded in 2006, APC built Israel's first utility-scale solar field at Kibbutz Ketura and is committed to an additional 400 MW in Israel. Upon completion of the first solar field in Israel, APC was approached by 58 countries worldwide with interest in replicating APC's new model of renewable energy production. Gigawatt Global was created to address the enormous global demand for solar energy. Gigawatt Global has developed a successful business model based on APC's track record. Our first commercial solar field was completed in Rwanda in July of 2014.

### The Opportunity

Gigawatt Global is addressing emerging markets - the fastest growing sector of the global solar market. McKinsey and Co. (McKinsey and Co. "Darkest before Dawn," 2012) estimates that there will be an additional 400-600 GW of solar PV installed by 2020 and that emerging markets will take a far larger share of this market. This growth is driven by both the acute energy shortage and falling solar PV costs: panel prices fell by 40% in 2011 and 20% in 2012. Solar is approaching cost parity with fossil fuel generation, and has already surpassed diesel in cost efficiency.

## How we Choose a Potential Market

Gigawatt Global seeks to identify and enter countries where there is potential to develop large-scale solar projects based on:

- a clear need for additional electrical power;
- a favorable regulatory and business environment for solar;
- our ability to gain first or early-mover advantage and to source a strong local team
- high levels of insolation — the amount of solar radiation received on a given surface over a given period of time.

## What We Do

Gigawatt Global's project development process consists of:

- securing suitable land at a favorable price;
- ensuring safe and efficient connection of the project to the grid;
- carrying out all required permitting, studies and tests;
- negotiating and signing a long-term binding PPA (Power Purchase Agreement) with the utility or government;
- securing debt and equity finance to build the project
- contracting with the EPC (Engineering Procurement and Construction) company to build the project
- hiring an Operation and Maintenance company to operate and maintain the project.

## Recent Progress

### **Rwanda**

- The Government of Rwanda signed a 25-year Power Purchase Agreement (PPA), Concession Agreement and Government Guarantee on July 22, 2013 for our 8.5 MW solar project.
- The Rwanda project achieved financial close in February 2014. The lead debt provider is FMO, the Dutch Development Bank and the lead equity investors are Norfund, the Norwegian Investment Fund for Developing Countries, and Scatec Solar, which is also the EPC company. **This is the first large-scale solar project to reach financial close in Sub-Saharan Africa (except South Africa)**
- Project reached interconnection in July 2014 and is currently producing electricity.

## Nigeria

- Completed final publication for solar IPP license in national newspapers.
- We expect to receive our license this month.
- Received 25M in concessionary financing from AFDB, IFC.
- AFDB and EIB would like to jointly provide all the debt for our project and have begun submitting their proposals to NSCP.
- Bulk trader 'NBET' has entered in to **final form** negotiations of the PPA.
- The put call option agreement and tariff and have indicated that NSCP is first in line to sign **Nigeria's first grid connected solar project**.
- Norfund, Scatec and CDC have been providing extensive feedback on all our project documents.
- We are targeting to agree on a tariff in Q1 2015, sign a PPA in Q2 2015 and reach financial close in Q4 2015.

## United States

- Project Glynn, a 17.86 MW solar field in Glynn County, Georgia reached financial close in Q4 2014 and was sold to York Capital.
- Additional project in the Southeastern United States are currently in early stages of development.

## Revenues and Costs

Gigawatt Global enjoys four revenue streams:

- **Developer Fees:** Due and payable on financial close and typically \$100,000 to \$250,000 / MW
- **Reimbursement of Pre-development Expenses:** payable at financial close.
- **Management Fees:** Gigawatt Global plans to oversee the management of its projects during their operation would receive an annual Management Fee for its services
- **Project Dividends:** Gigawatt Global generally sponsors a portion of the equity along with a carried interest for development. The equity interest results in annual dividend payments from projects.

In addition, Gigawatt Global has the option of generating additional revenue through the advanced sale of cash flows as a source of future working/expansion capital.

## Investment Opportunity

**Gigawatt Global is raising \$15 million in company-level equity with \$13 million earmarked for project equity.**

\$2 million of the raise will be allocated towards G&A expenses and project pre-development costs to for the existing pipeline. Gigawatt Global plans to

begin paying dividends upon securing working capital sufficient to cover two years of G&A and project development expenses (expected to be 2015). According to current financial projections investors will break even by 2019.

Potential exit scenarios for investors in Gigawatt Global would be for Gigawatt Global to carry out an IPO, or be wholly or partially acquired by an

energy/infrastructure company looking to expand pipeline and gain a foothold in new markets.