

 Featured Deals

Our featured DealFlow opportunity this Spring is from Coast Energy Capital. Coast is an owner-operator of solar assets throughout the United States and is soliciting interest for an upcoming debt raise against a portfolio of residential PPAs and leases. The seasoned team at Coast has raised over \$100mm in tax equity and debt against solar portfolios to date.

Coast is evaluating multiple portfolios, but the nearest term opportunity would be for \$35-40mm in size. There may be follow-on offerings afterwards. Projected close for the capital would be in the third quarter of 2018, and Coast is seeking term debt offerings (construction/progress financing as part of the offering is preferred).

Further, Coast would like lenders to consider inclusion of the Solar Revenue Put from interested parties. While not a requirement for lenders, the specialty risk product structured by Solar Energy Insurance Services, Inc. (a wholly owned subsidiary of kWh Analytics, Inc.) may enable lenders to offer increased leverage against the portfolio, which Coast would like to consider.

Please reach out to Blair Herbert, Managing Director, [blair@coastenergycapital.com](mailto:blair@coastenergycapital.com), if you're interested to learn more.

 Loan Terms

Interest rates have continued to increase since last November, with 3-mo LIBOR increasing 65bp since the start of the year to 2.3%. Spreads compressed to offset some of this increase, with a marquee deal this quarter being done by SunRun in renegotiating their credit facilities and reducing spread by 50bp (see pg 3). Utility scale spreads are now down in the 130bp range.

Sponsor assumptions have also been stretched to help make deal economics work, with developers underwriting to 35 year cash flows and assuming merchant prices continue to increase after the PPA term. Unlevered spreads for vanilla deals are at 6-7% with levered spreads in the high single digits. It's a good time for asset sellers as valuations remain high.

Hedge deals in CAISO and ERCOT are now viable and have been financed. These deals do not have a long-term PPA but instead utilize a twelve year price hedge provided by an investment bank or global energy company. The hedge takes away merchant price risk while in place, while the project assumes operating risk and basis risk. Expect to see more of these deals in 2018.

**About:** kWh Analytics is the market leader in solar risk management. Founded in 2012, kWh Analytics has built the industry's largest repository of solar asset performance data, with over 120,000 operating systems, representing between 10-20% of the U.S. market. Customers such as U.S. Bank and PNC Bank rely on software and insurance solutions from kWh Analytics to enhance their investment returns.

## Asset Transactions

Date	Seller	Buyer	Size	Notes
1/30/18	Recurrent Energy	Southern Power	20MWac	Recurrent Energy (Canadian Solar) sold to Southern Power (Southern Company) the 20 MWac/28 MWp Gaskell West 1 Solar Facility, located in Kern County, CA. The project has a PPA with So Cal Edison and will reach COD in Spring 2018.
2/1/18	Foresight Group	Greenbacker Renewable Energy Company LLC	10MW	Six operating solar projects in CA and CO. The deal structure included various tax equity and debt structures, as well as investment grade utility and government agency offtakers.
2/5/18	8point3 Energy Partners LP	Capital Dynamics	\$1.7bn	Capital Dynamics announced an agreement to purchase CAFD from SunPower, First Solar, and public shareholders at \$12.35 per share. The proposal represents about \$977 million in equity value and about \$1.7 billion in enterprise value.
2/7/18	NRG Yield, Inc.	Global Infrastructure Partners	\$1.375bn	GIP agreed to acquire NYLD for \$1.375bn in cash .NYLD's operating power plant capacity totals 5.1 gigawatts across wind, solar, and natural gas technologies. GIP will acquire NRG's renewable O&M and development businesses.
2/8/18	BayWa r.e.	PSEG Solar Source	\$10mm	The 7MW-dc PSEG Halifax Solar Energy Center began operations Dec. 21, 2017. The NC-based project has a 15-year power purchase agreement with Virginia Electric and Power Co.
2/14/18	HG Solar	Falck Renewables S.p.A	5.99MWdc	Falck acquired 100% of the pre-construction project, and signed an EPC Agreement with Conti Solar. Acquisition, development, and construction costs will be \$10.7mm.
2/16/18	SunPower Corporation	New Energy Solar	\$55mm	NES acquired 49% interest in the Boulder Solar I Facility, a 125MWp project selling power and SRECs to NV Energy. Southern Company owns the remaining 51%.
2/21/18	REPOWER America	Soligent Holdings, Inc.	Undisclosed	Soligent, the largest pure-play solar distributor in America, purchased REPOWER America, the largest solar franchise company.
3/5/18	SoCore Energy, LLC	ENGIE North America Inc.	Undisclosed	SoCore's operating portfolio comprises of 150MW of solar, with a 170MW development pipeline. Marathon Capital advised SoCore on the transaction.
3/5/18	SunPower Corporation	Green Street Power Partners LLC	Undisclosed	GSPP is purchasing a portfolio of New York City community solar projects in ConEdison's service territory. The first project is 918kW.
3/8/18	Haleakala Solar	PetersenDean Roofing & Solar	Undisclosed	PetersenDean acquired Haleakala Solar. This new acquisition now positions PetersenDean as the nation's largest publicly- and privately-held roofing and solar company.
3/13/18	Recurrent Energy	Korea Electric Power Company	235MWac	KEPCO acquired the Astoria (100 MWac/131 MWp), Astoria 2 (75 MWac/100 MWp), and Barren Ridge (60 MWac/78 MWp) projects located in southern California. KEPCO partnered with the Corporate Partnership Fund, a Korean private equity fund also known as COPA Fund, to make the acquisition.
3/13/18	Renewable Energy Systems	OCI Solar Power	50MW	OCI Solar Power purchased Project Ivory, located in West Texas. The project is expected to go online in November.
3/27/18	OYA Solar	NRG Energy	28MWdc	OYA solar four Minnesota community solar projects to NRG Energy. All projects will be operational in 2018.
3/19/18	OSG Solar I LLC	Navisun LLC	2.7MWdc	Navisun, a solar IPP, acquired OSG Solar, located in Orange, MA and which commenced operations in 2012. Navisun has received financing from Ares Capital.
4/2/18	NextEra Energy Partners, LP	Canada Pension Plan Investment Board	\$1,271mm	NEP announced a definitive agreement with CPPIB for the sale of its portfolio of wind and solar generation assets located in Ontario, Canada, for \$582.3mm + the assumption of \$689mm in existing debt. The total generating capacity is 396MW, including two 20MW solar projects Moore and Somba.
4/2/18	Oak Leaf Energy Partners	Greenbacker Renewable Energy Company LLC	25.2MW	Greenbacker entered an agreement to acquire a 25.2MW portfolio of thirteen community solar projects in Colorado. Greenbacker intends to raise tax equity and a term loan for the as-to-be-built portfolio, with a net investment of \$7.5mm.

## Asset Financings

Date	Seller	Buyer	Size	Notes
1/25/18	Sunlight Financial	Technology Credit Union	\$400mm	Tech CU will each year commit another \$400 million for about 15,000 resi loans originated by Sunlight's expanding network of solar installers. This new, annual commitment to Sunlight follows Tech CU's previous investments totaling \$500 million.
1/22/18	NRG Energy	CIT, CoBank, and Siemens Financial Services	\$340mm	NRG arranged construction and tax-equity bridge loans which were secured by a portfolio of Hawaii solar projects.
2/6/18	Mangan Renewables	Standard Solar, Inc.	9.8MW	The single axis tracker project will provide power to the City of Gallup, New Mexico. Mangan Renewables, a division of Mangan Inc., developed the project in partnership with Wisser Capital. Standard Solar will own and operate the array.
2/6/18	Undisclosed	Rural Energy for America Program (REAP)	\$48.2mm	REAP's Renewable Energy and Energy Efficiency Loans and Grants provides loan financing or grant funding for energy improvement projects in rural areas. The electricity generated at these Southern and Central Oregon facilities and in Clackamas County will be sold to a local utility provider to supply residences and businesses with renewable energy.
2/7/18	Cypress Creek Renewables	CIT	\$46.5mm	CIT acted as sole lead arranger and admin agent for a construction-only facility to support construction of six utility-scale solar projects in North Carolina totaling 29.9 megawatts.
2/8/18	sPower	Private placement	\$421.4mm	sPower closed a 4(a)(2) private placement bond for \$421.4mm secured by 565MW of utility-scale solar and wind assets. 19yr fully amortizing bonds.
2/8/18	Renewable Properties	New Energy Capital Partners	\$12.5mm	The capital will be used to develop, finance, and operate solar energy projects for utilities, local governments and large commercial entities.
2/28/18	Cianbro Corporation	M&T Bank	\$22.4mm	M&T Bank provided a lease to Cianbro Corporation for the 9.9MW-ac Pittsfield Solar Project in Maine. The project has a PPA with Central Maine Power Company.
3/1/18	Origis Energy	Wells Fargo and Global Atlantic Financial Group	52MW-ac	Wells Fargo provided \$49mm in tax equity for MS Solar 3 project in Sumrall, MS. Global Atlantic provided the rest of the project capital. Origis developed and will operate the 70MW-dc / 52MW-ac facility, which has a PPA with Cooperative Energy.
3/13/18	Various	NYSERDA	\$1.4bn	Governor Cuomo announced the award to advance the Governor's Clean Energy Standard. Awardees included 22 utility-scale solar farms.
3/29/19	SunRun	Syndicate	Various	Sunrun amended its non-recourse debt for the portfolio co-owned with National Grid. Advance rates on the loan increased from 65% to 68% (~\$10-11mm). The credit facility for National Grid's portfolio was also refinanced at a lower spread: rates through April 2021 declined by 50 bps to L+225 bps and rates after April 2021 declined by 50 bps to L+250 bps. Sunrun also expanded its aggregation facility from \$310m to \$600m, extended its maturity date, and will be able to finance projects at a higher advance rate (from 65% to 68%).
4/3/18	Nordic Solar LLC	CIT Group Inc.	\$36mm	CIT Group's energy finance unit has signed a credit facility supporting a nearly 60 MW portfolio of nine community solar projects in Minnesota. CIT acted as sole lead arranger and administrative agent on the \$36 million financing for Nordic Solar LLC, a developer and owner of solar energy facilities.
4/3/18	Sunnova Energy Corporation	Quantum Strategic Partners Ltd.	\$100mm	Sunnova closed on a \$100mm equity investment from Quantum Strategic Partners Ltd., a private investment vehicle advised by Soros Fund Management LLC.
4/4/18	Sunlight Financial	Hudson Clean Energy Partners and Global Atlantic Financial Group	\$225mm	Sunlight Financial, a provider of financing for residential solar systems, has raised \$225 million to fund more than 9,000 residential solar loans. Hudson Clean Energy Partners, a private equity firm specializing in renewable energy, will finance the loans with capital from its infrastructure fund and from a \$180 million senior finance facility from Global Atlantic Financial Group, an insurance company based in New York, New York.

 Asset Financings (Continued)

Date	Seller	Buyer	Size	Notes
4/9/18	Clean Capital	CarVal Investors	\$250mm	CarVal is a division of Cargill. When combined with debt, Clean Capital estimates it will enable \$1bn of project investment value.
4/11/18	Mosaic	Securitization	\$235mm	Mosaic priced its \$235mm solar loan securitization at 4.45% avg yield, and as low as L+130 for the senior A-tranche. Total leverage was 91% LTV. Deutsche Bank and BNP Paribas led the deal.
4/12/18	Jinko Solar	Syndicate	\$108mm	Solar Park Viborillas, S. de R.L. de C.V. secured a \$108 Million Syndicated loan granted by Viborillas Green Park, S. de R.L. de C.V., operating as a subsidiary of JinkoSolar, in order to develop Las Viborillas solar power plant in Jalisco, Mexico.
4/17/18	Conti Solar	Ares EIF	Undisclosed	Conti Solar has been active in the development, engineering, procurement, construction, and operations of solar and energy storage projects totaling more than 500 MW. They received a strategic investment from the power and energy infrastructure group at Ares Management, L.P.
4/23/18	Dividend Finance, LLC	Securitization	\$105mm	Dividend priced its \$105mm securitization of solar and PACE loans. Credit Suisse Securities (USA) LLC acted as sole structuring agent and sole bookrunner while Citigroup Global Markets, Inc. acted as co-manager. The Series 2018-1 securitization included \$25,340,000 2.61% Class A Notes, \$66,400,000 4.29% Class B Notes, \$6,600,000 5.14% Class C Notes and \$6,324,000 6.39% Notes, rated AA(sf), A(sf), BBB(sf) and BB(sf), respectively, by KBRA.