

IMPACT INVESTMENT

CLIMATE POLICY PROJECT

»PEOPLESHOME«

SOLAR ENERGY INVESTMENT

IRAN



90 MEGAWATT RENEWABLE GRID POWER

ULRICH KRETZSCHMAR



The issue of environment has never been more important than today.

PEOPLESHOME Impact Investments link the renewable energy generation with the enhancement of infrastructure in emerging markets.



Ulrich Kretzschmar, 2017

Ulrich Kretzschmar, Founder
PEOPLESHOME & ASSOCIATES
Initiating of Impact Investments

Office Berlin:
PEOPLESHOME Association
Nassauische Strasse 6
D-10717 Berlin

Phone: D +49 / 30-509.249.02
Mail: info@peoples-home.org
www.peoples-home.org

THE BUSINESS

Iran has a large scale of Solar yields with a moderate location characteristics and perform secure energy generation.

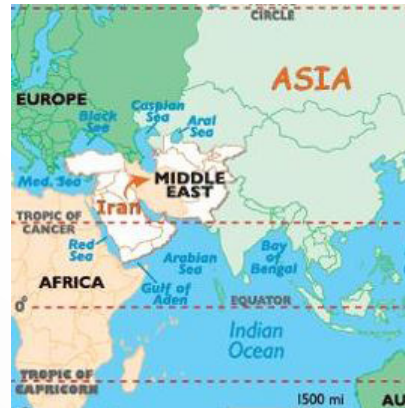
The investment scheme is based on the provision of international equity (16.3%).

The Industrial and Commercial Bank of China could provide a loan of up to 3,053 million x 1,000 IRR for 90 Megawatt in total.

Assuming this loan financing the equity/loan ratio would be at 1 : 5.3

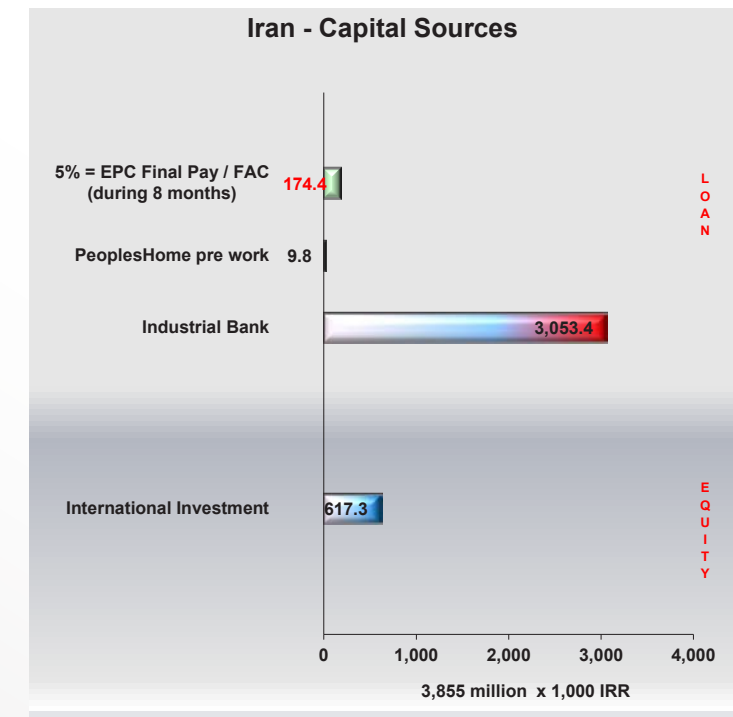
The project has a stable cash flow which is guaranteed by the national government (FiT/PPA calculation is at 4028.09 IRR/KWh) and has a strong value of saleability and is projected for 20 years (Dividends Guarantee 29.9%).

Programmatic carbon income is no part of the financial projections. It is estimated up to 3.3% of the investment cost throughout the entire operating period.



Contents

PROJECT PARTICIPANTS	4
ESG IMPACT	5
CRC RISKS	6
FINANCIAL PROJECTION	7
IMPACT PROJECTION (option)	11



Project Driver
NAZURA & PARTNER

Lead Investor
Family Office

Country Investor
National Institution or Entity

Prime Contractor
World Technology Leader

Project Initiator
PEOPLESHOME & Associates

Operator
National Company

Power Purchaser
National Electricity Provider

Rent to Land Owner
Local Municipality

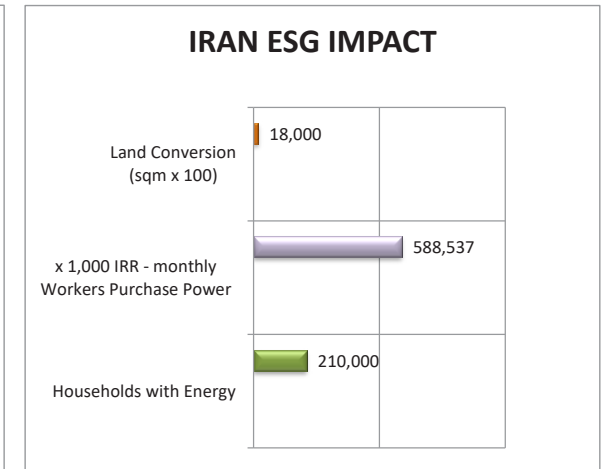
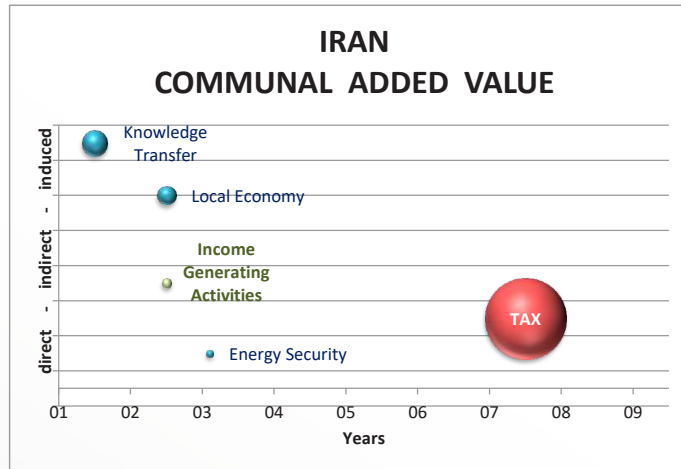
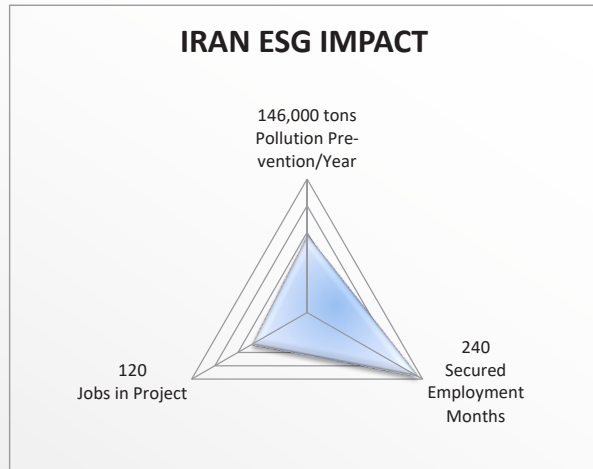
Knowledge Transfer
International University Collaboration

let the Sun/Wind work with you

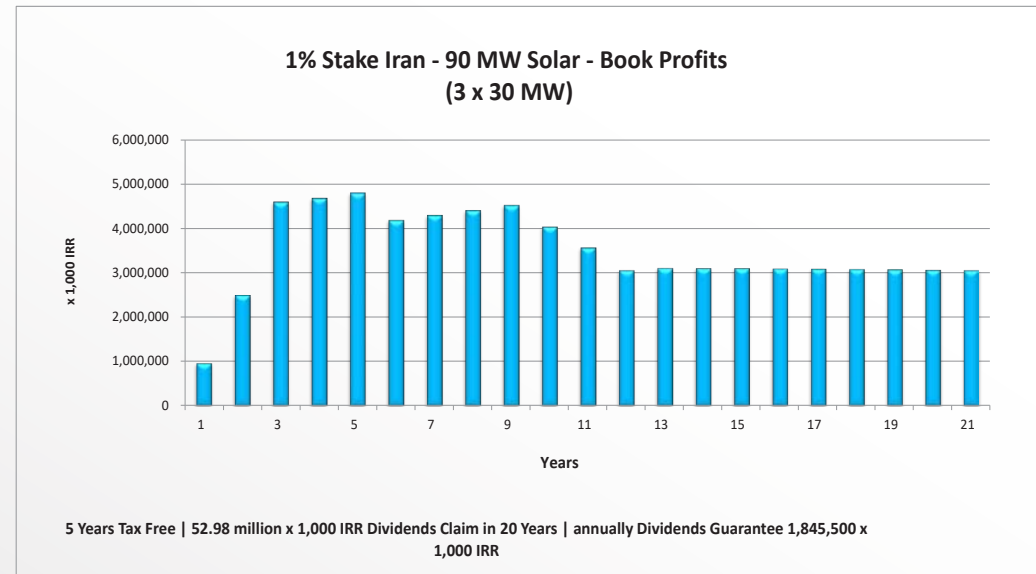


ESG IMPACT & DIVIDENDS

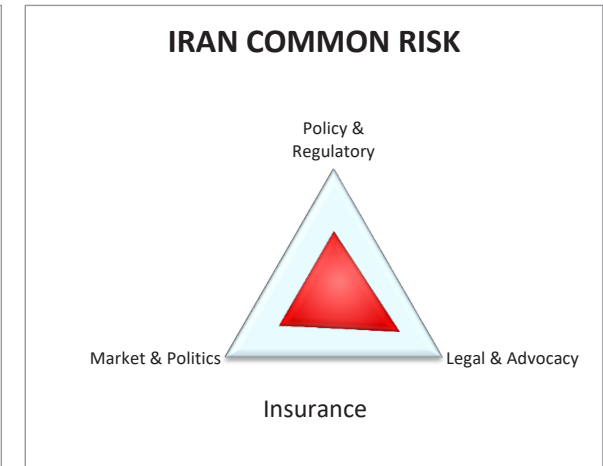
ENVIRONMENT - SOCIAL - GOVERNANCE



Iran Invest	3,845,215,527 x 1,000 IRR
PeoplesHome (pre-work)	9,808,950 x 1,000 IRR ✓
External Capital	3,053,448,405 x 1,000 IRR ✓
Private Equity	617,337,255 x 1,000 IRR ✓
Final Pay out of Revenues	174,429,867 x 1,000 IRR ✓
ROI (20 years)	9.0 %
Net Present Value	3,452,032,208 x 1,000 IRR
Profitability Index	5.6
Price per installed Kilowatt	38,762 x 1,000 IRR
Operating & Maintenance 1% / year	26,251,148 x 1,000 IRR
IRR (20 years)	34.48 %
DSCR	1.80



CRC RISKS & INVESTORS RELATION



ROI

9.0%

NPV

3,452M IRR

IRR

34.5%

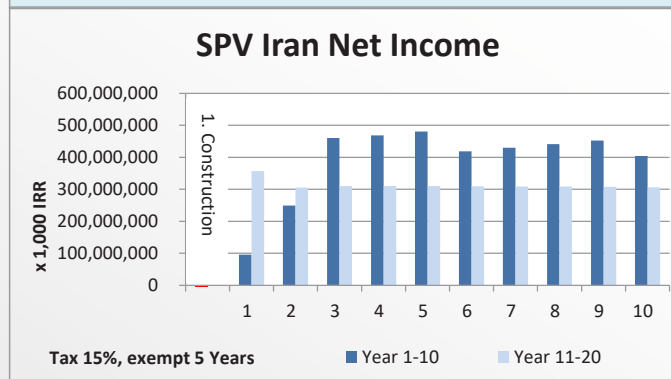
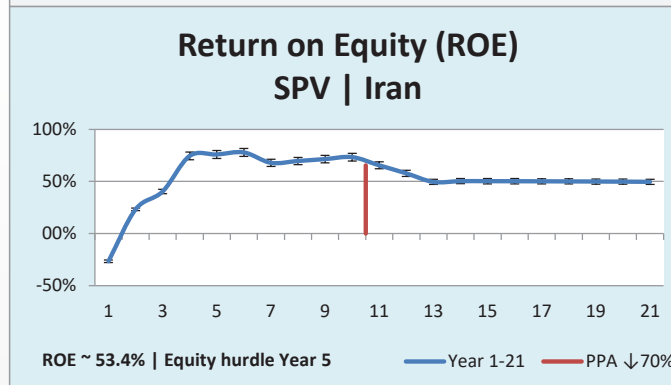
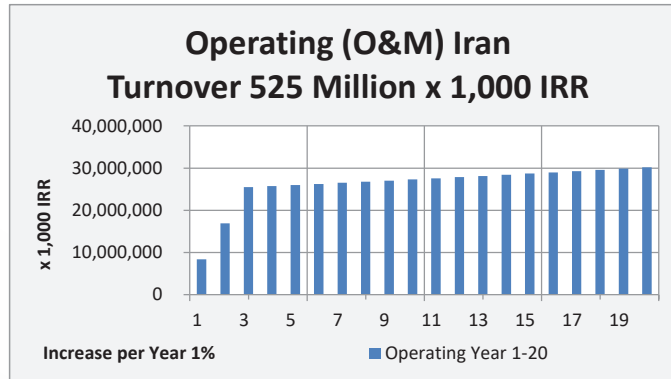
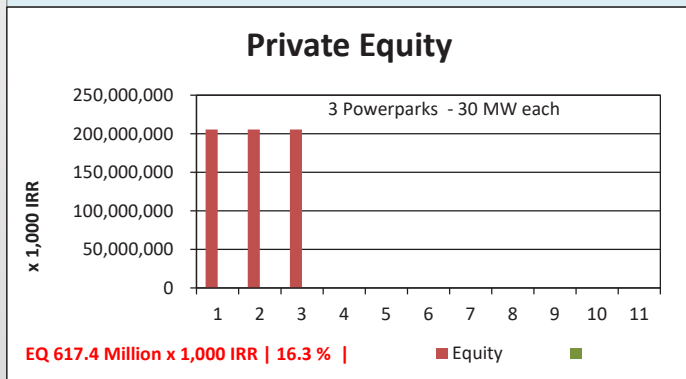
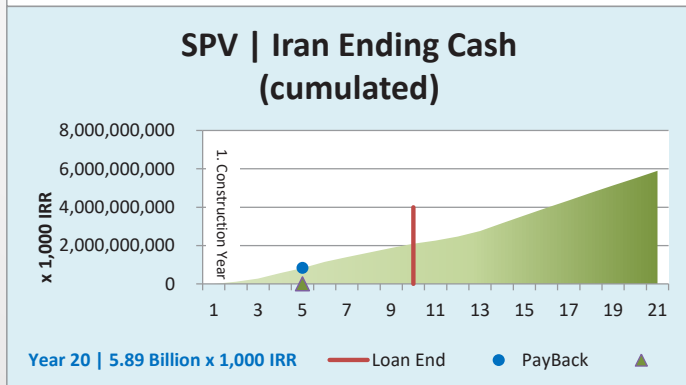
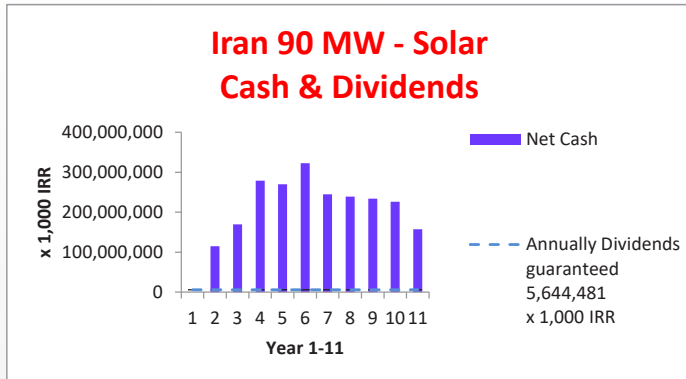
FINANCIAL PROJECTION

SUMMARY

Iran Solar Power Plant 90 MW
PP90-S--38762:6540

I	Volumes	x 1,000 IRR	1 USD = 32,696.50 IRR	08.17
	Houses (re-investment proposal)	0		F 0
	Renewable Energy	90 MW Solar Power		
	Served Households	210,000 (à 75 Kwh/m)	(189 GWh/Year - Gain 2,100)	
	Village Land	0 ha	32.70 x 1,000 IRR/sqm	
	Land Surface - Solar Power Park	180 ha	0.00 x 1,000 IRR/sqm	
II	Use of Capital	3,845,215,527 IRR		
			Price per KW Std. - Premium - IDC	
	Technology & Production Machinery	3,488,597,331 IRR	38762 42398 42725	
	Land	0 IRR		
	* Construction Material Houses	0 IRR		
	* Labour Cost	0 IRR		
	Infrastructure + Labour Cost	0 IRR		
	Management + Fees & IDC	356,618,196 IRR		
	Qualification Budget	0 IRR		
	Social Village Package	0 IRR		
III	Capital Part 2017	1,233,404,170 IRR	16.3% Projected Equity 10%	
			shares	actual
	PeoplesHome pre-costs	9,808,950 IRR	15.0%	29,426,850 5 Years 0.8%
	National Loans	0 IRR		0 0.0%
	International Loans (IR ~4.5%) x 3	1,017,816,135 IRR		3,053,448,405 11 Years 85.2%
	National Grants	0 IRR		0.0%
	International Grants	0 IRR		0.0%
	National Investments x 3	0 IRR	20.0%	0 0.0%
	International Investments x 3	205,779,085 IRR	65.0%	617,337,255 16.3%
	Co-/Interims Investment x 3	0 IRR		0 0.0%
			100.0%	102.3%
IV	Social Impact	x 1,000 IRR		
	Jobs	120		
	Purchase Power	588,537 IRR	per Month	
V	Common Numbers	x 1,000 IRR		
	Houses per Year (construction)	0		
	House Sale Price	0 IRR		
	Tax to pay per Year	563,110,952 IRR	Average (15% tax rate) (5 Years no)	
	Project Locations	3	spread in the Country	
	Total Projected Carbon Credits	47,884,964 IRR	extra Income (not in the Finance Scheme)	
	Power Purchase Agreement	4.03 IRR	per Kwh (break even 3.7/ 2.67 x 1,000 IRR)	
	- Iran			
	Yearly FIT Progression	0.00 %		
	Electricity Market Price KWh	1,307.86 IRR	2017	
	Electricity Price Inflation	8.00 %	per Year	
	Iran Surplus	163,282,070 IRR	(20 Years)	
	- Net Income Operator	26,251,148 IRR	per Year	
VI	R-O-E + Pre Costs	x 1,000 IRR		
	Feasibility Study	8,991,538 IRR		
	Working Capital	11,280,293 IRR		
	R-O-E (NPM 52.7%), ROI 9%	53.4 %		
			6,008,998,190 x 1,000 IRR Stuttgarter Mod	
			3,452,032,208 x 1,000 IRR NPV	

FINANCIAL PROJECTION



KEY NUMBERS - 2.8.2017|14:41

90 MW Solar 2,100	3 x 30
Investment	3,845,215,527 x 1,000 IRR
Equity	617,337,255 x 1,000 IRR
Loan	3,082,875,255 x 1,000 IRR
Supplier Final Payment	174,429,867 x 1,000 IRR
Sub-payment	0 x 1,000 IRR
Global Interest Rate	4.5 %
Grants	0 x 1,000 IRR
R-O-E 20 years after tax	53.4 %
R-O-I 20 years after tax	9.0 %
NPV 20 years before tax (IR 4%)	3,452,032,208 x 1,000 IRR
Company Value (Stuttgar Model)	6,008,998,190 x 1,000 IRR
Guaranteed Pay-out Dividends	29.90 %
Pay Back Period	5 Years
PPA /KWh	4.03 x 1,000 IRR
Fit/PPA Rise Anually	0.00 %
1% Profit Ø per Year	3,323,488 x 1,000 IRR
1 \$-cent Income PPA/FIT (20 Years)	1,092,518,889 x 1,000 IRR
Off-taker Power Break Even	Year 12 2029
Tax Exemption	5 Years
Country Surplus in 20 Years	163,282,070 x 1,000 IRR
Nat-Capital : Int'l.-Capital Quote	0 : 1
Equity : Loan Quote	1 : 5.3

FINANCIAL PROJECTION

FINANCIAL ANALYSIS MODEL

ANALYST'S NAME Dr. Glenn L. Stevens - <http://staging-cms.fandm.edu/glenn-stevens>
 NAME OF COMPANY Iran Solar Power Plant 90 MW

FIRST CALENDAR YEAR OF DATA 2017

x 1,000 IRR

NUMBER OF YEARS OF DATA 5

Equity 205,779,085

SUNA

INCOME STATEMENT

	Start Year	Year 1	Year 2	Year 3	Year 4
Sales Revenue	0	253,769,592	505,762,797	754,203,228	745,321,292
Less: Cost of Goods Sold	0	0	0	0	0
Gross Profits	0	253,769,592	505,762,797	754,203,228	745,321,292
Less: Operating Expenses:					
Operating Expense	0	8,407,970	16,900,003	25,476,949	25,731,688
General / Admin. Exp.	0	0	0	0	0
Lease Expense	0	0	0	0	0
Depreciation Expense	25,243,345	74,720,300	122,218,178	142,572,795	136,869,883
Total Operating Expenses	25,243,345	83,128,271	139,118,181	168,049,745	162,601,571
Operating Profits	(25,243,345)	170,641,321	366,644,616	586,153,483	582,719,721
Less: Interest Expense	29,380,225	75,181,951	117,256,386	126,055,579	114,362,975
Net Profits Before Taxes	(54,623,569)	95,459,371	249,388,229	460,097,904	468,356,746
Less: Taxes	0	0	0	0	0
Net Profit After Taxes	(54,623,569)	95,459,371	249,388,229	460,097,904	468,356,746
Less: Pref. Stock Divds.	0	0	0	0	0
Earnings available for Common Stockholders		95,459,371	249,388,229	460,097,904	468,356,746

BALANCE SHEET

Current Assets:

Cash	0	114,769,428	284,304,545	563,110,952	832,780,686
Marketable Securities	0	0	0	0	0
Accounts Receivable	0	0	0	0	0
Inventories	0	0	0	0	0
Total Current Assets	0	114,769,428	284,304,545	563,110,952	832,780,686
Gross Fixed Assets (at cost):					
Land & Buildings	0	0	0	0	0
Machinery and Equipment	1,236,923,890	2,424,370,823	3,564,319,880	3,421,747,085	3,284,877,201
Furniture & Fixtures	0	0	0	0	0
Vehicles	0	0	0	0	0
Other (Inc. Fin. Leases)	0	0	0	0	0
Total Gross Fixed Assets	1,236,923,890	2,424,370,823	3,564,319,880	3,421,747,085	3,284,877,201
Less: Accumulated Depreciation	0	0	0	0	0
Net Fixed Assets	1,236,923,890	2,424,370,823	3,564,319,880	3,421,747,085	3,284,877,201
Other Assets	0	0	0	0	0
Total Assets	1,236,923,890	2,539,140,251	3,848,624,425	3,984,858,037	4,117,657,887

Current Liabilities:

Accounts Payable	0	0	0	0	0
Notes Payable	0	0	0	0	0
Accruals	0	0	0	0	0
Taxes Payable	0	0	0	0	0
Other Current Liabilities	0	0	0	0	0
Total Current Liabilities	0	0	0	0	0
L / T Debt (Inc. Financial Leases)	1,085,768,374	2,086,746,280	2,941,063,139	2,617,198,847	2,281,641,952
Total Liabilities	1,085,768,374	2,086,746,280	2,941,063,139	2,617,198,847	2,281,641,952
Preferred Stock	0	0	0	0	0
Common Stock !!	151,155,516	452,393,971	907,561,286	1,367,659,190	1,836,015,936
Paid-In Capital In Excess of Par	0	0	0	0	0
Retained Earnings	0	0	0	0	0
Total Stockholders' Equity	151,155,516	452,393,971	907,561,286	1,367,659,190	1,836,015,936
Total Liab. & Stockholders' Equity	1,236,923,890	2,539,140,251	3,848,624,425	3,984,858,037	4,117,657,887

FINANCIAL PROJECTION

30 MW Iran	Start Year	Year 1	Year 2	Year 3	Year 4
Number of Common Shares	100	100	100	100	100
End-of-Year Stock Price					
RATIO ANALYSIS					
Current Ratio	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.
Quick Ratio	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.	no curr. Liabi.
Inventory Turnover	no Inventories	no Inventories	no Inventories	no Inventories	no Inventories
Average Collection Period		0.00	0.00	0.00	0.00
Fixed Asset Turnover	0.00	0.10	0.14	0.22	0.23
Total Asset Turnover	0.00	0.10	0.13	0.19	0.18
Debt Ratio	0.88	0.82	0.76	0.66	0.55
Debt-to-Equity	7.18	4.61	3.24	1.91	1.24
Times Interest Earned		2.27	3.13	4.65	5.10
Gross Profit Margin		100.00%	100.00%	100.00%	100.00%
Operating Profit Margin		67.24%	72.49%	77.72%	78.18%
Net Profit Margin		37.62%	49.31%	61.00%	62.84%
Return on Total Assets (ROA)		3.76%	6.48%	11.55%	11.37%
Return on Equity (ROE)		46.39%	121.19%	223.59%	227.60%
Earnings Per Share (first 5 years tax exemption)		954,594	2,493,882	4,600,979	4,683,567
IPI Iran - 20%		19,091,874	49,877,646	92,019,581	93,671,349
Price/Earnings Ratio					
DUPONT ANALYSIS					
Net Profit AT/Sales		37.62%	49.31%	61.00%	62.84%
Sales/Total Assets	0.00%	9.99%	13.14%	18.93%	18.10%
ROA		3.76%	6.48%	11.55%	11.37%
Net Profit AT/Total Assets	0.00%	3.76%	6.48%	11.55%	11.37%
Total Assets/Stockholders. Equity	818.31%	561.27%	424.06%	291.36%	224.27%
ROE	0.00%	21.10%	27.48%	33.64%	25.51%

STATEMENT OF CASH FLOWS

CASH FLOW FROM OPERATING ACTIVITIES				
Net Profit after Taxes	95,459,371	249,388,229	460,097,904	468,356,746
Depreciation	74,720,300	122,218,178	142,572,795	136,869,883
Decrease in Accts. Receiv.	0	0	0	0
Decrease in Inventories	0	0	0	0
Decrease in Other Assets	0	0	0	0
Increase in Accounts Pay.	0	0	0	0
Increase in Accruals	0	0	0	0
Increase in Taxes Payable	0	0	0	0
Increase in Other Cur. Lia.	0	0	0	0
Cash Flow from Oper. Act.	170,179,671	371,606,407	602,670,700	605,226,629
CASH FLOW FROM INVESTMENT ACTIVITIES				
Increase in Gross Fixed Assets	(1,187,446,934)	(1,139,949,057)	142,572,795	136,869,883
Cash Flow from Investments	(1,187,446,934)	(1,139,949,057)	142,572,795	136,869,883
CASH FLOW FROM FINANCING ACTIVITIES				
Increase in Notes Payable	0	0	0	0
Increase in Long-Term Debt	1,000,977,906	854,316,859	(323,864,292)	(335,556,895)
Changes in Stockholders' Equity	301,238,456	455,167,315	460,097,904	468,356,746
Preferred Dividends Paid	0	0	0	0
Common Dividends Paid				
Cash Flow from Financing Activities	1,302,216,362	1,309,484,173	136,233,613	132,799,850
Net Incr. in Cash / Mark. Securities	284,949,099	541,141,524	881,477,107	874,896,363