

IMPACT INVESTMENT

CLIMATE POLICY PROJECT

»PEOPLESHOME«

WIND ENERGY INVESTMENT IRAN



100 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

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THE BUSINESS

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

The investment scheme is based on the provision of international equity (15.7%).

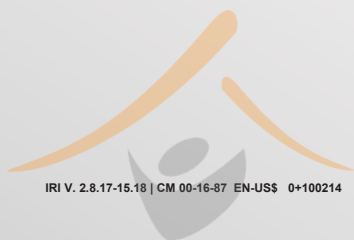
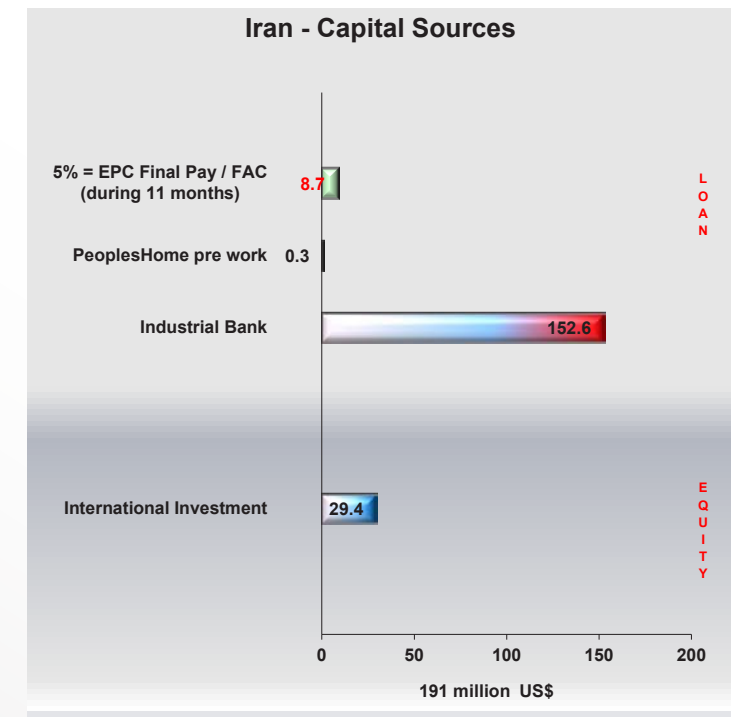
The Industrial and Commercial Bank of China could provide a loan of up to 153 million US\$ for 100 Megawatt in total.

Assuming this loan financing the equity/loan ratio would be at 1 : 5.5
 The project has a stable cash flow which is guaranteed by the national government (FiT/PPA calculation is at 0.13 US\$/KWh) and has a strong value of saleability and is projected for 20 years (Dividends Guarantee 16.1%).

Programmatic carbon income is no part of the financial projections. It is estimated up to 3.6% of the investment cost throughout the entire operating period.



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Project Driver
NAZURA & PARTNER

Lead Investor
Family Office

Country Investor
National Institution or Entity

Prime Contractor
World Technology Leader

Project Initiator
PEOPLESHOME & Associates

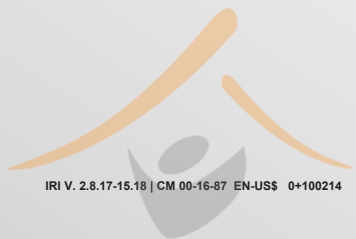
Operator
National Company

Power Purchaser
National Electricity Provider

Rent to Land Owner
Local Municipality

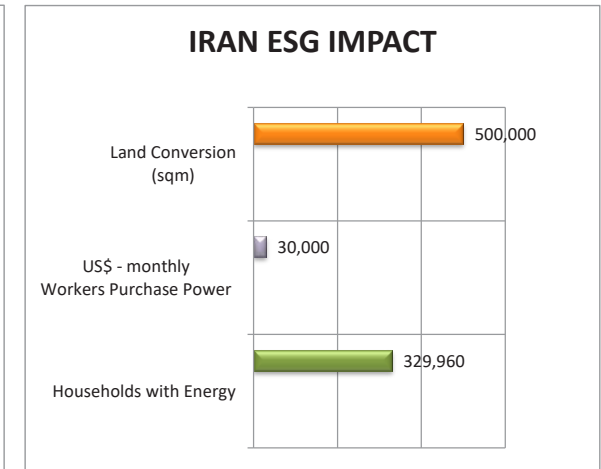
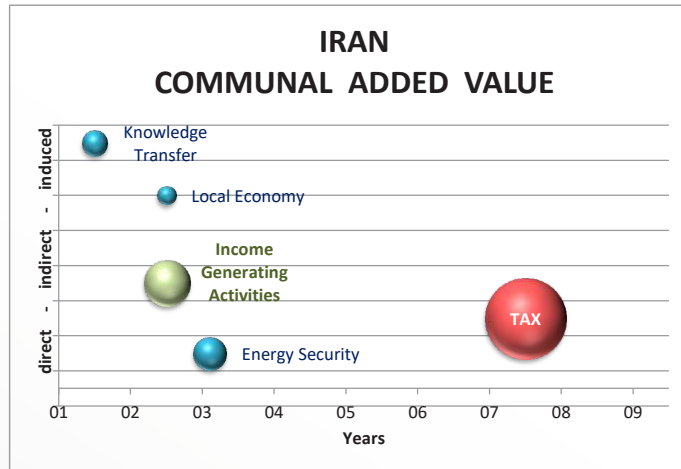
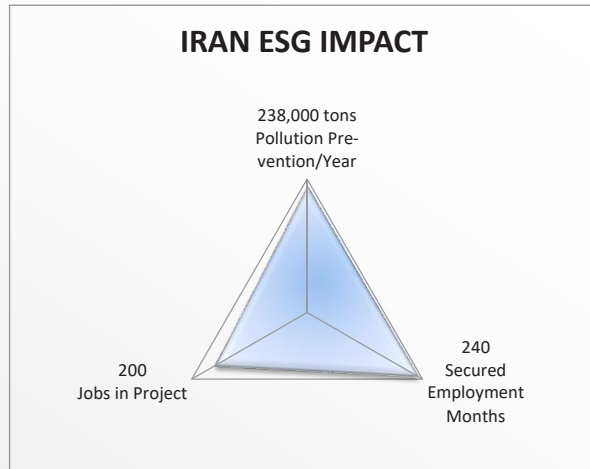
Knowledge Transfer
International University Collaboration

let the Sun/Wind work with you

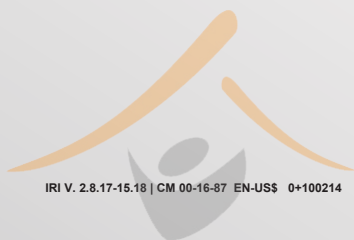
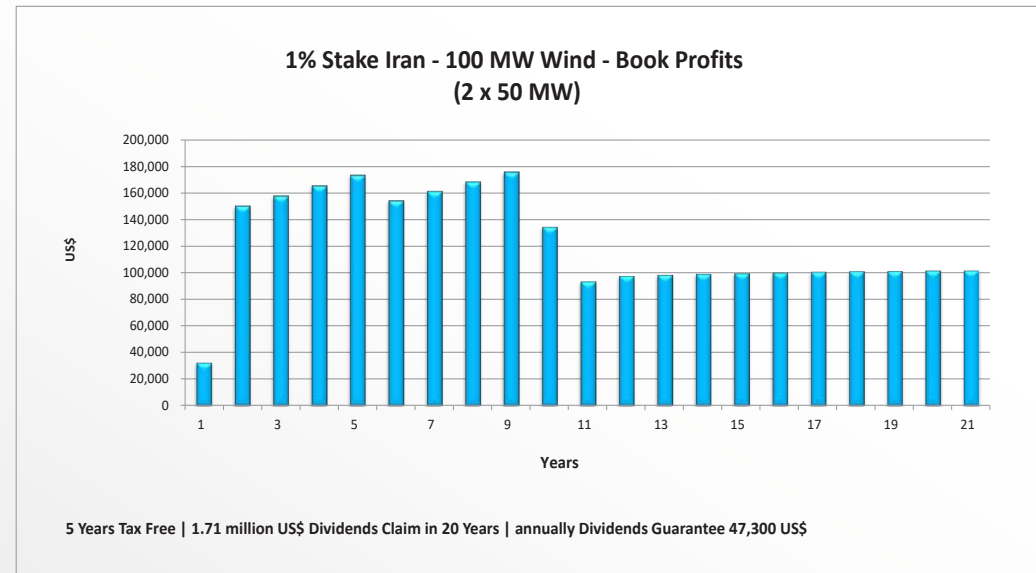


ESG IMPACT & DIVIDENDS

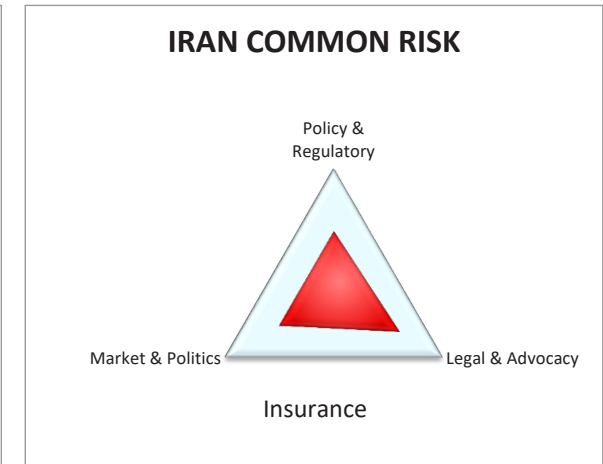
ENVIRONMENT - SOCIAL - GOVERNANCE



Iran Invest	190,717,257 US\$
PeoplesHome (pre-work)	300,000 US\$ ✓
External Capital	152,604,174 US\$ ✓
Private Equity	29,396,999 US\$ ✓
Final Pay out of Revenues	8,716,083 US\$ ✓
ROI (20 years)	6.2 %
Net Present Value	91,616,325 US\$
Profitability Index	3.1
Price per installed Kilowatt	1,743 US\$
Operating & Maintenance 7.5% / year	10,238,407 US\$
IRR (20 years)	20.51 %
DSCR	1.84



CRC RISKS & INVESTORS RELATION



ROE

38.7%

NPV

92M US\$

IRR

20.5%

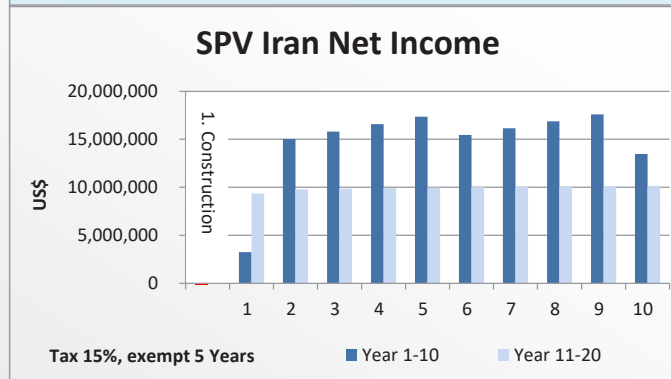
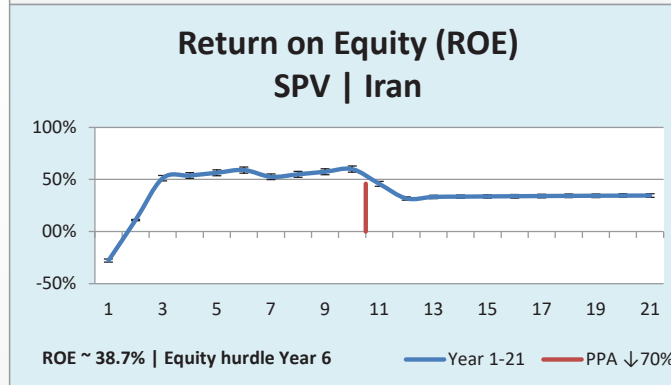
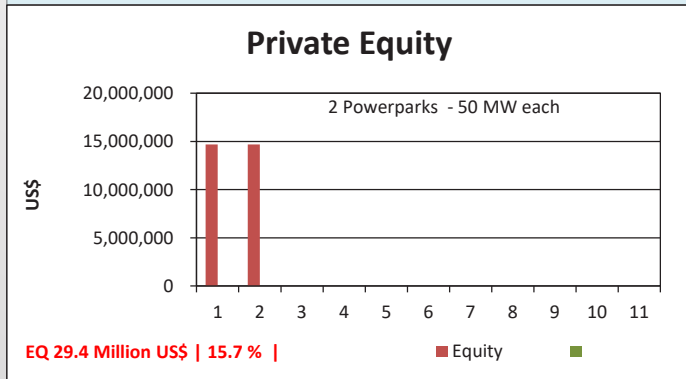
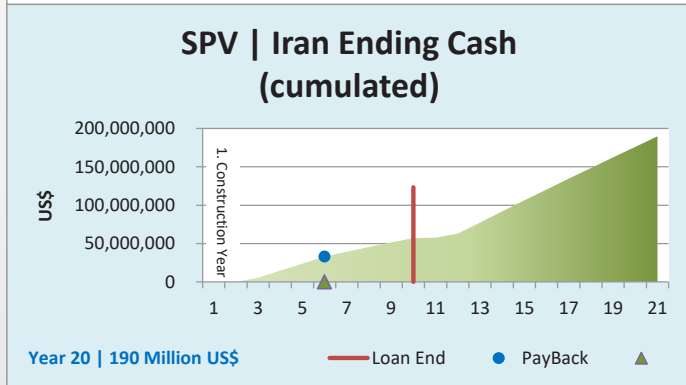
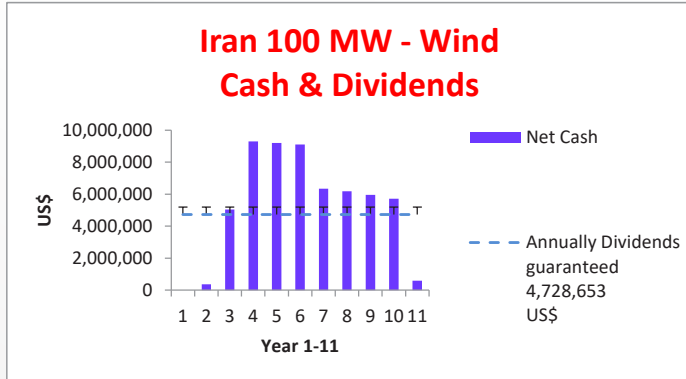
FINANCIAL PROJECTION

SUMMARY

Iran Wind Power Plant 100 MW
PP100-W--1743:200

I	Volumes	US\$	1 USD = 32,696.50 IRR	08.17
	Houses (re-investment proposal)	0		F 0
	Renewable Energy	100 MW Wind Power		
	Served Households	329,960 (à 75 Kwh/m)	(297 GWh/Year - Gain 2,970)	
	Village Land	0 ha	1.00 US\$/sqm	
	Land Surface - Wind Power Park	50 ha	0.00 US\$/sqm	
II	Use of Capital	190,717,257 US\$		
	Technology & Production Machinery	174,321,666 US\$	Price per KW Std. - Premium - IDC	
	Land	0 US\$	1743 1885 1907	
	* Construction Material Houses	0 US\$		
	* Labour Cost	0 US\$		
	Infrastructure + Labour Cost	0 US\$		
	Management + Fees & IDC	16,395,591 US\$		
	Qualification Budget	0 US\$		
	Social Village Package	0 US\$		
III	Capital Part 2017	91,300,587 US\$	15.7% Projected Equity 10%	
	PeoplesHome pre-costs	300,000 US\$	shares 15.0%	actual
	National Loans	0 US\$		600,000 5 Years 0.3%
	International Loans (IR ~4.5%) x 2	76,302,087 US\$		0 0.0%
	National Grants	0 US\$		152,604,174 11 Years 86.3%
	International Grants	0 US\$		0.0%
	National Investments x 2	0 US\$	20.0%	0 0.0%
	International Investments x 2	14,698,500 US\$	65.0%	29,396,999 15.7%
	Co-/Interims Investment x 2	0 US\$		0 0.0%
			100.0%	102.4%
IV	Social Impact			
	Jobs	200		
	Purchase Power	30,000 US\$	per Month	
V	Common Numbers			
	Houses per Year (construction)	0		
	House Sale Price	0 US\$		
	Tax to pay per Year	14,707,819 US\$	Average (15% tax rate) (5 Years no)	
	Project Locations	2	spread in the Country	
	Total Projected Carbon Credits	2,375,712 US\$	extra Income (not in the Finance Scheme)	
	Power Purchase Agreement	0.13 US\$	per Kwh (break even 0.13/ 0.11 US\$)	
	- Iran	4229.49 IRR	(1 USD : 32,696.50 IRR)	
	Yearly FIT Progression	0.00 %		
	Electricity Market Price KWh	0.04 US\$	2017	
	Electricity Price Inflation	9.00 %	per Year	
	Iran Surplus	210,031,004 US\$	(20 Years)	
	- Net Income Operator	10,238,407 US\$	per Year	
VI	R-O-E + Pre Costs			
	Feasibility Study	275,000 US\$		
	Working Capital	345,000 US\$		262,718,316 US\$ Stuttgarter Model
	R-O-E (NPM 35.1%), ROI 6.2%	38.7 %		91,616,325 US\$ NPV

FINANCIAL PROJECTION



KEY NUMBERS - 2.8.2017|15:18

100 MW Wind	2,970	2 x 50
Investment	190,717,257 US\$	
Equity	29,396,999 US\$	
Loan	153,204,174 US\$	
Supplier Final Payment	8,716,083 US\$	
Sub-payment	0 US\$	
Global Interest Rate	4.5 %	
Grants	0 US\$	
R-O-E 20 years after tax	38.7 %	
R-O-I 20 years after tax	6.2 %	
NPV 20 years before tax (IR 4%)	91,616,325 US\$	
Company Value (Stuttgarter Model)	262,718,316 US\$	
Guaranteed Pay-out Dividends	16.09 %	
Pay Back Period	6 Years	
PPA /KWh	0.13 US\$	
Fit/PPA Rise Anually	0.00 %	
1% Profit Ø per Year	115,621 US\$	
1 \$-cent Income PPA/FIT (20 Years)	57,907,980 US\$	
Off-taker Power Break Even	Year 11 2028	
Tax Exemption	5 Years	
Country Surplus in 20 Years	210,031,004 US\$	
Nat-Capital : Int'l.-Capital Quote	0 : 1	
Equity : Loan Quote	1 : 5.5	

FINANCIAL PROJECTION

FINANCIAL ANALYSIS MODEL

ANALYST'S NAME Dr. Glenn L. Stevens - <http://staging-cms.fandm.edu/glenn-stevens>
 NAME OF COMPANY Iran Wind Power Plant 100 MW

FIRST CALENDAR YEAR OF DATA 2017

US\$

NUMBER OF YEARS OF DATA 5

Equity 14,698,500

SUNA

INCOME STATEMENT

	Start Year	Year 1	Year 2	Year 3	Year 4
Sales Revenue	0	19,207,059	38,414,118	38,414,118	38,414,118
Less: Cost of Goods Sold	0	0	0	0	0
Gross Profits	0	19,207,059	38,414,118	38,414,118	38,414,118
Less: Operating Expenses:					
Operating Expense	0	4,780,968	9,609,745	9,705,841	9,802,898
General / Admin. Exp.	0	0	0	0	0
Lease Expense	0	0	0	0	0
Depreciation Expense	1,868,865	5,531,840	7,179,432	6,892,254	6,616,564
Total Operating Expenses	1,868,865	10,312,808	16,789,177	16,598,095	16,419,462
Operating Profits	(1,868,865)	8,894,251	21,624,942	21,816,023	21,994,656
Less: Interest Expense	2,215,379	5,648,973	6,587,766	6,016,348	5,419,217
Net Profits Before Taxes	(4,084,244)	3,245,278	15,037,176	15,799,674	16,575,439
Less: Taxes	0	0	0	0	0
Net Profit After Taxes	(4,084,244)	3,245,278	15,037,176	15,799,674	16,575,439
Less: Pref. Stock Divds.	0	0	0	0	0
Earnings available for Common Stockholders		3,245,278	15,037,176	15,799,674	16,575,439

BALANCE SHEET

Current Assets:

Cash	0	365,082	5,405,478	14,707,819	23,913,104
Marketable Securities	0	0	0	0	0
Accounts Receivable	0	0	0	0	0
Inventories	0	0	0	0	0
Total Current Assets	0	365,082	5,405,478	14,707,819	23,913,104
Gross Fixed Assets (at cost):					
Land & Buildings	0	0	0	0	0
Machinery and Equipment	91,574,384	179,485,793	172,306,362	165,414,107	158,797,543
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	91,574,384	179,485,793	172,306,362	165,414,107	158,797,543
Less: Accumulated Depreciation	0	0	0	0	0
Net Fixed Assets	91,574,384	179,485,793	172,306,362	165,414,107	158,797,543
Other Assets	0	0	0	0	0
Total Assets	91,574,384	179,850,875	177,711,839	180,121,926	182,710,647

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)	80,960,129	151,292,842	134,116,630	120,727,043	106,740,324
Total Liabilities	80,960,129	151,292,842	134,116,630	120,727,043	106,740,324
Preferred Stock	0	0	0	0	0
Common Stock !!	10,614,256	28,558,033	43,595,209	59,394,883	75,970,322
Paid-In Capital In Excess of Par	0	0	0	0	0
Retained Earnings	0	0	0	0	0
Total Stockholders' Equity	10,614,256	28,558,033	43,595,209	59,394,883	75,970,322
Total Liab. & Stockholders' Equity	91,574,384	179,850,875	177,711,839	180,121,926	182,710,647

FINANCIAL PROJECTION

50 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	0.11	0.22	0.23	0.24
Total Asset Turnover	0.00	0.11	0.22	0.21	0.21
Debt Ratio	0.88	0.84	0.75	0.67	0.58
Debt-to-Equity	7.63	5.30	3.08	2.03	1.41
Times Interest Earned		1.57	3.28	3.63	4.06
Gross Profit Margin		100.00%	100.00%	100.00%	100.00%
Operating Profit Margin		46.31%	56.29%	56.79%	57.26%
Net Profit Margin		16.90%	39.14%	41.13%	43.15%
Return on Total Assets (ROA)		1.80%	8.46%	8.77%	9.07%
Return on Equity (ROE)		22.08%	102.30%	107.49%	112.77%
Earnings Per Share (first 5 years tax exemption)		32,453	150,372	157,997	165,754
IPI Iran - 20%		649,056	3,007,435	3,159,935	3,315,088
Price/Earnings Ratio					
DUPONT ANALYSIS					
Net Profit AT/Sales		16.90%	39.14%	41.13%	43.15%
Sales/Total Assets	0.00%	10.68%	21.62%	21.33%	21.02%
ROA		1.80%	8.46%	8.77%	9.07%
Net Profit AT/Total Assets	0.00%	1.80%	8.46%	8.77%	9.07%
Total Assets/Stockholders. Equity	862.75%	629.77%	407.64%	303.26%	240.50%
ROE	0.00%	11.36%	34.49%	26.60%	21.82%

STATEMENT OF CASH FLOWS

CASH FLOW FROM OPERATING ACTIVITIES					
Net Profit after Taxes		3,245,278	15,037,176	15,799,674	16,575,439
Depreciation		5,531,840	7,179,432	6,892,254	6,616,564
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.		8,777,118	22,216,607	22,691,929	23,192,003
CASH FLOW FROM INVESTMENT ACTIVITIES					
Increase in Gross Fixed Assets		(87,911,409)	7,179,432	6,892,254	6,616,564
Cash Flow from Investments		(87,911,409)	7,179,432	6,892,254	6,616,564
CASH FLOW FROM FINANCING ACTIVITIES					
Increase in Notes Payable		0	0	0	0
Increase in Long-Term Debt		70,332,713	(17,176,211)	(13,389,587)	(13,986,719)
Changes in Stockholders' Equity		17,943,778	15,037,176	15,799,674	16,575,439
Preferred Dividends Paid		0	0	0	0
Common Dividends Paid					
Cash Flow from Financing Activities		88,276,491	(2,139,036)	2,410,087	2,588,720
Net Incr. in Cash / Mark. Securities		9,142,200	27,257,003	31,994,271	32,397,288