

CASE STUDY

Residential solar and energy storage service provider leverages **T-REX Deal Launcher** to grow and accelerate its ABS pipeline

CLIENT SINCE	NO. OF DEALS ON T-REX	TOTAL VOLUME STRUCTURED ON T-REX	AVERAGE COST SAVINGS PER DEAL	AVERAGE TIME SAVINGS PER DEAL
2018	6	\$1.4 bil	98 bps	2-3 weeks

Client Challenge

Capital markets team encountered a number of challenges as it sought to grow and accelerate its deal pipeline

- ⚡ **Limited bandwidth** to handle greater volume
- ⚡ **Limited insight** into internal cash flow and pricing projections
- ⚡ **Complexity of deal structures** requires extensive buy-side communication
- ⚡ **Marketing / sharing structures is cumbersome** via Excel & email
- ⚡ **Manual modeling is repetitive and time-intensive**, impacting speed-to-market

Solution Implemented

T-REX's cloud-based capital markets platform

MODELING TOOLS

DIGITAL WATERFALL

SCENARIO ANALYSIS

MARKETING & SHARING

- ⚡ Purpose-built technology enabled team to **scale expertise and improve efficiency**
- ⚡ Smart analytical tools empowered **full, independent insight** into range of structuring/financing options
- ⚡ **Transparent structuring** and **cloud-based collaboration** created single source of truth, improving investor education
- ⚡ **Collaboration platform** enabled controlled permissioning and version control
- ⚡ **Asset-specific deal templates** were easy to replicate and reuse

Key Results

T-REX enables client to execute more deals at greater speed

- ✅ Existing team **scaled effectively to support growing pipeline**, completing 5 transactions in under 2 years (1 pending)
- ✅ Achieved greater insight into financing options and **precision in deal pricing** led to **better cost of issuance**
- ✅ Sophisticated, transparent deal structure **improved buy-side confidence** in complex investment opportunity
- ✅ **Iterated seamlessly** with prospective buyers to discover the optimal structure
- ✅ Brought speed to deal execution by implementing a **repeatable process** that shortened general issuances by 2-3 weeks