

CASE STUDY

Clean energy asset originator pioneers innovative financing process for cost-effective private placements with **T-REX Deal Launcher**

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	\$164 mil	98 bps	2-3 weeks

Client Challenge

Capital markets team sought to optimize its cost of issuance, but the complexity of the underlying assets posed challenges

⚡ **Manual modeling** is extremely time-consuming

⚡ **Pricing risk is difficult** without predictable credit and cash flow characteristics

⚡ **Extensive buy-side communication is required** for relatively unknown asset classes

⚡ **Securing third-party validation is difficult** for complex asset classes

⚡ **Sharing / marketing structures is cumbersome** via Excel & email

Solution Implemented

T-REX's cloud-based capital markets platform



⚡ Technology platform **eliminated manual processes and improved efficiency**

⚡ **Transparent structuring tools** empowered team to pinpoint asset-specific valuation and explore unique structures

⚡ **Granular reporting and custom data visualization tools** aided investor education

⚡ **Enhanced analytics and scenario module** helped rating agencies stress test each deal thoroughly

⚡ **Cloud-based platform enabled efficient collaboration** with deal participants

Key Results

T-REX provided deep analytical capabilities into the client's assets, enabling them to structure and model complex deals cost effectively

✅ **Existing team completed 5 transactions in under 2 years** (1 pending), using technology to meet growing demand for ESG investments

✅ **Priced risk accurately** with complete insight into the underlying assets, **optimizing the cost of capital**

✅ **Increased buy-side participation**, making a more competitive bidding process for their bonds and **improving the cost of issuance**

✅ **Collaborated seamlessly with rating agencies**, becoming the first in this market segment to get a single asset rated

✅ Developed a **repeatable process** with all of its deal partners, improving speed to market by 2-3 weeks