



# It's all about matching...

How to increase bankability and benefit from the enormous solar business potential.



## Feasibility and profitability are decisive

**Solarif Matchmaker** has access to a continuously growing network of companies that are active in the solar PV industry, such as project developers, investors/asset owners, EPC contractors and debt providers. Solarif Matchmaker identifies the specific capabilities and needs of each client and subsequently converts this knowledge into concrete business opportunities in a professional and discreet manner.

**The approach** is always project oriented. Based on a dedicated project model, in which all financial aspects and outputs are exposed, as required by debt providers and investors, parties are matched. In this process both feasibility and profitability are decisive. The detailed and relevant matching data, applied within an efficient process, result in fair chances for all parties involved, whilst saving a considerably amount of time and money.

*In a world with  
plenty of supply  
and demand,  
it is crucial to  
make the right  
matches*



## Buying or selling projects

**Sellers are required** to provide comprehensive project parameters of the PV projects they offer for sale. Buyers are required to provide an accurate investment profile. To make the matchmaking procedure as efficient as possible, the services are offered in collaboration with project finance advisers, who will



provide transactional and financial modelling support for each transaction at no extra costs. For each registered project Solarif Matchmaker will undertake financial modelling based on the information uploaded via an extensive webform.

**The financial model** will generate outputs (such as viability and returns) which will allow us to match the seller's PV project in a sophisticated way with the requirements of our extensive list of potential buyers. Following successful matching between a seller and a buyer, the financial model can be used to secure debt and equity funding all the way up to project completion.

**Solarif Matchmaker** will incorporate the results of the financial model into an information memorandum which will be sent only to buyers who have a matching investment profile. This sophisticated matching ensures buyers and sellers will only be contacted where there is a high probability of completion, saving time and money for all parties involved.



**SOLARIF**  
MATCHMAKER



**Solarif Matchmaker** - *sell, buy, offer, request, conclude*

Solarif Matchmaker provides professional matching services in order to increase valuable business opportunities for project buyers and sellers, EPC contractors and debt providers.

core activities

- support selling/buying PV projects
- support selling/sourcing bankable EPC contracts
- support offering/sourcing project finance

**Solarif Group** consists of three fully autonomous, though connected divisions, complementing each other: Insurance, Matchmaker and Risk Management. It is the strength of this unique, synergetic, strategic combination that makes the Solarif business model highly effective and most efficient, which ultimately translates into long term, profitable business for Solarif customers and business partners. Fore more information please visit our website, *solarif.com*.



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Solarif Group	t: +31 (0)26 711 5050
Mr. B.M. Teldersstraat 11	e: <a href="mailto:info@solarif.com">info@solarif.com</a>
NL-6842 CT Arnhem	i: <a href="http://www.solarif.com">www.solarif.com</a>
The Netherlands	