

Global Project Sponsors Report 2020



PROXIMO
R E S E A R C H

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Foreword

Welcome to Proximo's Global Project Sponsors Report 2020.

We'd like to thank all those that took the time to fill out the market surveys for this report – we knew when we started that it was a long questionnaire and greatly appreciate your participation.

Your efforts have produced an independent report based on the opinions of project sponsors and borrowers across multiple sectors – providing insight into how the project finance lending/structuring market is perceived by its client base and how it might better serve that client base.

For those involved in project finance – where deals are often custom solutions to a unique set of risks and borrower requirements and are delivered over years rather than months – perceptions of what borrowers are looking for from the market tend to reflect the intricacies of deals most recently worked on. There is very high awareness and servicing of individual borrower needs and concerns, as reflected in the survey that follows, but project finance practitioners tend to be sector based, so the bigger market picture – the issues typical to all project borrowers, regardless of sector or geography, and the differences – is less clear, simply because of the way the market functions. This report, which we plan to repeat annually, gives that broader market picture.

Although the survey was conducted largely prior to covid-19, because much of project finance feeds development of essential infrastructure – deals that are both financially robust in design and likely to bounce back first once a degree of normality returns to the market – the report gives very strong indicators of what project borrowers will be looking for post-covid-19, at least in sectors other than oil and gas which has its own unique set of additional problems.

Some argue covid-19 could change how the world functions for the long term, and with it the types of infrastructure and energy required by users. But the demand for project finance to meet those changing requirements will remain. So, what project and infrastructure borrowers were, and are, looking for in terms of support from the project finance sector will be as relevant post covid-19 as it was before.

Thanks again to all those that helped in the production of this report. If any readers have ideas on how we might improve or expand it for 2021 please contact me – market feedback, good and bad, is always welcome.



Sean Keating,
Editor,
Proximo

Executive Summary

Shortening tenor lengths on bank loans are a concern for key project finance players. Participants in the survey repeatedly identified shorter tenors on project loans as a major obstacle to successful project finance deals. As new Basel capital requirements for banks come into force around the world, bank appetite for long-term debt has diminished and there is a disconnect between the tenors that developers need on project loans and the tenors banks are able to deliver.



Institutional investors are viewed as central to the long-term future of project finance.

Participants in the survey repeatedly identified shorter tenors on project loans as a major obstacle to successful project finance deals. As new Basel capital requirements for banks come into force around the world, bank appetite for long-term debt has diminished and there is a disconnect between the tenors that developers need on project loans and the tenors banks are able to deliver.

ECA/DFI backing on deals is considered less important.

Participants in the survey repeatedly identified shorter tenors on project loans as a major obstacle to successful project finance deals. As new Basel capital requirements for banks come into force around the world, bank appetite for long-term debt has diminished and there is a disconnect between the tenors that developers need on project loans and the tenors banks are able to deliver.



There is little incentive for project financiers to pursue ESG-linked debt.

The transition from fossil-fueled energy to renewable energy is a long-term process that will require significant investment. However, the current market structure does not provide sufficient incentives for project financiers to pursue ESG-linked debt. This is due to a number of factors, including the high cost of capital for renewable projects, the lack of standardized ESG metrics, and the limited availability of ESG-linked debt products. As a result, project financiers are more likely to pursue traditional debt products, which do not offer the same level of risk mitigation or return as ESG-linked debt. This lack of incentive is likely to slow the pace of the energy transition and increase the risk of stranded assets.



Oil and gas will be one of the hardest hit sectors by the COVID-19 pandemic.

The COVID-19 pandemic has had a significant impact on the global economy, with many sectors experiencing a sharp decline in demand. The oil and gas sector is particularly vulnerable, as it is a cyclical industry that is highly sensitive to changes in economic activity. The pandemic has led to a significant drop in oil prices, which has had a major impact on the sector's profitability. This is likely to lead to a period of consolidation and restructuring within the industry. The impact of the pandemic on the oil and gas sector is likely to be long-lasting, as it has highlighted the sector's vulnerability to economic shocks. This may lead to increased government intervention and a shift in the sector's focus towards more sustainable energy sources.

Introduction

Project financing, in all its forms, has resilience built in. It invariably comes with very strong covenants that trap cash to meet project debt obligations in times of stress. While the recent double whammy of extreme oil price volatility and fallout from the coronavirus pandemic has hit many projects hard, particularly those where the structure is optimised for refinancing this year, the general ratings agency consensus is that the vast majority of projects (operational and in development) will get through the crisis, albeit with some restructuring.

Although the speed and extent to which end-user demand, and hence project cashflows, will return to pre-crisis levels is impossible to predict, project finance borrowers tend to operate in essential infrastructure sectors which adds to their resilience – in short, of all financial markets, project finance is one of the most likely to bounce back relatively quickly.

Given that likelihood, the following survey gives insights into what project borrowers will be looking for once a degree of normality returns to the market platform) to give factual context to trends and opinions highlighted by the survey responses.

Survey responses were collected in the last months of 2019, before the coronavirus pandemic reached its present severity. The report incorporates information about the effects of the pandemic on project finance, whilst concurrently giving strong indicators of what the project finance market will look like after the crisis dissipates. The report is not purely based on borrower opinion – it also uses Proximo's project finance data (hosted on TXF's Tagmydeals platform) to give factual context to trends and opinions highlighted by the survey responses.

Aim of the report

There is currently no empirical, independent report that canvasses the views of project sponsors and borrowers. This report looks to fill that gap, providing insight into how the project finance lending market is perceived by its client base and how it might better serve that client base.

Methodology

The report is based on data collected using a mixed methods design that involved a quantitative and a qualitative component. The quantitative data was collected using an online survey platform (SurveyMonkey) while telephone interviews were used to collect the qualitative data.

The survey

The survey questions were designed exclusively for sponsors and borrowers active in the project finance space. The questions cover:

Background and demographics:

This data gives you a picture of the types of project sponsor that took part in the survey.

Project financing:

Covering most of the report, these questions delve into project sponsors' views on pricing and tenor across the different sectors (and how these are expected to change over the next two years), challenges in raising project finance, disrupters in the market, factors that influence decision making, and the role of outside forms of economic support.

Sustainability:

These questions explore how growing investor awareness of sustainability is impacting how project sponsors operate, and their views on its wider influence over the project finance space.

The telephone interviews

To explain the quantitative trends, in-depth, semi-structured phone interviews were conducted with five respondents to understand **why** and **how** the patterns occurred.

The topic guide for the interview was based on each individual's survey responses to ensure that the conversation remained focussed. Interviews were conducted between March and April 2020, lasted between 15 minutes and 25 minutes, and were audio recorded for accuracy and further analysis. Any qualitative data used throughout this report has been anonymised with all identifying information removed to protect the anonymity of the interviewee.

The Proximo perspective

Throughout the survey, Proximo provides its interpretation on some of the key findings. These comments are designed to be thought provoking and offer a more holistic view on the implication of the data for the industry.



Findings

- Background and demographics
- The intricacies of project financing
- A closer look at sustainability



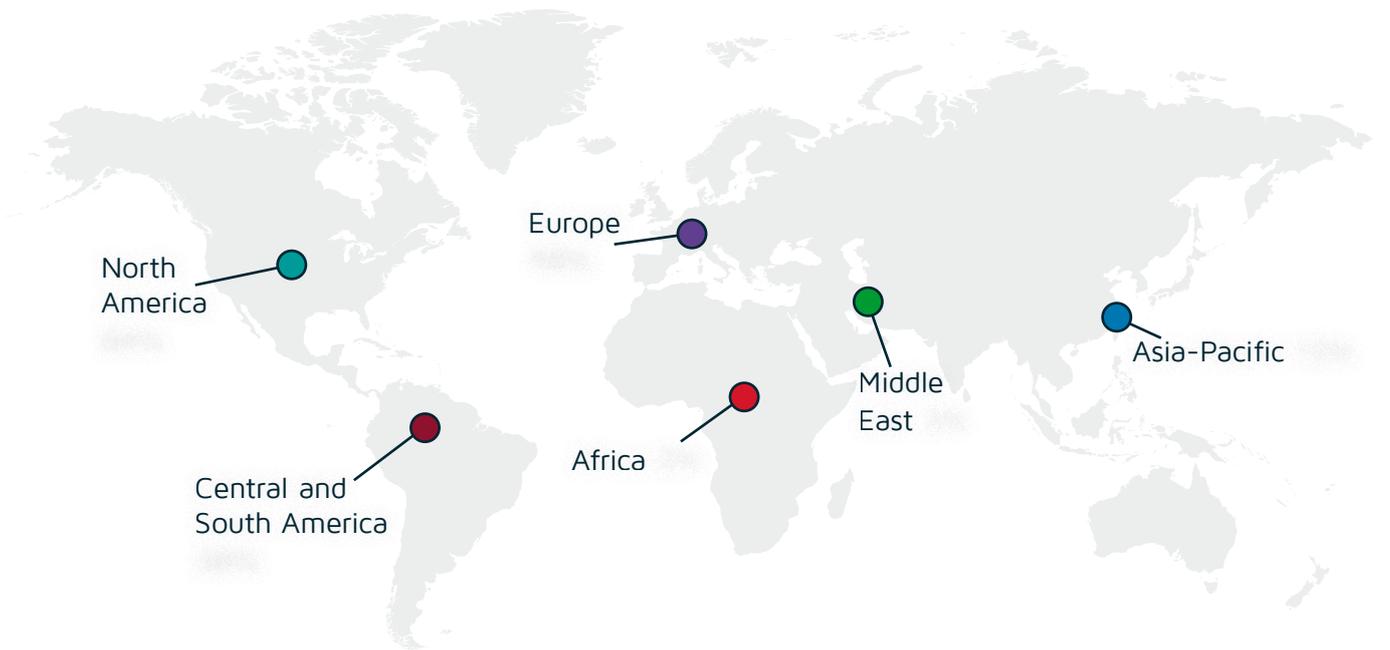
Background and demographics

In total, 52 project sponsors took part in the survey.

Of these, 25% of respondents are based in Africa or the Middle East (Figure 1).

The majority of respondents are based in North America, followed by 20% operating in Europe.

Figure 1: Region of operation



Participants in the survey are most active in the Americas, with 40% of respondents based in North America and 10% in Central and South America. Europe follows with 20% of respondents, while 10% are based in Africa, the Middle East, and Asia-Pacific.

The majority of respondents are based in North America, followed by 20% operating in Europe. The majority of respondents are based in North America, followed by 20% operating in Europe.

Of the 52 project sponsors, 25% are based in Africa or the Middle East. The majority of respondents are based in North America, followed by 20% operating in Europe.

Figure 2: Project finance sectors



A brief look to the future

When projecting regional growth according to sector over the next five years, 43% of respondents thought that North America would see the greatest growth in renewables.

Renewables was also thought to be the fastest growing sector over the next five years, with 43% of respondents projecting the greatest growth in this sector. This is a significant increase from 2019, when 35% of respondents projected the greatest growth in this sector. This is a significant increase from 2019, when 35% of respondents projected the greatest growth in this sector. This is a significant increase from 2019, when 35% of respondents projected the greatest growth in this sector.

Over the last few years, there has been a significant increase in the number of respondents who have projected the greatest growth in this sector. This is a significant increase from 2019, when 35% of respondents projected the greatest growth in this sector. This is a significant increase from 2019, when 35% of respondents projected the greatest growth in this sector.

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The International Energy Agency (IEA) projected in November 2019 that North America would see 20% growth in production over the next five years. This is a significant increase from 2019, when 15% of respondents projected the greatest growth in this sector. This is a significant increase from 2019, when 15% of respondents projected the greatest growth in this sector.

As most all regions that composed of 2020 are not to be significantly affected by the oil price crash, investment might not be severely slowing down. Most America decreasing the highest growth. However, such a prediction must be revised when the context of very low growth potential. No oil price up to 2020.

Figure 3: Predicted regional growth in project finance over the next 5 years

	2020	2021-2025	2026-2030
Oil & gas	20%	20%	20%
Mining	20%	20%	20%
Transport	20%	20%	20%
Power	20%	20%	20%
Renewables	20%	20%	20%
Communications	20%	20%	20%
Social infrastructure	20%	20%	20%
	2020	2021-2025	2026-2030
Oil & gas	20%	20%	20%
Mining	20%	20%	20%
Transport	20%	20%	20%
Power	20%	20%	20%
Renewables	20%	20%	20%
Communications	20%	20%	20%
Social infrastructure	20%	20%	20%

The intricacies of project finance

- The details
- A look to the past
- Greenfield projects
- Can project finance expect outside help?
- Variety is the spice of (project finance) life
- The importance of a bank's international footprint
- The ratings agencies: overrated or underestimated?

The details

Most respondents (81%) indicated that they intend to raise project financing over the next 12 months (figure 4).

When asked about the source of their financing, 60% of respondents indicated that they intend to raise project financing through a combination of bank loans and government grants. 30% of respondents indicated that they intend to raise project financing through a combination of bank loans and private equity. 10% of respondents indicated that they intend to raise project financing through a combination of bank loans and venture capital.

When asked about the timing of their financing, 60% of respondents indicated that they intend to raise project financing over the next 12 months. 30% of respondents indicated that they intend to raise project financing over the next 18 months. 10% of respondents indicated that they intend to raise project financing over the next 24 months.

When asked about the amount of their financing, 60% of respondents indicated that they intend to raise project financing of less than \$10 million. 30% of respondents indicated that they intend to raise project financing of \$10 million to \$50 million. 10% of respondents indicated that they intend to raise project financing of more than \$50 million.

The project sponsor's primary concern when raising financing is the cost of financing. 60% of respondents indicated that they intend to raise project financing through a combination of bank loans and government grants. 30% of respondents indicated that they intend to raise project financing through a combination of bank loans and private equity. 10% of respondents indicated that they intend to raise project financing through a combination of bank loans and venture capital.

The reason for the uncertainty over the timing of their financing is because of the project sponsor's needs. 60% of respondents indicated that they intend to raise project financing through a combination of bank loans and government grants. 30% of respondents indicated that they intend to raise project financing through a combination of bank loans and private equity. 10% of respondents indicated that they intend to raise project financing through a combination of bank loans and venture capital.

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Figure 4: Respondents' plans to raise project finance over the next 12 months

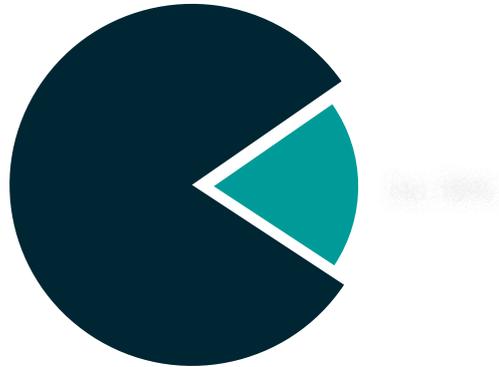


Figure 5: Project financing over the next 12 months, by sector



Figure 6: Project financing over the next 12 months, by facility type



The high proportion of respondents (88%) looking to raise funds in the next 12 months is not an surprising given the strong North American and European demographics of the survey and the number of refinancing of conventional projects to the pipeline was reported by Credit Agricole under that the project team raised more by 10% in 2019 to \$1.7 billion. But that growing pipeline to funds may be in the initial period after Covid-19 as project sponsors look for funding flexibility and avoid negative carry on structured projects.

Average deal size averaged, the average amount reported to be invested in project finance over the next 12 months was \$228 million (Figure 7). This is set to exceed the average deal size of \$200.7 million recorded by respondents between February 2019 and February 2020. The average size of deals over the next 12 months may, of course, be reduced due to the economic headwinds brought by Covid-19. Within the sample, the anticipated average total on project finance deals in 2020 (Figure 8) and the anticipated average amount in 2020 (Figure 9).

The average time between February 2019 and February 2020 reflected in respondents was 1.7 years. The divergence between the average time reported by respondents and the global average can largely be explained by the respondents' heavy involvement in the North American project finance market as a whole group. North America is a more concentrated market.

The depth of liquidity available in the North American project debt market for long-term debt also exceeds the average deal size. In 2019, as developers have had need to raise long-term debt, the respondents figure is reflective of the single most active commodity market in European project finance markets. Nevertheless, the 2019 Capital Requirements Directive (CRD IV) which implemented the Basel III capital requirements, has caused average deal lengths to drop in recent years as project finance sponsors have become more conservative (Table 2019).

Figure 7: Average amount invested in project finance over the next 12 months



Figure 8: Average tenor for project financing deals over the next 12 months



Figure 9: Average pricing for project financing over the next 12 months: prospective pricing



A look to the past

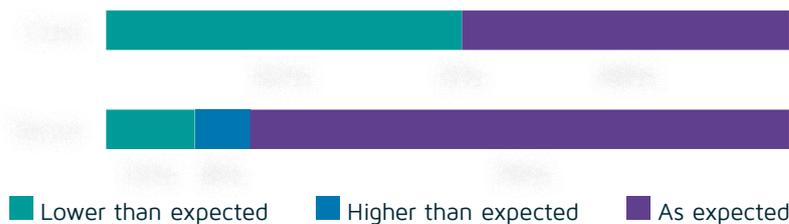
Looking back at the last 24 months, 65% of those surveyed indicated that they had been involved with project finance over that period (figure 10).

Looking back at the last 24 months, 65% of those surveyed indicated that they had been involved with project finance over that period (figure 10). This indicates a strong interest in project finance among the surveyed group. The data suggests that project finance is a significant part of the business operations for many of the respondents. This involvement is likely driven by the need for capital and the benefits of project finance structures. The survey results provide valuable insights into the current state of project finance in the market.

Figure 10: Involvement with project financing over the past 24 months



Figure 11: Perception of pricing over the past 24 months



■ Lower than expected
 ■ Higher than expected
 ■ As expected

Figure 12: Perception of change in cost and tenor change over the past 24 months



In terms of respondents' views, their views negatively affected the costs of project finance over the last 24 months. 20% of respondents felt that the cost of capital had a significant impact, although 41% thought that project cost was only moderate. This amount of the sample also thought that their clients had a moderately detrimental impact on their project finance. Most respondents thought that a lack of liquidity, the cost of debt, and increased rates have had the effect of delaying project financing (Figure 12).

A key indicator here is that 41% of respondents think the main impact project is moderate change in securing capital financing, with more than 40% thinking that their clients are very significant (Figure 12). As we saw earlier, however, average loan lengths for project finance contracts have increased as opposed to the implementation of their guidelines in the 2019 CDO in response to their capital requirements at 20% to the average length of 2.5% of which most of the 1.5% of capital conservation buffer of 1.5% and a counterparty buffer of 1.5%.

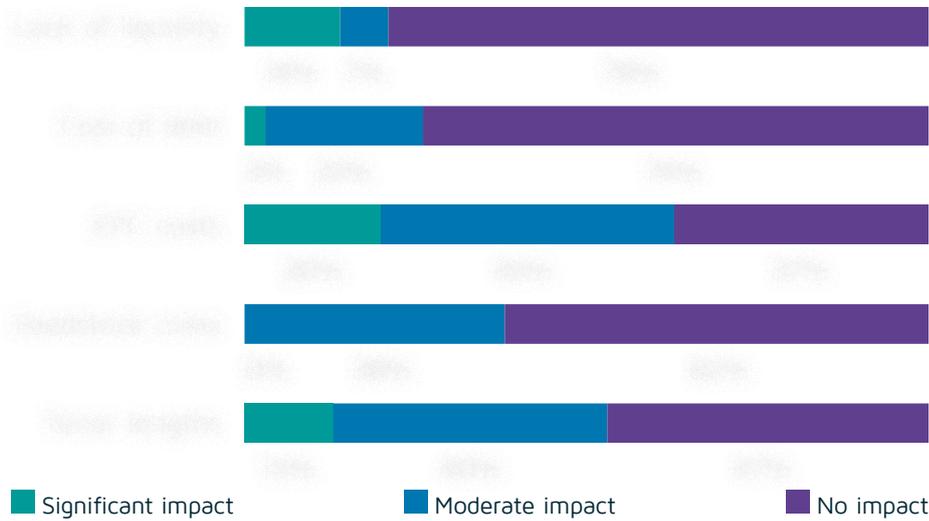
Notably, 40% also think the provider of capital is systems, not buffer of up to 10%. This shows that the capital requirements of 10% is not to be as high as 10%. There is also a average rate of 10% of unassigned assets and project finance is directly supported by a liquidity coverage

ratio of 100%, which is higher to previous levels, based on 2019 data only.

Although these requirements are designed to provide capital from a financial crisis, allowing higher capital markets has made it costly for banks to sustain the long-term on the long-term side. This project finance approach, banks have had to shorten their to avoid making loans, and the response to developers, but it is not clear they have also created a barrier to developing viable financing risk.

The 2019 CDO also implemented many of the 2019 CDO guidelines, as 100% of respondents a demand for capital from 2019 will be affected to the project finance industry. However, as the 2019 CDO guidelines, although they are designed to reduce the volatility of implementation of the requirements to the 2019 CDO in light of the 2019 CDO guidelines, 2019 CDO guidelines on the currently holding capital requirements for capital, allowing around 100% of the 2019 CDO guidelines during the 2019 CDO period, available. However, there are still 10% of respondents who are already in a state of difficulty due to project finance as a consequence of 2019 CDO.

Figure 13: Perception of the challenges that have detrimentally impacted the raising of project finance



Greenfield projects

Those surveyed anticipated that oil and gas would be the sector with the highest pricing for greenfield projects, carrying an expected average pricing of 10.5% (with a range of 8.5% to 12.5%), followed by power (9.5%, with a range of 7.5% to 11.5%), and social infrastructure (8.5%, with a range of 6.5% to 10.5%).

Renewables was expected to have the lowest average pricing of 5.5% (range of 3.5% to 7.5%), followed by transport (6.5%, with a range of 4.5% to 8.5%), and mining (7.5%, with a range of 5.5% to 9.5%).

Overall, respondents anticipated that the average pricing for greenfield projects would be 7.5% (with a range of 5.5% to 9.5%).

Figure 14: Perception of anticipated competitive debt pricing for greenfield projects

Sector	Anticipated competitive debt pricing
Oil & gas	10.5%
Power	9.5%
Communications	8.5%
Renewables	5.5%
Transport	6.5%
Social infrastructure	8.5%
Mining	7.5%

"I don't necessarily agree that an RBL for a crossover investment grade rated company such as Chrysaor priced at 225 basis points over versus a single B rated company who's 10 times smaller than Chrysaor being priced at 325 basis points over is rational. It just doesn't reflect the underlying risks. I would actually argue a lot of RBLs are probably under-priced and reflect banks' cost of funding more than credit risk." He also notes that banks do not always look to RBLs as their primary source of revenue but use RBLs to acquire "ancillary opportunities like the debt capital market or equity capital market issuances, as well as advisory services."

Participants noted that RBLs are not the only source of debt financing for project sponsors. In fact, many participants noted that RBLs are not the primary source of debt financing for project sponsors. Instead, they noted that RBLs are often used as a secondary source of debt financing, particularly for project sponsors who are looking to diversify their debt portfolio. This will be largely dependent on the size and maturity of projects and their sponsors. For example, larger project sponsors may use RBLs as a primary source of debt financing, while smaller project sponsors may use RBLs as a secondary source of debt financing.

Participants also noted that RBLs are not always the most cost-effective source of debt financing. In fact, many participants noted that RBLs are often more expensive than other sources of debt financing, such as bank loans or corporate bonds. This is due to the higher risk associated with RBLs, as well as the higher cost of funding for banks. However, participants also noted that RBLs can provide project sponsors with greater flexibility and speed of execution compared to other sources of debt financing.

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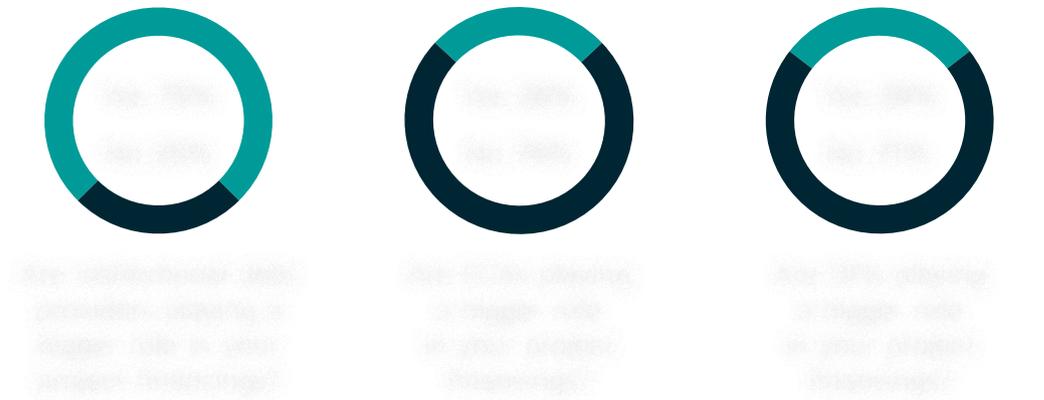
Can project finance expect outside help?

A significant number (75%) of participants noted that institutional investors were taking more substantial roles in project finance deals (figure 16).

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Figure 16: Perception on the impact of institutional investors, ECAs and DFIs in project financing



Overall, the impact of institutional investors, ECAs and DFIs is perceived as positive, with 85% of respondents reporting a positive impact, 75% reporting a positive impact, and 70% reporting a positive impact. The remaining percentages represent the negative impact perceived by respondents.

When asked about the impact of institutional investors, ECAs and DFIs on project financing, 85% of respondents reported a positive impact, 75% reported a positive impact, and 70% reported a positive impact. The remaining percentages represent the negative impact perceived by respondents.

The Proximo perspective

There has long been scepticism about long term infrastructure investor appetite for the market – better returns elsewhere and they would be off.

While that is certainly valid for non-specialised funds, many institutions have built up considerable expertise in project and infrastructure finance, having hired large numbers of ex-project finance bankers and lawyers to their teams. Covid-19 will undoubtedly test appetite – but institutional investors are here to

The fact that these investors are increasingly active in infrastructure financing is a positive sign for the market. It indicates a continued strong interest in infrastructure, which is essential for the long-term growth of the global economy.

The interest in infrastructure financing by institutional investors is particularly encouraging given the long-term nature of infrastructure assets. While the current market conditions may pose challenges, the long-term value of infrastructure assets remains strong. The key is to identify high-quality investment opportunities and ensure that the infrastructure assets are well-structured and supported by strong government policies.

support their public interests such as transportation infrastructure, water, power, food, and health related, which require government involvement projects will also construction and the other institutions need to be encouraged to follow suit.

A second aspect is a lack of consistency in project finance structures across national borders or areas which is, at least partially, a result of these borders need to have their project finance systems that fit with the degree of being well understood. This need to be more uniform in project finance structure problem is the relative size of project work

opportunities which are a big volume in infrastructure spending. It could also be other areas of a country's economy and related government work have infrastructure efficiency development and stability that is more high.

Thirdly, there are some issues in an an efficient structure of global infrastructure funding. This structure concerning the participation of various lenders can be an equity structure. There are some a few conditions to be satisfied if you participate in the financing of infrastructure or high spending project project.

Variety is the spice of (project finance) life

In an assessment of the importance of various project finance instruments to their business models,

the most common view is that project finance has been important and even high value as instruments which are well understood about project finance. A high number of these countries (80%) with their specific interest and not important to their business, with 60% saying the value of infrastructure assets and responsibility under finance. Only three percent of these countries considered that their infrastructure were important to their business (Figure 10).

Even the many of these countries are important to developers market, their perception of the role of ECAs and DFIs is surprisingly, developed markets are often the first the government role that can be detected in projects of financing markets, including ECAs and DFIs support the industry as a result of increasing market. Regarding the other side, most of ECAs and DFIs have important to their business

for development of countries where government have been important for investment.

This table is the first of identifying markets where ECAs and DFIs funding have been crucial to their work with projects. From these markets, average suggesting that 80% and 60% are crucial for a high rate of financing market. Overall, Global Infrastructure 2020 is a 2020 report the market for financing and infrastructure market and indicates that overall the infrastructure market from 2019 began to 2020 to be better in 2020 as compared to year to year market. 2020 ECAs and DFIs investment will be a role in the a project finance. It is not dependent structure.

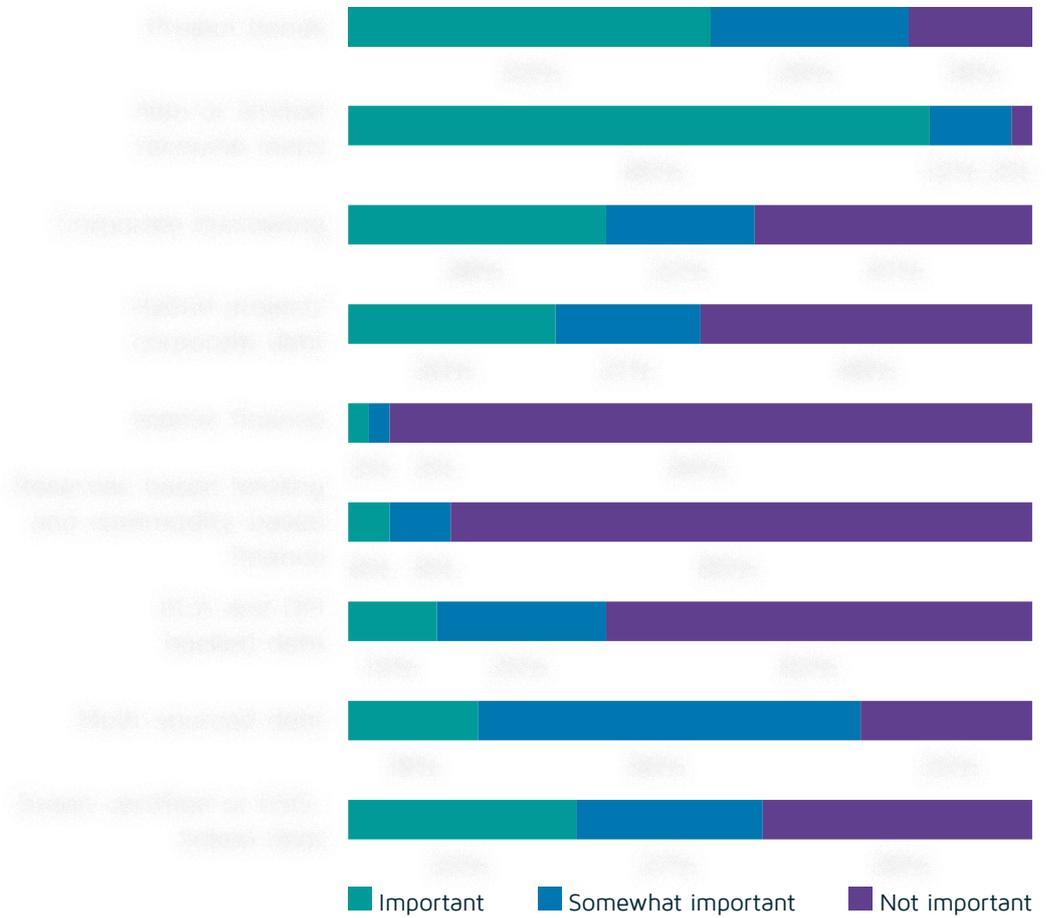
stay and are a growing and very useful source of funding diversification.

The Proximo perspective

The difference in mandates between ECAs and DFIs, the former being commercial, government-backed sales tools to boost exports, does not always co-operation between the two in emerging markets easy.

And borrowers often complain that due diligence processes, particularly at ECAs, take too long to be practicable for projects that carry a strict timetable and penalties for overruns. Both have a role to play, but many borrowers still see them as lenders of last resort because of the pressures they can add to project time constraints.

Figure 17: Perception on the importance of project finance instruments to their own business

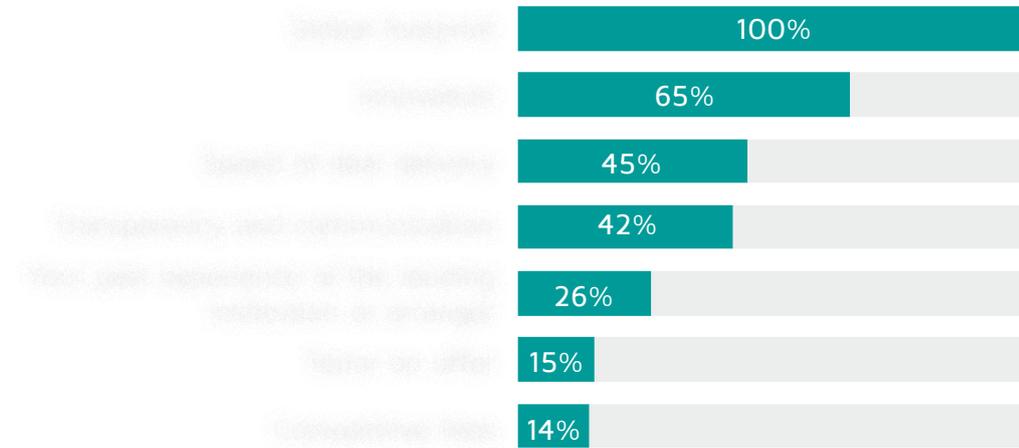


The importance of a bank's international footprint

Asked about what project sponsors considered most significant when selecting a bank for project finance, all respondents felt that global footprint was important.

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Figure 18: Perception on the most important attributes to developers when choosing a bank for project finance



When asked to rank their most important attributes to consider when choosing a bank for project finance, 100% of the sponsors thought that speed of service was the most important attribute, followed by reliability at 65%.

Speed of service is the most important attribute to consider when choosing a bank for project finance, followed by reliability at 65%. The reason for this may be due to the difficulties that can arise when structuring deals.

There is a strong correlation between the speed of service and reliability, suggesting that banks that are able to provide a fast and reliable service are also likely to be able to provide a competitive pricing and offer.

Over half (50%) of the sponsors considered transparency and communication to be important, while 42% saw this as the most important attribute to consider when choosing a bank for project finance. This is likely due to the complexity of the market and the need for sponsors to have a clear understanding of the bank's capabilities and services.

Over half (50%) of the sponsors considered transparency and communication to be important, while 42% saw this as the most important attribute to consider when choosing a bank for project finance. This is likely due to the complexity of the market and the need for sponsors to have a clear understanding of the bank's capabilities and services.

Figure 19: Perception on the importance of possible changes in project finance

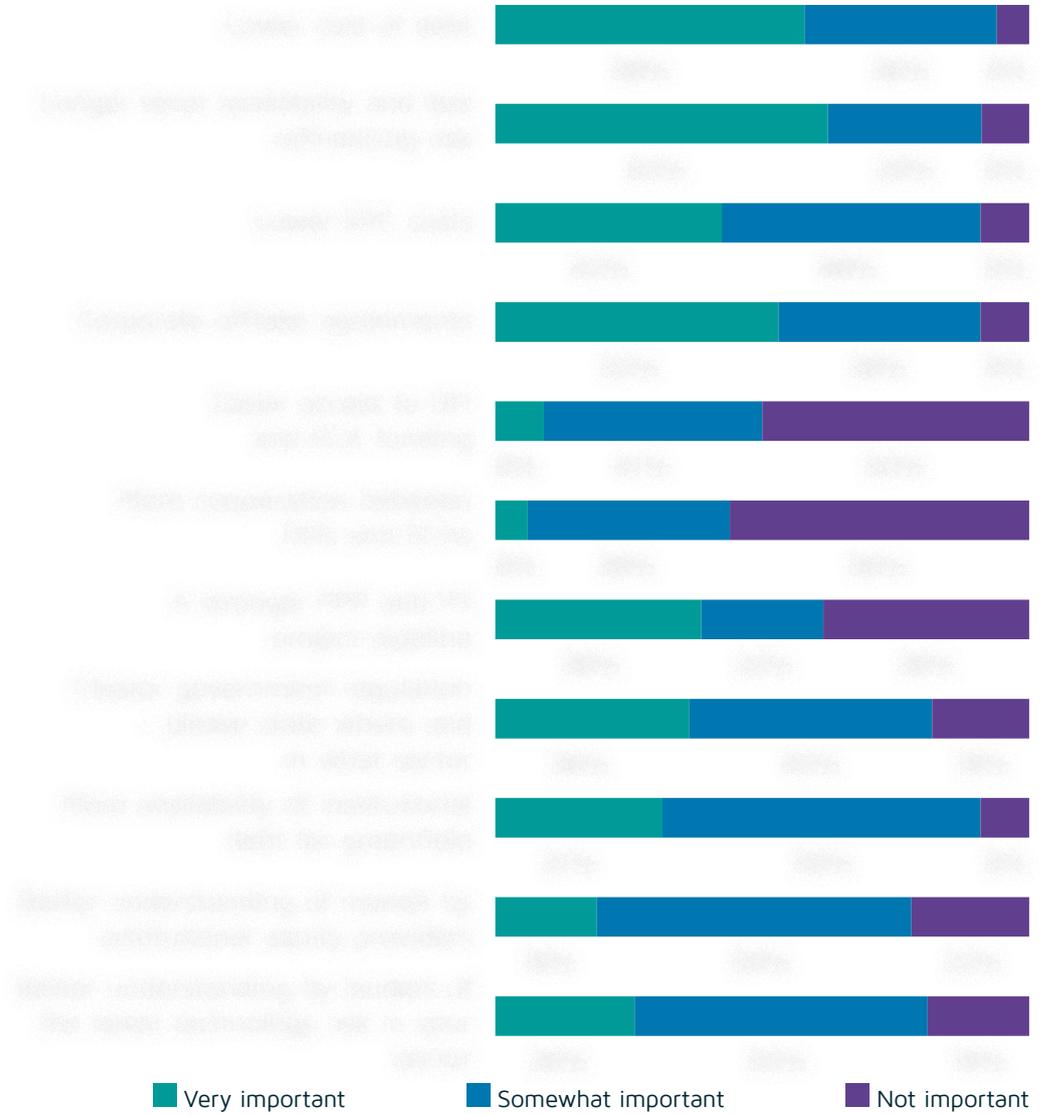


Figure 20: Perception on the importance of getting a rating for a deal a worthwhile investment



The ratings agencies: overrated or underestimated?

Those surveyed had a very mixed view of the experience of the performance of ratings agencies in project finance:

Approximately 40% of respondents gave a high rating, 30% gave a medium rating, and 30% gave a low rating. This shows that while ratings agencies are not always perceived as being overrated, they are also not always perceived as being underestimated.

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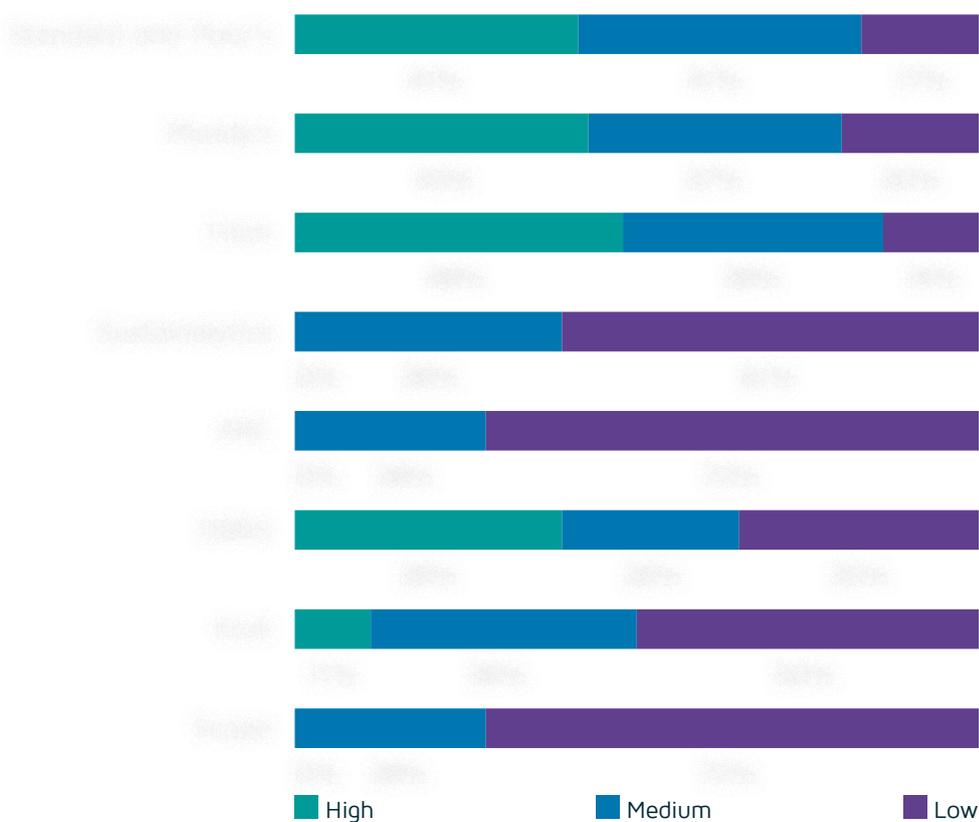
Methodology is an important part of the process, and while the agencies are not always perceived as being overrated, they are also not always perceived as being underestimated. This shows that while ratings agencies are not always perceived as being overrated, they are also not always perceived as being underestimated.

The Proximo perspective



Ratings agencies do a good job walking the line between their customers' expectations and providing realistic, independent ratings evaluations. But clearly perceptions of the quality of their service are not as high as they should be, which is something they need to address going forward. The credibility of their ratings methodologies is not the issue – the problem appears to be at the customer service level rather than disappointment about the actual ratings received.

Figure 21: Perception on the experience of the ratings agencies in project finance





A closer look at sustainability

- “I think it is a bit of a buzzword”

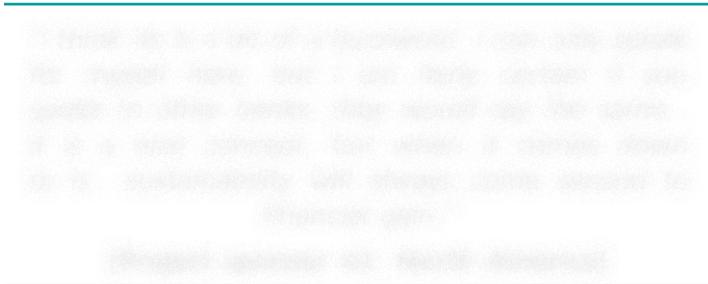


“I think it is a bit of a buzzword”

Over half (55%) of the sample said they did not consider banks’ sustainability credentials significant (figure 22).

The survey also revealed that 55% of respondents do not consider banks’ sustainability credentials significant. This is a significant finding, particularly given the fact that banks are often seen as the primary financial institutions in each

country. It is also worth noting that 55% of respondents do not consider banks’ sustainability credentials significant, which is a significant finding, particularly given the fact that banks are often seen as the primary financial institutions in each



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...of the importance of a bank's sustainability credentials to you. ...of the benefit of separating a project into green and non-green elements. ...of whether or not there is pressure from shareholders to raise ESG-linked or green project debt.

Figure 22: Perception on the importance of a bank's sustainability credentials to you



Figure 23: Perception on the benefit of separating a project into green and non-green elements



Figure 24: Perception on whether or not there is pressure from shareholders to raise ESG-linked or green project debt



Figure 25: Perception on whether or not there is any real pricing benefit to getting green certification or an ESG rating for project financing





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About Proximo Research

Proximo Research supplies some of the most detailed market insights into the project finance industry. Using an in-depth and robust methodology that combines quantitative trends with thought provoking qualitative insights, Proximo Research provides unique and proprietary data and analysis based on primary sources. In addition, it offers a bespoke research service to paying clients. Working in collaboration, Proximo Research collect, collate, analyse and write reports to the focus and scope of the research, with the final product being a thought leadership piece to be used by the client as they choose.

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