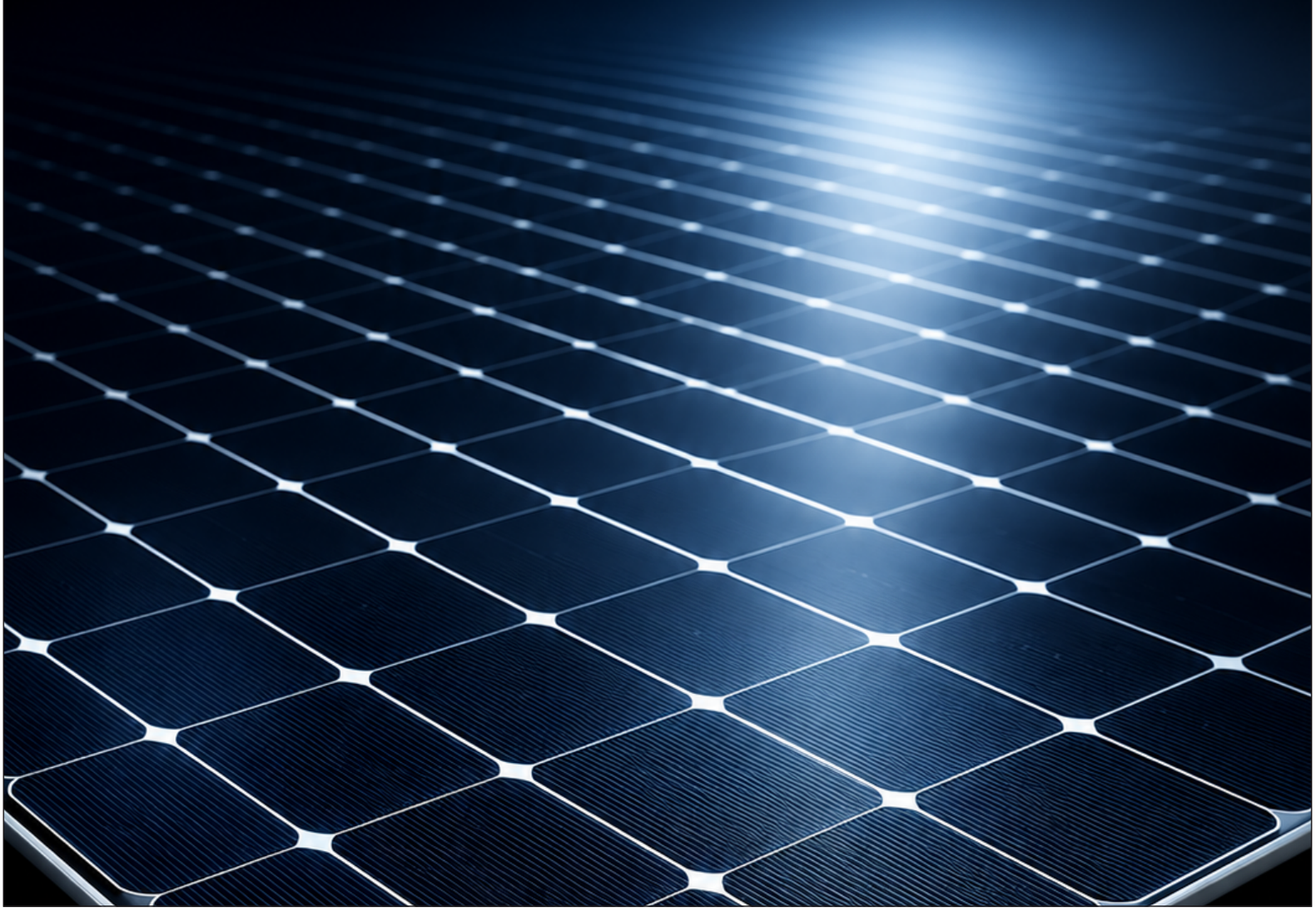
Sterling

BEYOND THE GRID 2.0

RENEWABLE ENERGY COLLOQUIUM

DEAL ROOM
CONCEPT NOTE





From Connections to Transactions: Unlocking Bankable Renewable Energy Opportunities

1 Background and Rationale

Nigeria's renewable energy market presents significant opportunities for equipment manufacturers, project developers, investors, financial institutions, and corporate energy consumers. However, the translation of these opportunities into commercially viable and bankable transactions continues to be constrained by financing gaps, limited access to appropriate capital, project structuring challenges, off-taker risks, and inadequate coordination between market participants.

Against this backdrop, the second edition of Sterling Bank's Renewable Energy Colloquium provides an opportunity to move beyond high-level policy conversations and create a practical platform for facilitating commercial engagements and accelerating renewable energy investments.

The Deal Room is therefore conceived as a dedicated business matchmaking, deal origination, and transaction facilitation platform designed to connect carefully selected Original Equipment Manufacturers (OEMs), renewable energy project developers, Engineering, Procurement and Construction (EPC) companies, corporate and institutional energy off-takers, investors, and financing partners.

Through structured engagements, the platform will facilitate the identification of renewable energy deployment opportunities, equipment and technology requirements, project financing needs, potential partnerships, and co-financing arrangements.

More importantly, the Deal Room will provide Sterling Bank with an opportunity to identify, qualify, and develop a pipeline of prospective transactions that can be subjected to further commercial, technical, financial, and credit assessment following the colloquium.

2 Purpose and Objectives

The overarching purpose of the Deal Room is to facilitate the conversion of renewable energy market opportunities into identifiable, structured, and potentially bankable transactions.
Its specific objectives are to:

- *Connect credible renewable energy OEMs, project developers, and solution providers with corporate and institutional customers seeking renewable energy adoption.*
- *Facilitate targeted business-to-business engagements and identify opportunities for renewable energy deployment, equipment acquisition, project development, and financing.*
- *Identify corporate energy demand and translate such demand into actionable renewable energy project opportunities.*
- *Provide developers and OEMs with access to potential customers, investors, financiers, and strategic partners.*
- *Identify financing opportunities across project finance, working capital, inventory/distributorship finance, equipment finance, lease-to-own, Power-as-a-Service (PaaS), and other suitable financing structures.*
- *Facilitate strategic partnerships, co-financing arrangements, and potential collaboration with development finance institutions and other capital providers.*
- *Generate a qualified and measurable pipeline of financing and partnership opportunities for Sterling Bank.*
- *Establish a structured post-event engagement framework to progress identified opportunities toward financial close, deployment, and commercial execution.*

3 Target Participants

Participation will be curated around three primary market segments, supported by strategic financing and technical partners.

A. Original Equipment Manufacturers and Renewable Energy Solution Providers
Selected companies with established capacity to manufacture, distribute, supply, install, and maintain renewable energy technologies.

Illustrative categories include:

- Solar photovoltaic module and inverter manufacturers
- Battery energy storage system manufacturers and suppliers
- Solar home system and productive-use equipment providers
- Renewable energy EPC contractors and system integrators
- Mini-grid and embedded generation solution providers
- Solar distribution companies and authorized equipment distributors
- Energy management, monitoring, and smart metering technology companies

B. Renewable Energy Project Developers
Established developers and credible project sponsors with identifiable projects, deployment capacity, and financing requirements.

Illustrative categories include:

- Independent Power Producers (IPPs)
- Commercial and industrial (C&I) solar developers
- Mini-grid and off-grid developers
- Embedded generation and captive power developers
- Renewable energy and energy storage project developers
- Energy-as-a-Service and Power-as-a-Service providers
- Renewable energy infrastructure and project investment companies

C. Corporate and Institutional Energy Off-takers
Organisations with significant electricity consumption, energy expenditure, or strategic interest in adopting renewable energy solutions.

Priority sectors include:

- Manufacturing and industrial businesses
- Telecommunications and data centres
- Commercial real estate and hospitality
- Healthcare institutions
- Educational institutions
- Agribusiness and agro-processing companies
- Logistics, warehousing, and transportation
- Large commercial establishments and institutional organizations

D. Strategic Financing and Technical Partners
Selected financial institutions, DFIs, guarantee providers, infrastructure investors, technical advisers, and other ecosystem partners that can support project structuring, risk mitigation, technical validation, and capital mobilization.

4 Proposed Deal Room Engagement Areas

The Deal Room will facilitate engagements around the following opportunity categories:

Engagement Area	Potential commercial outcome
Corporate renewable energy adoption	Solarisation and Energy Transition Projects for Corporate Customers.
Project financing	Financing for viable renewable energy projects and developers.
Equipment and technology acquisition	Financing for solar panels, inverters, batteries, and associated equipment.
OEM and distributor partnerships	Inventory, working capital, and distributorship financing opportunities.
Energy-as-a-Service	Partnerships for deployment of renewable energy without requiring outright customer ownership.
Mini-grid and distributed energy	Project development and financing opportunities for under-served communities and commercial clusters.
Strategic partnerships	Co-financing, guarantees, technical assistance, and investment partnerships.

5 Proposed Operating Model

The Deal Room will operate as a curated and appointment-based engagement platform rather than an open exhibition.

Participants will be required to register and submit relevant commercial information ahead of the event. The organising team will review submissions, identify potential synergies and schedule meetings based on the commercial interests and requirements of participants.

Each meeting will have a defined purpose, identified participants and an expected outcome.

The Deal Room will operate throughout the colloquium, concurrently with the main conference programme, with dedicated personnel responsible for managing the engagements and documenting outcomes.

6 Expected Deliverables

The Deal Room is expected to deliver:

1. A curated database of participating OEMs, developers, corporate off-takers and financing partners.
2. A pre-event matchmaking and meeting schedule.
3. Documented business engagements and expressions of interest.
4. A pipeline of identified corporate renewable energy adoption opportunities.
5. A pipeline of prospective project and equipment financing transactions.
6. Identified strategic partnership and co-financing opportunities.
7. A prioritized pipeline of qualified opportunities for further assessment by Sterling Bank.
8. A post-event deal conversion report detailing transaction values, financing requirements, opportunities under assessment, and progress toward execution.

7 Proposed Success Metrics

The following are proposed Deal Room-specific performance indicators, to complement the broader colloquium success metrics:

Performance indicator	Proposed target
Registered and profiled participants	20–30
Curated OEMs and solution providers	5 - 10
Renewable energy project developers	10–15
Corporate and institutional off-takers	20–30
Strategic financing/technical partners	5–10
Scheduled B2B meetings	30–40

Performance indicator	Proposed target
Completed meetings	At least 25
Documented commercial opportunities	At least 20
Qualified financing/partnership leads	At least 15–20
Opportunities with agreed post-event action plans	At least 80% of qualified leads
Opportunities progressed to preliminary assessment	At least 10
Opportunities progressed to formal financing/structuring	At least 5
Transactions reaching financial close/deployment	Tracked within six months

Targets are proposed planning benchmarks and should be validated against the final participant capacity and available resources. The overall colloquium's target of at least 20 qualified leads within 90 days remains the overarching event-level benchmark.

8 Post-Event Engagement

The Deal Room's impact will be assessed not only by the number of meetings conducted but, more importantly, by the extent to which identified opportunities progress towards financing, partnership execution and renewable energy deployment.

Sterling Bank's Renewable Energy and Sustainability Finance Group will coordinate post-event engagement with relevant internal business units and external counterparties.

All qualified opportunities will be assigned relationship owners and tracked through a structured pipeline management process, with periodic updates to management.

9 Conclusion

The Deal Room represents a deliberate effort to translate the intellectual, policy and stakeholder engagement outcomes of the Renewable Energy Colloquium into tangible commercial opportunities.

By connecting credible technology providers, project developers, corporate energy consumers and financing partners through structured engagements, Sterling Bank can strengthen its position as a preferred financing partner in Nigeria's energy transition while generating a sustainable pipeline of renewable energy transactions.

Ultimately, the success of the Deal Room will be measured by the quality of opportunities originated, the value of financing mobilised, the partnerships established and the renewable energy projects successfully progressed beyond the colloquium.