⇨ guo – Business Development Consult has developed a new, appropriately long term financing approach for first time implementation of innovations, based on the following principles:

- o formation of an operating consortium consisting of at least one stake holder of relevant market position in the supply chain from input through all steps to output and its use respectively, to avoid supply/off-take market risks
- o to hedge against political or administrative (timing) risks, the consortium should be formed by several fully represented supply chains from different countries
- o the multinational consortium should represent a convincing placement power in their markets addressed, paired with credible operating and execution competences to make a minimum 10-fold roll-out tangible
- o given the foregoing, the consortium members shall commit to a total of 40% equity injection into the joint development consortium [Pioneer Company] upon Call under the conditions precedent of a successful smaller scale demonstration's validation of the total business case's underlying assumptions.
- o for the financing of the aforementioned validating demonstration (in the order of 10% of the total > 10-fold business case's non-annuity financing requirement) venture capital shall be attracted by the consortium's configuration, a 3-fold share versus equity contribution repartition and/or if available in part, funding supports or guarantees from the EU.
- o at conditions precedent fulfilled, the Pioneer Company shall have the irrevocable right to call its consortium members' equity injections and issue new shares in a special emission stock market to double the equity available for the first time real scale installation and its onward bank financeable roll-out.
- o in order to justify a higher share price for private and institutional investors, for the buying of such new shares, the operating consortium shall comfort such share holders with 25% of shares out from their allotment, opted towards a hedge against operating performance shortfalls by the end of the 5th year following the call in favor of these outside share holders, leaving those with the general market and economy risk exposures only.
- o any National or transnational co-funding towards the consortium members' risk exposures should be considered eligible to the extent the execution of the underlying business case would demonstrate to generate macro-economic self financing potentials through direct and indirect employment, local purchase power uplifts, foreign trade balance improvements, etc.
- o forgoing differentiated risk/benefit profile shareholding structure should allow an appropriate financialisation of 1st time implementations of world market arms length price competitive low carbon energy innovations, offering investors also the upside potentials from potentially increasing cost of energy over the next decae(s).