

Eight19 (B) (Azuri Technologies)

In August 2012 the Eight19 board decided to spin Indigo out into a new company, Azuri Technologies Limited, to develop its pay-as-you-go (PAYG) solar technology for off-grid markets. The entire Indigo operation was transferred to Azuri, with Simon Bransfield-Garth remaining CEO of both companies (see Exhibit 1: Entire Indigo team transfers to Azuri.)

While demand for Azuri's micro-solar products is high and the company's PAYG scheme has significantly improved customer affordability, the company's growth ambitions may be constrained due to high working capital requirements.

In order to achieve its growth targets, Azuri will need access to scalable funding sources to finance its PAYG working capital requirements. However, its existing credit facilities are unlikely to grow sufficiently going forward. Accordingly, alternative low-cost scalable funding strategies need to be explored further in order to access an additional \$10m and \$45m of capital in 2014 and 2015 respectively.

Research methodology

In order to address the problem above, a Management Report is produced which is essentially divided into two main parts. Firstly, a holistic view on the company is formed and its cash-flow characteristics clearly understood.

1. Company, industry and competition review.
2. Business model and financial projections.
3. Existing financial facilities and scalability.

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