



## Webinar – Solar City Project



SOLAR ENERGY CORPORATION OF INDIA

Channel Partner

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“Satisfactory” rating on Credit repayment  
abilities for solar rooftop projects

# Who we are - Management Team from IITs / IIMs with over 80 man-years of experience in energy sector



**Shravan Sampath, CEO**

- MBA from IIM Lucknow, B. Tech from Madras University, 14 years of experience in Power Sector
- Extensive experience in Fundraising and Project Finance (over \$2 billion)
- Previously worked with IBM (Consultant in Power Sector), Reliance Power (Business Development)
- Qualified corporate energy procurement expert from Imperial College, London



**Nabanshu. B., Director (Projects and operations)**

- MBA from IIM Lucknow, B Tech from NIT Silchar
- 10 years of experience in project development, management, execution and compliance
- Previously worked with IBM and Reliance Power
- Currently heading operations in Oakridge Energy
- Supply chain & operations experience for over 500 sites across North India



**Shobhit. K., Director (Marketing & Sales)**

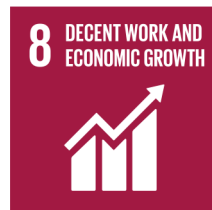
- MBA from IIM Lucknow, B Tech from IIT Delhi
- 12 years of experience in business development and sales
- Previously worked with IBM and Maruti Suzuki
- Currently heading sales and business development in Oakridge Energy
- Developed a sales and marketing team of over 15 members to create North India's premier brand in solar rooftop systems.

## Our Journey so far

- For last 5 years, Oakridge is a leading solar rooftop developer in North India with over 500 completed projects and operations in six states.
- Led by a team with over 80 man-years of experience and top management from IITs / IIMs, Oakridge is known for its quality and timely implementation
- Oakridge has been financed by Oikocredit (\$8 bn social impact fund from Netherlands), has won grants for impactful work in sustainable energy (from USICEF) and has run international crowd campaigns for raising capital for specific projects
- Oakridge has working capital relationships with Karnataka Bank Ltd., a leading Indian bank, and is profitable every year since commencement.

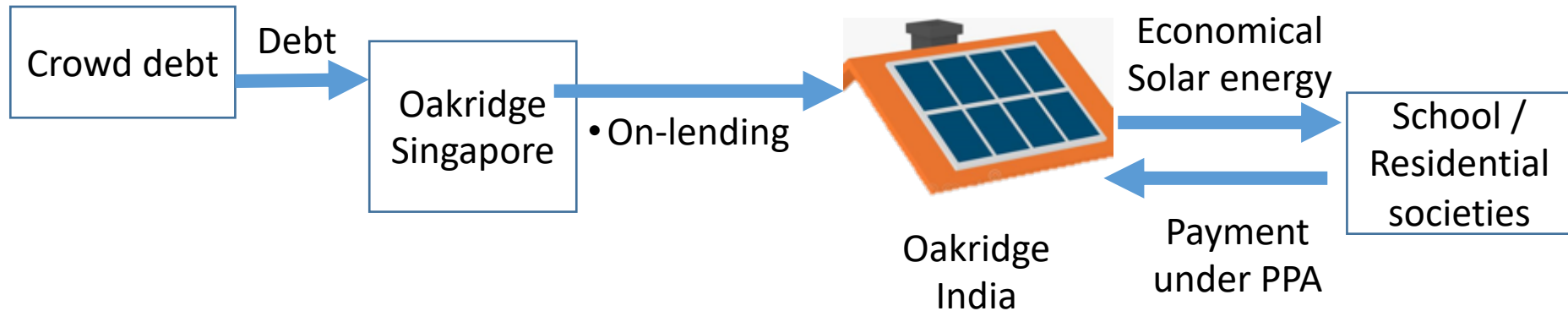
## Project details

- Where?
  - Government Schools in Delhi (India's capital) meant for the poor and underprivileged children
  - 15 schools in Delhi, with net-metering for surplus power feedback into the system
  - Utility is private owned (BSES and Tata) – highly rated and safest in the country
- Project details
  - 2000 kW solar rooftop projects with long-term power purchase agreements
  - PPA with Government owned schools – no payment risks
  - Sites identified, design completed
  - Work at sites commenced
- Government subsidy –
  - 25% of project cost
  - To be obtained upon commissioned



**Rooftop projects on schools & societies are well aligned with UN SDGs and would contribute to reducing the city's carbon footprint**

## Product overview



| Details                            | Solution features   |
|------------------------------------|---|
| Client                             | Delhi Government owned schools Schools  |
| Locations, client features         | Located in Delhi, schools about 10 years old  |
| Upfront investment from client     | NIL, entire investment made by Oakridge   |
| Asset ownership                    | Oakridge engineers, develops, owns and manages the asset                                      |
| Payment security / risk mitigation | Roof is on long-term lease, Government clients, Buyback provisions from client on termination |

- ✓ No payment risk – all schools are owned by Delhi Government
- ✓ Social impact – each school has over 4000 students, over 60,000 students to benefit from clean and green solar power
- ✓ Interest rate of 6.8%
- ✓ 1% advance interest
- ✓ Mortgage of all project assets – security of principal
- ✓ No dependence on Chinese products - Indian panels and solar inverters
- ✓ High quality equipment – all panels from Bloomberg tier 1 list
- ✓ Environment friendly – over 690 tonnes of CO2 to be saved
- ✓ Project work already commenced, orders placed, advances paid to vendors

**Long term agreements with Delhi Government owned schools, high social impact, projects in advanced stage**

- Agreements already signed pre-COVID
- Project preparation activities completed
- No impact – no material sourced from China
- April and May 2020 - Slowdown in project development, now lockdown has been lifted, work has recommenced
- Material ordered, under various stages of delivery



**Long term agreements with Delhi Government owned schools, high social impact, projects in advanced stage**



## Why us? – deep experience, ready pipeline, risk mitigation, arrangement with financial institutions

### Deep experience

- Over 500 solar sites executed
- Four years experience in the North India solar rooftop market
- Over 20 schools and 10 societies already executed- recognized as a top brand in solar rooftop systems in operating markets



### Ready pipeline

- Projects in advance stage
- Detailed design completed, including technical 3D design in Sketchup / Pvsyst
- Construction started



### Mature business model, ready financing tie-ups

- Financing from Indian banks and institutions
- Presence in European crowd funding market



**Thank you**

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