For a Better, Safer and Healthier Planet
ABC INDIA (P) LTD.

Hyderabad

SOLAR POWER PURCHASE: PROPOSAL - Sample

833.5 kW Solar Rooftop Project
PROPOSAL:

NG (Natural Group) makes the capital investment and provides rooftop / ground-mounted solar power to consumers at a price competitive to their existing sources of power. The entire responsibility for development, engineering, construction, and operation for the duration of the PPA lies with NG.
Projects Implemented - Rooftop

100 kW Solar Rooftop project at NCET, Bangalore, Karnataka

100 kW Solar Rooftop project at VVIT, Guntur, Andhra Pradesh
130 kW Solar Rooftop project at NIMS Hospital, Trivandrum, Kerala

200 kW Solar Rooftop project at Vishnu, Bhimavaram, Andhra Pradesh
Projects Under implementation

192 kW Solar Rooftop project at IIT Kanpur, Uttar Pradesh
Total Net savings of Rs. 25.30 Crores across 25 years

Net Present Value of Saving to ABC is Rs. 5.61 Crore at 30% Discount Rate

- **Zero Capital Investment**: NG will fund the entire capital expenditure for the plant.
- **Zero Maintenance Cost**: NG will be responsible for the Operation and Maintenance of the plant.
- **Long Term Electricity Price Certainty**: Tariff payable by ABC will be fixed through a contract for 25 years. This will protect the Mall / Premises from uncertainty in escalation of Grid Tariff.
- **No Technology Risk**: Technology and performance risk lie with NG, since it gets paid only for the generated electricity and not for the installed capacity.
- **Green energy**: The otherwise unproductive roof area can now be used for sourcing Green energy, while adding to the aesthetics at the same time.
- **Hassle Free power**: The solar plant will run concurrently with Electricity Grid and Diesel Generator.
What NG has to offer?

Rooftop Solar

- The available rooftop space can be used to install solar projects worth an aggregate capacity of 833.5 kWP.

- ABC to pay only for the energy generated by the plant on a “per unit” basis.

- ABC to provide a Corporate Guarantee of Rs 60 lakhs per MW.

- NG will be responsible for the Operation, Maintenance and Monitoring of the project for the term of PPA.

- **NG Tariff Offer**: Rs 6.95 / unit for the first year with a 3.5% escalation thereafter for the remaining period of the PPA.
## Current Cost of Power - Grid

| Average Cost of Power From DISCOM | Rs. 9.92/unit |

## NG Offer

<table>
<thead>
<tr>
<th>Item</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>NG Offer</td>
<td>Rs 6.95 / unit for the first year with a 3.5% (or APPC/DISCOM) escalation thereafter for the remaining period of the PPA</td>
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<tr>
<td>Corporate Guarantee</td>
<td>Rs. 60 lac/MW</td>
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</table>
Current Cost of Power: Rs 9.92 / unit with an annual escalation of 5%.

NG Offer: Rs 6.95 / unit for the first year with a 3.5% every year
## Grid Vs NG: Tariff Comparison

**All figures in Rs/unit**

<table>
<thead>
<tr>
<th>Year</th>
<th>Esc</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
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<th>10</th>
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<th>12</th>
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<tbody>
<tr>
<td>Current Cost of Power</td>
<td>3.5%</td>
<td>₹ 6.95</td>
<td>₹ 7.19</td>
<td>₹ 7.45</td>
<td>₹ 7.71</td>
<td>₹ 7.98</td>
<td>₹ 8.25</td>
<td>₹ 8.54</td>
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<td>₹ 9.15</td>
<td>₹ 9.47</td>
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<td>₹ 10.50</td>
<td>₹ 10.87</td>
<td>₹ 11.25</td>
<td>₹ 11.64</td>
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<td>₹ 12.91</td>
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<td>₹ 14.31</td>
<td>₹ 14.81</td>
<td>₹ 15.33</td>
<td>₹ 15.87</td>
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Savings Analysis: Grid Vs NG

Savings of Rs. 25.30 Crore
Net present Value of Saving is Rs. 5.61 Crore at 30% Discount Rate
Natural Group – An India focused Renewable Energy Advisory and Management Organization.

Our strength lies in managing macro ecosystem’s for Renewable Energy Projects to ensure their success, while continuously enhancing their value.

Our Mission – Delivering Green Value

Our Vision – A Safer, Better and Healthier Planet

NG sustainable value added business models are in the following areas:

- Solar and Biomass
- Captive Power using Renewable Energy Sources
- Renewable Energy Financing, Joint Ventures and Bankability
- Engineering

NG also manage two of the largest India focused renewable and solar energy forums on LinkedIn – Renewable Energy and Cleantech – India and Solar Energy Professionals – India.

NG articles on RE and Power are published across varied Industry leading journals, websites and magazines including RenewableEnergyMagazine.com, Energetica India, Energy Next etc.
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