



**Your trusted partner
for renewables**

Corporate Profile

www.sundeshsolar.com



**We are obsessed with
providing the
MOST
COST-EFFECTIVE,
CONSISTENT AND
CLEAN ENERGY for you**

We are an end-to-end Independent Service Provider

Adding value in multiple sectors across the entire lifecycle
Development to Divestment



Onshore Wind



Solar Farm



Rooftop Solar

Our Comprehensive Suite of Services



Energy Management Solutions

RE100 journey design
Open Access Solutioning
Group Captive Solutioning
Captive RE plant design
Short term RE sourcing
Long-term RE placement
Energy Cost Management

Feasibility & Design Services

Site Hunt
Site Design
Site Acquisition
Site Development
Plant Feasibility
Plant Design
Hybrid grid design

Construction Management

Project Management
EPC Services
Cost Management
BOM Evaluation
Procurement Support
Value Engineering
Project Commissioning

Asset Management and O&M

Site & Fleet Monitoring
Plant operations
Fleet Maintenance
Fleet Refurbishing
Asset Yield Improvement
Preventive Analytics
Contract Management

Transaction Advisory

Buy-side Advisory
Sell-side Advisory
Asset search
Valuation
Due Diligence
Deal structuring
Financial Closure

Adding value with our Techno-Commercial Expertise

30+
MW

Projects Developed

1100+
MW

Projects Under
Development

2000+
MW

Size of assets in deals
being advised

~ \$100
million

Value of deals (Transaction
Advisory)

150+
(250 MW+)

Wind & Solar
Assets Under Management

150+
Man Years

Experience with Energy &
Power

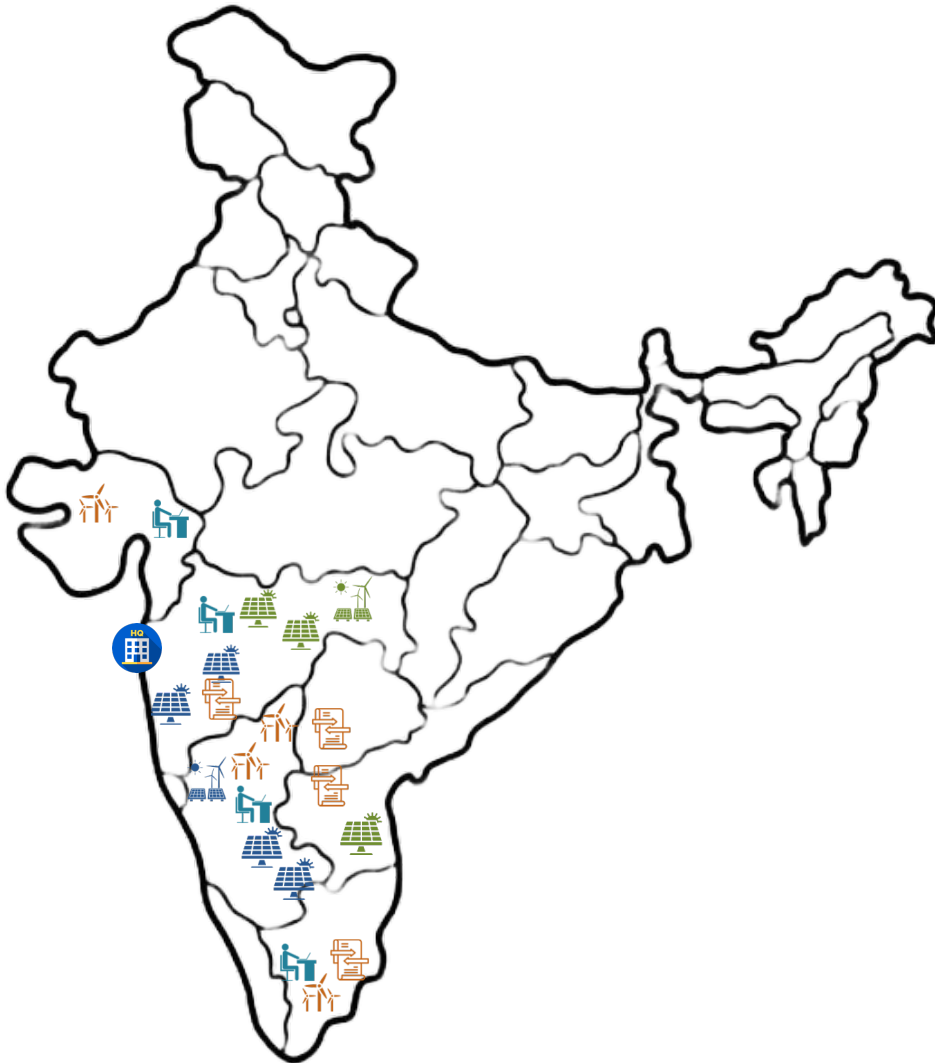
50+
GWh

Additional AEP
generated

>15%

Reduction in
O&M Expenses

Our Existing Presence and Project Pipeline



Head Office - Mumbai



Site Offices – Maharashtra, Karnataka, Gujarat, TN



Wind Asset Management

(Karnataka – Maharashtra – Gujarat – TN)
150+ WTGs and 250+ MW Capacity



Wind-Solar Hybrid Projects under development
(Maharashtra – 500 MW) - 100 MW in Aurangabad;



Solar Projects under development

MH & AP 600+ MW; Rajasthan – 40 MW



Solar Projects completed and operating

(Maharashtra – Karnataka) 30+ MW



Transaction Advisory (Successful buy-side & sell-side)

(Wind and Solar in TN, AP, Telangana and Maharashtra)
~100 MW ~\$ 100 m

Our project development experience (Directly and through our Associate/Group Companies)

EPC and Turnkey

- 18 MW Wind Project for BEML at Hanamasagara, Karnataka.
- 3 MW Solar Projects under Farmers scheme for Rio Energy at Talavatti, Chitradurga, Karnataka.
- 3.5 MW Ground Mounted Solar project in Karnataka
- 3 MW SRTPV above Poly House at Bagepalli, Karnataka
- 3 MW Ground Mounted Grid Connected Captive Solar project in TN
- 2 MW Solar Projects under Farmer scheme for Saran Solar at Yadgir, Gulbarga, Karnataka
- Rooftop solar projects at Marathwada Auto Cluster (MAC), Aurangabad and KJ Somaiya College, Mumbai

Project Development

- 300 MW Wind Power Project at Gadag Dist, Karnataka for Tata Power
- 300 MW Wind Power Project for UPC Renewables at Bijapur Dist, Karnataka (under execution)
- 500 MW Wind-Solar Hybrid Power Project in Maharashtra
- 75 MW Solar Project in Maharashtra
- 40 MW Solar Project in Rajasthan



Our Leadership Team



Shailendra Deshmukh

CEO & Founder

Mechanical Engineer and Alumni of IIM Bangalore. 20+ years experience in power solutions in renewables. Held leadership roles in Vestas and Alstom. Led large EPC projects and Transaction Advisory assignments and managed large teams of energy specialists for asset operations and business value.



Dr. Joseph Shields

Chief Operating Officer

PhD from IIM Bangalore with 25+ years experience in Strategy, Operations and Corporate Development in Energy, Power, Transportation, Consumer & Technology. Led international projects in the power sector for GMR Group and Smarter Cities solutioning for IBM and L&T.



Sital Belani

Head – Business Development

Nearly 20 years experience in Customer Experience and creating client value. Led large teams in multi-national environments and front ended client engagements in both the renewable energy and reinsurance space. Passionate about creating and driving value propositions for clients with clear metrics defined.



Manish Tiwari

Head – Commercial & Contracts

Nearly 20 years of blended experience as general counsel and contracts counsel/manager. Work history in transportation, power and IT industry. Expert skills in contract drafting negotiation & management, litigation, tenders, M&A and regulatory issues. Expert in FIDIC Contracts.

Sample Rooftop Projects



Ground Mounted Solar Projects Under Development



Our Clients & Partners

Commercial & Industrial



Laxmi Diamond



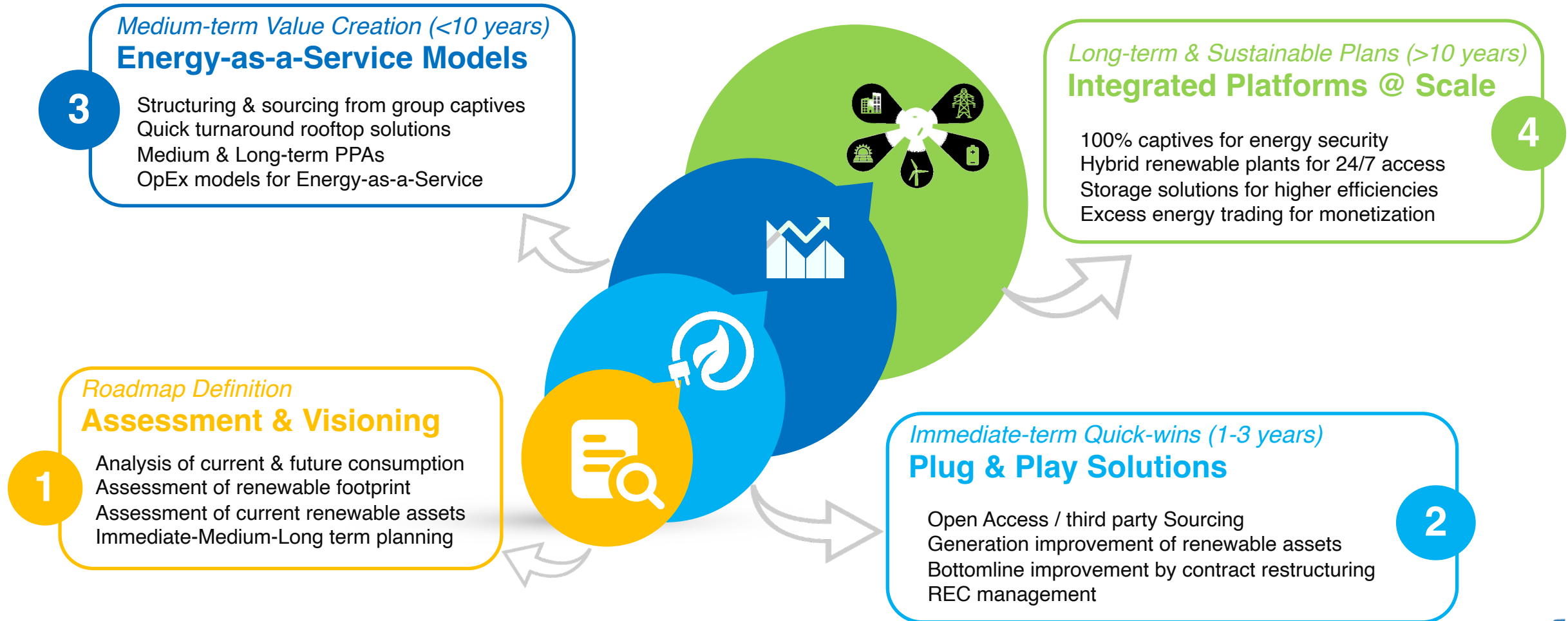
Energy



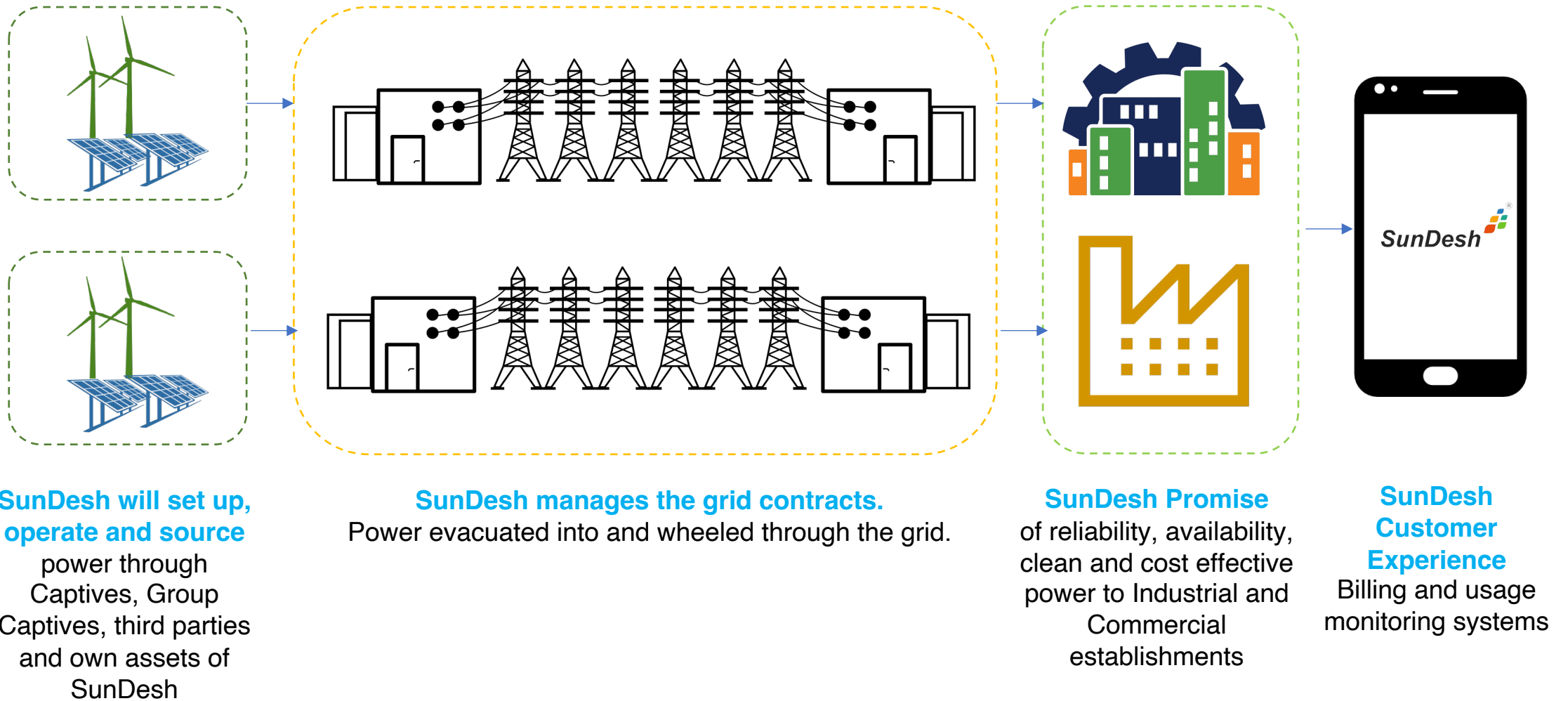
Our Project Development Partners



Net-Zero and RE-100 Roadmap – Our advisory and execution approach



Open Access and Group Captive Solutions from SunDesh Solar



End to End Project Management (Feasibility Study, EPC and O&M) Rooftop and Grid Scale Solar

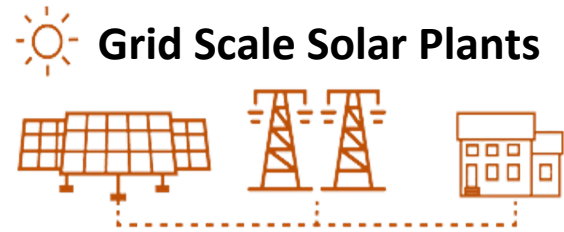
FEASIBILITY STUDY

- Site evaluation
- Techno-economic analysis
- PPA structuring
- Financial modeling & Plan
- Financial Closure

EPC

- Plant and BOP design
- Technical Specs
- BOM Optimization
- Project Management
- Vendor Management
- Material sourcing

PROJECT COMMISSIONING & HANDOVER



Rooftop Solar Plants

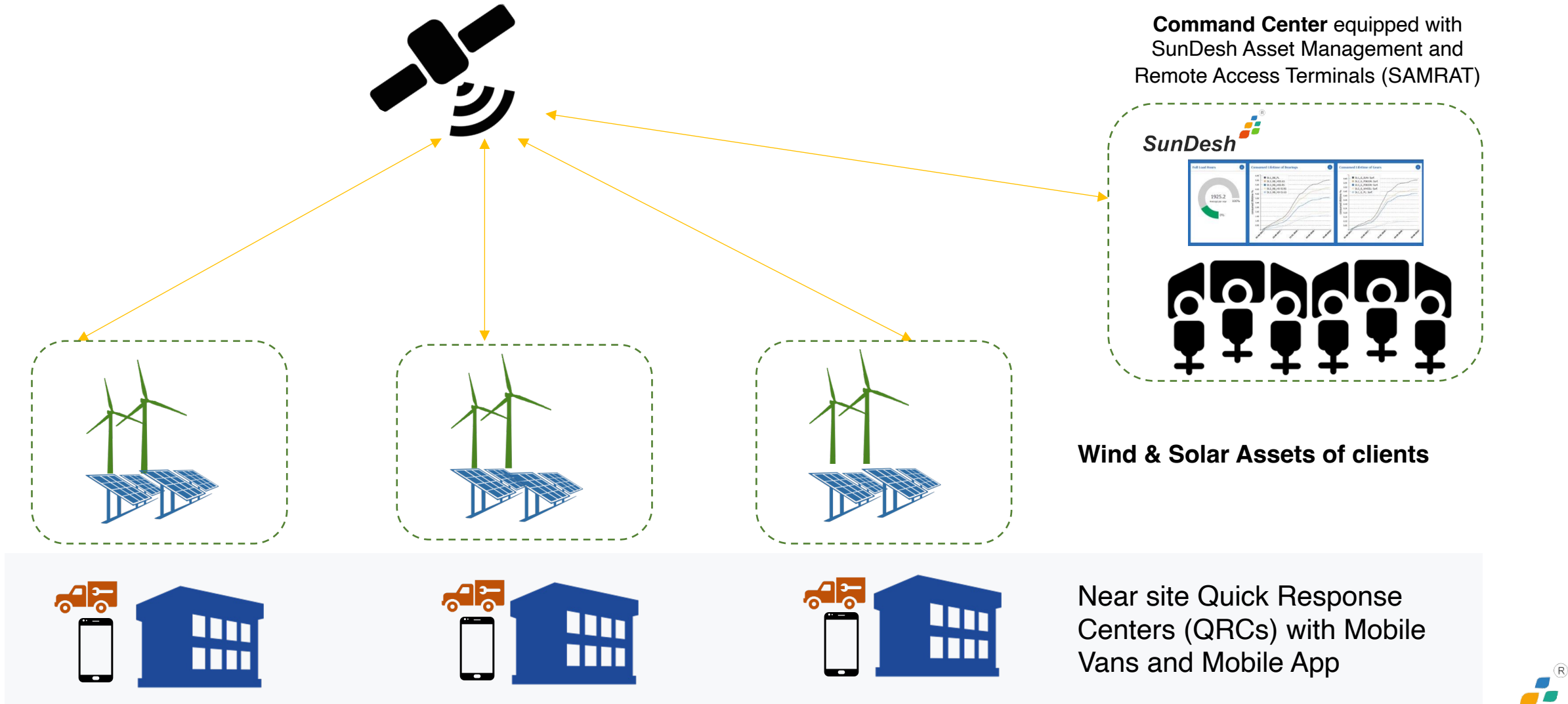


O&M

- Regular inspection
- Cleaning and upkeep
- Predictive Analytics
- Preventive Maintenance
- Plant & BOP upgrades
- Yield Improvement

● Value Engineering ● Quality & Safety Standards ● Project Management ● Analytics & Tech Platforms

Asset Management as a Service from SunDesh



Transaction Advisory Support from SunDesh

Deal Search



- Investment Memorandum assessment
- Power Market attractiveness assessment
- Interaction with the sell-side advisors

Due Diligence

Financial & Legal
Validation of financial models
Contractual commitments



Technical
Plant + BoP reliability test
O&M Gaps and life assessment



People & Process
Staff skill assessment
SOP evaluation



Location & Weather
Site & Community assessment
Weather assessment



Deal Closure

Deal Structuring
Valuation & negotiations
SPV Creation
Governance design
Financial Closure

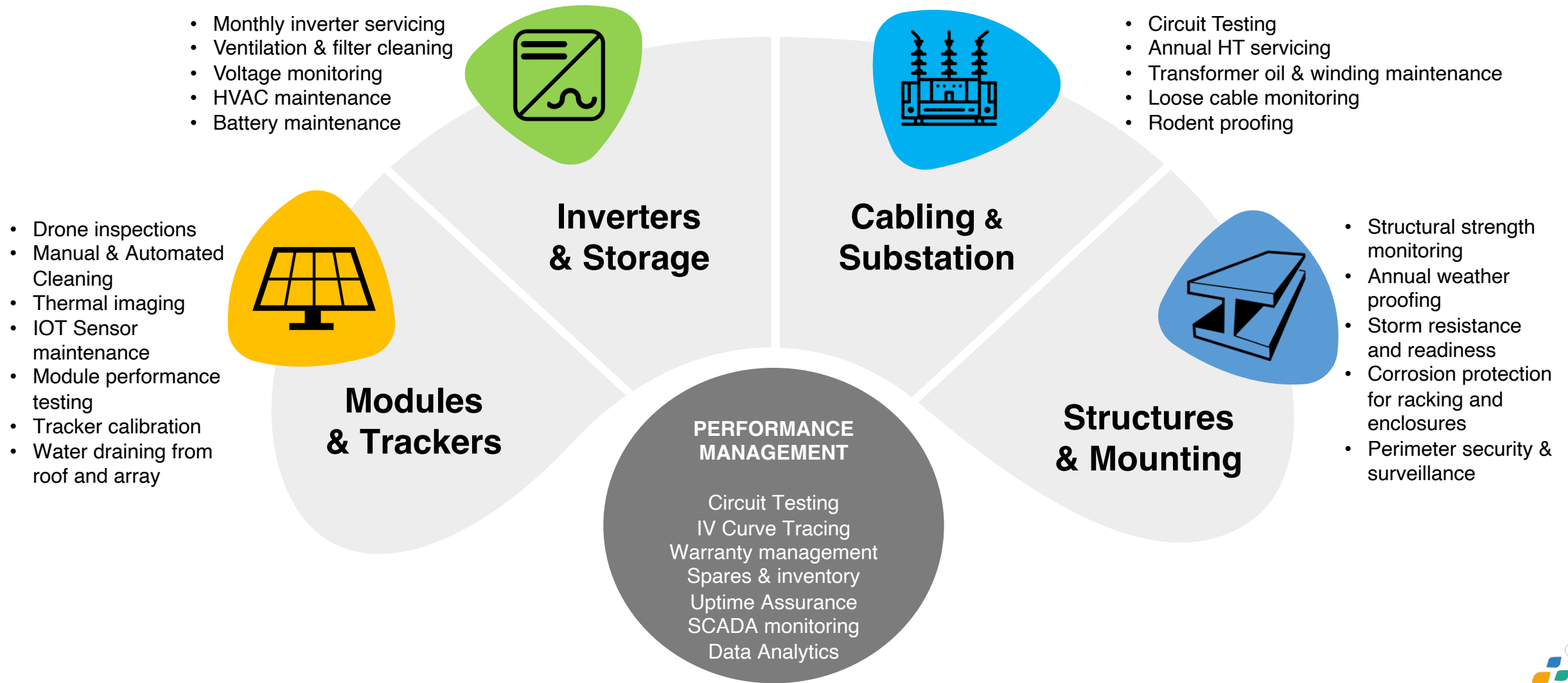


Asset Improvement Plan
Asset takeover
Yield Optimization Plan
Contract renegotiations
New financial models



SunDesh Advantage

Operations & Maintenance for Solar Plants



Our Core Values



Our undeterred client focus has only obsessive objective – providing the cleanest, cost-effective and most reliable energy

Contact us



**SunDesh Solar Systems & Services
Marketing India Private Limited**

Unit No.1,2,3-Sun Height Tower ,
Suncity Complex, A S Marg,
Powai, Mumbai, 400076



Transforming Solar & Wind Energy Sectors with Solutions

SunDesh 