



WE ARE OBSESSED
WITH PROVIDING THE
**CLEANEST,
CHEAPEST &
CONSISTENT**
ENERGY FOR YOU.

www.sundeshsolar.com



ABOUT US

SunDesh (which means 'land of the sun') is one of the fastest growing renewable energy companies in India with a primary focus on Solar and Wind sectors. Our undeterred client focus has only one obsessive objective – providing the cleanest, cheapest and most reliable energy to our clients. To this effect we have built a team of experts, partnerships and platforms across the entire lifecycle of renewable energy projects from Development to Divestment for onshore wind, grid scale solar and roof top solar.

We have over 100 Assets Under Management and have successfully generated more than 50 GWh incremental and sustained AEP through our advisory, asset management and operational support. Our efforts have resulted in more than 15% reduction in operating expenses and 40% reduction in energy bills for our clients across high power consumption sectors like Hospitality, Manufacturing, Chemicals, Pharma, Gems & Jewelry, Food Processing etc.

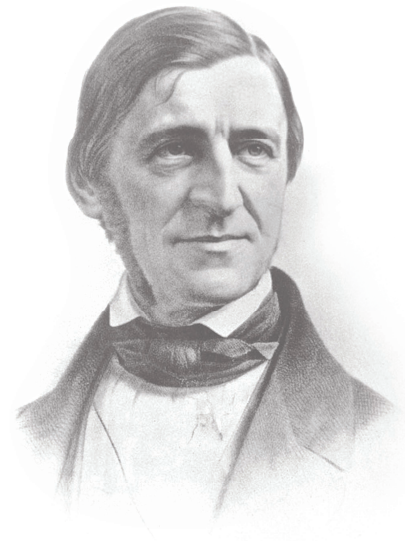
Project Development, Asset Management & Operations, Open Access Energy Management, Renewables Financing, Smart Utilities and Sell-side & Buy-side Transaction Advisory are our core strengths.

WE ARE PASSIONATE ABOUT RENEWABLE ENERGY

Ralph Waldo Emerson

American essayist

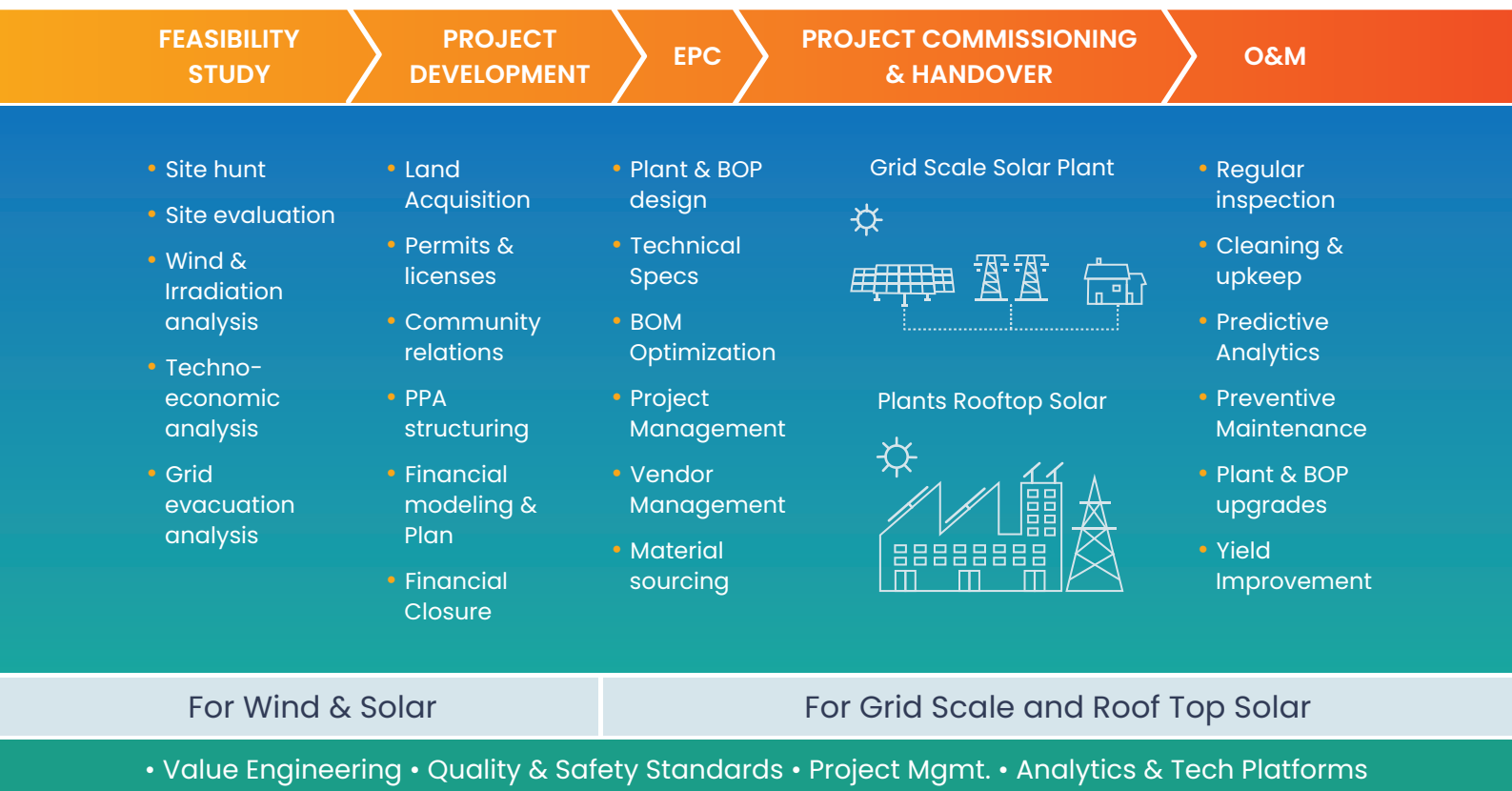
1803 – 1882



Ralph Waldo Emerson once said ‘Live in the sunshine, swim the sea and drink the wild air’. Sun and wind have always fascinated thinkers, philosophers and scientists for years. India is a land blessed with a tropical climate with round-the-year sunshine. Being a peninsula with good wind movements and coastal mountain ranges the country has an immense potential for wind energy. With the advances in photovoltaic technology and high yield wind turbines, the journey to net-zero and reduction in carbon footprint for industrial and commercial enterprises has become more economically viable. The regulatory support from the government and the innovations by OEMs provide an opportunity for an accelerated migration to renewables. In 2020 the world saw a tipping point with more power generated from renewables than from nuclear sources. Ownership of power plants is no longer the domain of Independent Power Producers (IPPs) alone. We believe there is no better time than now for a power consumer to invest in or buy renewable energy, reduce power bills by harnessing solar and wind, cut carbon emissions, drive sustainability and reverse global warming. We are here to help you in that journey.

OUR SERVICES

PROJECT DEVELOPMENT & MANAGEMENT



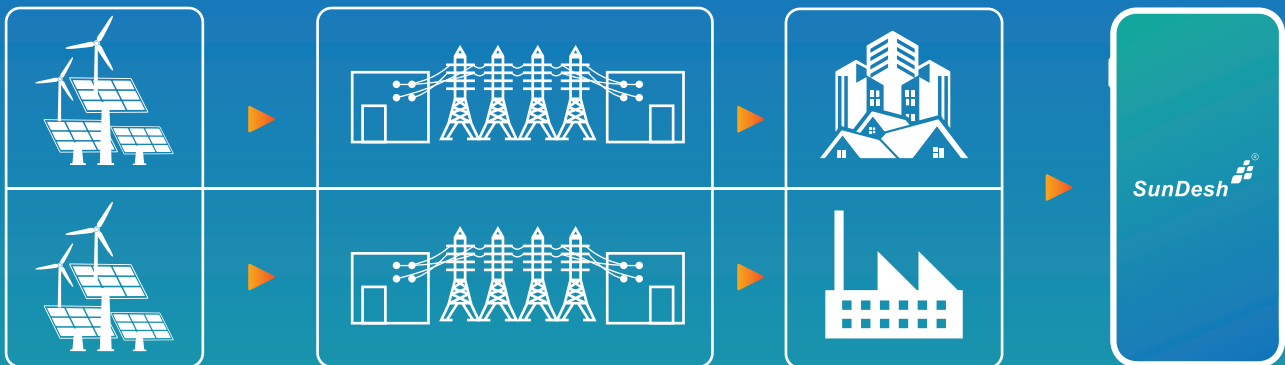
Project development in the new energy space is complex with multiple intricacies related to complex ambient environment and climate data.

SunDesh brings in expertise in the following areas to develop your projects:

- Site hunt and site development
- Data analytics on wind and irradiation
- Creating and managing Renewable Energy Services Companies (RESCOs)
- Value Engineering and Bill of Material optimization
- Engineering, Procurement & Construction
- Project Management for efficient execution

With a client centric approach our experts in wind and solar bring can add value to you along the entire lifecycle starting with feasibility studies and leading up to turnkey handover and even operating the assets for you.

OPEN ACCESS ENERGY SOLUTIONS



SunDesh will set up, operate and source

power through Captives, Group Captives, third parties and own assets of SunDesh

SunDesh manages the grid contracts.

Power evacuated into and wheeled through the grid

SunDesh Promise of reliability,

availability, clean and cost effective power to Industrial and Commercial establishments

SunDesh Customer Experience

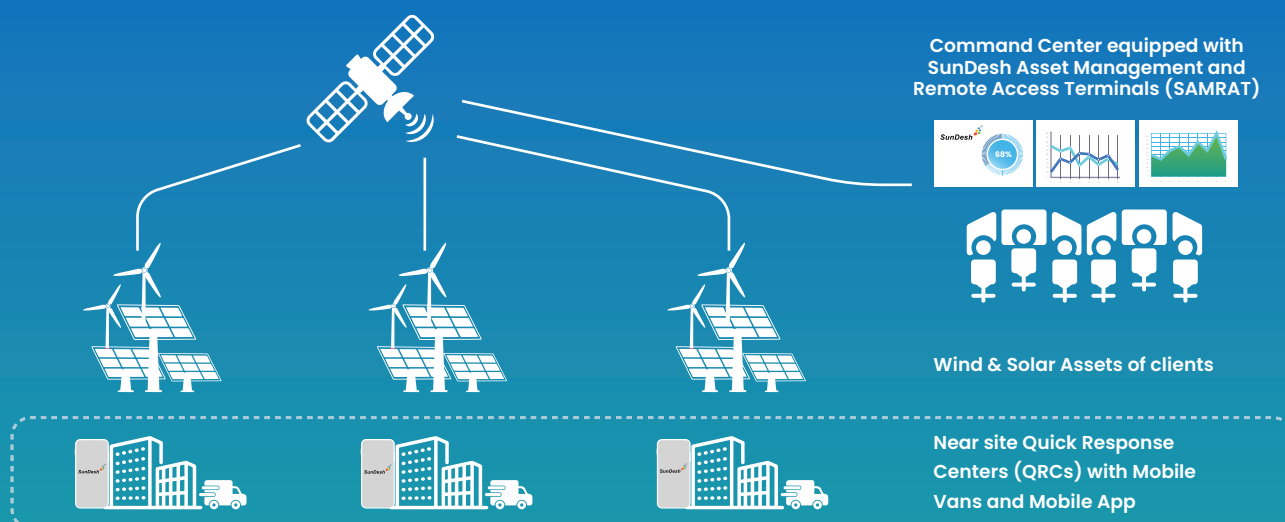
Billing & usage monitoring systems

India is undergoing a paradigm shift in energy sourcing with the country on a war path to get to more than 125 GW of installed renewable energy capacity. Even energy firms in the oil and thermal sector are investing heavily in renewables, significantly changing their portfolio of energy offerings.

SunDesh has been helping clients like you in various industries to:

- Structure captives and group captives
- Build and operate assets
- Assist in power sale and purchase
- Design hybrid grids

ASSET MANAGEMENT AS A SERVICE FOR WIND FARMS



45% of current wind fleets are more than 10 years old and the Capacity Factor of newer machines is 10% higher compared to older ones. These twin wicked problems leave asset owners with the conundrum on how to maximize the ROI from their wind investments. This gets compounded with firms struggling to hire experts with adequate knowledge of wind technologies who can work with OEMs and O&M players to get the best out of these assets.

The Asset Management as a Service offering of SunDesh is a platform enabled service which has a mix of the following to improve your wind fleet performance:

- Near-site Quick Response Centres (QRCs) for site visits by experts
- Drone inspections for machine maintenance planning
- Real time asset monitoring on a daily basis in our remote monitoring centre
- App based collaborative tool for quick resolution of issues
- Predictive analytics for preventive maintenance
- Contract monitoring and execution
- Fleet modernization planning
- Grid availability monitoring and liaison with the gridco

The journey to net zero is a specialized area and will need a team of experts. This is precisely what SunDesh offers to help you for better Asset Life Optimization & Asset Life Improvement and ensuring machine availability and grid availability.

OPERATIONS & MAINTENANCE FOR SOLAR PLANTS



MODULES & TRACKERS

- Drone inspections
- Manual & robotic Cleaning
- Thermal imaging
- IOT Sensor maintenance
- Module performance testing
- Tracker calibration
- Water draining from roof and array



INVERTERS & STORAGE

- Monthly inverter servicing
- Ventilation & filter cleaning
- Voltage monitoring
- HVAC maintenance
- Battery maintenance



CABLING & SUBSTATION

- Circuit Testing
- Annual HT servicing
- Transformer oil & winding maintenance
- Loose cable monitoring
- Rodent proofing



STRUCTURES & MOUNTING

- Structural strength monitoring
- Annual weather proofing
- Storm resistance and readiness
- Corrosion protection for racking and enclosures
- Perimeter security & surveillance

PERFORMANCE MANAGEMENT

- Circuit Testing
- IV Curve Tracing
- Warranty management
- Spares & inventory
- SCADA monitoring
- Data Analytics
- Load forecasting

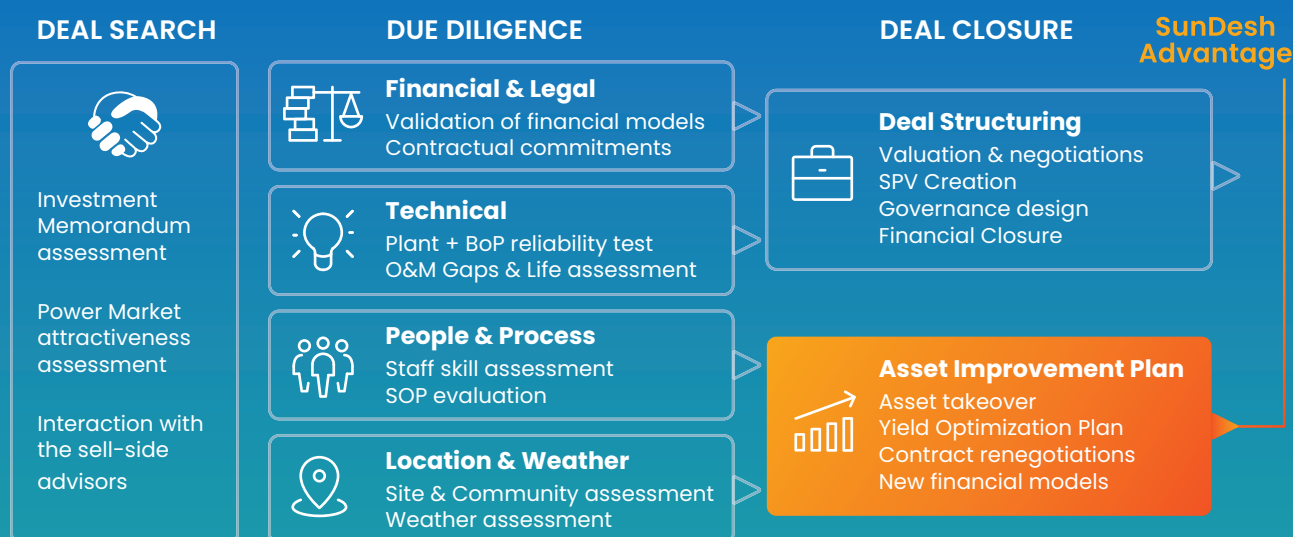
Our Operations & Maintenance as a Service comprehensively covers an entire solar farm i.e., modules, trackers, inverters, storage, cables, transformers, substation, structures and modules.

The uptime and efficiency of your solar plants are assured by our skilful onsite and remote technical team through:

- Drone inspections
- Manual and robotic cleaning
- Module performance management, thermal imaging & sensor upkeep
- Inverter & storage battery servicing
- Ventilation and HVAC servicing
- Cable & circuit protection and rodent proofing
- Weather, corrosion & storm proofing
- Transformer and substation maintenance
- Perimeter security and surveillance
- IV curve tracking
- Inventory and warranties management

Using analytics and IoT our teams manage the preventive maintenance scheduling, load forecasting and performance optimization.

TRANSACTION ADVISORY



Whether you are an IPP looking at acquiring wind and solar assets from companies looking at divesting their non core businesses, or a business enterprise looking at an accelerated net zero journey for quickly acquiring operating and almost developed assets we are here to help. If you have 24x7 business operations your solar assets will not help your energy needs round the clock and you will need to augment your solar power with wind power. An acquisition is the best way for a quick ramp up.

With the deep market knowledge of the power economics, business sector best fit & power requirement analysis and also the technical knowledge of assets, SunDesh has been helping clients find assets to acquire and advising through the process of sale.

We engage with asset owners and buyers in the following areas:

- Deal search
- Due diligence
- Deal closure
- Asset Improvement Plan

The unique and rare value add we bring to your table is our Asset Improvement Plan which enables you to drive the yield from the acquired assets and get the best yield; a service rarely available from traditional investment banks. Our experience shows that there is nothing called a distressed asset as long as we have a scientific approach to unlock the value.

SUNDESH IN NUMBERS

**Wind & Solar
Assets Under
Management**

100+

100+
Man Years

**Experience with
Energy & Power**

**Size of assets
in deals
being advised**

750+
MW

~\$30
million

**Value of
deals closed**

**Additional AEP
generated**

50+
GWh

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Having a versatile partner like SunDesh in the highly volatile energy market has been very helpful to manage our ongoing energy sourcing needs and improving our renewable energy footprint.

CXO of a Diversified Family Group

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Your ability to demystify the complexities of open access sale and purchase of electricity is simply amazing. We have been richly benefitted by the value that SunDesh is able to bring to the table.

**Renewable Energy Head of a large
Public Sector Undertaking**

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OUR TEAM

With more than 100+ years of collective expertise our team bring in richness across various functions, industries and experience.



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.

Bhushan Shingane
VP – Engineering & Technology

Metallurgical Engineer and certified ISO Auditor with 20+ years of expertise in product management, design and manufacturing in the renewables space.

Design expertise for microgrids, energy storage and energy distribution.
process expertise and quality audit expertise in Suzlon & Enercon.



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 Group.

Manish Tiwari
Legal & Regulatory Compliance

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.



OUR CORE VALUES

With more than 100+ years of collective expertise our team bring in richness across various functions, industries and experience.





SunDesh ®

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India Private Limited**

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