



Corporate Presentation FY 18

RREL Solar Strategic Group Gurugram



Strategic Business Excellence for Solar
PV Projects



RREL : Ravi Renewable Energy and Lighting India Pvt Limited

1

COMPANY OVERVIEW & COMPETITIVE EDGE

STRATEGIC BUSINESS MODEL

CRITICAL DIFFERENTIATOR

EPC REFERENCES, ACHIEVEMENT & PUBLIC RECOGNITION

WHAT WE OFFER AND WHY and How WE?

Preface



“DIFFERENTIATING OURSELVES BY ADOPTING SUSTAINABLE BUSINESS PRACTICES THAT ARE ENVIRONMENT FRIENDLY AND SOCIALLY RESPONSIBLE – THE FIRST MOVER ADVANTAGE “

Committed and in line with World Bank MDG Goals

Fuel Vs Food Vs Water

Believes in

VALUE MAXIMISATION | RISK MITIGATION



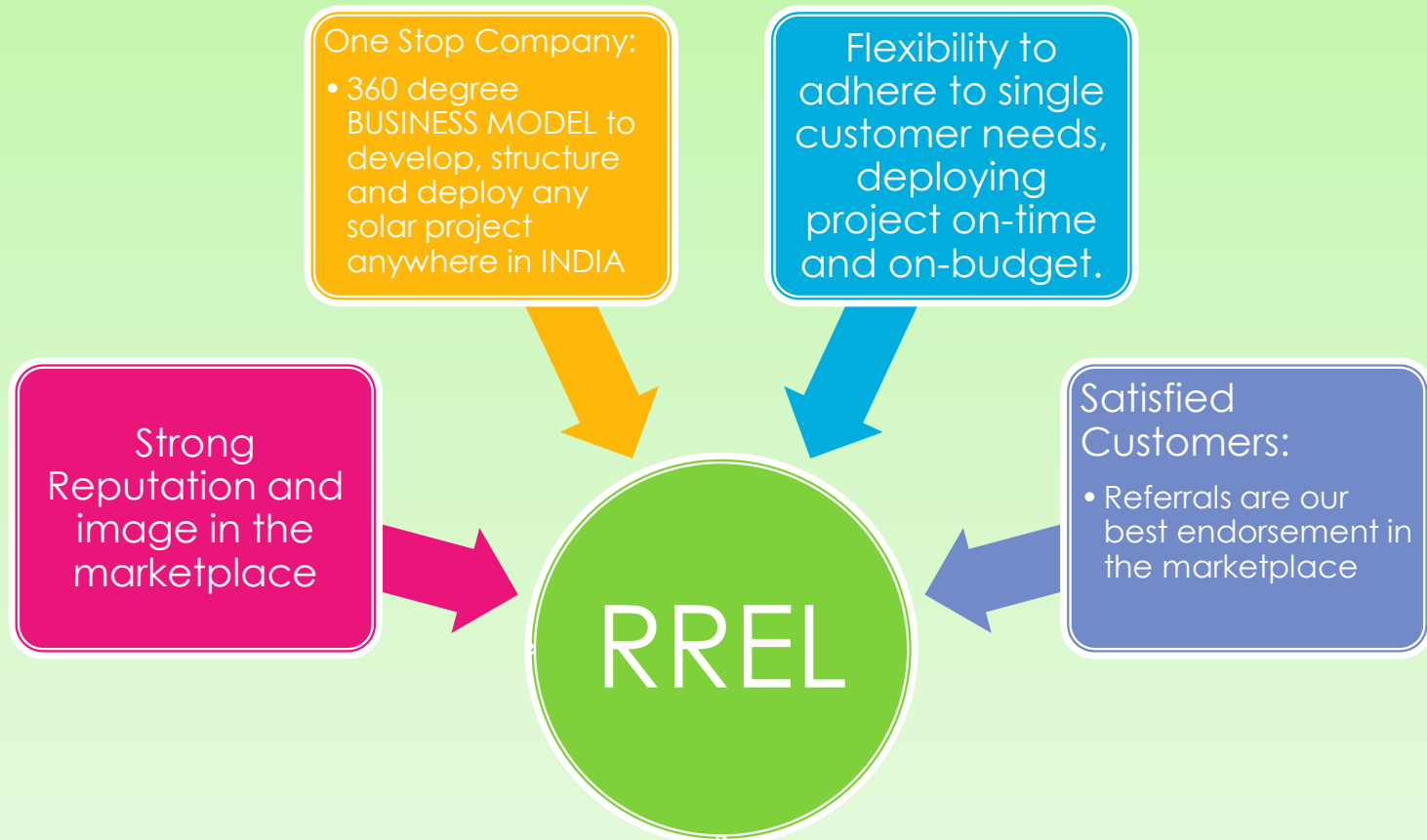
2

Corporate Overview

Our Competitive Edge

Our Purpose

To Best Serve Customers interests by maximizing the value of their investments while inherent risks are mitigated.



Corporate Overview : Management and HCM

RREL is leading fully integrated Player

- Founded in 2015
 - Headquarter in Gurugram.
- The Company Is Promoted By
 - **Raakhe Kapoor Tandon, CEO Of RAAS Capital .**
- Managed by experienced professional
 - **Dr. Manoj Vaish MD , Mr. Bharat Bhalla, Director &**
 - **Mr. Saikat Roy, CEO**
- Best in class
 - **Human Capital management.**
- Reliable and Bankable Company.
- Strong emphasis on **O & M services** as a tool. Inclusion of **IT enabled** Services.

We Believe Solar PV Business As SERVICE, Isn't that New , Ask Us HOW?

Corporate Overview : Management and HCM

RREL is leading fully integrated Player

• Financials (FY 17):

• *Sales increase of 389 % on YOY Basis.*

• Development, EPC and fastest Execution (FY17):

- Installed and commissioned more than 1.2 MWp Ground Mounted.
- Installed and Commissioned more than 1 MWp Rooftop.
- Installed and Commissioned More 1000 Solar PV Pumps across Three States
- Transformed more than 200 Villages under Village Electrification in UP
- Installed and Commissioned more than 10000 Solar Power Packs.

We Believe Solar PV Business As SERVICE, Isn't that New , Ask Us HOW?

Vision, Mission and Values

RREL Renewable believes in building a **sustainable future** in the present.

Mission

To be the best service provider to the Solar domain industry through smart use of renewable energy technologies and to ensure that by doing so the company attains a position amongst the TOP 05 companies in its segment in India over the next 3 years.

Values

Determination	Talent
Commitment	Trust
Passion	Ethics and Social Responsibility

Philosophy

RREL **“my”** brand in myWay stands for our customers, employees & the ethics that the company stands for.

We believe in serving our communities via corporate citizenship, promoting a sustainable attitude, integration and education.

Corporate Overview Contd.

RREL “ A FULLY INTEGRATED PLAYER “

- **Only Indian** company in India which have the capacity to lead in all areas of Solar PV Segment that ranges from providing Technical & EPC solution for Large ground mounted to Smaller EPC of Rooftops, Solar Pumping Solutions, Solar Home Lights Systems, Solar Street Lights and Solar Power Packs.
- **Only Company** in the country that has introduced first of its kind of Financial Mechanism as SAME AS CASH for all types of Solar Power Projects.
- **TOTAL** team working experience in 18 States across INDIA for all solar PV Projects.
- **Multiple** business partners across the country for Project management, In time project Execution and maintenance of Solar PV Systems. Project management in Place.
- **STARTEGIC** tie ups with world class manufacturers for Price & Cost benefits.

3

Strategic Business Model

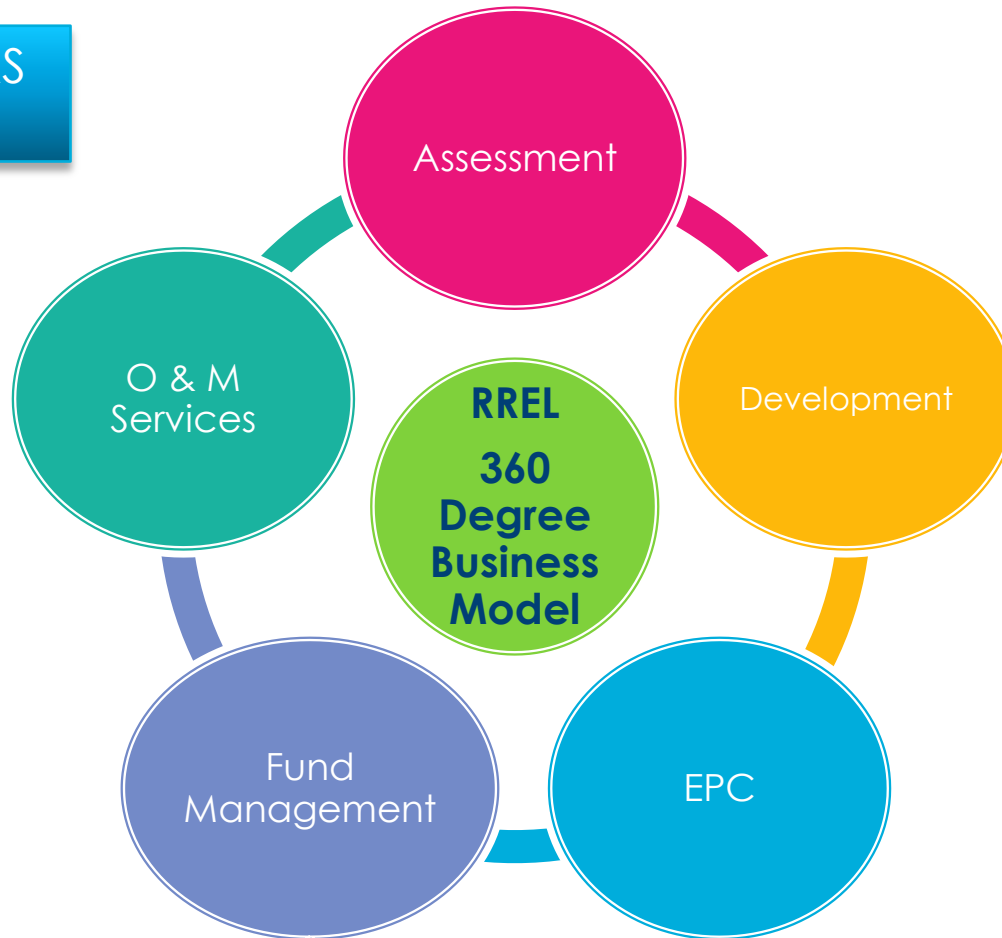
Strategic Business Model

Potential Areas of business Excellence

All Union of Sets in One and That's called SERVICE.



SOLAR AS
SERVICE



Market & Business Segment: Areas of Positive Penetration

Only Indian company that Covers all market segment



Rooftop



Offgrid Solar PV



Rural Village Grid

- Small, Mini & Isolated Grid

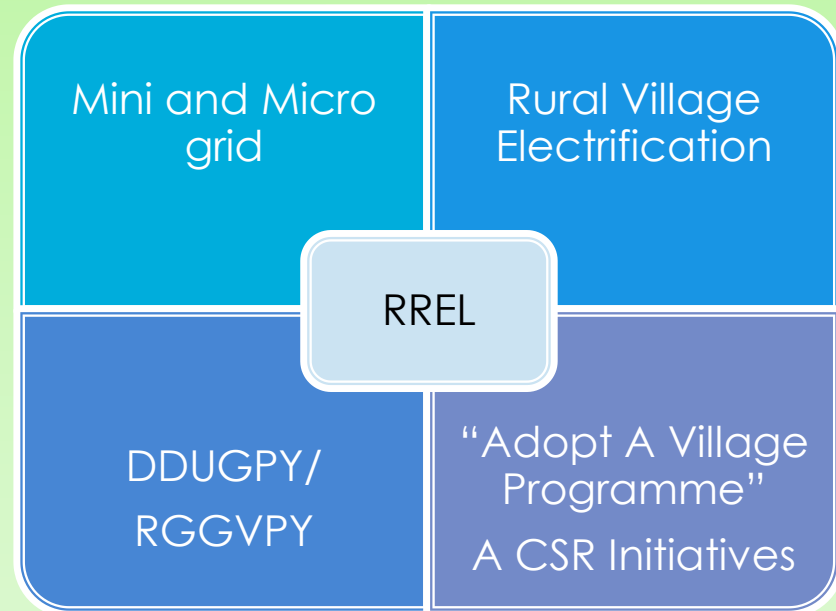


Solar PV Pumps

- Irrigation
- Drinking Water



Ground Mounted



4

Our Offerings and Development

Development

Best in class technical expertise.

Best and First of IT Enabled O & M

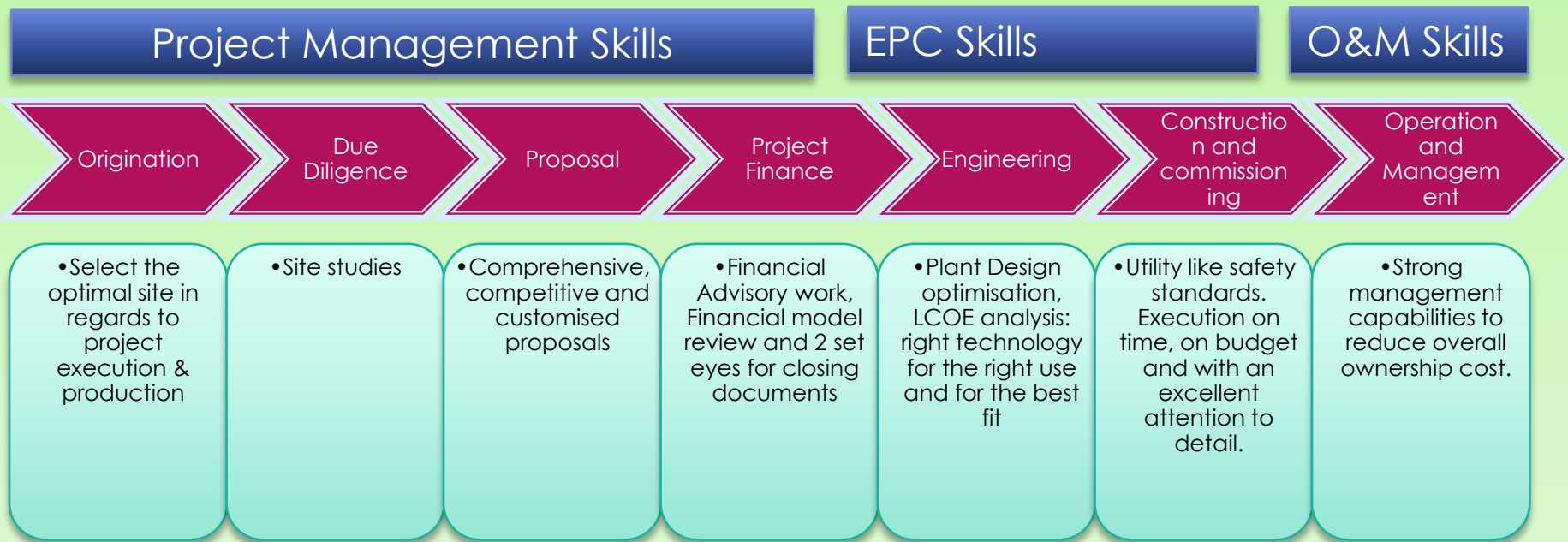
Track Record by market Segment

Best in usage for off grid and isolated energy

Sustainable Energy Projects

EPC

Capabilities across the value chain Process Flow



Operation and Maintenance

Backward Integration

Best in Class Service

Multi-technology system Integration

Performance upgrading & Revamping

Operation & Maintenance

- Central Monitoring & Supervision
- Maintenance Management and Execution

SUPPLY CHAIN BASE

MODULE

- ✓ REC
- ✓ UPSolar
- ✓ Yingli
- ✓ Trina
- ✓ Seraphim
- ✓ Solarworld
- ✓ Jinko
- ✓ OSDASOL

INVERTOR

- ✓ ABB
- ✓ Hitachi
- ✓ Bonfiglioli
- ✓ SMA
- ✓ KACO
- ✓ TMEIC
- ✓ Delta
- ✓ Huawei

CABLES

- ✓ Havells
- ✓ Siechem
- ✓ Leoni
- ✓ Lapp
- ✓ Polycab
- ✓ Special cables
- ✓ CCI

MMS

- ✓ Nuevosol
- ✓ Pennar
- ✓ EPower
- ✓ Schletter
- ✓ Thakkar
- ✓ Solarcube
- ✓ BM Infra
- ✓ Ganges

International



5

Critical Differentiator

Critical Differentiator

To Analyse the **Environment Impact Analysis, Empowering Women and Skill Development** to youths through our CSR.

Analysis of Environmental Impact analysis of all projects.

Empowering Women through employment generation.

Skill Development program to unemployed youths .

Commitment to the **millennium development goals of the world bank**. Bridging the gap between water, fuel and food.

Critical Differentiator - Quality and Environmental Policy

Commitment from our CEO

Offering customized solutions to design, development, execution and maintenance of solar energy power projects.

On time execution

Continually improve the effectiveness of quality & environmental management system.

Compliance to legal, statutory & other interested party.

Ensuring prevention of pollution during our process continually

Providing cent percent renewable energy technology

Mr. Saikat Roy
CEO

6

EPC references Achievement and Public Recognition

Solar PV Ground Mounted – 1.2 MWp



Solar PV Grid Interactive Rooftop – 745 KWp



Solar Offgrid /Stand Alone Rooftop – 30 KWp



Village Electrification of more than 80+ Villages in UP



Solar PV Pumping Solutions for Irrigation and Drinking – 900 Numbers



More than 10000 Numbers of SHLS in Tamilnadu.



Other Project Snapshots

- ICZMP (World Bank Project) OTDC- 50 KWp GIRTPV, 10 KWp Offgrid, 30 SSL & 30 AC LED Lights. First to Start Project
- Village Electrification of more than 80 + Villages. First of its kind in CSR
- More than 10000 Numbers of SHLS in Tamilnadu.
- Installed more than 1000 Solar PV Pumps in Tamilnadu, Orissa, Chhattisgarh and MP.
- More than 50 Numbers of 7 KWp of Solar Pumps and GIRTPV respectively on Panchayat buildings in states across India.

7

What

We Offer & Why We ?

Why WE

Experienced project teams are involved in the engineering, procurement, and construction (EPC) of efficient, cost-effective solar power installations thus reducing your fixed cost requirements

RAVI operations are installing solar power at a record pace. Why?

It's the most reliable way to cut energy expenses today, lock in long-term price stability, add millions to the bottom line, and develop a more sustainable business.

ACT NOW.

Capitalize on RAVI expertise in designing, permitting, building and optimizing solar energy systems for agricultural operations and transform your energy liability into a long-term asset that pays you money.

Strong Focus on **O & M** and long term **Asset management** of your Assets

Revenue Sharing and Contribution through investment in **CSR Activities**

How We

Help you in managing competitive landscape in Module selling, EPC of Solar Ground mounted and Rooftop Business.

NO INCREASE ON FIXED COST. HOW?

ACT LIKE A FACILITATOR

NO COMPETITIVE VISION, NO Conflict of INTEREST.

Faster Development of product and brand recognition

Together we can increase our EBIDTA and Mitigate risk.

In Brief Your Best Solar Partner



RAVI's Roadmap towards Sustainable world



Pledge to save your carbon footprints.

For Any Queries and suggestions,

Please feel free to get touch with Us at +91-9871393810

+91-9433004205

Or mail us at

saikat@ruralagriventures.com

Suvendu.dutta@ruralagriventures.com

omkarnath.pandey@ruralagriventures.com

Thank You!!

