

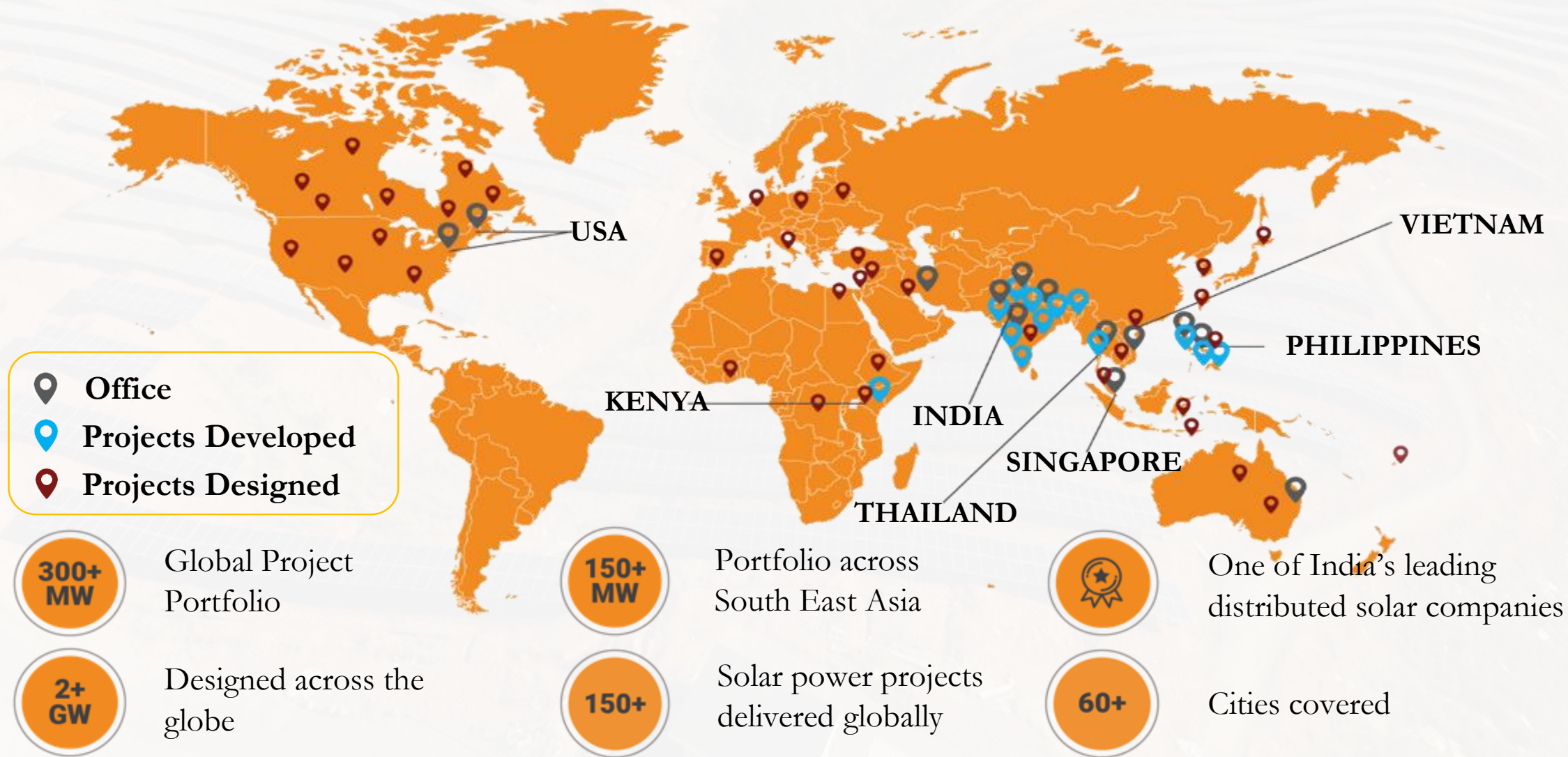


SunSource Energy
Solar From The Core



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A Leading Global Distributed Solar Company

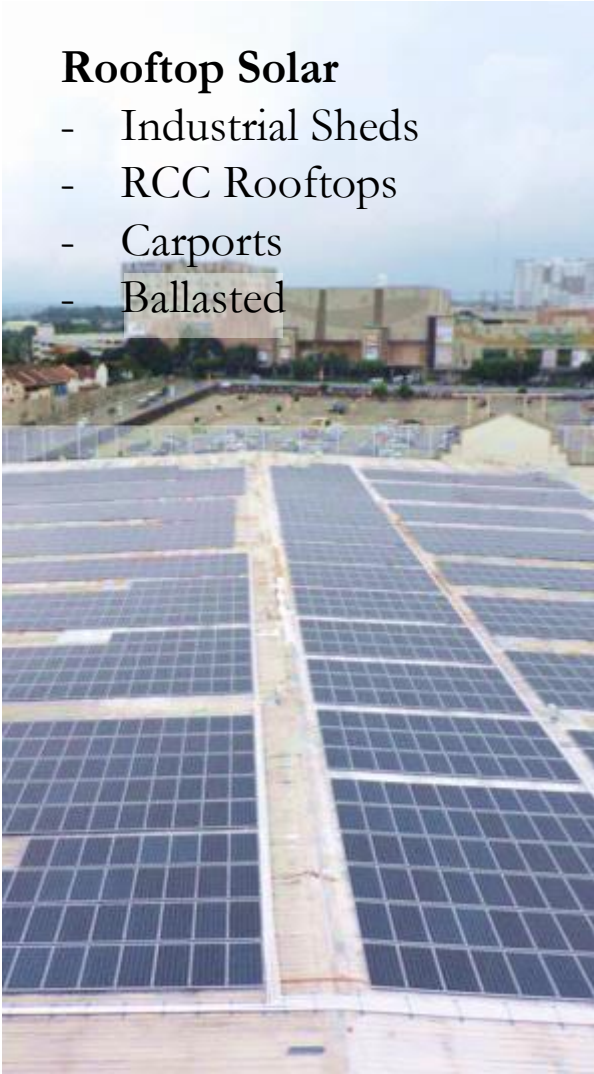


SunSource is an investee company of the State Bank of India (SBI) and U.K. Government

SunSource | Innovative Solutions to Suit Your Energy Needs

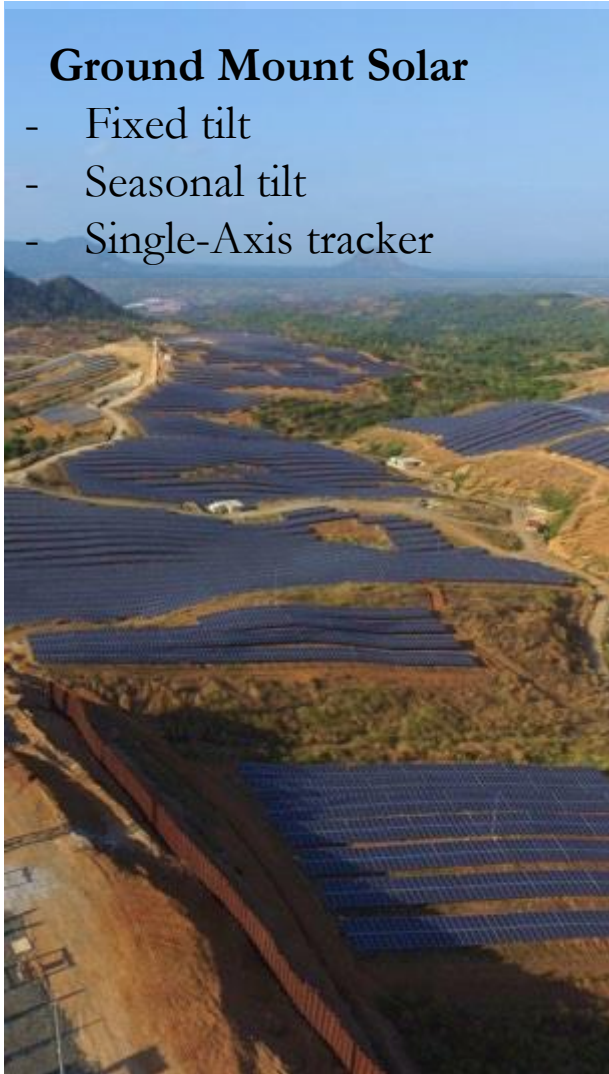
Rooftop Solar

- Industrial Sheds
- RCC Rooftops
- Carports
- Ballasted



Ground Mount Solar

- Fixed tilt
- Seasonal tilt
- Single-Axis tracker



Hybrid Solar

- Solar + Storage
- Solar + Diesel



Floating Solar



A Leading Distributed Solar Portfolio



A Leading Textile Company | 10 MW | India
Solution: Rooftop



Indian Oil Corporation Limited | India
Solution: Floating Solar Plant



Jamia Millia Islamia | 2.3 MW | New Delhi, India
Solution: Rooftop



Celebi Cargo – Delhi Airport | 1.7 MW | New Delhi
Solution: Rooftop

What did India do Right?

- Took a start: Set-up a long term target. With an installed capacity of ~10 MW in 2010, India decided to do 20 GW by 2022.
- Instilled confidence in the industry by forming SECI that conducted bids and acted as a point to sign most PPAs
- Transparent auction process which enabled smaller payers with system efficiency to participate. This led to a significant decline in the solar cost. For the initial auctions, the realised price was 30% lesser than the expected price
- Renewable Purchase Obligation (RPO)
- State nodal agencies were given respective targets – both for rooftop and utility
- Utility generation companies like NTPC and NHPC also jumped in.
- Infrastructure upgrade: At the same time, Power Grid started strengthening the transmission network. to ensure that the assets are not stranded.
- Multilateral agencies saw a market and jumped in.
- Evaluated the performance and revised the targets in 2015 from 20 GW to 100 GW

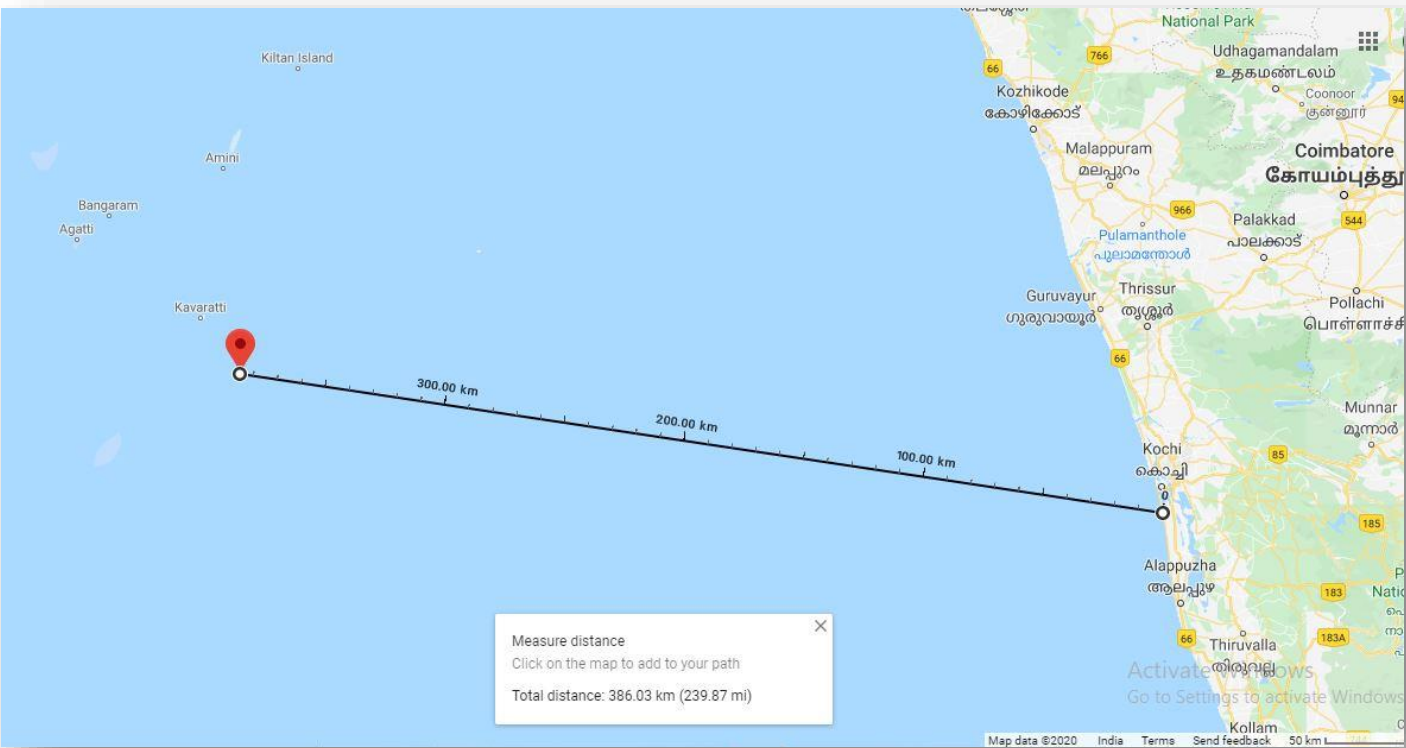
What did India do for Utility Scale Solar

- With development of Solar Parks, developers could focus on their core activities. The first Solar auction conducted for a solar park saw the lowest prices.
- Regulatory hurdles were there, but they were taken care of before the tender came out. Like clarity on inter-state transmission charges etc.
- Manufacturing linked tenders have started to come out to promote manufacturing within the country
- Formation of International Solar Alliance
- Ambitious projects like One Sun, One World, One Grid

What did India do for Distributed Solar?

- Progressive policies like Net metering to manage access power – This significantly impacted the overall growth of the sector.
- SECI took the initiative of coming out with Government Rooftop tenders.
- Central Government mandated its building to be solar powered.
- Central bodies like Railways have already executed 250 MW, whereas, tenders of over 2.4 GW are currently active.
- Most Indian Airports already have solar projects installed.
- Initially subsidies were provided to industries. Once grid parity was achieved, it was waived off.
- Open Access – Karnataka has been a runaway success story – where they have given a tax incentive for 10 years. This supports industries that don't have sufficient roof area to fulfil their solar energy needs.
- Focus on Floating Solar: To eliminate the challenge of land availability, the central Government has already started focussing floating solar projects. We are already developing floating solar+storage project at Kalpong Dam in Andaman and Nicobar Islands.
- Focus on Hybrid solar: Indian islands are mainly reliant on diesel based power that is transported to them from the nearest port, significantly increasing the landed cost of power. Solar with Storage provides an interesting alternate to this by switching to a cost efficient and clean energy source.

Distributed Solar Applications: Powering Four Islands



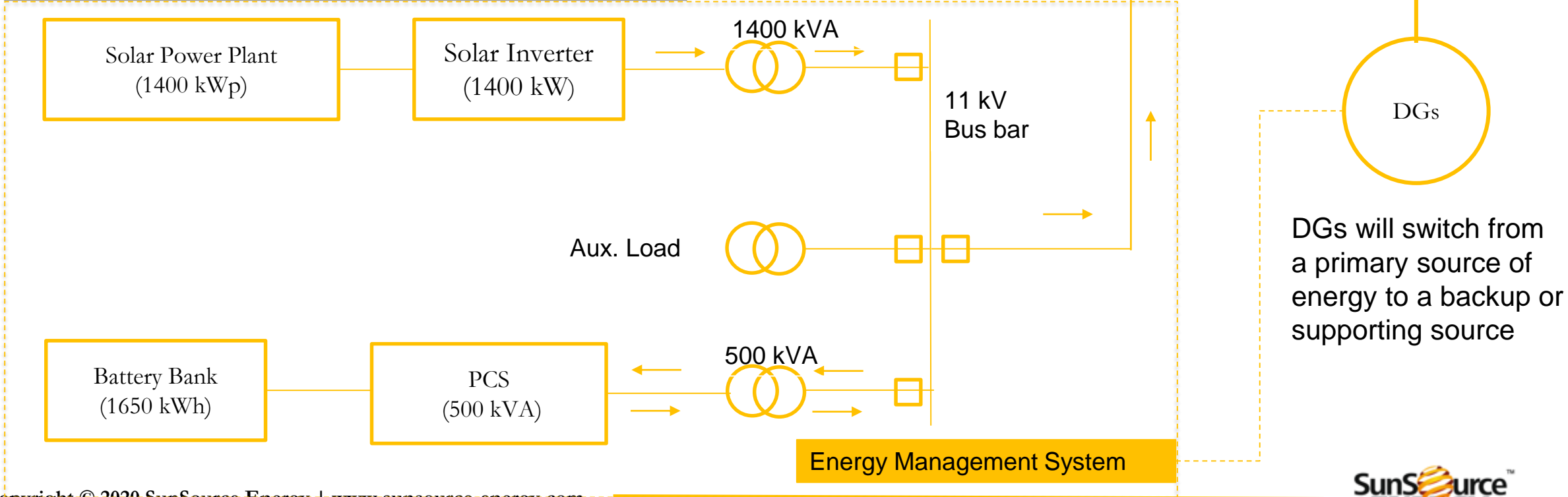
Distance between Lakshadweep and the nearest port



Distance between the 4 islands in Lakshadweep

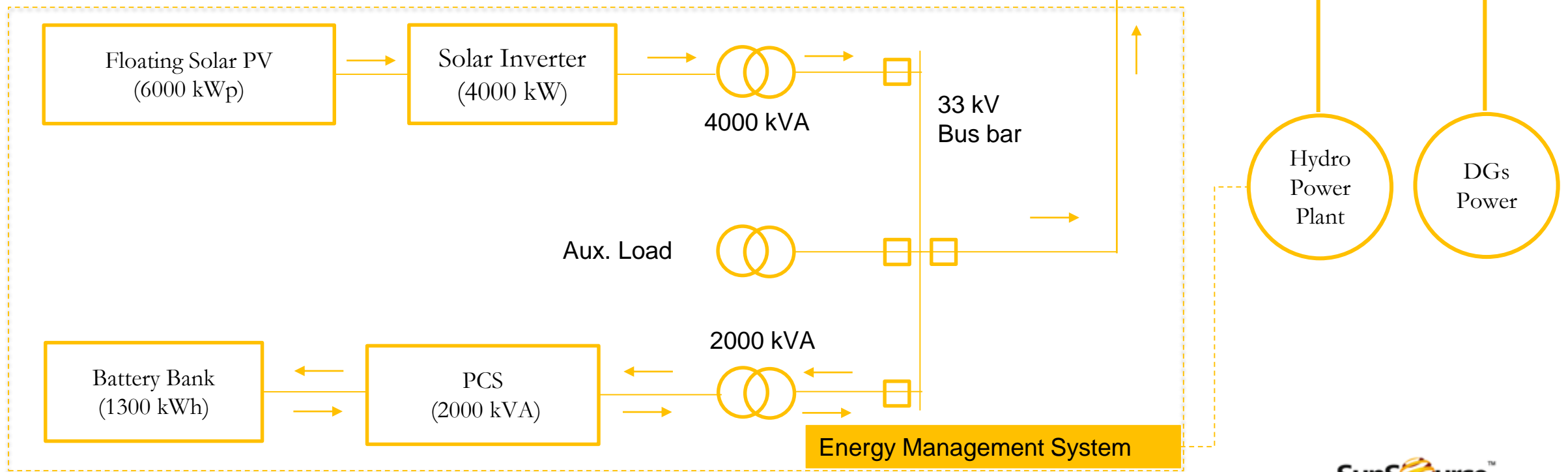
Distributed Solar Applications : Powering Four Islands

Project Location	Island 1 (Example)
Solar Capacity	1400 kW
Storage capacity	1400 kWh
Application	DG Micro grid Peak Management Voltage Support
COD	2020



Distributed Solar Applications : Floating Solar + Storage Solutions

Project Location	High Terrain
Floating Solar Capacity	4000 kW
Storage capacity	1000 kWh
Application	Micro Grid with Hydro Power Plant, Energy Management, Reduce Diesel
COD	2021



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