

Essei Green Energy Ltd

Financing and Risk Mitigation to Ensure Project Viability



September 2016

EIL – Select Infra Portfolio

Projects Across The entire Infra Spectrum

Essel Infracore Ltd

Roads	Solar Power	Power Transmission	Waste Management
Lebard Jaora	Karnataka Solar – 10 MW	Darbhangi Motihari	Jabalpur W2E: 600 TPD, 11.5 MW
Lucknow Raibarely	Punjab Solar – 30 MW	Northern Region (NRSS XXXI (B))	Pallavpurm C&T and W2E: 300 TPD, 4.9 MW
Ahmedabad Godhra	NTPC Solar – 20 MW	Tanda Transmission	Bangalore W2E: 600 TPD, 11.5 MW
Bina Malthon	UP Solar – 50 MW	Warora-Warangal and Chilakaluripeta-Hyderabad-Kurnool	Bhuwaneshwar C&T & W2E: 600 TPD, 11.5 MW
Bhind Gopalpur	UP Solar 2 – 50 MW	Northern Region (NRSS-XXXVI)	Surat W2E: 600 TPD, 11.5 MW
Sagar Damoh	Karnataka Solar – 65 MW		Ranchi C&T and W2E: 600 TPD, 11.5 MW
Damoh Jabalpur	UP Solar 3 (SECI) – 160 MW		Amritsar C&T and W2E: 600 TPD, 11.5 MW
Malegaon kopargaon	Odisha Solar (SECI) – 240 MW		Jodhpur W2E: 300 TPD, 4.9 MW
Gwalior Shivpuri	MH Solar (SECI) – 60 MW		Nagpur W2E: 800 TPD, 14 MW
Ludhiana talwandi			Andhra Pradesh W2E: 5 x 300 TPD, 5 x 5 MW
Delhi Panipat			Others
Kundli Manesar			Hydel Power – 82MW
			Wind Generation – 500 MW

Green Energy

Portfolio of ~ 12,000 MW by 2022

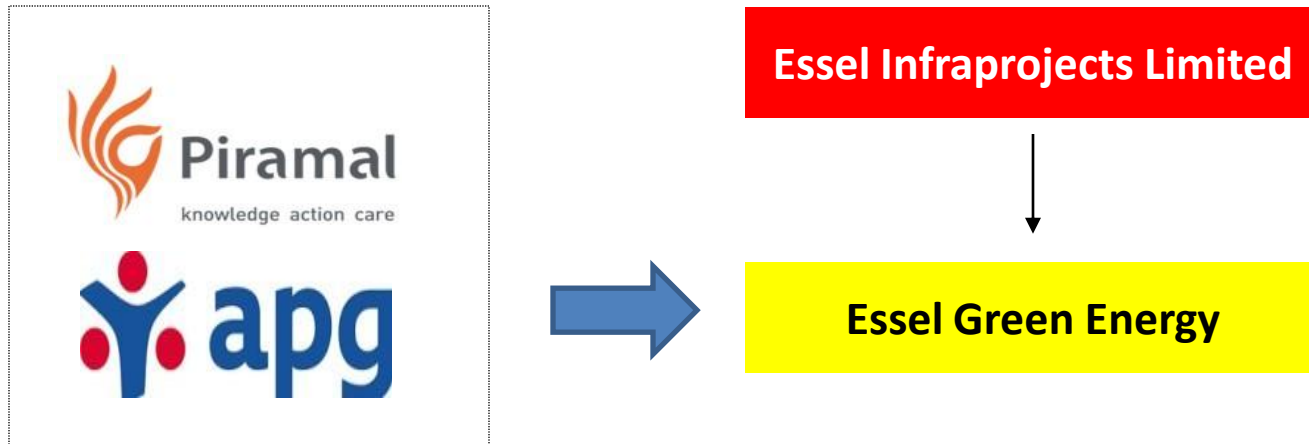


- **Diversified Portfolio:**
 - Develop a spread of green energy assets across India
- **Tariff:**
 - Disciplined bidding / acquisition strategy in place
 - Ensure project viability and equity IRR of 16% and above
- **Power Purchase Agreement (PPA):**
 - Secure long term PPAs in excess of 20 years
 - Target credit worthy DISCOMs / SEBs
- **Growth Strategy:**
 - Expand to 12,000 MW through organic and inorganic opportunities

Developing a diversified portfolio of power projects, with ~12,000 MW of generation capacity

Partners in Business

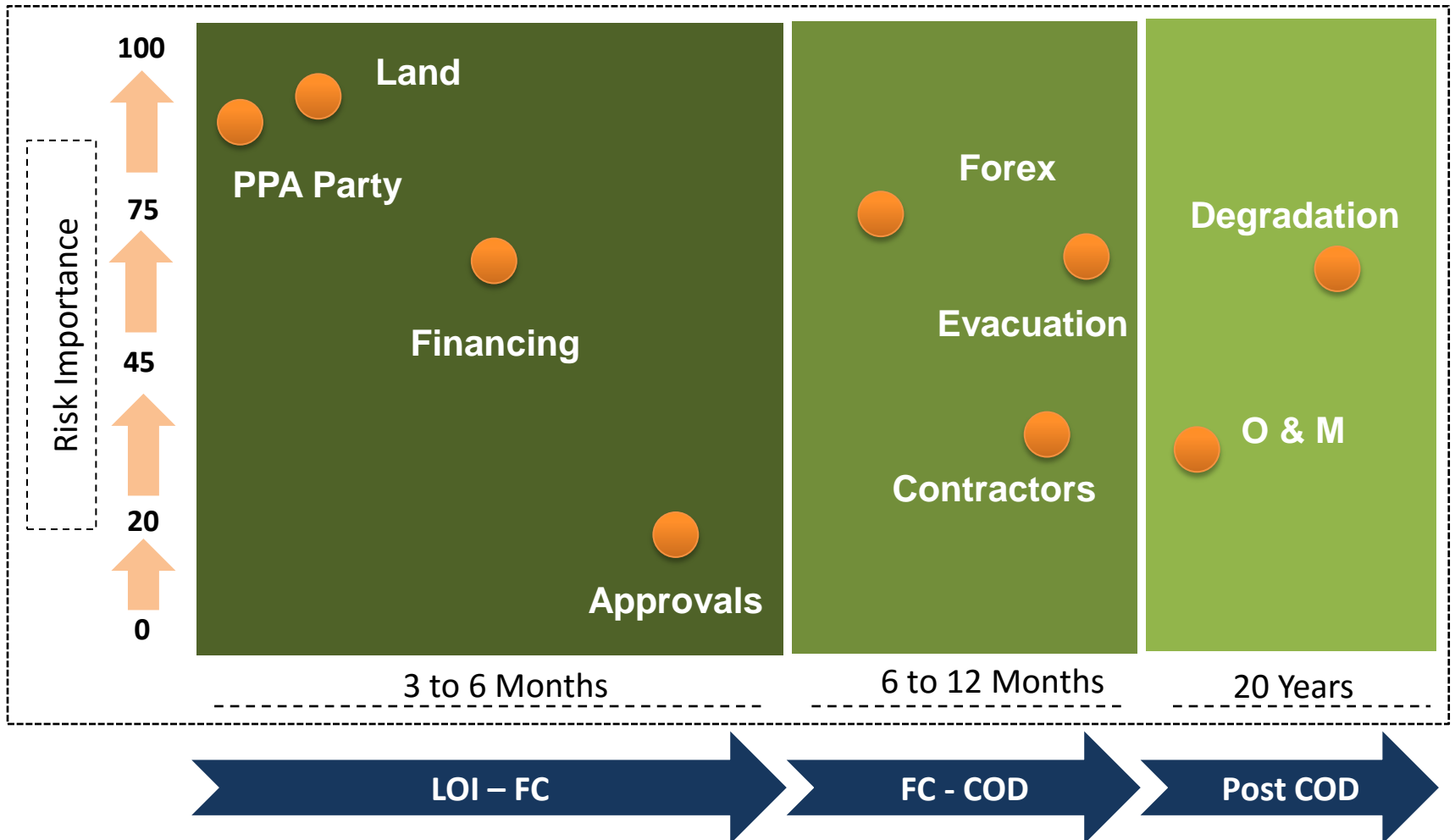
7,000 MW of generation capacity in 2020



- ✓ In March – 2016, Dutch pension fund asset manager APG asset management and Piramal enterprises limited agreed to invest USD 132 MN (INR 9 BN) to power the Esse Infraprojects Solar IPP platform across India and increase the capacity of the company to GWs
- ✓ Portfolio : 685 MWs of solar IPP assets in 5 states of India, of which, 110 MW is operational and 115 MW us currently under execution. 460 MW won in recent SECI auctions
- ✓ Use of Funds: EGEL plans to ramp up the portfolio of 1,000 MW in the next 1 year through greenfield bids and acquisition

Risk Matrix for A Solar Project

EsseL Internal Risk Assessment Strategy



Innovative Financing Solutions

Alternate Ways of Raising Capital

Debt

Under Execution Projects

- ✓ Delayed Payments : - Suppliers Credit
- ✓ New Pool of Capital : - Offshore Banks, EXIMS

Operational Projects

- Diversify Risk : - Pooled Cash Flows
- ✓ Masala Bonds
 - ✓ Offshore Bonds

Equity

Less Than 1 GW

- ✓ Equity partner
- ✓ Mezzanine Financing

More Than 1 GW

- ✓ IPO
- ✓ INVIT
- ✓ Strategic Partner

Thank You!