



## KP Energy's Business Model & Placement in Indian Wind Industry

KP Energy Limited provides one roof solutions to entire gamut of services for wind farm development. It also develops wind power projects of utility scale providing end-to-end solutions like wind farm siting, wind site land acquisition, permits, power evacuation facilities like sub-stations, high voltage transmission lines, wind turbine civil foundation works as well as its erection & installation. It facilitates Power Sale Arrangement between investors and Power Utilities as well. KP Energy's revenue flows in as Balance of Plant (BoP) activities which is approximately about 20-24% of total Project Cost.

This model was first of its kind of package offered by KP Energy in India and it has enjoyed first mover advantage. This also have given a distinction to KP Energy for being one of the highest ROCE, ROI & fastest growing company in India.

The Projects executed/nearing completion by KP Energy so far are:

Site	No. of Wind Turbines	Capacity	Max Hub Height	Year of Completion	Total Capacity
Ratdi	16	2.1MW Suzlon	90M	2016	33.60MW
Matalpar	16	2.1MW Suzlon	90M & 120M	2016	33.60MW
Kuchhdi	33	2.1MW Suzlon	120M	2017	69.30MW
Mahuva-1	33	2.1MW Suzlon	120M	WiP (by 2018)	69.30MW (WiP)
<b>Total</b>	<b>98</b>				<b>205.8 MW</b>

All these projects are done under Feed-in Tariff in State of Gujarat. KP Energy also has its own generation portfolio of 8.4 MW comprising of four wind turbines of 2.1MW each.

So far, Company have developed & sited all the projects with STU (State Transmission Utility) connectivity for offering Power to State Discoms. This business will continue for State Network.

India has recently switched over to Auction Driven Tariff Regime from erstwhile Regulator decided Feed-in Tariffs. Also, to achieve 60GW target of Government of India by 2022, it has initiated separate bids under Central Transmission Utility (CTU) network. To facilitate, it has waived off ISTS (Inter State Transmission System) charges. Means project can be set up in any windy State and energy can be sold to any far-off State within Country without paying any transmission costs. Now with ISTS bids backed by Government of India, there needed a paradigm shift of siting wind projects proximate to CTU (Central Transmission Utility). Each project bids are of size around 250-300MW.

KP Energy's model, track record, proven Wind site land bank and man power resources have enabled it to effortlessly adapt the new market reality & quick shift to newer regime where economies to scale; siting projects from 300MW to 600MW in single site and execution within limited timelines play a pivotal role.

With transparent auctions, aggressive tariffs, large inflow of Institutional investor interests, International Utilities evincing interest in Indian Power Sector, reliable ISTS network, the Wind Farm Site requirement have expanded manifold. And business prospects of KP Energy too have multiplied due to its Project Pipeline readiness & exemplary execution capability.

## Business in Pipeline

Site	Applied & Accepted MW	Planned to Execute MW	Wind Site Acquisition Status	Development Commitment Tie-up	Bid Networks	Tentative Year of Commissioning
Kera	300	300	Applied & nearing completion	Yes	ISTS	2018-19
Kera - 2	100	300	Applied & nearing completion	Under Process	ISTS	2019-20
Muru	400	300	Applied & nearing completion	Yes	ISTS	2018-19
Dwarka*	400	300	50% acquisition completed	Under Process	ISTS	2019-20
Mahuva-2	30	31.50	50% acquisition completed	Yes	State	2018-19
<b>Total- ISTS</b>	<b>1230</b>	<b>1231.50</b>				

\*Acquisition of this Site has been accomplished after Crisil Report.

Thus, KP Energy have visible business pipeline of about 1231.50 MW.

## Strong Technology Tie-ups with WTG manufacturers

KP Energy enjoys patronage from Suzlon Energy Limited (India's Largest WTG manufacturer) as its development partner.

It has firm tie ups with internationally renowned WTG manufacturers for development of Wind power Projects providing end-to-end BoP services as intimated to stock exchange dated April 10, 2018 and April 24, 2018.

## Safe Harbor

Certain statements in this information concerning our Business pipeline and future growth prospects are forward-looking statements regarding our future business expectations intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition in services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, Industry segment concentration, In addition, please note that any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of the date of this information. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company unless it is required by law.