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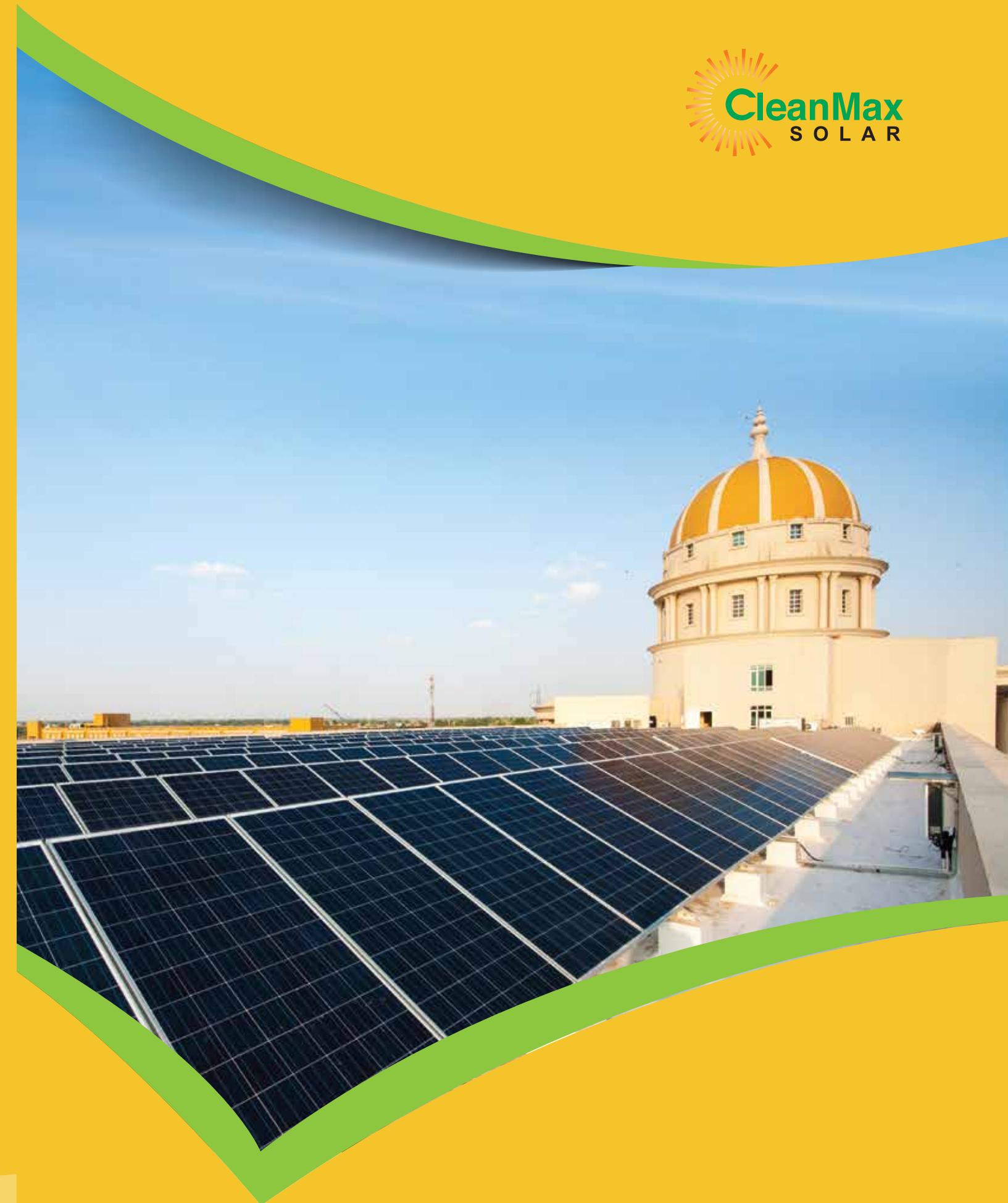
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SIMPLIFYING SOLAR

[www.cleanmaxsolar.com](http://www.cleanmaxsolar.com)

S O L A R   M A D E   S I M P L E



# Simplifying Solar Energy for India Inc

As solar continues to become a mainstream source of energy, CleanMax Solar has been focusing on providing capex-free simplified solar solutions. Whether you're building a sustainable solar-powered corporation, reducing your carbon footprint or making your existing manufacturing facility more energy efficient, we recognise the importance of keeping things simple and hassle-free. That's why CleanMax Solar takes a fundamentally different approach to how we design and engineer complete solar energy solutions.

Across all projects, our installation team focuses on making safety a top priority. We ensure that O&M functions seamlessly with an extremely process-oriented approach. Our expertise is unparalleled, which is why we are India's #1 solar energy developer. Here's presenting to you the scale of projects we have covered across the length and breadth of India.

## Our Projects

- Automotive/Auto Ancillaries
- Food and Beverages
- Government/Academic Institutions
- IT/ITES
- Manufacturing Industries
- Chemicals
- Infrastructure
- Others



## CleanMax Solar: An Overview

Founded in 2011, CleanMax Solar is now the largest provider of on-site solar power in India with more than 100 projects totalling 55 MWp. We develop solar projects on a turnkey basis, providing power on a per-kWh under long-term Power Purchase Agreements, typically at rates cheaper than grid tariffs.

### Our Vision

To enable corporates to adopt green energy practices by providing them solar power in a risk-free, hassle-free and capex-free manner.

### Leadership Team

#### ○ Kuldeep Jain, Managing Director

Kuldeep Jain is the Managing Director of CleanMax Solar. Previously a global partner at McKinsey & Company, he headed Energy and Corporate Finance for the same. He has an MBA from IIM- Ahmedabad and also holds Chartered Accountant (CA) and Cost Accountant degrees from ICAI and ICWA respectively.



#### ○ Andrew Hines, Head of Business Development (South India)

Andrew Hines is the Head of Business Development in South India for CleanMax Solar. His previous stint has been with Suzlon and BP Alternative Energy. Andrew holds an MBA from the University of Pennsylvania (The Wharton School) with a specialisation in Strategic Management.



#### ○ Sushant Arora, Head of Business Development (West India)

Sushant Arora is the Head of Business Development for CleanMax Solar, West India. He was previously working with Milestone Ecofirst, a clean-tech firm specialising in built environment solutions. Sushant has a Bachelor's Degree in Electrical Engineering from IIT Bombay.



#### ○ Umakant Shende, Chief Operating Officer

Umakant Shende is the Chief Operating Officer of CleanMax Solar. He was previously with Thermax Ltd. and was heading Solar PV business. He has 26+ years rich experience in Operations Management. He is PMP certified by PMI USA. He has completed an Executive MBA from NMIS.

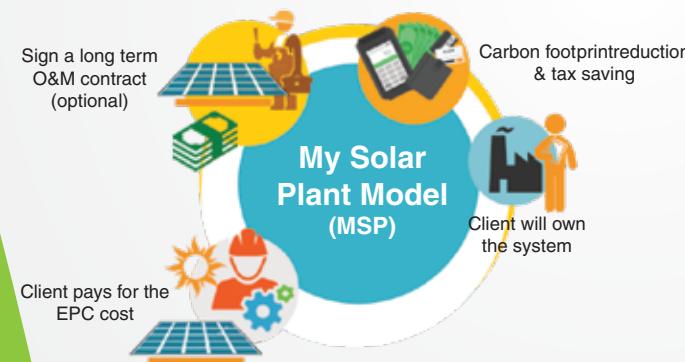
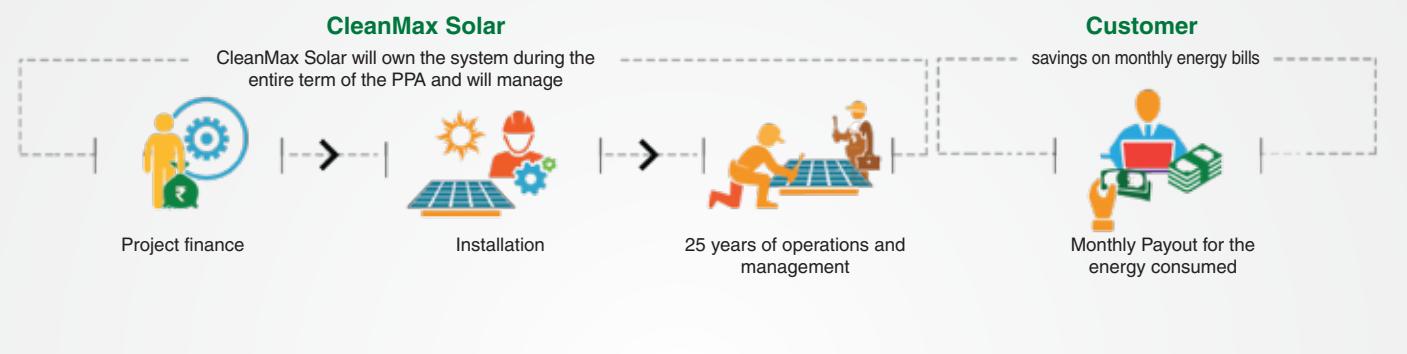


## We Deliver as You Say

Whether your aim is to cut energy costs or reduce your carbon footprint or fulfil regulatory obligations or accomplish your CSR, CleanMax Solar has a solution for you. We provide on-site solar power with zero investment at a discount to grid tariff. In certain states, we can also supply solar power through the grid from our solar farm. If you prefer to make the investment yourself, we also offer "capex" solutions.

### BOOT Model (Build – Own – Operate – Transfer)

Avoid the capex and the performance risk. Your only expense is your monthly solar electricity bill. Under this model, you only pay for the energy generated, typically at rates cheaper to the grid with zero investment on the asset, thus saving money in the process. Operation & maintenance will be handled by us. Sign a Power Purchase Agreement (PPA) with us to save on your power cost.

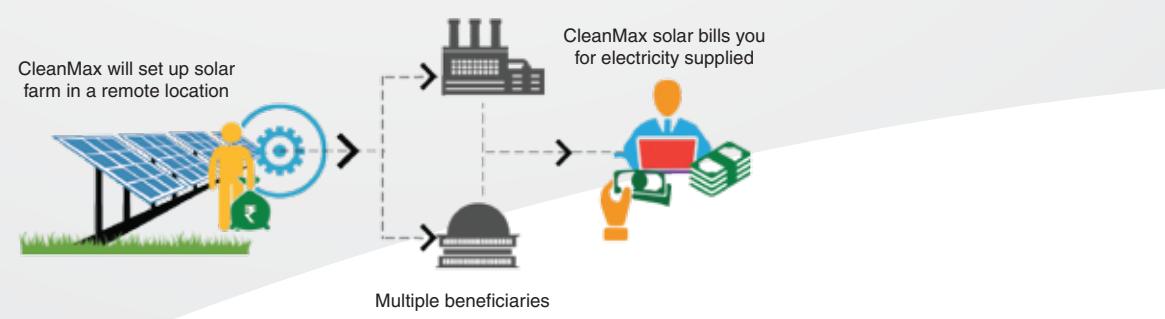


### MSP (My Solar Plant Model)

CleanMax Solar will install the solar power plant and you take the asset ownership. Post installation, our expert engineers will ensure your solar energy operations run smoothly and efficiently under an operations and maintenance agreement.

### Solar Farm

CleanMax Solar can supply solar power to you from one of our solar farms in Karnataka and Tamil Nadu. There is zero upfront investment and the power supplied will be cheaper than the regular grid electricity under a long term Power Purchase Agreement.



## Our Success is Built on Your Stories

### Capturing Kempegowda Airport's Solar Journey

Among India's flagship airports, the Kempegowda International Airport, Bengaluru (BIAL) is a leader in driving sustainable business practices. CleanMax Solar overcame significant security restrictions at the airport, to successfully install a 500 kWp solar power plant spread across 6 buildings covering approximately 2 acres. The plant is estimated to generate 7.5 lac energy units annually.



### Carlsberg: India's 1st Solar Brewery



As a business committed to reducing its carbon footprint and fulfilling its Renewable Purchase Obligation (RPO), Carlsberg, one of the largest brewers in the world, chose CleanMax Solar in their quest to develop India's first solar-powered brewery at Alwar, Rajasthan. Our team of engineers completed the 470 kWp turnkey project in only 60 days.

### NBC Bearings: 20% More Power with CleanMax Solar

NBC Bearings decided to convert a large swathe of waste land at their Jaipur facility into a solar farm, they looked to CleanMax Solar. In a pioneering effort, we installed solar trackers that track the sun's path to generate 20% more energy than a non-tracker based system.



### Manipal University, Jaipur: Largest Solar Plant at a Private University



Since installation, Manipal University, Jaipur system on an average has outperformed the predicted design by 9%. This incremental, extra output of energy:

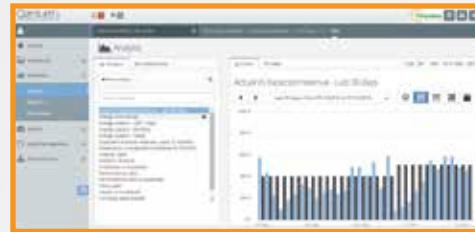
- Improves the expected saving
- Increases the carbon footprint reduction
- Makes the investor happier as it improves ROI on the project

## It's a Smooth Sail with CleanMax Solar

Operation & Maintenance (O&M) is one of the most critical ways to ensure that the solar power system gives the best possible generation. Our goal, at CleanMax Solar, is to maintain plant infrastructure and equipment while improving the life of the equipment by preventing excess impairment through frequent cleaning and general or specific checks.



## Remote Monitoring System



A solar power plant consistently needs to be monitored to optimise their operation and quickly detect major and minor faults. The same function could be performed either on site or remotely wherein we retrieve all the data through our remote monitoring system. Monitoring the solar PV panels consistently is the cornerstone of the O&M of a solar power plant and CleanMax Solar does this successfully.

We, at CleanMax Solar, understand that our clients expect the solar plants to achieve high levels of power generation. Hence, we have developed capabilities including state-of-the-art plant supervision technology, end-to-end maintenance execution (from modules to substations) and superior performance engineering expertise. It's a Smooth Sail with CleanMax Solar!

## Safety Comes First, Always!

Safety, as trivial as it may sound, is one of the most important factors for work at site. Since the work happens at the off taker's site, it becomes a matter of concern for not just the developer/EPC player but also the offtaker.

At CleanMax Solar, we ensure that we adhere to safety measures over and above the customers' expectations. During the Job Safety Analysis, we categorise risks involved in various stages of the installation process as low, medium, and high. Accordingly, necessary precautions are taken to make sure that the PV systems run smoothly. This includes:

- ▶ Strict adherence to safety guidelines including safety harnesses and lifelines and PPEs
- ▶ Working consistently with contractors who follow our safety guidelines and use experienced personnel
- ▶ Strict adherence to all relevant safety and labour laws
- ▶ CleanMax Solar adopts a comprehensive approach to ensure safety, so that the system is installed without any risk and runs smoothly for years to come



## Why CleanMax Solar

Our end-to-end solutions, from installation to maintenance, powered by cost effective and streamlined commissioning processes and superior asset management bring the power of solar, within your reach.

### Awards & Recognition

India's #1 Rooftop Solar Developer and EPC Company awarded by the Ministry of New and Renewable Energy in 2016

India's #1 Rooftop Solar Power Developer with a market share of 28% (ranked by Bridge to India Rooftop Solar Map 2016)



### Our Strengths

- ▶ Hands-on experience in rooftop solar installations, with more than 75 completed projects
- ▶ Successful projects across industries including Automobile, Auto Ancillaries, FMCG, Consumer Durables, Information Technology, Pharmaceuticals, Oil & Gas, Hospitality, Aviation, Education, etc. Consistent plant performance and customer satisfaction leading to 100% repeat business from customers
- ▶ Commissioning of projects within 3 - 6 months of contract closure, typically less than 30 days of actual installation work on-site
- ▶ Customised rooftop solar power solutions as per space available and demand
- ▶ CleanMax Solar has a highly professional team with extensive experience in solar

### Quality

As a solar developer, our priority is to reduce the lifetime cost of energy, which means ensuring long system life and high long-term performance.

### We ensure lifetime performance by:

- ▶ Using only the highest quality components, including tier 1 modules backed by robust linear degradation warranties, and top-tier inverter and other components supplies
- ▶ System designs to match the location requirements, including wind speed, corrosion risks, maintenance requirements and other factors
- ▶ In-house engineering, procurement, projects and O&M teams that work together closely on each project design
- ▶ Rigorous shadow analysis to optimise the plant design given shadows from nearby objects throughout the year
- ▶ World-class remote monitoring and O&M to maximise operational performance