

Sanchay New Age Developers Pvt Ltd





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Company Overview



About the Company and Promoters



- Sanchay New Age Developers Pvt Ltd ('company') and its promoters have been engaging with the MSME Sector in the solar power business for almost a decade now. In 2013, the Company collaborated with TATA Solar Power as its Business Partner. During its course of this collaboration, the company has got acquainted with 1,500 plus C&I (Commercial & Industrial) sector consumers and potential customers for Solar Roof Top projects.
- The promoters of the company have a strong track record of successfully executing Engineering Procurement and Construction ('EPC') and Operations and Maintenance ('O&M') arrangements for more than 14 MW rooftop solar power projects in the past. Projects have been executed in various cities ranging from 100 KWp to 1.5 MW.
- The company has been offering Free After Sales Services to its customers spread in various cities across India for a period of 5 Years. It considers its After Sales Free Service as its strongest instrument to instil confidence, sustain continuity & Immunity in the face of challenges, hurdles and Barriers (High Price / demonetization/ GST reforms etc).
- In addition to EPC and O&M, the company has also worked on a supplier model for numerous projects executed in collaboration with Tata Solar Power wherein it ensured smooth supply and installation of modules, invertors and other components at project locations.
- Until present times, the company has been building solar power projects business on Capital Expenditure Model (CAPEX) wherein the company and the promoters have been acting as an active EPC, Installation & Commissioning ('IC') and O&M player.
- CAPEX mode is the traditional business model for solar deployment in India. In this model the consumer purchases the solar system, by making 100% of the payment upfront for financing the system.



Mr. S D Sharma

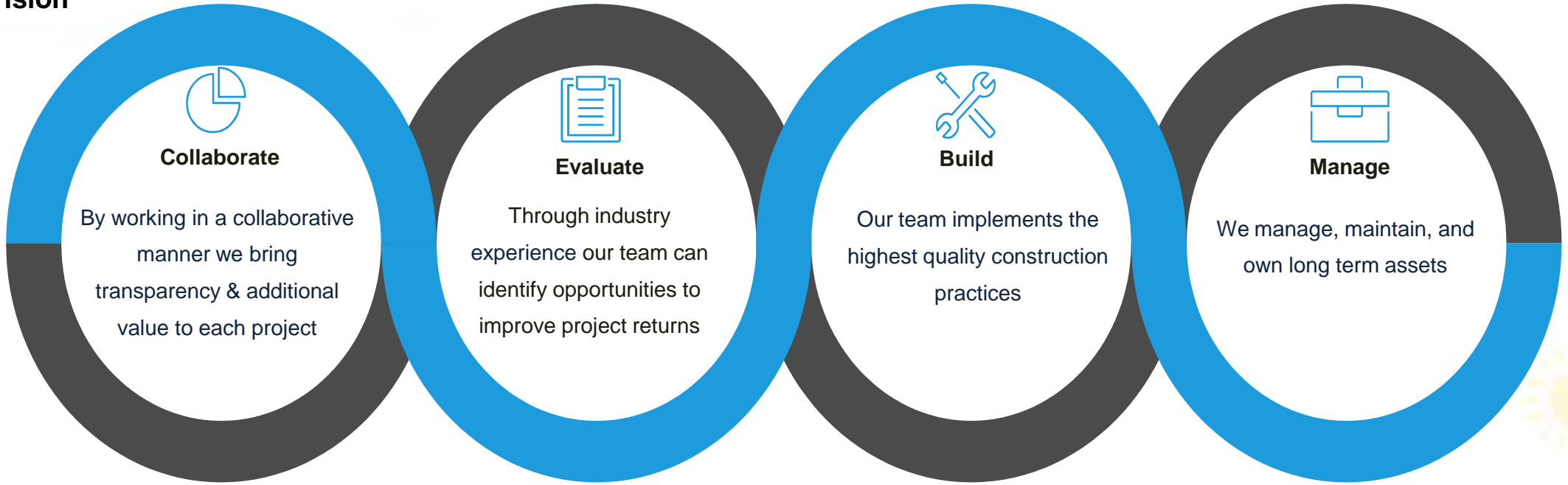




Vision and Mission



Vision



Mission



- To Achieve Technology Excellence with Best in Class Quality
- To pursue best practices in execution and delivery of all services.
- To drive all operations at benchmark levels of cost and time.
- To develop business models that enhance productivity and profitability of businesses .
- To create a corporate environment of excellence, competence, integrity and professional growth.
- To leave footprints of a clean and healthy

Core Values



“High standards of delivery through commitment, Quality, Speed, Ethics and Safety”



Our Service Offerings



Construction & Commissioning

- Experience in high quality structures for various types of roofs and ground mounted solutions
- Experience in electrical, civil, mechanical works and final commissioning of plants



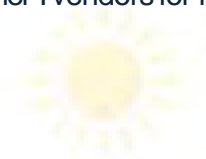
Engineering, Design & Procurement

- Mechanical & Electrical Design of solar projects
- Structure analysis, Energy yield estimation using specialized Apps - STAAD Pro, AFT, Auto CAD 3D, PVSyst
- Relationship with Tier-I vendors for key components



Operations & Maintenance (O&M)

- Agile & Scalable Processes matching Growth Operations
- Skilled & Professional Labour
- Excellent Safety Record
- Best in Class Monitoring & Analytics



Promoters' Experience: Projects Executed



Indicative Key Projects Executed in India



System Capacity	100 kWp / RCC Roof
Name & Address	M/S PANIPAT INSTITUTE OF ENGINEERING & TECHNOLOGY 70 KM G.T.ROAD, NH-1, PATTIKALYANA, SAMALKHA PANIPAT – HARYANA



System Capacity	150 kWp / RCC Roof
Name & Address	M/S Vardhman Creations Pvt. Ltd 487- 488,HSIDC,PHASE-2,G.T.ROAD,BARHI-131101,DISTT. SONIPAT-HARYANA



System Capacity	200 kWp / RCC Roof
Name & Address	M/S Ram Sewa Swami Satyanand Trust, (RAMSHRNAM ASHRAM) Jind Road, Gohana, District Sonipat, Haryana – PIN-131301



System Capacity	500 kWp / RCC Roof
Name & Address	M/S VISHAL SPINNING MILLS AT: FACTORY GOHANA ROAD (NEAR RAILWAY CROSSING) PANIPAT-132103



System Capacity	100 kWp / GI Sheet
Name & Address	M/S RADHESHAM RAVI PRAKASH TIMBER PRIVATE LIMITED Survey No. 201,vill. Chudva,NH-8-A, Gandhi Dham, Kutch-(GUJRAT)



System Capacity	400 kWp / GI Sheet
Name & Address	M/S GOEL SPINNING MILLS AT : FACTORY PASSINA KHURD ROAD PANIPAT-132103

Indicative Key Projects Executed in India



System Capacity	100kWp
Name & Address	Riviera Home Furnishings Pvt. Ltd. Plot No.7, Sector- 29 Panipat- 132103 (Haryana)



System Capacity	100kWp
Name & Address	M/s Vardhman Creations Private Limited - village Siwah (adjo Petrol Pump) G.T.Road , PANIPAT- 132103 (HARYANA)



System Capacity	100kWp
Name & Address	M/S RIVIERA HOME FURNISHINGS PRIVATE LIMITED PLANT SITE AT : PLOT NO 44, SECTOR-29 (PART-1), PANIPAT-132103 (HARYANA)



System Capacity	400kWp
Name & Address	M/S RIVIERA HOME FURNISHINGS PVT.LTD, PLOT NO 235 37, 29-II, HUDA, PANIPAT- 132103(HARYANA)



System Capacity	200kWp
Name & Address	M/S RIVIERA HOME FURNISHINGS PVT.LTD, Plot No 273- 74, Sector 29-II, Huda, Panipat- 132103(Haryana)



System Capacity	200kWp
Name & Address	RIVIERA HOME FURNISHINGS PVT.LTD, Behind Khadhi Ashram, Panipat-132103 (Haryana)

Indicative Key Projects Executed in India



System Capacity	100kWp
Name & Address	M/S VISHAL SPINNING MILLS AT : FACTORY GOHANA ROAD (NEAR RAILWAY CROSSING) PANIPAT-13210



System Capacity	100kWp
Name & Address	M/S GABA OVERSEAS PVT LIMITED, VILL- MACHROLI, G.T.ROAD, PANIPAT-HARYANA



System Capacity	100kWp
Name & Address	M/S KHURANA FURNISHINGS PRIVATE LIMITED PLOT NO 40-41, SECTOR-25-II,HUDA, PANIPAT-HARYANA



System Capacity	100kWp
Name & Address	M/S PRINCE HANDLOOM PRIVATE LIMITED, PLOT NO 654,SECTOR 29,PART-2, HUDA,PANIPAT-HARYANA



System Capacity	100kWp
Name & Address	M/S ANAND BUTTONS LIMITED AT: NARELA ROAD, PIAU MANIYARI, KUNDLI, DISTT. SONIPAT (HARYANA)



System Capacity	200 kWp = GI Sheet
Name & Address	M/S SACHDEVA HOME FURNISHING PRIVATE LIMITED, VILL KURAR, SANOLI ROAD,PANIPAT-HARYANA

Robust Collaboration with TATA Power Solar(TPS)



Pictures of event when Sanchay New Age Developers Private Limited (SNAD) signed first Purchase Order (PO) with TATA Power Solar (TPS) for Design, Supply along with Installation, Testing & Commissioning of 2000 KWp Solar PV System at various locations in (HARYANA)

Venue : SNAD office in Gurgaon

6.8 MW SOLAR ROOF TOP PROJECTS COMMISSIONED IN GUJARAT

7.6 MW SOLAR ROOF TOP PROJECT COMMISSIONED IN HARYANA

Environmental support of:

- ✓ Planting 12,75,000 trees
- ✓ Replaces of 9,68,750 barrels of crude oil
- ✓ Reduces emission of CO2 by 4,10,000 MT

On 22-03-2016 our 100 kWp plant at : PANIPAT(HARYANA) record yield of 625 KWH/UNIT in a day in as per TATA available record recorded by electronic solar log monitoring system at site.



25/03/2016 Graphics CONTACT

TATA POWER SOLAR TATA POWER SOLAR SYSTEMS LIMITED

CH Panipat Gaba Overseas ✓

Plant Details
Plant Pictures
Yield Overview
Current Values
Graphics
Sensors
Performance Ratio
Dashboard
Plant Location
Downloads & Links
Contact Us

Plant Name	Capacity	Commissioning Date	Plant Size
PANIPAT GABA OVERSEAS	100 KWp	22/03/2016	100 KWp

CO2 emissions avoided in total 17,61 t

PLANT:- M/L GABA OVERSEAS, PANIPAT.
COMMISSIONING DATE:- 22/03/2016
KWH/UNIT:- 625
(RECORD TIL DATE OF MONTH INDIAN)
PLANT SIZE:- 100 KWp

http://monitor.tatapowersolar.com/4272.html?c 1/1

Proposed Business Model





Proposed Business Model

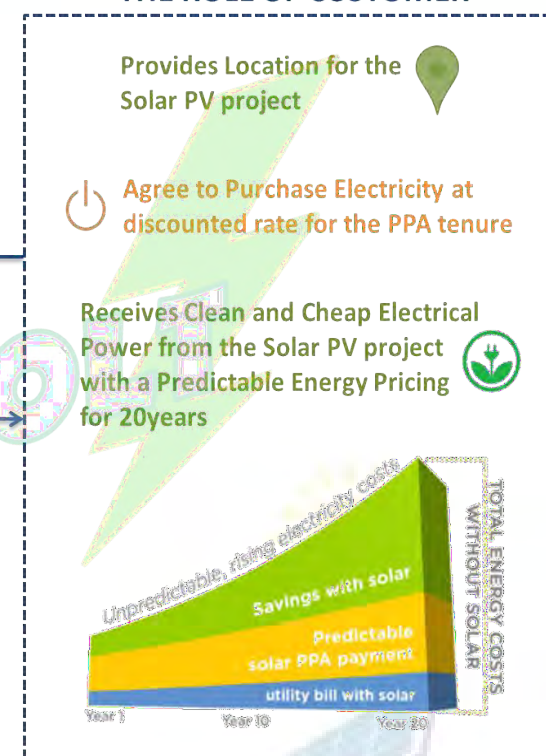
- In order to foster its growth as part of future plans, the management has decided to switch to Operating Expenditure Model (OPEX) or Renewable Energy Service Company (RESCO) Model wherein it shall build solar power projects particularly including Roof Top solar power projects on Build-Own-Operate-maintain-Transfer (BOOT) basis.
- In the OPEX model, an investor or project developer (sometimes called Renewable Energy Service Company –RESCO) invests the CAPEX and consumer pays for the energy consumed/supplied by the solar power project delicately developed for a particular consumer. Both consumer and developer sign a long-term power purchase agreement (PPA) for an agreed tenure & tariff.
- According to **rooftop** installers, consumers could have to pay a tariff ranging between ₹3.8 (~\$0.051)/kWh and ₹5 (~\$0.068)/kWh for the PPA duration. The tariff varies depending on the state and the policies prevalent at the time. A major **benefit** of the **OPEX model** is going **solar** without any large upfront investments
- BOOT or RESCO model shall offer long term cash inflows with confirmed return on investment backed by long term PPA with bankable off-takers. Hence the company proposes to undertake 10 MW of roof top solar power project on Build-Own-Operate-maintain-Transfer (BOOT) basis in a span of 2 years of time in multiple tranches and in multiple locations in India including Haryana, Gujarat, Andhra Pradesh and East India locations among others.
- At present, the company is in the process of executing PPA for 2 MW project capacity (i.e. 1 MW for each project) with identified off-takers at potentially favourable PPA rate and terms, making these projects as investment-ready.

A General Schematic for OPEX Procedure

THE ROLE OF PROJECT DEVELOPER



THE ROLE OF CUSTOMER



Note: Roles and responsibilities depicted in this diagram can vary market to market, but this is the general concept.

Benefits to the Customer include:

1. No/low costs for the life of the project
2. No asset management responsibilities
3. Reduced energy and operational costs, once the system is commissioned
4. Protection from utility price volatility
5. Potential increase in property value
6. Visible environmental/sustainability commitment

Proposed Off-takers for Roof-top projects on RESCO Model



Proposed Off-takers for Investment-ready Projects



Proposed Off-taker 1	CHAMAN LAL SETIA EXPORTS LTD Project Location: Karnal, Haryana	Proposed Off-taker 2	Home Textiles India Limited Project Location: Panipat, Haryana
Overview	<ul style="list-style-type: none"> ▪ Chaman Lal setia Export Ltd. are one of the oldest and hi-Tech Rice Millers cum Exporters of Basmati rice of all varieties from India with our state of the art processing units based in Karnal, Amritsar, Delhi and corporate office in New Delhi. ▪The company is listed on stock Exchange with high financial rating, a recognized star export house by the Govt. of India, ISO 9001-2008, HACCP Certified and also out of automatic detention list of Food & Drug Administration (FDA)-USA. ▪ The Company believes Technology Absorption, Adaptation and Innovation is an on-going process. As technology is changing day by day , Company plans to be a leading player in technology introduction through innovative products, therefore Company has kept itself informed on the latest trends in technology related to the business of the Company. ▪ Further Company is introducing a new aerodynamic system for classification of paddy so that processing can be improved. Healthy and weak grain will be processed separately. Rice from weak grain, which gets crushed into small/fine particles and lost in rice bran, will be now recovered. With this technology quality of rice and rice bran will be improve. 	Overview	<ul style="list-style-type: none"> ▪ Registered in 2010 , Home Textiles India Ltd. has made a name for itself in the list of top manufacturers and suppliers of textiles including carpets, rugs & durries, among others in India. ▪The supplier company is located in Panipat, Haryana and is one of the leading sellers of textile products.



Note: The documents including financial statements, rating report, electricity bills, etc are awaited from the Off-taker and will be shared subsequent to the Final Term Sheet agreement with the Off-takers, which shall be done taking the indicative term sheet as base (which is subject to internal handshake with Tigris)



Proposed Off-taker 3

Kindly note that the company currently has an additional pipeline of 8 MW projects for which discussions underway with the potential off-takers in identified locations.



Note: The documents including financial statements, rating report, electricity bills, etc are awaited from the Off-taker and will be shared subsequent to the Final Term Sheet agreement with the Off-takers, which shall be done taking the indicative term sheet as base (which is subject to internal handshake with Tigris)

Our Sales & Service Team





Tier I

Mr.S.D.Sharma

Leading the Team, he has been working in the Company's top tier towards the closure of Business execution of PO's, EPC & Sale of Modules with customers spread over 12 Indian states.



Tier II

Mr Pramod Kumar

A BE & MBA having a work experience of 25 years with big business Corporate houses like IFFCO and Reliance (Mukesh Ambani Group) in purchase and sales department. He joined the company in 2017.

Mr Chaitanya R.C

A BE graduate - Middle layer reporting to Mr Pramod Kumar and supporting in the closure of deals conjointly with The Decision Makers In the MSMEs/C&I sector. He also leads the site survey team.



Tier III

Mr Shabad Singh Bhatia, Mr Tejas Manocha and Mr Manjeet Singh form

the third Tier of the sales team. They are engaged in generating leads, collating information about tentative customer connected load, available roof space etc.



Service Team working in and out Pan India



Mr Avi Sharma- TPS CERTIFIED

Mr. Avi Sharma completed his college and commensurated working as Head Service Team 5 year ago. He represents the next generation of AVI Group promoters. He is working as a Service Head (country) with additional responsibility of being the I&C team Head(country) and Quality control Head (country). His team comprises of :

**Service centre & warehouse-
GURUGRAM & HSIIDC RAI
(Delhi,NCR & North India)**

Mr. Dinesh Kumar-TPS
CERTIFIED- centre supervisors

Mr Anil Giri

Mr Vijay Saini

**Service centre & warehouse-
AHMEDABAD AND
GANDHIDHAM (Gujarat, MP,
Rajasthan)**

Mr Sonu Puri- TPS
CERTIFIED-centre supervisors

Mr Bitu

Mr. Rohit Tayagi

**Service centre & warehouse-
NAGPUR (Maharashtra,
Chhattisgarh & Telangana)**

Mr Shashank Bhawesker- BE
electrical expert and TPS
CERTIFIED-centre supervisors

Mr Ankit Giri

Sushil Lokhande

**Service centre & warehouse-
SILIGURI (West Bengal & North
East)**

Mr Tulsi Das-centre supervisors

Mr.Harish

Mr.Laxman

Mr. Sandeep

Team of Management ,Staff, Engineers, Technicians, supervisor & workers



Team of the site supervisors & workers are well trained and committed to execute the 71 pointed Site/Field Quality Checklist .

The Team firmly ensures the procedure of the Company's 71 pointed Site/Field Quality Checklist and inherit an attitude to deliver quality commitments & standards.

Company's 71 pointed Site/Field Quality Checklist bifurcated as below:

- 1 to 8 -Inspection Check Points
- 9 to 13-Structure Installation
- 14 to 26-Modules Installation
- 27-36-Inverter Installation
- 37-42-AJB/ITB installation (if installed)
- 43-52-Cabling
- 53-57-Earthing Pits
- 58-60-Lighting Arrester
- 61-68-ACDB Installation
- 68-71-Monitoring Unit



Team of Management ,Staff, Engineers, Technicians, supervisor & workers



Our Presence



Office Spaces, Service centres & Warehouses



REGD OFFICE:
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED
(Seven year old VAR of TATA Power Solar)
185-Pocket A-4, Kalakaji Extn., New Delhi-110019

Head office service centre & warehouse (Delhi, NCR & North India) : M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED,
(Seven year old VAR of TATA Power Solar)
Plot No. 56, HSIIDC Industrial Estate, RAI, Dist- Sonipat-131029- Haryana (INDIA).

Kutch office:
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED
(Seven year old VAR of TATA Power Solar)
c/o M/s Shanker International
Survey No.203/1, NH-8a, Vill. chudva, Mithirohar, Gandhidham, Kutch, Gujarat, India

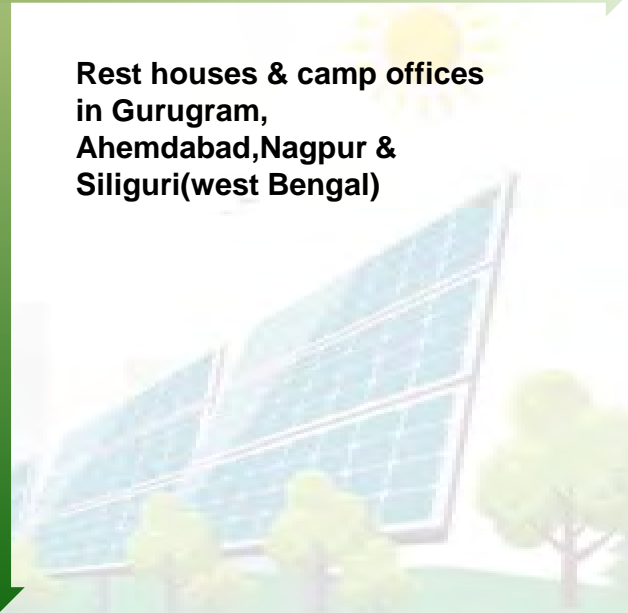
Zonal Office service centre & warehouse (Maharashtra, Chhattisgarh & Telangana) :
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED
(Seven year old VAR of TATA Power Solar)
4-B/601, MIHAN, Mahindra Bloomdale, NAGPUR- Maharashtra- INDIA.

Panipat office Address:
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED,
(Seven year old VAR of TATA Power Solar)
Plot No-5 Sector-29-II, HUDA, Panipat-132103 (Haryana)

Zonal Office service centre & warehouse (Gujarat, MP, Rajasthan):
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED
(Seven year old VAR of TATA Power Solar)
Survey No 352/13(Part), Ground Floor, Changoder, Taluk Sanand Dist. Ahmedabad-GUJARAT-382213 (INDIA).

Zonal Office service centre & warehouse (West Bengal & North East):
M/S SANCHAY NEW AGE DEVELOPERS PRIVATE LIMITED
(Seven year old VAR of TATA Power Solar)
Trimurti Apex, 1st Floor, Sevok Road, Siliguri, W Bangal-734001

Rest houses & camp offices in Gurugram, Ahemdabad, Nagpur & Siliguri (west Bengal)



Thank You!!



**M/S SANCHAY NEW AGE DEVELOPERS
PRIVATE LIMITED,**
CIN: U70102DL2006PTC153925

Address:
Plot No. 56, HSIIDC Industrial Estate,
RAI, Dist- Sonapat-131029- Haryana (INDIA).

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+9818820343

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Web site: www.snadpv.com AND www.s6re.com
AND www.meareco.com

