



**SunSource**  
**ENERGY**  
An SHV Energy Company

# SunSource Energy

*Simplifying Energy Transition*

[www.sunsorce-energy.com](http://www.sunsorce-energy.com)



## PPA Portfolio at a Glance

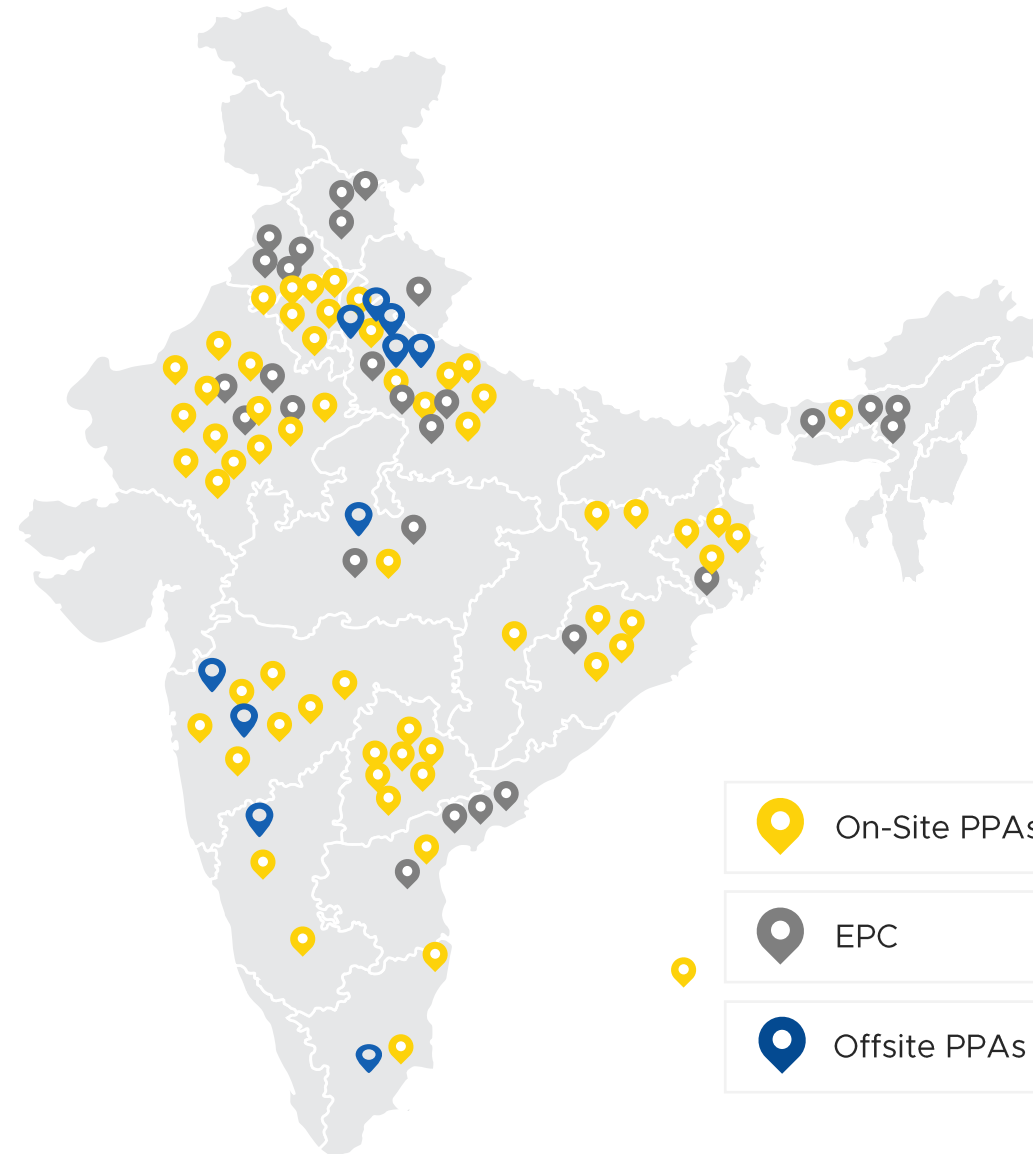
SunSource Energy focus' on providing commercial and industrial customers solar products and services across the entire value chain from solar design and engineering to asset financing, PPAs and long-term O&M services.



Presence across 24 Indian states

**400 MW**

Interconnect / Signed PPAs with a strong project pipeline



On-Site PPAs



EPC



Offsite PPAs (Open Access)

SHV is a 125-year-old privately held family company with a strong position in a number of operational areas and selected investment activities

20

(€bn) turnover

15

(€bn) Total Assets

56,750

Employees

71

Countries

## SHV's impressive portfolio of companies



**SHV ENERGY**

Energy distribution



**MAMMOET**

Heavy lifting and transport



Food cash-and-carry

**ERIKS**

Industrial services



Animal nutrition and aquafeed



**NPM CAPITAL**

Private equity investments



Testing, inspection and certification



Oil & gas investments



WRETC

# Rooftop and Floating Solar

# On-site Solar and Floating Solar at a glance

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**~8GW\***

Total installed capacity in India of distributed Solar projects

**\* As per Mercom India**

**1.7GW\***

Rooftop solar capacity added in 2021 alone

**\* As per Mercom India**

**138%**

YoY Capacity increase in rooftop solar capacity

**~300MW**

Total installed capacity of Floating solar in India

**600MW**

Floating solar project being built in Madhya Pradesh

- Commercial and Industrial segment dominates the rooftop solar installations, however, residential solar sector has started to pick up pace post-covid
- Floating solar in India is currently driven by the Government. However, the next set of growth will come from the C&I segment

# So, what are the key drivers for on-site solar and floating in India

## Strong Government Support...

- 🌀 **Indian Government's solar ambitions are high**
  - Goal: 100 GWp by 2022, 300 GWp by 2030, with Energy Security
- 🌀 **With favourable policies and regulations**
  - The launch of National Rooftop Portal under which the estimated capacity is 4 GW
  - Continued subsidies for residential customers
- 🌀 **And overall institutional & policy support**
  - Positive regulatory policies and decisions, New markets for green power, Deepening of capital markets, e.g. Bonds, Infra Trusts etc

## Strong C&I and Power Market Outlook

- 🌀 **C&I clients have long term motivation to buy solar and RE**
  - **Cost savings:** Solar and RE are lowest-cost energy options
  - **Emission reduction:** Most entities working towards 100% RE. Net Zero pressure from Governments and investors
  - **Cost volatility:** RE provides long term fixed cost vs escalating grid tariffs
- 🌀 **A background of economic growth raising power and C&I demand expansion**
  - Power as a whole: Expected ~5% CAGR until 2030
  - C&I Segment: ~50% of India's power consumption, expected to reach ~57% by 2030.
  - Only ~1% of C&I consumption currently RE-powered, leaving much headroom for future growth

## New Technologies and Solutions

- 🌀 **Battery Storage**
- 🌀 **Floating Solar** – Solves the challenges related to the availability of land. India's Utility scale and C&I floating solar potential is over 200 GW

## Growing Residential Rooftop Market

- 🌀 Strong Government support
- 🌀 Over 150% YoY increase

**Are driving the growth of on-site rooftop and floating solar in India**

# Challenges that on-site solar and floating solar currently faces

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## Increased cost of Solar

- 🌀 ALMM, BCD, GST etc
- 🌀 Floating Solar in General costs 30% more than the ground based solar project

## Technical Knowhow

- 🌀 With floating sector in its nascent stage in India, there are only a select few companies operating in this space

## Regulatory Roadblocks

## Power Banking Restrictions

## Low Financing

- 🌀 For developers, capital is still a constraint while developing rooftop projects for organisations that don't have a very strong credit profile

## Net Metering Limits

- 🌀 Inconsistent rules for gross metering and net metering – making some states more attractive than others



# CONNECT WITH US

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