

GRID BATTERY INTERACTIVE SOLAR SYSTEM

Purna Bahadur Pariyar

Chairman & CEO

Source & Solutions Private Limited



**SOURCE & SOLUTIONS PRIVATE LIMITED – EPC
TURNING TO DEVELOPER WITH
THE SUPPORT OF OUR KEY PARTNERS**

CONSORTIUM

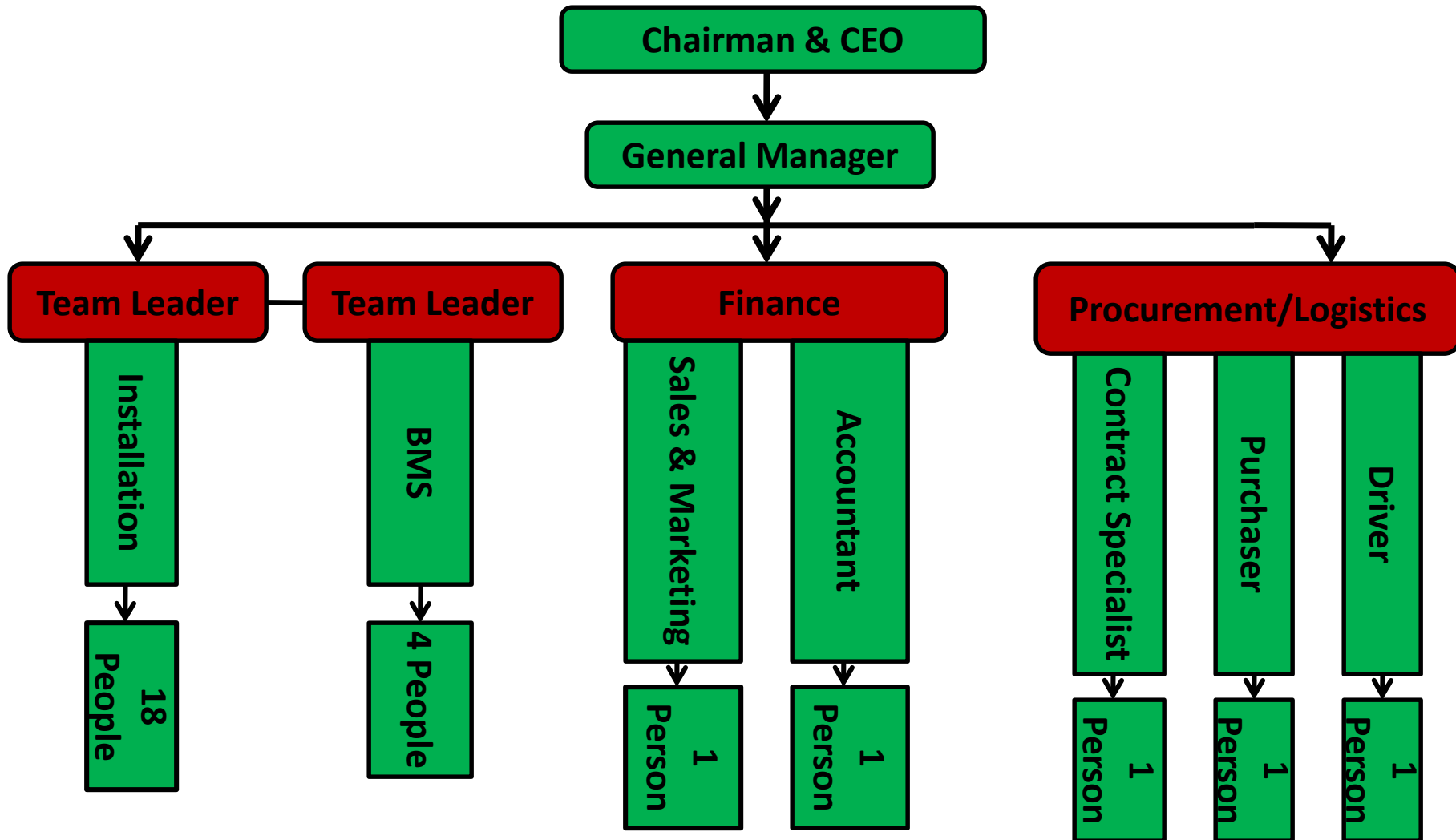
- **Nanopulser, Japan**
- **PowerBatt, Slovakia**
- **BAE Batterien, Germany**
- **Canadian Solar, Canada/China**
- **Satcon Inverter, USA/China**
- **Astir Energy, Singapore**

History of the Company

- Established in the first quarter of 2011.
- Operational since 2012.
 - ✓ **Completed 100 plus solar home systems (20W-100W)**
- 2013
 - ✓ **Completed 2500 plus solar home systems (20w -5 kw)**
- 2014
 - ✓ **Completed 200 hybrid systems (500W to 5kW)**
- 2015
 - ✓ **Completed 350 hybrid systems (1kW to 5kW kw)**

Two offices in major cities, Head Office between two cities.

Management Team



Project Sizes

25kw or Above

Targeted Customers

Class 'A' Banks only- First Phase

Hospitals, Hotels-Second Phase

REQUIRED INVESTMENT

- **USD 3,000,000 (PHASE BY PHASE)**
- **EQUITY (Maximum 70%)**
- **EQUITY LOAN**
(Depending on interest rates & Tenure)
- **EPC- S&S PRIVATE LIMITED/PARTNERS**
(CONSORTIUM)
- **DEVELOPER -ONLY S&S**
(NO OTHER ENTITY INVOLVED)

Business Model

INDIRECT FINANCING FOR 10 YEARS.

AUTOMATIC OWNERSHIP TRANSFER AFTER 10 YEARS.

PRICE/Kwh	Power Supply Assurance			Remarks
USD 0.25 Rs.25.00 (10 hrs. backup)	Grid	Solar	Battery	Existing Diesel Generator for emergency backup
	2 hrs.	4 hrs.	4 hrs.	
USD 0.20 Rs. 20.00 (8 hrs. backup)	2 hrs.	4 hrs.	2 hrs.	Existing Diesel Generator for emergency backup
USD 0.15 Rs. 15.00 (7 hrs. backup)	2 hrs.	4 hrs.	1 hr.	Existing Diesel Generator for emergency backup
USD 0.12 Rs. 12.00 (6 hrs. backup)	2 hrs.	4 hrs.	00 hr. (No Battery)	Existing Diesel Generator for emergency backup

Supply Priority : Solar First, Battery Second, Generator sets last.

We ensure that Diesel Generators start automatically if/when both solar and batteries are weak or insufficient.

PAYMENT

- **MIN. RECURRING COST/MONTH : TOTAL VALUE OF THE PROJECT + Interest rate /120 MONTHS**
- **SYSTEM FAILS TO PRODUCE ENERGY : NO RECURRING**
- **DEFUALT PAYMENT PENALTY : 1% OF TOTAL VALUE/DAY**
- **SECURITY OF ENTIRE SYSTEM : RESPONSIBILITY OF CUSTOMER/CLIENT**
- **INSURANCE OF SOLAR PANEL : COVERED IN THE PACKAGE**
- **DELAY FINE : CONTROLLED BY US IN COORDINATION WITH AEPC AND/OR NEA (NEPAL ELECTRICITY AUTHORITY)**

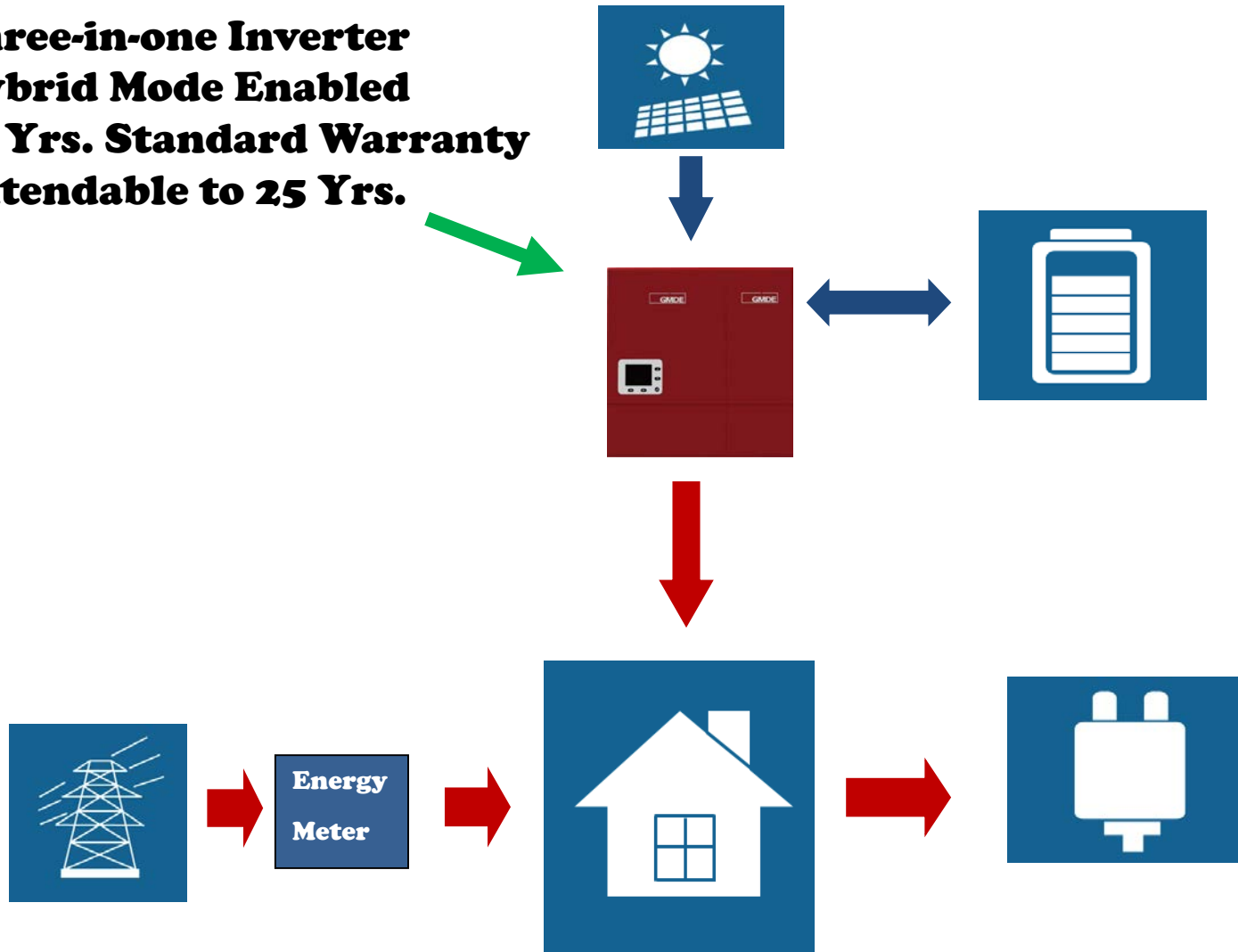
Targeted Customers

Third Phase

- **Super Market**
- **Radio FM Stations**
- **Non government offices**
- **TV Stations**
- **Milk Dairies**
- **Small & Large size factories and industries.**
- **Metal workshops**
- **TV Showrooms**
- **Cinema halls**
- **Battery Charging Stations**

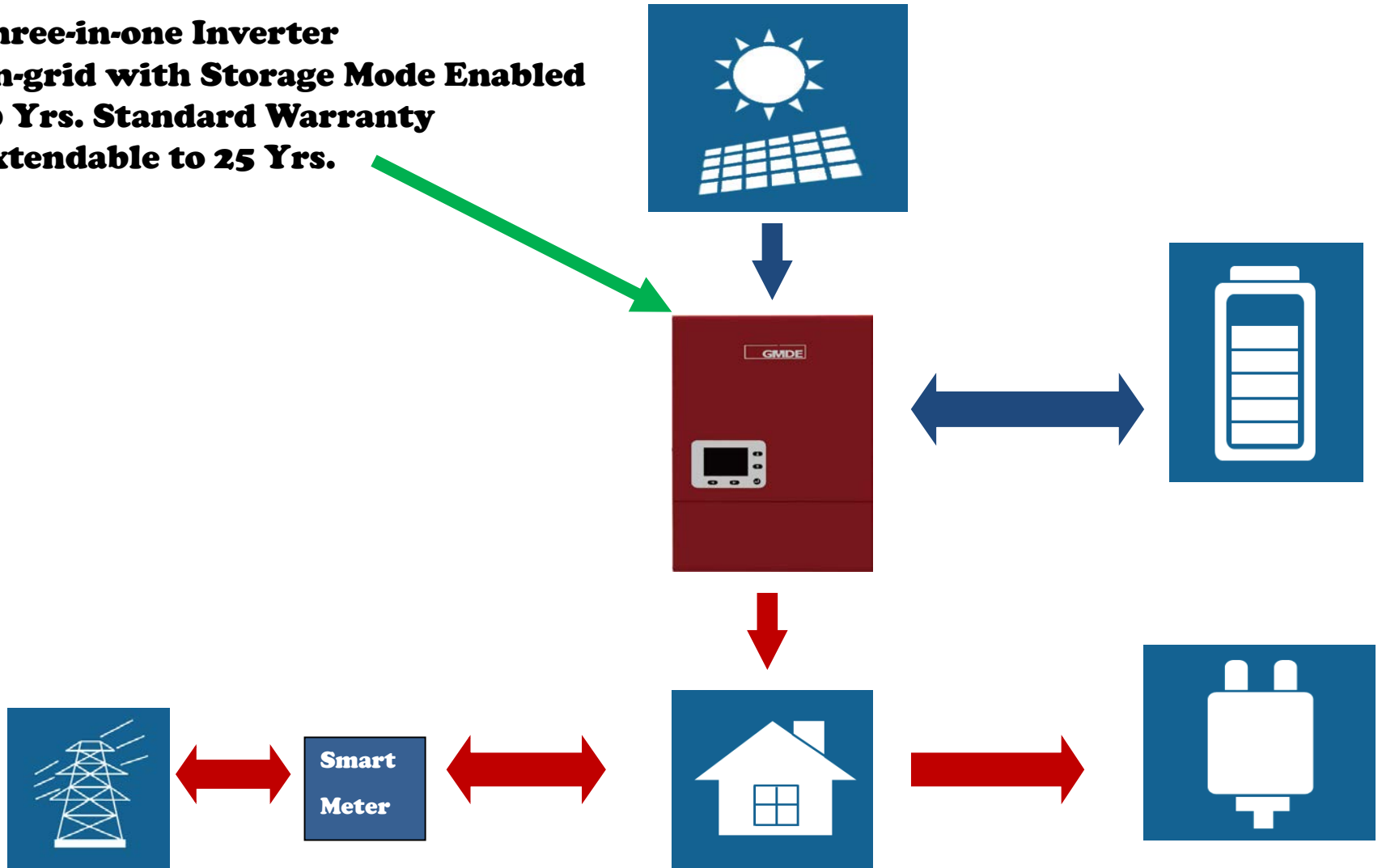
CONCEPT- NOW

**Three-in-one Inverter
Hybrid Mode Enabled
10 Yrs. Standard Warranty
Extendable to 25 Yrs.**



CONCEPT-LATER

Three-in-one Inverter
On-grid with Storage Mode Enabled
10 Yrs. Standard Warranty
Extendable to 25 Yrs.

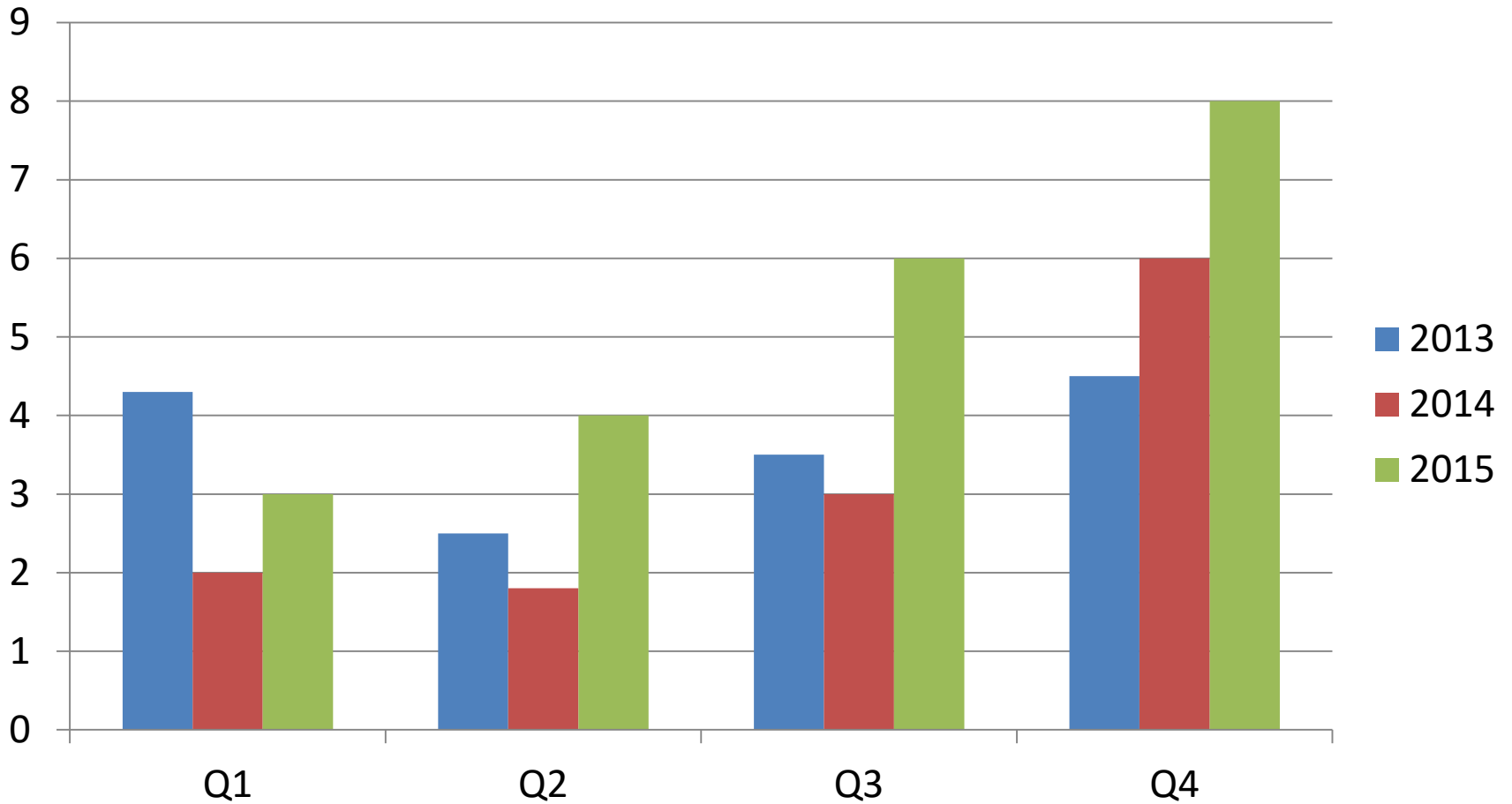


KEY RISKS & MITIGATION MEASURES

- **NO POWER SUPPLY FROM SOLAR ,NO PAY, MANAGEABLE**
- **PAYMENT DELAY/POWER SUPPLY CUT OFF(NEA)**
- **MISHANDLING AND ABUSE OF THE SYSTEM/CCTV FOOTAGE**
- **FIRE SPARKS DUE TO LIGHTENING AND OTHER SOURCES
(Installation of Lightening Protection System is included)**
- **FAILURE OF MAINS TO SUPPLY POWER FOR MORE THAN A WEEK.
(Existing Generator/s will start automatically)**

FINANCIAL SUMMARY

Turnover In Millions Nepalese Rupees



Our Specialties

- High quality solar panels (Efficiency up to 19.5%)
- In-house Battery Management System
- Complete package solution
- Lightening System Protection
- Bold initiative towards reducing GHGs.
- Free maintenance and full warranty for 10 years (Extendable for 25 years with extra charge)
- Long life operation up to 25 years(Except Battery).

Q & A SESSION

**THANK YOU
FOR YOUR
VALUABLE TIME**