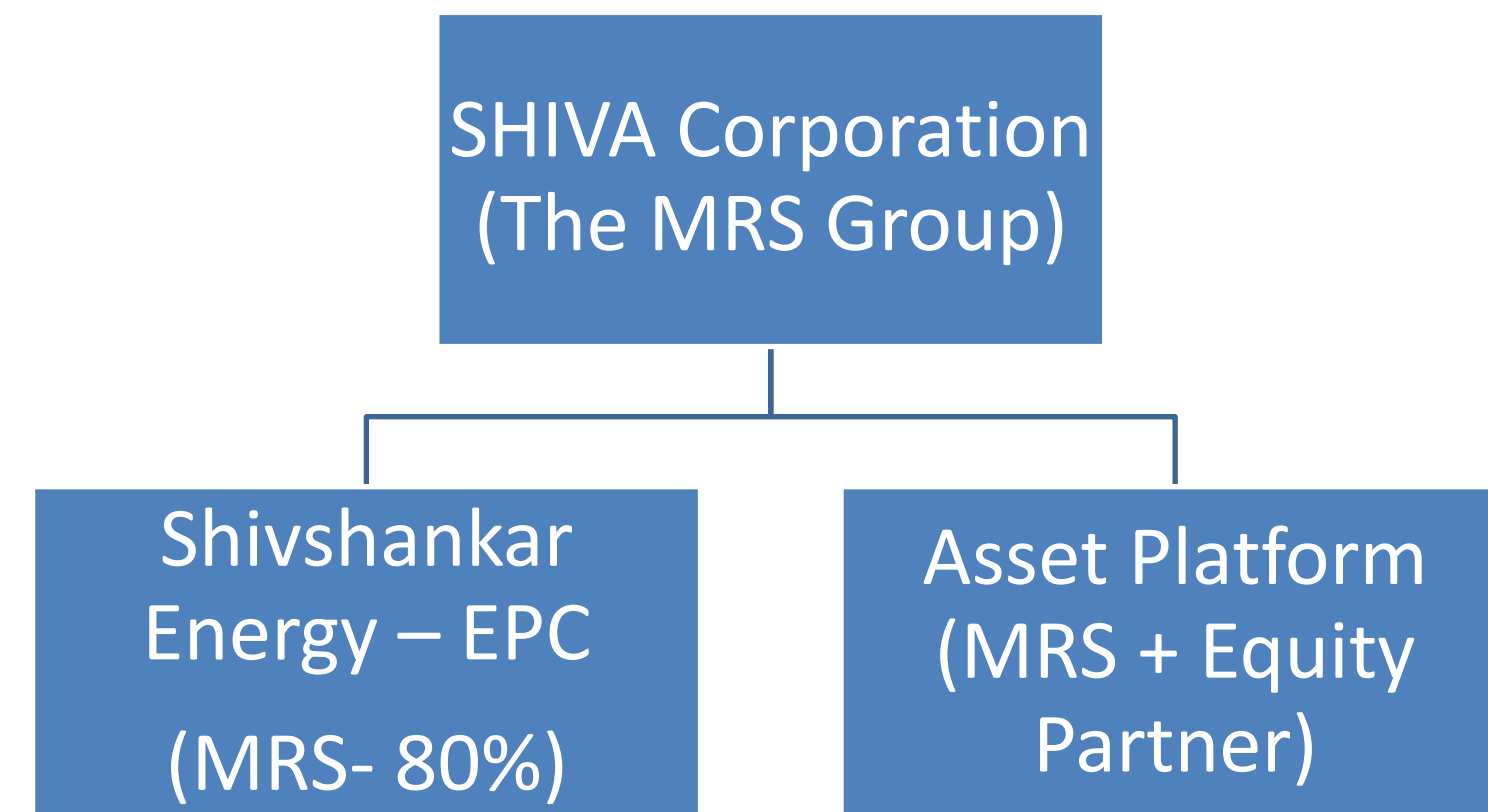


# Introduction

- ❖ Shivshankar Energy is an associate company of the **MRS GROUP**. The MRS group is engaged in Hospitality, Mining & Real estate business across various parts of India since 1989.
- ❖ Managed by a competent team that has rich and varied Global exposure in various kinds of Project Development that covers large scale ground mounted Renewables, Rooftop projects & Electrical Substation projects along with Power Transmission systems.
- ❖ Started in 2021 with a vision for being “The **most reliable partner for system integration**” by group of Industry leader who brings along a great experience from EPC & IPP.
- ❖ We bring in optimal LCOE through innovative approaches that drive down costs
- ❖ Necessary financials to support the operations.\*



Value addition through rich experience

# Key Management Profile

**Mr. Meghraj singh** Shekhawat coupled with the sharp mind of a business acumen, to lead a diversified Rs 300+ crore business group called MRS. His MRS Group of Companies today has stakes in infrastructure, mining, and hospitality. Along with this Mr. Meghraj Singh Shekhawat also care about our planet & Society so we started the Renewable & Infra Business.

**Mr. Narasimhan** having 35+ years of experience Joined us as a **Chief Executive** from the SB Energy, SoftBank Group where he was heading the Operation having extensive knowledge of building & nurturing the organisation. He headed the organisation having 200+ Plus team member & developed 3000Mwp renewable projects with Engineering, procurement & Constructions.

**Mr. Chakravarty** having 30+ years of experience joined us as a Head of business development & Sales from the KEC, where he was heading the tendering. He has developed the various kind of projects in his tenure like MEP, Solar, Substation & transmission line in key state of India. He is master of Driving the Cost and accelerating the Organisation Growth.

Value addition through rich experience

# Team – Competitive Advantages

1. People with core experiences from industry in EPC, Power, Solar, Wind, & Automation.
2. Worked with & across various stakeholder : Counterparties SECI/NTPC, MNRE, DISCOM, State/Central transmission/grid agencies, CEA and others
3. Overall core team's exposure of hands-on development (EPC & IPP) for more than 20 GWp of 80 Man years. Average individual experience in solar ~10+ years
4. Have been engaged with Renewables, from its formative times in India.
5. Fairly conversant with regulatory, policy frameworks , PPA & PSA.
6. All have been working together for a good time as a team & demonstrated ability to resolve challenges.
7. Established ability to deliver large scale projects from pre bid to asset stage & build portfolio.
8. Successful Record of “on time delivery” of projects to stakeholders
9. Developed & established hands-on robust process for system integration & Project delivery
10. Good understanding of Customer & Stakeholder asks

## Team Exposure



Value addition through rich experience

# Business Area & Operation Structure

## Renewable

- EPC Solar- Wind- Storage
- O&M
- Grid
- Roof top

## Infrastructure

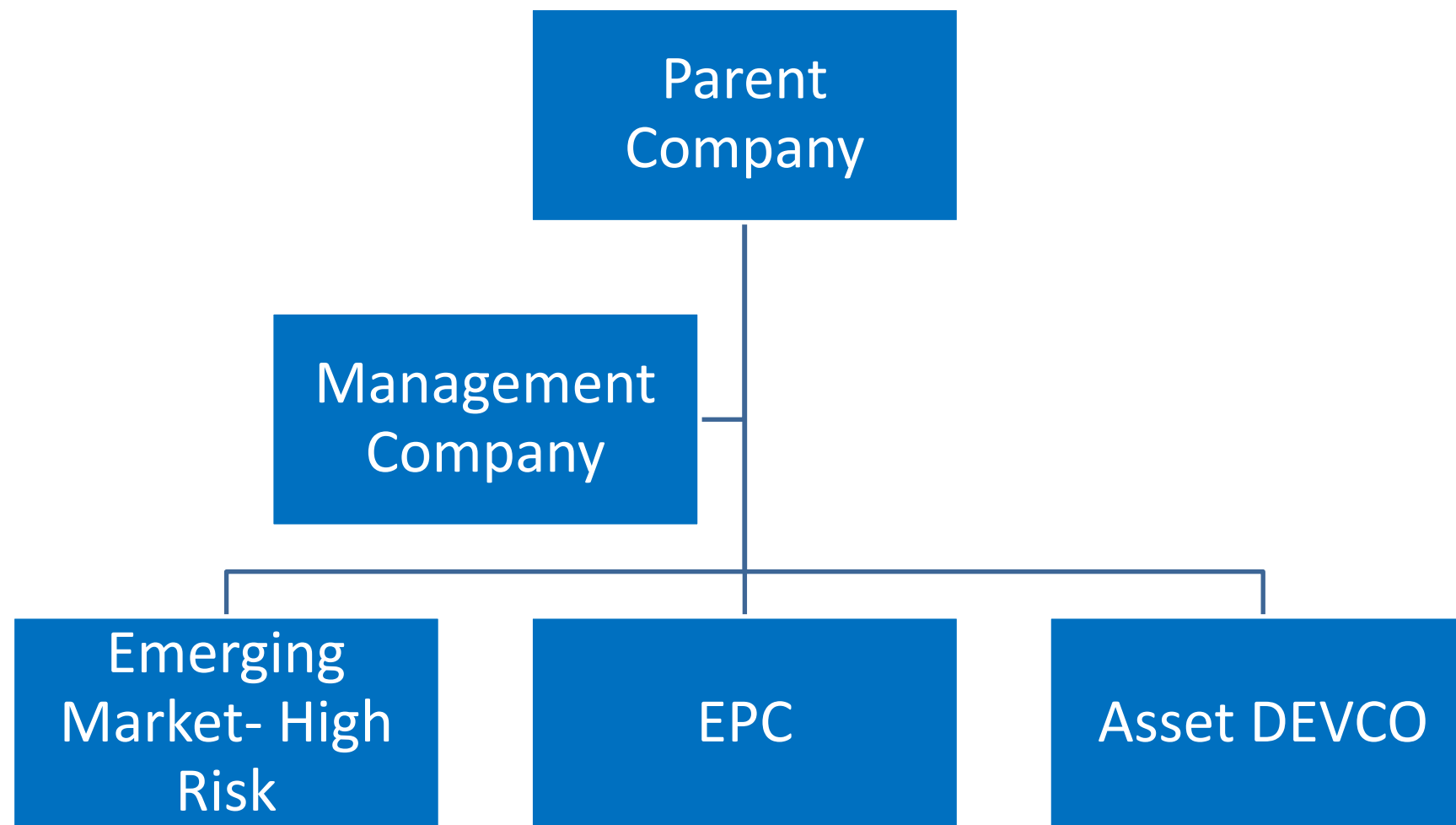
- Airport, Railway
- Low-Cost Housing

## Emerging Market

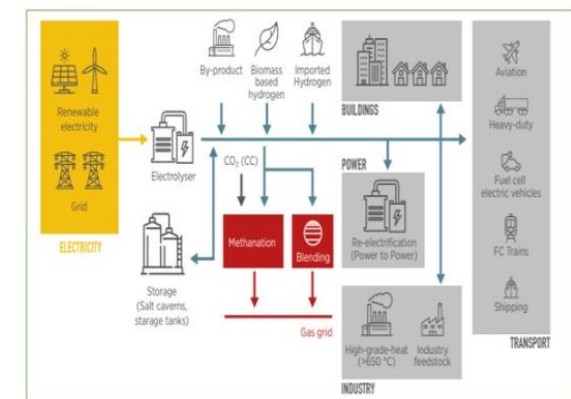
- EV Charging
- Green Hydrogen
- Battery

## Asset- DEVCO

- Land & Renewable Park Development
- Development Solar Asset

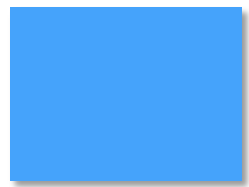


**Green Hydrogen opportunity**



Value addition through rich experience





# Core Team – Exposure & Experience

## Operation Head

- 17+ years of building team & capabilities
- Scaling capacities
- Strategic execution
- 2.5 GWP utility scale Solar Projects
- Proven expertise in Power, T&D
- Metering
- Business process operations
- Contracts Management & International procurement
- Risk mitigation

## Business Development

- An electrical engineer with 17+ Years of Experience, 10 years on solar
- Developed 2+GW Solar from PPA to Operation
- International exposure – Sri Lanka, Kenya & African countries
- Managed all cross functional stakeholders
- Familiar with relevant regulatory framework

## Project & Operation Management

- Technically competent with rich experience of execution
- Team Player, Have delivered 2+ Gwp projects On TIME
- Knowledge of Base costing & negotiation
- Testing & Commissioning
- Operation & Maintenance of Solar Plant

## Resources Assessment –Electrical Engineer

- 12 years in renewable projects with 10 years in solar Projects
- Solar Energy Resource Assessment & Cost benefit analysis
- 2GW Commissioned, 7GW Bid Won with Predesign inputs

## Project Design, Civil Engineer

- 16+ years of Experience, 10 years in Solar, Designed 2+GW
- Expertise in techno-commercial negotiation
- Responsible for Civil and structural design & Cost optimization
- Design reviews & Approval
- innovation & Design Standardization
- Construction Quality

## Procurement and Supply Quality –BE & PGD SCM

- 25+ years of Experience, 6 years in Solar Supply Chain,
- Strategic procurement
- On Ground expertise of Logistic and delivery
- Vendor development, EPC Contracting, cost optimization.
- Module, inverter, IDT & Steel procurement.

**Value addition through Clear Roles & responsibility**

# Execution Team – Exposure & Experience

## **- Contracts**

- AIMA Professional with 30+ Years of Experience
- Developed 300Mw Solar from PPA to Operation
- Over 20 Years of EPC Contracting Exposure
- Contracting Risk Management
- Familiar with relevant regulatory framework

## **- Compliance & FA**

- A Chartered Accountant with 12+ Years of experience
- Experience 2+ GW Solar from PPA to Operation
- exposure in MIS, Budgeting, Bank Compliance, Restructuring, Cash Management
- Finalization of Balance sheet and Annual report

## **- Grid Construction**

- Civil Engineer & MBA in construction Management with 11+ Years of Experience solar & Transmission
- EPC & IPP Experience of 2+ Gwp
- Good Liaison experience & Managed all cross functional stakeholders
- Relationship with Authorities

## **- Purchase**

- An Engineering Graduate with 20+ Years of Experience
- Procured 2+GW Solar products
- International purchase of Module Inverter robot etc.
- Managed all external stakeholder like customs
- Familiar with relevant LC & LC & another framework

## **- Electrical designer**

- An electrical engineer with 20+Years of Experience
- Designed more than 4Gw of Power & Evacuation system
- International exposure
- Hands on Experience of detailed Design
- Familiar with relevant IEC, IEEE

## **- Land**

- Mechanical engineers with 17 Years of Experience
- Land acquired for 3+ Gwp solar projects
- Knowledge of land acquisition process
- Good in ROW & Legal Management
- Vast understanding of available Land Bank

## **- BD Support**

- A Qualified engineers & MBA with 13+ Years of Experience
- Experienced in BD & Financial Analysis
- Managed all cross functional stakeholders
- Familiar with relevant regulatory framework
- Familiar with Power trading & Procurement process

## **- Civil Designer**

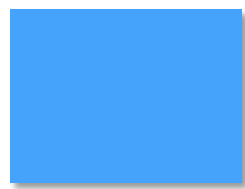
- Civil Engineer, with 10 years of experience of CIVIL & Structural design
- Designed 2+GW Solar projects
- Managed External Designer as well as self Design
- Proficiency in IS, American and British / Euro Codes

## **– Commissioning**

- An electrical engineer with 13+ Years of Experience
- Commissioned 2+GW Solar from PPA to Operation
- Master of Commissioning & EPC Management
- Familiar with relevant regulatory framework
- Good Understanding of Drawings & Construction Process

**Value addition through Clear Roles & responsibility**





# Execution Team – Exposure & Experience

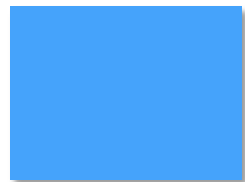
## **- Asset Management**

- An electrical engineer with 12 +Years of Experience, 6 years on solar
- Managing O&M of 1.5 GWp
- International exposure - Saudi
- Improved plant performance
- Familiar with relevant regulatory framework

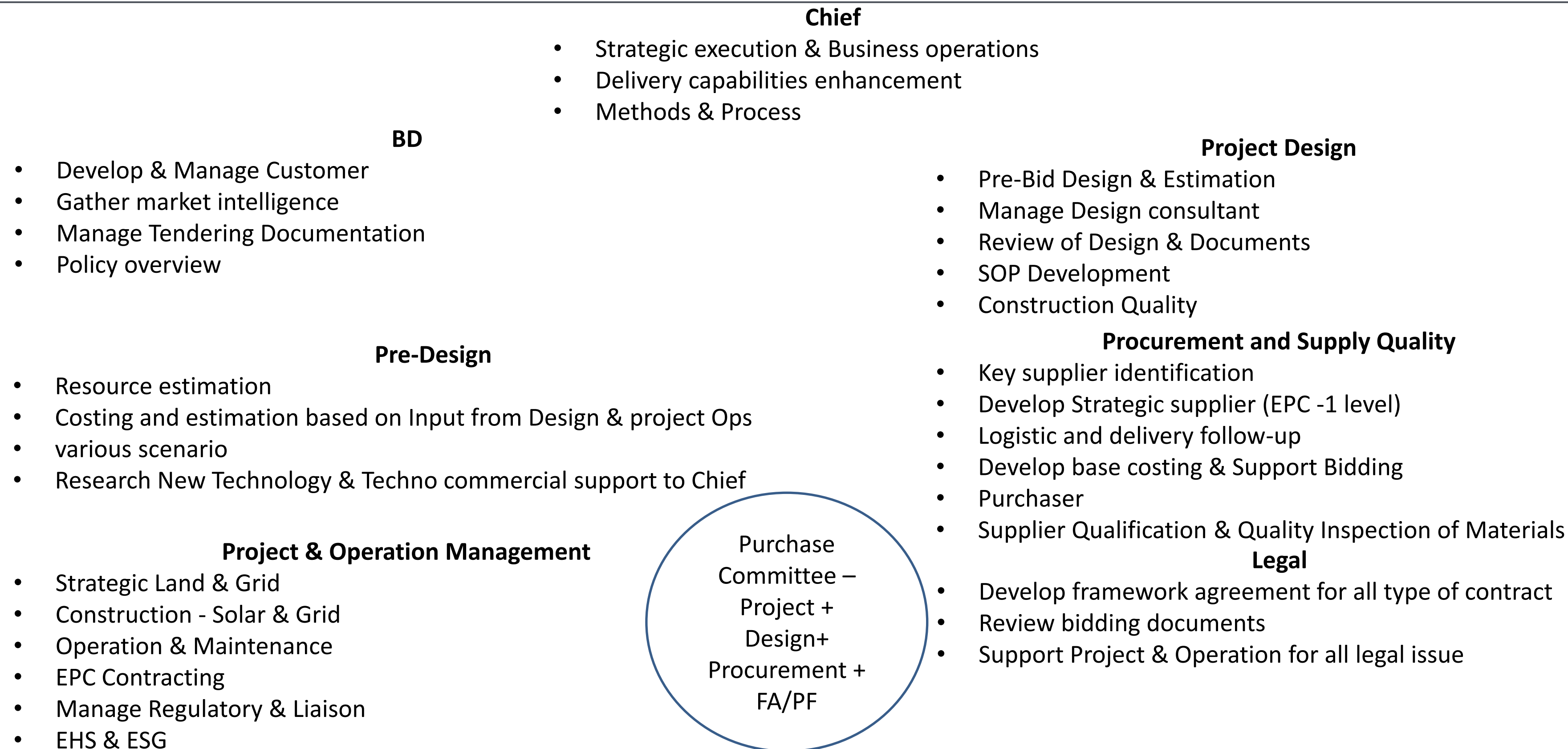
## **Administration & Office Support**

- A graduate with 10 + years of experience in Office & administration
- On Site Experience of HR & Labour LAWS
- Social Engagement Champions
- Managed all cross functional stakeholders

**Value addition through Clear Roles & responsibility**

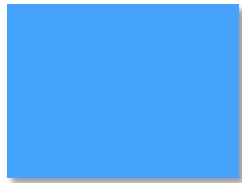


# Unique team structure



**Value addition through collaborative working**





# Key In-House Capabilities

Stage	Expertise	Strategic Advantage
Origination & bidding	<ul style="list-style-type: none"><li>• Proven track record and understanding of Indian auctions</li></ul>	<ul style="list-style-type: none"><li>• Ability to identify bids with quality offtakers and high chance of success</li></ul>
Development	<ul style="list-style-type: none"><li>• High level of visibility on cost inputs</li><li>• Irradiation analysis, land evaluation and associated localized risks</li><li>• Forecasting of transmission congestion potential</li></ul>	<ul style="list-style-type: none"><li>• Higher grid availability results in lower curtailment</li><li>• Minimizing delta between bid IRR and actual executed IRR</li></ul>
Design	<ul style="list-style-type: none"><li>• Experienced team with deep understanding of technical specifications</li><li>• Focus on design optimization from early project stages</li><li>• Dual review/validation of outsourced Design by consultant</li></ul>	<ul style="list-style-type: none"><li>• Optimized LCOE.</li><li>• Enables secure favorable financial terms.</li><li>• Third party validated design acceptable to lenders</li></ul>
EPC	<ul style="list-style-type: none"><li>• Suitably integrate by awarding Split division of work to domain specific</li><li>• Top tier construction standards met with fast project delivery speed</li><li>• Close relationship with EPC vendors, working as one team on-site</li></ul>	<ul style="list-style-type: none"><li>• Highest quality projects delivering industry-leading performance</li><li>• Projects delivered ahead of schedule and on budget</li><li>• Systematic and repeatable processes ensure quality control</li></ul>
O&M	<ul style="list-style-type: none"><li>• Fleet monitoring and continuous performance optimization</li></ul>	<ul style="list-style-type: none"><li>• Superior operating performance versus peers at lower O&amp;M costs</li><li>• Industry-leading use of robotics helps to improve performance and to reduce system degradation over time</li></ul>

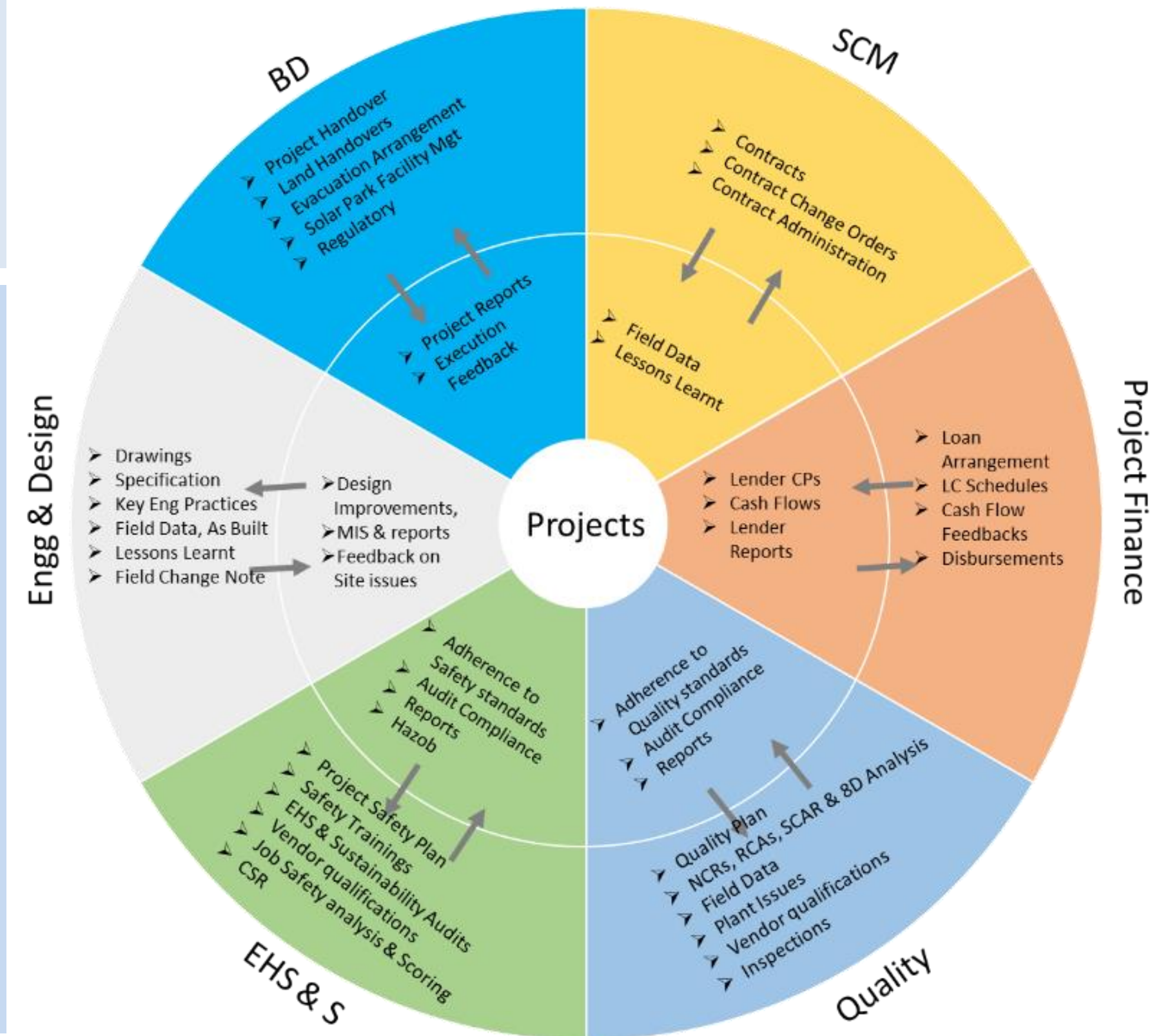
Innovative Design Thinking – A strategic advantage

# Best in Class Project Management & Ops

- ❑ Coordinated Collaborative Planning from LOI to Commissioning
- ❑ Relentless Tracking & Monitoring through continuous review
- ❑ Triggered Escalations of Issues and Risks: Weekly Updates & Exception Handling
- ❑ Close Internal Coordination with Stakeholders, Suppliers
- ❑ Managing Projects on PMBOK Guidelines

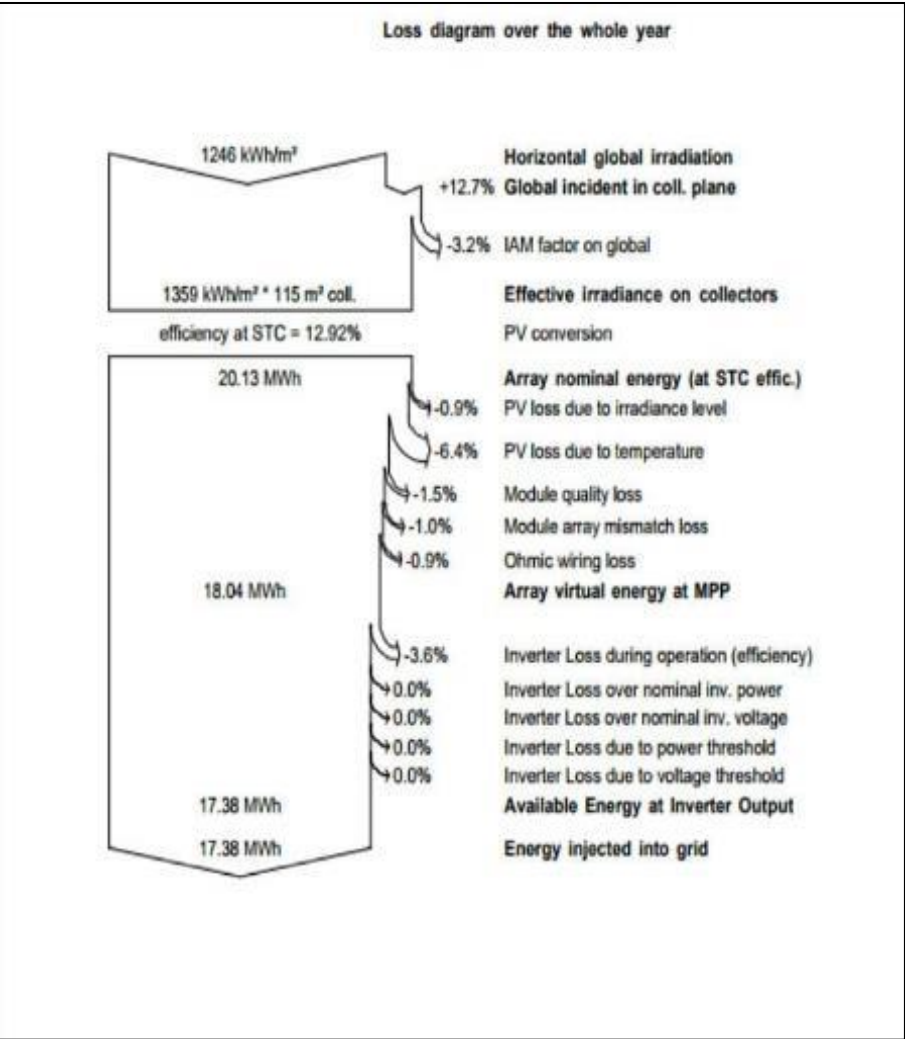
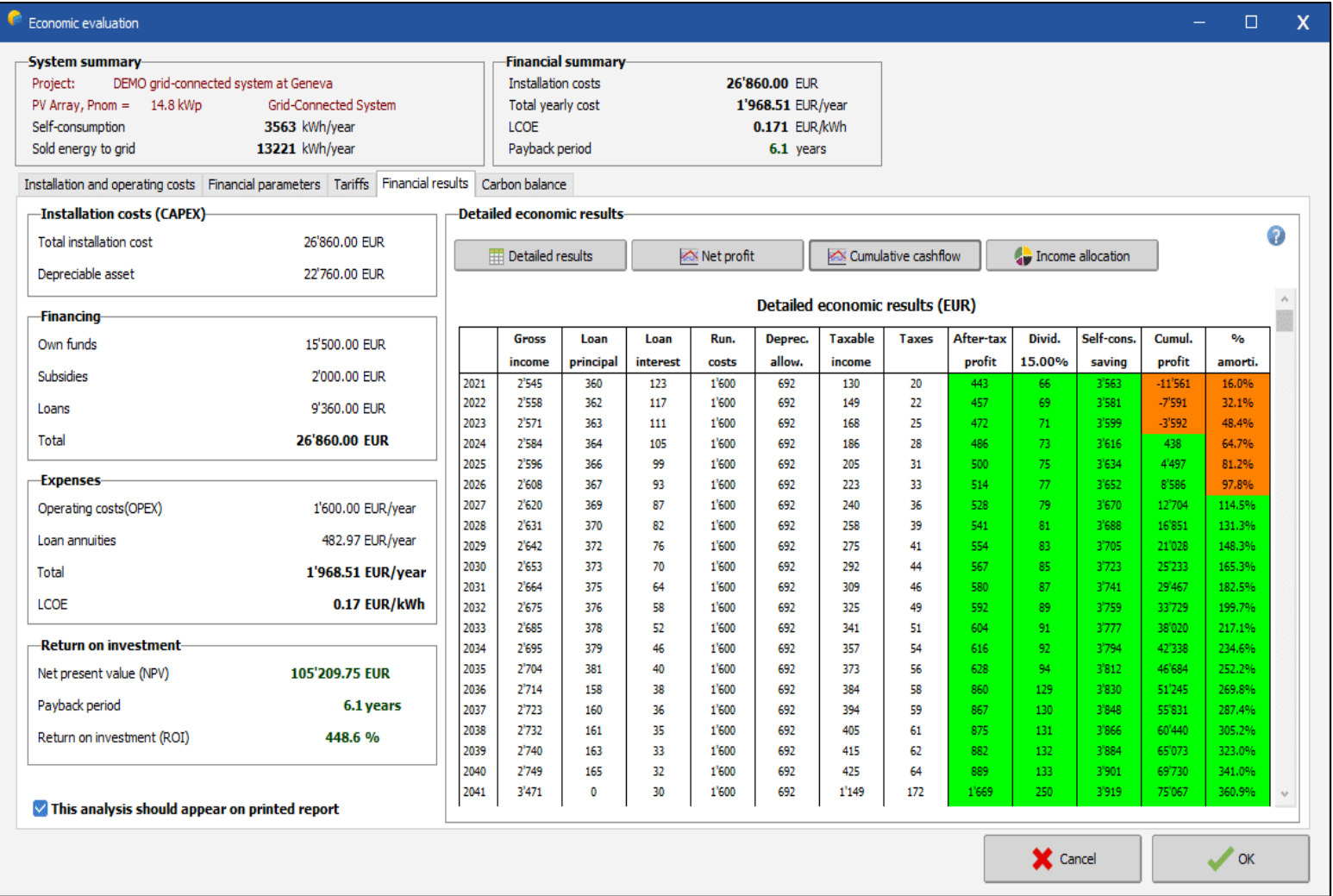
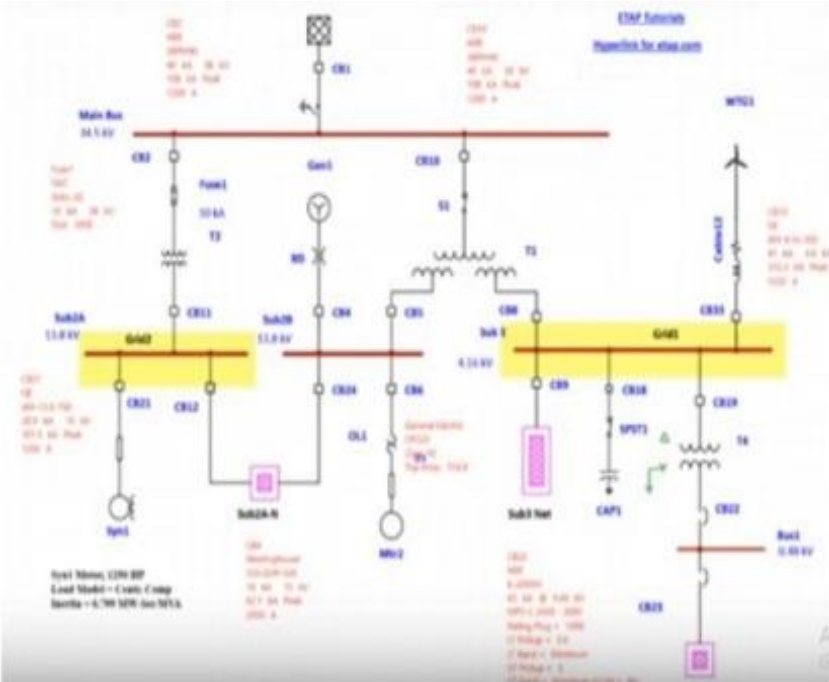
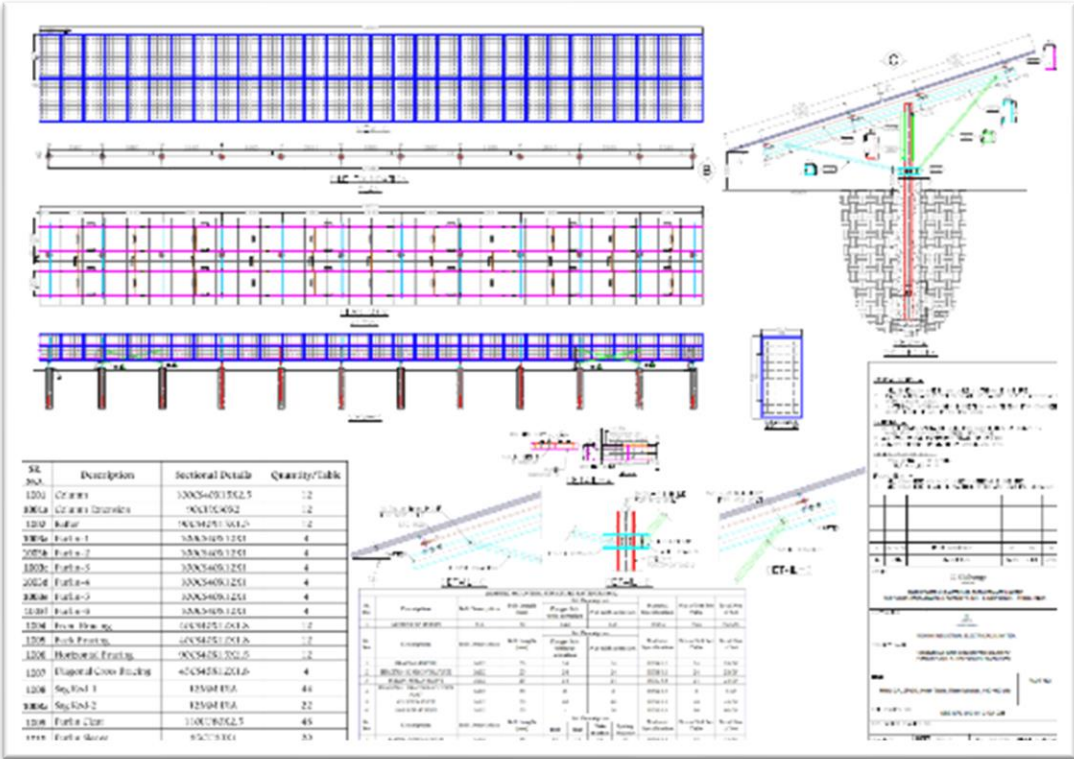
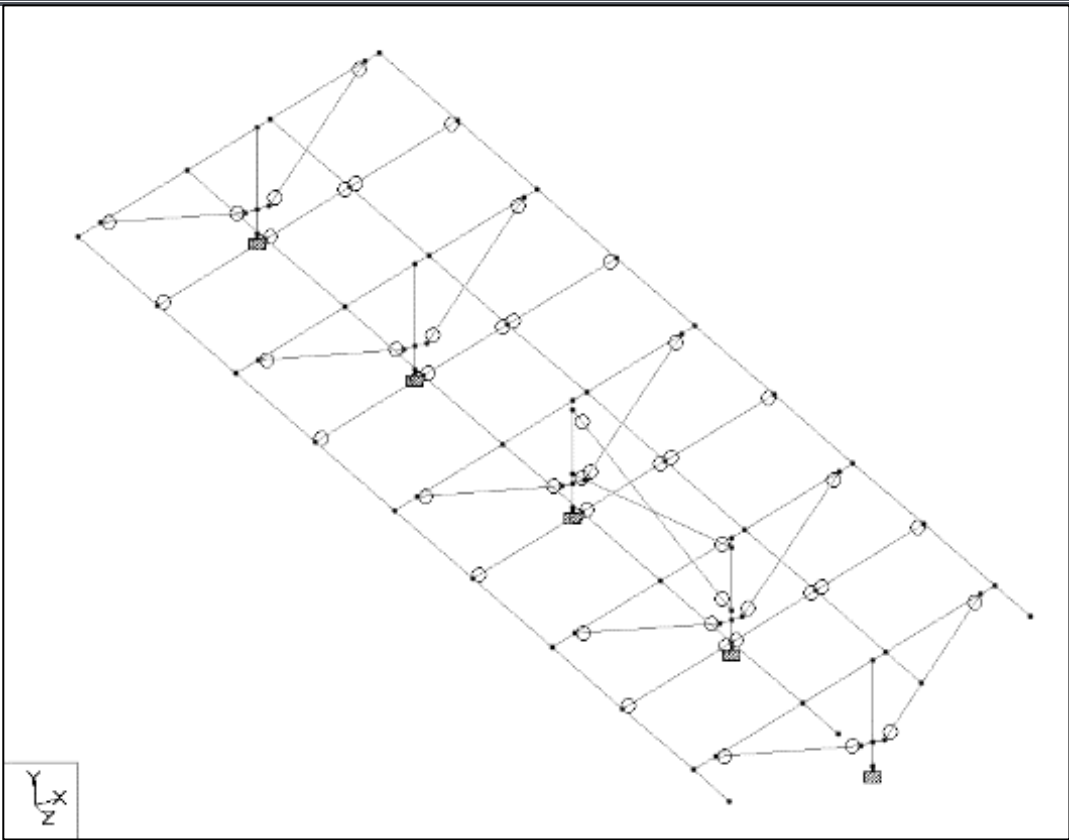
## Bid to Commissioning (Key Practiced Processes)

- Govt Bid Management, Land Aggregation (Pvt/Govt/Wind), Connectivity Approval/ LTA, FC Documentation
- Engineering Management, Document Submission by Vendors/ Approvals, Design Changes, Issuance & Control of Site GFC
- Supplier & Construction Quality, CAPA, NC Management
- Project & Asset Handovers, Site RFIs, Lesson Learnt, Risk Management
- Inspection Calls, MDCC, MQPs - approval & issuance to Vendors
- EHS Management – EHS Assessment, Incident Reporting, Hazard Observation, NC Management
- Lender Documentation, SPV Management, Lender Debt Compliance
- Project Budgets, Changes, Central Cost Sheet
- PR to Payment Cycle: Raising PR, Inviting Online Bids, Approving NFAs, issue POs, Book Invoice.





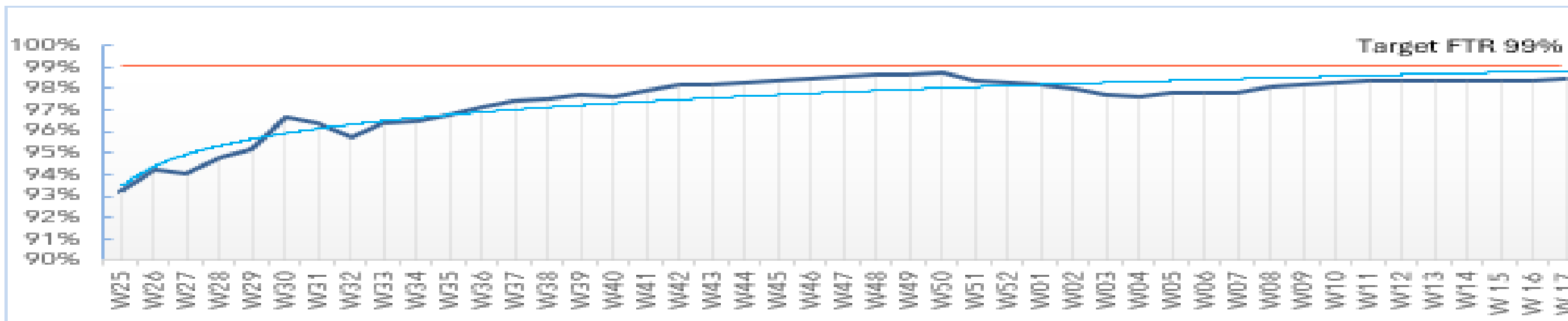
# Design & Engineering: Software/ Studies



# Robust Quality Practices

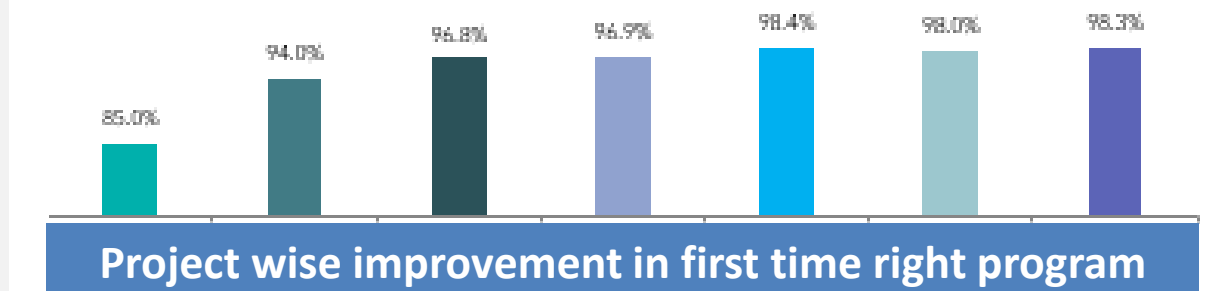
- Best in the Class Quality Processes
- Key Driver for High Quality Assets & Projects
- Automated interventions throughout the value chain
- Extends to Materials, Construction and Process Quality
- Culture of Collaborative Continuous Quality Improvements

Process Capability

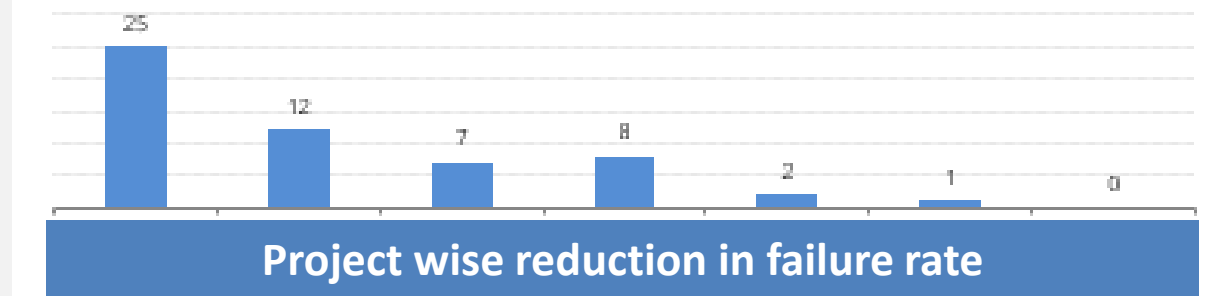


## Continuous Improvements

*First Time Right' (FTR) :* Capability of process to deliver defect free outputs. There is a substantial improvement from 85 % to 98.4%.



*Failure Rate (FR) :* Measure of performance during construction & stabilization stage. Failures reduced from 25 to 0/1 .



Week wise improvement in first time right program



# Team Experience



- Project Location – Srilanka
- Project Capacity- 10 MW
- Tech- Ground Mount Fixed Tilt
- Inverter – Central
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 9 Months (Construction to Commissioning)



- Project Location – Gurgaon
- Project Capacity- 220Kw
- Tech – Rooftop
- Inverter – String
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 2 Months (Construction to Commissioning)



- Project Location – Rajasthan
- Project Capacity- 300MW
- Tech – Ground Mount, Fixed tilt
- Inverter – Central Inverter
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 11 Months (Construction to Commissioning)





# Team Experience



- Project Location – Kenya
- Project Capacity- 1 MW
- Tech- Ground Mount Fixed Tilt
- Inverter – String, Coupled with GEO Thermal
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 9 Months (Construction to Commissioning)



- Project Location – Kenya
- Project Capacity- 850 Kwp
- Tech- Rooftop
- Inverter – String, Coupled with DG
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 6 Months (Construction to Commissioning)

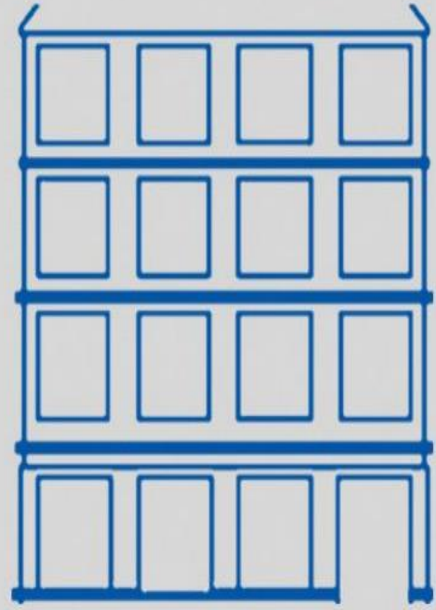


- Project Location – Gurgaon
- Project Capacity- 200 Kwp
- Tech – Rooftop, Fixed tilt
- Inverter – String Inverter
- Scope - Design, Supply, Installation & Commissioning
- TimeLine- 2 Months (Construction to Commissioning)



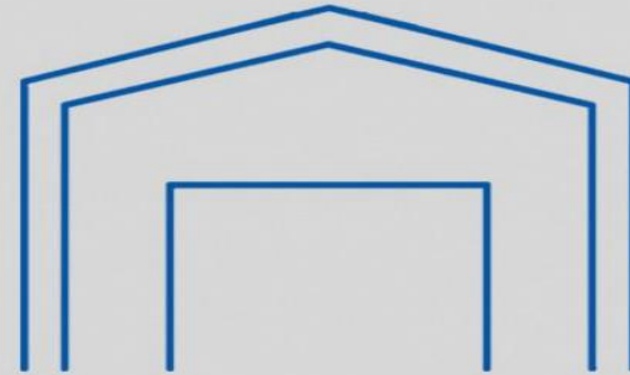


# SRAM INDIA DEVELOPERS



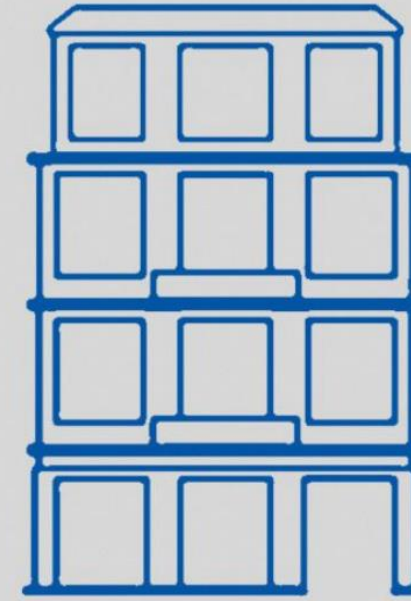
## Apartment Buildings

Steel frame construction and multistorey buildings go perfectly hand in hand



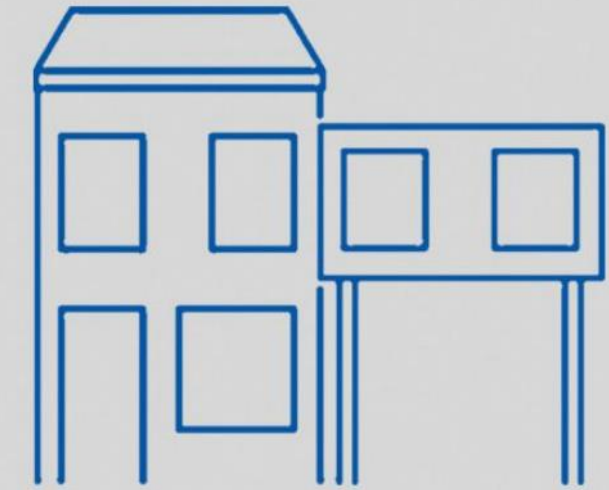
## Industrial Buildings Pre-engineered building

Steel frames are perfect for building industrial halls or warehouses with spans of up to 15 metres, Pre-engineered building is also possible.



## Height Increases

Steel is light and therefore extremely efficient in elevating an existing building



## Modular Solutions

Ready to Use modules that are finished before they even arrive on the construction site thanks to off-site production in our workshop





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# THANK You

Shivshankar Energy Private Limited  
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