



SOLAR EPC &
DEVELOPMENT



ROOFTOP
SOLUTIONS



ENERGY STORAGE
SYSTEMS

RENEWABLE  ENERGY
SOLUTIONS REDEFINED



RAYS

POWER INFRA



Ketan Mehta
MD, Rays Power Infra



Forbes A badge of Fame & Achievement in itself has accredited **Mr. Ketan Mehta**, one of the Founder Director of **Rays Power Infra** the accolade of **"30 Under 30- Asia- Industry, Manufacturing & Energy"**. This list recognizes Brightest Young Entrepreneurs, Innovators & Game Changers and is known for its authenticity & presidential conduct.

Under the directive & precision of such idealistic personality Rays Group is looking at the horizon where not many groups in India are aspiring to be. With an experience of just seven odd years, technocrat, **Ketan**, has managed to bring Rays Power Infra in light of the world hence, with imminent opportunities, his vision, goals and determination we are envisioning to be counted for International prominence.

WHO WE ARE

Rays Power Infra Private Limited is a leading integrated Solar Power Company with presence across the entire solar value chain.

MISSION

- Transform the global landscape by creating a smart planet for a better tomorrow.
- Create a futuristic experience for every life touched be it customers, employees or other stakeholders.
- Constantly innovate to set benchmarks in offering clean energy products, technologies, and services.

VALUES

- We design everything in our business to put the customer first.
- We value simplicity over complexity and always seek to improve.
- We pursue transparency and believe in candor without consequence.
- We diligently plan, execute, deliver and take personal responsibility.
- We believe that our employees are our biggest assets.



VISION

Be the world's leading provider of green, sustainable and energy efficient solutions to create a greener planet for future generations.

COMPANY BOARD



Ketan Mehta
MD

A young techno-commercial, possess a deep understanding of the business terms on both national & international fronts. A patient listener & deep strategist being his core strengths while identifying the target roadmaps. Being an engineer, his analytical skills are sharp and exemplary. Mr. Mehta, spares enough time in deeply understanding the key features of project alongside keeping an eye on the same. Also, as a head of the business family, stays updated on the new innovations and business inventions across the globe. A constant traveler, having a small team of Research & Development closely knit and continuous working on the new business ideas.

A co-founding team member, being an IIT'ian, possess high-end technical command in the field of solar which provides him an edge to command project execution team. His focus on time & quality delivery is his expertise. The technocrat turned business-man spends enough time with team on the ground, for engineering & design issues specially. His commercial skills are unmatched when it comes to cost evaluation of the project & bidding. Not only his analytical skills but maintaining a rapport with the customer & technical explanation in sync with business statistics is beyond comparison. His straight forward approach by clients is always a welcomed one.



Pawan Sharma
Director - Projects



Sanjay Garudapally
Director - Business Dev.

Net-work is Net-worth; working on this principle, an exemplary business leader and second generation entrepreneur got associated with us in 2012 with more than thirteen years of experience and extensive interpersonal skills advancing Rays at a global platform. Heading the South India & International Business Operations for the company, he has brought compelling projects to the company. He is also contributing to the New Business domains of Renewable Energy. Encashing his goodwill & virtue, Rays Group aspires to be upfront in overseas marketplace.

BUSINESS VERTICALS



Solar EPC
& Development

An established name running in the 8th year of its inception requires an introduction no more. Lead contributor to the country's National Solar Mission, both in the commercial and domestic segment, has so far successfully commissioned 600 MW of projects across the Indian Continent along with the Transmission line of 300 Km. This fiscal, we have already grabbed an order book touching about 350 MW from the country and expecting yet another 100 MW from the international frontiers.

With a government push to make solar a major source of power for the C&I segment, we see Rooftop as one of the most viable options for captive usage/ on-site usage of generated power. Focusing on C&I requirements the company provides both the operating models in this segment i.e. OPEX where the consumer pays for units of generated electricity over a stipulated period of time without making any investment and have guaranteed savings over utility tariff and CAPEX where the consumer pays for the plant upfront and enjoys the benefit of Solar energy for 25 years of life.



Rooftop
Solutions



Energy
Storage System

Gaining energy from various renewable resources has become easy but, storing the same and reusing uninterruptedly is yet another scope for future business opportunity. Marking its presence, the company has planned to develop a mechanism to store this energy in the form of Li-ion batteries, unlike the prevailing lead acid batteries, thus expanding its scope in the field of ESS- Energy storage systems. The company aims to provide friendly solutions to incorporate storage with solar energy to provide 24 hours uninterrupted power supply and become a leader in battery technology, establishing self-owned manufacturing set up.

FROM MD'S DESK



A visionary and Game-changer Entrepreneur is the MD of Rays Power Infra (P) Ltd. A constant heed to the Vision, Mission & Values have braced us to establish as a leading brand in this competitive market of Renewable sector, successfully within 7 years, especially in the solar industry. We have been bestowed with the title of 3rd Largest Solar EPC Player in the Country in 2015, yet again fancy to achieve new benchmarks in the field of Solar & Renewable Energy. The company is also expanding its horizon in the international Markets and aims to outreach the growth in the developing countries. The focal shall be in the MENA and the South Asia Pacific countries. The Company is in process of bidding and partnering with the local players to mark its presence. Penetration in countries like Vietnam, Sri Lanka and Bangladesh has already been entrenched and soon orders shall also be realized.




Substantiating confidence of the customers in the B-2-B segment-ground mounted executions, thus supporting all its investors with the best returns; the company has ventured into a new segment for its domestic customers under its flagship brand as Rays Future Energy, which targets to establish a network of channel partners reflecting presence across the country to contribute to 40GW Roof Top plan of the National Solar Mission.

Energy Storage & E-Mobility is the new manifesto of the Company against which we have established a state of the art Research & Development Centre to incorporate power storage with support of solar energy aiming towards 24 hours uninterrupted power supply, for generations to come. This shall be a part of the Green Mission centering the society. The research also comprises storing the energy and reusing it, thus giving an end to the pursual of conventional source of fuel. The Company plans to establish itself as s major supplier of electric Buses on operating lease model and to be looked-up-at as pioneer of electric transport solutions, including charging stations in India.

Acknowledging contribution of the team for standing out and progressing hand in hand with the management for achieving all set targets, working hard in the same direction and the dedication to accomplish goals. Only an efficient and passionate team can realize all it aims for. Having such team we plan to nurture it and grow along as a family.

KETAN MEHTA
"Managing Director"

FUTURE ROAD MAP

	VERTICAL VISION	PLAN -2022	VISION -2025
 SOLAR EPC	Solar EPC & Development (Utility)	<ul style="list-style-type: none">• To have executed over 1.2 GW for 3rd party.• To have recognized amongst top 3 Solar EPC companies in India.• To do atleast 100 MW each year in international markets.	<ul style="list-style-type: none">• To have executed over 2 GW for third party.• To be recognized as India's leading EPC company.
 EPC DEVELOPMENT	Solar EPC & Development (C&I)	<ul style="list-style-type: none">• To have developed executed over 1 GW across India.• To be recognized amongst the top developers in India.	<ul style="list-style-type: none">• To have developed executed over 1.5 GW across India.
 ENERGY STORAGE	Energy Storage	<ul style="list-style-type: none">• To have executed a cumulative installation of over 50 MWh	<ul style="list-style-type: none">• To have executed a cumulative installation of over 200 MWh.



Awards & Recognitions

HIGHLIGHTS



3rd Largest
Solar EPC Company
in India - 2015



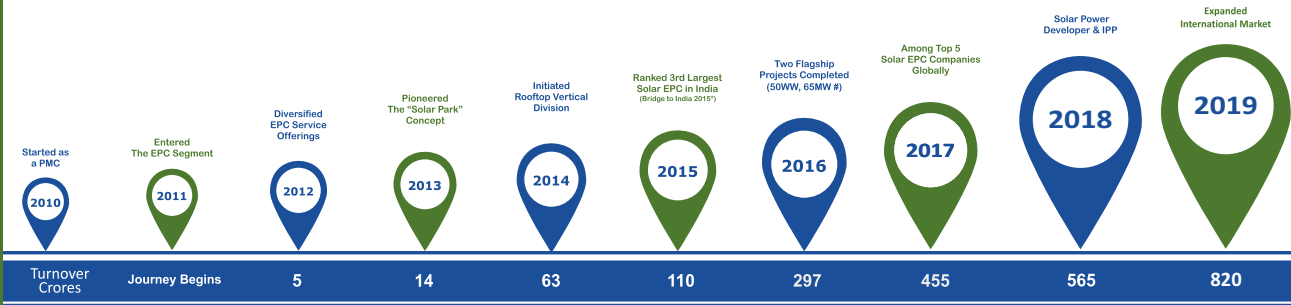
Most Promising Brand,
"Power & Energy Sector"
- WCRC London-2015



Among Top 5
Global Solar EPC Companies
- IHS Markit, 2017



Milestones



Certifications

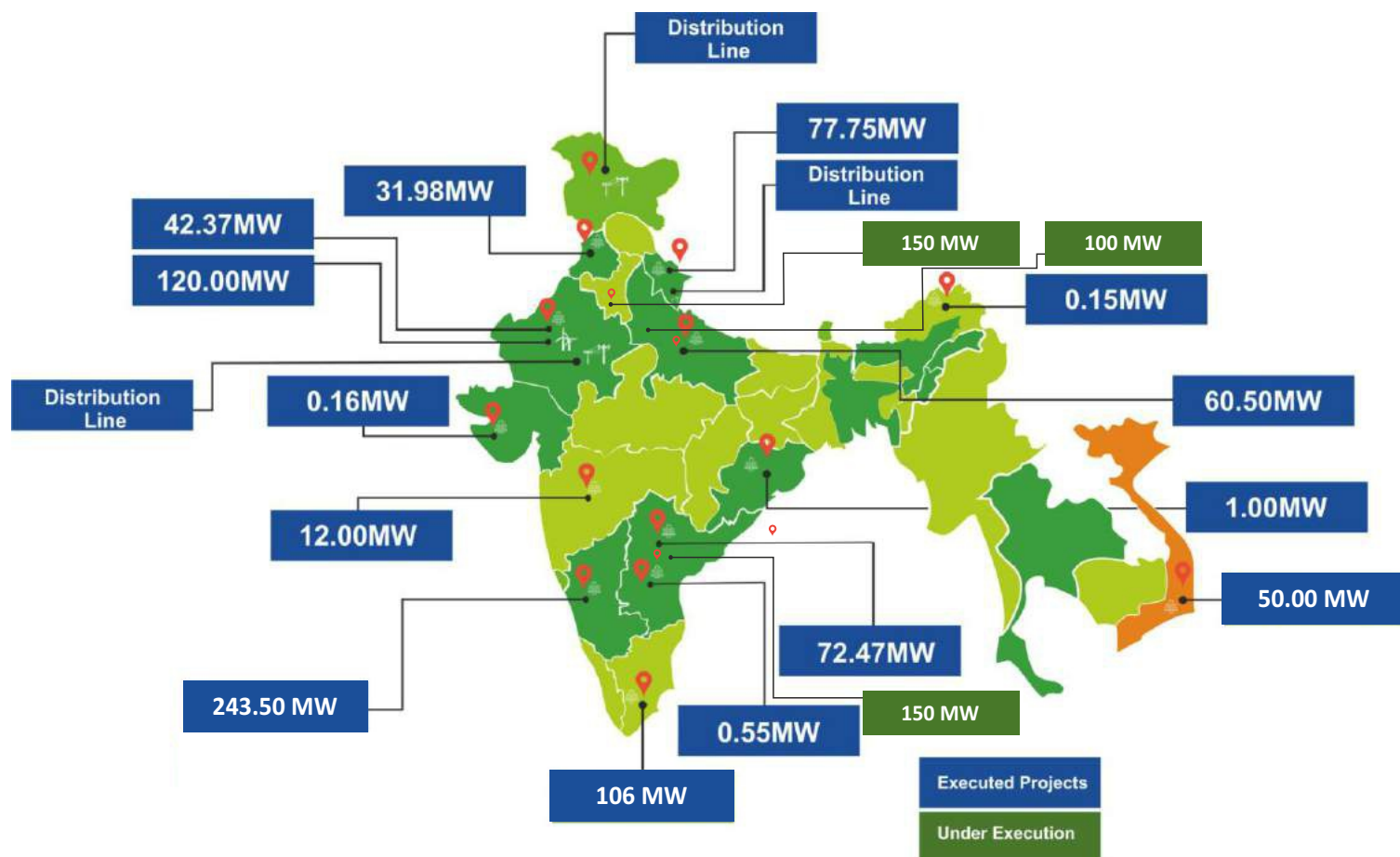


Certified



PROJECTS EXECUTED & CURRENT ORDER BOOK

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PLANT INAUGURATION



Chief Minister Trivendra Singh Rawat Inaugurated 100 MW Solar Power Plants In Bhalswaaj, Uttarakhand (2017)



Aerial View of 50 MW at Orai, U.P.
Developed & EPC By Rays Power Infra Pvt. Ltd.



Multiple plant inauguration for INR Energy park at Bijapur, Karnataka



Aerial View of 78 MW at Roorkee, Uttarakhand
Developed & EPC By Rays Power Infra Pvt. Ltd.



Chief Minister Shri Akhilesh Yadav, Inaugurated
50 MW Solar PV Plant In Orai, Uttar Pradesh (2016)



Aerial View of 110 MW at Karnataka
EPC By Rays Power Infra Pvt. Ltd.

PROJECTS SUCCESSFULLY COMMISSIONED



Capacity	181MW
Location	Multiple sites, Karnataka
Execution time	120 days



Capacity	78 MW
Location	Roorkee, Utrakhand
Execution time	120 days



Capacity	50 MW
Location	Orai, Uttar Pradesh
Execution time	100 days



Capacity	21 MW
Location	Mansa, Punjab
Execution time	120 days



Capacity	11.5 MW
Location	Kalwakurthy, Telangana
Execution time	90 days



Capacity	10.5 MW
Location	Mansa, Punjab
Execution time	100 days



Capacity	10 MW
Location	Midjil, Telangana
Execution time	120 days

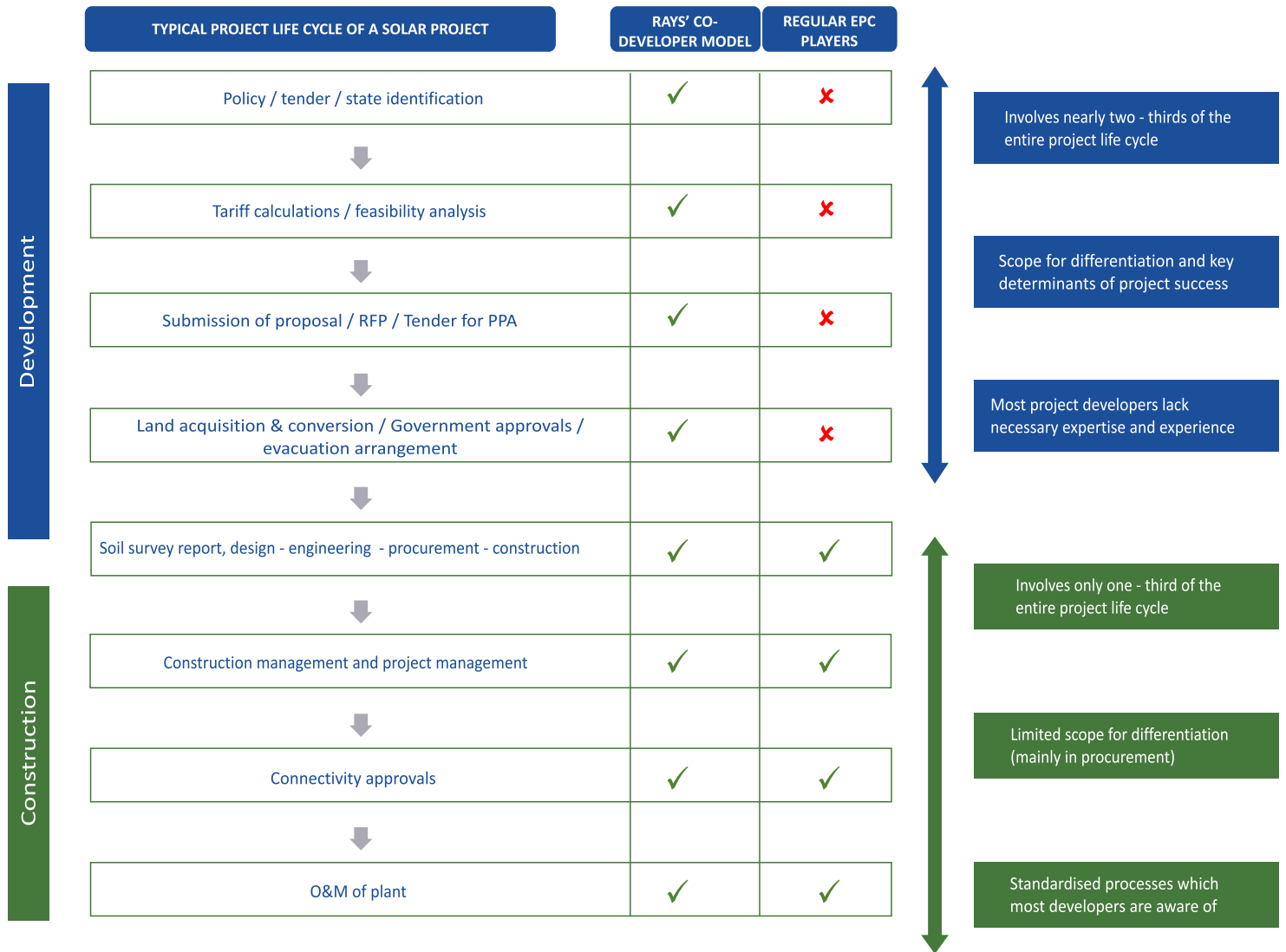


Capacity	10 MW
Location	Kalwakurthy, Telangana
Execution time	70 days



Capacity	50 MW
Location	Phu Yen, Vietnam
Execution time	90 days

TURNKEY SOLUTIONS - THE “CO-DEVELOPER” MODEL



Rays Power Infra works with a ‘co-developer’ mindset (restricted to only the top 3 – 4 players in the industry) rather than an EPC only mindset and is actively involved in all activities across the solar power developer value chain.

TURNKEY SOLUTIONS - SUMMARY

Entire Plant Setup is Completed in 3 to 4 Months (Including Land Acquisition) or In 75 Days (Post Land Acquisition)				
	Land acquisition	Design	Procurement	Construction and commissioning
Timelines	45 days	15 days	30 days (1)	60 days (1)
Challenges	<ul style="list-style-type: none"> Resistance from local authorities 	<ul style="list-style-type: none"> Determination of optimal voltage connection levels 	<ul style="list-style-type: none"> Approaching a few vendors might result in overpaying for items 	<ul style="list-style-type: none"> Delays in the construction process due to delays in procurement and in obtaining permissions from the client
	Unsuitability of land plot for solar project construction	Shadowing and seasonal tilt	Unreliable vendors lead to delays in time lines	
Rays Power Infra advantage	<ul style="list-style-type: none"> Strong on- field acquisition experience and access to a network of intermediaries across India <p>Detailed site analysis prior to land acquisition</p>	<ul style="list-style-type: none"> Variation in soil quality and sloping of the land Voltage determination done prior to component selection <p>Detailed irradiation analysis and use of manual / automated trackers</p> <p>Detailed soil analysis, design customisations, flattening etc.</p>	<ul style="list-style-type: none"> Cheap, sub-par products lead to reduced generation & increased plant damage Runs a thorough, competitive process to ensure optimal prices <p>Focus is on quality and timeliness of delivery</p>	<ul style="list-style-type: none"> Continuous interaction between the design and procurement team and between the construction team and the client to ensure adherence to timelines
A wrong step can lead to a delay of 2 to 3 months and increase the cost by as much as 3 to 4 times				

Having successfully executed 500 MW of projects for top clientele like Essel Infra, Greenko, Nereus Capital, amongst others, Rays Power Infra has emerged as a leading EPC services provider of choice with a proven track record in terms of the performance history of its projects. The procurement processes run in parallel with those of construction and commissioning processes.

CLIENTS FEEDBACK

We have been lucky to have found one of the finest Solar companies in the country. Their concepts to commissioning services have enabled us to focus on our core business and simultaneously develop a second line of business under their expert guidance.

Raj Sharma, Director
Oswal Woollen Mills

The Project Execution Planning is well conceived & amazing. We are delighted to have Rays Power Infra as EPC contractor for our Project. Looking forward for continuing Business association in our future Projects.

Harshad Joshi
Head Procurement, Essel Infra

We would like to thank you for the professionalism shown by your company all throughout the initial phases of our project. Your team was very responsive to our inquiries and requests. They consistently went the extra mile to ensure that the project would become operational at the earliest date.

Hari Kishore, MD
Pragathi Group

I was very impressed with professionalism and responsiveness of the Rays Power Infra team. They took care of all the processes and made it a easy process from start to finish. I highly recommend them.

Saurabh Kapur, MD
RN Jewels (P) Ltd.

We would like to thank the entire Rays Power Infra team for their excellent service. Our inquiries are always responded to promptly; the technical managers are thorough and knowledgeable; the follow - ups have always been courteous and pleasant.

C. Rajesh, MD
Nereus Capital

Consistently maintained quality of work without compromising the timeline is why we decided to give you turnkey EPC for our mighty solar PV power plant of total 10MW capacity in Kalwakurthy, Telangana. It just felt right. A team full of cutting edge talent and perfectly blended with experienced technocrats, you were organized very easy to work. And because of you only we were not worried of venturing into a completely different business segment rather enjoyed this. We wish you good luck for your future endeavors!

Rajesh Gupta, Financial Controller
Haldiram's Snacks Pvt. Ltd.

RELATIONSHIPS

Financial Sponsors



Corporates



International Players



Government



VENDORS



LIFE@RAYS



Visionary Management, Zealous Team and Robust System have elevated Rays Group to actuate the ideas and dreams of many affiliates. Being cognizant and fervid we guard & nurture the core foundation and life blood of the system- Human Resources, from entry to exit and even after that. Employee welfare practices safeguarding the interests, environment, advancement, safety and actualization are inherent in the culture of our Organization. With the belief of travelling far we ensure that all our associates ameliorate along, while adding more participants in our journey. Join us to consummate your dream and be relieved for we will care for your wellness by fulfilling all compliances, addressing your grievances, recognizing your potential and assisting you in all possible ways, for our policies & management provide for your wellbeing.



CEO SPEAK

We are driven by highly professional and experienced set of people committed to offer energy solutions for the humanity. We believe in collaborative work culture and associate closely with our customers delivering them the product meeting their requirement within the specified timelines.

With a vision to adopt greener and efficient energy solutions, our focus is to expand our services in e-mobility solutions and associated infrastructure and energy storage to widen our product offering.

Having geographical experience across India and that of all solar technologies, we can offer energy solution services with high focus on the quality parameters and project execution. Our in-house, end to end execution capabilities enable us to provide the best energy solutions at the lowest possible prices as compared to our competitors.



LEADERSHIP TEAM



Amitabh Srivastava
Head BD



Suil Sharma
CFO



Mayank Sharma
PRESIDENT PPM



Vaibhav Roongta
VICE PRESIDENT BD



Sanjeev Gupta
VP COMM.



Pankaj Rungta
VP O&M



Ashok Jain
VP O&M



S.P. Sharma
AVP PROCUREMENT



Ashish Jain
FINANCIAL CONTROLLER



Sanjay Sharma
Head - HR & Admin



Rajneesh Singh
Head - SAP & IT



Sunil Singh
DGM D&E



Narendra Gohil
Sr. MANAGER D&E



Sushant Makker
Manager Marketing

ROOFTOP BUSINESS VERTICALS

OPEX-BASED SOLUTION: The OPEX/RESCO is a ZERO investment model where the solar panels are installed on customer's roof/Premises with our own capital. The customer only pays for the electricity supplied to it under the long-term Power Purchase Agreement (PPA). Interestingly, the customer also gets to keep the project FREE of cost at the end of PPA tenure.

We are committed to maximize the value for our customers, investors and the shareholders. Our team of highly skilled professionals executes the projects of best quality and reliability. Experienced operations team ensures the maximum efficiency from the power plant. We have access to the advanced software and latest databases enabling us to predict the output close to the actual project.

CAPEX-BASED SOLUTION: Willing to invest and own a rooftop solar power project?

We provide an end to end turnkey project execution under a fixed price fixed time structure. That's not all! We also ensure that your solar power plant works at the most optimum level of performance.

This model is for the corporates who wish to invest their own capital for setting up the rooftop solar power plant. They can reap the benefits of lower cost of power for 25 years and at the same time, shield themselves to the increasing cost of electricity from the grid. The owner will also be able to benefit from the available depreciation.

With our in-house engineering, design, execution and operation capabilities through a team of highly experienced professionals and engineers, we are well equipped to offer you the most effective solution for both during construction and operation of your power plant. Our team use the most advanced and latest software for modeling, shadow analysis and visualization. We also have access to the most updated databases.

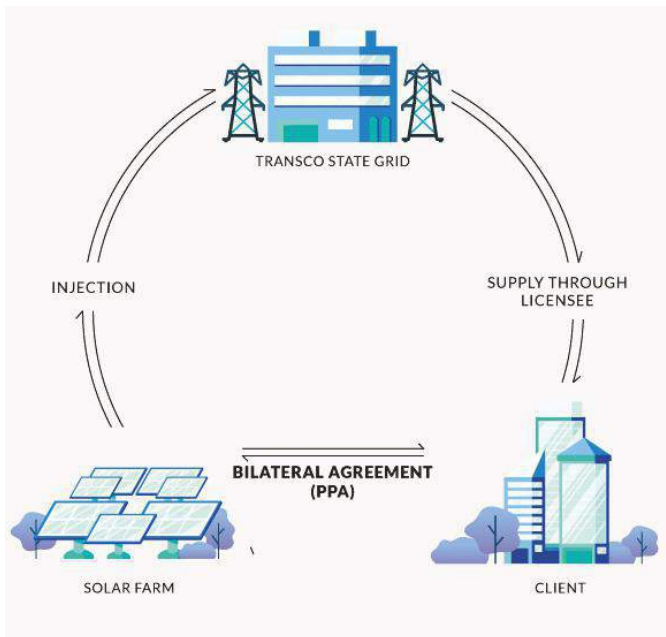


Solar Open Access

Open Access model is for the industrial and commercial clients who want electricity directly from the generator at an optimum price. The customer pays for the electricity supplied to it directly from the generator under a long-term Power Purchase Agreement (PPA).

The Electricity Act, 2013 allows power consumers having the connected load of over 1 MW to buy power from sources other than the state distribution utility. We offer electricity to industrial and commercial users under long-term PPAs under Third Party, Group Captive or Captive open access model as per prevailing state regulations.

We are an experienced solar power developer in the field of open access. Our group companies have extensive experience and capabilities in the field of EPC for grid-connected utility-scale solar power projects. Our team of experienced professionals can manage the end to end implementation of solar power projects right from the conceptualization to execution and operations. We offer the most optimum and customized solutions to all our customers.



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