



PaaS (Power as a Service)

APAC Office:

#1003-4-5, Tower-1, DLF Corporate Greens, Sector 74A, Gurugram, Haryana-122004 (INDIA)

Corporate Office:

Suite #635 S 4000, Hollywood Blvd Hollywood, Florida, USA- 33021

MENA Office:

#7, Bel Rasheed Building 2, Nad Al Hammar, Dubai, UAE
P. O. Box: 80532,

About Us

Tesla Power India Pvt. Ltd based out of Gurgaon (APAC office) with the global headquarters in Delaware, USA has been acknowledged for being a pioneer and leader in introducing affordable batteries with long life that has revolutionized the energy storage industry.

We have a very strong presence in India through our distribution channel partners and retail. We have Pan India presence with more than 1500 Service Engineers (Onroll + Offroll)

20 + CNF
300 + Distributors
5000 + Dealers
500 + TPS - Service

**Achieved
so far**

**20 +
States & Growing**

**500 +
High-tech Service Centre**







**500+
Corporates & PSU's**

Opportunities in Solar Sector

- Off-grid solar power is growing at a fast pace in India, with sales of 329,000 off-grid solar products in the first half of 2021. With a potential capacity of 363 GW and with policies focused on the renewable energy sector, Northern India is expected to become the hub for renewable energy in India.
- Rooftop projects are gaining momentum and we are ready with solutions.
- Megawatt scale projects .
- Solar water pumps for agriculture sector
- Solar street lights

Factors leading to Rise in Project Cost



	Impact of BCD & ALMM		Commodity Price Hike
	Augmentation of Demand		Increase in Goods and Services Tax
	Increasing Insurance Premiums		Other Macro-economic factors

BCD (Basic customs duty)

ALMM (Approved list of models and manufacturers)

Tesla Power PaaS Solution – Advantages



- Capacity Utilisation Factor (CUF)
- Interest Rates
- Module Prices
- Return on Equity (RoE)
- Debt/Equity (D/E) Ratio

Capacity utilization factors w.r.t module prices and project financing rate are among the most important determinants of a project's tariff

- Capacity utilization range will be further increased
- Through PaaS business model both Interest cost and Return on Equity will be addressed
- Opex funding will address the equity contribution, through adoption of lease model

PaaS as a Service for Solar energy sector



Power-as-a-Service

PaaS is a unique solution to address the Energy Efficiency Gap & its open possibilities for the future growth in renewable energy.

Power-as-a-Service (PaaS) is a business model whereby customers pay for a service without having to make any upfront capital investment.

PaaS models usually takes the form of a subscription for energy generation and storage devices owned and maintained by a service provider company to deliver the desired energy back up in case of grid failure.

Tesla Power PaaS Solution - Advantages



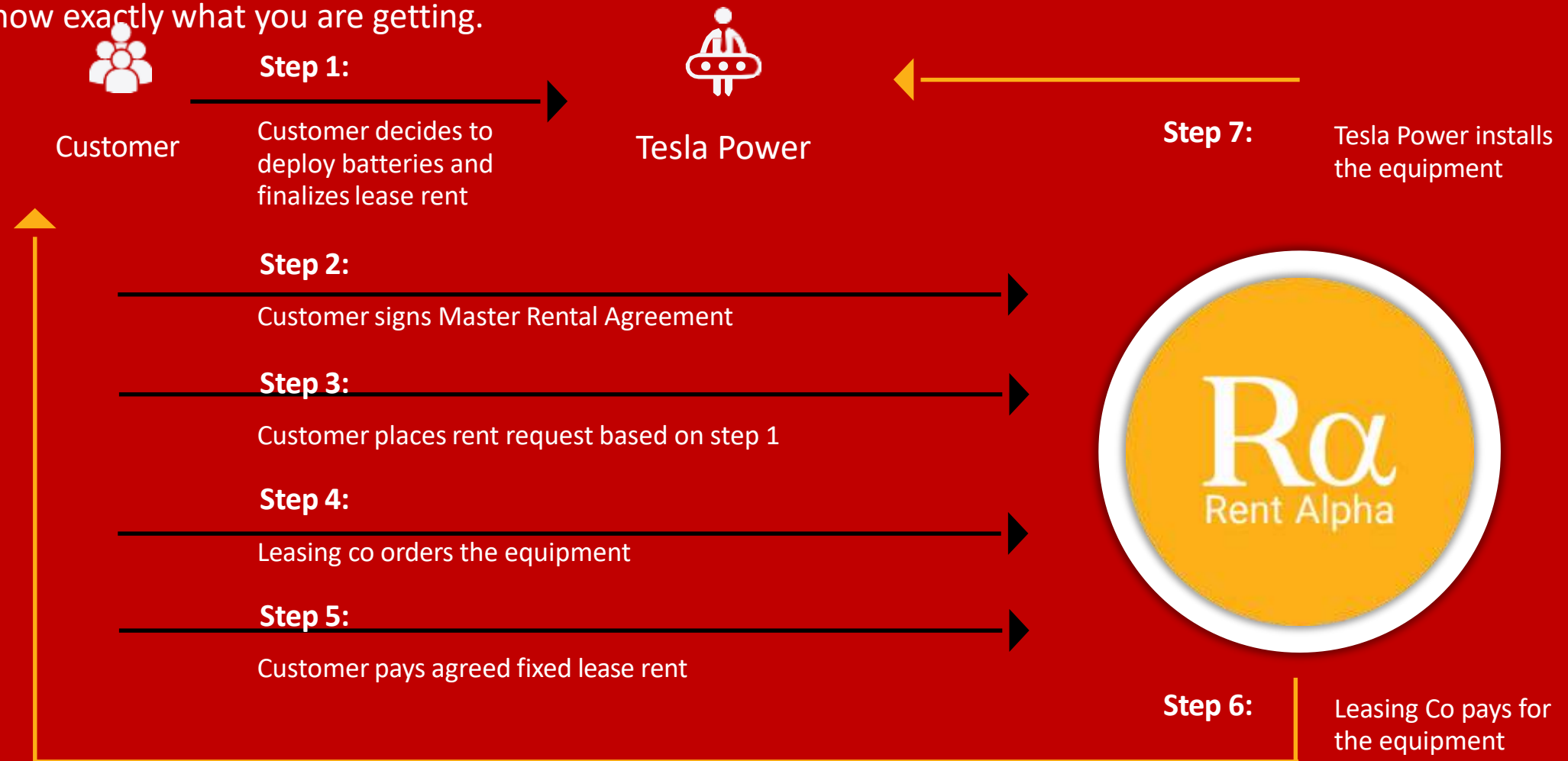
- Technology agnostic solutions
- Brand agnostic solution
- Patented Battery rejuvenation technology
- Skilled technicians
- Large network of service centers PAN INDIA
- Operations & maintenance skills

- OPEX funding availability
- Easy processing of orders
- Least paperwork related to leasing to renowned organization
- Lease rent on nearly zero interest
- No inventory required
- Fast deployment on sites

PaaS Lifecycle



Our lease/rental process is easy and cost effective.
You know exactly what you are getting.



Products We Offer



- Solar photo voltaic panels
- Solar battery
- Off grid & On grid invertors
- EPC (Engineering, procurement and construction)



Solar panel



Solar Battery



2v AGM VRLA Battery Bank

India Advantage for PaaS



Growing Demand

India ranked sixth in the list of countries to make significant investment in clean energy by allotting US\$ 90 billion in between 2010-H22019.

*Growing population along with increasing electrification and per-capita usage will provide further impetus. Power consumption is estimated to reach 1,894.7 TWh in 2022.



Attractive Opportunities

Under the Union Budget 2021-22, the government allocated Rs. 305,984 crore (US\$ 42 billion) for a revamped, reforms-based and result-linked new power distribution sector scheme over the next five years.

*In June 2019, Government launched US\$ 5 billion of transmission-line tenders in phases to reach 175 GW target by 2022.



Policy Support

100% FDI allowed in the power sector has boosted FDI inflow in this sector.

*Schemes such as Deen Dayal Upadhyay Gram Jyoti Yojana (DDUGJY) and Integrated Power Development Scheme (IPDS) are expected to augment electrification across the country.



HIGHER INVESTMENTS

As per the National Infrastructure Pipeline 2019-25, energy sector projects accounted for the highest share (24%) out of the total expected capital expenditure of Rs. 111 lakh crore (US\$ 1.4 trillion).

*Total FDI inflow in the power sector reached US\$ 15.36 billion between April 2000 and June 2021.

India Advantage for PaaS

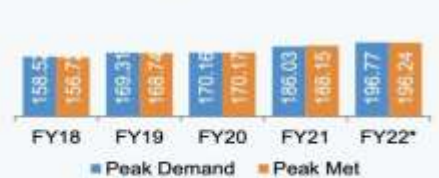


MARKET SIZE

Electricity Generation in India^a (in BU)



Power Supply Position (GW)

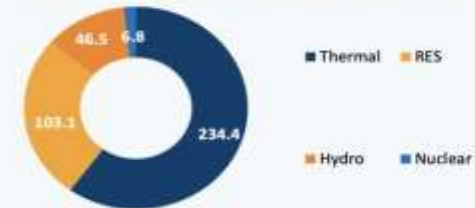


Note: GW – Gigawatt, BU – Billion Unit, * – Until August 2021, * – including renewable sources



SECTOR COMPOSITION

Installed Capacity for Different Sources of Power – FY22* (GW)



Note: GW – Gigawatt, * – Until October 2021

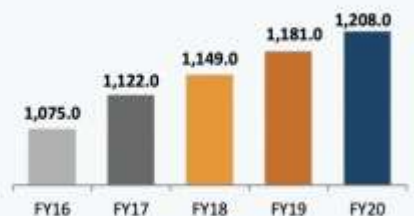


KEY TRENDS

Installed Electricity Generation Capacity (GW)



Per-Capita Electricity Consumption (KWh)



Note: GW – Gigawatt, KWh – Kilo Watt hour, * – Until August 2021, P – Provisional

India Advantage for PaaS



GOVERNMENT INITIATIVES



ADVANTAGE INDIA



Saubhagya Scheme



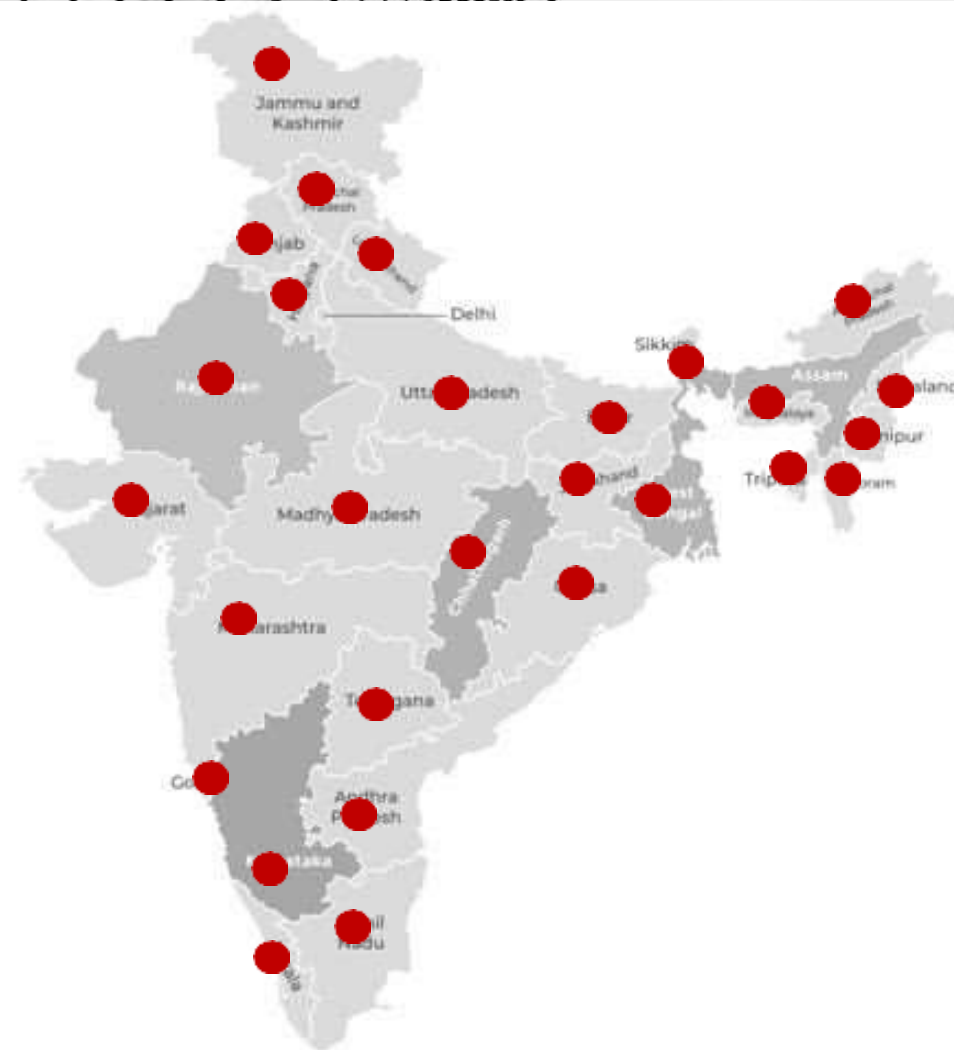
UJALA Scheme



Ujwal Discoms Assurance Yojana (UDAY)

- **Growing demand:** India ranked sixth in the list of countries to make significant investment in clean energy by allotting US\$ 90 billion in between 2010-H22019.
- **Higher investments:** As per the National Infrastructure Pipeline 2019-25, energy sector projects accounted for the highest share (24%) out of the total expected capital expenditure of Rs. 111 lakh crore (US\$ 1.4 trillion). Total FDI inflow in the power sector reached US\$ 15.36 billion between April 2000 and June 2021.
- **Policy support:** Electrification in the country is increasing with support from schemes like Deen Dayal Upadhyay Gram Jyoti Yojana (DDUGJY), Ujwal DISCOM Assurance Yojana (UDAY), and Integrated Power Development Scheme (IPDS).
- **Attractive opportunities:** Under the Union Budget 2021-22, the government allocated Rs. 305,984 crore (US\$ 42 billion) for a revamped, reforms-based and result-linked new power distribution sector scheme over the next five years.

National Presence



International Offices



**Looking forward to discuss further.
Thank You !**

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MENA Office:

#7, Bel Rasheed Building 2, Nad Al Hammar,
P. O. Box: 80532, Deira, Dubai, United Arab Emirates

Registered Office:

#358/3524, Silverside Road, Wilmington,
Delaware, USA- 19810-4929

Corporate Office:

Suite #635 S 4000, Hollywood Blvd Hollywood,
Florida, USA- 33021

www.teslapowerusa.in