TESLA POWER USA

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

500+
Corporates & PSU's

500 +
High-tech Service Centre

20 +
States & Growing

Challenges in Telecom sector related to Energy Storage

- Energy Cost is roughly 33% of the Network Operating Cost.
- Battery banks are deployed for energy storage in case of grid supply failure.
- DG sets are deployed as secondary back-up if the battery bank is discharged.
- Batteries are not maintained properly on the sites causing pre-mature failure of battery cells.
- New batteries are replaced with old batteries in every 2 - 3 years causing huge capital expenditure.
- Huge CAPEX investment and O&M cost is the main concern.

PaaS as a Service for Telecom sector

Power-as-a-Service

PaaS is a unique solution to address the Energy Efficiency Gap & its open possibilities for the future growth. 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 storage devices owned and maintained by a service provider to deliver the desired energy back up in case of grid failure.

Current Challenges – Buying Battery on CAPEX

- Battery back-up is a Non-priority sector for lending from banks.
- OPEX model not available globally for the battery storage sectors
- There is prohibitive CAPEX engagement for these industries
- Due to which project proposals become unviable
- Battery storage solutions are hardly considered in any of the sectors except in telecom and banking

- No battery storage solutions are available on lease or subscription.
- CAPEX on batteries depreciates over 15 years or more.
- Immense issues with maintenance & servicing of these large battery banks
- Storage and logistics space availability is an issue
- Pilferage adds to further losses
- Insurance is costly

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.

Customer

Step 1:
Customer decides to deploy batteries and finalizes lease rent

Tesla Power

Step 2:
Customer signs Master Rental Agreement

Step 3:
Customer places rent request based on step 1

Step 4:
Leasing co orders the equipment

Step 5:
Customer pays agreed fixed lease rent

Rα
Rent Alpha

Step 6:
Leasing Co pays for the equipment

Step 7:
Tesla Power installs the equipment

Products We Offer

- SMF VRLA Battery
- 2V AGM VRLA Battery Bank
- Hybrid Battery
- Solar Battery
- Lithium Ion Battery

2v AGM VRLA Battery Bank

Hybrid Battery

SMF/ VRLA Battery

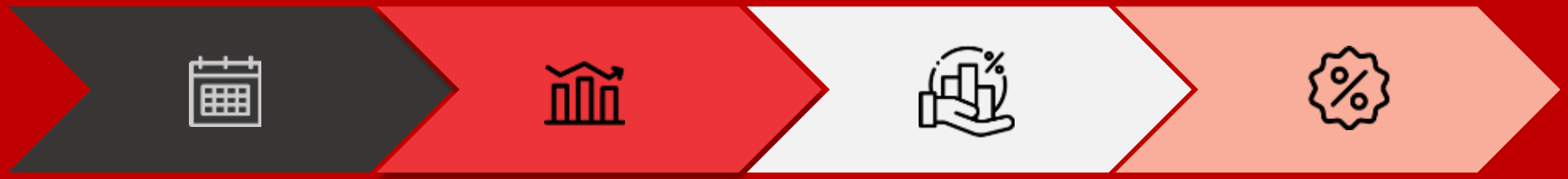
Solar Battery

Lithium Ion battery

VRLA AGM GEL Vs VRLA TUBULAR GEL

Tesla Models	AGM VRLA (02 Volt)		TUBULAR GEL (02 Volt)	
	CAPSTONE TPAG2V-600		**CAPSTONE-G TPTG2V-600**	
Ampere Hour Efficiency	>90%		>95%	
Watt Hour Efficiency	>80%		>85%	
Type of Positive Plate	Flat Pasted Plate		Tubular Plate	
Type of Separator Material	AGM (Absorbent Glass Mat)		AGM (Absorbent Glass Mat) & PVC	
Container Material	PPFR		PPCP	
Maximum allowable discharge current	1800Amps		1800 Amps	
Maximum allowable charging current	150Amps		150 Amps	
Allowable depth discharge voltage	1.80Vpc		1.80 Vpc	
Short circuit current	6000Amps		3000 Amps	
Flat Service Life at 27 degree C	8-12 Years		10-15 Years	
Cyclic Service Life (@ 27 degree C)	At 20% D.O.D	4800 Cycles	At 20% D.O.D	6200 Cycles
	At 50% D.O.D	2250 Cycles	At 50% D.O.D	3080 Cycles
	At 80% D.O.D	1450 Cycles	At 80% D.O.D	2200 Cycles
Features	Consistent Float Voltage within +/-0.05V		Consistent Float voltage within +/- 0.05V	
	Deep Discharge recovery even after 7 Days		Deep discharge recovery even after 7 days	
	Fast charging capability within 6-8 Days		Fast Charging capability within 8-12 hours	
	Safe & maintenance Free		tubular positive plate @ special additives for negative plate	
			Superior performance at extreme temperatures -20 c- +55C	
			Improved deep cyclic capability	
			Safe & Maintenancd free	
	Compact Design		Compact Design	

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.

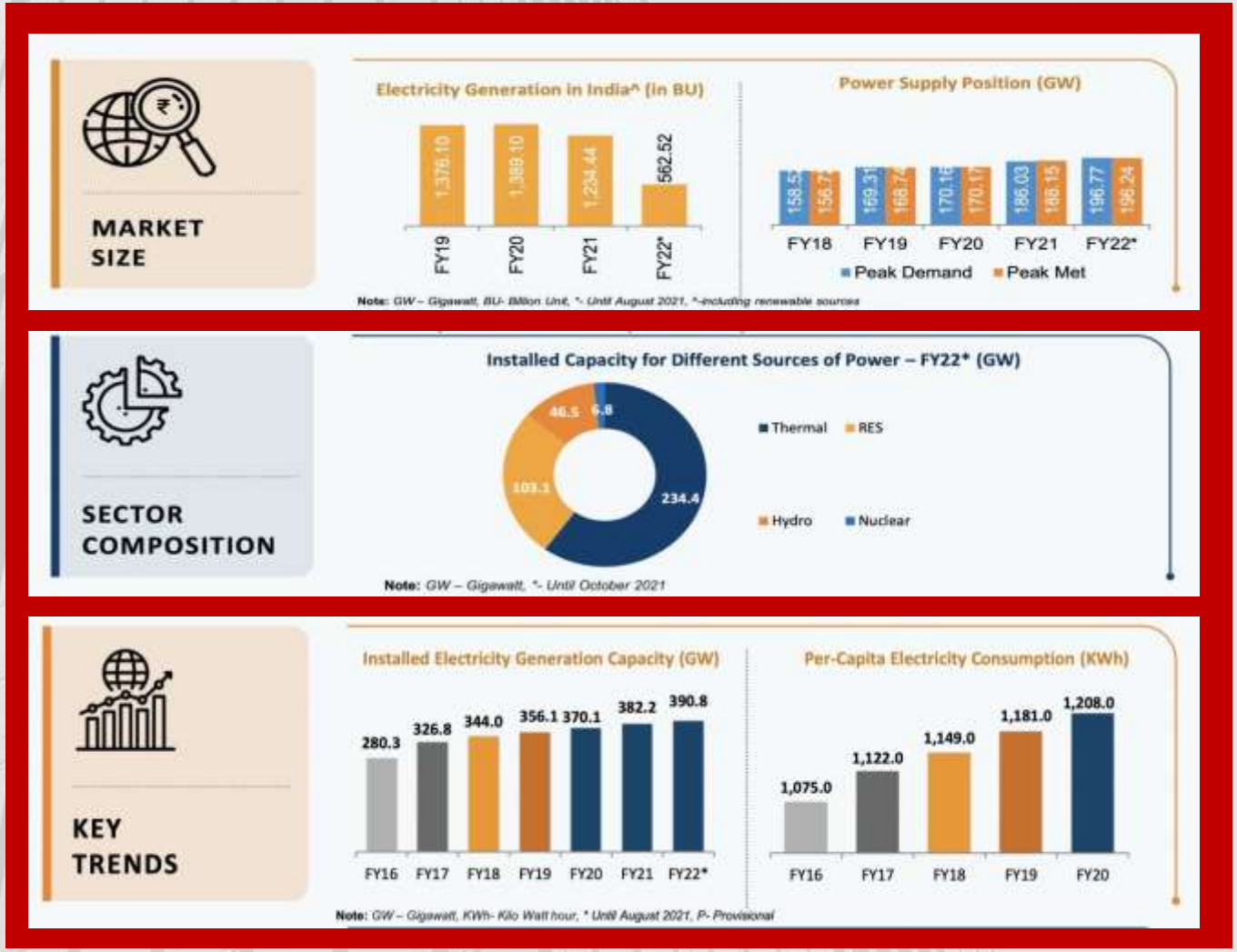
Policy Support

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



India Advantage for PaaS

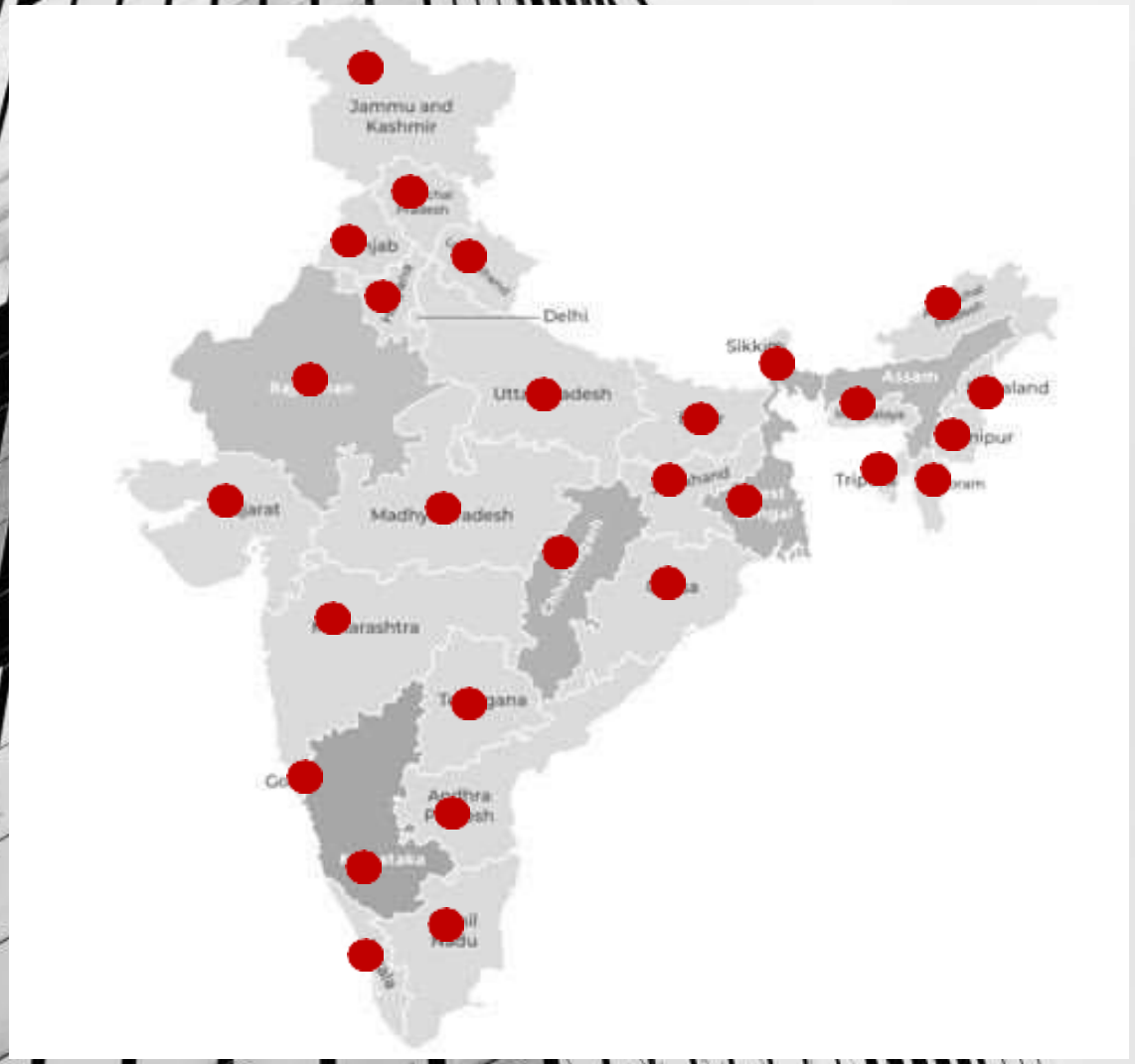
GOVERNMENT INITIATIVES

- **Saubhagya Scheme**
- **UJALA Scheme**
- **Ujwal Discoms Assurance Yojana (UDAY)**

ADVANTAGE INDIA

- **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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#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