

**Techno-Commercial Proposal For  
475 KWp ON Grid Rooftop Solar PV Plant**

For

**Dev Bhoomi Cold Chain Pvt Ltd  
MATIANA (SHIMLA), HIMACHAL PRADESH**

By

**M/S Sugs Lloyd Pvt Ltd**



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Devbhoomi Cold Chain Pvt LTD

Date: 03-June-2022

MATIANA(SHIMLA)

HIMACHAL PRADESH

Kind Attention: *Mr Sanjay Aggrawal*

Sir,

**Subject: Quotation/Proposal for EPC (Design, Engineering, Installation and commission) of 475 Kw On Grid Solar PV Plant.**

We thank you for the opportunity to offer you our Solar Energy systems and services. Based on the discussion and technical evaluation at site; **We are pleased to send you our best techno-commercial offer for setting up a Solar PV plant of 475 kWp Capacity.**

Our Solar installation will generate greener, cheaper electricity on a long-term basis thus helping to reduce your energy bills and provide peace of mind in terms of predictable performance and lowered dependency on Grid.

For your reference and long term planning We have also attached the projections of saving over 25 years and the payback period; which for this investment is **only 3 Years** Payback period.




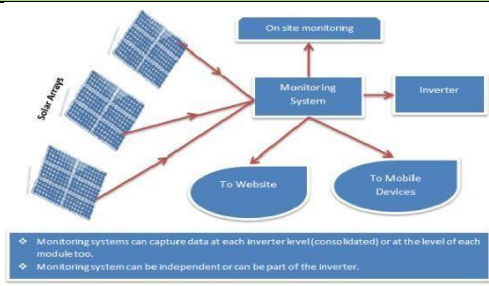
### **About Sugs Lloyd**

- ❖ **SUGS LLOYD** Established in 2004 and registered as A grade electrical contractor under Govt of NCT. This is one of the professionally efficient service provider and having complete infrastructure solution of electrical, telecom and civil projects.
- ❖ We provide time bound delivery of various projects like power supply N/W, Electrical substation erection and commissioning, state plan HVDS.

### **Solar Division:**

- ❖ **SUGS LLOYD** started solar division in 2020 in New Delhi, with the focus of developing solar as sustainable energy alternative in India. Our Energy Solution are viable both in near term and long term.
- ❖ **SUGS LLOYD** provide EPC solution from concept to commissioning of solar PV system +Operation and maintenance of complete plant .Led by visionary leaders and industrial veterans we provide End to End solution of solar PV plant.

## 2. Benefits of choosing Sugs Lloyd:

|   |   |
|---|---|
| <p>We provide turnkey solution inclusive of Material, installation, Commissioning ,net metering</p>   |   |
| <p>Freedom from escalating energy prices for 25 years and more, on account of cheaper, green, solar energy generation.</p>                                  |    |
| <p>Long term support and services for operation, maintenance and system monitoring; to ensure peace of mind clubbed with financial savings.</p>             |   |
| <p>Realtime monitoring of plant performance to track energy generation and timely support for restoring the system in case of any unforeseen shutdowns.</p> |  <p>❖ Monitoring systems can capture data at each inverter level (consolidated) or at the level of each module too.</p> <p>❖ Monitoring system can be independent or can be part of the inverter.</p> |

### 3. Technical Overview

#### *A. Key details of the plant:*

|                                    |                                       |
|------------------------------------|---------------------------------------|
| <b>Total Plant Capacity in kWp</b> | 475 Kwp On Grid Solar Rooftop Project |
| <b>Project Location</b>            | Shimla (HP)                           |
| <b>Coordinates</b>                 | NA                                    |
| <b>Estimated Power Output</b>      | 64,125 units/month                    |

#### *B . Bill of Material (Components Details):*

| <i>S.No</i>        | <i>Component</i>               | <i>Make</i>              | <i>Price/Wp</i> | <i>Total Price(Lakh)</i> | <i>GST%</i>               | <i>Grand Total(Lakh)</i> |
|--------------------|--------------------------------|--------------------------|-----------------|--------------------------|---------------------------|--------------------------|
| 1                  | PV Modules                     | Adani Power/Waaree Solar | 27.75           | 131.8                    | 12%                       | 147.6                    |
| 2                  | Inverter                       | Solis Solar/SoFar Energy | 1               | 4.75                     | 12%                       | 5.32                     |
| 3                  | Structure                      | Reputed make             | 4.75            | 22.56                    | 18%                       | 26.62                    |
| 4                  | BOS                            | Standard                 | 5               | 23.75                    | 18%                       | 28.02                    |
| 5                  | Installation and Commissioning | Standard                 | 4               | 19                       | 18%                       | 22.42                    |
| <b>Grand Total</b> |                                |                          | <b>42.5</b>     | <b>201.87</b>            | <b>Weighted GST=13.8%</b> | <b>229.72</b>            |

#### 4. System's Commercial Parameters:

|   |  |  |
|---|--|--|
| 1 | Project Capacity                                   | 475 KWp  |
| 2 | Per Kwatt Costing of project proposed (INR)        | 42500  |
| 3 | <b>Project costing without Tax (INR)</b>           | <b>2,01,87,500 /-</b>  |
| 4 | <b>GST(Extra)</b>                                  | <b>13.8%</b>   |
| 5 | Materials as per BOM, Installation & Commissioning | Inclusive  |
| 6 | Liaison Charges                                    | Inclusive  |
| 7 | Validity of quotation.                             | 15 Days( After 15 days due to continuous variation in rates of components cost may vary) |

#### 5. Payment Terms:

- 30% Advance with purchase order to be placed at the registered office address of the Sugs Lloyd at **Plot no. 74A, Village Kakrola, Bharat Vihar, Part II, Kakrola, Delhi-110078, India. for Structure and liasoning.**
- 60% before dispatch of modules and inverter and BOS (against Proforma Invoice)
- 10% on installation, Testing, Commissioning & Handover of solar power plant.

## 6. ROI/Payback:

| Capacity                         |                         |       | POWER AND EXPENSES                   |        | LOAN AND EMI CALCULATION |      |         |        |
|----------------------------------|-------------------------|-------|--------------------------------------|--------|--------------------------|------|---------|--------|
| Rate per watt                    | 42.5                    | Rs.   | Current Power Rate in Rs.            | 8      | Total Investment         |      | 201.875 | Lac    |
| Project costing                  | 201.88                  | Lakhs | Estimated Yearly Tariif Escalation   | 0.00%  | Subsidy                  | 0%   | 0.00    | Lac    |
| Capacity                         | 475                     | KW    | Insurance                            | 0.01%  | Equity Investment        | 100% | 201.88  | Lac    |
| Generation Per KW per year       | 1550                    | Units | O&M Charges (Per KW) in Rs.          | 0      | Project Loan             | 0%   | 0.00    | Lac    |
| Genration in 1st year            | 736250                  | Units | O&M cost escalation per year         | 0%     | Interest on Loan         |      | 0%      |        |
| Reduction in power gen. per year | 0.50%                   |       | Assets in lakhs                      | 201.88 | Tenure of Loan           |      |         | Months |
| <b>Payback Period</b>            | <b>3 years 0 months</b> |       | Depreciation Rate(under AD benefits) | 40.00% | Monthly EMI              |      |         | Rs.    |
| <b>Levelised Cost of Energy</b>  | <b>Rs. 1.16</b>         |       | Tax benefit                          | 30%    |                          |      |         |        |

|  |   |             |
|--|---|-------------|
| <b>Payback Period</b>                  | <b>3 years 0 months</b>                                 |             |
| <b>Levelised Cost of Energy in Rs.</b> | <b>= Total Expenses / Energy Generation in 25 years</b> | <b>1.17</b> |

|                                       |                         |
|---------------------------------------|-------------------------|
| <b>Internal Rate of return (IRR)</b>  | <b>56.03%</b>           |
| <b>Total Lifetime Expenses in Rs.</b> | <b>Rs. 202.37 lakhs</b> |
| <b>Total savings in 25 Years</b>      | <b>Rs. 12.45 Cr.</b>    |

## **7. Project Schedule:**

Project will be commissioned within 8-12 weeks from the receipt of the purchase order along with advance. All our delivery and commissioning commitments are tied with the agreed realization of respective payments as envisaged in clause related to payment terms.

## **8. Warranty details:**

PV Modules (Manufacturer's warranty of Performance)

- 25 years performance guarantee (90% up to 10 years, 80% up to 25years)

Inverters (Manufacturer's warranty)

- 8 Years Performance warranty or as provided by the manufacturer.

This warranty shall not apply to defects resulting from:

- Wilful damage or negligence, normal wear and tear.
- Replacement of consumables like fuses etc.
- Installation and/or maintenance by any unauthorized person.
- Misuse or abuse of equipment.
- Unauthorized modifications or alterations in the equipment/ system.
- The Company hereby disclaim any other representation or warranty, regarding fitness or purpose of the Product which is not specifically mentioned herein.

## **9. Annual Maintenance Cost (AMC):**

Sugs Lloyd Solar will provide free maintenance for the first year.

Insurance costs of panels and other system components are not included in this proposal. Insurance can be arranged depending on the requirements of the client and will be borne by him

## 10. General Terms and Conditions:

| Terms & Conditions |                             |  |
|--------------------|-----------------------------|--|
| 1                  | Scope of work               | <p>Sug Lloyd scope is restricted to design, engineering, manufacture, supply, packing, forwarding, erection, testing and commissioning of Equipment's as per agreed scope, technical offer and specifications.</p> <p>This scope is for agreed timelines and in accordance with other provisions and obligations of each Party. Unless specifically agreed by us in writing, no other supply or services shall be considered as part of our scope/deliverable/obligation.</p>  |
| 2                  | Interest on Overdue Payment | In case Owner fails to make the due payment within the agreed stipulated timeframe, the Contractor shall be eligible to charge an interest @ of 18% per annum on all overdue payments until the duration the payments are received.  |
| 3                  | Deemed Commissioning        | <p>Completion time shall be reasonably extended if :</p> <ul style="list-style-type: none"> <li>· Advance amount is not received within 7 days after issuance of PO</li> <li>· Technical or commercial data required by us to execute the order is not made available in time or if subsequent changes, which delay the delivery are made by the purchaser.</li> <li>· If approval of design &amp; drawing is delayed by customer beyond 2 working days from date of submission by Sugs Lloyd.</li> <li>· Delay in handing over site by purchaser.</li> <li>· Required clearance/approval not obtained by concerned authorities which are required for start of work.</li> </ul> |
| 4                  | Inspections                 | Any type of inspection by Government/third party/client is excluded from this offer, if it is required then all the terms and conditions will be decided after mutual understanding.   |
| 5                  | Force Majeure               | Sugs Lloyd shall not be liable for any failure of or delay in the performance of this Agreement/proposal for the period that such failure or delay is due to causes beyond its reasonable control, including but not limited to acts of God, war, strikes or labor disputes, embargoes, government orders or any other force majeure event.  |

We Hope that you will find our techno- commercial offer inline with your requirements and provide us an opportunity to serve your organization on long term basis.

With sincere thanks and regards,

**For Sugs Lloyd Private Limited**

Sunil Malik

(Business Head- Solar)

In token of your acceptance, please put our initials/Signatures & Stamp as acknowledgement of this Quotation/Proposal

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