



YOUR TRUSTED PARTNER
FOR RENEWABLE ENERGY
INVESTMENTS

Solar energy has experienced phenomenal growth in recent years due to the economic climate, growing public awareness of environmental issues, technological improvements resulting in cost reductions and government policies supportive of renewable development and utilization.

Solar power in India is fast developing as an important power producing source. The Indian government has the target to develop 100 GW of solar capacity, including 40 GW from rooftop solar by 2022, targeting US \$ 100 Billion of investments.

GSE Renewables (GSER), a subsidiary of the 100-year-old GSE Group of Companies, facilitates development and investment in the renewable energy space, with a greater focus on solar power. By adopting an end-to-end approach and leveraging key domain experience, GSER looks to strengthen the investor-offtaker ecosystem and tackle existing challenges in the industry.

Choose GSER, choose sustainability



Expertise across various aspects of asset development, backed by a strong heritage



In-house Proprietary Control Management Tools



Extensive network of national and international offtakers, channel partners, and investors



Holistic asset management and dedicated financial engineering Team



State-of-the-art technological innovations



Alumnus of prestigious colleges such as IITs



Strong legal advisory



Operational excellence



Strong engineering capabilities



Dedicated asset management team and innovative financial vehicles for project financing



GSER's solution suite

GSER offers offtakers and investors the following advisory, developmental, and financial services through an agile, streamlined approach for smoother, hassle-free experience.



Investment Banking

GSER provides investment advisory services, assistance with loan disbursement, services through mergers and acquisitions, debt financing, and taxation and IRR management.



Project Development

GSER's approach covers the complete development of Solar PV projects, with cost-effective EPC provisions and methodical O&M services.



Asset Management

GSER ensures asset management through Cloud-based monitoring, use of high-end technology, a unique service model covering legal, commercial, and technical management, and regular inspection of the project.



Alternative Investment Vehicles

GSER offers an alternative investment route to investor rather than IPPs, with a diversified pool of assets and a strong investment advisory committee for enhanced liquidity, leverage, and innovative project financing.

Capabilities in delivery and investment

GSER has the ability to facilitate both delivery and investment in the renewable energy space through swift execution — handling each vertical from start to finish.

DELIVERY









Project execution and management









While the CAPEX model is a sure shot, a simpler structure and effective management of the plant is crucial for optimal production. That's why GSER adopts an organized system backed by tech to monitor, analyze, and intervene when needed to ensure optimal plant operations. This then translates into greater production and higher returns for the owners.

INVESTMENT


The OPEX model is relatively complex with multiple elements that need attention and efficient management. To disentangle the process, GSER takes both parties through design, development, legal closure, execution, and management of the project.

We have now structured deferred CAPEX as a new offering.


DELIVERY SUITE	 Project analysis	 Engineering	 Asset management	 Debt management
	 EPC services	 Legal services	 Financial services	 Investments in new technology cleantech start-ups

INVESTMENT SUITE	 Credible offtakers	 Solid investor network	 Asset management	 Insurance
	 Warranties	 Remediation	 Financial and legal services	 Due diligence


GSER'S SUCCESS WITH DELIVERY

**Challenge**

The construction of a solar plant for one of our FMCG clients could not be initiated as the structural stability of the building could not be determined due to inadequate documentation. Reconstruction of the roof required an additional expense of 1 CR.


**GSER's solution**

A comprehensive engineering process was carried out to analyze feasibility. Structural experts were brought in to examine the structure, purlin-to-purlin and column-to-column. An innovative design was thought through and deployed to provide additional support to the roof for the solar plant — GSER went the extra mile to ensure the plant's safety.


**Benefits**

GSER saved the client approximately 1 CR in reconstruction costs. Going solar reduced the client's dependence on grid and diesel power by 30%. The solar PV system is projected to reduce CO₂ emissions by 579 metric tonnes annually. All in all, the solar plant helped our client save up to 0.2 million liters of fuel per annum.


GSER'S SUCCESS WITH SAVINGS AND ASSET MANAGEMENT

**Challenge**

A large player in the food industry faced a drastic dip in their plant's energy production. The problem could be traced back to improper maintenance and management which left the potential of the plant untapped.

**GSER's solution**

A strong combination of reliable project analysis and structured O&M was proposed by GSER to curb the loss in energy. This, in addition to frequent follow-ups, brought the production levels up again and boosted revenue — another victory for GSER's asset management!

**Benefits**

The benefit to the client included an INR 9.5 lakh saving on an INR 85 lakh yearly revenue, and an increase by 11%. The investor could now save on revenue and hand over the maintenance of the plant to free up time and resources.

Solar investment models

CAPEX OR DEFERRED CAPEX MODEL



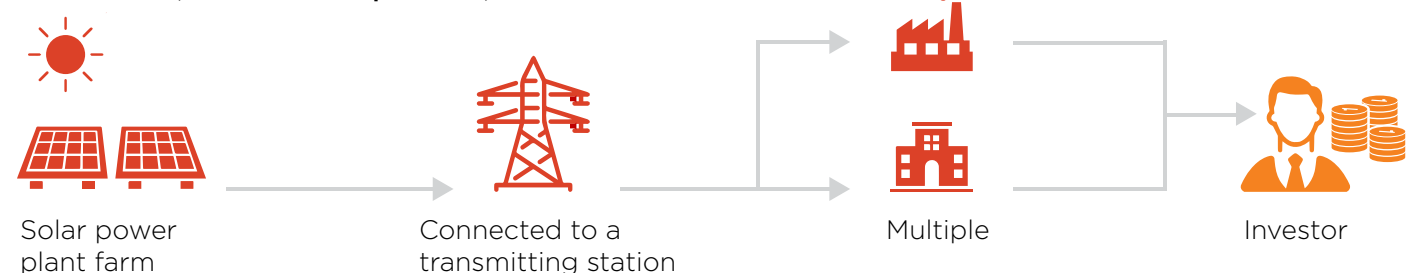
Deferred CAPEX allows the offtaker to make payments in installments.

OPEX MODEL

BOOT Model (Build-Own-Operate-Transfer*)



Solar Farm (Investment Explained*)



*structures can vary

The team at GSER

GSER's success is founded on a team of highly experienced and organized individuals. The team has a combined experience of more than 250 years in management, superior operational functioning, structured aid with investment banking, financial and legal aspects of renewable energy, and sales and marketing.

GSER has managed over 30 MW of turnkey level project management in a professional, cost-effective, and highly systematic manner. The team at GSER guarantees a straightforward approach to the generation of renewable energy and investment in the sector.



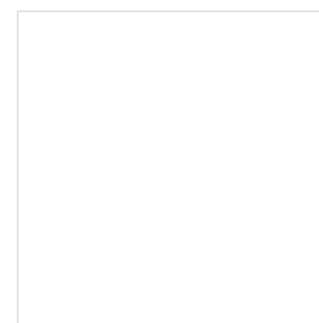
Sahil Kejriwal
Managing Director

- B.S.C, Mechanical Engineering and Business Administration, Carnegie Mellon University, USA
- Executive education and certification in Finance and Strategy, Wharton & IIM



R.S. Jain
CFO

- B.Com, Mumbai University
- Certified Chartered Accountant



Bharat Kotak
Vice President, Operations and BD

- Business Management, Welingkar Institute of Management



Pratik Yadav
Vice President, Sales and Finance

- MBA Finance, New York Institute of Technology
- BMS Finance, R A Podar Institute of Management



“They (GSER) are professional, quick to respond, and completely on top of all commercial and technical activities. They also do the heavy lifting for my accounts and administration teams, so we can focus on our core activities. A recent example... our plant was shut for 15 days due to a storm. They got the EPC to manage the upstart of the plant in record time, and also managed to help us with the complete insurance coordination. I strongly recommend others to use their services.

Pratik Agarwal
Owner, MD - SAPL Industries



Get in touch

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Explore opportunities in renewable energy with GSER