

**"This e-mail message may contain confidential, proprietary or legally privileged information. It should not be used by anyone who is not the original intended recipient. If you have erroneously received this message, please delete it immediately and notify the sender. The recipient acknowledges that Su-Kam Power Systems Limited, are unable to exercise control or ensure or guarantee the integrity of/over the contents of the information contained in e-mail transmissions and further acknowledges that any views expressed in this message are those of the individual sender and no binding nature of the message shall be implied or assumed unless the sender does so expressly with due authority of Su-Kam Power Systems Limited. Before opening any attachments please check them for viruses and defects."**

Motilal Nagar, Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad- 500016,  
Tel : +91-40-27717628  
Mob :+91-98854 56333.  
Email : rgopal@su-kam.com

Corporate Office:  
Su-Kam Power Systems Ltd.  
54, Udyog Vihar, Phase VI, Sector-37  
Gurgaon - 122001, Haryana, India  
Tel : +91-124-4170500  
Fax :+91-124-4038702,4038700  
www.su-kam.com

-----Original Message-----

From: Raja Gopal  
Sent: Wed 3/27/13 7:08 PM  
To: Gaurang; purchase@modiproperties.com  
Cc: V.Phani Kumar; Motukuru Uday Kiran  
Subject: RE: Costing for Solar Power Plant

Dear Sir,

At the outset I apologize for delay in sending the proposal for solar power plants, herewith the enclosed commercial proposal for your kind perusal as per the specifications.

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor  
Motilal Nagar, Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad- 500016,  
Tel : +91-40-27717628  
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Fax :+91-124-4038702,4038700  
www.su-kam.com

04-May-13

AREA SALES MANAGER-SOLAR(CHANNEL SALES)  
SU-KAM POWER SYSTEMS LTD  
H.NO: 1-11-254/1, 1ST Floor  
Motilal Nagar , Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad – 500016, Andhra Pradesh  
Mobile:+91 9177819000  
Tel: 040-27717628  
Email: anil.reddy@su-kam.com.

-----Original Message-----

From: Raja Gopal  
Sent: Wed 4/3/2013 4:41 PM  
To: Anil Reddy G  
Subject: FW: Costing for Solar Power Plant

fyi

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor  
Motilal Nagar, Begumpet  
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-----Original Message-----

From: Raja Gopal  
Sent: Sat 3/30/13 3:59 PM  
To: Gaurang; purchase@modiproperties.com  
Cc: V.Phani Kumar; Motukuru Uday Kiran  
Subject: RE: Costing for Solar Power Plant

Dear Sir,

Please find the enclosed bifurcation costing.

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor

04-May-13

To: purchase@modiproperties.com; Gaurang@modiproperties.com  
Cc: Motukuru Uday Kiran; V.Phani Kumar; Raja Gopal  
Subject: Costing for Solar Power Plant

Sir,

please find the attachment of the bifurcation of the price list.

hoping for a positive reply.

Thanks & Regards

ANIL REDDY.G  
AREA SALES MANAGER-SOLAR(CHANNEL SALES)  
SU-KAM POWER SYSTEMS LTD  
H.NO: 1-11-254/1, 1ST Floor  
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Hyderabad – 500016, Andhra Pradesh  
Mobile:+91 9177819000  
Tel: 040-27717628  
Email: anil.reddy@su-kam.com.

-----Original Message-----

From: Anil Reddy G  
Sent: Thu 4/4/2013 8:53 AM  
To: purchase@modiproperties.com; Gaurang@modiproperties.com  
Cc: Motukuru Uday Kiran; V.Phani Kumar; Raja Gopal  
Subject: FW: Costing for Solar Power Plant

Sir,

As per the discussions we are giving you the final price for the 2 types of solar power pack proposed.

TYPE 1:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

POWER CONDITIONING UNIT: 1KVA -----1 no

BATTERY BANK: 12V,180AH-----2 nos.

The final price of the solar power pack is Rs.108000/- including taxes and transportation.

Installation charges are extra as per the actuals.

TYPE 2:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

POWER CONDITIONING UNIT: 2KVA -----1 no.

BATTERY BANK: 12V,180AH-----4 nos.

The final price of the solar power pack is Rs.146596/- including taxes and transportation.

Installation charges are extra as per the actuals.

Hoping for a positive reply.

Thanks & Regards

ANIL REDDY.G

04-May-13

**Purchase**

**From:** "Anil Reddy G" <anil.reddy@su-kam.com>  
**To:** "Anil Reddy G" <anil.reddy@su-kam.com>; <purchase@modiproperties.com>; <Gaurang@modiproperties.com>  
**Cc:** "Motukuru Uday Kiran" <mukiran@su-kam.com>; "V.Phani Kumar" <vp.kumar@su-kam.com>; "Raja Gopal" <rgopal@su-kam.com>  
**Sent:** Friday, May 03, 2013 10:25 AM  
**Subject:** RE: Costing for Solar Power Plant

Sir,

As per the discussions, the packages cannot be supplied with 12V,150AH batteries instead of 12V,180AH.

The final prices are

TYPE 1:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

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POWER CONDITIONING UNIT: 2KVA ----- 1 no.

BATTERY BANK: 12V,180AH----- 4 nos.

The final price of the solar power pack is Rs.146596/- including taxes and transportation.

The installation charges are Rs.20000/- per site.

Payment terms:

100% in advance along with purchase order.

Thanks & Regards

ANIL REDDY.G  
 AREA SALES MANAGER-SOLAR(CHANNEL SALES)  
 SU-KAM POWER SYSTEMS LTD  
 H.NO: 1-11-254/1, 1ST Floor  
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 Hyderabad - 500016, Andhra Pradesh  
 Mobile: +91 9177819000  
 Tel: 040-27717628  
 Email: anil.reddy@su-kam.com.

-----Original Message-----

From: Anil Reddy G  
 Sent: Sat 4/6/2013 3:59 PM

04-May-13

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03-May-13

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-----Original Message-----

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 Cc: Motukuru Uday Kiran; V.Phani Kumar; Raja Gopal  
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BATTERY BANK: 12V,180AH-----2 nos.

The final price of the solar power pack is Rs.108000/- including taxes and transportation.

Installation charges are extra as per the actuals.

TYPE 2:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

POWER CONDITIONING UNIT: 2KVA -----1 no.

BATTERY BANK: 12V,180AH-----4 nos.

The final price of the solar power pack is Rs.146596/- including taxes and transportation.

Installation charges are extra as per the actuals.

Hoping for a positive reply.

Thanks & Regards

ANIL REDDY.G

03-May-13

**Purchase**

**From:** "Anil Reddy G" <anil.reddy@su-kam.com>  
**To:** "Anil Reddy G" <anil.reddy@su-kam.com>; <purchase@modiproperties.com>; <Gaurang@modiproperties.com>  
**Cc:** "Motukuru Uday Kiran" <mukiran@su-kam.com>; "V. Phani Kumar" <vp.kumar@su-kam.com>; "Raja Gopal" <rgopal@su-kam.com>  
**Sent:** Friday, May 03, 2013 10:25 AM  
**Subject:** RE: Costing for Solar Power Plant

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100% in advance along with purchase order.

Thanks & Regards

ANIL REDDY.G  
 AREA SALES MANAGER-SOLAR(CHANNEL SALES)  
 SU-KAM POWER SYSTEMS LTD  
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 Motilal Nagar, Begumpet  
 Lane Beside SBH Zonal Office  
 Hyderabad - 500016, Andhra Pradesh  
 Mobile: +91 9177819000  
 Tel: 040-27717628  
 Email: anil.reddy@su-kam.com.

-----Original Message-----

From: Anil Reddy G  
 Sent: Sat 4/6/2013 3:59 PM

03-May-13

*2 spoke to P.K. Jain.  
 He said that he has reviewed  
 the gdn. submitted for Hyd. branch.  
 The price quoted are best one after  
 today approval from Ho. not possible  
 to come out. He said that he  
 is not in the office. Once  
 he reaches he will send  
 mail with that effect.  
 This is for your  
 info. pl.  
 10/5/13*

**Gaurang**

---

**From:** <pk.jain@su-kam.com>  
**To:** "Gaurang" <gaurang@modiproperties.com>  
**Sent:** Tuesday, May 07, 2013 11:28 AM  
**Subject:** Re: Solar power point.

✓ Let me discuss with branch and see if any scope of discount is possible.

Regards

Sent on my BlackBerry® from Vodafone

---

**From:** "Gaurang" <gaurang@modiproperties.com>  
**Date:** Tue, 7 May 2013 11:09:13 +0530  
**To:** <pk.jain@su-kam.com>  
**Subject:** Solar power point.

*Handwritten notes:*  
5/7/13  
21/5/13  
⊗

To,  
Mr. Praveen Kumar Jain,  
Su-Kam Company.

Dear Sir,

I am writing to you on behalf of my company – Modi Properties & Investments Pvt. Ltd. based in Secunderabad. We are among the foremost real estate company to install “Su-Kam” Solar Power System at our Villas at Silver Creek, Cherlapally site. For the same Project, we are in requirement of 15 nos Solar Power System.

I have received quotes from Mr. Anil Reddy. I request you to increase discount for type 2 and also waive off installation charges, keeping in mind long - term business relationship.  
Awaiting positive reply from your goodself.

Thanking You.

Yours truly,

Mr. Gaurang Mody, Director.

07-May-13

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25-May-13

**Purchase**

**From:** "Motukuru Uday Kiran" <mukiran@su-kam.com>  
**To:** "Purchase" <purchase@modiproperties.com>  
**Cc:** "V.Phani Kumar" <vp.kumar@su-kam.com>  
**Sent:** Wednesday, May 22, 2013 6:00 PM  
**Subject:** RE: Our meeting on 21/5/13.

Motukuru Uday Kiran  
 Regional Manager  
 Su-kam Power Systems Ltd.  
 Motilal Nagar,  
 Begumpet,  
 Hyderabad.

Corporate Office:  
 54, Udyog Vihar, Phase VI, Sector-37  
 Gurgaon - 122001, Haryana, India  
 Tel : +91-124-4170500  
 Fax : +91-124-4038702,4038700  
 Email: mukiran@su-kam.com

Dear Mr.Srinivas Garu,

Installation charges can't be waived off but definitely we will rework on the same as we have given a better price and giving free installation will be at loss for us.

Mr.Phani/Rajgopal will communicate on the reworked prices which I personally had looked in to and approved and this is the best we worked out and can't reduce any further.

Regards,  
 Uday K Motukuru

-----Original Message-----

**From:** Purchase [mailto:purchase@modiproperties.com]  
**Sent:** Wed 5/22/2013 5:53 PM  
**To:** Motukuru Uday Kiran  
**Cc:** V.Phani Kumar  
**Subject:** Our meeting on 21/5/13.

Dear Sir,

We agree to your quotes Dtd. 03.05.13. Including 180 AH x 4 nos betters. As for as payment terms we will be issuing Rs. 50,000/- each week and balance will be paid as & when Solar System units are delivered & installed.

You are requested to waive off installation changes. We await your positive reply at the earliest.

Srinivas Rao,

Asst. Manager.

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25-May-13

## **Purchase**

---

**From:** "V.Phani Kumar" <vp.kumar@su-kam.com>  
**To:** "Purchase" <purchase@modiproperties.com>  
**Cc:** "Raja Gopal" <rgopal@su-kam.com>; "Motukuru Uday Kiran" <mukiran@su-kam.com>  
**Sent:** Wednesday, May 29, 2013 2:14 PM  
**Subject:** FW: Our meeting on 21/5/13.

Dear Srinivasgaru

If the proposal is OK please do let us know as the PO has to be raised on Distributor.

Regards

V.PHANI KUMAR  
SU-KAM POWER SYSTEMS LTD  
H.NO: 1-11-254/1  
1st Floor, Beside SBH ZONAL OFFICE  
MOTILAL NAGAR  
BEGUMPET - 500016  
Phone: 040-27717628  
Mobile:8099098989

29/5/13

29-May-13

**Purchase**

**From:** "V.Phani Kumar" <vp.kumar@su-kam.com>  
**To:** "Purchase" <purchase@modiproperties.com>  
**Cc:** "Raja Gopal" <rgopal@su-kam.com>; "Motukuru Uday Kiran" <mukiran@su-kam.com>  
**Sent:** Wednesday, May 29, 2013 2:11 PM  
**Subject:** RE: Our meeting on 21/5/13.

Dear Srinivasgaru

As discussed with you it is not possible to completely waive of Installation charges.

We can offer you at 160000/- all inclusive (Inclusive of installation).

Instead of 146596/-(solar pack) + 20000/-(installation charges)

Hope it is in line with your requirement.

Regards

V.PHANI KUMAR  
 SU-KAM POWER SYSTEMS LTD  
 H.NO: 1-11-254/1  
 1st Floor, Beside SBH ZONAL OFFICE  
 MOTILAL NAGAR  
 BEGUMPET - 500016  
 Phone: 040-27717628  
 Mobile:8099098989

29/5/13

Nirav..

DB Power  
 Warce

in next week

1/6/13

29-May-13

**Purchase**

**From:** "AM Krishna" <amkrishna@titansolar.com>  
**To:** "Purchase" <purchase@modiproperties.com>  
**Cc:** <aravind.chodagam@titansolar.com>; "Padmaja" <padmaja@titansolar.com>;  
 <nagesh.tata@titansolar.com>  
**Sent:** Saturday, June 29, 2013 3:58 PM  
**Subject:** RE: Purchase order - Reg.

We thank you for your PO.

With respect to your PO we will install the system before 10<sup>th</sup> of July subjected to the cheque clearing or RTGS. We will not store any material at your end, we shall intimate 3 days in advance prior to date of installation.

In the meantime our installation team will inspect the site and intimate the necessary civil works to be carried out to your site manager.

It could be appreciated if you can send us the cheque to our office by Monday morning or you could transfer the amount by RTGS to our bank account.

I request you to be in touch with Mrs. Padmaja, she is available on 9949788491 for further communications related to this PO.

Give us your direct number and contact details of your site manager at silver creek.

Regards  
 AM Krishna

---

**From:** Purchase [mailto:purchase@modiproperties.com]  
**Sent:** 27 June 2013 01:10  
**To:** amkrishna@titansolar.com; aravind.chodagam@titansolar.com  
**Subject:** Purchase order - Reg.

Sir,

Please find enclosed herewith the attachment of purchase order.

Regards,

Purchase Dept.

*Reply sent  
 29/6/13*

*Let him come &  
 meet it!*

*9246506132*

*29/6/13*



### **Terms and Conditions**

1. Installation Included
2. Wiring 20mts included
3. VAT 5% extra
4. Transportation and freight included
5. Civil Works are not included.
6. 100% advance payment prior to dispatch of material.

### **Warranties:**

1. 25 Years on power out-put i.e. 90% for first 10 years and 85% for next 15 years
2. 24 Months warranty on Inverter
3. 36 months warranty on Batteries

We look forward to working with your esteemed organization. Please contact us if you need any further details.

Best regards  
For Titan Technocrats Pvt Ltd



### Offer:

**System 1: Bill of Materials and Price Break-up for 1KW load with 2 hrs back-up**

| S/N | Item Description                                               | Price  |
|-----|----------------------------------------------------------------|--------|
| 1   | Solar Modules 24V/250                                          | 55,000 |
| 2   | Solar PCU 2000VA /48 V MPPT                                    | 27800  |
| 3   | 12V/ 100 Ah Battery Bank - C/10 Rated -Tall Tubular solar Inva | 37699  |
| 4   | GI Structures and Hardware                                     | 4000   |
| 5   | UV Protected Wire for Module interconnection to Inverter       | 2500   |
| 6   | Installation                                                   | 1000   |

**System 2: Bill of materials and Price Break-up for 1KW load with 4 hrs battery back-up**

| S/N | Item Description                                                   | Qty.  |
|-----|--------------------------------------------------------------------|-------|
| 1   | Solar Modules 24V/250                                              | 55000 |
| 2   | Solar PCU 2000VA /48 V PWM                                         | 27800 |
| 3   | 12V/ 150 Ah Battery Bank - C/10 Rated -TR5 Tall Tubular solar Inva | 49699 |
| 4   | Structures and Hardware                                            | 4000  |
| 5   | UV Protected Wire for Module interconnection to Inverter           | 2500  |
| 6   | Installation                                                       | 1000  |

### Prices Offered:

| System | INR      | In Words                                                        |
|--------|----------|-----------------------------------------------------------------|
| 1      | 1,27,999 | One lac twenty seven thousand nine hundred and ninety nine only |
| 2      | 1,39,999 | One lac thirty nine thousand nine hundred and ninety nine only  |

1.28 + 5%

1,34,400

1.28 lac -

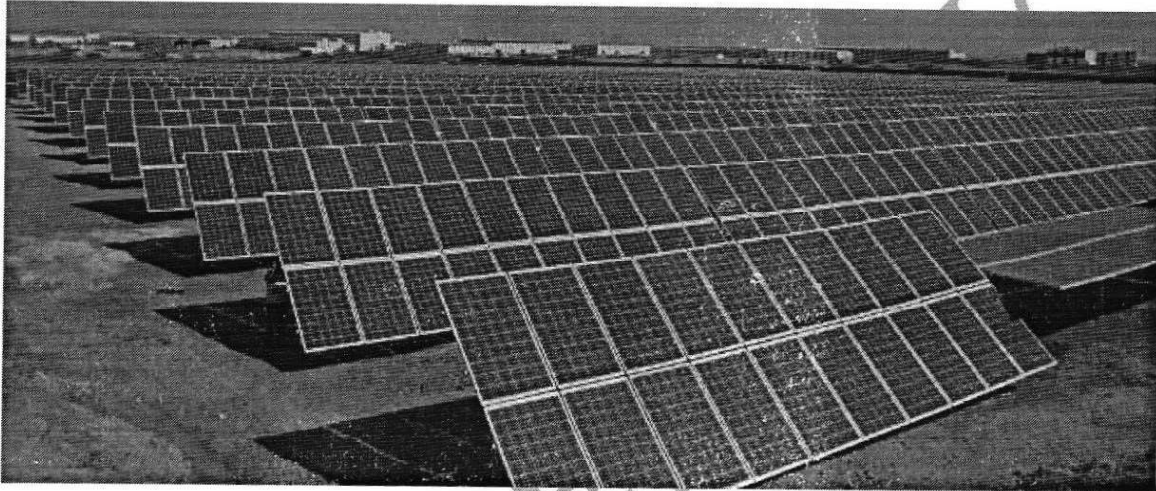
(1.5%) + 5%

1,44,360

1,32,384



## **TITAN Technocrats Pvt Ltd**



**Price Break-up for off-grid systems offered to M/s Modi Properties**

**Submitted on 07<sup>th</sup> June 2013**

---

TITAN Technocrats Pvt Limited  
16 Aruna Enclave Trimulgherry  
Secunderabad -500015  
Tel: 040-2779-1085/9949741234  
Email: [amkrishna@titansolar.com](mailto:amkrishna@titansolar.com)  
Web: [www.titan-energy.com](http://www.titan-energy.com) / [www.titansolar.com](http://www.titansolar.com)

back-ups.

Prices offered are after 30% MNRE subsidy.

Look forward to hear from you.

Regards  
AM Krishna  
Director-Business Development  
+91-99497-41234

08-Jun-13

**Purchase**

**From:** "AM Krishna" <amkrishna@titansolar.com>  
**To:** "Gaurang" <gaurang@modiproperties.com>  
**Cc:** "Purchase" <purchase@modiproperties.com>  
**Sent:** Saturday, June 08, 2013 1:17 PM  
**Attach:** 1 KW- Price Break-up Modi properties offer.pdf  
**Subject:** RE: Re: 1 KW Modi properties offer

Dear Mr.Gaurang ,

Thank you for your mail.

As desired please have a look at the attached price break-up for both the systems.

When it comes to price , maximum I can go down to 1.5 % of total KW system. Beyond this it really can't work for Titan.

Look forward to hear from you.

Regards  
 AM Krishna  
 Director-Business Development

✓  
 8/6/13

P.O. ✓  
 17/6/13

**From:** Gaurang [mailto:gaurang@modiproperties.com]  
**Sent:** 07 June 2013 01:30  
**To:** AM Krishna  
**Cc:** Purchase  
**Subject:** [!! SPAM] Re: 1 KW Modi properties offer

Dear Mr. Krishna,

Thanks for your prompt email quotation.

The quotes are slightly on the higher side. Please revise them. Also I need break up of both quotes, each item showing separate price.

Payment is not an issue at my company.

regards  
 Mr. Gaurang Mody

file is  
 vsc file  
 new

Titan Solar!  
 4/7/13

----- Original Message -----

**From:** AM Krishna  
**To:** gaurang@modiproperties.com  
**Cc:** Aravind Chodagam  
**Sent:** Thursday, June 06, 2013 4:47 PM  
**Subject:** 1 KW Modi properties offer

Dear Mr.Gaurang ,

It was pleasure meeting you at your office today.

With respect to our discussions we herewith sending you the offer for 1KWp system with 2 hrs and 4 hrs

08-Jun-13



### Terms and Conditions

1. Installation Included
2. Wiring 20mts included ✓
3. VAT 5% extra ✓
4. Transportation and freight included ✓
5. Civil Works are not included.
6. 100% advance payment prior to dispatch of material.

75 50% - 75%  
adv:

### Warranties:

1. 25 Years on power out-put i.e. 90% for first 10 years and 85% for next 15 years
2. 24 Months warranty on Inverter
3. 36 months warranty on Batteries

We look forward to working with your esteemed organization. Please contact us if you need any further details.

Best regards  
For Titan Technocrats Pvt Ltd



### Offer:

**System 1: Bill of Materials for 1KW load with 2 hrs back-up**

| S/N | Item Description                               | Qty. |
|-----|------------------------------------------------|------|
| 1   | Solar Modules 24V/250                          | 4    |
| 2   | Solar PCU 2000VA /48 V                         | 1    |
| 3   | 12V/ 100 Ah Battery Bank - C/10 Rated          | 4    |
|     | Energy Generated per day through Solar -5 Unit |      |
|     | Note: Assumptions: 5 sunny hours /day          |      |

**System 2: Bill of materials for 1KW load with 4 hrs battery back-up**

| S/N | Item Description                                | Qty. |
|-----|-------------------------------------------------|------|
| 1   | Solar Modules 24V/250                           | 4    |
| 2   | Solar PCU 2000VA /48 V PWM                      | 1    |
| 3   | 12V/ 150 Ah Battery Bank - C/10 Rated           | 4    |
|     | Energy Generated per day through Solar - 5 Unit |      |
|     | Note: Assumptions: 5 sunny hours /day           |      |

### Price:

| System | INR      | In Words                                                        |
|--------|----------|-----------------------------------------------------------------|
| 1      | 1,27,999 | One lac twenty seven thousand nine hundred and ninety nine only |
| 2      | 1,39,999 | One lac thirty nine thousand nine hundred and ninety nine only  |

+ VAT 5%

Rs 1.34 lac  
Rs 1.42 lac

6/6/13



## **2. PROPOSAL**

It is proposed that we undertake an assignment to comprehensively plan and develop the proposed Solar Photovoltaic off-grid Power Project to generate electrical power

TITAN offers a comprehensive portfolio of utility scale solar PV plants with technologies that includes crystalline technologies and O&M services.

### **Step 1: Site and Report Analysis**

Our team will conduct an assessment of your energy needs and the potential for solar PV based electricity generation and will assess the structural, electrical and environmental elements based on Geotech report.

### **Step 2 : System Design**

We do a detailed engineering analysis that enables us to define and design the location of all equipments including modules, mounting structures, inverters, switch yard and Bay extensions and other civil works, applicable to your specific site location, size and topography.

### **Step 3 : Module and BOS selection**

We offer both crystalline silicon modules along with Inverters and batteries. All products are manufactured by Titan.

### **Step 4: Errection and Commissioning**

Our certified filed staff manages do the entire errection & commissioning process.

### **Step 5 : Project Management**

We take pride in completing the projects within committed timelines and deploy the best practices to ensure requirements of the SPV system are achieved.

✓  
6.6.13



### Installations using TITAN Modules in India

| Installation Type | Customer                                            | Location       | Size in KWp | Year |
|-------------------|-----------------------------------------------------|----------------|-------------|------|
| On Roof System    | Vimal Electronics                                   | Gandhinagar    | 40          | 2006 |
| Solar Power Plant | Numeric Power Systems, Chennai                      | Chennai        | 100         | 2009 |
| Solar Power Plant | Photon Energy Systems Limited, Hyderabad            | Andhra Pradesh | 500         | 2011 |
| Solar Power Plant | Solarsis India Private Limited, Hyderabad           | Andhra Pradesh | 400         | 2011 |
| Solar Power Plant | Microsol India Private Limited, Hyderabad           | Andhra Pradesh | 100         | 2012 |
| Solar Power Plant | Microsol India Private Limited, Hyderabad           | Andhra Pradesh | 750         | 2012 |
| Solar Power Plant | Gujarat Industries Power Corporation Limited, Surat | Gujarat        | 5000        | 2012 |
| Solar Power Plant | Saimeg Infrastructure Private Limited, Hyderabad    | Jarkhand       | 2000        | 2012 |

### EPC Projects by TITAN in India

| Installation Type | Customer                                                             | Location    | Size in KWp | Year |
|-------------------|----------------------------------------------------------------------|-------------|-------------|------|
| On Roof System    | TITAN Energy Systems Limited, Hyderabad                              | Hyderabad   | 100         | 2008 |
| Solar Power Plant | Oil & Natural Gas Commission, Mumbai<br><i>O.N.G.C.</i>              | Mumbai      | 184         | 2008 |
| Solar Power Plant | Sactec Solar, Norway                                                 | Gopalpura   | 10          | 2009 |
| Solar Power Plant | West Bengal Green Energy Development Corporation Limited West Bengal | West Bengal | 1000        | 2009 |
| Solar Power Plant | Karnataka Power Corporation Limited, Bangalore                       | Bangalore   | 3000        | 2009 |
| Solar Power Plant | Bharat Heavy Electricals Limited, Bangalore                          | Raichur     | 3000        | 2011 |
| Solar Power Plant | Essar Power Projects Limited, Mumbai                                 | Gujarat     | 1000        | 2012 |
| On Roof System    | Bharat Sanchar Nigam Limited, Bangalore                              | Bangalore   | 2.8         | 2012 |

*21/6/13*



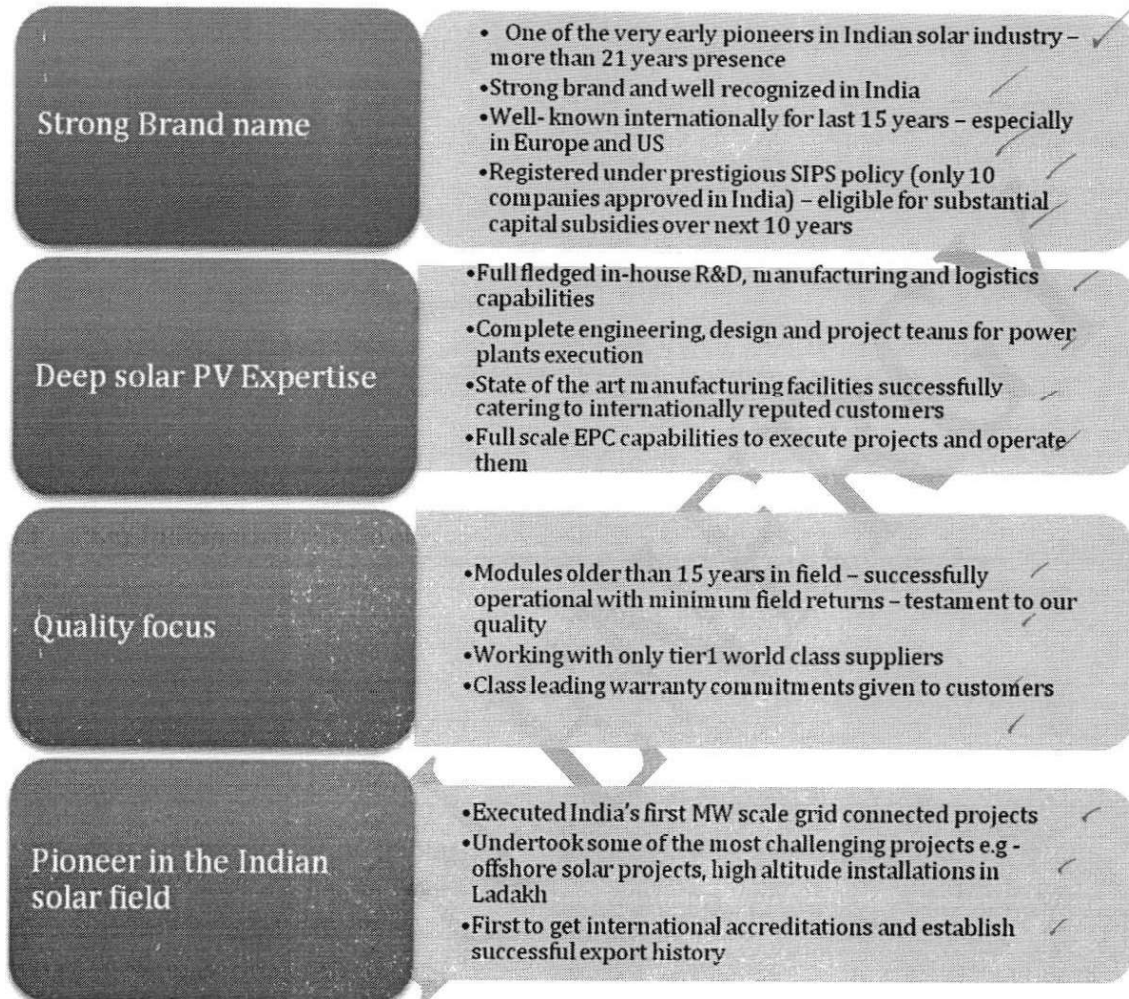
**Reference list of installations Made using TITAN Module**

| Installation Type  | Customer                      | Location            | Country           | Size in KWp | Year |
|--------------------|-------------------------------|---------------------|-------------------|-------------|------|
| Solar Power Plant  | Bliztrom GmbH,<br>Germany     | Dimbach             | Germany           | 1456        | 2004 |
| Solar Power Plant  |                               | Niederwerrn         | Germany           | 75          | 2005 |
| Solar Power Plant  |                               | Dimbach             | Germany           | 123         | 2005 |
| Solar Power Plant  |                               | Fuchsstadt          | Germany           | 41          | 2005 |
| Solar Power Plant  |                               | Pollanten           | Germany           | 3           | 2006 |
| Solar Power Plant  |                               | Unterspiesheim      | Germany           | 60          | 2006 |
| On Roof System     |                               | Volkach             | Germany           | 35          | 2006 |
| On Roof System     |                               | Frankfurt           | Germany           | 120         | 2007 |
| Solar Power Plant  | Immoda Solar S.A.,<br>Spain   | Albacete            | Spain             | 2400        | 2008 |
| Solar Power Plant  |                               | Extra mud ra        | Spain             | 650         | 2008 |
| Solar Power Plant  |                               | Cuneca              | Spain             | 3000        | 2008 |
| Solar Power Plant  |                               | Campollano-Albacete | Spain             | 6000        | 2008 |
| Solar Power Plant  | Genyal Energia S.A.,<br>Spain | La Roda             | Spain             | 1000        | 2008 |
| Solar Power Plant  |                               | Monforte            | Spain             | 110         | 2008 |
| Solar Power Plant  |                               | Merida              | Spain             | 330         | 2008 |
| Solar Power Plant  |                               | Sevilla             | Spain             | 990         | 2008 |
| Solar Power Plants |                               |                     | Spain             | 2115        | 2008 |
| On Roof System     |                               |                     | Portugal          | 150         | 2009 |
| On Roof Systems    |                               | Pontevedra          | Spain             | 30          | 2009 |
| Solar Power Plant  | Sctaec Solar,<br>Norway       | Hrusovany           | Czech<br>Republic | 2100        | 2009 |
| Solar Power Plant  | Suniva Inc., USA              | North Carolina      | USA               | 550         | 2009 |
| On Roof System     |                               | North Carolina      | USA               | 240         | 2010 |
| Ground-Mounted     |                               | Lamelle             | Italy             | 1000        | 2010 |
| Ground-Mounted     |                               | Milligrani          | Italy             | 1000        | 2010 |
| Ground-Mounted     |                               | Litara              | Italy             | 1000        | 2010 |
| Ground-Mounted     |                               | S. Alleini          | Italy             | 1000        | 2010 |
| Ground-Mounted     |                               | Lena                | Italy             | 1000        | 2010 |
| Ground-Mounted     |                               | Georgia             | USA               | 200         | 2010 |
| On Roof System     |                               | Georgia             | USA               | 116         | 2010 |
| On Roof System     |                               | Georgia             | USA               | 100         | 2010 |

6/6/13



### 1.3 Key Differentiators & Strengths



6/6/13



## 1. Introduction

Titan Energy Systems Limited ([www.titan-energy.com](http://www.titan-energy.com)/[www.titansolar.com](http://www.titansolar.com)), a Hyderabad based company in India offers concept-to completion services for grid-connected and off-grid systems using Solar PV technology including comprehensive financial assistance.

Titan Energy Systems Limited (Titan), established in 1995, is a leading "Solar PV Modules Manufacturing and Systems Integration" company with demonstrated experience in design, development, construction and operations of Solar PV modules and MW-Scale grid-interactive Solar Power Plants.

State-of-the-art 100MW automated manufacturing facilities located at Medchal, Ranga Reddy District, Andhra Pradesh is one of the largest production facility of its kind in India. The facility has automated machinery on which the majority of production using robotics is carried out to guarantee consistently high module quality and performance. The plant has more than 200 fulltime employees.

Quality Assurance (QA) and Quality Control (QC), in compliance with ISO 9001-2008 standards, are implemented not only in the production lines but enforced and validated by a strong quality team at every step of production and dispatch. In-line process monitoring and archival of data of each module facilitates traceability of the entire process.

Titan is exporting modules from last 15 years and its contribution towards promotion of Indian exports has been recognized by the Government of India (Received award for Excellence in Electronics and IT Exports 2000-01). Titan's products are quality certified from leading International Testing agencies across the globe. It also enjoys strong supply chain relationships with some of the leading players in the global photovoltaic industry etc.

Of the estimated 8MW solar power plants connected to the grid in India by end of 2009, Titan has implemented 4MW. Titan pioneered to set up and operations of India's first MW-scale (1.25 MW in West Bengal) and largest MW-scale (3 MWp in Kolar, Karnataka) grid interactive solar power projects in India.

### 1.2 Key Achievements

- ✓ Only company in India to have over 20 years of core competency in Solar Industry.
- ✓ First Indian module manufacture to obtain IEC Certification
- ✓ First Indian Company to manufacture crystalline, amorphous and CIGS module.
- ✓ Long term OEM contracts with renowned international companies for over a decade
- ✓ First Indian EPC company with significant demonstrated ability to deploy MW-Scale Grid connected projects in fast-growing Indian market connected India's First MW Scale Solar Power Plant to the grid.
- ✓ 4 power plants setup till date
- ✓ Full scale R&D team continually focused on innovative offerings.

6/6/13.



## Contents

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| 3. BOM.....          | 8 |

TITAN ENERGY

6/6/13



## Cover Letter

Ref .No: TTPL\2013-14\APIN\Q-107

Date: 06th June 2013

To  
Mr.Gaurang Mody  
Modi Properties & Investments Pvt Ltd

Subject: Turnkey Offer for setting up 1KW off-Grid systems to villas.

Kind Attention: Mr.Gaurang Mody

Dear Sir,

Titan is pleased to offer on turnkey basis for installation of the proposed Solar Off-Grid system.

**Project Size:** 1KW

**Location:** Andhra Pradesh

**Technology:** Crystalline

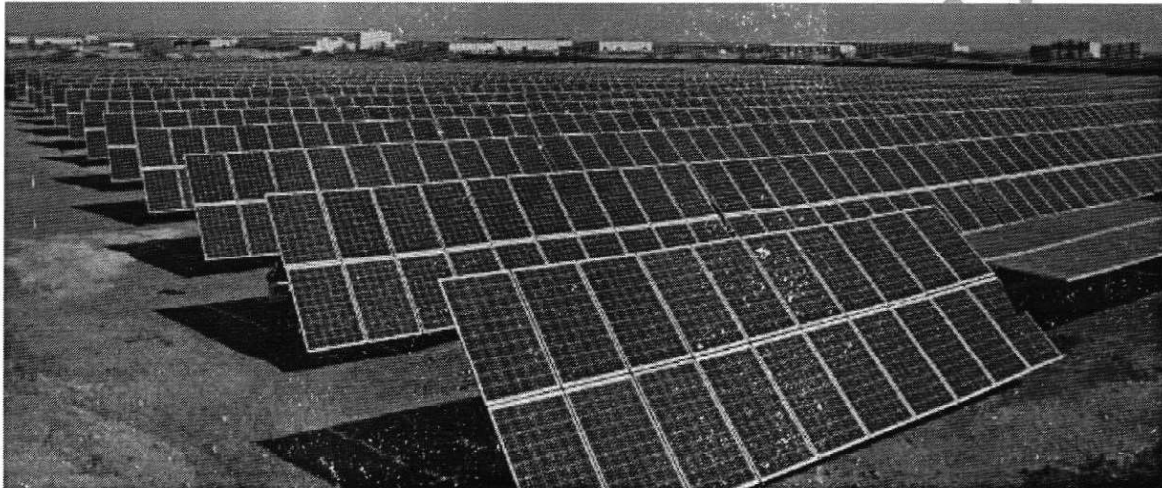
**Mounting Arrangement proposed:** Fixed and standard flat roof

Warm Regards  
AM Krishna  
Director-Business Development  
Ph.: +91-9949741234  
Email: amkrishna@titansolar.com

6/6/13



## **TITAN Technocrats Pvt Ltd**



**Offer for setting up 1KW load solar off-Grid System to villas**

**Submitted on 06<sup>th</sup> June 2013**

TITAN Technocrats Pvt Limited  
16 Aruna Enclave Trimulgherry  
Secunderabad -500015  
Tel: 040-2779-1085/9949741234  
Email: [amkrishna@titansolar.com](mailto:amkrishna@titansolar.com)  
Web: [www.titan-energy.com](http://www.titan-energy.com) / [www.titansolar.com](http://www.titansolar.com)

*6/6/13*

**Gaurang**

**From:** "AM Krishna" <amkrishna@titansolar.com>  
**To:** <gaurang@modiproperties.com>  
**Cc:** "Aravind Chodagam" <aravind.chodagam@titansolar.com>  
**Sent:** Thursday, June 06, 2013 4:47 PM  
**Attach:** 1 KW Modi properties offer.pdf  
**Subject:** 1 KW Modi properties offer

Dear Mr.Gaurang ,

It was pleasure meeting you at your office today.

With respect to our discussions we herewith sending you the offer for 1KWp system with 2 hrs and 4 hrs back-ups.

Prices offered are after 30% MNRE subsidy.

Look forward to hear from you.

Regards  
 AM Krishna  
 Director-Business Development  
 +91-99497-41234

Note  
 In VSC - Titan file.

6/6/13

- ~~Site~~ Factory visit - Medchal!  
 + supplies modules to Sukam, Tata. etc

- Training replace of AMC  
 on ppe.

06-Jun-13

**Gaurang**

---

**From:** "vsc" <vsc@modiproperties.com>  
**To:** "soham sir" <soham@modiproperties.com>  
**Cc:** "cr" <cr@modiproperties.com>; "Krishna Prasad" <kprasad@modiproperties.com>; "Gaurang" <gaurang@modiproperties.com>  
**Sent:** Monday, July 01, 2013 4:11 PM  
**Subject:** Confirmation for work New solar

Sir,

New solar powered person has come to site. Please advice me which villa or Club house (if any). Kindly, suggest me in this regard.

Regards,  
Suryanarayana,  
VSC.

Let MP decide!  
1.7.13

01-Jul-13

**Purchase**

**From:** "Purchase" <purchase@modiproperties.com>  
**To:** "AM Krishna" <amkrishna@titansolar.com>  
**Cc:** <aravind.chodagam@titansolar.com>; "Padmaja" <padmaja@titansolar.com>;  
 <nagesh.tata@titansolar.com>; "Silvercreek" <vsc@modiproperties.com>; "gaurang"  
 <gaurang@modiproperties.com>  
**Sent:** Wednesday, July 17, 2013 10:42 AM  
**Subject:** Re: Purchase order - Reg.

Dear Sir,

You can supply the system as per our Purchase Order and install the same at villa no. 41, Villas @ Silver Creek, Ph-VII, Cherlapally.

For any assistance, you can contact our Project Manger Mr. Suryanarayana for doing the needful.

Thanks and regards  
 Srinivasa Rao

CC to: Mr. Suryanarayana, Proj. Mgr, VSC: This is as per instructions of MD.

----- Original Message -----

**From:** AM Krishna  
**To:** 'Purchase'  
**Cc:** aravind.chodagam@titansolar.com ; Padmaja ; nagesh.tata@titansolar.com  
**Sent:** Saturday, June 29, 2013 3:58 PM  
**Subject:** RE: Purchase order - Reg.

We thank you for your PO.

With respect to your PO we will install the system before 10<sup>th</sup> of July subjected to the cheque clearing or RTGS. We will not store any material at your end, we shall intimate 3 days in advance prior to date of installation.

In the meantime our installation team will inspect the site and intimate the necessary civil works to be carried out to your site manager.

It could be appreciated if you can send us the cheque to our office by Monday morning or you could transfer the amount by RTGS to our bank account.

I request you to be in touch with Mrs. Padmaja, she is available on 9840788491 for further communications related to this PO.

Give us your direct number and contact details of your site manager at Silver creek.

Regards  
 AM Krishna

---

**From:** Purchase [mailto:purchase@modiproperties.com]  
**Sent:** 27 June 2013 01:10  
**To:** amkrishna@titansolar.com; aravind.chodagam@titansolar.com  
**Subject:** Purchase order - Reg.

Sir,

Please find enclosed herewith the attachment of purchase order.

17-Jul-13

**Purchase**

**From:** "Nagesh" <nagesh.tata@titansolar.com>  
**To:** "Purchase" <purchase@modiproperties.com>; "AM Krishna" <amkrishna@titansolar.com>  
**Cc:** <aravind.chodagam@titansolar.com>; "Padmaja" <padmaja@titansolar.com>; "Silvercreek" <vsc@modiproperties.com>; "gaurang" <gaurang@modiproperties.com>  
**Sent:** Monday, July 22, 2013 4:35 PM  
**Subject:** RE: Purchase order - Reg.

Dear Sir

As per your instructions we had supply solar system and installed solar panels on villa No 41. at Silver Creek, Ph-VII, Cherlapally.

But as per our Engineer report the villa is not ready to connect Battery and inverter, so we kept the material at your office. This is to inform you that the delay is from your side.

Please inform as once when the villa is ready, our engineer will come and install the balance system.

**Thanks & Regards**

**Nagesh.Tata** | Manager Operations

**Titan Technocrats Pvt Ltd** | No. 16 | Aruna Enclave | Trimulghery | Hyderabad.

**T** +91 40 27791085 | **M** +91 9949702228 | **F** +91 40 27795629 | **Service:** +91-8008888804, +91 9949702228 | **Sales & Business Development :** +91-9949788491, +91- 9949741234, +91-8344794178 | **Dispatches :** +91-99497 40083

**www.titansolar.com**

*Handwritten signature and date: 23/7/13*

From: purchase@modiproperties.com

To: amkrishna@titansolar.com

CC: aravind.chodagam@titansolar.com; padmaja@titansolar.com; nagesh.tata@titansolar.com; vsc@modiproperties.com; gaurang@modiproperties.com

Subject: Re: Purchase order - Reg.

Date: Wed, 17 Jul 2013 10:42:33 +0530

Dear Sir,

You can supply the system as per our Purchase Order and install the same at villa no. 41, Villas @ Silver Creek, Ph-VII, Cherlapally.

For any assistance, you can contact our Project Manger Mr. Suryanarayana for doing the needful.

Thanks and regards  
 Srinivasa Rao

*Handwritten: Sir,*

*Handwritten: For your info please*

*Handwritten: H. A. Rao  
23/7/13*

23-Jul-13

"This e-mail message may contain confidential, proprietary or legally privileged information. It should not be used by anyone who is not the original intended recipient. If you have erroneously received this message, please delete it immediately and notify the sender. The recipient acknowledges that Su-Kam Power Systems Limited, are unable to exercise control or ensure or guarantee the integrity of/over the contents of the information contained in e-mail transmissions and further acknowledges that any views expressed in this message are those of the individual sender and no binding nature of the message shall be implied or assumed unless the sender does so expressly with due authority of Su-Kam Power Systems Limited. Before opening any attachments please check them for viruses and defects."

**"This e-mail message may contain confidential, proprietary or legally privileged information. It should not be used by anyone who is not the original intended recipient. If you have erroneously received this message, please delete it immediately and notify the sender. The recipient acknowledges that Su-Kam Power Systems Limited, are unable to exercise control or ensure or guarantee the integrity of/over the contents of the information contained in e-mail transmissions and further acknowledges that any views expressed in this message are those of the individual sender and no binding nature of the message shall be implied or assumed unless the sender does so expressly with due authority of Su-Kam Power Systems Limited. Before opening any attachments please check them for viruses and defects."**

Dear Sir,

Please find the enclosed bifurcation costing.

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor  
Motilal Nagar, Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad- 500016,  
Tel : +91-40-27717628  
Mob :+91-98854 56333.  
Email : rgopal@su-kam.com

Corporate Office:  
Su-Kam Power Systems Ltd.  
54, Udyog Vihar, Phase VI, Sector-37  
Gurgaon - 122001, Haryana, India  
Tel : +91-124-4170500  
Fax :+91-124-4038702,4038700  
www.su-kam.com

-----Original Message-----

From: Raja Gopal  
Sent: Wed 3/27/13 7:08 PM  
To: Gaurang; purchase@modiproperties.com  
Cc: V.Phani Kumar; Motukuru Uday Kiran  
Subject: RE: Costing for Solar Power Plant

Dear Sir,

At the outset I apologize for delay in sending the proposal for solar power plants, herewith the enclosed commercial proposal for your kind perusal as per the specifications.

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor  
Motilal Nagar, Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad- 500016,  
Tel : +91-40-27717628  
Mob :+91-98854 56333.  
Email : rgopal@su-kam.com

Corporate Office:  
Su-Kam Power Systems Ltd.  
54, Udyog Vihar, Phase VI, Sector-37  
Gurgaon - 122001, Haryana, India  
Tel : +91-124-4170500  
Fax :+91-124-4038702,4038700

18-Apr-13

**Purchase**

**From:** "Raja Gopal" <rgopal@su-kam.com>  
**To:** "Purchase" <purchase@modiproperties.com>; "gaurang" <gaurang@modiproperties.com>  
**Cc:** "Motukuru Uday Kiran" <mukiran@su-kam.com>; "V.Phani Kumar" <vp.kumar@su-kam.com>  
**Sent:** Thursday, April 18, 2013 12:09 PM  
**Subject:** RE: Costing for Solar Power Plant

Dear Sir,

At the outset I apologize for delay in replying, further to our discussions on cost freezing the raw materials like (lead and copper) price fluctuates depending on international market, by mid and end of the fiscal year prices may shoot up or even may come down to below quoted price. Due to the above reasons price can't be frozen for the below said period.

Thanks & Regards

Rajagopal.K  
 Area Sales Manager  
 Su-Kam Power Systems Ltd.  
 H No : 1-11-254/1, 1st Floor  
 Motilal Nagar, Begumpet  
 Lane Beside SBH Zonal Office  
 Hyderabad- 500016,  
 Tel : +91-40-27717628  
 Mob : +91-98854 56333.  
 Email : rgopal@su-kam.com

Corporate Office:  
 Su-Kam Power Systems Ltd.  
 54, Udyog Vihar, Phase VI, Sector-37  
 Gurgaon - 122001, Haryana, India  
 Tel : +91-124-4170500  
 Fax : +91-124-4038702, 4038700  
 www.su-kam.com

*urgent!*  
*meet MD*  
*discussion with this*

*SM*  
*18/4/13-*

*Spoke to MD.*  
*Waiting for R. Gopal's*  
*confirmation*  
*M. Rao*  
*18/4/13*

-----Original Message-----

**From:** Purchase [mailto:purchase@modiproperties.com]  
**Sent:** Thu 4/18/13 11:15 AM  
**To:** Anil Reddy G  
**Cc:** Motukuru Uday Kiran; V.Phani Kumar; Raja Gopal; gaurang  
**Subject:** Fw: Costing for Solar Power Plant

FW: Costing for Solar Power Plant Dear Sir,

Regret that till now we have not received the confirmation in writing for the below issue. We need it urgently.

Please respond immediately. Matter Urgent.

Thanks and regards  
 Srinivasa Rao

CC to: Mr. Udai Kiran, Branch Manager: Please ensure that the confirmation is sent now itself so that our Management take further action.

----- Original Message -----

**From:** Purchase  
**To:** Anil Reddy G  
**Cc:** Motukuru Uday Kiran ; V.Phani Kumar ; Raja Gopal ; Gaurang@modiproperties.com

18-Apr-13

POWER CONDITIONING UNIT: 2KVA -----1 no.

BATTERY BANK: 12V,180AH-----4 nos.

The final price of the solar power pack is Rs.146596/- including taxes and transportation.

Installation charges are extra as per the actuals.

Hoping for a positive reply.

Thanks & Regards

ANIL REDDY.G  
AREA SALES MANAGER-SOLAR(CHANNEL SALES)  
SU-KAM POWER SYSTEMS LTD  
H.NO: 1-11-254/1, 1ST Floor  
Motilal Nagar , Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad - 500016, Andhra Pradesh  
Mobile:+91 9177819000  
Tel: 040-27717628  
Email: anil.reddy@su-kam.com.

90522-22970  
Venkatesh

-----Original Message-----

From: Raja Gopal  
Sent: Wed 4/3/2013 4:41 PM  
To: Anil Reddy G  
Subject: FW: Costing for Solar Power Plant

fyi

Thanks & Regards

Rajagopal.K  
Area Sales Manager  
Su-Kam Power Systems Ltd.  
H No : 1-11-254/1, 1st Floor  
Motilal Nagar, Begumpet  
Lane Beside SBH Zonal Office  
Hyderabad- 500016,  
Tel : +91-40-27717628  
Mob :+91-98854 56333.  
Email : rgopal@su-kam.com

Corporate Office:  
Su-Kam Power Systems Ltd.  
54, Udyog Vihar, Phase VI, Sector-37  
Gurgaon - 122001, Haryana, India  
Tel : +91-124-4170500  
Fax :+91-124-4038702,4038700  
www.su-kam.com

-----Original Message-----

From: Raja Gopal  
Sent: Sat 3/30/13 3:59 PM  
To: Gaurang; purchase@modiproperties.com  
Cc: V.Phani Kumar; Motukuru Uday Kiran  
Subject: RE: Costing for Solar Power Plant

18-Apr-13

Sent: Monday, April 15, 2013 5:42 PM  
Subject: Re: Costing for Solar Power Plant

Dear Sir,

Sub: Solar Power Systems to our Villas at Siver Creek, Cherlapally site.

Ref: Your quote dtd. 04 April, 2013.

With reference to your quote cited above and subsequent discussions you had with our Director regarding supply and installation of Solar Power Systems to our above site.

In this regard we would like to inform you that we want a written confirmation on the following:

- 1) Rates to be freezed as per the quote and negotiations.
- 2) We will start to issue Purchase Orders from August, 2013 . Delivery as per our schedule from Sept. 2013 to March, 2014.

Please confirm your acceptance on the above, so that we will proceed further.

Thanks and regards

Srinivasa Rao

Asst.Manager-Purchase.

----- Original Message -----

From: Anil Reddy G

To: purchase@modiproperties.com ; Gaurang@modiproperties.com

Cc: Motukuru Uday Kiran ; V.Phani Kumar ; Raja Gopal

Sent: Thursday, April 04, 2013 8:53 AM

Subject: FW: Costing for Solar Power Plant

Sir,

As per the discussions we are giving you the final price for the 2 types of solar power pack proposed.

TYPE 1:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

POWER CONDITIONING UNIT: 1KVA ----- 1 no

BATTERY BANK: 12V,180AH----- 2 nos.

The final price of the solar power pack is Rs.108000/- including taxes and transportation.

Installation charges are extra as per the actuals.

TYPE 2:

SOLAR PANEL: 1KW----- (250WP x 4 nos)

18-Apr-13

26.4.13

Arno World

U.S.P.

Solar Systems

- VSC - Chulapally,  
Ph. VII.

Break up - Cost

1) Solar Panel - 1000 WP

94%  
at 100%  
10 Yr  
10 Yr  
12 W

2) P.C.U. - 2 KVA

1.5 KVA - 1840  
watts  
peak

3) Tubular Batteries - 180 AH - 2 nos.  
360 AH  
400 AH - 4 x 100 AH

200 x 12

Subsidy - 30%

1 KW min. by 2.24 Lacs

August 2013 - March 2014

SMW

**Gaurang**

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**From:** "Kalmadi Anu" <kalmaidisolar@gmail.com>  
**To:** <gaurang@modiproperties.com>  
**Cc:** <purchase@modiproperties.com>  
**Sent:** Tuesday, April 09, 2013 7:20 PM  
**Attach:** intro.docx; Solar Power to Your home.docx; Anu\_SPG smart.pdf; modi builders.docx; modi builders.docx  
**Subject:** Quotation for Solar mini power plants

Dear Mr Gaurang Modi,

We thank you for the courtsey extended to our Senior Manager Mr Ajay Kumar, today, and further to your enquiry I am sending you the quotation for 2 KW Solar Power Generation Plant for your forthcoming Villas.

Attached pl find the Introduction for Anu Solar along with the working of Solar system, along with technical spec for the system.

Pl let us know if you have any further query in this regards,

Thanking you,

regards,

**Girish Kalmadi**

**KALMADI SOLAR SYSTEMS**

No.2-3-7 Citizen Estate, 1st floor,  
M.G Road,Secunderabad-500003, A.P.  
Ph: 040-27843343,

E-mail:[kalmaidisolar@gmail.com](mailto:kalmaidisolar@gmail.com)

10-Apr-13

Date: 09.04.13,  
Place: Secunderabad.

To,  
Gaurav Modi  
Modi Properties  
Secunderabad

## Quotation for Solar Power Generator

Dear Sir,  
We thank you for your enquiry for Solar Power Generator for your villas and as required by you, we are giving you're the quotation for solar power generator for the following Load used for your upcoming Villas.

## QUOTATION

| S.NO | PRODUCT CODE                                                                                            | QTY | INCLUSIVE PRICE | TOTAL       |
|------|---------------------------------------------------------------------------------------------------------|-----|-----------------|-------------|
| 1    | SOLAR POWER GENERATOR 2KW ES WITH 920 WATT SOLAR MODULE AND 400 AH SOLAR TUBULUR BATTERY ON 24V CIRCUIT | 1   | 2,30,000.00     | 2,30,000.00 |

## Terms and conditions of the Sale.

| No | Description.                | Details.                                                                                                                                             |
|----|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| 01 | Price basics                | Ex. Kalmadi solar system, Secunderabad.                                                                                                              |
| 02 | Taxes & Duties.             | <b>5 % Vat Extra, Inclusive of full installation of the Solar PV on roof top, integrating batteries, and synchronization of solar upto your load</b> |
| 03 | Civil Works/internal Wiring | <b>Clients Scope, completion within 2 weeks from the date of your order</b>                                                                          |
| 05 | Delivery                    | 30 Days from date of receipt of your clear order.                                                                                                    |
| 06 | Validity of this offer.     | 30 Days from date of this offer.                                                                                                                     |
| 07 | Payment Terms.              | 80% Advance with Purchase Order. 20% before dispatch.                                                                                                |
| 08 | Warranty.                   | Three Years against manufacturing defects. 5 Years on Battery, 10 years on Solar modules                                                             |

We sincerely hope that the above offer is in line with your requirements and if you require any more clarifications please feel free to contact the undersigned, waiting for your prompt reply.

Thanking you and assuring you our best services at all the times,

Kind Regards,

For Kalmadi Solar Systems  
GIRISH KALMADI  
9394760582

Date: 09.03.2013

To  
Mr. Gaurang Modi  
Secunderabad.

Place:

### **An Introduction to Anu Solar Power Private Limited.**

Anu Solar Power Pvt. Ltd. is the result of the synergy of innovative ideas and commitment to quality by a group of dedicated technocrats. Founded in 1979, it has grown rapidly over the last two decades with a diversified product range and with a clear focus on Solar Energy devices. The emphasis on quality has led to the company getting ISO 9001 - 2008 certification by Bureau Veritas Quality International and BIS certification from Government of India. More important is the faith reposed by the customers in the entire range of products.

During the past three decades, the company has gained vast experience in designing and manufacturing of Solar Lighting systems, Solar Water Heating Systems and allied products. With a strong design and manufacturing back ground, we have developed ourselves as a leading manufacturer of solar energy systems to cater to almost all range of related products. The company's works and administration blocks are housed in a 50000 Sq. Ft. facility, which is one of the largest in India. Related infrastructure setup, System designing, manufacturing and testing is also available in house. Communication network, computerized environment, Automation etc. are all in place for safety, quality and an eco-friendly environment.

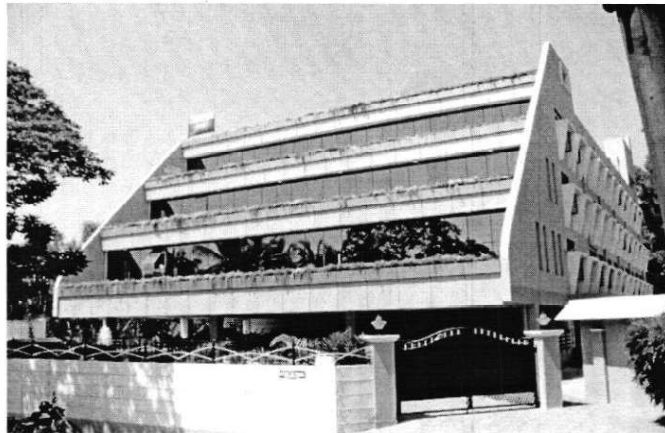
### **Our Products:**

- Solar Power Generators.
- Solar Lighting systems for various applications.
- Solar Thermal systems for different applications.
- LED. Luminaries for different applications.

### **Infra-structure and facilities - Anu Solar Power Private limited.**

- ❖ Manufacturing facility - Multi storied building approximately 50000.Sq.Feet, fitted with separate lifts for Materials and Passengers.
- ❖ Head Office - Same location approximately 5000.Sq.Fet.
- ❖ Standards and approvals.
- ISO.9001-2001, certification from BVQI, London.
- BIS certificate from Bureau of Indian Standards, India.
- Registration with DGS&D - Government of India.
- Product approvals from MNRE - Government of India.

**Anu Solar Power Private Limited**  
**Regd Office/Factory**



- ❖ Operation integration – Through SAP- ERP, one of the best available in the world.
- ❖ Management – Private Limited Company, Well experienced Industry specialists, and Technocrats are heading various operations.
- ❖ Employees- Total strength – 500 plus. Inclusive of senior professionals and supporting Staff.
- ❖ Machineries - All advanced CNC machineries are available for making superior quality solar energy products. Following are the few of them, CNC metal pressing machines, CNC. metal cutting machine, PUF filling machine, Ultrasonic Welding Machines, TIG welding Machines, ARC welding Machines, Power Press, Powder coating Facility, Advanced Lathe Machines, Drilling Machines, Automatic PV panel laminating Machine, Advanced SUN simulator, Solar Cell Testing Machine, All type of Electronic testing Machines for designing and testing PCBs and electronic equipments etc

We sincerely hope that the above offer is in line with your requirements and if you require any more clarifications please feel free to contact the undersigned, waiting for your prompt reply.

Thanking you and assuring you our best services at all the times,

Kind Regards,

**GIRISH KALMADI**  
**CEO-KALMADI SOLAR SYSTEMS**  
9394760582

## Quality of manufacturing - Our ISO certificate from BVQI.

**BUREAU VERITAS**  
Certification



### *Certification*

*Awarded to*

## **ANU SOLAR POWER PRIVATE LIMITED**

248, 3RD CROSS, 8TH MAIN, 3RD PHASE, PEENYA INDUSTRIAL AREA,  
BANGALORE - 560 058, KARNATAKA, INDIA.

*Bureau Veritas Certification (India) Private Limited certify that the  
Management System of the above organisation has been audited and found  
to be in accordance with the requirements of the standard detailed below*

*STANDARD*

## **ISO 9001:2008**

### *SCOPE OF SUPPLY*

DESIGN, MANUFACTURE, SUPPLY, INSTALLATION, COMMISSIONING AND SERVICING OF SOLAR  
WATER HEATING (EVACUATED TUBE COLLECTORS/ FLAT PLATE COLLECTORS) SYSTEMS,  
SOLAR THERMAL SYSTEMS, SOLAR PHOTOVOLTAIC MODULES & ALL TYPES OF SOLAR  
POWERED EQUIPMENTS LIKE LED LIGHTS AND ACCESSORIES, SOLAR POWERED LED AND CFL  
STREET LIGHTS, SOLAR POWERED TRAFFIC SIGNALS, SOLAR POWERED HOME LIGHTING  
SYSTEMS AND POWER PACKS, SOLAR POWERED LANTERNS, SOLAR POWERED ROAD STUDS,  
SOLAR POWERED READING LIGHTS AND SOLAR POWERED WATER PUMPING SYSTEMS.

### *PERMITTED EXCLUSION (S)*

NIL.

*Original Approval Date:* 20 February 2008

*Next Recertification Due Before:* 18 January 2014

*Subject to the continued satisfactory operation of the organisation's Management System,  
this certificate is valid until:* 19 February 2014

*To check this certificate validity please call:* +91 22 6695 8300

*Further clarifications regarding the scope of this certificate and the applicability of the  
Management System requirements may be obtained by contacting the organisation.*

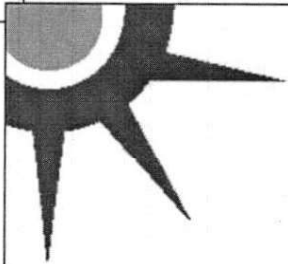
*Certificate Number:* IND10.1512

**R. K. SHARMA**  
Director



QW 002

*Certification / Managing Office Address: "Marudh Centre" 6th Floor, Krishnaiah Marudh Marg,  
Opp. Anas Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai - 400 072, India.*



**POWER TO THE PEOPLE**



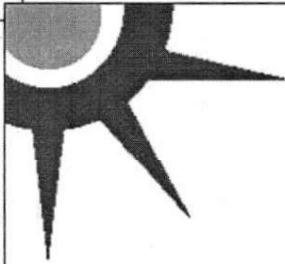
## The Genesis

Anu Solar is the pioneer in harvesting Solar Power in India and has been in existence for more than two decades. It had extensive and intensive exposure to the growth and development of the renewable energy sector in the country. The organizations founding fathers share a deep commitment to develop world class renewable energy products for the Indian masses, at affordable rates. One of the few companies with a significant and highly accomplished R&D team, Anu Solar Power has developed and customized a host of products, from solar water heaters, LED lights and solar power generators for the Global scenario. Anu Solar Power traces its founding spirit back to the early eighties, when the nationalistic, selfless entrepreneurial spirit was at its shining best. The abiding force behind Anu Solar Power is the desire to be energy sufficient, and to harness clean renewable energy for economic growth.

## Solar Power Generators

India is currently facing a huge power crisis with the energy deficit currently at 11% and peak energy deficit touching almost 18%. With India's energy need rising at 10%, it is extremely important to bridge the gap between supply and demand. This is one area where Solar power is very advantageous. Today when a thermal power plant or a hydel plant requires more than 5 years for planning, installing and commissioning, a solar plant of the same capacity can be completed in less than six months. Apart from the deficit in generation of energy, the energy deficit is largely due to T&D losses, poor transmission and distribution infrastructure. Decentralized power is the ideal solution for this scenario where OFF GRID solar systems play a very important role.

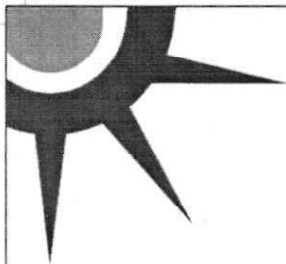
Today Solar Power has reached grid parity in India and has become a very attractive investment opportunity for prospective customers. To ensure that the power you receive from Solar is the purest form of energy, We have designed, developed and manufactured India's best Solar Power Generator in collaboration with a German company Smart Energy-systems International (SEI AG). The joint venture was signed in March 2012 and the new company Anu Smart Energy-systems India Pvt.Ltd. was registered in April 2012. Our Solar Power Generators are compact, elegantly designed and free of any significant noise. They are the best ever onetime investment you can give yourself and your family, besides relieving your pocket of the monthly pressures of an electric bill.



## **UNLEASHING UNINTERRUPTED RELIABLE POWER. SOLAR POWER**

**The Sun has been beaming power for the last 5 billion years  
and it will be so for another 10 billion.**

**Reliability - unmatched by any man-made power systems,  
or by any other natural resources like hydel or wind.**



## Solar Power Generators Smart Series

German Technology At Work