

VRM – Company Profile





ABOUT VRM

VRM Energy Consultancy Services Private Limited also known as “**VRM**” the fastest growing company in the renewable energy sector. VRM is a leading engineering company based in Bangalore, India with expertise in the solar industry, project management, electrical installation, LED’s Lighting Solution, civil & environmental engineering.

With established leadership and pioneering efforts in the field of renewable energy applications, we provide expertise, strategic and financial support to increase competitiveness in a complex energy market that continues to evolve rapidly. It is being promoted by well-known experts in the fields of engineering, science, climate change, social sciences and policy making.

VRM encourage its team to enhance the interaction with clients for better understanding of client challenges, time lines and work towards the goal without compromising quality standards. VRM maintains good relationships and tie up with professionals from industrial academia, governments along with the subject experts to bring in latest solutions which make real difference in addressing the issues.

The factors giving an edge to VRM over competition:

- Highly qualified & experienced team with more than 50 years of cumulative experience in Solar PV Projects
- The team is a mix of technical & finance professionals
- Strong domain expertise in solar photovoltaic technology
- Through understanding of state & central government policies for solar power projects in India

WHY YOU SHOULD CHOOSE VRM

Emphasis on quality:

VRM emphasizes greatly on quality by ensuring that every single component in your solar PV plant is world class – right from the modules to the inverters to the mounting structure.

World Class Engineering:

VRM’s substantial experience in engineering PV plants in India with world class project management capabilities offer you an unmatched solution.

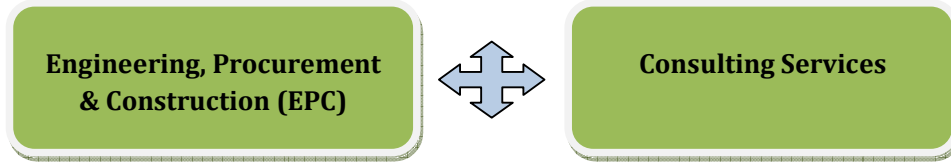
Guaranteed Performance:

VRM Energy guarantees the performance ratio of every PV plant that it constructs ensuring that your revenue streams are steady.





SERVICES OFFERED BY VRM



Engineering, Procurement & Construction (EPC):

VRM offers Engineering, Procurement and Construction (EPC) services in the following infrastructure business segments:

- EPC – Solar Rooftop & Ground Mounted
- LED Lighting Solutions
- Electrical Installation
- Transmission and Distribution

Consulting:

VRM offers consulting services in the following business segments:

- Power Trading - Third Party & Group Captive Scheme
- Solar Financing
- Renewable Energy Advisory
- Carbon Advisory

ENGINEERING, PROCUREMENT & CONSTRUCTION (EPC)

With its unique “concept to commissioning” execution model that considers time, cost and quality parameters, VRM is an established industry leader in executing large projects. The organization has several years of experience in implementing infrastructure projects in power, transmission, transportation and industrial sectors through the EPC route.

SOLAR EPC – ROOFTOP & GROUND MOUNTED

VRM offers end to end services in setting up grid connected/off grid/Rooftop based Solar Photovoltaic power projects. Our Solar division is specialized in the setting up of solar photo voltaic power plants on EPC or turnkey basis. It conceives & implements solar power projects from the conception to installation and maintenance, using the best available technologies and cutting edge technical solutions by relying on highly qualified professionals to accomplish the deliverables to the highest international standards.





VRM Provides:

- Site Survey and Land Selection
 - Site Contour Survey
 - Selection of good land to reduce earth work and maximum power generation
 - Qualitative and Quantitative Analysis of Solar Insolation and Grid power available at site
 - Load Bearing Capacity of Soil at Site
- Liaisoning with End Customer / Government
 - Power Purchase Agreement (PPA)
 - Grid Continuity for Power Evacuation
 - Clearances from Environmental Pollution Control Organization, DISCOM, CERC, State nodal agency of MNRE, Local Governments, etc.,
- Preparation of Detailed Project Report
 - Technical
 - Site Feasibility, Calculation of Earth Work and Factors of Maximum power generation
 - Civil and Electrical Master Plan
 - System Design, Technology Selection and Generation Forecast
 - Financial Modeling
 - Detailed Estimate of Cash Flow
 - Pay Back Calculations
- Basic & Detailed Engineering
 - Single Line Diagram (SLD)
 - Civil Master Plan
 - Electrical Master Plan including power evacuation system
 - Component Selection, Bill of Material
 - Design & Implementation of Mounting Structures
 - Implementation of Solar PV Power Projects
- Preparation of RFQ
 - An Exhaustive and targeted request for quotation RFQ document to get flawless quality and desired quantity material in targeted time and cost.
 - This also bound the guaranty / warrantee terms and conditions of desired material and energy generation
- Installation and Pre Commissioning test
 - Implementation of kW & MW scale
 - Our Experienced installation team ensures / serves you flaw less and quality installation followed by pre commissioning tests in presence of third party QC engineers
- Commissioning and Power Evacuation
 - The joint efforts of our dedicated commissioning team along with power evacuation Liaisoning engineers support us to achieve in time, quality and maximum power evacuation.
- Acceptance test between supplier and customer





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- Our transparent, predefined, itemized, step by step, acceptance test plan in presence of customer strengthens us to maintain long relations with them.
- Operation and Maintenance

LED LIGHTING SOLUTIONS

VRM is supplying PHILIPS make LED Lights to their customers. VRM is helping its clients for energy efficiency by LED replacement with the existing conventional lamps. We believe in energy efficient lighting solutions for industry that reduce environmental impact and save on cost, at the same time improve quality and productivity. VRM is committed towards improving the lives of the people by providing efficient and glare free lighting. Our products are eco friendly and help customers in saving significantly on energy consumption and costs. Better lighting also makes people feel safe in night as in day.



VRM's lighting strategy is focused simultaneously on commercial and residential markets. This strategy is clearly represented in the product portfolio. All of the lamps and luminaries are catered towards all regional lighting needs in multiple applications such as in retail, hospitality, healthcare, industry and office lighting.

Relating to these applications, VRM continues to provide excellent lighting solutions and is striving to develop market leading technology with excellent quality and global reach.

ELECTRICAL INSTALLATION

VRM has focused mainly in Tamilnadu, Karnataka & Andhra Pradesh markets providing services for the entire High Voltage (HV) & Low Voltage (LV) Electrical Systems. VRM has expertise on complete electrical Solutions & Services, Comprising: Transformers, Substations, Compact Substations, HT Panels, LT Panels, Cabling, DG Sets, ATS, UPS Systems, Static Transfer Switches, Earthing and Internal & External Electrification





TRANSMISSION & DISTRIBUTION

VRM ventured into Transmission & Distribution through Re-Structured Accelerated Power Development and Reforms Programme (R-ADPRP) under Ministry of Power for Renovation, Modernization and strengthening of 11 kV level substations, transformers, re-conductoring of lines at 11 kV level and below, load bifurcation, feeder separation, load balancing, HVDS, Aerial Bunched Conductoring in dense areas, replacement of electromagnetic energy meters with tamper proof electronic meters, installation of capacitor banks, etc.,

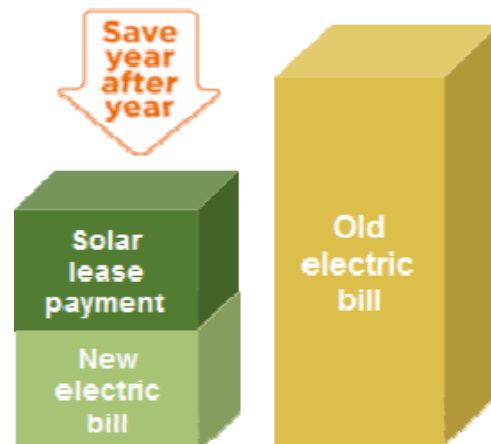
In exceptional cases, where the sub-transmission system is weak, strengthening at 33 kV or 66 kV levels may also be considered.

CONSULTING SERVICES

SOLAR FINANCING

VRM provides solar energy to business centers, Schools, Colleges, Universities & Industries, etc., at a lower cost than they pay for energy generated by burning fossil fuels like coal, oil & natural gas. We finance, design, build, operate & maintain your high quality solar power plant, empowering you on each step towards energy independence by helping you lock-in savings, at no hassle, for a lifetime.

Specially, VRM provides the opportunity for organizations to generate revenue by leveraging their rooftops space and vacant land for the onsite installation of Solar PV Systems. With absolutely no upfront capital invested, VRM customers save on their electricity spends from day one. By leveraging our strong relationships with leading technology providers, local installers and most importantly, the investment community for 100% funding assurance, we ensure long term, high quality power delivery to you at no upfront cost.



A Solar lease (or a Solar Power Purchase Agreement) lets you pay for the energy the solar panels produce instead of purchasing / leasing the panels itself. PPA can have either fixed, escalating or de escalating monthly payments over the lifetime of the agreement, which can be minimal of fifteen years or more.

In a sense, we own, maintain and take complete responsibility of the system. You simply get a much lower monthly electricity bills from a clean, renewable source of





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energy. The advantage of a solar lease is that instead of making a large upfront investment in Solar Panels, you can get started for little to no money down. Figuring out if a Solar lease is worthwhile is easy if the monthly lease payment is less than what you are currently paying per month for electricity, leasing probably makes economic sense for you. You will be able to start saving money from the first day your panels are installed, for little time to no upfront investment.

What We Do?

We handle entire project flow from Concept to delivery, Generate Clean Returns and Share them with you.



We invest, so you don't have to. No Capital Investment from your business.

We customize the system

We handle maintenance & energy monitoring

You pay for solar power, not panels – just like your electricity bills but only cheaper

The System is yours after our contract expires - **enjoy free Solar Power thereafter**

POWER TRADING – GROUP CAPTIVE / THIRD PARTY

VRM is engaged in the business of Power Trading and is focused on providing hassle free energy transactions for its clients with all regulatory and strategic support for a quick, effective single window clearance for both renewable and non renewable power.

VRM has trained and well experienced man power to conduct its power trading operations. The company actively engages and specializes in trading of wind energy. The company has established excellent relationships with its stakeholders and has dealt with



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various electricity utilities of states such as Karnataka, Andhra Pradesh & Tamilnadu. VRM Energy has a pan India clientele which comprises CPP's, Industrial Customers and IPP's in Tamilnadu, Karnataka & Andhra Pradesh for assist in selling and purchase of power.

CARBON ADVISORY

VRM is a leading solution provider in clean and green technologies. Our Carbon Advisory team is led by highly qualified & experienced professionals to accomplish the deliverables to the international standards.



VRM Energy provides end to end solutions in Carbon Advisory from identifying till registering climate projects through to marketing the resulting carbon credits and obtaining project related finance. VRM Energy is having direct buyer who could purchase CER & VER at the best price in the market. VRM Energy has played a vital role in major VER & CER transaction.

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