



**ACME SOLAR HOLDINGS
LIMITED**

IPO NOTE

November, 2024

ISSUE HIGHLIGHTS

- The Company was originally incorporated as “ACME Solar Holdings Pvt. Ltd” at Haryana, in June 2015. Subsequently, the company was converted into a public limited company in May 2024 and the name of the company was changed to “ACME Solar Holdings Ltd”. The company is a **renewable energy company** in India with a portfolio of solar, wind, hybrid and firm and dispatchable renewable energy (“FDRE”) projects.
- ACME Solar Holdings is **one of the largest renewable energy independent power producers (“IPP”)** in India and **among the top 10 renewable energy players** in India in terms of **operational capacity** as of June 30, 2024.
- The **ACME Group** has a track record of developing, executing and commissioning a total of **2,719 MW (3,668 MWp)** of solar power projects in **12 states** in India from inception.
- ACME Solar Holdings **under construction Contracted Project capacity** of **3,250 MW** includes 1,500 MW (2,192 MWp) of Solar projects, 150 MW of wind projects, 1,030 MW of hybrid projects and 570 MW of FDRE projects.
- The company’s **under construction Awarded Project capacity** of **1,730 MW** consisting of 600 MW (870 MWp) of solar power projects, 450 MW hybrid power projects and 680 MW of FDRE power projects.
- The company has an **integrated in-house approach** to executing its **renewable projects across the entire life cycle** of developing a project, from PPA signing to the project achieving commercial operations **within 18 - 24 months** and subsequently operating and maintaining the project.
- The **majority of the company’s portfolio is contracted through long-term power purchase agreements with central and state government backed entities** typically for a period of 25 years. As of June 30, 2024, the **weighted average residual period** (based on the contracted capacity) under the PPAs for all the Operational Projects was **19.94 years**.
- The company has a **wide portfolio of projects spread across different renewable energy technologies**. The company’s projects are located across **10 Indian states** of Rajasthan, Gujarat, Punjab, Madhya Pradesh, Uttar Pradesh, Bihar, Chhattisgarh, Andhra Pradesh, Odisha and Telangana.

BRIEF FINANCIAL DETAILS*

(₹ IN CR)

	As at June 30th,		As at Mar’ 31,		
	2024 (3)	2023 (3)	2024 (12)	2023 (12)	2022 (12)
Share Capital	104.44	104.44	104.44	104.44	104.44
Net Worth as stated	1,942.12	1,980.77	2,590.87	1,900.56	1,908.76
Total Borrowings	9,319.91	8,472.33	8,217.59	8,657.35	7,563.60
Revenue from Operations	309.64	369.13	1,319.25	1,294.90	1,487.90
Revenue Growth (%) as stated	(16.12)	-	1.88	(12.97)	-
EBITDA as stated	271.72	321.70	1,089.15	1,172.59	1,240.32
EBITDA Margin (%) as stated	87.75%	87.15%	82.56%	90.55%	83.36%
Net Profit for the period	13.89	823.31	6,97.78	(31.74)	620.10
Net Profit (%) as stated	0.41%	19.30%	47.59%	(0.23%)	3.97%
EPS – Basic & Diluted (₹)	0.03 [^]	1.48 [^]	12.55	(0.06)	1.12
Net Debt/Equity	3.89	3.68	2.66	3.85	3.56
RONW (%)	0.07%	4.16%	26.93%	(0.17%)	3.25%
NAV (₹)	37.19	37.93	49.61	36.39	36.55
Cash ROE (%) as stated	2.93%	8.02%	38.83%	25.34%	31.87%
Installed Capacity (MW)	1,340.00	1,459.00	1,340.00	1,459.00	1,159.00

Source: RHP, [^] not annualized

Issue Details

Fresh Issue of up to ₹ 2,395 Cr and Offer for Sale of Up to ₹ 505 Cr

Issue size: ₹ 2,900 Cr

No. of shares: 10,54,94,134[^]-10,03,81,678[#] Shares

Face value: ₹ 2/-

Employee Reservation: Shares aggregating Upto ₹ 10 Cr

Price band: ₹ 275-289

Bid Lot: 51 Shares and in multiple thereof

Employee Discount: ₹ 27/share

Post Issue Implied Market Cap =

₹ 16,757~ Cr - ₹ 17,488[^] Cr

BRLMs: Nuvama Wealth Management, ICICI Securities, JM Financial, Kotak Mahindra Capital, Motilal Oswal Investment Advisors

Registrar: KFin Technologies Limited

Issue opens on: Wednesday, 6 November 2024

Issue closes on: Friday, 8 November 2024

Indicative Timetable

Activity	On or about
Finalisation of Basis of Allotment	11-11-2024
Refunds/Unblocking ASBA Fund	12-11-2024
Credit of equity shares to DP A/c	12-11-2024
Trading commences	13-11-2024

Issue break-up

	No. of Shares		₹ In Cr		% of Issue
	@Lower	@Upper	@Lower	@Upper	
QIB	7,88,18,183	7,50,00,001	2,167.50	2,167.50	75%
NIB	1,57,63,636	1,49,99,999	433.50	433.50	15%
-NIB2	1,05,09,090	99,99,999	289.00	289.00	
-NIB1	52,54,546	50,00,000	144.50	144.50	
RET	1,05,09,090	99,99,999	289.00	289.00	10%
EMP	4,03,225	3,81,679	10.00	10.00	-
Total	10,54,94,134	10,03,81,678	2,900.00	2,900.00	100%

NIB-1=NII Bid between ₹ 2 to 10 Lakhs

NIB-2 =NII Bid Above ₹ 10 Lakhs

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII-Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	51 Shares	714 Shares	3,468 Shares
Minimum Bid Lot Amount (₹)	₹ 14,739 [^]	₹ 206,346 [^]	₹ 10,02,252 [^]
Appl for 1x	1,96,078 Applications	7,003 Applications	14,006 Applications

Listing: BSE & NSE

Shareholding (No. of Shares)

Pre-issue	Post issue [^]	Post issue [#]
52,22,07,910	60,93,38,408	60,51,15,540

[^]@Lower price Band [#]@ Upper Price Band

Shareholding (%)

	Pre-Issue	Post-Issue
Promoter	100.00%	83.41%
Public	-	16.59%
Total	100.00%	100.00%

BACKGROUND

Company and Directors

The Company was originally incorporated as “ACME Solar Holdings Pvt. Ltd” at Haryana, in June 2015. The company was converted into a public limited company in 2017 and converted into private limited company in 2020. Subsequently, the company was converted into a public limited company in May 2024 and the name of the company was changed to “ACME Solar Holdings Ltd”. The company is a renewable energy company in India with a portfolio of solar, wind, hybrid and firm and dispatchable renewable energy (“FDRE”) projects.

Brief Biographies of Directors & Key Managerial Personnel

Manoj Kumar Upadhyay is the Chairman and Managing Director and one of the Promoters of the Company. He is the founder of the ACME Group and is responsible for establishing the ACME Group. He has experience in power, telecommunications, energy management and storage sectors. Further, he is an inventor of the patents registered in the name of ACME Tele Power (now ACME Cleantech Solutions)

Nikhil Dhingra is the Whole-Time Director and Chief Executive Officer of the Company. He has been associated with the company since February 3, 2023. Previously he was associated with Oriental Tollways Pvt. Ltd as the chief executive officer, and ICICI Securities as the VP – Corporate Finance.

Shashi Shekhar is the Whole-Time Director and Vice Chairman of the Company. He has been associated with the company since April 9, 2018. Previously he was associated with the Ministry of New and Renewable Energy as the joint secretary, Ministry of Environment, Forests and Climate Change as an additional secretary and with the Ministry of Water Resources, River Development and Ganga Rejuvenation as a secretary. He has held the positions of MD at PTC Energy and Indian Energy Exchange.

Atul Sabharwal is an Independent Director of the Company. He has been associated with the Company since September 18, 2017. Currently, he is the founder and CEO of Snipp Interactive Inc. since 2012. He has also worked with America Online Inc. as a business development director in digital services strategic development, News Television (India) Pvt. Ltd and the Boston Consulting Group.

Sanjay Dhawan is an Independent Director of the Company. He has been associated with the Company since June 29, 2024. He has experience in power solutions and technology. Previously, he was associated with Shriram Fertilisers & Chemicals, Cadbury India, and The Delhi Cloth & General Mills Co. He is currently the MD of Punchline Energy Pvt. Ltd.

Anuranjita Kumar is an Independent Director of the Company. She has been associated with the Company since April 25, 2024. Previously she was associated with RBS Services India Pvt. Ltd as the managing director, human resources department and the Citi Group and is part of the council of advisors for the American India Foundation. She is currently the co-founder and chief executive officer at We-Ace.

Purushottam Kejriwal is the Chief Financial Officer of the Company. He has been associated with the Company since April 3, 2024, and is responsible for financial management, fund raising and strategic planning of the Company. Prior to joining the Company, he was associated with Adani Enterprises as the vice president, India Power Corporation as the vice president – resource mobilization, Adhunik Power and Natural Resources as the senior deputy general manager (finance), RDB Industries as the vice president (strategic finance) and J L Morison (India) as a company secretary.

Rajesh Sodhi is the Assistant Vice President, Company Secretary and Compliance Officer of the Company. He has been associated with the Company since January 1, 2017 and was associated with ACME Cleantech since September 6, 2010 prior to his transfer to the Company. Previously, he was associated as company secretary at NKG Infrastructure, Surya Food & Agro, Essel Shyam Technologies, BLS Polymers, Padmini Polymers and Shri Vardhman Overseas.

OBJECTS OF THE ISSUE

Objects	Amount (₹ Cr)
<ul style="list-style-type: none"> Investment in Subsidiaries for repayment/prepayment, in full/part, of certain outstanding borrowings availed by the Subsidiaries 	1,795.00
<ul style="list-style-type: none"> General Corporate Purposes 	[•]
Total	[•]

OFFER DETAILS

Fresh Issue	No. of Shares	WACA per Equity Share (₹)
Fresh Issue (₹ 2,395 Cr)	Upto 8,71,30,498 ~ 8,29,07,630 ^ Equity Shares	-

The Offer for Sale by: Promoter Selling S/h	No. of Shares	WACA per Equity Share (₹)
ACME Cleantech Solutions (₹ 505 Cr)	Upto 1,83,63,636-1,74,74,048 Equity Shares	28.31

SHAREHOLDING PATTERN

Shareholders	Pre-offer		Fresh Issue and Offer for Sale Shares	Post-offer	
	Number Equity Shares	% of Total Equity Share Capital		Number Equity Shares	% of Total Equity Share Capital
Promoter	52,22,07,910	100.00%	1,74,74,048	50,47,33,862	83.41%
Promoters Group	-	-	-	-	-
Total for Promoter & Promoter Group	52,22,07,910	100.00%	1,74,74,048	50,47,33,862	83.41%
Public	-	-	8,29,07,630	10,03,81,678	16.59%
Total for Public Shareholder	-	-	8,29,07,630	10,03,81,678	16.59%
Total Equity Share Capital	52,22,07,910	100.00%		60,51,15,540	100.0%

(^ at upper price band)

BUSINESS OVERVIEW

ACME Solar Holdings is a renewable energy company in India with a portfolio of solar, wind, hybrid and firm and dispatchable renewable energy ("FDRE") projects. It is one of the largest renewable energy independent power producers ("IPP") in India and among the top 10 renewable energy players in India in terms of operational capacity as of June 30, 2024.

The Company was established in 2015 to consolidate the ACME Group's renewable energy business and to participate in the opportunities in the Indian renewable energy industry. The ACME Group is promoted by Manoj Kumar Upadhyay and ACME Cleantech was incorporated in 2003. It originally operated as a provider of energy management solutions to wireless telecom operators in India and subsequently entered the renewable energy generation business in 2009.

The ACME Group has been one of the early entrants in the solar IPP business in India and commissioned its first solar power plant in FY 2012. The ACME Group has a track record of developing, executing and commissioning a total of 2,719 MW (3,668 MWp) of solar power projects since inception.

The company has diversified and expanded its portfolio from solar power projects to become an integrated renewable energy company in India. The company develops, builds, owns, operates and maintains utility scale renewable energy projects through its in-house engineering, procurement and construction ("EPC") division and operation and maintenance ("O&M") team, and generates revenue through the sale of electricity to various off-takers including central and state government-backed entities.

The company has an aggregate Operational Project capacity of 1,340 MW (1,826 MWp) solar power projects; Under Construction Contracted Project capacity of 3,250 MW including solar power projects of 1,500 MW (2,192 MWp), wind power projects of 150 MW, hybrid projects of 1,030 MW and FDRE projects of 570 MW; and Under Construction Awarded Project capacity of 1,730 MW comprising 600 MW (870 MWp) of solar power projects, 450 MW hybrid power projects and 680 MW of FDRE power projects.

According to CRISIL FDRE projects offer firm power supply as per demand given by utilities and a higher capacity utilization factor ("CUF") compared to pure-play solar and wind projects. Further, according to the CRISIL Report, expected tariff ranges have resulted in being higher than the norm of ₹ 2.5 to ₹ 2.6 per unit, approaching the range of ₹3 to ₹ 5 per unit. The company strategically divested certain solar power projects to investors delivering value to the shareholders, with a cumulative capacity of 1,379 MW (1,842 MWp) and used the proceeds from such sales to grow the business.

Overview of company's Operational, Under Construction Contracted Projects & Under Construction Awarded Projects

Particulars	Contracted Capacity (AC) MW	Solar (AC) MW	Solar (DC) MWp	Wind MW	Battery MWh
Operational	13,402	1,340	1,826	-	-
Under Construction Contracted	3,250	3,566	5,068	637	2,756
Under Construction Awarded	1,730	2,033	2,948	375	2,000

Under Construction Contracted Portfolio

Project Name	Type	PPA Signing date	Contracted Capacity (MW)	Off taker	Connectivity Status	Expected Commissioning
ACME Raisar Solar Energy	Solar	December 6,2018	300	SECI	Final grant -300 MW	October 2024
ACME Dhaulpur Powertech	Solar	December 7,2018	300	SECI	Final grant -300 MW	October 2024
ACME Deoghar Solar Power	Solar	December 7,2018	300	SECI	Final grant -300 MW	October 2024
ACME Phalodi Solar Energy	Wind	December 6,2018	50	SECI	Final grant -50 MW	October 2024
ACME Pokhran Solar	Wind	December 14,2022 [#]	100	GUVNL	Final grant -100 MW	December 2024
ACME Eco Clean Energy	Solar	May 10, 2023	300	GUVNL	Final grant -300 MW	April 2025
ACME Sikar Solar	FDRE	-	300	Merchant	Final grant -300 MW	December 2024
ACME Surya Power	FDRE	May 2, 2024	250	SJVN	In Principle -600 MW	May 2026
ACME Sun Power	FDRE	May 21, 2024	320	SJVN	In Principle -565 MW	May 2026
ACME Urja One	Hybrid*	July 23, 2024	380	SECI	Final grant -400 MW In Principle -400 MW	June 2026
ACME Renewtech	Hybrid	August 14, 2024	300	NTPC	Final grant -300 MW In Principle -100 MW	June 2026
ACME Platinum Urja	Hybrid	October 15, 2024	350	SECI	In process -350 MW	September 2026

Source: RHP, * Hybrid (peak power), # Supplemental PPA: April 21, 2023; SECI= Solar Energy Corporation of India

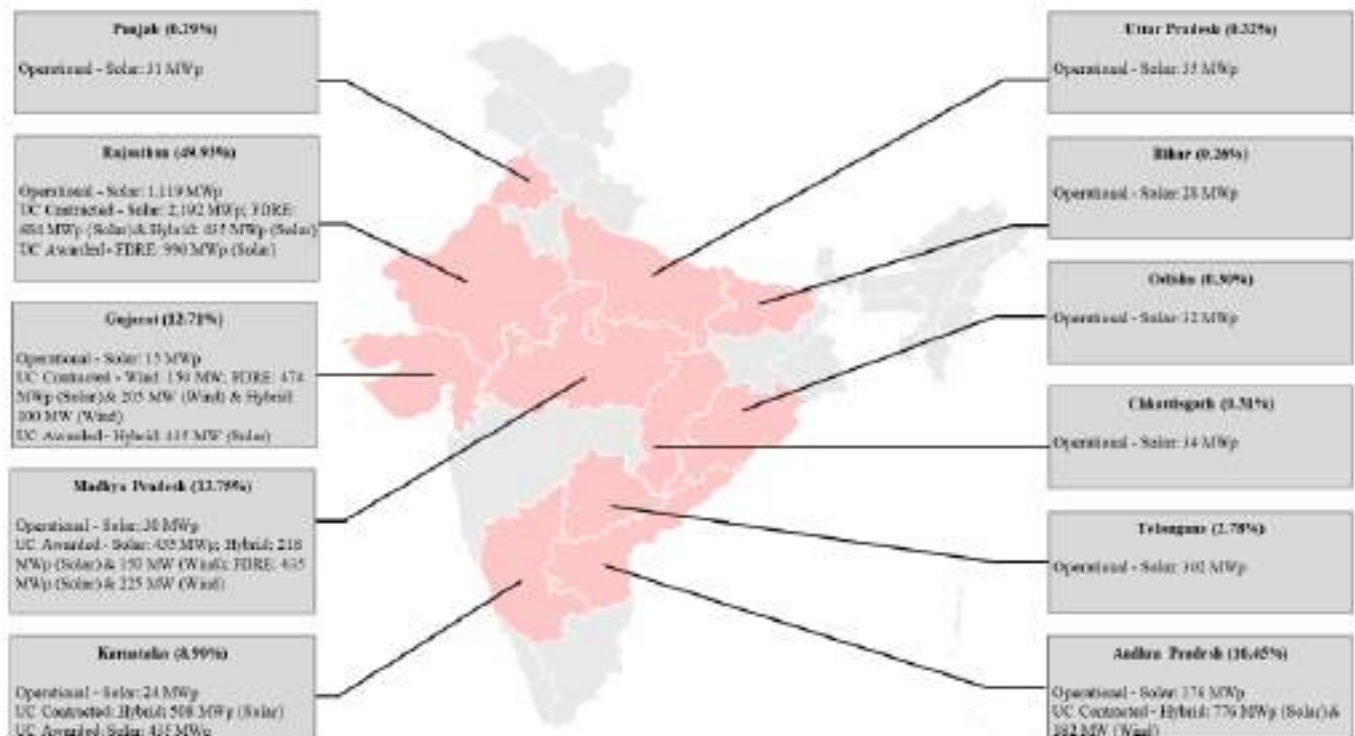
Under Construction Awarded Portfolio

Project Name	Type	Date of Letter of Award	Contracted Capacity (MW)	Off taker	Connectivity Status
ACME Gamma Urja	FDRE	March 11,2024	400	NHPC	In principle- 731 MW
ACME Hybrid Urja	FDRE	March 11,2024	280	NHPC	In principle- 207MW In process – 300 MW
ACME Alpha Renewables	Hybrid	April 23,2024	150	NTPC	In principle- 200 MW
ACME Sigma Urja	Solar	February 06,2024	300	NTPC	Final Grant- 300 MW
ACME Omega Urja	Solar	August 09,2024	300	SJVN	In process -300 MW
SPV 1	Hybrid	October 15,2024	300	SECI	In principle- 100 MW In process – 300 MW

Source: RHP

Additionally, the company has secured connectivity of 647 MW, which has not been allocated to any projects, and has also applied for connectivity of 3,300 MW for future bids. Further, ACME Cleantech has signed a MOU with the Government of Uttar Pradesh for the development of a 600 MW closed loop pump storage project in the state by ACME Urja Two Pvt. Ltd, the relevant project SPV. On June 17, 2024, the Company acquired the entire equity share capital of ACME Urja Two Pvt. Ltd.

Geographical spread of all the company's projects



Details of company's off-takers, along with their contracted capacity

Off-Taker	Capacity (in MW)	% of Total Contracted Capacity
Centre		
SECI	2,680	42.41
SJVN	870	13.77
NTPC	800	12.66
NHPC	680	10.76
State		
MSEDCL	300	4.75
GUVNL	165	2.61
APSPDCL	160	2.53
TSSPDCL	80	1.27
TSNPDCL	100	1.58
PSPCL	30	0.47
CSPDCL	30	0.47
UPPCL	30	0.47
MPPCL	25	0.40
Offtaker	25	0.40
BESCOM	20	0.32
NBPDCL and SBPDCL	25	0.40
Merchant		
Merchant	300	4.75
Total	6,320	100.00

RENEWABLE ENERGY POWER PROJECTS

The company is a renewable energy company in India with a portfolio of solar, wind, hybrid and FDRE projects. Over the years, the company has diversified and expanded its portfolio from solar power projects to wind, hybrid and FDRE projects.

Hybrid Wind-Solar Projects: In May 2018, the Ministry of Power issued the Wind-Solar Hybrid policy with an objective to provide a framework for promotion of large grid connected wind-solar PV hybrid system for optimal and efficient utilization of transmission infrastructure and land, reducing the variability in renewable power generation and achieving better grid stability. Hybrid projects typically provide higher CUF than standalone solar or wind projects. This is due to the fact that the wind projects operate optimally during morning and night and thus complement solar projects which peak during daytime. As per the revised bidding guidelines, the rated power capacity of one resource (wind or solar) in such projects should be at least 33% of the total contracted capacity.

FDRE Projects: In June 2023, the Ministry of Power, Government of India, issued guidelines for procurement of firm and dispatchable power from grid connected renewable energy projects with energy storage systems. The guidelines explained the term 'firm and dispatchable power' as the power profile configuration that is defined in the request for selection that is sought to be met by renewable energy power sources and will include configurations like assured peak power, round the clock renewable energy with firm delivery of power at rated capacity at any hour of the day as per demand or load following power delivery as specified by discoms and renewable energy projects with firm delivery of power for fixed hours of requirement by discoms.

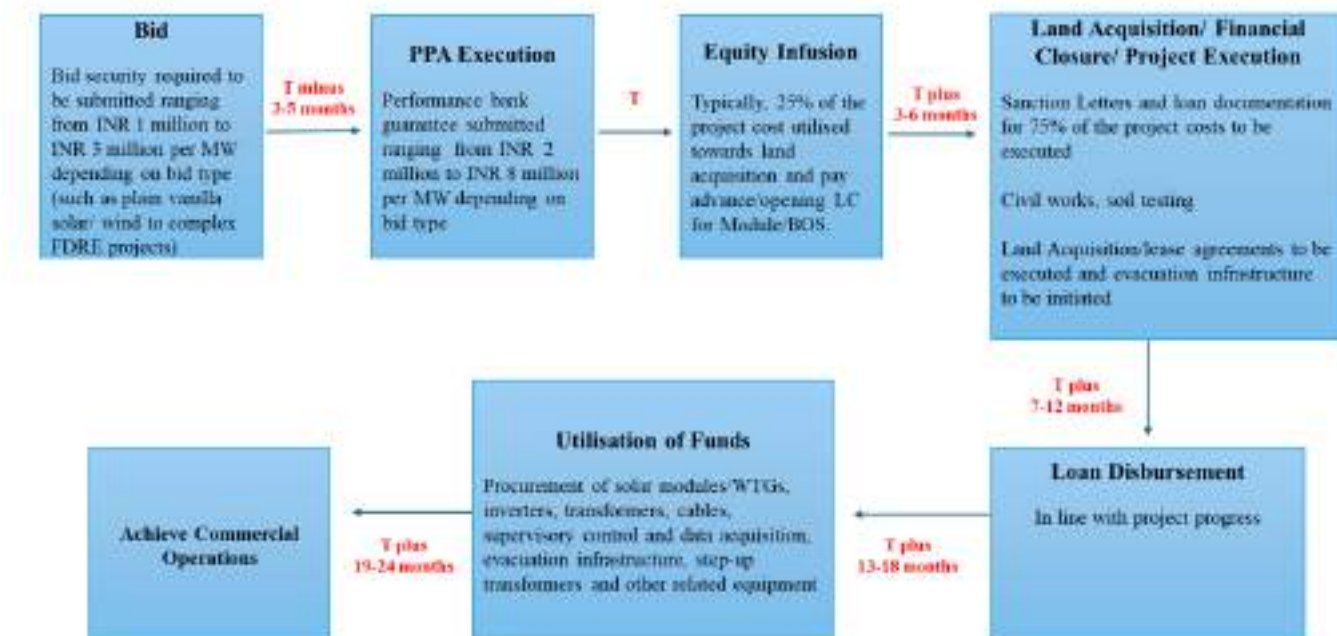
Energy from solar and wind projects is intermittent and infirm in nature resulting in lower capacity utilization. However, FDRE addresses these challenges by providing the following solutions.

- Firm power supply as per demand given by utilities; and
- Higher capacity utilization factor.

Under FDRE, the project developer is required to supply renewable energy power in a firm and dispatchable manner, matching the demand profile(s) provided by the buying entity. To provide firm power, developers are required to install mandatory energy storage system (either battery energy storage system or pumped hydro storage system) which are charged through renewable energy and discharged as per power requirement of buying entities. Further, to meet energy obligations under the power purchase agreements developers generally install higher renewable energy capacity than the contracted capacity.

PROJECT DEVELOPMENT MECHANISM

The company's projects are typically developed over a period of approximately 18 to 24 months from bid submission through to the project achieving commercial operation. The chart illustrates the typical indicative timeline and activities for the development of the company's renewable power project.



REVENUE FROM OPERATIONS

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Sale of goods and services					
- Sale of electricity	309.64	368.97	1,318.85	1,270.15	1,374.49
- Engineering, procurement and construction services	-	-	-	3.25	93.82
- Project management services	-	-	-	21.00	19.10
Other Operating Revenue	-	0.16	0.40	0.51	0.50
Total Revenue from Operations	309.64	369.13	1,319.25	1,294.90	1,487.90

COMPETITIVE STRENGTHS

- Large renewable energy player well positioned to capitalize on strong industry tailwinds in the IPP business

ACME Solar Holdings is one of the largest renewable energy independent power producers (“IPP”) in India and among the top 10 renewable energy players in India in terms of operational capacity as of March 31, 2024. Currently, the company has an aggregate Operational Project capacity of 1,340 MW (1,826 MWp); Under Construction Contracted Project capacity of 3,250 MW and Under Construction Awarded Project capacity of 1,730 MW.

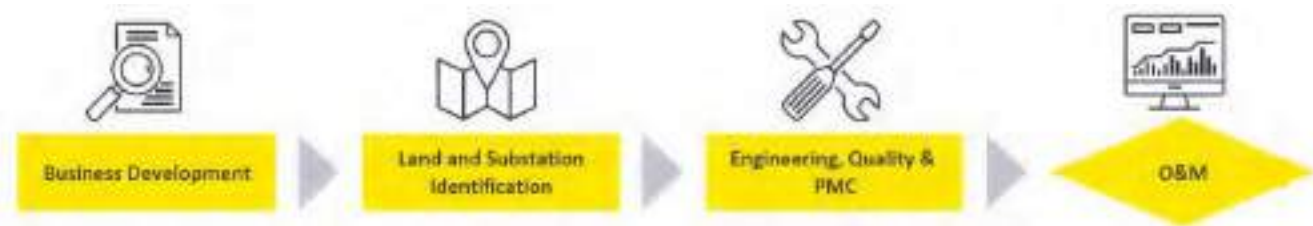
As per CRISIL report, renewable energy installations (including large hydroelectric projects) have increased 5x to ~200 GW as of August 2024, as compared with ~63 GW as of March 2012, led by various central and state level incentives. In the renewable energy basket (including large hydroelectric projects) as of August 2024, solar energy accounted for a share of 44%.

India has the 4th largest installed wind power capacity in the world, with ~ 47 GW as of July 2024. Wind power accounted for nearly 10.5% of India's total installed utility power generation capacity. According to CRISIL Report, wind power capacity additions to remain at ~ 32 to 34 GW over Fiscals 2024 to 2029, higher than the ~ 12 GW seen over Fiscals 2019 to 2024.

The Government has taken various steps to promote renewable capacity additions, which include waiver of inter-state transmission charges on electricity generated from solar and wind projects that are commissioned until 2025 and renewable purchase obligation which mandates consumers like distribution companies to purchase a certain proportion of power generated from renewable energy sources. Further, the MNRE has prescribed an annual bidding trajectory for renewable energy power bids to be issued by Renewable Energy Implementation Agencies (“REIAs”). Bids for 50 GW per annum renewable energy capacity, with at least 10 GW per annum wind power capacity, are to be issued each year from FY 2024 to 2028. The company believes that it is well positioned to capitalize on the growth opportunities in the Indian renewable energy sector.

- **End-to-end value chain capabilities and an integrated approach to developing renewable power projects by in-house project development, EPC and O&M teams**

The company has an integrated in-house approach to executing its renewable projects across the entire life cycle of developing a project, from PPA signing to the project achieving commercial operations within 18 - 24 months and subsequently operating and maintaining the project. The company has leveraged its capabilities to capitalize on the growing renewable power industry in India and successfully won competitive bids for diverse renewable energy projects.



The ACME Group has a track record of developing, executing and commissioning a total of 2,719 MW (3,668 MWp) of solar power projects in 12 states in India from inception.

Key Differentiators Include

Project development: The company focuses on establishing robust connectivity to seamlessly integrate its projects with substations. The company secured 2,400 MW of connectivity in FY 2024 and 2,150 MW of connectivity in FY2025 till date from Government and state entities. Further, the company has secured additional connectivity of 647 MW which has not yet been allocated to any projects and have applied for 3,300 MW of connectivity for future bids. Further, the company conducts site visits to verify the suitability of the land considering factors such as accessibility, topography and land use. As on date, the company has a land bank of approximately 1,200 acres comprising land purchased and leased.

Tendering and bidding: The company only submits bids for those renewable energy auctions where it is comfortable with the policies, incentives, credit history of the off-taker, and where there is access to evacuation infrastructure, transmission systems, water, roads and communications networks and other ancillary infrastructure, competitive intensity, capacity on offer and restrictions on maximum/minimum bid quantity (if applicable).

In FY 2024, the ACME Group was one of the leading bidders for FDRE projects entailing integration of solar, wind and battery storage technologies to deliver continuous power especially during peak demand hours. It won projects with an aggregate capacity of 1,250 MW out of 8,250 MW auctioned representing 15.15% of the total FDRE projects bids in India during FY2024.

- **Land acquisition:** The ACME Group's land acquisition team has extensive experience in acquiring and leasing land for its projects and has acquired/leased more than 15,000 acres of land across 12 states since inception.
- **EPC and O&M capabilities:** The company's in-house O&M team centrally monitors all of its plants with real time tracking of performance using supervisory control and data acquisition (SCADA) system. In June 2024, the Company and ACME Cleantech entered into an agreement pursuant to which certain employees of ACME Cleantech who are engaged in EPC and O&M activities shall be transferred to the Company thereby strengthening the in-house EPC and O&M capabilities.
- **Cost efficiencies:** The company's supply chain management team strives to maintain efficiency in operations, ensures that it receives equipment within anticipated timelines and at a competitive cost in the market within the approved budget.

The company's integrated approach to project development allows it to control costs, especially in its EPC related activities where the company would have otherwise paid higher amounts to third parties, thus allowing the company to retain the construction related margins. This also assists the company in increasing internal cash accruals for future development.

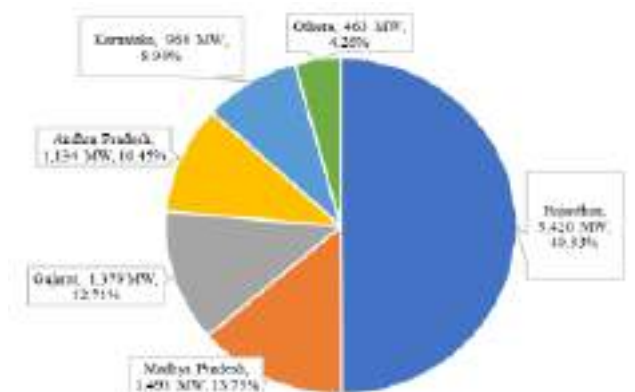
- **Expansive portfolio diversified across different renewable energy technologies**

The company has a wide portfolio of projects spread across different renewable energy technologies. The company's projects are located across 10 Indian states of Rajasthan, Gujarat, Punjab, Madhya Pradesh, Uttar Pradesh, Bihar, Chattisgarh, Andhra Pradesh, Odisha and Telangana. States like Gujarat, Rajasthan, Madhya Pradesh, Andhra Pradesh, Karnataka, and Tamil Nadu offer more solar irradiance as compared to other parts of India which makes them desirable for installing solar projects.

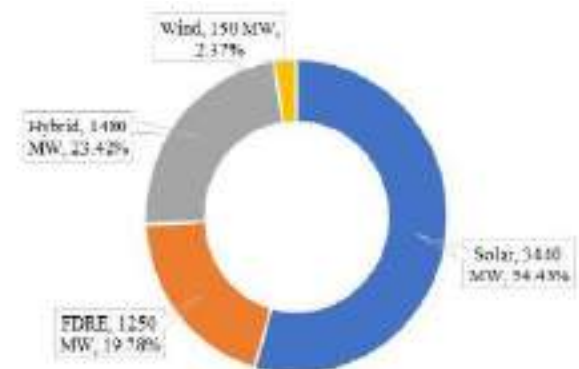
Further, states such as Gujarat, Maharashtra, Karnataka, Tamil Nadu and Andhra Pradesh have excellent wind as well solar potential and provide great opportunities for supply of hybrid power.

As on date, the company has an aggregate Operational Project capacity of 1,340 MW (1,826 MWp) solar power projects; Under Construction Contracted Project capacity of 3,250 MW including solar power projects of 1,500 MW (2,192 MWp), wind power projects of 150 MW, hybrid projects of 1,030 MW and FDRE projects of 570 MW; and Under Construction Awarded Project capacity of 1,730 MW comprising 600 MW (870 MWp) of solar power projects, 450 MW hybrid power projects and 680 MW of FDRE power projects.

Geographical Spread of Portfolio



Breakup of total portfolio (6320 MW)



The company's Under Construction Contracted Projects include solar projects of 1,500 MW (2,192 MWp) being constructed in Rajasthan, wind projects of 150 MW being constructed in Gujarat, hybrid project of 1,030 MW being constructed in Andhra Pradesh, Karnataka, Rajasthan and Gujarat and FDRE projects of 570 MW being constructed in Rajasthan and Gujarat

The company has acquired certain projects with a contracted capacity of 2,080 MW comprising 830 MW of hybrid and 1,250 MW of FDRE projects from ACME Cleantech. Out of acquired capacity, for 450 MW capacity, the Company has entered into share purchase and shareholders agreements with ACME Cleantech and relevant SPVs. Pursuant to such share purchase agreements, the Company has acquired 49% of the equity of such SPVs, while the balance continues to be held by ACME Cleantech. The company has the right to acquire the balance 51% post expiry of the relevant PPA lock-in period. For the remaining 1,630 MW capacity, the Company has acquired the entire equity share capital of the respective SPVs.

- **Long-term stable cash flows based on contracts with central and state government entities**

The majority of the company's portfolio is contracted through long-term power purchase agreements with central and state government backed entities typically for a period of 25 years. As of June 30, 2024, the weighted average residual period (based on the contracted capacity) under the PPAs for all the Operational Projects was 19.94 years. The company generally executes its PPAs before it commences the development and construction of the projects. As a result, once the project is commissioned and it is connected to the grid, the company can immediately sell electricity pursuant to its contractual arrangements. The majority of the company's PPAs typically provide for fixed tariff rates or, in some cases, clearly defined tariff escalation provisions.

- **Access to diversified sources of funding**

The company generally invests equity of ~ 25% of the total project cost in each power project. For the remaining ~75% of the total project cost, the company has worked with several lenders to obtain debt financing. Additionally, the company has raised capital in the form of structured debt from strategic and financial investors to develop projects in India.

The company has successfully refinanced some of its debt in the past and has reduced the interest payable on such loans, increased the tenure as well as the debt amounts. The company has also successfully refinanced the debt of certain of its Project SPVs through green bonds wherein the Project SPVs issued unlisted NCDs in FY2022 for a total amount of ₹ 2,485.5 Cr (US\$ 334.00 million) including a top up debt of ₹ 502.93 Cr (US\$ 67.58 million) to India Cleantech Energy, whose green bonds are listed on the Singapore Stock Exchange. From April 1, 2020, till the date the company have raised a total refinanced debt of ₹ 3299.60 Cr including a top-up debt of ₹ 618.88 Cr through rupee term loan from several Indian lenders assisting the company to reduce the cost of debt.

As of date the company has divested 1,379 MW of projects to various reputed investors and raise equity capital through such asset divestments demonstrating the quality of assets built by the company.

Year	Capacity (AC) MW of Solar Power Plant	Buyers
FY2024	369	Blupine (Blupine Energy Pvt. Ltd)
FY2023	-	-
FY2022	250	Ayana (Ayana Renewable Power Pvt. Ltd)
FY2022	260	Renew (Renew Solar Power Private Limited)
FY2021	400	Actis (Actis Greengem Limited)
FY2021	100	Amplus (Amplus Energy Solutions Pte. Ltd.)
Total	1,379	

- **Design and value engineering leading to higher efficiencies**

The company uses value engineering to achieve optimum CUF per unit of capital investment. This involves initiatives such as installing a higher number of modules at optimal DC:AC ratios and optimizing the capacity of the inverters and balance-of-plant to augment output from the solar power project. In addition, they also use technologically advanced modules including bifacial modules to optimize power generation, where possible. For wind projects, the company forecasts and determines wind resource availability which enhances the effectiveness of the turbine site selection.

Also, the company engages with vendors and project implementation teams of wind turbine generators to optimize the design of the wind power plant. The company has a dedicated technology team which evaluates new technology and utilizes different software to help it manage in-house engineering right from the bidding stage to the final execution of a project. For performance tracking, the company has an in-house central monitoring system, remote SCADA, and preventive maintenance portals.

- **Committed Promoters and senior management team.**

One of the Promoters and the Chairman and Managing Director of the Company has more than two decades of experience in the power, telecommunications and energy management and storage sectors. The company's Promoter, ACME Cleantech, has a proven track record of developing renewable power projects and has also significantly invested in the business through a combination of equity and debt financing in the Company and the project SPVs. The company has a well-qualified senior management team with extensive experience in the renewable energy industry, which positions it well to capitalize on future growth opportunities. The heads of functional groups enhance the quality of the management with their specific and extensive industry experience.

KEY BUSINESS STRATEGIES

- **Expand and diversify portfolio to continue to maintain the leadership position**

Over the years, the company has diversified and expanded its portfolio from solar power projects to become an integrated renewable energy company in India and it intends to continue to expand and diversify its portfolio to maintain its leadership position. The company has an Under Construction Contracted Project capacity of 3,250 MW including solar power projects of 1,500 MW (2,192 MWp), wind power projects of 150 MW, hybrid projects of 1,030 MW and FDRE projects of 570 MW; and Under Construction Awarded Project capacity of 1,730 MW comprising 600 MW (870 MWp) of solar power projects, 450 MW hybrid power projects and 680 MW of FDRE power projects.

Additionally, ACME Cleantech has signed a MOU with the Government of Uttar Pradesh for the development of a 600 MW closed loop pump storage project in the state by ACME Urja Two Pvt. Ltd, the relevant project SPV. On June 17, 2024, the Company acquired the entire equity share capital of ACME Urja Two Private Limited.

- **Continue to invest in and improve the integrated business model**

The company intends to invest in the business units and continue to develop and maintain established procedures for each stage in the project development cycle. Further, the company will continue to leverage its supplier relationships and diversify its supplier base to maintain a stable supply of high-quality and cost-effective components.

In line with the group strategy to be an integrated player, MKU Holdings Private Limited (one of its Promoters) is currently setting up a manufacturing facility for solar PV modules in Jaipur, Rajasthan, India. The manufacturing facility is expected to be commissioned by the end of 2024 and has an annual capacity of 1,200 MW. They have entered into a MOU dated June 25, 2024, with MKU Holdings Private Limited for the supply of solar PV modules to us from the manufacturing facility. The company

expects to benefit from such backward integration capabilities of the ACME Group and have better visibility over its supply chain and enhance cost efficiency and reliability.

- **Focus on technology upgrades to improve efficiency and longevity of the projects**

The company introduced optimal DC:AC ratios at its projects, utilize customized software for forecasting and use bifacial modules to optimize power generation at some of the projects. In addition, the company intend to “repower” its solar projects. Under this system, the company plans to install additional modules every two to three years, to match the actual or expected loss of output from the existing modules, thereby maintaining production output and high CUF. The company also purchased additional land for use to repower or add more DC capacity to counter module degradation. In addition, the company has implemented robotic cleaning technology for certain of its projects that would help in optimizing the module cleaning process, improve generation and save water in arid regions.

- **Continue to diversify the funding sources, optimize the cost of capital and identify partners/investors for future growth.**

The company finances its projects with an optimal mix of equity and debt, including flexible structures with options to refinance at better commercial terms and longer tenors in the future. This helps the company to efficiently use capital and utilize its borrowing limits for upcoming projects. The company’s ability to access diversified pools of capital coupled with its strong credit profile has enabled it to raise funding and refinance the projects regularly and on competitive terms and longer tenors. The company will aim to capitalize on its prior experience, capabilities, and track record of identifying suitable partners / investors in order to meet the funding requirements of its projects in the future for the overall benefit of shareholders.

COMPETITION

The company’s primary competitors are other domestic and international renewable energy players. The company competes for project awards based on, among other things, pricing, technical and engineering expertise, financing capabilities, past experience and track record. Some of the key players include ReNew Power (~ 8.3 GW operational wind and solar power projects), Adani Green Energy Ltd (~ 10.9 GW operational wind, solar and hybrid power projects), NTPC Green Energy Ltd (~ 3.5 GW operational solar and wind power projects), TATA Power Renewable Energy Ltd (~ 4.5 GW operational solar and wind power projects), Greenko (5.4 GW of operational wind and solar power projects) and Avaada Energy Pvt. Ltd (operational ~ 4.0 GW of solar power projects) as of March 31, 2024. In addition to other renewable energy sources, the company compete with utilities generating power from conventional energy sources.

COMPARISON WITH KEY COMPETITORS

Parameter	ACME Solar	ReNew Power	Adani Green Energy	JSW Neo
Group	ACME Group	Renew Group	Adani Group	JSW
Years in Business*	~ 16 years	~ 14 years	~ 9 years	~ 3 years
Operational capacity (GW)*	Solar: 1.34	Solar:5.0 Wind:4.6	Solar:7.4 Wind:1.7 WSH:2.1	Solar:0.7 Wind:3.8
Under Construction / Development capacity (GW)*	Solar 1.8 @ Wind 0.15 Hybrid 0.83 FDRE 1.25	Solar:3.6 Wind:2.1	Solar:16.8 Wind:2.4 WSH:2.7	Wind:1.8 Wind: 1.0 (pipeline) Solar: 5.7 (pipeline)
Solutions offered	Renewable IPP, RTC, Storage, Hybrid, FDRE	IPP, Corporate PPA, Green credits, Energy Management, RTC/Storage, Solar PV mfg.	IPP, Corporate PPA, RTC/Storage, Solar Park development	IPP RTC/ Storage
Key Off-takers for operational capacity	SECI, NTPC, GUVNL, CSPDCL, MSEDCL, UPPCL, MPPMCL, PSPCL, TSNPDCL, TSSPDCL, APSPDCL, NBPDC & SBPDCL	SECI, MSEDCL, APSPDCL, GUVNL, MPPMCL, TSNPDCL, NTPC, PTC, Corporates etc.	SECI, NTPC, PTC, TANGEDCO, Karnataka ESCOMS, UPPCL, PSPCL, MSEDCL, GUVNL, TSSPDCL, MPPMCL, Merchant etc.	SECI, AP, HP, Maharashtra, Rajasthan, Telangana, PTC, Open Capacity, Others etc.

Source: RHP: * as on June 30, 2024; @ ACME has secured a capacity of 350 MW and 300 MW from SECI & SJVN in July & August 2024 respectively

Parameter	NTPC Green Energy	TATA Power RE Ltd	Avaada Energy	Greenko
Group	NTPC	Tata Power	Avaada	Greenko
Years in Business*	~ 2 years	~ 17 years	~ 16 years	~ 20 years
Operational capacity (GW)*	Solar:2.9 Wind:0.1	Solar:3.7 Wind:1.0	Solar:4.0	Solar: 2.2 Wind: 3.2
Under Construction / Development capacity (GW)*	Solar: 9.7 Wind: 2.0	Solar:1.0 Hybrid: 4.4	Pipeline capacity of 11 GW across solar, WSH	NA
Solutions offered	IPP, RTC/ Storage	IPP, Corporate PPA, RTC/Storage, Rooftop solar, Solar PV mfg.	IPP RTC/ Storage Corporate PPA Solar PV manufacturing	IPP RTC/ Storage Corporate PPA
Key Off-takers for operational capacity	SECI, GUVNL, RUMSL, IREDA, NVVNL, REC/NTPC MPPMCL Raj. Discoms AP Discoms, UPPCL Telangana Discoms etc.	SECI, SJVN, TANGEDCO APDISCOMs, GUVNL BESCO, UPPCL NPCL, MSEDC, TPCD KSEB, MPPCL, JVVNL, JdVVNL, Others	Corporates, Gujarat, Haryana, Karnataka, Maharashtra, NHPC, SECI, UP	Central Counterparties (SECI, NTPC), JVVNL GUVNL, Discoms and third-party consumers

Source: RHP, * as on June 30, 2024

COMPARISON WITH INDUSTRY PEERS (AS ON 31ST MARCH 2024)

Name of the Company	Face Value (₹)	CMP	Revenue from Ops. (₹ Cr)	EPS (₹)		NAV (₹)	P/E (x)	RoNW (%)
				Basic	Diluted			
ACME Solar Holdings	2.00	-	1,319.25	12.55	12.55	49.61	NA	26.93%
Adani Green Energy *	10.00	1,808.55	9,220.00	6.20	6.21	85.86	291.70	7.22
ReNew Energy Global PLC*	10.00	484.49	8,194.80	9.94	9.92	332.16	48.80	3.07

Source: RHP; CMP as on Oct 3, 2024; * financial data sourced from documents submitted to the Stock Exchanges and the Nasdaq Stock Market LLC

Restated Statement of Profit and Loss

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
	Revenue from operations	309.64	369.13	1,319.25	1,294.90
Other income	30.37	57.43	147.02	66.47	74.82
Total income	340.01	426.56	1,466.27	1,361.37	1,562.73
Cost of material consumed	-	-	-	-	-
Employee benefits expense	15.01	13.28	59.00	34.64	38.24
Finance costs	196.28	187.84	767.29	809.10	996.01
Depreciation and amortization expense	55.56	76.56	308.14	484.80	546.28
Other expenses	22.91	34.16	171.11	87.67	115.49
Total expenses	289.76	311.83	1,305.53	1,416.21	1,696.01
Profit/ (loss) before exceptional items	50.25	114.73	160.73	(54.84)	(227.14)
Exceptional Items	-	7.45	748.69	39.44	329.56
Profit/ (loss) before tax	50.25	122.18	909.43	(15.40)	102.43
Total Tax expense	48.86	39.85	211.64	(12.23)	40.42
Profit/ (Loss) for the year	1.39	82.33	697.78	(3.17)	62.01
Other comprehensive income	(0.14)	0.09	0.14	0.02	0.22
Total comprehensive income/ (expense)	1.25	82.42	697.92	(3.15)	62.23
Earnings per share ₹ (Basic & Diluted)	0.03	1.48	12.55	(0.06)	1.12

Source: RHP; Note:

Statement of Assets and Liabilities

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
	ASSETS				
Non-current assets					
Property, plant and equipment	6,297.35	6,099.16	6,352.53	6,172.39	5,721.06
Investment Property	1.40	-	1.40	-	-
Capital work-in-progress	415.87	453.67	403.96	458.52	456.02

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Right-of-use assets	3,850.39	2,492.95	2,828.43	2,147.34	1,272.80
Intangible assets	0.03	0.03	0.03	0.03	0.03
Investments	275.00	1.13	-	22.67	24.53
Loans	187.44	455.41	116.80	-	-
Other Financial Assets	147.94	118.56	54.94	161.83	122.34
Deferred Tax Assets	186.85	224.35	192.85	247.55	159.76
Non-current tax assets (net)	31.11	95.28	31.56	89.81	41.27
Other non-current assets	92.23	92.14	261.99	184.68	749.00
Total non-current assets	11,485.60	10,032.68	10,244.49	9,484.81	8,546.81
Current assets					
Investments	0.50	-	149.87	-	-
Trade receivables	380.69	569.28	420.89	699.30	931.44
Cash and cash equivalents	1,020.72	434.16	309.16	547.45	478.46
Other bank balances	753.12	751.55	1,005.72	791.01	284.64
Loans	-	-	-	343.94	162.32
Other financial assets	158.28	214.50	158.35	215.44	318.89
Other current assets	174.30	124.70	1,098.73	105.00	164.17
Total current assets	2,487.61	2,094.18	3,142.71	2,702.13	2,339.91
Assets held for Sale	11.92	0.01	12.61	0.01	0.01
Total assets	13,985.14	12,126.86	13,399.80	12,186.95	10,886.72
EQUITY AND LIABILITIES					
Equity					
Equity share capital	104.44	104.44	104.44	104.44	104.44
Instruments entirely equity in nature	-	650.00	650.00	650.00	650.00
Other equity	1,837.68	1,226.33	1,836.43	1,146.12	1,154.32
Equity attributable to shareholders of the Company	1,942.12	1,980.77	2,590.87	1,900.56	1,908.76
Non-controlling interest	0.00	-	0.00	29.90	100.39
Total Equity	1,942.13	1,980.77	2,590.87	1,930.46	2,009.16
Liabilities					
Non-current liabilities					
Long term borrowings	8,852.20	7,987.68	7,696.43	8,099.26	6,950.90
Lease liabilities	302.03	325.95	288.20	325.33	319.80
Other financial liabilities	132.51	42.67	103.51	38.11	-
Provisions	7.17	5.46	6.51	5.29	2.44
Deferred tax liabilities (net)	207.94	188.45	211.99	160.01	90.13
Other non-current liabilities	1,320.55	684.09	1,070.22	658.89	268.20
Total non-current liabilities	10,822.40	9,234.30	9,376.85	9,286.89	7,631.46
Current liabilities					
Short term borrowings	467.71	484.65	521.17	558.09	612.70
Lease liabilities	30.76	32.62	30.56	30.87	31.13
Trade payables	91.74	62.57	73.76	62.11	273.01
Other financial liabilities	493.37	286.68	676.93	240.34	286.83
Other Current Liabilities	67.33	43.32	103.20	77.70	41.82
Provisions	0.83	0.50	0.51	0.48	0.24
Current tax liabilities (net)	68.87	1.45	25.97	0.01	0.36
Total current liabilities	1,220.61	911.79	1,432.08	969.60	1,246.10
Total liabilities	12,043.01	10,146.09	10,808.93	10,256.49	8,877.56
Total equity and liabilities	13,985.14	12,126.86	13,399.80	12,186.95	10,886.72

Source: RHP

Restated Statement of Cash Flows

(₹ In Cr)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Restated Profit/(Loss) before tax	50.25	122.18	909.43	(15.40)	102.43
Adjustments Related to Non-Cash & Non-Operating Items	223.57	207.68	194.67	1,189.69	1,144.40
Operating Profits before Working Capital Changes	273.82	329.86	1,104.10	1,174.29	1,246.83
Adjustments for Changes in Working Capital	1,052.38	159.13	341.24	143.93	(266.29)
Net cash generated from operations before tax	1,326.20	488.99	1,445.33	1,318.23	980.54
Income tax paid – (net)	(3.51)	7.71	(11.17)	(54.74)	(25.58)
Net cash generated from operating activities (a)	1,322.69	496.69	1,434.17	1,263.48	954.96
Net cash used in investing activities (b)	(807.20)	(217.55)	(1,730.69)	(1,409.92)	(374.06)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Net cash used in financing activities (c)	196.08	(392.44)	215.78	215.43	(555.81)
Net (decrease) / increase in cash & cash equivalents (a+b+c)	711.57	(113.29)	(80.73)	68.99	25.10
Cash and Cash Equivalents at Beginning of the Year	309.16	547.45	547.45	478.46	503.83
Cash and cash equivalents transferred on sale of subsidiaries	-	-	(157.56)	-	(50.46)
Cash and Cash Equivalents at End of the Year	1,020.72	434.16	309.16	547.45	478.46

Source: RHP;

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