

# Solar Energy Consulting

ILO Consulting Services Private Limited

**Providing an ideal solution for  
Financing as well as Commissioning  
of your Solar Energy Project**

<http://iloconsulting.in>



# INTRODUCTION

The Government of India has announced accelerated vision to install 100 gigawatts of solar power capacity—over 30 times more than India had initially targeted at inception of the project - by 2022. The increased solar targets have brought euphoric economic implications for India in terms of availability of international finance and cross border technical know how.

## **How we can help**

Our deep knowledge mix of financial, technical, legal and regulatory aspects position us favourably to add significant value to our client's business growth ambitions. We constantly keep an eye on our client's business interest and ensure we get the best terms – commercial, financial and operational—for them. We are able draw upon a wealth of experience and market knowledge to help our client's business in the following:

**Capital Raising**

**Technology & Setting  
up a Plant**

**Regulatory Approvals**

# CAPITAL RAISING

- Long-term international debt financing for growth
- Asset Finance
- Bridge Finance
- Project & Structured Finance
- Domestic finance from the banks or institutions like PFC, IREDA etc.
- Initial Public Offer
- Raising foreign funds through the FCCB and Bond Listing routes.
- Our team's wealth of experience across geographies enables us to offer our clients most suitable and competitive financing mechanisms in terms of interest rates, fees and related costs as per their capital structure needs.
- We have strong access to prime debt providers and investors from main international as well as domestic markets and expertise to assist in nearly 80 countries for Fund Raising, through equity / debt / mezzanine structures.
- We are particularly strong in helping Indian companies raise funds through the External Commercial Borrowing (ECB) route from our banking channels in Switzerland, USA, UK, UAE & China with **very attractive rates that could fall between 3%-5% rate per annum**. If need be we can help arrange finance through the Indian banking & institutional financial structures too.
- We can also assist in accessing Debt Capital Markets to raise cost effective financing through domestic bonds , Foreign Currency Convertible Bonds (FCCB) and Bond Listing on reputed international exchange(s).

# TECHNOLOGY & SETTING UP A PLANT

- We have access to East European, Chinese & West European technologies and services for solar power generation through our association that could improve efficiency and better technical know-how for realisation of the turnkey solar power projects.
- Our team and associates have an experience in providing turnkey services for photovoltaic power plants and supplying the key components for such plants in Europe, the US, Latin America, Africa and Asia.

## Preparatory work

- Economic balance
- Feasibility studies
- Energy audit
- Connection to the grid

## Project activities

- Geodetic Survey, and geographic location
- Static review
- Planning permission

## Implementation activities

- Preparatory construction work
- Construction of the assembly system
- Installation & connection technology
- Involvement Monitoring System
- Insurance
- Connect the power to distribution network

## Maintenance and monitoring

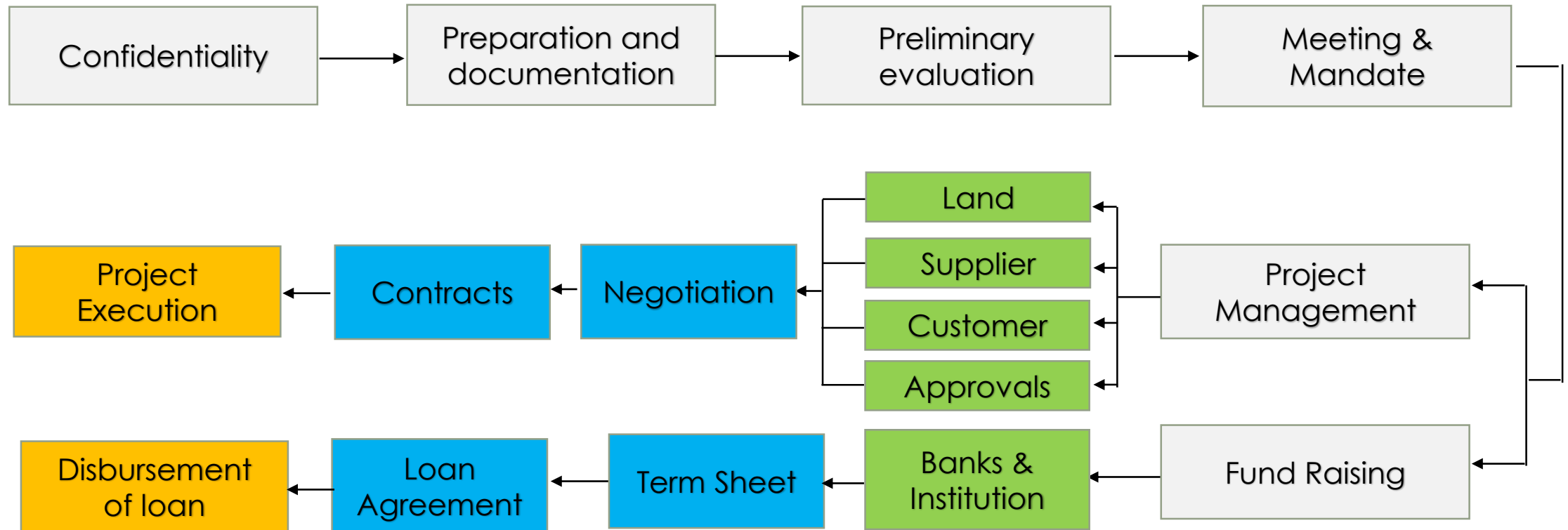
- Customer service
- Remote monitoring

# REGULATORY APPROVALS

- Our legal division caters to all legal aspects and compliances associated with any transaction-corporate finance, taxation, structured finance, et al.
- We assist in all legal formalities associated with the project:
  - land acquisition
  - due diligence
  - contractual agreements
  - regulatory approvals
  - technology transfer and licensing agreement for domestic and international collaboration
  - accounting and tax advisory
- We approach regulatory authorities on our client's behalf and assist in all types of compliances and paperwork required for the project for its successful execution.



# OUR PROCESS



# KEY INSTITUTIONS

We usually approach on behalf of the client

## International Financial Institutional



MIZUHO



CREDIT SUISSE



中國銀行  
BANK OF CHINA



## Domestic Financial Institutions



पी एफ सी  
PFC



AXIS BANK



Government of India  
Ministry of New and Renewable Energy

Renewable Energy is Green, Clean and Sustainable



# ABOUT US

- We are a growth advisory service provider and have a rich experience in business strategy & executing complex cross-border transactions for capital raising, outbound & inbound acquisitions, divestitures, transactions structuring, joint ventures & foreign collaborations, including technology-sharing agreements.
- We support businesses in their GLOBAL ambitions and believe in providing sound financial advice which is tailor-made yet cost effective. We can assist Indian companies in accessing very high quality investors from within India as well as from various geographies internationally.
- We work with more than 100 businesses and have Strong access and expertise to assist in nearly 80 countries covering a versatile business space ,namely Automobile, Media, Renewable & Non Renewable Energy, Infrastructure, Healthcare, Banking, Chemicals, Consumer Markets et al.
- ILOC professionals are dedicated to focus on sectors, leading to a key understanding of industry-specific issues and trends, which runs parallel a discipline-based structure of business, legal and financial advisory.
- We are the founder members of the Corporate Matching program for Joint Ventures, Licensing arrangements & finding contract manufacturing or outsourcing of Manufacturing , irrespective of the sector, that covers 17 countries namely India, USA, Germany, China, Japan, Italy, Switzerland, Austria, UK, Brazil, Argentina, France, South Korea, Turkey, Israel, Greece and Spain.



# CONTACT

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