Business Presentation

MGM
GREEN ENERGY

MGM GREEN ENERGY LTD.

Innovating for a Sustainable Future

www.mgmgreen.com

COMPANY PROFILE

Over 50 years of combined experience in renewable energy.

- First 1 MW solar power plant in Odisha (Ugratara, Khurda).
- Expanded into wind energy with 9 MW installed in Tamil Nadu and Rajasthan.
- Headquarters: Bhubaneswar, Odisha.
- Professionally Managed: Renewable energy EPC and RE power producer.
- Future Plans: Establishing a 100 MW solar power plant, with 10 MW is under commissioning in Odisha.

Our Services

MGM GREEN ENERGY

RE Power Producer

Exporting RE power to industrial and commercial utility based consumers.

We are developing a 100 MW solar power plant, with 10 MW already installed and an additional 10 MW under commissioning, alongside a 1 MW advanced elevated agri-structure solar plant in Boudh, utilizing N-type bifacial solar panels.

EPC Solutions

Complete project execution for solar and wind energy, offering seamless engineering, procurement, and construction services.

Project Development & Design

Tailored designs with feasibility studies, site assessments, and regulatory approvals.

Operations & Maintenance (O&M)

Real-time monitoring and preventive maintenance to ensure maximum performance and uptime.

Powering a Sustainable Future.

PORTFOLIO OF PROJECTS

EXISTING PROJECTS

- 1 MW solar power plant at Ugratara, Khurda, Odisha
- 3.4 MW wind power plant at Udumalpet, Tamil Nadu
- 2.1 MW wind power plant at Palladam, Tamil Nadu
- 1.5 MW wind farm at Jaisalmer, Rajasthan (Location no:- AK 328)
- 1.5 MW wind farm at Jaisalmer, Rajasthan (Location no:- AK 335)

ONGOING PROJECTS

- 5 MW ground mounted solar power project is under execution in Boudh district of Odisha
- 5 MW ground mounted solar power plant is under execution in Ugratara, Khurdha, Odisha.

Competitive Analysis

The renewable energy market in India is crowded, with major players like Adani Green Energy, Tata Power Solar, and ReNew Power Ventures, competing for dominance. However, MGMGEL has carved out a niche, particularly in Odisha, by leveraging its local expertise, government connections, and a thorough understanding of regional energy policies.

	MGM Green Energy Ltd.	Competitors
Strengths	• **Local Expertise in Odisha:** Deep understanding of state regulations and strong government relationships. • **Diversified Portfolio (Solar & Wind):** Adaptable to different client needs and reduces risks. • **Strong Post - Installation Support**: Emphasizes real-time monitoring, preventive maintenance, and rapid response. • **Government Relations:** Established relationships with Odisha's regulatory bodies. • **Reliability:** With state of the art technology we can provide uninterrupted power supply during solar generating hours	• **Local Expertise in Odisha**: May struggle with local nuances and approvals. • **Diversified Portfolio (Solar & Wind):** Often specialize in only one energy source. • **Strong Post - Installation Support:** May lack localized O&M, leading to longer response times. • **Government Relations:** Face state-level execution challenges. • **Reliability:** May face fluctuations in power supply during solar generating hours, MGMGEL ensures a consistent and uninterrupted power supply through advanced technology

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Competitive Analysis

	MGM Green Energy Ltd.	Competitors
Opportunities	• **Growing Renewable Energy Demand:** Increasing energy needs in Odisha due to industrial growth and rural electrification. • **Expansion into Energy Storage & Hybrid Systems:** Opportunity to provide uninterrupted power, especially in cyclone-prone areas • **Government Incentives & Policies:** State subsidies, tax breaks, and net metering policies promote renewable adoption.	• **Growing Renewable Energy Demand:** Yet to fully tap into Odisha's market. • **Expansion into Energy Storage & Hybrid Systems:** Investing in hybrid systems but lack MGMGEL's localized advantage. • **Government Incentives & Policies:** Can leverage incentives but may face longer execution timelines.

MARKET ANALYSIS & OPPORTUNITIES

Market Trends

High Potential: Odisha has an estimated solar energy potential of 7,400 MW, yet remains underutilized.

Geographic Advantage: The state receives 5-5.5 kWh/m²/day of solar radiation, with over 300 sunny days per year, making it ideal for solar energy generation.

Government Incentives and Policies Supporting Green Energy:

- National Solar Mission: India's goal to achieve 100 GW of solar capacity by 2022 and 500 GW by 2030 directly supports Odisha’s expansion.
- Odisha Renewable Energy Development Agency (OREDA): Implements policies and provides subsidies for solar projects. Offers grants and incentives for solar power adoption, especially in rural areas.

State Solar Policies: Incentives for solar rooftop installations. Net metering policies to encourage individuals and industries to install solar power and sell excess energy back to the grid.

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MARKET ANALYSIS & OPPORTUNITIES

Opportunities

Utility-Scale Solar Projects: Large, utility-scale solar farms have significant room for expansion, especially in unused land in rural areas. Government support through long-term Power Purchase Agreements (PPAs) offers revenue certainty for developers.

Rural Electrification: The need for reliable, off-grid solar solutions is critical in remote villages where grid connectivity is either poor or non-existent. Solar microgrids and solar home systems can play a pivotal role in bridging the energy access gap.

Hybrid Systems & Energy Storage: Integrating solar with energy storage (batteries) or hybrid systems (solar-wind) provides reliable power for industries and rural areas, especially during power outages. The state's frequent cyclones make energy storage essential for uninterrupted power supply in critical situations.

Corporate Solar Installations: Large industries in Odisha, such as mining and steel, are increasingly adopting solar energy to meet their energy needs and meet sustainability goals.

CONSUMER JOURNEY

Awareness	Consideration	Consultation	Proposal	Decision
Discovery of solar energy benefits through marketing, referrals, and educational resources.	• Researching options: comparing providers, technologies, and financing models. • Engaging with online resources, webinars, and customer testimonials.	• Initial meetings with our expert team for tailored assessments and solution recommendations. • Free site evaluations and technical feasibility studies.	• Customized proposals outlining system design, costs, savings, and timelines. • Transparent discussion of financing options and incentives.	• Review and finalization of contracts and project timelines. • Assistance with paperwork for financing and incentives.

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CONSUMER JOURNEY

Installation	Commissioning	Post-Installation Support	Feedback & Referrals
• Project kick-off and scheduling. • Professional installation with ongoing communication and updates.	• System testing and verification of performance. • Customer training on system operation and monitoring tools.	• Continuous customer support and maintenance services. • Regular performance reviews and updates on system efficiency.	• Encouraging customer feedback for service improvement. • Incentives for referrals and testimonials to enhance community engagement.

CUSTOMER JOURNEY TIMELINE

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1. Initial Consultation & Requirement Gathering
1 -2 weeks

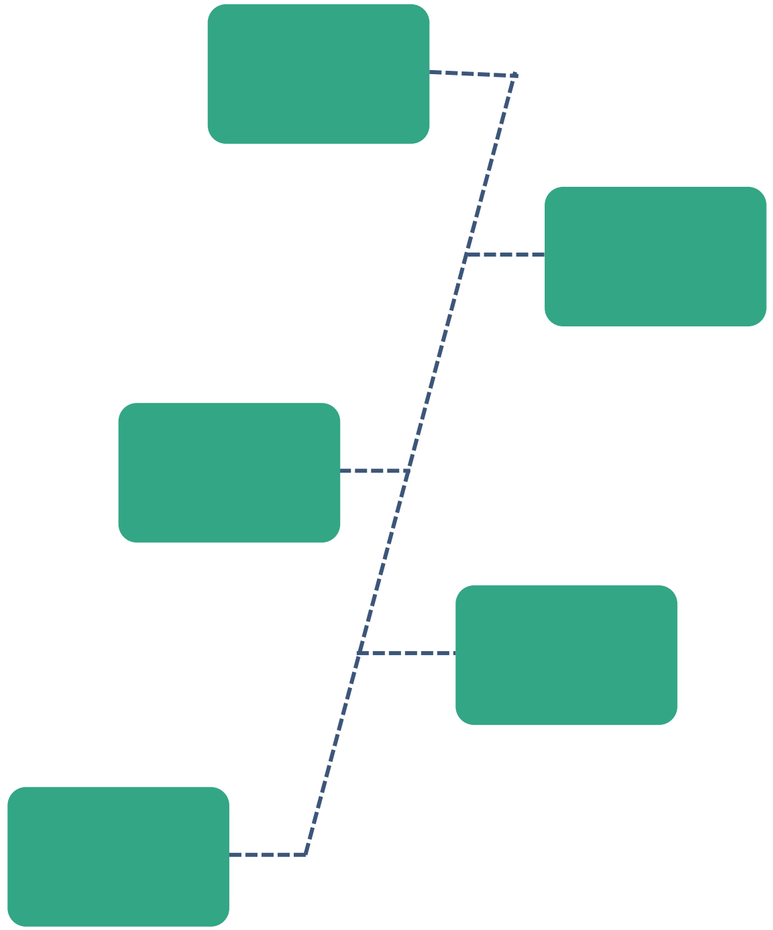
Consumer Inquiry, Feasibility Study, Site Visit, Requirement Definition

2. Proposal & Planning
2 - 4 weeks

Proposal Submission, Consumer Approval, Project Planning, Permits & Approvals

3. Financial Closure & Agreements, 4 - 8 weeks

Financing, Signing Agreements, Land & Grid Connection



4. Engineering & Procurement
8 - 12 weeks

Detailed Design, Procurement of Equipment, Logistics Planning

5. Construction & Installation
12 - 24 weeks

Site Preparation, Mounting Structures Installation, Electrical Infrastructure Setup, Monitoring Systems Installation

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CUSTOMER JOURNEY TIMELINE

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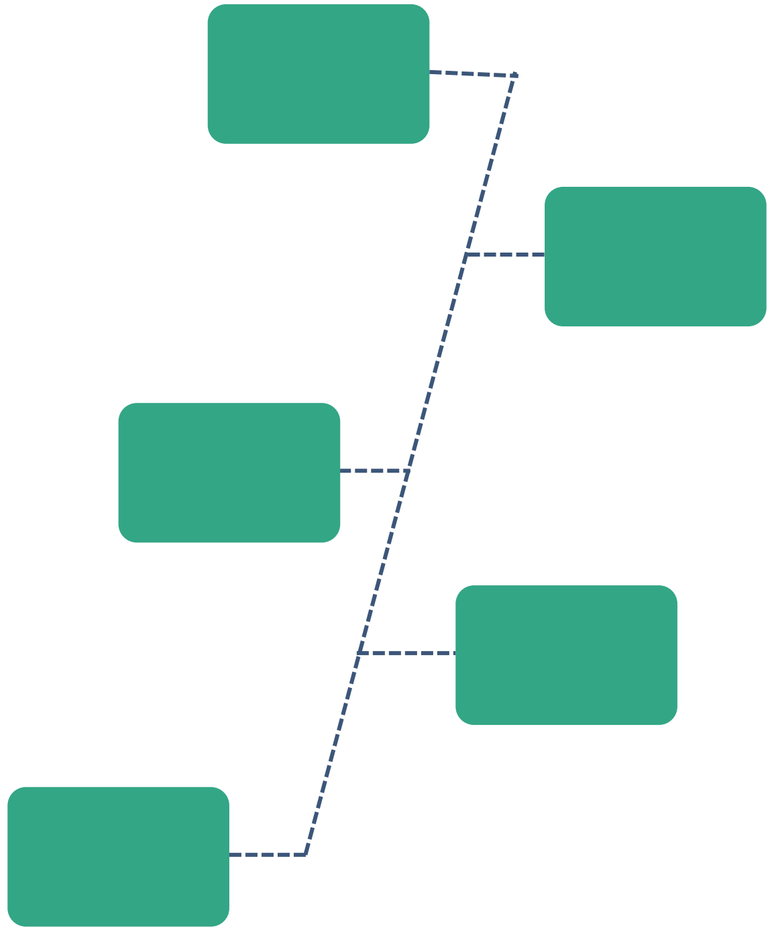
6. Commissioning & Testing
4 -6 weeks

Pre-commissioning Tests, Grid Synchronization, Performance Testing, Regulatory Approvals

7. Handover & Operation
1 - 2 weeks

Handover to Consumer, Training, Maintenance Contract



8. Post-Installation Support & Monitoring

Monitoring & Reporting, Maintenance & Support

Total Time

Approximately 9-12 months from the first consultation to final project completion, depending on project size, complexity, and local regulatory processes.

OUR TEAM

MR. RAJIB LOCHAN MOHANTY
MANAGING DIRECTOR

MR. TANUJ MOHANTY
CEO & DIRECTOR

MR. AMULYADHAN ROUT
FINANCIAL CONSULTANT

MR. RANJAN KUMAR GHOSH
ELECTRICAL CONSULTANT

MR. SANTOSH KUMAR NAYAK
AGM - TECHNICAL

MR. LALIT KUMAR PATI
CIVIL CONSULTANT

WHY CHOOSE US

Strong Presence in Odisha:

- Deep understanding of the local renewable energy landscape.
- Extensive experience with solar and wind projects across the state.

Proven Track Record:

- Successfully completed multiple renewable energy projects.
- Pioneer of Odisha’s first-ever 1 MW solar power plant.

Customer-Centric Solutions:

- Tailored solutions to meet client-specific needs.
- End-to-end services from project planning to post-installation support.
- Long-term system performance and customer satisfaction guaranteed.
- With our expert techno commercial team, we are providing all the technical supports to our valuable customers without charging any consulting fees.

POST-SERVICES OFFERED

OPERATIONS & MAINTENANCE (O&M)

Comprehensive post-installation support with real-time monitoring, preventive maintenance, and rapid issue resolution to ensure optimal performance.

PERFORMANCE MONITORING

Continuous system tracking through advanced SCADA systems, ensuring energy generation meets expected targets.

SUPPORT IN STATUTORY & TECHNICAL MATTERS

Our expert techno-commercial team offers comprehensive technical support to our valued customers at no consulting fee.

UPGRADES & EXPANSION

Seamless system upgrades or capacity expansion based on evolving client needs and technological advancements.

CONCLUSION

MGM Green Energy Ltd. stands as a pioneering force in Odisha's renewable energy landscape, leveraging local expertise and a diversified portfolio in both solar and wind energy. The company's structured consumer journey, from consultation to post-installation support, ensures efficient project execution and long-term sustainability. With a strong presence in Odisha, advanced technology, and robust government relations, MGM Green Energy Ltd. is poised to expand its renewable energy footprint, contributing significantly to India's green energy goals.

MGM
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THANK YOU!

Thank you for your interest in MGM Green Energy Ltd. and our commitment to green energy. Together, we can create a sustainable and prosperous future.

CONNECT WITH US

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