



Project Phoenix: IEDCL Advisory Business

November 2020



Background

1

IL&FS Energy Development Company Limited (IEDCL) was incorporated in 2007 and started the Energy Advisory Business in 2008

2

Objective was to provide advisory services in the power sector and to develop, own & operate power generation and transmission assets in India and abroad

3

Over time, the Advisory Group of IEDCL has gained extensive experience in development of generation (conventional & non-conventional), transmission & distribution projects both for in-house and 3rd party clients that include Central & State Governments, large public sector companies and private sector clients

4

This experience has helped the Advisory Group build in-house expertise in various facets of project development that encompasses technical, legal, regulatory, environmental functions & financial advisory

Project Development & Advisory undertaken by IEDCL

Generation	Transmission	Distribution & Trading	Energy Efficiency & Regulatory	
Gas Power Projects – 8 GW	400 kV Transmission Line - 47 km Cuddalore, Tamil Nadu	Transaction Advisory for Distribution Franchisee in 9 cities	Project Management Consultancy (PMC) for 1.5 million lights under Street Lighting National Program of EESL in 3 States	
Coal Power Projects - 7.8 GW				
Wind Power Projects - 1 GW	400 kV D/C Transmission Line - 650 km at Bongaigaon	Preparation of DPR for various Distribution Utilities		
Solar Power Projects - 140 MW				
Waste to Energy - 32 MW	400 kV Transmission Line - 130 km Indo-Nepal Cross Border Transmission Project	Feeder Segregation - Transaction Advisory, DPR, PMC, etc.		Regulatory Advisory Services - Preparation of DPR, ARR & MYT for State Utility
Hydro Projects - 145 MW				
Solar Parks - 1.3 GW			Power Trading - 600 MW	

Divestment of IEDCL's On-going Advisory Business

Current mandates of IEDCL Advisory Business are the Demand Side Management (DSM) projects of Energy Efficiency Services Limited (EESL) and other advisory assignments. The EESL projects are the biggest revenue driver whereas the other projects are much smaller

EESL PROJECTS:

The scope of work is to provide over-all support to EESL that includes contract management, project preparation, project implementation & project monitoring for their Street Lighting National Program (SLNP) in the States of Delhi, Andhra Pradesh & Telangana. IEDCL acts as Project Management Consultant (PMC) during the retrofitting of Street Lights (usually takes 1-1½ years) and as Annual Maintenance Consultant (AMC) thereafter to monitor the operations for typically 7 years

	Billing Projection From April 1, 2020 onwards till completion (in Rs Mn)	Completion Date
Total 8 ongoing EESL Projects	Rs 916 mn	May 22 – Dec 27

Additional Up-side:

1. Additional LEDs installed/ to be installed/pipeline: **Rs. 77 Mn to Rs. 185 Mn**

1. Team is spread over various parts of the country based on the location of the projects, mainly in Delhi, Hyderabad, Vijayawada, Vizag and different other districts of Telangana & Andhra Pradesh
2. The PMC and AMC fees are linked to percentage of total project cost as mutually decided between EESL & the Urban Local Bodies (ULBs)
3. Asset light business, no capital expenditure is required in any of the ongoing mandates
4. Only operational expenditure on manpower, office rent, project vehicles, etc.

ADVISORY FOR OTHER CLIENTS:

These projects comprise of (i) Distribution Advisory for Rajasthan DISCOMs, (ii) Waste to Energy Advisory for Puducherry Urban Development Agency (PUDA) and (iii) Environmental Clearance for Tripura Gas Power Project. Most of these projects have been completed and extension is being sought

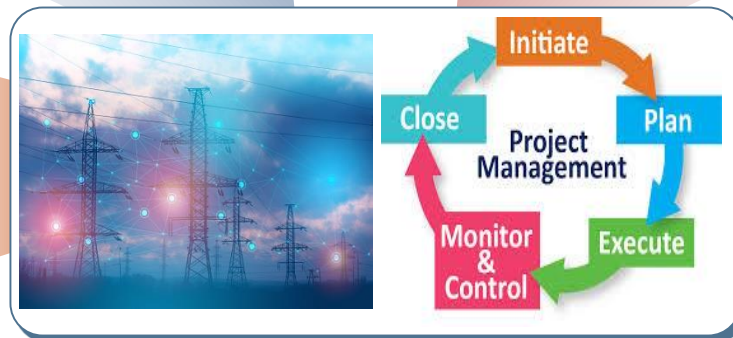
	Billing Projection From April 1, 2020 onwards till completion (in Rs Mn)	Completion Date
Total Other Mandates	2.4	Few milestones remaining

Key Investment Highlights

Experienced team of professionals with vast experience in power generation, transmission, distribution & energy efficiency

Fully operational long term contracts

Asset Light Model, operational expense on manpower, office space, project vehicles, etc.



Long standing relationship with EESL. Advantage in bidding for their future PMC/AMC projects

Handling significant business of EESL's Street Lighting National Program (SLNP) projects

With the credentials and expertise, huge possibility of future expansion

Opportunity to invest in a cash generating Business Undertaking with predictable returns

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