

## JOB DESCRIPTION

<b>Position Title</b>	Solar Lead
<b>Level</b>	Manager
<b>Superior Position Title</b>	Deputy General Manager - Business Development and Commercial (Renewables)
<b>Company</b>	Apraava Renewable Energy Private Limited
<b>Department</b>	Business Development and Commercial - Renewables
<b>Location</b>	Mumbai

### 1. JOB PURPOSE

**Business Context:** Apraava Energy is a diversified power company, jointly owned by the CLP Group - one of the largest investor-owned power businesses in Asia and Caissede dépôt placement du Québec (CDPQ) - a global investment group.

Our portfolio comprises 3,150 MW of installed capacity which includes 924 MW of wind and 250 MW of solar energy projects across seven states, a 1320 MW coal-fired super critical power plant and two power transmission assets. We forayed into Advanced Metering Infrastructure (AMI) by winning the first project in Assam to install smart meters in 693,077 households.

The name Apraava Energy has been derived from the Sanskrit language and is an amalgamation of four elements: Agni (Fire), Prithvi (Earth), Ambu (Water) and Vayu (Wind).

Apraava Energy was one of the first company to identify the potential of renewable energy in India. The company entered this space by building its first wind farm in 2009. Since then, Apraava Energy has gradually grown its wind energy portfolio and is now spread across six states generating nearly 1,000 MW and another 250 MW of committed capacity. Wind energy has been an integral part of Apraava Energy's business strategy. It is expected to continue making a vital contribution not only to Apraava Energy's growth plans for India but also to its commitment towards reducing its CO2 emissions.

Apraava Energy forayed into solar power generation with a 100 MW plant in 2016 through a joint venture in Veltoor, Telangana. Apraava Energy acquired two more solar plants in 2018. In 2020, Apraava Energy increased the size of its solar energy portfolio by more than 70% by entering into an agreement to acquire three of its solar projects. The latest addition to Apraava's solar portfolio was a 250 MW solar farm in Dedasari, Rajasthan in 2021.

In line with Apraava Energy's vision of investing in a low-carbon and clean energy portfolio, Apraava Energy marked its entry into the power transmission sector in 2019 with the acquisition of 240 km transmission line. With this, Apraava Energy has broadened its portfolio to straddle two out of the three main segments in India's power value chain. In December 2021 Apraava Energy acquired a 254 km Transmission line from Kalpataru-Mariani Transmission Limited passing through 3 states in North- East India i.e. Manipur, Nagaland and Assam.

The company has also built a 1,320 MW supercritical coal-fired power plant in Jhajjar, Haryana. The Jhajjar Power Plant has been commercially operational since mid-2012. It is one of the first few power plants in India to operationalize the Flue Gas Desulphurization (FGD) unit which helps reduce ~ 85% of SO2 emissions. The plant has also won the Frost & Sullivan and TERI Jury Special Mention Award in 2019 for reducing its specific water consumption to 2.11 m<sup>3</sup>/ MWh against a statutory limit of 3.5 m<sup>3</sup>/ MWh.

The Organization is engaged in Greenfield development of Power Generation/Transmission assets as well as their Acquisition. The business objectives in either case can be met only if the asset performs to the business assumptions.

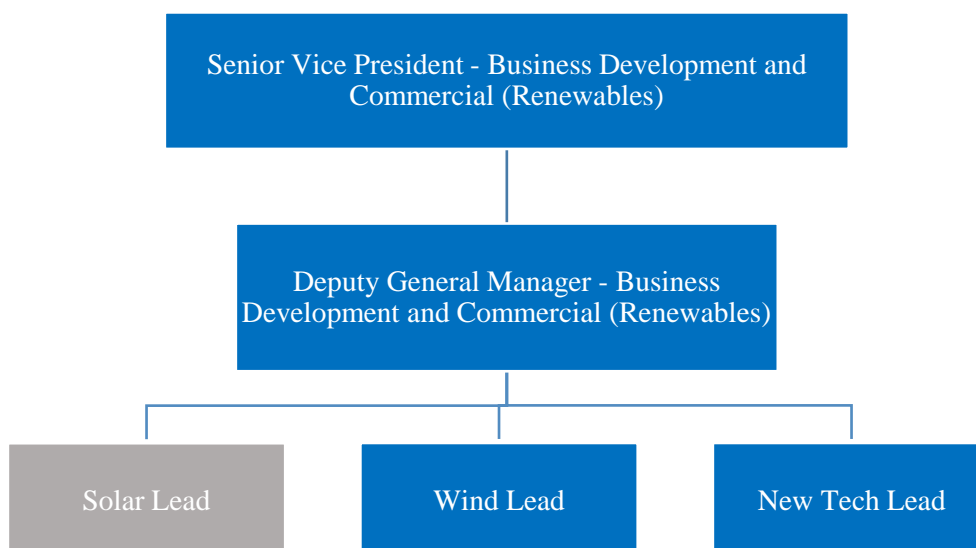
Engineering plays a key role in translating that business assumptions into engineering designs which can make sure that business objectives are met sustainably.

The organization is further diversifying into Power distribution business including Advanced Metering business. This would uniquely position organization’s presence across the entire power sector value chain.

The mandate of the BD & Commercial (Renewable) function is to build and expand the Renewable Energy business (Greenfield/ Brownfield projects) of Apraava Energy within the limits of the Group’s policy and guidelines. This involves sourcing, evaluating, and optimizing opportunities in power generation as well as new businesses in the digital energy space (such as smart cities). This also requires maintaining strong relationships with various industry associations, governmental bodies, etc.

**Job Purpose:** This position exists to lead, manage, and support development of solar business in accordance with the Growth Strategy agreed between shareholders and Greenfield Implementation Plan approved by the Apraava Energy Board. This role will take lead in evaluating and supporting the qualification of identified new opportunities in the solar power projects and solar dominated wind-solar hybrid projects thereby supporting the growth of the Apraava Energy business within the limits of company policies and guidelines.

## 2. ORGANISATIONAL CHART



## 3. PRINCIPAL ACCOUNTABILITIES

Accountabilities	Major Activities
Drive the qualification of identified new business opportunities in the solar power projects and solar dominated wind-solar hybrid projects with the objective of supporting the growth of Apraava Energy’s Renewables portfolio	<ul style="list-style-type: none"> <li>▪ Co-ordinate with the Project Development Lead (in the interim handled by Project Management Lead) to identify and shortlist the investable pipeline of project opportunities in accordance with the Greenfield Implementation Plan, based on desktop analysis and preliminary techno-commercial assessments</li> <li>▪ Comprehensive assessment of various auctions / tender opportunities in solar and solar dominated hybrid space for suitable opportunities in accordance with the Greenfield Implementation Plan</li> <li>▪ Support the team in build-up of requisite strategies for future auctions to Apraava Board</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Support Project Management Lead in developing the slide packs for Advance Notice presentations to be made to Apraava Energy and CLPH Investment Committee</li> <li>▪ Post Advance Notice approval, prepare and seek approval for project specific due diligence budget</li> <li>▪ Lead and co-ordinate with various cross-functions within Apraava Energy and CLPH on various technical aspects of project, including but not limited to developing major equipment specifications and drawings, site surveys with technical analysis, grid connection status analysis, etc.</li> <li>▪ Collate available information on the identified business opportunity; analyse information gaps and coordinate with peers and seniors to address the same</li> <li>▪ Engage with 3<sup>rd</sup> party consultants for support on collating on site data and inputs required for due diligence</li> <li>▪ Lead and co-ordinate with various cross-functions in Apraava Energy and CLPH on due diligence required for various techno-commercial aspects of the identified project opportunity</li> <li>▪ Ensure timely delivery of techno-commercial due diligence reports and other proposal documents adhering to the project timelines as detailed by the Project Management Lead</li> <li>▪ Develop, review, discuss and finalize comprehensive assumption data book for the given investment opportunity; provide clarifications to various stakeholders / shareholders on various assumptions during the investment review process</li> <li>▪ Assist Line Manager in preparing various business case presentations / documents for approvals from Apraava Energy, CDPQ and CLP Hong Kong Management</li> <li>▪ Lead and manage tender documentation from perspectives such as review of tender documents, participation in the pre-bid meetings, arranging the documentation for bid submission, etc.</li> <li>▪ Support securing the development permits and licenses (as applicable) from relevant government authorities and regulators</li> <li>▪ Be first point of contact with the counterparties on various aspects such as cross-functional co-ordination, technical negotiations (including contractual) and commercial evaluation and support the Project Management Lead in the commercial negotiations (including contractual) with the counterparties</li> <li>▪ Keep track of developments in floating solar space and keep the Apraava Management abreast of the same</li> </ul>
<p>Support allied aspects of Project Management activities</p>	<ul style="list-style-type: none"> <li>▪ Keep track of various aspects of key components of the project such as new technology changes in PV modules, inverters, pricing trends globally and locally</li> <li>▪ Lead preparation of annual business development budget for business development activities pertaining to solar in consultation with supervisor keeping in mind the projects in pipeline and development models</li> <li>▪ Support the Project Management Lead in project management activities and lead the vendor management activities</li> <li>▪ Contribute to various other cross-functional initiatives at India and Group-level to improve internal processes and enhance system agility</li> </ul>

<p>Ensure internal/external audit preparedness by collating and maintaining required documentation with the objective of enhancing the image of Aprava Energy as a good corporate citizen</p>	<ul style="list-style-type: none"> <li>▪ Ensure creation and maintenance of project documentation on a periodic basis</li> <li>▪ Ensure audit preparedness by adhering to standardized business processes and supporting availability of all required documents</li> <li>▪ Support in Internal reporting at India/ Group level- Monthly IEX presentation / MD update RESC meeting, Quarterly PIO update, etc.</li> </ul>
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#### 4. MAJOR CHALLENGES

<ul style="list-style-type: none"> <li>▪ Reliability of inputs associated with assessment of solar resources as it is handled by other internal teams</li> <li>▪ Multi-stage reviews at India and HK level which involves close coordination and follow-ups with Senior team members from other functions</li> </ul>
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#### 5. DECISIONS

##### Decisions made by job holder

As per the defined authority matrix
Approvals within the budgets defined and decision matrix
Observations in the works performed by the external consultants

##### Recommendations to or approval by superior

Budget for the Due diligence
Comprehensive assumption data book
Technological changes

#### 6. INTERACTIONS

##### Internal Clients

<b>Roles you need to interact with inside the organization to enable success in your day-to-day work</b>
Finance Team/Investment Analysis Team – Support with inputs in developing financial model for integration with the technical due diligence
Resource Team – Support with inputs and site data for carrying out the energy prognosis
Asset management Team – Support with technical inputs for assessing the asset management requirement
India Technical Team and CLP Hong Kong (Technical) – Technical inputs on evaluation and qualification of new opportunities
HSSE Team – Support with inputs for carrying out health, safety, security, and environment assessment for new project opportunities
Procurement Team – Engagement with the consultants and external agencies
Legal- Support and coordination for Non-Disclosure agreements and Contract documentation

##### External Clients

<b>Roles you need to interact with outside the organization to enable success in your day-to-day work</b>
External consultants – Opportunity evaluation support; sourcing of new opportunities
Auditors – Statutory and policy compliance
Government Agencies – securing permits and approvals

Counterparties (including OEMs / EPC Contractors, etc.) – Technical documentation and resolving technical due-diligence findings

## 7. DIMENSIONS

### Financial Dimensions

This role contributes in:

- Internal Technical Feasibility Analysis of 2-3 opportunities/month
- Average Annual Budget of INR 2 cr./project
- Project Costs: INR 12 Bn/250 MW Project

## 8. SKILLS AND KNOWLEDGE

### Educational Qualifications

- Minimum Qualification: B.E./B. Tech.

### Functional Skills

- Understanding of the Indian Power Industry with a knowledge of the power value chain
- Understanding of operations and design aspects of equipment required in Renewable Power Plants
- Understanding of sites surveys
- Knowledge of power grids
- Power yield analysis
- In depth understanding of power value chain from renewable sources
- Preliminary understanding of the financial sector – working of financial models, cash flows, taxation, project evaluation
- Technology related aspects of renewable energy in general and solar energy in particular
- Latest developments in the power sector
- Analytical thinking
- Communication Skills
- People agility and interpersonal skills
- Team work
- Execution excellence

### Relevant and total years of Experience

- Overall experience: 10+ years Relevant experience - 5 to 6 years.