



# Bati Energy Profile

JULY 2018



# Introduction

Bati Energy Pvt. Ltd. Was incorporated in March 25, 2014 to carry on business of marketing, import, export, representation of manufactures, designers, architects, in the field of solar photovoltaic energy or any other source of renewable or non-conventional form of energy, including but not limited to Hydrogen fuel cells, Wind Turbine Generators, Biomass or Biogas based power solutions, Ocean Wave and Tidal Energy and Hydro Energy in India and across the world.

So far, the company has completed solar projects in various parts of India, Ireland, Poland. It's MNRE Empanelment no. Is MNRE/CP/GCRT/C/5191

The story goes back to April 2007, When one man, dropped out from Aeronautical engineering, with a dream of Green Powered India 2030. He was trying to set up a solar panel manufacturing factory with technology from Spire, USA. He failed in hundreds of attempts to raise the funds for the project, but he didn't fail to keep going on. Till 2013, he worked as an independent solar power consultant, solar products marketing guy, and solar power solutions designer.

Bhavesh J. Bati, founder and CEO at Bati Energy Private Limited, has been involved directly and indirectly, on small to large scale solar power plants. It was his vision back in 2006 that solar would be the significant part of global energy mix, that kept him working on promoting solar projects despite continued failures.

At Bati Energy we have witnessed with full interest, global PV trends and developments, success of fits in Germany and her followers, JNNSM in India, and K.A. Care in Saudi Arabia, to name a few. Studied Solar Promotional Instruments like fits, rpos, Carbon Certificates, Tax Rebates, Renewable Energy Certificates, Subsidies, and their effects, rise of Chinese participants and as a result continuous fall in Silicon Prices, and in turn Solar Panel prices. The resulting Chinese dominance of cheap-low-tech, modules brought about upheaval and chaos in the entire market vertical, from polysilicon → Wafer → cell → modules, manufacturers to traders, project developers. The cut-throat competition resulted in unprecedented growth in the solar installations worldwide. With continuous focus on developing and innovating solar, Tier 1 Chinese companies have worked with global technology leaders and invested billions of dollars in capacity building helping china lead the way in new technology development.

The story of solar PV growth is filled with chaos and more chaos, but the Chaos was a prerequisite to the evolution. With developments on thin-films and fight back from Crystalline modules with lower costs of higher-efficiency modules. Our objectives are aligned with global cause to reduce carbon footprint, to preserve ecology, adoption and streamlining of renewable energy.



## Business Activities

The company undertake the following activities:

### Solar Water Pumping

The company has expertise in solar based irrigation solutions, and provides the product and services aligned to it to customers across the globe. So far, the company has installed a total capacity of xxHP of solar irrigation systems across the world, including India, Ireland, Poland. The company provides solar powered irrigation solution from 1HP till 1000HP.

### Solar Projects EPC Solutions

Our team combined solar EPC experience is over 100MW. The company is empanelled with MNRE for solar rooftop projects in India, and has capacity to execute projects ranging from 1KW till 100KW. We also have Installation and commissioning partners with experience over 2500MW of solar projects in different part of India to provide cost effective I&C services to our esteemed clients.

### **Hobbit** small scale VAWT.

We are installing small scale 1KW to 10KW small scale wind turbines which we have named "Hobbit"

### Renewable Energy Trading & Services

The company is also into trading and servicing for large solar energy power plants and power storage units. So far, the company has been instrumental in generating business for **3.65MW** of solar power plants. The company provides trading and services for New, Used and refurbished solar panels.

### Research & Development

From the very beginning, the company has focused on research & development of user-friendly solar power kits. The company has designed and developed a portable solar power kit with discussion from its Switzerland client. The portable kit is a **100w** unit, and costs about **\$460** per unit. This portable kit has the potential to revolutionise stand-alone, off-grid, impromptu power requirement in remote locations of the world. The kit can be mantled and dismantled within a span of 10 minutes.



## Team

**Bhavesh J. Bati, CEO and CMO-EUMENA:** A self-made Entrepreneur, Mountain Climber, Cyclist, and a silent listener, bit lazy at times, Bhavesh has been actively engaged in various Solar Projects, since 2007. He has worked as a sales person, Marketing strategist, Assistant to a physician, product designer and developer. Since 2007, He has been active participants in solar sector in particular and renewable energy in general. In 2014, Bhavesh founded Bati Energy Private Limited along with his friend and renewable energy enthusiast Mr. Gunajit Brahma.

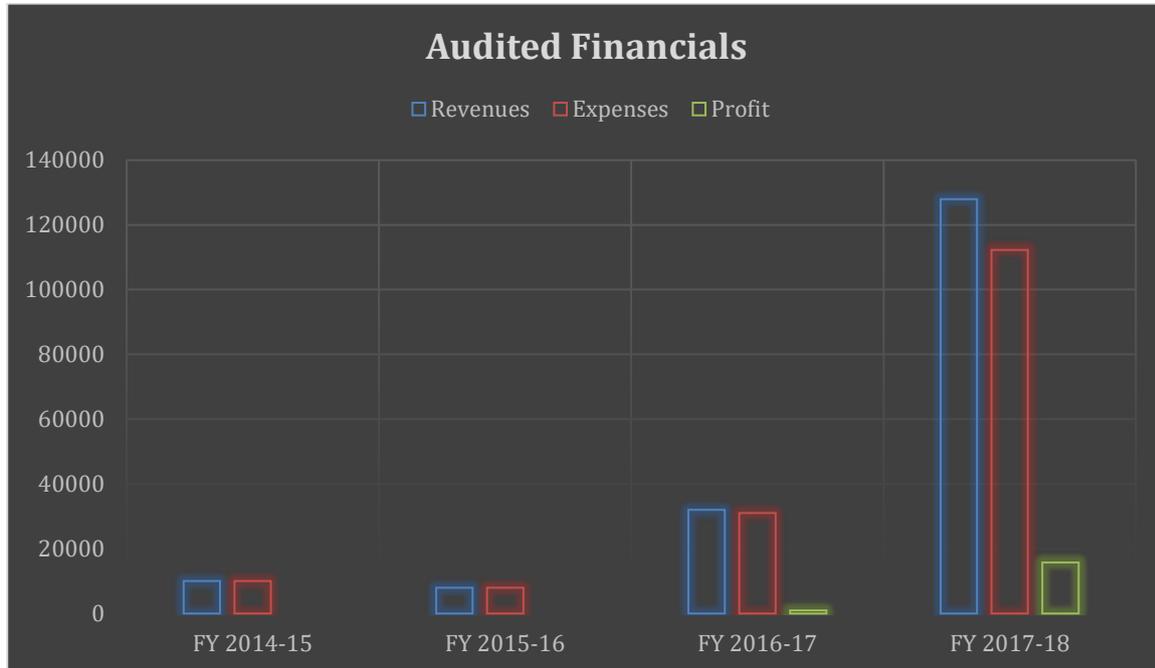
**Gunajit Brahma, CMO-Asia Pacific:** With M.Sc. in Microbiology and alumnus of IIM Indore, Gunajit has 7 year experience as an Entrepreneur. His outstanding ability to go out and help, and solve issues with in-depth discussions, has earned him a well-deserving place in our Team. He cares for and working with the environment and renewables sector since 2006. Gunajit has co-founded *Renewable Bazaar* in 2010, and apart from Bati Energy, currently focuses on his organic food venture *Jeev Anksh Eco Products (P) Ltd.*, ([www.jeevanksh.com](http://www.jeevanksh.com)). During his leisure time, he likes to be closer to Mother Nature, and love cycling and hiking. He was also a regular columnist at an NGO's monthly online publication on environment and nature e-zine. He practices yoga and meditation and is a follower of Sri Sri Ravi Shankar's Art of Living Foundation. He is a National Entrepreneurship Award winning entrepreneur, and was awarded by the Ministry of Skill Development and Entrepreneurship in 2017. He received the award from the Honorable Home Minister of India, Shri Rajnath Singh ji.

### **Sanjeev Kumar, Chief Projects Manager.**

Mr. Sanjeev Kumar is an Electrical Engineer with almost 2 decades of work experience in electrical and instrumentation design and execution of projects. He has worked as protection and commissioning engineer for EHV system for most of the part of 14 yrs He has vast experience with Protection system, Relay Metering and Smart grid solutions. Prior to being part of Bati Energy, he has served highly reputed organizations like ABB, Larsen and Toubro Power, ABB Global Service Limited and has experience with over **200MW** of Solar, Thermal and Nuclear Power Projects.

# Financials

Audited financials for FY 2014-18 (March 2018), in USD



It is estimated that in F.Y. 2018-19, our revenues will cross US\$ 1 million.

## Future Plan

The future plan (5 years) of the company is as follows:

### Market Development

The company plans to increase its market presence in Asia-Pacific (including India), EU, MENA, & South America. Each of these market has its own unique characteristics. While the Asia-Pacific region is growing for mini-mega solar projects, EU market has potential for power-plants as well as heating solutions. The MENA market is growing for water pumping, power-plants as well as stand alone small kits; the South American market has potential for water pumping system for industries and agri-businesses.

### Solar Irrigation

The company plans to continue its focus on Solar Irrigation, and envisions to increase its customer base and market presence in the growing markets of Asia-Pacific, MENA, EU and South American markets. The potential for large water pumping projects for industrial usages are huge. The company is in talk with clients from South America & MENA for installation of medium to large units of water pumping solutions. Each customer from these markets has a requirement from 50KW to 200KW unit for their industrial need. Industries include, but not limited to, Cement factories, agri & food processing industries, etc.

### **Solar Power Plants**

Company plans to expand its product offerings for Food processing industries, EV charging stations, etc. Power plant projects from 500W-10MW will be undertaken across the world. With the focus on EVs, potential for solar power plants to be used as charging stations have increased immensely.

### **Trading & Consultancy**

The company's main revenue generating activity will be trading and consultancy for renewable energy projects. The company has ready orders for about 5MW power plant projects, and it will supply solar panels for these projects.

### **Research & Development**

R&D is a core focus of the company and it will continue to one area for continuous development. The company plans to continue its research on off-grid portable kits upto 500W costing between USD 200-400/- per unit with high efficiency solar cells. We are also developing and deploying hybrid solar-wind generators. Going forward we are planning to develop solar powered drones and mini-aircrafts.

### **Global Reach**

Company has started a sister concern in Estonia, named Neurinko OÜ or "The New Sun" to offer our products and services in Europe.