

IPO ANALYSIS	
Sector: Renewable Energy	
Issue Price: INR 275 to INR 289	
Issue Size: INR 2,900 Cr	
Issue Opens/Closes: November 06 / November 08	
IPO Basics	
Promoters: Mamta Upadhyay, Manoj Kumar Upadhyay, ACME Cleantech Solutions Private Limited, Mku Holdings Private Limited And Upadhyay Family Trust	
Selling Shareholders: ACME Cleantech Solutions Private Limited	
Lead Managers: Nuvama Wealth Management, ICICI Securities, JM Financial, Kotak Mahindra Capital, Motilal Oswal, Investment Advisors	
Registered Office: Gurugram, Haryana	
Registrar: KFin Technologies Limited	
Listing: BSE and NSE	

IPO Capital Structure	
Fresh Issue	8,71,30,498 equity shares upto INR 2,395 Cr
Offer for Sale	1,83,63,636 equity shares upto INR 505 Cr
Total Issue as % of total capital (Post-Issue)	16.58%
Post Issue No. of Shares	60,51,15,540
Employee Reservation	4,03,225 equity shares upto INR 10 Cr
Employee Discount	INR 27/- per share
Post Issue Market Cap	INR 16,757 Cr - INR 17,488 Cr
Face Value	INR 2
Issue Route	Book Build Issue
<i>All values calculated at upper band</i>	

Financial Snapshot (INR in Cr)			
Y/E Mar	FY23	FY24	Q1FY25
Share Capital	104.44	104.44	104.44
Reserves	1,796.12	2,486.43	1,837.68
Net Worth	1,900.56	2,590.87	1,942.12
Revenue from ops	1,294.90	1,319.25	309.64
Revenue Growth (%)	-12.97	1.88	-16.12
EBITDA	1,172.59	1,089.15	271.72
EBITDA (%)	90.55%	82.56%	87.75%
Net Profit	-31.74	697.78	13.89
Net Profit (%)	-0.23%	47.59%	0.41%
Basic EPS	-0.06	12.55	0.03^
Diluted EPS	-0.06	12.55	0.03^
NAV (INR)	36.39	49.61	37.19
ROE (%)	25.34%	38.83%	2.93%^
P/E (Based on Upper Band)			23.02
Average Industry P/E			170.30
P/B (Based on Upper Band)			7.77

Shareholding Pattern		
Holders	Pre-Issue	Post Issue
Promoters	100.00%	83.41%
Public	-	16.59%
Total	100.00%	100.00%

Source: RHP, *Restated Consolidated, ^not annualized
Q1FY25 revenue growth compared with Q1FY24
P/E calculated based on upper band

Particulars	Retail Category	NII bid between INR 2 lakhs- INR 10 lakhs	NII bid above INR 10 lakhs
Minimum Bid Lot (Shares)	51	714	3,468
Minimum Bid Lot Amount	INR 14,739	INR 206,346	INR 10,02,252
No of Applications for 1x	1,96,078	7,003	14,006

ACME Solar Holdings Limited

Nov 04, 2024

Issue Highlights:

- ACME Solar Holdings Ltd was originally incorporated as “ACME Solar Holdings Pvt. Ltd” in Haryana in June 2015. In May 2024, the company transitioned to a public limited company, adopting its current name. As a prominent renewable energy provider in India, ACME Solar specializes in solar, wind, hybrid, and firm dispatchable renewable energy (FDRE) projects, reflecting its commitment to sustainable energy solutions.
- As one of India’s largest independent power producers (IPP) in the renewable energy sector, ACME Solar Holdings ranks among the top 10 renewable energy companies based on operational capacity as of June 30, 2024. The ACME Group boasts a proven track record of developing and commissioning 2,719 MW (3,668 MWp) of solar projects across 12 states in India, showcasing its leadership in the industry.
- ACME Solar Holdings currently has a substantial under-construction contracted project capacity of 3,250 MW, which includes 1,500 MW (2,192 MWp) in solar projects, 150 MW in wind projects, 1,030 MW in hybrid projects, and 570 MW in FDRE projects. Additionally, the company has secured an awarded project capacity of 1,730 MW, comprising 600 MW (870 MWp) of solar, 450 MW of hybrid, and 680 MW of FDRE projects, further solidifying its growth trajectory.
- The company employs an integrated in-house approach for executing its renewable projects throughout their life cycle. This includes everything from signing power purchase agreements (PPAs) to achieving commercial operations within 18 to 24 months. Following project completion, ACME Solar ensures ongoing operation and maintenance, emphasizing its commitment to reliability and efficiency in renewable energy deployment.
- A significant portion of ACME Solar’s project portfolio is secured through long-term PPAs with government-backed entities, typically spanning 25 years. As of June 30, 2024, the weighted average residual period for all operational projects under these agreements stands at 19.94 years. The company’s diverse portfolio, located across ten Indian states—including Rajasthan, Gujarat, and Punjab—demonstrates its extensive reach and expertise in various renewable energy technologies.

Key Risks:

- Dependence on Power Purchase Agreements (PPAs) exposes the company to risks, as unfavorable terms or changes could negatively impact future cash flows and overall financial results.
- Revenue concentration among the top 10 off-takers poses significant risk; losing any major off-taker could adversely affect the company’s financial stability, operations, and investor returns.

Particulars	No. of shares at Lower band (Cr.)	No. of shares at Upper band (Cr.)	Issue Size Amount at Lower band (INR. Cr.)	Issue Size Amount at Upper band (INR. Cr.)	% Of Issue
QIB	7.88	7.50	2,167.50	2,167.50	75%
NIB	1.58	1.50	433.50	433.50	15%
-NIB2 (Bid above INR 10 Lakhs)	1.05	1.00	289.00	289.00	-
-NIB1 (Bid between INR 2 to 10 Lakhs)	0.53	0.50	144.50	144.50	-
Retail	1.05	1.00	289.00	289.00	10%
Employee	0.04	0.03	10.00	10.00	-
Total	10.55	10.03	2,900.00	2,900.00	100.00%

An Indicative Timetable Post Issue Closing	
Particulars	Tentative Date
Finalization of Basis of Allotment	November 11, 2024
Refunds/un-blocking of ASBA Accounts	November 12, 2024
Credit of Equity Shares to DP Ac	November 12, 2024
Trading Commences	November 13, 2024

Investors are advised to refer disclosures made at the end of the research report.

BACKGROUND

ACME Solar Holdings Ltd was incorporated as “ACME Solar Holdings Pvt. Ltd” in Haryana in June 2015. It transitioned to a public company in 2017, became private in 2020, and reverted to a public limited company in May 2024. ACME Solar is a renewable energy firm in India, with a diverse portfolio of solar, wind, hybrid, and firm and dispatchable renewable energy (FDRE) projects.

Brief Biographies of Directors

Manoj Kumar Upadhyay is the Chairman and Managing Director and one of the Promoters of the Company. He is the founder of the ACME Group and is responsible for establishing the ACME Group. He has experience in power, telecommunications, energy management and storage sectors. Further, he is an inventor of the patents registered in the name of ACME Tele Power (now ACME Cleantech Solutions)

Nikhil Dhingra is the Whole-Time Director and Chief Executive Officer of the Company. He has been associated with the company since February 3, 2023. Previously he was associated with Oriental Tollways Pvt. Ltd as the chief executive officer, and ICICI Securities as the VP – Corporate Finance.

Shashi Shekhar is the Whole-Time Director and Vice Chairman of the Company. He has been associated with the company since April 9, 2018. Previously he was associated with the Ministry of New and Renewable Energy as the joint secretary, Ministry of Environment, Forests and Climate Change as an additional secretary and with the Ministry of Water Resources, River Development and Ganga Rejuvenation as a secretary. He has held the positions of MD at PTC Energy and Indian Energy Exchange.

Atul Sabharwal is an Independent Director of the Company. He has been associated with the Company since September 18, 2017. Currently, he is the founder and CEO of Snipp Interactive Inc. since 2012. He has also worked with America Online Inc. as a business development director in digital services strategic development, News Television (India) Pvt. Ltd and the Boston Consulting Group.

Sanjay Dhawan is an Independent Director of the Company. He has been associated with the Company since June 29, 2024. He has experience in power solutions and technology. Previously, he was associated with Shriram Fertilisers & Chemicals, Cadbury India, and The Delhi Cloth & General Mills Co. He is currently the MD of Punchline Energy Pvt. Ltd.

Anuranjita Kumar is an Independent Director of the Company. She has been associated with the Company since April 25, 2024. Previously she was associated with RBS Services India Pvt. Ltd as the managing director, human resources department and the Citi Group and is part of the council of advisors for the American India Foundation. She is currently the co-founder and chief executive officer at We-Ace.

Purushottam Kejriwal is the Chief Financial Officer of the Company. He has been associated with the Company since April 3, 2024, and is responsible for financial management, fund raising and strategic planning of the Company. Prior to joining the Company, he was associated with Adani Enterprises as the vice president, India Power Corporation as the vice president – resource mobilization, Adhunik Power and Natural Resources as the senior deputy general manager (finance), RDB Industries as the vice president (strategic finance) and J L Morison (India) as a company secretary.

Rajesh Sodhi is the Assistant Vice President, Company Secretary and Compliance Officer of the Company. He has been associated with the Company since January 1, 2017 and was associated with ACME Cleantech since September 6, 2010 prior to his transfer to the Company. Previously, he was associated as company secretary at NKG Infrastructure, Surya Food & Agro, Essel Shyam Technologies, BLS Polymers, Padmini Polymers and Shri Vardhman Overseas.

OBJECTS OF THE ISSUE

Objects	Amount (INR Cr)
<ul style="list-style-type: none"> Investment in Subsidiaries for repayment/prepayment, in full/part, of certain outstanding borrowings availed by the Subsidiaries 	1,795.00
<ul style="list-style-type: none"> General Corporate Purposes 	[•]
Total	[•]

OFFER DETAILS

Fresh Issue	No. of Shares	WACA per Equity Share (INR)
Fresh Issue (INR 2,395 Cr)	Upto 8,71,30,498~ - 8,29,07,630 ^ Equity Shares	-

The Offer for Sale by: Promoter Selling S/h	No. of Shares	WACA per Equity Share (INR)
ACME Cleantech Solutions (INR 505 Cr)	Upto 1,83,63,636-1,74,74,048 Equity Shares	28.31

SHAREHOLDING PATTERN

Shareholders	Pre-offer		Fresh Issue and Offer for Sale Shares	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter	52,22,07,910	100.00%	1,74,74,048	50,47,33,862	83.41%
Promoters Group	-	-	-	-	-
Total for Promoter & Promoter Group	52,22,07,910	100.00%	1,74,74,048	50,47,33,862	83.41%
Public	-	-	8,29,07,630	10,03,81,678	16.59%
Total for Public Shareholder	-	-	8,29,07,630	10,03,81,678	16.59%
Total Equity Share Capital	52,22,07,910	100.00%		60,51,15,540	100.0%

(^ at upper price band)

BUSINESS OVERVIEW

ACME Solar Holdings, established in 2015, is a leading renewable energy company in India, offering solar, wind, hybrid, and firm and dispatchable renewable energy (FDRE) projects. As of June 30, 2024, it ranks among the top 10 renewable energy players in India by operational capacity. The ACME Group, founded by Manoj Kumar Upadhyay in 2003, initially provided energy management solutions to telecom operators and entered renewable energy in 2009, commissioning its first solar plant in FY 2012.

ACME has developed and commissioned 2,719 MW (3,668 MWp) of solar projects since inception. It has diversified from solar to become an integrated renewable energy company, handling project development, construction, and operations in-house. The company earns revenue by selling electricity to central and state-backed entities. Its portfolio includes 1,340 MW (1,826 MWp) operational solar projects, 3,250 MW under-construction projects (solar, wind, hybrid, FDRE), and 1,730 MW of awarded under-construction capacity.

According to CRISIL, FDRE projects provide reliable power supply and higher capacity utilization compared to traditional solar or wind projects, with tariffs ranging from INR3 to INR5 per unit. ACME strategically divested 1,379 MW (1,842 MWp) of solar projects, using proceeds to expand and deliver shareholder value. The company continues to leverage its early entry advantage and comprehensive in-house capabilities in the renewable energy sector.

Overview of company's Operational, Under Construction Contracted Projects & Under Construction Awarded Projects

Particulars	Contracted Capacity (AC) MW	Solar (AC) MW	Solar (DC) MWp	Wind MW	Battery MWh
Operational	13,402	1,340	1,826	-	-
Under Construction Contracted	3,250	3,566	5,068	637	2,756
Under Construction Awarded	1,730	2,033	2,948	375	2,000

Source: RHP

Under Construction Contracted Portfolio

Project Name	Type	PPA Signing date	Contracted Capacity (MW)	Off taker	Connectivity Status	Expected Commissioning
ACME Raisar Solar Energy	Solar	December 6, 2018	300	SECI	Final grant -300 MW	October 2024
ACME Dhaulpur Powertech	Solar	December 7, 2018	300	SECI	Final grant -300 MW	October 2024
ACME Deoghar Solar Power	Solar	December 7, 2018	300	SECI	Final grant -300 MW	October 2024
ACME Phalodi Solar Energy	Wind	December 6, 2018	50	SECI	Final grant -50 MW	October 2024
ACME Pokhran Solar	Wind	December 14, 2022#	100	GUVNL	Final grant -100 MW	December 2024
ACME Eco Clean Energy	Solar	May 10, 2023	300	GUVNL	Final grant -300 MW	April 2025
ACME Sikar Solar	FDRE	-	300	Merchant	Final grant -300 MW	December 2024
ACME Surya Power	FDRE	May 2, 2024	250	SJVN	In Principle -600 MW	May 2026
ACME Sun Power	FDRE	May 21, 2024	320	SJVN	In Principle -565 MW	May 2026
ACME Urja One	Hybrid*	July 23, 2024	380	SECI	Final grant -400 MW In Principle -400 MW	June 2026
ACME Renewtech	Hybrid	August 14, 2024	300	NTPC	Final grant -300 MW In Principle -100 MW	June 2026
ACME Platinum Urja	Hybrid	October 15, 2024	350	SECI	In process -350 MW	September 2026

Source: RHP, * Hybrid (peak power), # Supplemental PPA: April 21, 2023; SECI= Solar Energy Corporation of India

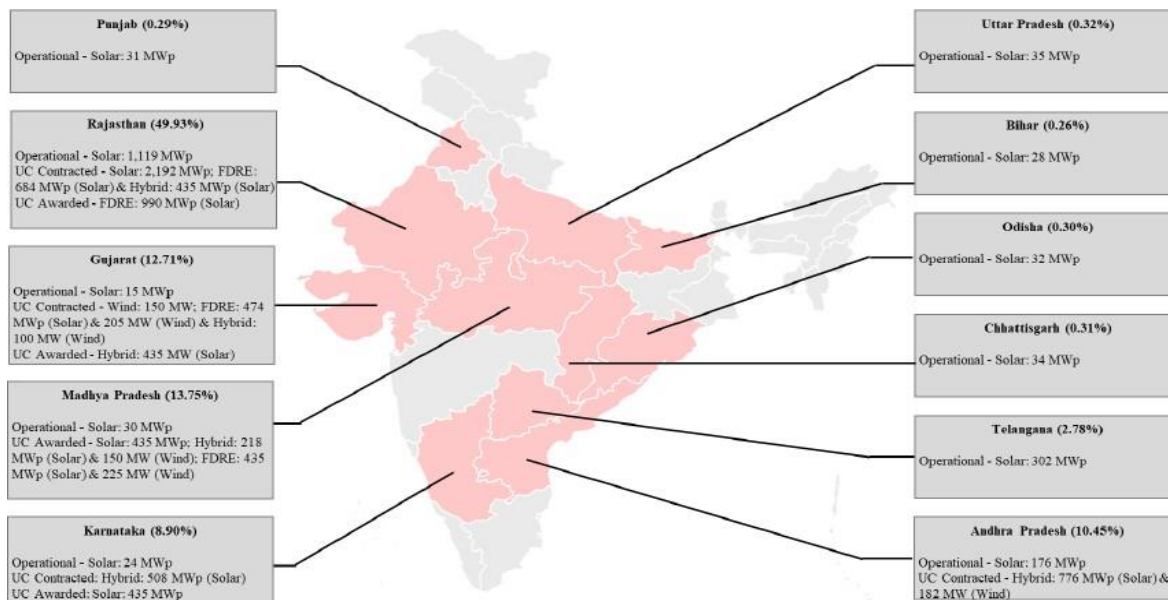
Under Construction Awarded Portfolio

Project Name	Type	Date of Letter of Award	Contracted Capacity (MW)	Off taker	Connectivity Status
ACME Gamma Urja	FDRE	March 11,2024	400	NHPC	In principle- 731 MW
ACME Hybrid Urja	FDRE	March 11,2024	280	NHPC	In principle- 207MW In process – 300 MW
ACME Alpha Renewables	Hybrid	April 23,2024	150	NTPC	In principle- 200 MW
ACME Sigma Urja	Solar	February 06,2024	300	NTPC	Final Grant- 300 MW
ACME Omega Urja	Solar	August 09,2024	300	SJVN	In process -300 MW
SPV 1	Hybrid	October 15,2024	300	SECI	In principle- 100 MW In process – 300 MW

Source: RHP

The company has secured 647 MW of unallocated connectivity and applied for 3,300 MW for future bids. ACME Cleantech signed an MoU with the Government of Uttar Pradesh to develop a 600 MW closed-loop pump storage project through ACME Urja Two Pvt. Ltd. On June 17, 2024, the company acquired full ownership of this project SPV.

Geographical spread of all the company's project



Source: RHP

Details of company's off-takers, along with their contracted capacity

Off-Taker	Capacity (in MW)	% of Total Contracted Capacity
Centre		
SECI	2,680	42.41
SJVN	870	13.77
NTPC	800	12.66
NHPC	680	10.76
State		
MSEDCL	300	4.75
GUVNL	165	2.61
APSPDCL	160	2.53
TSSPDCL	80	1.27
TSNPDCL	100	1.58
PSPCL	30	0.47
CSPDCL	30	0.47
UPPCL	30	0.47
MPPCL	25	0.40
Offtaker	25	0.40
BESCOM	20	0.32

NBPDCL and SBPDCL	25	0.40
Merchant		
Merchant	300	4.75
Total	6,320	100.00

Source: RHP

RENEWABLE ENERGY POWER PROJECTS

The company is a renewable energy firm in India, managing a diverse portfolio that includes solar, wind, hybrid, and FDRE projects. It has expanded from purely solar projects to incorporate wind and hybrid solutions.

Hybrid Wind-Solar Projects

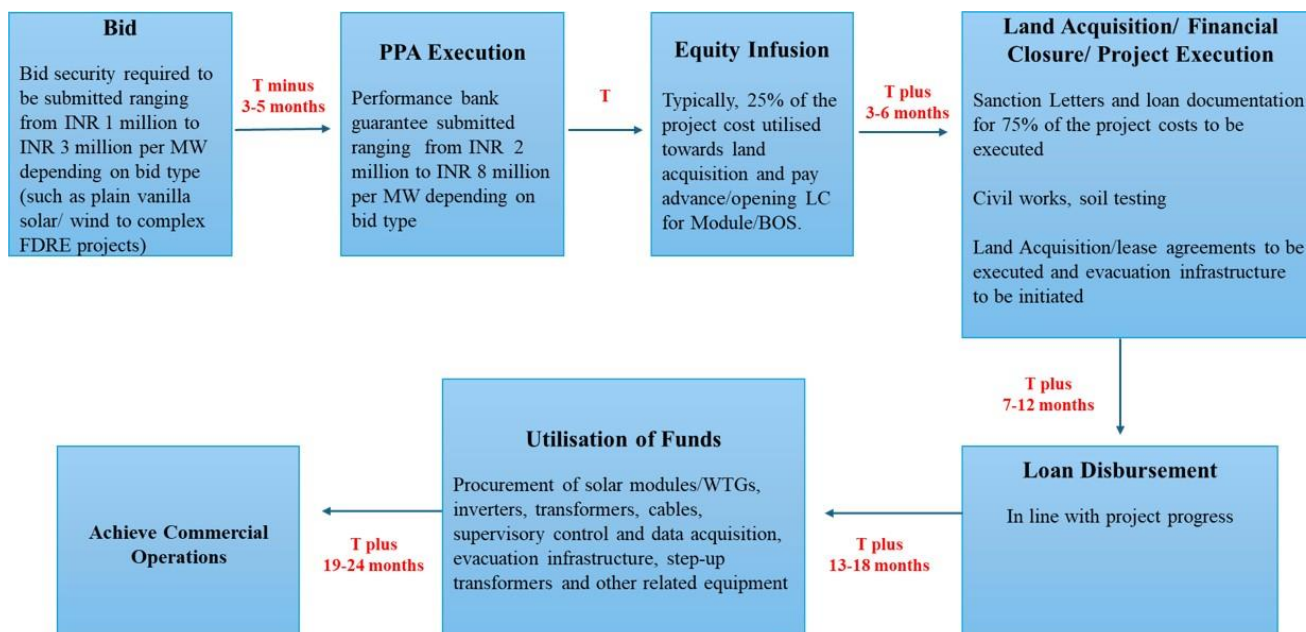
The Ministry of Power's 2018 Wind-Solar Hybrid Policy aimed to optimize land and transmission use and improve grid stability. Hybrid projects achieve higher capacity utilization factors (CUF) by balancing wind energy, which is efficient in the morning and night, with daytime solar output. Updated bidding guidelines mandate that either wind or solar resources must make up at least 33% of the total capacity.

FDRE Projects

In 2023, guidelines were introduced for procuring firm and dispatchable power from renewable projects with storage systems. FDRE projects provide reliable energy configurations, including assured peak power, round-the-clock delivery, or supply tailored to discoms' specific needs, enhancing renewable energy's integration and reliability in the power grid. FDRE projects address the inconsistent output of solar and wind energy by offering firm power on demand and achieving higher CUFs. This is accomplished through energy storage systems that store renewable energy and release it when needed, ensuring a stable and efficient energy supply. FDRE developers must provide renewable power in a reliable, dispatchable manner. This involves using storage systems like batteries or pumped hydro, charged by renewable energy. To meet power purchase agreement obligations, developers typically install renewable capacities exceeding the contracted amount, guaranteeing consistent energy delivery.

PROJECT DEVELOPMENT MECHANISM

The company's renewable power projects generally take 18 to 24 months from bid submission to commercial operation, as outlined in the typical development timeline.



Source: RHP

REVENUE FROM OPERATIONS

(INR Cr)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Sale of goods and services					
- Sale of electricity	309.64	368.97	1,318.85	1,270.15	1,374.49
- Engineering, procurement and construction services	-	-	-	3.25	93.82
- Project management services	-	-	-	21.00	19.10
Other Operating Revenue	-	0.16	0.40	0.51	0.50
Total Revenue from Operations	309.64	369.13	1,319.25	1,294.90	1,487.90

Source: RHP

COMPETITIVE STRENGTHS

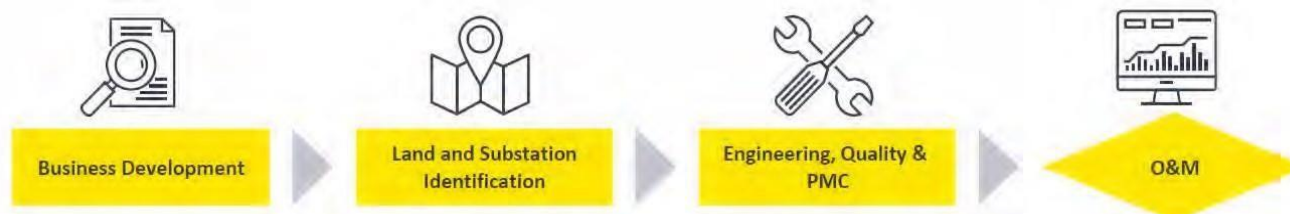
Large Renewable Energy Player Positioned for Growth

ACME Solar Holdings is one of India's largest independent power producers (IPPs) in renewable energy, ranking among the top 10 by operational capacity as of March 31, 2024. The company has an operational project capacity of 1,340 MW (1,826 MWp), with 3,250 MW under construction and 1,730 MW in awarded projects. According to a CRISIL report, renewable energy installations, including large hydro projects, grew from ~63 GW in March 2012 to ~200 GW by August 2024, driven by central and state incentives. Solar energy holds a 44% share in the renewable mix as of August 2024, reflecting strong sectoral growth.

India ranks fourth globally in wind power, with ~47 GW of installed capacity as of July 2024, making up 10.5% of the nation's utility power capacity. Wind capacity is expected to grow by ~32 to 34 GW from FY 2024 to FY 2029, significantly higher than the ~12 GW added from FY 2019 to FY 2024. The government's measures to boost renewable capacity include waiving inter-state transmission charges for solar and wind projects until 2025 and mandating renewable purchase obligations. The Ministry of New and Renewable Energy (MNRE) plans to issue bids for 50 GW annually, including at least 10 GW for wind, from FY 2024 to FY 2028, positioning the company well for sector expansion.

Integrated Approach Across the Value Chain

The company adopts an integrated in-house strategy for renewable project execution, from PPA signing to achieving commercial operations within 18–24 months, followed by project operation and maintenance. Its comprehensive capabilities in project development, EPC, and O&M have enabled it to win diverse and competitive bids, leveraging growth in India's renewable energy market.



Source: RHP

The ACME Group has a track record of developing, executing and commissioning a total of 2,719 MW (3,668 MWp) of solar power projects in 12 states in India from inception.

Key Differentiators Include

Project Development

The company prioritizes establishing strong connectivity to integrate projects seamlessly with substations. By FY 2024, it secured 2,400 MW of connectivity and an additional 2,150 MW in FY 2025. The company has 647 MW of unallocated connectivity and applied for 3,300 MW for future bids. It conducts land suitability assessments, having a land bank of about 1,200 acres through purchases and leases.

Tendering and Bidding

ACME participates in renewable energy auctions only when policies and infrastructure are favorable. In FY 2024, it led in FDRE project bids, focusing on integrating solar, wind, and battery storage for reliable power delivery. The company won 1,250 MW out of 8,250 MW auctioned, achieving a 15.15% share of FDRE bids.

Land Acquisition

ACME's experienced land acquisition team has secured over 15,000 acres across 12 states.

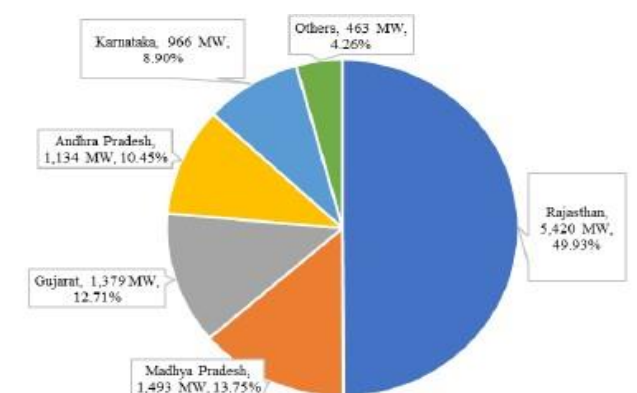
EPC and O&M Capabilities

The in-house O&M team uses a SCADA system for real-time performance monitoring. In June 2024, ACME strengthened its EPC and O&M functions by transferring employees from ACME Cleantech, enhancing its operational capabilities. The supply chain team ensures cost efficiency and timely delivery of equipment, allowing the company to retain construction margins and boost internal cash for future projects.

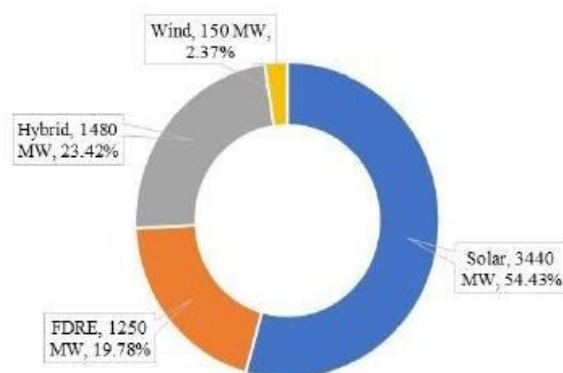
Expansive Portfolio

ACME's projects span 10 states, including solar-rich areas like Gujarat, Rajasthan, and Madhya Pradesh. States like Gujarat, Maharashtra, and Andhra Pradesh also offer excellent hybrid power potential. The portfolio includes 1,340 MW of operational solar projects, 3,250 MW under construction, and 1,730 MW of awarded projects across solar, wind, hybrid, and FDRE technologies.

Geographical Spread of Portfolio



Breakup of total portfolio (6320 MW)



The company's ongoing projects include 1,500 MW (2,192 MWp) of solar projects in Rajasthan, 150 MW of wind projects in Gujarat, 1,030 MW of hybrid projects across Andhra Pradesh, Karnataka, Rajasthan, and Gujarat, and 570 MW of FDRE projects in Rajasthan and Gujarat. The company has acquired 2,080 MW of contracted capacity, comprising 830 MW of hybrid and 1,250 MW of FDRE projects from ACME Cleantech. For 450 MW of this capacity, it has share purchase agreements, acquiring 49% equity in the respective SPVs, with an option to buy the remaining 51% after the PPA lock-in period. For the rest, it has acquired full ownership of the SPVs.

Long-Term Stable Cash Flows

Most of the company's projects operate under 25-year power purchase agreements (PPAs) with government-backed entities. As of June 30, 2024, the average remaining contract period for operational projects was 19.94 years. PPAs are secured before project development, ensuring immediate electricity sales upon grid connection. These agreements generally feature fixed tariff rates or defined escalation terms.

Diversified Funding Sources

The company invests around 25% equity in each project and secures the remaining 75% through debt financing from various lenders. It has raised structured debt from strategic and financial investors and has refinanced debt to reduce interest costs, extend tenures, and increase loan amounts. Notably, in FY2022, the company's project SPVs issued green bonds, raising INR 2,485.5 Cr (US\$ 334 million), including a top-up debt of INR 502.93 Cr (US\$ 67.58 million), listed on the Singapore Stock Exchange. Since April 2020, it has secured INR 3,299.60 Cr in refinanced debt, helping lower financing costs. The company has divested 1,379 MW of projects to reputed investors, raising equity capital and demonstrating asset quality.

Year	Capacity (AC) MW of Solar Power Plant	Buyers
FY2024	369	Blupine (Blupine Energy Pvt. Ltd)
FY2023	-	-
FY2022	250	Ayana (Ayana Renewable Powe rPvt. Ltd
FY2022	260	Renew (Renew Solar Power Private Limited)
FY2021	400	Actis (Actis Greengem Limited)
FY2021	100	Amplus (Amplus Energy Solutions Pte. Ltd.)
Total	1,379	

Source: RHP

Design and Value Engineering for Efficiency

The company employs value engineering to maximize CUF for each unit of capital investment. This includes installing additional modules with optimal DC ratios, optimizing inverter capacity, and using bifacial modules to boost solar output where feasible. For wind projects, the company forecasts wind resources to select the best turbine sites and works closely with wind turbine vendors to refine plant design. A dedicated technology team evaluates new innovations and manages in-house engineering from bidding to project execution. Performance is tracked using a central monitoring system, remote SCADA, and maintenance portals.

Experienced Promoters and Management

The company's Chairman and Managing Director brings over two decades of expertise in power, telecommunications, and energy storage. ACME Cleantech, the Promoter, has a proven history of developing renewable projects and has invested significantly in the business. The senior management team is highly experienced in renewable energy, supported by functional heads with extensive industry knowledge, positioning the company for future growth.

KEY BUSINESS STRATEGIES

Expanding and Diversifying Portfolio to Maintain Leadership

The company has transformed from a solar power provider into an integrated renewable energy firm in India, with plans to further diversify its portfolio to retain its leadership position. It currently has 3,250 MW of Under Construction Contracted Projects, including 1,500 MW of solar, 150 MW of wind, 1,030 MW of hybrid, and 570 MW of FDRE projects. Additionally, it has secured 1,730 MW of Under Construction Awarded Project capacity. ACME Cleantech has also signed an MOU with the Uttar Pradesh government for a 600 MW closed-loop pump storage project, acquiring the equity share capital of ACME Urja Two Pvt. Ltd on June 17, 2024.

Investing in an Integrated Business Model

The company plans to invest in its business units and enhance established project development procedures. It aims to strengthen supplier relationships and diversify its supply base for high-quality components. In alignment with its integrated strategy, MKU Holdings Private Limited is setting up a 1,200 MW solar PV module manufacturing facility in Jaipur, expected to be operational by late 2024. An MOU signed on June 25, 2024, will secure solar PV module supplies, enhancing the company's supply chain efficiency and cost reliability.

Focusing on Technology Upgrades for Efficiency

The company implements optimal DC ratios, utilizes customized forecasting software, and deploys bifacial modules to boost power generation. It plans to "repower" its solar projects by adding modules every two to three years to sustain production output and high CUF. Additionally, the company has acquired land to enhance capacity and has adopted robotic cleaning technology to optimize module maintenance, improve energy generation, and conserve water in arid areas.

Diversifying Funding Sources and Optimizing Capital Costs

The company finances its projects through a balanced mix of equity and debt, allowing for flexible refinancing options with better terms and extended durations. This strategy maximizes capital efficiency and supports future projects. Its strong credit profile enables access to diverse funding sources, facilitating regular project refinancing on competitive terms. The company aims to leverage its experience in identifying suitable partners and investors to meet future funding needs, ultimately benefiting shareholders.

COMPETITION

The company competes with various domestic and international renewable energy players for project awards, focusing on pricing, technical expertise, financing, and track record. Key competitors include ReNew Power (~8.3 GW), Adani Green Energy Ltd (~10.9 GW), NTPC Green Energy Ltd (~3.5 GW), TATA Power Renewable Energy Ltd (~4.5 GW), Greenko (~5.4 GW), and Avaada Energy Pvt. Ltd (~4.0 GW) as of March 31, 2024. Additionally, the company faces competition from utilities that generate power from conventional energy sources.

COMPARISON WITH KEY COMPETITORS

Parameter	ACME Solar	ReNew Power	Adani Green Energy	JSW Neo
Group	ACME Group	Renew Group	Adani Group	JSW
Years in Business*	~ 16 years	~ 14 years	~ 9 years	~ 3 years
Operational capacity(GW)*	Solar: 1.34	Solar:5.0 Wind:4.6	Solar:7.4 Wind:1.7 WSH:2.1	Solar:0.7 Wind:3.8

Under Construction / Development capacity(GW)*	Solar 1.8 @ Wind 0.15 Hybrid 0.83 FDRE 1.25	Solar:3.6 Wind:2.1	Solar:16.8 Wind:2.4 WSH:2.7	Wind:1.8 Wind: 1.0 (pipeline) Solar: 5.7 (pipeline)
Solutions offered	Renewable IPP, RTC, Storage, Hybrid, FDRE	IPP, Corporate PPA, Green credits, Energy Management, RTC/Storage, Solar PV mfg.	IPP, Corporate PPA, RTC/Storage, Solar Park development	IPP RTC/ Storage
Key Off-takers foroperational capacity	SECI, NTPC, GUVNL, CSPDCL, MSEDCL, UPPCL, MPPMCL, PSPCL, TSNPDCL, TSSPDCL, APSPDCL, NBPDCL & SBPDCL	SECI, MSEDCL, APSPDCL, GUVNL, MPPMCL, TSNPDCL, NTPC, PTC, Corporates etc.	SECI, NTPC, PTC, TANGEDCO, Karnataka ESCOMS, UPPCL, PSPCL, MSEDCL, GUVNL, TSSPDCL, MPPMCL, Merchant etc.	SECI, AP, HP, Maharashtra, Rajasthan, Telangana, PTC, Open Capacity, Others etc.

Parameter	NTPC Green Energy	TATA Power RE Ltd	Avaada Energy	Greenko
Group	NTPC	Tata Power	Avaada	Greenko
Years in Business*	~ 2 years	~ 17 years	~ 16 years	~ 20 years
Operational capacity(GW)*	Solar:2.9 Wind:0.1	Solar:3.7 Wind:1.0	Solar:4.0	Solar: 2.2 Wind: 3.2
Under Construction / Development capacity(GW)*	Solar: 9.7 Wind: 2.0	Solar:1.0 Hybrid: 4.4	Pipeline capacity of 11 GW across solar, WSH	NA
Solutions offered	IPP, RTC/ Storage	IPP, Corporate PPA, RTC/Storage, Rooftop solar, Solar PV mfg.	IPP RTC/ Storage Corporate PPA Solar PV manufacturing	IPP RTC/ Storage Corporate PPA
Key Off-takers foroperational capacity	SECI, GUVNL, RUMSL, IREDA, NVVNL, REC/NTPC MPPMCL Raj. Discoms AP Discoms, UPPCL Telangana Discoms etc.	SECI, SJVN, TANGEDCO APDISCOMs, GUVNL BESCOM, UPPCL NPCL, MSEDCL, TPCD KSEB, MPPCL, JVVNL, JdVVNL, Others	Corporates, Gujarat, Haryana, Karnataka, Maharashtra, NHPC, SECI, UP	Central Counterparties(SECI, NTPC), JVVNL GUVNL, Discoms and third-party consumers

Source: RHP, * as on June 30, 2024

COMPARISON WITH INDUSTRY PEERS (AS ON 31ST MARCH 2024)

(INR Cr)

Name of the Company	Face Value (INR)	CMP	Revenue from Ops. (INR Cr)	EPS (INR)		NAV (INR)	P/E (x)	RoNW(%)
				Basic	Diluted			
ACME Solar Holdings	2.00	-	1,319.25	12.55	12.55	49.61	23.02	26.93%
Adani Green Energy *	10.00	1,808.55	9,220.00	6.20	6.21	85.86	291.70	7.22
ReNew Energy Global PLC*	10.00	484.49	8,194.80	9.94	9.92	332.16	48.80	3.07

Source: RHP; CMP as on Oct 3,2024; * financial data sourced from documents submitted to the Stock Exchanges and the Nasdaq Stock Market LLC
P/E calculated based on upper band

Restated Statement of Profit and Loss

(INR Cr)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Revenue from operations	309.64	369.13	1,319.25	1,294.90	1,487.90
Other income	30.37	57.43	147.02	66.47	74.82
Total income	340.01	426.56	1,466.27	1,361.37	1,562.73

Cost of material consumed	-	-	-	-	-
Employee benefits expense	15.01	13.28	59.00	34.64	38.24
Finance costs	196.28	187.84	767.29	809.10	996.01
Depreciation and amortization expense	55.56	76.56	308.14	484.80	546.28
Other expenses	22.91	34.16	171.11	87.67	115.49
Total expenses	289.76	311.83	1,305.53	1,416.21	1,696.01
Profit/ (loss) before exceptional items	50.25	114.73	160.73	(54.84)	(227.14)
Exceptional Items	-	7.45	748.69	39.44	329.56
Profit/ (loss) before tax	50.25	122.18	909.43	(15.40)	102.43
Total Tax expense	48.86	39.85	211.64	(12.23)	40.42
Profit/ (Loss) for the year	1.39	82.33	697.78	(3.17)	62.01
Other comprehensive income	(0.14)	0.09	0.14	0.02	0.22
Total comprehensive income/ (expense)	1.25	82.42	697.92	(3.15)	62.23
Earnings per share INR (Basic & Diluted)	0.03	1.48	12.55	(0.06)	1.12

Source: RHP

Statement of Assets and Liabilities

(INR Cr)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
ASSETS					
Non-current assets					
Property, plant and equipment	6,297.35	6,099.16	6,352.53	6,172.39	5,721.06
Investment Property	1.40	-	1.40	-	-
Capital work-in-progress	415.87	453.67	403.96	458.52	456.02
Right-of-use assets	3,850.39	2,492.95	2,828.43	2,147.34	1,272.80
Intangible assets	0.03	0.03	0.03	0.03	0.03
Investments	275.00	1.13	-	22.67	24.53
Loans	187.44	455.41	116.80	-	-
Other Financial Assets	147.94	118.56	54.94	161.83	122.34
Deferred Tax Assets	186.85	224.35	192.85	247.55	159.76
Non-current tax assets (net)	31.11	95.28	31.56	89.81	41.27
Other non-current assets	92.23	92.14	261.99	184.68	749.00
Total non-current assets	11,485.60	10,032.68	10,244.49	9,484.81	8,546.81
Current assets					
Investments	0.50	-	149.87	-	-
Trade receivables	380.69	569.28	420.89	699.30	931.44
Cash and cash equivalents	1,020.72	434.16	309.16	547.45	478.46
Other bank balances	753.12	751.55	1,005.72	791.01	284.64
Loans	-	-	-	343.94	162.32
Other financial assets	158.28	214.50	158.35	215.44	318.89
Other current assets	174.30	124.70	1,098.73	105.00	164.17
Total current assets	2,487.61	2,094.18	3,142.71	2,702.13	2,339.91
Assets held for Sale	11.92	0.01	12.61	0.01	0.01
Total assets	13,985.14	12,126.86	13,399.80	12,186.95	10,886.72
EQUITY AND LIABILITIES					
Equity					
Equity share capital	104.44	104.44	104.44	104.44	104.44
Instruments entirely equity in nature	-	650.00	650.00	650.00	650.00
Other equity	1,837.68	1,226.33	1,836.43	1,146.12	1,154.32
Equity attributable to shareholders of the Company	1,942.12	1,980.77	2,590.87	1,900.56	1,908.76
Non-controlling interest	0.00	-	0.00	29.90	100.39
Total Equity	1,942.13	1,980.77	2,590.87	1,930.46	2,009.16
Liabilities					
Non-current liabilities					
Long term borrowings	8,852.20	7,987.68	7,696.43	8,099.26	6,950.90
Lease liabilities	302.03	325.95	288.20	325.33	319.80
Other financial liabilities	132.51	42.67	103.51	38.11	-
Provisions	7.17	5.46	6.51	5.29	2.44
Deferred tax liabilities (net)	207.94	188.45	211.99	160.01	90.13

Other non-current liabilities	1,320.55	684.09	1,070.22	658.89	268.20
Total non-current liabilities	10,822.40	9,234.30	9,376.85	9,286.89	7,631.46
Current liabilities					
Short term borrowings	467.71	484.65	521.17	558.09	612.70
Lease liabilities	30.76	32.62	30.56	30.87	31.13
Trade payables	91.74	62.57	73.76	62.11	273.01
Other financial liabilities	493.37	286.68	676.93	240.34	286.83
Other Current Liabilities	67.33	43.32	103.20	77.70	41.82
Provisions	0.83	0.50	0.51	0.48	0.24
Current tax liabilities (net)	68.87	1.45	25.97	0.01	0.36
Total current liabilities	1,220.61	911.79	1,432.08	969.60	1,246.10
Total liabilities	12,043.01	10,146.09	10,808.93	10,256.49	8,877.56
Total equity and liabilities	13,985.14	12,126.86	13,399.80	12,186.95	10,886.72

Source: RHP

Restated Statement of Cash Flows

(INR Cr)

Particulars	3 months ended June 30 th		As at March 31 st		
	2024	2023	2024	2023	2022
Restated Profit/(Loss) before tax	50.25	122.18	909.43	(15.40)	102.43
Adjustments Related to Non-Cash & Non-Operating Items	223.57	207.68	194.67	1,189.69	1,144.40
Operating Profits before Working Capital Changes	273.82	329.86	1,104.10	1,174.29	1,246.83
Adjustments for Changes in Working Capital	1,052.38	159.13	341.24	143.93	(266.29)
Net cash generated from operations before tax	1,326.20	488.99	1,445.33	1,318.23	980.54
Income tax paid – (net)	(3.51)	7.71	(11.17)	(54.74)	(25.58)
Net cash generated from operating activities (a)	1,322.69	496.69	1,434.17	1,263.48	954.96
Net cash used in investing activities (b)	(807.20)	(217.55)	(1,730.69)	(1,409.92)	(374.06)
Net cash used in financing activities (c)	196.08	(392.44)	215.78	215.43	(555.81)
Net (decrease) / increase in cash & cash equivalents (a+b+c)	711.57	(113.29)	(80.73)	68.99	25.10
Cash and Cash Equivalents at Beginning of the Year	309.16	547.45	547.45	478.46	503.83
Cash and cash equivalents transferred on sale of subsidiaries	-	-	(157.56)	-	(50.46)
Cash and Cash Equivalents at End of the Year	1,020.72	434.16	309.16	547.45	478.46

Source: RHP

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