* Purchase Order Sheet ■

INFOBRIDGE Marketing & Promotions Co.,Ltd

2-7-13, Kita Aoyama, Minato-ku, Tokyo Japan

Project Name: Get appointment from solar roof top companies in India

Project Summary:

|  |  |
| --- | --- |
| Method | Interview |
| Target companies | Total appointment 3, out of following 6  1. Fourth Partner  2. Amp Energy  3. Avaada Solar  4. Cleanmax  5. Roofsol  6. Mahindra Solarize |
| Target Detail | * Details of role, designation - Sr. manager and above. We want to connect with someone who knows customer and business well. For ex. Director of Marketing/Sales or Project Manager/Head or Business Head, etc. * Location / office - No preference but if in Delhi/NCR would be good. * Length of interview - 30 to 45 Mins. * the way of interview - WEBEX/Teams Meetings are 1st preference. But it is ok with any other virtual mode too if Video call is not possible. If the person is in Delhi/NCR, the client can also attend face to face meetings. * Key information areas - Focus on Corporate PPAs for Rooftop Solar |
| Interview Question | **Business Questions**  ·        Can you provide an overview of your roof-top solar business for Commercial & Industrial (C&I) Customers?  ·        What is your position on Corporate PPA model and how do you see the model evolving in roof-top solar projects in India?  ·        Do you offer Rooftop Solar OPEX-model to C&I customers?  o   If yes, what is the average KW range?  o   How do you manage installation, technical assessment and O&M?  o   Do you manage the regulatory processes for your C&I customers?  o   What type of tasks do you outsource to contractors?  ·        Do you see any new business models emerging for adoption of Rooftop solar by C&I?  ·        Can you explain the process you follow for setting-up Corporate PPA Rooftop Solar for a C&I customer?  ·        How do you procure Solar Panels? – In-house, imports, local suppliers.  ·        Do you have any plans to expand outside India, especially in other Asian countries?  ·        What are some challenges you face under Corporate PPA – Rooftop Solar for C&I?  ·        What are some challenges cited by C&I customers who have adopted Corporate PPA for Rooftop Solar?  ·        Which model would you recommend to C&I customers – OPEX – Onsite Rooftop Solar vs. CAPEX – Onsite Rooftop Solar vs. Offsite Solar Solution?  **Market-related Questions**  ·        Is the solar roof-top Corporate PPA an attractive option in India currently?  ·        Are there any government incentives for C&I customers to adopt Rooftop Solar?  ·        In your opinion, which India state is the best when it comes to the adoption of roof-top solar and why – lower cost, subsidy, etc.  ·        How’s the future price trend for Corporate PPAs for Rooftop Solar?  ·        Do you have any advice for foreign players who want to enter the market as developers? |
| Delivery | * Get Appointment |
| Contact Person | Nozomi FUKUI |

Project total cost (INR):

|  |  |
| --- | --- |
| Cost  Total cost | Minimum Fixed Cost 300USD, USD500 per appointment  1,500 USD (GST is not applicable) |

Signature: Date: 2022-10-11

|  |  |
| --- | --- |
| INFOBRIDGE Marketing & Promotions Co.,Ltd | Market Xcel Private Limited |
| Nozomi Fukui |  |

Schedule

|  |  |
| --- | --- |
| Initiate the study | 11th of October, 2022 |
| Interim delivery | Each Friday EOD, 14th of October, 2022 onward |
| Final Delivery | As soon as possible |