

5 MINAR New Delhi, 15 June

Until yesterday, very few had heard of GP Eco Solutions, a distributor of solar inverters and panels. The Noida-headquartered GP Eco distributes solar panels made by Chinese behemoth Long Solar and Saavik Green Energy, and inverters from Sungrow and an in-house brand Inco. On a turnover of ₹10 crore, it made a net profit of ₹3.7 crore, according to its website, where it lists Deepak Pandey and Anja Pandey as directors on the board.

This Monday, GP Eco listed at ₹375, a fourfold jump over the fixed price band of ₹94. The initial public offering (IPO) was oversubscribed 856 times. "For an issue of ₹31 crore, the public gave ₹16,624 crore. It was an overwhelming response," said Kulbhushan Parashar, founder and director of Corporate Capital Ventures, which has steered three successful solar IPOs, including the GP Eco one, since last August.

The humongous response to the stock of a small, nondescript distributor of solar panels, lacking the attractiveness of Paytm or Ola, reflects the prevailing craze for renewable offerings on Indian bourses.

"This is not a cycle that will end very soon. It's a necessity because we cannot run on thermal all our life," says Parashar, who says that if the renewable boom will fizzle out like previous dotcom and IT booms. Parashar makes a conservative estimate of at least ₹50,000 crore and small- and medium-sized companies in the solar universe will raise via IPOs by 2030.

"There is a big craze in the industry, no doubt about it," says Ashwini Sehgal, president of the Indian Solar Manufacturing Association (ISMA). "I would say it's a good thing, because the environment for investors and expansion of companies



THE CRAZE FOR SOLAR PANEL IPOs

The humongous response to the stock of a small, nondescript distributor of solar panels reflects the prevailing craze for such offerings on Indian bourses

that are already in this line of business is tremendous," he adds.

Sehgal had first-hand experience earlier this year on the enthusiasm for solar offerings. His firm Alpex Solar was one of the first solar IPOs to be launched in 2024 to raise ₹74.5 crore at an offer band of ₹109-₹115. The IPO, issued to add manufacturing capacity, was oversubscribed 324 times, garnering 416,062 crore. It got listed at ₹329, and is now trading at ₹387. Revenues jumped 121 per cent in FY 24 to ₹40.4 crore. Annual profit increased by 680 per cent to ₹29.05 crore. In August 2023, Oriana Power, a provider of solar energy solutions, led-managed by Parashar's firm, raised around ₹64 crore at a price band of ₹115-₹118 per

share and was oversubscribed 176 times. The stock is now trading at ₹2,579.

Such unparalleled valuations have ignited the IPO market for small- and medium-sized renewable companies, leading to a surge in offerings, though the overall amount raised is still a small portion of the total amount moved up through IPOs. India's IPO market amassed a total of \$2.4 billion through 79 IPOs in the January-March quarter of 2024, according to IY's Global IPO report. That compares to 220 IPO deals for the entire 2023, raising \$6.9 billion. Typically, the funds raised from these IPOs are used to clear loans or invest in new facilities, according to company prospectuses.

Some of the notable renewable IPOs in the past year include the Indian Renewable Energy Development Agency's, which raised ₹2,150 crore at a price band of ₹30-₹32 in November 2023 (the stock trades at ₹189). Two other issues from Sterling and Wilson Renewable, and KPI Green Energy raised ₹15 billion and ₹5 billion, respectively, via Qualified Institutional Placements in mid-December to reduce debt, among others.

In August 2023, Suzlon Energy raised ₹20 billion to pay off ₹8 billion in loan obligations, and IndriGrid, India's first and largest InVtT in the power transmission sector, raised ₹10.7 billion the same year for debt reduction. Inox Wind Energy is also in the process of completing a successful fundraising of ₹8 billion through an equity share sale of its subsidiary. Bigger offerings are in the offing led by Waaree, India's biggest maker of solar modules, which filed for an IPO in December 2023 to raise ₹30 billion to scale up manufacture of solar panels. Vikram Solar, one of India's largest solar panel manufacturers, plans to make a fresh issue of shares, reported to be of around ₹20 billion. Waaree has been guided by the returns generated by its unit Waaree Renewable Technologies, a solar EPC provider, in which it holds 74.5 per cent. "Returns have been phenomenal," says Dilip Bhandari, CEO of the solar EPC company.

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RENEWABLE OFFERINGS

| Company | Proceeds (in ₹ crore) | Offer rate (₹) | Today price (₹) | Issue month |
|-----------------------------|-----------------------|----------------|-----------------|-------------|
| IREDA | 2,150 | 32 | 190 | Nov '23 |
| Oriana Power | 59.7 | 115 | 2,580 | Aug '23 |
| Suzlon Energy | 2,000 | NA | 54.7 | Aug '23 |
| IndriGrid | 1,070 | NA | 135 | Dec '23 |
| Sterling & Wilson Renewable | 1,500 | NA | 735 | Dec '23 |
| KPI Green Energy | 300 | NA | 1,757 | Dec '23 |
| Inox Wind Energy | 800 | NA | 143 | Oct '23 |
| Alpex Solar | 74.5 | 109 | 931 | Feb '24 |
| GP Eco | 30.8 | 94 | 375 | Jun '24 |
| Waaree Energies | 3,000 | | | Pending |
| Vikram Solar | 1,500 | | | Pending |

Source: Company info, brokers

Following a stock split of 15, it trades at ₹1,963—the 52-week low was ₹157 and the high ₹317—also reflecting the volatility inherent in these stocks, with a small equity base.

Sehgal partly credits the boom to protective government policies like the Approved List of Models & Manufacturers (ALMM), which have kept Chinese solar panel producers out, and given Indian manufacturers the confidence to invest. "This (ALMM) is the backbone of the industry. This should continue. It is very, very important," he says.

Also, New Delhi's success in inviting bids for around 70 gigawatts of utility-scale solar projects in FY24 is beginning to echo in the ambitions of companies populating the country's solar universe, with the booming IPO market partly owing its success to the government's 500GW renewables target. The build-out requires investments of ₹500 billion, industry officials say.

IPOs favoured over PE

The blooming of India's IPO market has given confidence to founders like Anshu Gupta to approach the market directly instead of diluting valuations and controlling reaching out to venture capitalists, with the Securities and Exchange Board of India (SEBI) relaxing rules

to enable smaller companies to go to the bourses directly. CFO of Sunkind Energy, a solar EPC company, Gupta plans to offer shares by the end of the first quarter of next year, timing his market entry to the commissioning of his 600MW solar module production unit costing ₹100 crore. "See, the things that where I am right now, the valuation that I might get would be 8x-10x if I approached private equity," says Gupta, "but in an IPO, I might be getting around 18x-20x. Also, you have better control over your company, that is the major thing," he adds.

Parashar agrees: "There is less dilution here. They take the controlling stake there. In the private capital market, the company's valuation increases but the promoter becomes smaller." "We were approached by private equity a number of times, but we found that IPO is a much better option, because ultimately you have to go through public offering only, even after private equity," Sehgal says, adding that listing gives one a lot of value.

SEBI, a solar module manufacturer and developer, has plans to spend as much as ₹5,000 crore by December 2026 to develop 7GW of renewable capacity and build 2.5GW of module manufacturing capacity, says Varun Gupta, chief

investment officer of the company. Varun is currently funding capacity via private equity—he says he closed a billion dollars in funding in January and plans to raise another billion dollars soon, counting the governments of the US, India and Norway, and the Asian Development Bank among his backers. For now, he is taking the private equity route rather than approaching the market directly.

Some like GoodEnough Energy's founder Akash Kaushik are willing to wait before approaching the market in a bid to boost valuations.

GoodEnough is setting up a 700MW battery manufacturing plant in the first phase in Jhark at an investment of ₹160 crore, self-funded and expected to be commissioned by October. The plant will eventually be scaled up to 20GW by 2026, he says.

"As a founder, what is most important to us is equity. We would like to preserve it as long as possible," says Kaushik, an aerospace engineer, adding that he's not considering an IPO for the next three years.

Uncharted Territory

However, all is not rosy in solar land, nor does the wind always blow cool air. The territory is charted with pockets of darkness. Like many new-age stocks, one cannot read much into the share price of a WKT, or a GP Eco, or an Oriana from the perspective of returns, earnings or price-earnings ratio.

"There's a craze for renewable stocks," says Vidya Murtil, a Hyderabad-based marketing director for real estate firm Viva Ventures and an active retail investor. But some companies include in their tripping, heuristics.

"I believe *Ganga mehra hain*," says Parashar, saying, "As a sector, when it is growing, there is also a lot of grass. So, there will be such possibilities."

Investors and bankers must do their research well.

TATA POWER
(Corporate Contracts Department)
Sahar Receiving Station, Near Hotel Leela, Ashok Road, Mumbai 400 059, Maharashtra, India
(Board Line: 02247117911) | CIN: L28920MH199PL000567

NOTICE INVITING EXPRESSION OF INTEREST

The Tata Power Company Limited on behalf of Maithon Power Limited (MPL), a Joint Venture between Tata Power and IFCI, is hereby invited to participate in the tender for the following jobs at the Maithon Thermal Generating Station of MPL, located at Maithon, Jharkhand:

- 1. Annual Maintenance Contract of Captive Railway System comprising of Railway Track & Operations of Railway Cabin & Associated System like L/C Gate & Electronic Line-Motion Weighbridge (EMWB).** (Ref No CC23RR010)
- 2. Annual Maintenance Contract of Railway Signalling System comprising of Railway Signalling & Telecommunication (S&T).** (Ref No CC23RR011)

Details of pre-qualification requirements, bid security, purchasing of tender document etc. may be downloaded from the tender section of our website (URL: <https://www.tatapower.com/tender/tenderidlist.aspx>). Eligible vendors willing to participate in the tender may submit their expression of interest along with the tender fee for issue of bid document latest by 4th July 2024.

MPL
(Contracts Department)
Maithon Power Limited, Village, Dambhur, Barhonda, Jharkhand

NOTICE INVITING EXPRESSION OF INTEREST

The Maithon Power Limited invites expression of interest from eligible vendors for the following package:

Medical services at MPL Plant & Township OH&E, Maithon Power Limited, Jharkhand in Plant MPL at 2 X 525 MW Maithon Power Limited (MPL), Jharkhand - India.

For details of pre-qualification requirements, bid security, purchasing of tender document etc., please visit Tender section of our website (URL: <https://www.tatapower.com/tender/tenderidlist.aspx>). Eligible vendors willing to participate may submit their expression of interest along with the tender fee for issue of bid document latest by 3rd July 2024.

KERALA WATER AUTHORITY
Tender Notice

Tender No: DMSE/PHOTSR/2024-25
AMRUT - AMRUT 2.0 - Wadakkanchery Municipality. Augmentation of existing WSS: Rapsing 250mm, 165mm, 100mm, 80 AC pipes with 250mm DI, 165mm, 110mm, 90mm PVC pipes - Pipeline Work.
EMD: Rs. 1,00,000/-
Tender fee: Rs. 8,850/-
Last Date for submitting Tender: 04.07.2024 03:00 pm
Phone: 9447240220 Website: www.kwa.kerala.gov.in
Superintending Engineer
PH Circle, Thrissur

KWA-JB-GL-6-104-2024-25

MPL
(Contracts Department)
Maithon Power Limited, Village, Dambhur, Barhonda, Jharkhand

NOTICE INVITING EXPRESSION OF INTEREST

The Maithon Power Limited invites expression of interest from eligible vendors for the following package:-

Bus Service from Township to Plant in all SHM, Maithon Power Limited, Jharkhand in Plant MPL at 2 X 525 MW Maithon Power Limited (MPL), Jharkhand - India.

For details of pre-qualification requirements, bid security, purchasing of tender document etc., please visit Tender section of our website (URL: <https://www.tatapower.com/tender/tenderidlist.aspx>). Eligible vendors willing to participate may submit their expression of interest along with the tender fee for issue of bid document latest by 3rd July 2024.

INSLCO LIMITED
(Under Voluntary Liquidation w.e.f. 15.06.2021)
CIN: L24102UP199PLC01941
Regd. Office: B-21, Sector 63, Noida, Uttar Pradesh - 201301.
Phone: 0885798393. Email: info@inslco.com. Website: www.inslcoindia.com

NOTICE OF POSTAL BALLOT

Members of Insoco Limited ("the Company") are hereby informed that pursuant to the provisions of section 110, 118, and other applicable provisions of the Companies Act, 2013 ("the Act"), Sections 17 and 20 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), 2015 ("SEBI Listing Regulations") and the Securities Contract (Regulation) Act, 1956 ("SCRA") and other applicable laws, rules and regulations, the Company has decided to hold a Postal Ballot for the purpose of the resolution to be passed at the Postal Ballot. The Postal Ballot will be held on Friday, 19th June 2024 (09:00 hrs IST) and ends on Sunday, 23rd June 2024 (17:00 hrs IST). Members may access the details of the Postal Ballot on the website of the Company at www.inslcoindia.com and the website of SEBI at www.sebi.gov.in.

Rane RANE BRAKE LINING LIMITED
CIN: L26111TN2002PLC00444
Regd. Off: "Nalbari", No. 32, Cathedral Road, Chennai - 600036. Tel.: 044 - 2411 2472 / 73
Website: www.ranegroup.com | E-mail: investorrelations@ranegroup.com

PUBLIC NOTICE - 19th ANNUAL GENERAL MEETING

Notice is hereby given that the 19th Annual General Meeting (AGM) of the members of Rane Brake Lining Limited ("the Company") will be held on Monday, 22nd June 2024 at 14:00 hrs (IST) through Video Conference (VC). Other Audio Visual Means (OAVM) will be used for the purpose of the AGM. The agenda of the AGM is as follows: (i) To receive and consider the Report of the Board of Directors and the Audited Financial Statements of the Company for the financial year ended 31st March 2024; (ii) To receive and consider the Report of the Statutory Auditors on the Audited Financial Statements of the Company for the financial year ended 31st March 2024; (iii) To receive and consider the Report of the Company Secretary for the financial year ended 31st March 2024; (iv) To receive and consider the Report of the Director of Public Safety dated 18th June 2024 by voting through electronic means (remote e-voting only); (v) To receive and consider the Report of the Director of Public Safety dated 18th June 2024 by voting through electronic means (remote e-voting only); (vi) To receive and consider the Report of the Director of Public Safety dated 18th June 2024 by voting through electronic means (remote e-voting only); (vii) To receive and consider the Report of the Director of Public Safety dated 18th June 2024 by voting through electronic means (remote e-voting only); 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