

Second Draft

Wind Energy Financing Handbook

Document Prepared Under,

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Preface:

Wind Energy Financing Handbook is the database of Financial Institutions, Banks and other Development Agencies in India and Europe, that have been identified by the stakeholders as the probable agencies to be contacted for any kind of wind related financing. The database has been divided into two parts. Part I contain names and contacts of Indian banks and financial institutions and Part II contains names and contacts of European banks and financial institutions. The handbook also contains a discussion on opportunities for European Financial Intermediation in India, it's various barriers and possible solutions. The discussion has been presented in Part III.

The information about listed banks and financial institutions has been obtained from the websites, catalogues and other publicly available sources. The handbook serves only provides initial pointers to wind project developers, turbine manufacturers, component manufacturers and other agencies to help them in the process of meeting their financial needs. A compilation of terms and conditions of these agencies has also been presented, wherever available.

Disclaimer:

The database presents only the indicative list of banks and financial institutions that may be relevant for wind energy financing. The list, by no means, is exhaustive. The information available in the handbook may change with time and needs continuous updating.

Part I

Indian Banks and Financial Institutions

1) Indian Renewable Energy Development Agency Limited

Managing Director	Mr. D Mazumdar
Address/Contact of the head office	Indian Renewable Energy Development Agency Limited India Habitat Centre Complex, Core-4A, East Court, 1st Floor, Lodi Road, New Delhi – 110 003. Tel: +91.11.24682214-21 Fax: +91.11.24682202 Email: contact@iredaltd.com

Other Officers:

1. Mr. Abhilakh Singh

Senior Manager (PTS)

E mail : abhilakh@iredaltd.com

2. Mr. R B Sahni

Deputy Manager (PTS)

E mail : r.b.sahani@iredaltd.com

3. Mr. P R Reddy

Asstt. Manager (PTS)

E mail : p.r.reddy@iredaltd.com

4. Mr. S. M. Siddesh

Asstt. Manager (PTS)

E mail : siddesh@iredaltd.com

5. Mr. Kanchan Bhalla

Asstt. Manager (PTS)

E mail : kanchanbhalla@iredaltd.com

2) Power Finance Corporation Ltd.

Chairman & Managing Director	Mr. A.A.Khan
Address/Contact of the head office	Power Finance Corporation Ltd. 3rd Floor, Chandralok Building 36 Janpath, New Delhi Phone-91-11-23721894
Web Link	http://www.pfcindia.com/

3) Rural Electrification Corporation

Chairman & Managing Director	Shri Arvind Jadhav
Address/Contact of the head office	Rural Electrification corporation (REC) Core-4, SCOPE Complex, 7, Lodhi Road, New Delhi-110003 Phone: 011-4365161 Fax: 011-4360644
Web Link	www.recindia.nic.in

4. Industrial Finance Corporation of India (IFCI)

Chairman & Managing Director	V.P. Singh
Address/Contact of the head office	IFCI Ltd. IFCI Tower, 61 Nehru Place, P.B. No. 4499 New Delhi - 110019 Tel. : 51792800,51792900
Web Link	http://www.ifcilttd.com/

5) Infrastructure Leasing and Finance Services Ltd (IL&FS)

Chairman	Mr. M Damodaran
Address/Contact of the head office	<p>Infrastructure Leasing and Finance Services Ltd (IL&FS) The IL&FS Financial Centre Plot C-22, G Block Bandra - Kurla Complex Bandra (East) Mumbai - 400 051 Tel - (022) 2653 3333 / 3232 Fax - (022) 2653 3038</p> <p>DELHI Address: Infrastructure Leasing and Finance Services Ltd (IL&FS) Core 4-B, 4th Floor India Habitat Centre Lodhi Road New Delhi - 110 003 Tel - (011) 2468 2060 - 64 / 5179 0200 Fax - (011) 2468 2070</p>
Web Link	http://www.ilfsindia.com/

6) Jammu and Kashmir Bank

Chairman & Managing Director	Mohammad Yousuf Khan
Address/Contact of the head office	<p>Maulana Azad Road SRINAGAR,190001 JK - INDIA Ph: 91+ 194+ 481930, 481931, 481932</p>
Web Link	http://www.jammuandkashmirbank.com

7) ING Vysya Bank Ltd.

Chairman & Managing Director	G M Rao
Address/Contact of the head office	ING Vysya Bank Ltd. #22, M G Road, Bangalore - 560 001. Phone: 91-80-5005000,5559222 Email: ingvysyabank@ingvysyabank.com
Web Link	www.ingvysyabank.com

8) UCO Bank:

Chairman & Managing Director	Mr V P Shetty
Address/Contact of the head office	UCO BANK, HEAD OFFICE, Department of Information Technology, 4 & 4/1, Red Cross Place, Kolkata – 700 001
Web Link	www.ucobank.com

9) Bank of Baroda:

Chairman & Managing Director	P.S.Shenoy
Address/Contact of the head office	Bank of Baroda Suraj Plaza-1, Sayaji Ganj, Baroda-390005 Phone: (0265) 236 1852 (10lines) Fax : (0265) 236 2395,236 1824, 236 1806 Baroda Corporate Centre Bank Of Baroda Baroda Corporate Centre, Plot No - C-26, G- Block, Bandra - Kurla Complex, Bandra (East), Mumbai-400051

	Phone :(022) 5698 5000- 04 Fax :(022) 2652 3500
Web Link	www.bankofbaroda.com
Benchmark Prime Lending Rate	10.50%

10) Bank of Maharashtra:

Chairman & Managing Director	S. C. Basu
Address/Contact of the head office	Lokmangal, 1501, Shivajinagar, Pune 411 005 Maharashtra
Web Link	www.maharashtrabank.com

11) UTI Bank:

Benchmark Prime Lending Rate	11% p.a.
Chairman & Managing Director	P.J.Nayak
Address/Contact of the head office	The Registered Office, UTI Bank UTI Bank Limited, "TRISHUL", Third Floor, Opp. Samartheshwar Temple, Nr. Law Garden, Ellisbridge, Ahmedabad - 380 006 Tel : (079)-26409322 Fax : (079)-26409321 The Central Office, UTI Bank 131, Maker Tower - F, Cuffe Parade, Colaba, Mumbai - 400 005. Tel : (022) 2218 9106-09 Fax : (022) 2218 6944/2218 1429
Web Link	http://www.utibank.com

12) State Bank of India:

Chairman & Managing Director	Shri A.K.Purwar
Address/Contact of the head office	Tel: 022- 2202 2799
Web Link	www.sbi.co.in
Benchmark Prime Lending Rate	10.25 % p.a.

13) Laxmi Vilas Bank:

Benchmark Prime Lending Rate	12.50% p.a.
Chairman & Managing Director	A.Krishnamoorthy
Address/Contact of the head office	Administrative Office Salem Road, Karur - 639006 Tamil Nadu, INDIA Phone : (04324) 220051, 220052, 220053, 220054, 220055, 220056, 220057, 220058, 220059, 220060 Fax : 04324-220068,220069 Email :info@lvbank.com Tel : ADMELVEBE
Web Link	www.lvbank.com

14) Industrial Development Bank of India (IDBI):

Chairman & Managing Director	Shri M. Damodaran
Address/Contact of the head office	IDBI Tower, WTC Complex, Cuffe Parade, Colaba, Mumbai - 400005. Tel: 91-22-22189111/ 9117. Fax: 91-22-22180411/1294 /5179/8137 e-mail: pro@idbi.co.in

Web Link	www.idbibank.com
<u>Related products:</u> <ul style="list-style-type: none"> • General Term Loans • Short term loan facility for a period of upto 180 days 	<u>Remarks</u> <ul style="list-style-type: none"> → for meeting various requirements like capital expenditure, enhancement of net working capital, meeting advertisement expenses etc → The facility also encompasses securitization of lease rental receivables, credit card receivables etc.
<u>Specification</u> General loans <ul style="list-style-type: none"> → Bank extends medium term loans for tenures ranging from 1- 5 years → The Bank would generally require the customer to provide appropriate securities. Corporates have the option to avail the loan under fixed or floating rate. 	
Benchmark Prime Lending Rate	10.50% p.a.

15) State Bank of Bikaner and Jaipur (SBBJ):

Managing Director	Shri K.R. Srikantan
Address/Contact of the head office	Tilak Marg, C-Scheme, POST BOX NO. 154, JAIPUR Telephone Number : 0141-2380420 to 2380427 E-mail: gmosectt@sbbjbank.com TELEX : 2202-2394 GRAM : BIKJAI-JAIPUR 302005
Web Link	www.sbbjbank.com
<u>Related Products</u> <ul style="list-style-type: none"> • SSI Loan facility • General loans 	<u>Remarks</u> <ul style="list-style-type: none"> → Simple loan application forms introduced

<u>Specifications:</u>	
<u>SSI</u>	
<ul style="list-style-type: none"> → Composite loan upto Rs. 50 lakh is sanctioned to SSI units. → Loan quantum : Minimum 20% of projected annual sales turnover → No collateral security for advances for upto Rs. 5 lacs. → No collateral security for existing borrowers over Rs. 5 lac and upto Rs. 15 lakh based on good track record and financial position → For loans sanctioned without collateral security /third party guarantee for advances upto Rs. 25 lacs , guarantee cover is available under Credit Guarantee Scheme floated by CGTSI for SSI 	
Benchmark Prime Lending Rate	10.75% p.a

16) Indian Overseas Bank (IOB):

Chairman & Managing Director	Mr. S.C.GUPTA
Address/Contact of the head office	Indian Overseas Bank iobmail@vsnl.com
Web Link	www.iob.com
<u>Related Products</u>	
<ul style="list-style-type: none"> • General loans 	
<u>Specification:</u>	
PROCESSING CHARGES: For all types of advances at the time of initial processing, each renewal and adhoc increase.	
Amount of Loan/Limit	CHARGES (Rs.)
→ Upto Rs.25,000/-	Nil
→ Above Rs.25,000/- Upto Rs.2,00,000/-	150
→ Above Rs.2,00,000/-	Rs.150/- per one lakh Or part thereof
Benchmark Prime Lending Rate	11% p.a.

17) Canara Bank:

Chairman & Managing Director	Sri. R.V. Shastri
Address/Contact of the head office	Canara Bank 112, JC Road Bangalore-560002
Web Link	www.canbankindia.com
Benchmark Prime Lending Rate	10.75% p.a.

18) Corporation Bank:

Chairman & Managing Director	Shri K Cherian Varghese
Address/Contact of the head office	Corporation Bank, Corporate Office Mangaladevi Temple Road Mangalore 575 001. Tel: 0824-2423640, 2426416-2426420 Fax: 0824-2423853
Web Link	www.corpbank.com
Benchmark Prime Lending Rate	10.50% p.a.

19) ICICI:

Chairman & Managing Director	Mr. N. Vaghul, Chairman
Address/Contact of the head office	ICICI Bank – Corporate Care 1st Floor, Empire Building, 141 Senapati Bapat Marg, Lower Parel (West) Mumbai - 400013 INDIA Mail: info@icicibank.com
Web Link	www.icicibank.com For equipment financing: http://ebusiness.icicibank.com/sme/Equipment_Fin.asp?MenuID=10&CurrLevel=3&ParentID=5&strHighLight=Equipment+Finance
Benchmark Prime Lending Rate	WEF January 1, 2004. The lending rates comprise I-BAR, term

Rate	premium and transaction-specific credit and other charges. I-BAR is 9.75% p.a. payable monthly with effect from May 05, 2004.
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20) Indian Bank:

Chairman & Managing Director	Shri. M B N Rao
Address/Contact of the head office	PB No.1384, 66, Rajaji Salai, Chennai 600 001, Tamil Nadu Phone Nos. 044-25233231/ 25231253/ 25231254 Fax No. 044-25231278 E-mail indianbank@vsnl.com indbank@vsnl.com
Web Link	www.indian-bank.com
Benchmark Prime Lending Rate	W.E.F. February 01, 2004 11.00% p.a.

21) Syndicate Bank:

Chairman & Managing Director	Mr. Michael Bastian
Address/Contact of the head office	Manipal – 576104
Web Link	www.syndicatebank.com
Benchmark Prime Lending Rate	11.00% p.a. (w.e.f. 01.04.2004)

22) Allahbad Bank:

Chairman & Managing Director	Shri Onkar Nath Singh cmd@allahabadbank.co.in
Address/Contact of the head office	ALLAHABAD BANK, HEAD OFFICE 2, N S ROAD, KOLKATA - 700 001

Web Link	www.allahabadbank.com
<u>Related products:</u> <ul style="list-style-type: none"> • SSIsProducts 	<u>Remarks</u> → Special focus given to SSIs → Simplified loan application form and speedy processing.
Benchmark Prime Lending Rate	11.00% p.a.

23) Andhra Bank:

Chairman & Managing Director	T S Narayanasami Chairman & Managing Director Phone: 040 23240380 / 23240480
Address/Contact of the head office	Dr. Pattabhi Bhavan 5-9-11, Saifabad, Hyderabad-500 004. Tel: 040 - 3230001
Web Link	www.andhrabank-india.com
Benchmark Prime Lending Rate	10.50% p.a.

24) Bank of Punjab:

Managing Director	Mr. C. R. Sharma
Address/Contact of the head office	Rampa Tower Near Skylark Hotel Jalandhar Phone: 455860
Web Link	www.bankofpunjab.com
Benchmark Prime Lending Rate	11.50% p.a.

25) Bharat Overseas Bank:

Chairman & Managing Director	Mr. G. Krishna Murthy Phones: 044-852 0776 (Direct Line) 044-852 4202
Address/Contact of the head office	BOBL Head Office at Chennai Address: "Habeeb Towers", P.B.No.5205,

	196 (Old no.756) Anna Salai, Chennai - 600 002. Telephone: 044-2852 2983 Fax: 044-2852 4700 044-2859 4615
Web Link	www.bharatoverseasbank.com
Benchmark Prime Lending Rate	10.50% p.a.

26) DENA Bank:

Chairman & Managing Director	A.G. Joshi
Address/Contact of the head office	CORPORATE OFFICE 10TH FLOOR, MAKER TOWERS 'E' CUFFE PARADE, MUMBAI - 400005 INDIA mailto:cmdsect@denabank.co.in
Web Link	www.denabank.com
Products: <u>Dena Shakti Scheme:</u>	Remarks: → To SSI units where majority of the stake is held by women. → Concession in rate of interest of 0.5%. → No process fee. → Easy repayment facility. → No penalty for pre-payment of loan facilities.
Benchmark Prime Lending Rate	11% p.a.

27) Karnataka Bank:

Chairman & Managing Director	Shri Ananthkrishna
Address/Contact of the head office	Mahaveera Circle, Kankanady Mangalore - 575 002 Ph: 0824-2228222
Web Link	www.ktkbank.com

<p>Products: <u>Term loans:</u></p> <ul style="list-style-type: none"> → Fund based finance → Non-fund based finance 	<p>Remarks:</p> <ul style="list-style-type: none"> → Financing for all kinds of infrastructure projects, such as, Power Generation, Transmission & Distribution, → Fund based for capital expenditure / acquisition of fixed assets towards setting up / capacity expansion of a business or industrial unit. → Non-fund Based finance in the form of Deferred Payment Guarantee (DPG) for acquisition of fixed assets towards setting up of / capacity expansion of a business or industrial unit Finance under Technology up gradation scheme.
<p>Benchmark Prime Lending Rate</p>	<p>12% p.a.</p>

28) State Bank of Mysore:

<p>Managing Director</p>	<p>Shri.Y. Vijayanand</p>
<p>Address/Contact of the head office</p>	<p>H .O.: K.G.Road, Bangalore - 560009, INDIA Phone: 91 80 22353901 to 22353909 ; 22353473.extn.380 Fax: 91 80 22283684</p>
<p>Web Link</p>	<p>www.mysorebank.com</p>
<p><u>Related Products</u></p> <ul style="list-style-type: none"> • SSIs Loans 	<p><u>Remarks</u></p> <ul style="list-style-type: none"> → promoting small Scale Industry with investment in Plant & Machinery not exceeding Rs. 1 crore

SpecificationsSSIs

→ Extent of Finance Need based
→ Margin a) No margin up to Rs.25000/- b) Credit limit over Rs.25000/- Flexible approach 15% - 25% depending on the merits of each case Security.
→ Collateral:
1. Obtention of collateral Security exempted Up to Rs. 5 lacs
2. Over Rs. 5 lacs and up to Rs. 15 lacs, based on good track record and satisfactory financial position.
3. Over Rs.15 lacs at the discretion of the Bank
→ Interest rates:
Interest Slab rate in conformity with the quantum of limit and also on credit rating, ranging from 11.25% to 13.75% p.a. (for the present)
Benchmark Prime Lending Rate 11% p.a.

29) Oriental Bank of Commerce:

Chairman & Managing Director	Sh. B.D. Narang
Address/Contact of the head office	Planning & Development Dept. Harsh Bhawan, E-Block Connaught Place New Delhi 110 001 General Telephone No. : 91 011 23417121, 23416691, 23415598, 23416021, 23416171 Fax No.:91 011 25760544 E mail : obc@obcindia.com , obc@id.eth.net
Web Link	www.obcindia.com
<u>Related Products:</u>	<u>Remarks</u>
• GENERAL LOANS	→ for augmenting the long term resources of the company

<u>Specifications:</u>	
Eligibility :	corporates with high net worth of Rs.25.00 crore and above. uninterrupted profit for the last 3 years reserves at least equivalent to the amount of paid up capital. Accounts with existing banks and financial institutions should be regular The Leverage Ratio of the company should not be more than 3 : 1
Amount:	to be determined by the gap in the long term sources/uses and the repayment capacity of the borrower
Security:	The security shall be by way of first pari-passu charge on the fixed assets. Personal guarantee of the promoters directors, shall be obtained.
Repayment:	Repayable in 18-35 months depending upon the cash flows. Initially moratorium shall be permitted upto 6 months on case to case basis.
Interest:	PLR + 2.00% with the power to the Chairman & Managing Director to allow reduced interest upto Prime Lending Rate.
Benchmark Prime Lending Rate	11% p.a.

30) State Bank of Saurashtra:

Chairman & Managing Director	
Address/Contact of the head office	Nilambug Chowk, Bhavnagar: 364 001 Gujarat- India Phone : (91) (278) 2439390 to 2439404 Fax : (91) (278) 2427032 Mail : sbs@sbs.co.in Swift : SSAUINBB
Web Link	http://www.sbsbank.com
Benchmark Prime Lending Rate	11% p.a.
<u>Related Products:</u>	
• SSI Loans	

31) State Bank of Travencore:

Chairman & Managing Director	Mr. A.K Purwar General Manager (Finance & services) : gmif@sbt.co.in
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Address/Contact of the head office	State Bank of Travancore Head office Poojapura Trivandrum 695012 Kerala India
Benchmark Prime Lending Rate	11% p.a.