

Business Model

	Turnkey solution by WTG manufacturer	Developer based (other than WTG manufacturer)
Strength	<ul style="list-style-type: none">• Complete control over project value chain	<ul style="list-style-type: none">• Faster decision in case of land procurement, infrastructure creation, resource mobilization, etc. being a local entity
Weakness	<ul style="list-style-type: none">• Singular control of WTG manufacturer, from an investor's perspective• May have limitations from the point of competitive costing for large scale IPPs	<ul style="list-style-type: none">• Limited control over complete project value chain• Less experience of complete project execution in domestic market
Opportunity	<ul style="list-style-type: none">• Small investors mostly rely on turnkey solution models	<ul style="list-style-type: none">• Opportunity to invite competitive WTG bids• Great growth potential with large IPPs/utilities/PSUs entering the market
Threat	<ul style="list-style-type: none">• Limited land holding may put constraint on growth	<ul style="list-style-type: none">• Delay in project execution due to WTG supply delays• Delay in project execution, O&M due to lack of experienced manpower

Source: Indian Wind Energy