

Moreover the Purchasers would not be interested in small quantity of CERs, which a project would be in a position to offer in one or two years. To illustrate as stated herein approximately 700 gms of CER would be generated per kWh. In case of a 6.6 MW wind farm assuming a generation of 15 lakh units per WEC per annum the total CERs that the project would generate is  $(15 \times 11 \times 700)/(1000 \times 1000) = 11550 \text{ MT}$  only. Normally the purchasers would require quantity in excess of 200,000 MT of CERs.

To offer a considerable quantity of CERs to the prospective buyer, we intend to aggregate the projects established in Karnataka for selected valued customers like Jindal Aluminium and enter into a long term agreement with the prospective buyers so that the transaction costs like, baseline study, validation charges and verification and monitoring costs are optimised.

**f) What will be the Price per Unit of CER?**

The price offered by the buyer shall depend on the quality and the quantity of the CER and the period of commitment. Quality of the CER means the acceptability of the Baseline, the confidence of the buyer in Project achieving the generation level indicated, the clear legal title for the CER (for which we would like to have the Agreement signed by you) and finally the quantity of CERs.

More over the buyers would like to hold one entity responsible and liable for achieving the committed CERs and **Enercon would like to take up this challenge** to enable its valued customers like JAL to achieve a better leverage through the project installed by JAL.

The Price shall depend as indicated on the quantity and quality of CER's. We would work in a transparent way and shall inform you the price on conclusion of the contract with the buyer. However, we feel the price would be in the range of US \$ 4 per MT of CER.

If you need any further clarification please call on me.

Thanking you,  
Yours faithfully,  
For Enercon India Limited



Yogesh Mehra  
Managing Director