

**TERI CBS Thought Leadership Webinar:
"Increasing RE procurement by Commercial & Industrial (C&I) Sector:
Challenges and Opportunities"**

Date and Time: 05th March, 2021 | 11:30 AM – 1:00 PM

India is committed to achieve 40% installed electric capacity from non-fossil fuels by 2030, under the Paris Agreement. With ambitious targets of 175 GW by 2022 and 450 GW by 2030, renewable energy is bound to play an increasing role in future energy systems offering long-term energy supply security, diversification of energy mix, energy access, environmental security and sustainability.

Commercial and Industrial(C&I) Customers consume approximately 49% of the electricity generated in India¹ and only 3.5% of power procured by C&I consumers come from renewables². The rising electricity demand for C&I sector (CAGR, 5-6%, FY17-19) coupled with rising grid tariffs (1-2%, on y-o-y basis) presents a business case for C&I segment to transition to renewables. The falling project costs coupled with global energy commitments of Indian industry such as RE 100 are key drivers encouraging C&I sector to procure renewables in their portfolios. There exists a vast potential for C&I sector to integrate renewables in their portfolios.

At the same time, there are various challenges to enhance increased adoption of renewables by the C&I segment. Policy uncertainty and frequent regulatory changes deters many C&I players from adopting renewables. In addition to this, adoption of renewables by corporate consumers is sluggish because of several prolonged challenges such as non-standardized approval process across states for net-metering, lack of financing options, single window clearance mechanisms, PPA tariffs in opex models and challenges in open access route.

Rapid technological enhancements and falling prices of batteries presents a huge opportunity of energy storage systems that can be integrated with renewables. A combination of renewables with storage can aid C&I consumers to take full advantage of affordable renewable energy prices by managing demand and increase cost savings of their electricity consumption. Technological innovations such as high-efficiency modules, use of trackers and battery storage would provide an ample ground that will drive the growth of renewables going forward.

At the state level, there are nodal agencies and departments which operate under the purview of the respective state governments for the effective implementation of all renewable energy and cogeneration schemes. These agencies promote renewable energy deployment at the local level by channeling central-level subsidies, implementing demonstration projects, and providing assistance to interested parties. The state nodal agencies plays an integral role in spearheading regional growth of renewables in the states.

To increase the share of renewables in the C&I market, several opportunities could be explored with respect to innovation, financing models and regulatory reforms to accelerate adoption. The panel discussion titled *"Increasing RE procurement by Commercial & Industrial (C&I) Sector: Challenges and Opportunities"* would deliberate upon the challenges and opportunities that exist for C&I segment to adopt renewables.

¹ Central Electricity Authority. Growth of Electricity Sector in India from 1947- 2019. May 2019

² WWF India. SECI meets C and I customers to competitive RE pricing. January 2020

Technical Panel Discussion: Renewables for C&I sector

1. Do you think storage technologies would drive the growth of renewables? With increasing number of businesses committing to renewables, what role can they play in pushing the demand for energy storage systems?
2. Do you think that India can learn from global models that can be leveraged to unlock RE demand?
3. What are the key bottlenecks for the corporate sector in terms of regulatory, financial and operational issues that impede the pace of transition towards renewables?
4. Could you list some of the potential routes for corporate consumers to expand solar rooftop portfolio at locations/ sites which are not directly owned by them?

Reflections from MNRE, HAREDA, UHBVN

1. What roles should the State Nodal Agencies play in order to enable the ease of transition for the corporate sector to adopt renewables especially in context of solar rooftop?

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Draft Agenda

Session / Time	Presenter
Welcome 11:30-11:35am	Mr Arupendra Nath Mullick, Vice-President, TERI Council for Business Sustainability
Setting the Context and Presentation by TERI 11:35-11:40am	Ms. Taruna Idnani, TERI, Increasing RE procurement by C&I sector :Learnings and Way Forward
Special Remarks 11:40 am-12:00 pm	Shri Jeevan Kumar Jethani, Scientist E, MNRE Dr. Hanif Qureshi, Director General, Haryana Renewable Energy Development Agency(HAREDA) Representative, Uttar Haryana Bijli Vitran Nigam Limited (UHBVN)
In conversation with Hero Future Energies 12:00pm-12:30pm	Mr. Rahul Munjal, Chairman and Managing Director, Hero Future Energies Dr. Ashvini Kumar, Senior Director (Renewable Energy), TERI
Technical Panel Discussion 12:30pm-12:55 pm	Ms. Divya Sharma, Executive Director, The Climate Group (Moderator) Mr. R Sunder, Head- Solar Rooftop Business, Hero Future Energies Representative, Amazon Mr. Jaijeet Gupta, India HSE Head, JCB India Limited
Closing Remarks 12:55 pm- 1:00 pm	Ms. Taruna Idnani, TERI Council for Business Sustainability