



ASIA  
CLEAN  
ENERGY  
FORUM

2022

INNOVATIVE AND INTEGRATED SOLUTIONS  
FOR A LOW-CARBON AND RESILIENT FUTURE

14-17 June 2022

## Side Event Webinar

### New Business Models for Rooftop Solar Penetration in SMEs and Residential Sector

Date: 14 June 2022 (Tuesday)  
Time: 08:00 – 09:30 PM (Manila Time GMT+8)



**Point of Contact:**  
**Yuvaraj Dinesh Babu Nithyanandam**  
Ernst & Young India  
Email: [Yuvaraj.Dinesh@in.ey.com](mailto:Yuvaraj.Dinesh@in.ey.com)

## Background

This event is being organised to share the recent developments witnessed in India as regards implementation of new and innovative business models and mitigating options for financing barriers besides sharing of international experience in implementing Rooftop Solar (RTS) in SMEs and residential sector. The key takeaways from this event will encourage national and international stakeholders to adopt and adapt these business models to accelerate RTS implementation across developing nations.

SMEs and the residential consumers are the twin challenging beneficiaries / end users who can significantly benefit from Distributed Renewable Energy (DRE) through Rooftop Solar solutions. “Prosumers” from SMEs and residential sector can achieve low cost of electricity and at the same time actively support the Distribution Companies in optimizing their cost of service besides improving the quality of power supply.

Government of India has made an impact in solarizing the residential consumers under its USD 1.6 bn incentives based Phase-II of RTS programme which was launched during August 2019. DISCOMs across the country adopted this Phase II programme and have facilitated installation over 1.5 GW of residential rooftop solar projects. Further DISCOMs have also received incentives from MNRE for demonstrating progress in yearly installations of rooftop solar projects.

To support the path laid by MNRE and to enable a holistic development of the ecosystem and in the light of challenges constraining RTS installations, the World Bank extended a concessional credit line of USD 625 Mn to State Bank of India (SBI) to finance RTS projects in India. So far, SBI has sanctioned USD 378Mn for a portfolio capacity of more than 600 MW projects in Commercial & Industrial segment including MSMEs.

With MSMEs contributing 30% of the GDP and roughly half of the exports through its 63 million units, their electricity cost is estimated to comprise up to 20% of total operating expenses. Solar Rooftop can significantly reduce the operational costs of MSMEs, thereby increasing their competitiveness. Despite this positive outlook, the current penetration of solar rooftop is only around 1GW against the significant realizable potential of 16-18 GW.

The low penetration of Solar Rooftop in MSMEs is due to several barriers, for instance, high upfront installation costs, inability to access debt due to low or no credit rating, regulatory uncertainty, and low awareness. Addressing these barriers can encourage adoption of solar rooftops by MSMEs.

The side event will feature MNRE, the World Bank, SBI, DISCOMs, Financing Institution / NBFC, International Experts who will share their rich experience and discuss potential key interventions that could enable an accelerated deployment of rooftop solar in India in these two key sectors.

## Objectives

This Side Event will have the following primary objectives:

- Progress on implementation of Rooftop Solar Program in India, financing and implementation
- Discuss the emerging and successfully implemented business models in accelerating rooftop solar deployment in India
- Challenges constraining uptake of rooftop solar by MSMEs and mitigating financial solutions and guarantee framework
- International experience on successful business models for community rooftop solar implementation in residential sector

## Tentative Agenda

Time	Activities
17:30 – 17:50	<p>Welcome Remarks: <i>Dr Amit Jain, Senior Energy Specialist, The World Bank</i></p> <p>Presentation on “New Business Models for Rooftop Solar Penetration in SMEs and Residential Sector” <i>Ms Mani Khurana, Senior Energy Specialist, The World Bank</i> <i>Abhinav Goyal, Expert, The World Bank</i></p>
17:50 – 18:05	<p>Keynote Address <i>Amitabh Sinha, DGM – CPPD, SBI</i></p>
18:05 – 18:45	<p>Panel discussion with specialists on accelerating rooftop solar across residential and SMEs sectors</p> <p>Panellists:</p> <p><i>Abhishek Gupta, GM, EESL India</i> <i>Samit Mitra, Director - Program Implementation, Smart Power India</i> <i>Ameya Bijoor, Partner, Encourage Capital LLC</i> <i>Edward Hoyt, Senior Global Practice Lead (Asia), Chemonics International</i> <i>R J Vala, Additional Chief Engineer (Project), Paschim Gujarat Vij Company Limited</i> <i>Sampath Kumar V S, Head, Business Development, Tata Cleantech Capital Ltd</i> <i>Rajiv Kumar, General Manager, Cluster Development and Energy Efficiency Vertical, SIDBI</i></p> <p>Moderated by: <i>Nithyanandam Yuvaraj Dinesh Babu, Executive Director, EY</i></p>
18:45 – 18:55	Grilling the experts: The Q&A session
18:55 – 19:00	<p>Closing Remarks <i>Anand Upadhyay, EY</i></p>

## Tentative List of Speakers



**Amitabh Sinha** is working as DGM in Credit Policy and Procedures Department (CPPD) and Head of Project Implementation Unit (PIU) in State Bank of India (SBI). He leads the Green initiatives with respect to policy requirement for SBI and is also leading the prestigious initiative of US\$ 625 mn World Bank- SBI line of credit for propagation of rooftop solar sector.



**Mani Khurana** is a Senior Energy Specialist with the World Bank, leading the Bank's power sector engagement in India, investment projects and analytical activities across energy sector value chain. She is also leading the solar rooftop project which provides concessional loans to rooftop solar developers.



**Dr. Amit Jain** is a Senior Energy Specialist with the World Bank, leading the Bank's renewable energy sector engagement in India and investment projects including public private partnerships. He is also leading the solar rooftop project which provides concessional loans to rooftop solar developers.



**Ameya Bijoor** is a Partner with Encourage Capital. Ameya leads the clean energy finance and financial inclusion team. Since joining Wolfensohn Fund Management in 2008, Ameya has been actively involved in the Fund's investments in Development Credit Bank, National Stock Exchange of India, Repco Home Finance, Ujjivan Financial Services and Fabindia.



**Edward Hoyt** is a Senior Global Practice Lead in the Asia Division, member of the Chemonics Energy Group, and a Director of the Water, Energy and Sustainable Cities (WESC) Practice responsible for technical leadership on energy. He is an economist with more than 25 years of experience in energy and development, including leadership roles on USAID programs in Central America and West Africa supporting investment in clean energy businesses and projects.



**Sampath Kumar VS** is the Head, Business Development at Tata Cleantech Capital Ltd.,. He is a senior banker with 20+ years of experience in project and infrastructure finance and advisory assignments spreading across sectors (infrastructure, power, renewables and others) and investors in South Asia.



**Nithyanandam Yuvaraj DINESH Babu** is working with Ernst&Young (EY), serving as its Team Leader for SUPRABHA Technical Assistance Program for creating an enabling ecosystem for Rooftop Solar implementation in 17 states, which is funded by The World Bank and State Bank of India



**RJ Vala** is an Electrical Engineer with Post graduation in Energy Management and Smart Grid from MDI, Gurgaon. He is having vast experience of 26 years in Power Distribution Sector and Solar renewable energy sector. Presently, he is I/C Chief Engineer (Project) at Paschim Gujarat Vij Company Limited.



**Samit Mitra** is the Director – Project Implementation at Smart Power India. He is business development leader with over 27 years of successful track record in building and leading high performance teams across leading Consumer Packed Goods (CPG) and social impact organizations. He is skilled in expanding business and field operations by energizing field teams and establishing collaborative cross-functional relations.



**Rajiv Kumar** is the General Manager, Cluster Development and Energy Efficiency Vertical at SIDBI. He is an experienced officer with a demonstrated history of working in the financial services industry. He is an expert in financing of Micro, Small & Medium Enterprises (MSMEs), Energy Efficiency, Renewable Energy, Resource Efficiency, etc.

#### Registration Link

<https://tinyurl.com/ACEFSideEvent>

#### Event Link

<https://tinyurl.com/yz82e47u>

#### About the Organizers

The World Bank Group is one of the world's largest sources of funding and knowledge for developing countries with its mission being to end extreme poverty by reducing the share of the global population that lives in extreme poverty, to promote shared prosperity by increasing the incomes of the poorest in every country. With 189 member countries, staff from more than 170 countries, and offices in over 130 locations, the World Bank Group is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries.