



‘Reaching the Sun with Rooftop Solar’ launched

For the first time, the book proposes different business models to address the aspirations of end-users and investors

New Delhi, February 16: The Ministry of New and Renewable Energy (MNRE), Shakti Sustainable Energy Foundation and The Energy and Resources Institute (TERI) have launched the book titled *‘Reaching the Sun with Rooftop Solar’* at the Renewable Energy Global Investors Meet & Expo (RE-INVEST 2015), today. The book aims to facilitate opening up of markets for large-scale deployment of rooftop solar. It focuses on three major categories of power consumers – residential, commercial and industrial. Written exclusively for investors, users and service providers, this book assesses India’s market potential for rooftop PV, surveys consumers to identify real and perceived barriers that prevent consumers to install such systems, identifies strategies to commoditize rooftop PV and proposes business, operating, financing and cost recovery models that may be appropriate to tap this huge customer-side market. The initiative is supported by the Ministry of New and Renewable Energy, Government of India and Shakti Sustainable Energy Foundation.

Dr R K Pachauri, Director-General, TERI, said: “Rooftop solar options provide a unique opportunity for producing energy on a large scale in India. Germany, with just a fraction of the solar energy that it receives in comparison to our country, has a total installation of about 30 GWp capacity, which is largely in the form of rooftop systems. But rooftop solar has a far larger benefit for a society like ours, because it opens up the option of producing energy at the level of a household, which is an uplifting act of energy independence for every citizen.”

“The book, *‘Reaching the Sun with Rooftop Solar’* is written with the objective of commoditisation of rooftop solar PV and to create open market conditions for large investments to flow in this market. The book emphasises market segmentation in three major categories – residential, commercial and industrial. The book for the first time proposes different business models to address the aspirations of different clients and investors to create dynamic market conditions,” Dr Pachauri said.

“Written specially for investors, users and service providers, the book provides a comprehensive overview of the rooftop sector in India. It takes a bird’s eye view of international practices and business models. Written in simple language with diagrams to illustrate the concept, the book is easy to read and understand. Emphasis has been laid on understanding the complexities of policy and regulatory issues, financial modelling and risk analysis. The findings published are based on a primary survey for assessing the potential of rooftop solar,” Dr Pachauri added.

Said **Mr Shirish S Garud**, Associate Director, TERI: “Solar rooftop photovoltaic systems are going to be a major market not only in India, but in many countries. This book covers salient aspects of this emerging market in a succinct and user- friendly way. It will be helpful for all stakeholders to understand the market clearly.”

Mr Krishan Dhawan, Chief Executive Officer, Shakti Sustainable Energy Foundation, said: “Rooftop solar will be an important component of the country’s ambitious plans to grow solar energy. For this initiative to succeed, it is vital that the right market and policy mechanisms are in place to facilitate investment and growth in this sector. We are very pleased to have been able to support this very timely publication.”

It is estimated that the realisable market potential for the rooftop solar PV is around 124 GW, while gross potential is above 350 GW. This is expected to increase with the development of the buildings sector with the growth in India’s economy. Currently, Germany has the largest solar installation of about 30 GW (mostly rooftop systems) while India’s total grid connected solar PV installation is about 3 GW. The government of India has recently announced a target for deployment of 100 GW of solar by 2020, which includes 40 GW through decentralized rooftop solar projects.

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About TERI

The Energy and Resources Institute (TERI) is an independent, not-for-profit research organization deeply committed to every aspect of energy, environment, and sustainable development. From providing environment-friendly solutions to rural energy problems, to helping shape the development of the Indian oil and gas sector; from tackling global climate change issues across many continents to enhancing forest conservation efforts among local communities; from advancing solutions to growing urban transportation and air pollution problems to promoting energy efficiency in Indian industries, the emphasis has always been on finding innovative solutions to make the world a better place to live in. All activities at TERI

move from formulating local and national-level strategies to suggesting global solutions tackling critical energy and environment related issues.

Headed by Dr R K Pachauri, also the chairperson of the Nobel Peace Prize winning climate change body, the Intergovernmental Panel on Climate Change (IPCC), TERI has emerged as an institution of excellence for its path-breaking research, and is a global brand widely respected by political leaders, policymakers, corporate entities as well as the civil society at large.

About Shakti Sustainable Energy Foundation

Shakti Sustainable Energy Foundation works to strengthen the energy security of India by aiding the design and implementation of policies that encourage energy efficiency as well as renewable energy. Shakti works in sectors with the maximum potential for energy and carbon savings: Power, Transport, Energy Efficiency and Climate Policy. A Section 25 non-profit organization under the Companies Act, Shakti is governed by a national board of directors, and supported by both Indian and international philanthropies. It convenes NGOs, universities, business, think tanks, and domestic and international experts to design and implement smart energy policies in India.

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