

Now Available

# COMMERCIAL AND INDUSTRIAL SOLAR MARKET IN INDIA

Key Trends, Regulatory Landscape and Demand Projections for Open  
Access-based and Captive Projects

❖ Report (PDF)

## This study covers:

- ❖ An in-depth analysis for rooftop solar, captive solar and open access segments in India
- ❖ Business models along with the project costs, tariffs and cost economics for each of these segments and its cost-competitiveness with grid power
- ❖ Recent completed and upcoming projects along with the key developments and plans of existing players in the C&I solar space
- ❖ Addressable potential market for C&I solar along with the state-wise projected capacity up to 2024-25
- ❖ Detailed profiles of 12 states with growth and tariff trends in C&I solar space, cost economics and projected capacity up to 2024-25
- ❖ Impact of coronavirus on C&I solar deployments and outlook

The year 2020 has proved to be extremely challenging for all businesses including renewables due to the coronavirus outbreak and the subsequent lockdown. Solar projects are facing delays as supply chains from China have been disrupted. Though production facilities are back online, imports have been halted and logistic issues have virtually stranded millions of rupees of investments. The under-construction projects are facing delays due to issues in getting approvals, equipment and labor and are incurring incremental running costs. Meanwhile, the operational projects are expected to suffer generation losses as labor scarcity has made O&M difficult. India's growing C&I solar market is not immune to this unprecedented crisis.

The C&I solar market has emerged as an important standalone business space in the recent years. Already, it has the largest market share in rooftop solar deployment today and is also becoming increasingly active in the captive and third-party solar PPA segments.

Decline in solar power prices against significant grid power tariffs for C&I consumers have led many of these consumers to adopt solar power for meeting their power requirements through rooftop solar, captive power or open access plants. Comprehensive solar rooftop policies, with net and gross metering regulations, exemptions on open access charges for solar power in many states and streamlined utility interconnection process have given confidence to the industry and led to rapid deployments in the C&I solar segment.

The key objectives of this report are to analyse the growth trajectory and demand outlook, supportive policy and regulatory regime and the key emerging trends in the C&I solar segment in India with a special focus on impact of coronavirus.

## 1. Executive Summary

- Solar Policy Targets in Focus States

- State-wise Retail Tariffs

## SECTION I: MARKET OVERVIEW

- Discom Health across States

- State-wise APPC Trends

## 2. Size and Growth

- RPO Trajectory

### ❖ Market Overview

- Energy Demand Outlook

### ❖ Open Access and Captive Solar

### ❖ Impact of Electricity Act Amendment on C&I Solar

### ❖ Focus on Captive Solar Segment

### ❖ Government measures to mitigate coronavirus impact

### ❖ Focus on Rooftop solar

### ❖ Policy and Regulatory Outlook

- Growth Trend in C&I space

### ❖ Potential Challenges

- State-wise Installed Capacity in C&I Space

### ❖ State-wise C&I Solar Score

### ❖ Key Growth Drivers

### ❖ Insights

### ❖ Addressable C&I Solar Market, by State

### ❖ Key Risks and Challenges

## 4. Tariff Trends, Cost Structures and Project Returns

### ❖ Impact of COVID-19 on Sector Outlook

### ❖ Annual HT Industrial Tariff Trends

### ❖ Insights

### ❖ Annual Commercial Tariff Trends

### ❖ Solar Tariff Trends across States

## 3. Key Trends and Demand Drivers

### ❖ Drivers and Roadblocks

### ❖ Project Cost Economics

- Impact of COVID-19 on Supply Chain, Project Development and Electricity Demand

- Rooftop Solar Projects

- Ground-Mounted Solar Projects

- State-wise Open Access Charges

### ❖ O&M Cost Trends

### ❖ Return Analysis

**5. Industry Structure and Business Models**

- ❖ Power Sale Options
- ❖ Current Business Models
  - CAPEX
  - OPEX
  - Industry Structure for open access solar projects
- ❖ Emerging Business Models
  - Aggregator
  - Solar as a Service
  - Proposed Green Term Ahead Market

**6. Projections for C&I Solar Market**

- ❖ Impact of COVID-19 on
  - Power Demand
  - C&I Solar Demand
- ❖ Projected APPC Rates
- ❖ Power Demand Projections
- ❖ Banking Provision
- ❖ State-wise Addressable C&I Solar Potential
- ❖ State-wise Projected Capacity in the C&I Solar Segment
  - High Growth-Scenario
  - Medium Growth-Scenario
  - Low Growth-Scenario

**SECTION II: STATE FOCUS****7. State Profiles**

- ❖ Andhra Pradesh
- ❖ Chhattisgarh
- ❖ Haryana
- ❖ Gujarat
- ❖ Karnataka
- ❖ Madhya Pradesh
- ❖ Maharashtra
- ❖ Rajasthan
- ❖ Tamil Nadu

- ❖ Telangana
- ❖ Uttarakhand
- ❖ Uttar Pradesh
- ❖ List of Open Access Solar Projects

**SECTION III: KEY PROJECTS AND MARKET PLAYERS****8. Current Projects and Planned Solar Capacity in the C&I Segment**

- ❖ Overview
- ❖ Commercial Segment
  - Airports
  - Mass Transit Systems
  - Ports
  - Indian Railways
  - Others
- ❖ Industrial consumers
  - Key operational projects
  - Upcoming projects
- ❖ Impact of Covid-19 on
  - Supply chain
  - Projects under construction
  - New projects/tenders
  - Equipment costs
  - Project financing

**9. Key Developer Profiles**

- ❖ Amplus Solar (PETRONAS Group)
- ❖ Azure Power
- ❖ CleanMax Solar
- ❖ Cleantech Solar
- ❖ Fourth Partner Energy
- ❖ ReNew Power
- ❖ SunSource Energy
- ❖ Tata Power Solar

I would like to purchase the “Commercial and Industrial Solar Market in India” report:

Format (PDF)	Price
Site Licence (Single Location)	Rs 75,000
GST @ 18%	Rs 13,500
<b>Total</b>	<input type="checkbox"/> <b>Rs 88,500</b>
<hr/>	
Enterprise Licence (Multiple Locations)	Rs 112,500
GST @ 18%	Rs 20,250
<b>Total</b>	<input type="checkbox"/> <b>Rs 132,750</b>

I am enclosing a cheque/demand draft for Rs \_\_\_\_\_, vide cheque/demand draft no. \_\_\_\_\_ drawn on \_\_\_\_\_ dated \_\_\_\_\_ in favour of “India Infrastructure Publishing Pvt. Ltd.”

Signature

.....

Name (Block Letters) \_\_\_\_\_

Designation \_\_\_\_\_

Company \_\_\_\_\_

Company GST No. \_\_\_\_\_

Mailing Address \_\_\_\_\_

\_\_\_\_\_

Telephone \_\_\_\_\_ Mobile \_\_\_\_\_

E-mail \_\_\_\_\_

**Wire transfer details:**

**Beneficiary** : India Infrastructure Publishing Pvt. Ltd.  
**Bank Name** : The Hongkong and Shanghai Banking Corporation Ltd  
**Bank Address** : R-47, Greater Kailash-1, New Delhi - 110048  
**Account No.** : 094179587002  
**Swift Code** : HSBCINBB  
**IFSC Code** : HSBC0110006  
**GSTIN** : 07AAACI5880R1ZV

**Contact details:**

**Raktima Majumdar**  
 Senior Manager-Information Products  
 India Infrastructure Publishing Pvt. Ltd.,  
 B-17, Outab Institutional Area, New Delhi - 110 016, India  
 Mobile: +91 8826127521  
 Email: majumdar.raktima@indiainfrastructure.com