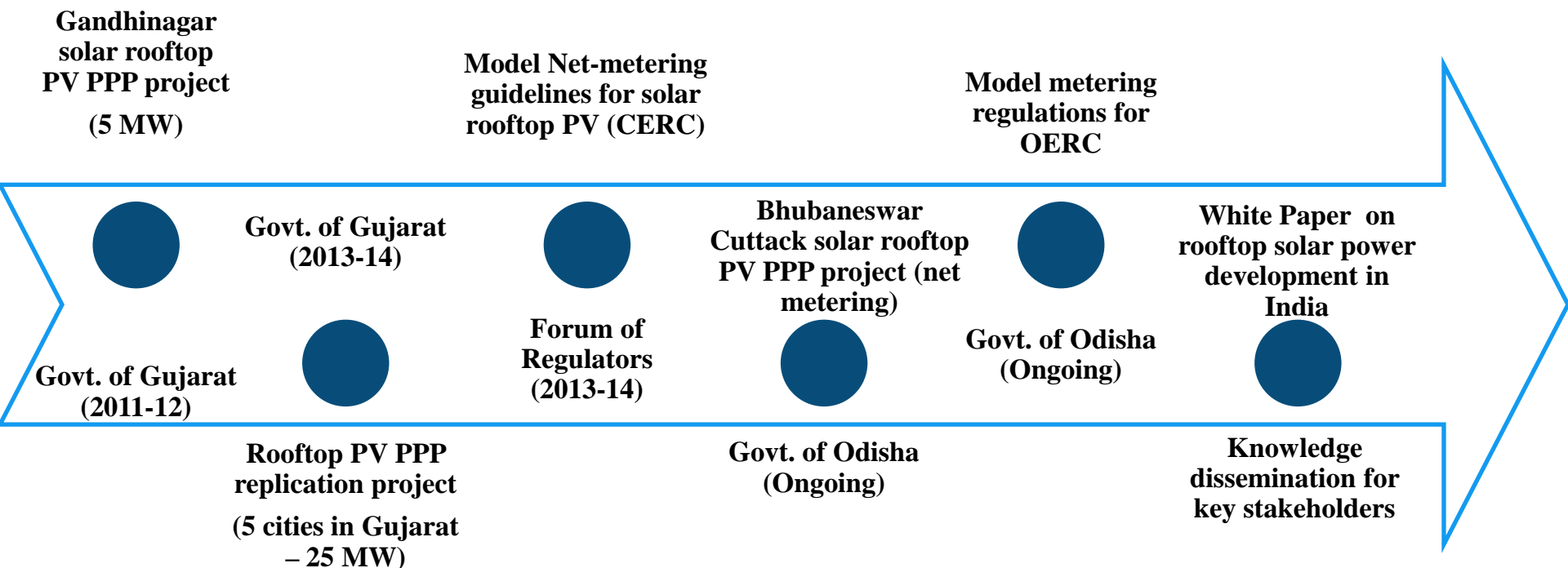


IFC ROOFTOP EXPERIENCE

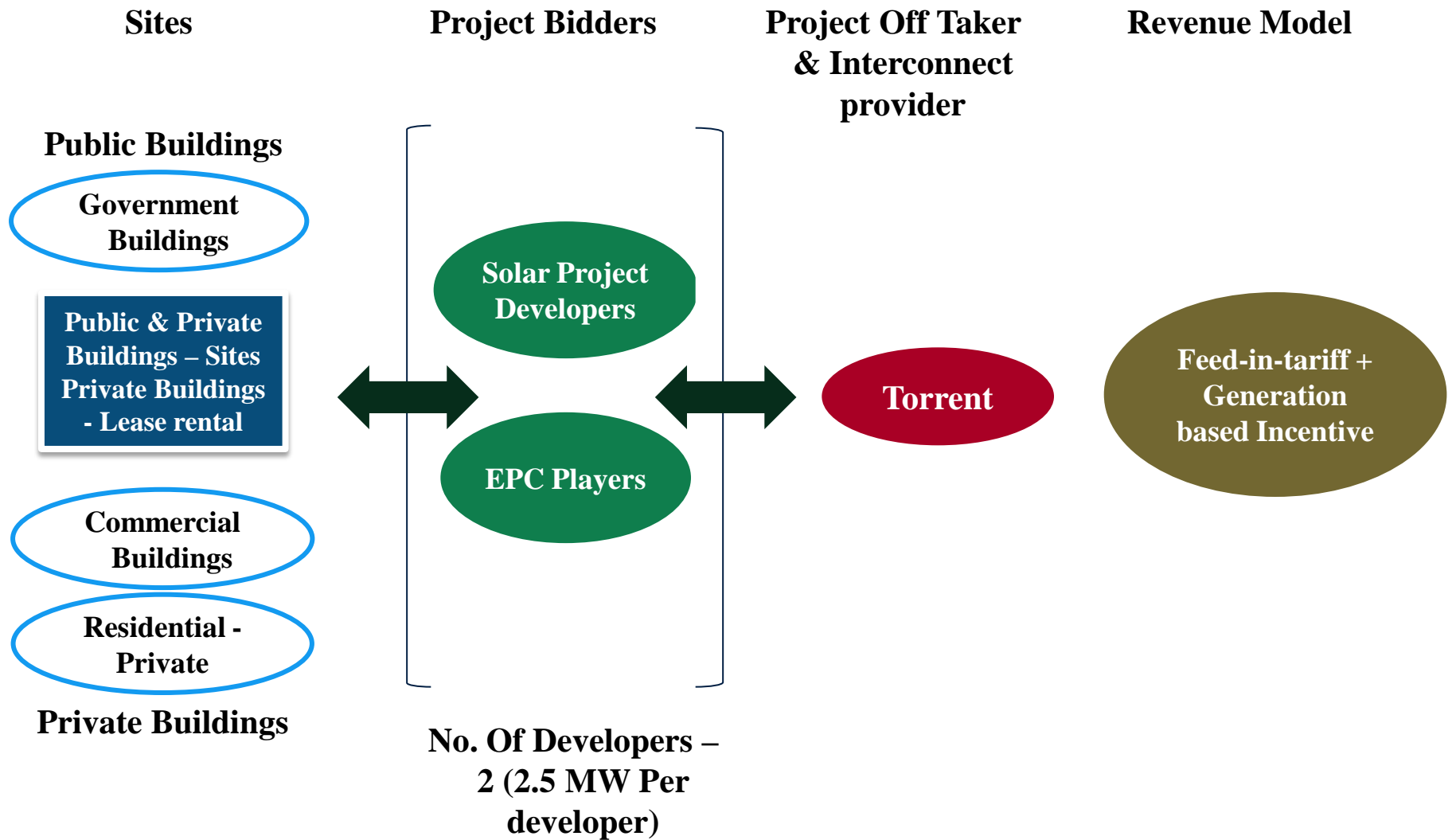


November 1, 2014

IFC INITIATIVES IN ROOFTOP SOLAR



GUJARAT ROOFTOP SOLAR BUSINESS MODEL



HIGHLIGHTS

- First MW scale rooftop solar PPP project of its kind in India
- Led to development of rooftop solar benchmark tariff determination by GERC
- Over 4.5 MW of installed capacity now operating across Gandhinagar
- Project of 5 MW has been replicated in the city of Vadodara
 - Project is under construction and expected to be complete by March 2015
 - Majority installations to be on privately owned rooftops i.e. commercial and residential buildings
 - Bid tariff of Rs. 10.76/kWh – less than prevailing rooftop solar tariff

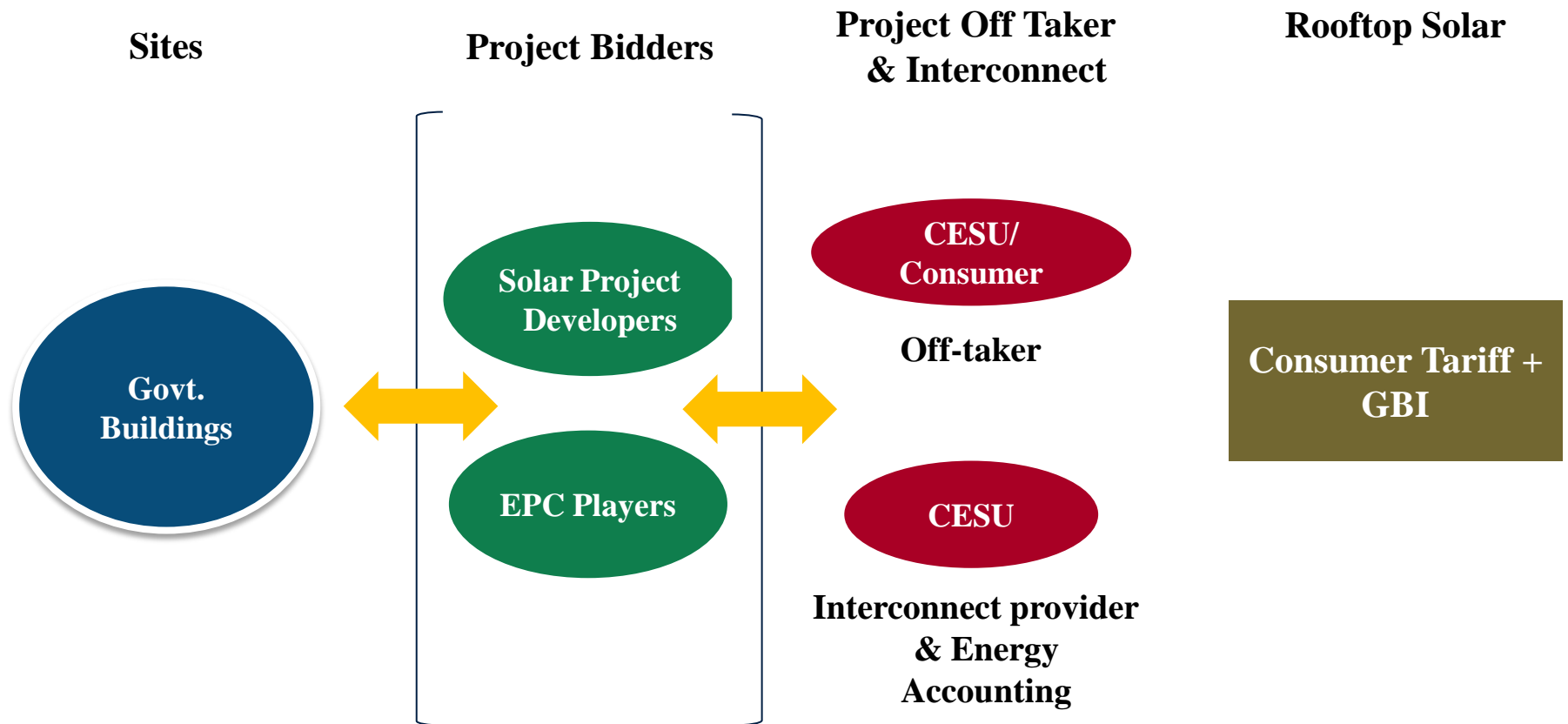
ODISHA ROOFTOP SOLAR PROJECT

- IFC is advising GEDCOL on the development of 5 MW + rooftop solar project on a net-metering basis across Bhubaneswar and Cuttack.

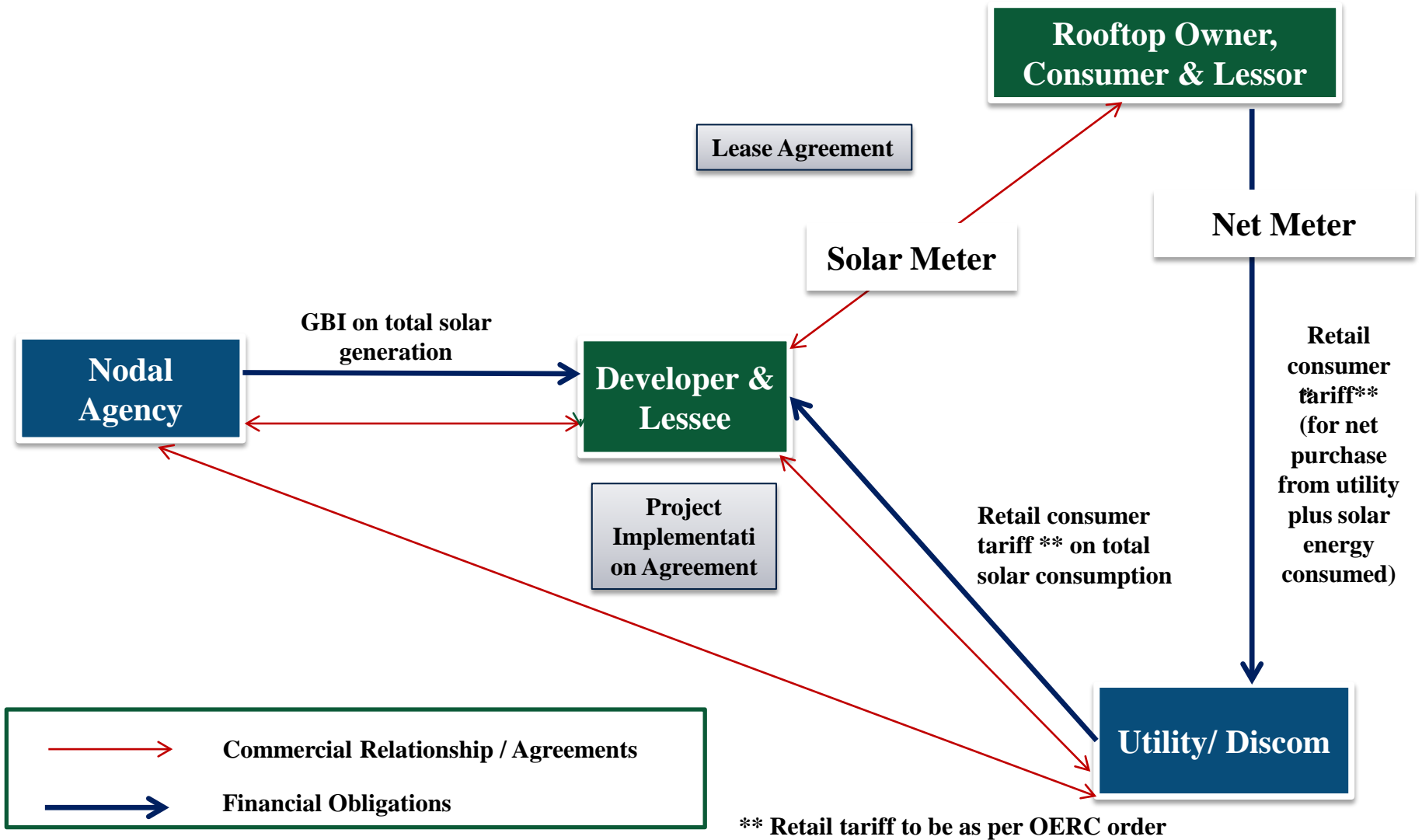
Objective

- Implement a pilot and replicable grid connected rooftop solar project in the cities of Bhubaneswar and Cuttack
- Pave the way forward to kick-start the market for rooftop solar projects in Odisha on a consumer driven model
- Development of technical, commercial and regulatory pre-requisites, which are the enablers for this market led transformation to happen

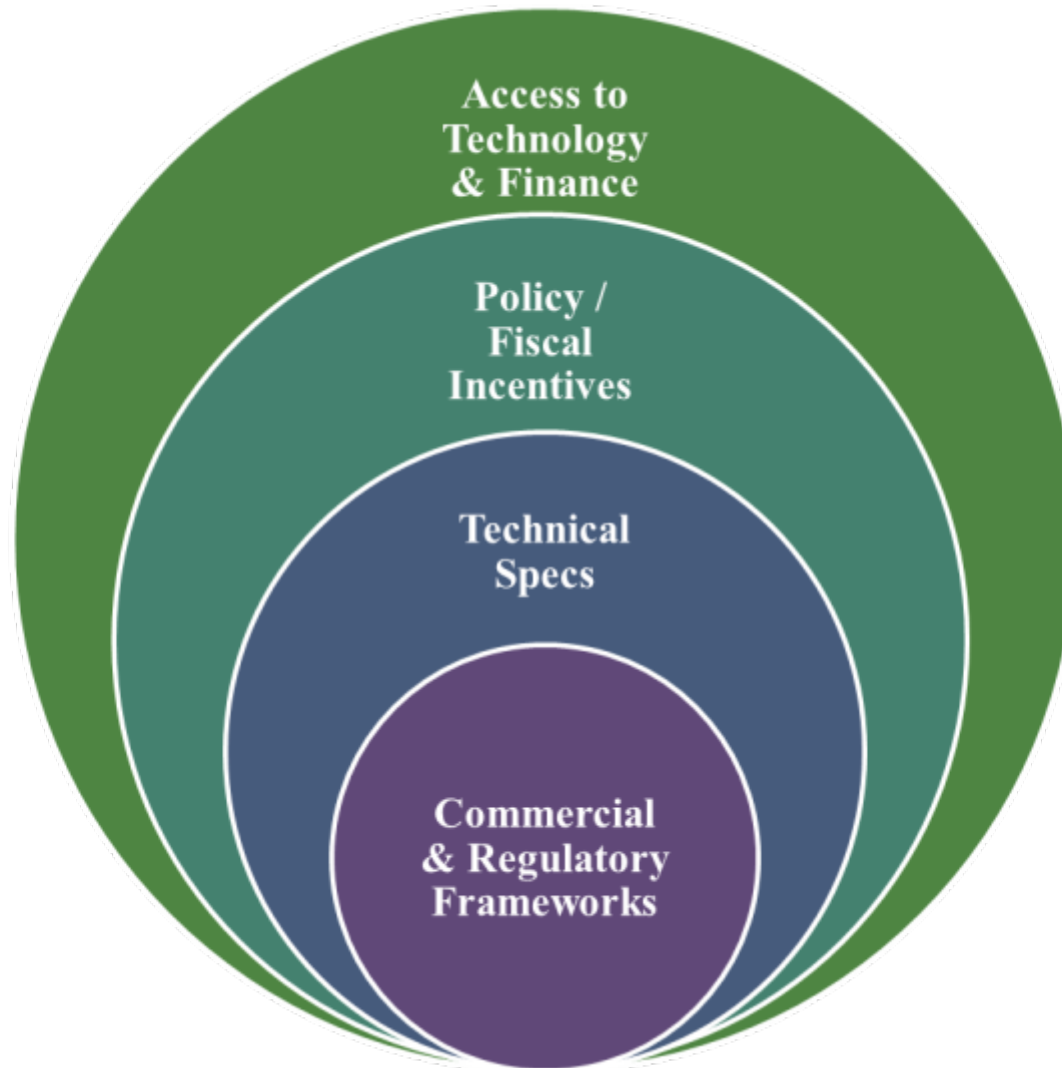
ODISHA MODEL – GBI BASED NET METERING



NET METERING MODEL



STEPS TOWARDS PROLIFERATION OF CONSUMER DRIVEN GRID CONNECTED MODEL



ENABLING ENVIRONMENT

Policy/Fiscal Incentives

- Development of sector policy outlining Government intent re proliferation
- Incentives such as capital subsidy, tax credit or tariff rebate

Access to Technology

- Certification program and database of vendors that consumers can access
- GIS mapping of users to assess roof-top potential & savings

Access to Finance

- Development of financing schemes for consumers & vendors
- Insurance products for consumers & vendors
- Innovative leasing schemes

THANK YOU



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