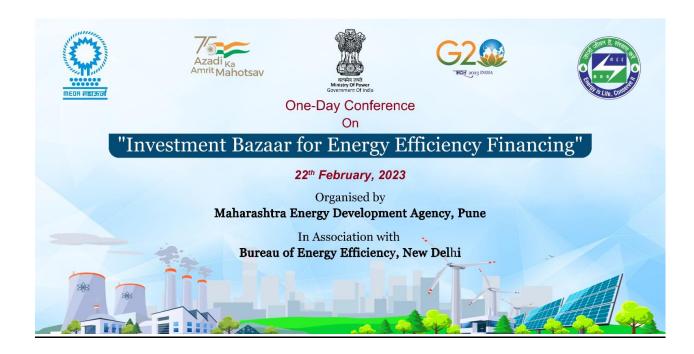






# One-Day Conference on

# 'Investment Bazaar for Energy Efficiency Financing'



Date: 22<sup>nd</sup> February 2023 Vashi, Navi Mumbai







# **AGENDA**

Time	Торіс	Speaker		
10:00 AM - 10:30 AM	REGISTRATION			
10:30 AM – 10:40 AM	Welcome address	Shri. Pankaj Tagalpallewar General Manager– EC Dept, Additional Director General - MEDA		
10:40 AM – 10:50 AM	Thematic address	Smt. Vineeta Kanwal Director, Bureau of Energy Efficiency (BEE)		
10:50 AM – 11:00 AM	Inaugural address	Shri. Devidas Kulkarni DGM- MEDA Mumbai		
11:00 AM – 11:05 AM	Vote of Thanks	Shri. Pramod Shelar Project Executive officer - MEDA – Mumbai		
11:05 AM – 11:30 AM	Tea Break and Netv	working (Visit to Stalls)		
11:30 AM - 11:45 AM	MEDA Initiatives in Energy Efficiency and Conservation	Shri. Devidas Kulkarni DGM- MEDA Mumbai		
11:45 AM – 12:00 PM	BEE's Energy Efficiency Financing Schemes	Shri. Tejas Patankar Finance Expert- PAT Cell, MEDA		
12:00 PM – 12:15 PM	Gradation of Energy Efficiency Projects	Shri. Ankur Minz CRISIL, Mumbai		
12:15 PM - 12:30 PM	Energy Conservation Bankable Project-1	Shri. Nitin Chondhe M/s. Yantra Harvest Energy Pvt. Ltd.		
12:30 PM – 12:45 PM	Energy Conservation Bankable Project-2	Shri. Simha M/s. Gimatex Industries Ltd.		
12:45 PM – 01:00 PM	Energy Conservation Bankable Project-3/4	Shri. Rakesh Patil Director- Sadguru Kripa Power Pvt. Ltd.		
01:00 PM - 01:15 PM	Energy Conservation Bankable Project-5	Shri. Soham Deshkhaire Director- Indiana LLP		
01:15 PM – 01:30 PM	Energy Conservation Bankable Project-6	Shri. Yogendra Talware Director- Strom Energie Pvt. Ltd.		
01:30 PM - 02:15 PM	Lunch			







Technical Session:						
02:15 PM – 02:35 PM Adopting IE5 Motors, Super-Efficient Coaxial Fans & Servo Motors to achieve up to 20 to 60% energy savings		Shri. Milind Chittawar CEO: SEE-Tech Energy Solutions Pvt. Ltd.				
02:35 PM – 03:00 PM	Energy Saving Opportunities in Compressed Air System	Shri. Mahesh Gajakosh M/s. Godrej & Boyce Mfg. Co. Ltd.				
03:00 PM – 03:20 PM Energy Efficient Air Compressors		Shri. Yashodhan Paneri Kaeser Compressors				
03:20 PM – 03:40 PM Energy Efficient Project Case Study		Shri. Rajat Agrawal Head-Energy Efficiency, Promethean Energy				
03:40 PM - 04:00 PM	Energy Efficient Lighting	Shri. Dheeraj Waghmare BD Executive- JK Impex				
04:00 PM - 04:20 PM	Inflector System, Solar Shades, a Thermal Radiant Heat Barrier	Shri. Chinmoy Dutta Inflector India Pvt. Ltd.				
04:20 PM - 04:40 PM	High Tea with Networking					

\*\*\*\*\* End of Session \*\*\*\*\*







The one-day conference on "Investment Bazaar for Energy Efficiency Financing" for the concerned stakeholders such as industries, banks and financial institutions, OEMs, energy auditors, etc. was organized by Maharashtra Energy Development Agency (MEDA), Govt. of Maharashtra on 22<sup>nd</sup> February 2023 at Hotel Royal Orchid Central Grazia, Vashi, Navi Mumbai.

The program was attended by the officials from BEE (on-line), CRISIL, SDA, PAT Cell Members & by various Industries, Banks, Energy Auditors and ESCOs.

#### First Session: Inaugural Session

The Inaugural Session of the conclave was graced by the February gathering of about 70+ delegates, with eminent panelists at the dais.



The inaugural session started by lightning the lamp in the name of Goddess Sarasvati followed by Welcome Address of Shri. Pankaj Tagalpallewar, GM EC & Additional General Manager (ADG), MEDA. In his address, he explained the agenda of the investment bazaar and welcomed all the participants.

He also urged people for their commitment towards meeting the 2030 goals in the India's pathway of NetZero by 2070.







#### Mrs. Vineeta Kanwal, Director, BEE-GOI



She shared the details of the programmed & briefed about the EEFP (Energy Efficiency Financing Platform) under NMEEE (National Mission for Enhanced Energy Efficiency) which is one of the eight National Missions under NAPCC (National Action Plan for Climate Change).

The Director BEE detailed BEE 's financing schemes and initiatives taken by BEE for facilitating the funding support to designated consumer companies, MSMEs, Large Scale Industries, Municipalities etc. She has given brief conceptual knowledge about Banker's role in financing Energy Efficient (EE) Projects.

Also, she shared about launching of BEE's Facilitation Centre online naming as ADEETIE with below features -

It shall develop the list of new and existing EE technologies for financing.

A dashboard would be provided to track the status of EE project financing. Login access would be provided to FIs and beneficiaries.

It shall develop a dedicated Web-portal and collect the willingness forms and spread awareness of BEE's financing schemes among various beneficiaries.

BEE has set up a Facilitation Centre for encouraging and up scaling Energy Efficiency Financing in the country.

She mentioned about M/s DARASHAW, agency nominated for developing the platform for capturing EE investment potential requirements & administering the same. She proposed all participants to visit link for facilitation center.

http://www.adeetie.beeindia.gov.in/







• Sh. Devidas Kulkarni, Divisional General Manager- MEDA, Mumbai

Energy Efficiency Financing"

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He thanked all the Special guests from BEE who attended the event online, SIDBI, Industries, Banks, OEMs, ESCOs and all the participants from DCs, MSMEs, Banks for being a part of this One Day Investment Bazaar on EE Financing.

• Sh. Pramod Shelar, Project Officer - MEDA, Mumbai



He thanked all the Special guests from BEE who attended the event online, CRISIL, Industries, Banks, OEMs, ESCOs and all the participants from DCs, MSMEs, Banks for being a part of this One Day Investment Bazaar on EE Financing.







#### **❖** Second Session: Technical Session-01

Second session was started with the presentation of Divisional General Manager, MEDA Amravati on the MEDA initiatives for Energy Conservation in the State of Maharashtra.

The brief details as follow:

#### • Sh. Ankur Minz, Manager CRISIL, Mumbai



CRISIL is an analytics and knowledge company that provides ratings, benchmarks, analytics, and data to the capital and commodity markets worldwide. and has a 30-year track record of delivering advanced knowledge solutions. CRISIL develops comprehensive research and analytics products that drive innovation and provides assessments and ratings of over 1,30,000 commercial and social entities and projects.

CRISIL offers grading and assessment related activities. Their offerings in the renewable energy sector include grading for solar system integrators, grading of Energy Service Companies, impact assessment of Bureaus Scheme Promoting Energy Efficiency Activities, project finance grading, channel partner grading, and evaluation of the Jawaharlal Nehru National Solar Mission.

CRISIL's methodology for undertaking engagements involves a holistic approach, leveraging their experience in the energy, solar, and renewable sector in India, engaging in continuous dialogue with key stakeholders, deploying a team of professionals with the right mix of qualifications and experience in relevant sectors and assignments, and providing solutions that are implementable and practical. Their approach for evaluation involves assessing a project's ability to save energy and its adequacy to meet the debt service obligation. They conduct a 360-degree discussion from internal and external stakeholders to evaluate the creditworthiness of the project based on the assessment of sponsor, financial, business, management, industry, technical execution, operation, and financials. They use a grading scale from Grade 1 to Grade 7 to evaluate the overall project/entity grading. He also briefs about mythology of gradation, evaluation, process flow and timeline.







• Sh. Bapu Amritkar Enocosym Solution, Mumbai



• Sh. Rakesh Patil M/s Sadguru Kripa Power Pvt. Ltd.



Mr. Rakesh Patil, the visionary director of M/s Sadguru Kripa Power Pvt. Ltd., a company dedicated to providing sustainable energy solutions. In his recent presentation, technology of Tidal Power Plants - a renewable energy source capable of generating up to 1000 kW of power. With his extensive knowledge and experience.

He took the audience on a fascinating journey into the world of Tidal Power Plants, sharing insights on its history, evolution, and significance across the globe. He went on to explain







how this technology harnesses the power of ocean tides, which can be a constant and reliable source of energy, unlike other renewable sources.

As he delved deeper into the technical aspects of Tidal Power Plants, He revealed the various components involved in the process, including the turbines, generators, and transmission lines. He highlighted how the technology has evolved over the years, becoming more efficient, cost-effective, and eco-friendly.

End of presentation he emphasized the enormous potential of Tidal Power Plants in revolutionizing the energy sector, providing sustainable solutions, and reducing our carbon footprint. With his company's expertise and commitment to innovation, M/s Sadguru Kripa Power Pvt. Ltd. is at the forefront of this transformative technology, paving the way for a greener, cleaner future.

#### Sh. Soham Deshkhaire M/s Indiana LLP



The dynamic duo, Mr. Soham Deshkhaire and Mr. Aditya Deshkhaire, representing their esteemed companies - M/s Suddpram Auto. Engg. Pvt. Ltd. and Indiana LPP. In their recent presentation, they introduced their latest product – BLDC Fan and Rechargeable BLDC Fan.

Mr. Aditya Deshkhaire started the presentation with a brief introduction to their companies, highlighting their commitment to innovation and excellence. He then went on to explain the concept of BLDC (Brushless Direct Current) fan technology and the various features of their fan, including its cost-effectiveness, energy efficiency, and eco-friendliness.

Building upon Mr. Aditya's informative session.

Mr. Soham Deshkhaire took the stage to introduce their Rechargeable BLDC Fan. He shared the fan's impressive features, including its 15-hour power backup on Speed 1, 8.5 hours on Speed 3, and a minimum of 3 hours on Speed 5. He highlighted the fan's automatic charging feature, making it hassle-free and convenient for users to keep it charged and ready to always use.







Adding to the fan's utility, Mr. Soham also mentioned the 3-watt LED light mounted in the center. He emphasized the fan's affordability, with a price point of around Rs. 2900\*, making it an excellent choice for individuals living in areas with frequent power cuts.

In conclusion, Mr. Soham and Mr. Aditya's presentation showcased their companies' expertise in providing sustainable, cost-effective, and user-friendly solutions. Their Rechargeable BLDC Fan with Lithium-ion Battery is an excellent addition to their impressive product line, providing a reliable and energy-efficient solution to beat the heat and power outages.

#### • Sh. Gaurang Bhatt, General Manager-Finance, M/s. Yantra Harvest (Through Zoom)

Mr. Guarang Bhatt is the General Manager-Finance for M/s. Yantra Harvest which a 42 year old business leading in the energy saving solution providers domain. M/s. Yantra Harvest having a rich experience in process and application and it's a BEE approved Grade-1 ESCO since 2013. They have the total 475+ MV Drives in India and executed 150+ MV Drives under ESCO worth of Rs. 200 Cr

He explained about the various energy efficiency solutions provided by the company such as:

- 1. MV Drive
- 2. Heat X condenser Efficiency
- 3. Energy Conservation Turbine
- 4. Power Quality

He also explained the ESCO Model being provided by Yantra Harvest to the customers with benefits such as savings in power reduction in CO2, Tax saving through Accelerated Depreciation, Zero Investment and Turn-key Solutions with the following advantages:

- 1. ESCO takes on the risk of not achieving the prescribed savings.
- 2. Project Financing can be "Off-Balance Sheet" and hence not affect debt load.
- 3. Accelerated Depreciation Incentives available on proper documentation.

He also presented bankable projects given below in Bankable projects section.







- **Third Session: Technical Session-02**
- Shri. Milind Chittawar, Director, M/s SEE-Tech Solutions Pvt. Ltd.



Mr. Milind Chittawar, Director of M/s. SEE-Tech Solutions Pvt Ltd initiated the second technical session by giving a brief introduction of his company and its motto "Delivering Profits and Sustainability Together".

The company has been providing EnCon project identification, implementation, and savings delivery services for the past 25 years. They have a team of over 30 experienced consultants and their headquarters are in Nagpur, India. The company operates across the country and has conducted more than 500 energy audits across various industries and sectors. Their team holds prestigious qualifications such as AEA, CEA, and CMVP, and they have successfully implemented over 15 energy performance contracts with investments that delivered more than 20% savings each time. SEE-Tech Solutions has been CRISIL/ICRA rated as a BEE Grade-1 ESCO between 2013 and 2019.

He explained the technologies provided by his company as below:

- 1. IE5 Efficiency Motors.
- 2. Super-Efficient Coaxial Fans &
- 3. Servo Motors for Hydraulic Applications.

After that he also explained the energy efficiency projects financing and it works on the principal of projected savings of Rs. 100/- and monthly EMI is Rs. 75/- having a positive cash flow. He also presented few case studies of the EE projects SEE-Tech Solutions has implemented with their RoI calculations.

He also explained the energy efficiency technologies its saving and payback period. He also shared successful stories and they achieved 12% to 30% saving.







#### Sh. Mahesh Gajakosh, M/s Godrej & Boyce



He has shared the details of their various compressed air solutions and energy saving opportunities in the compressed air system. He explained the technical aspects in compressed air generation, distribution, and end use.

He spoke on the Energy Saving Opportunities in Compressed Air System and at the very start gave a message that "We Do Not Inherit the Earth from Our Ancestors, We Borrow It from Our Children."

Initially he briefed about the Godrej Group and their portfolio in different industrial sectors such as its one of 14 businesses of Godrej & Boyce company, Godrej Electricals & Electronics is as old as the company. And their businesses strive to contribute to the vision of the group by delivering Sustainable Technology Solutions.

Compressed Air Solutions is one of the important business verticals of Godrej Electricals & Electronics.

He explained the Godrej Group commitment towards sustainability as a part of the global EP100 initiative, they aim to double their energy productivity and reduce carbon intensity by 60% by 2030.

Only 7 Indian companies have committed to this initiative and Godrej & Boyce is one of them. EP100 (Energy Productivity 100) is a campaign that brings together a growing group of energy-smart companies committed to doubling their energy productivity by 2030. EP100 is led by the Climate Group in partnership with the Alliance to Save Energy.

He explained the compressed air system processed involved in, such as generation, treatment, distribution, and end use. He mentioned the potential savings in these all stages of 20%, 5%, 10% and 15% respectively. Also emphasized on the energy saving approach as Cloud Based Monitoring System i.e., Generation Controller and Heat Recovery, System Monitoring







and Timely Replacement, Design and Installation of Aluminium Piping Project, Own controllers, and monitoring products.

He also briefed about the CAS-Sustainable Energy Saving Solutions by Godrej.

#### Sh. Ashwani Singh, Manager Sales, Kaeser Ltd



He has shared the details about air demand analysis solutions and energy efficiency in air compressors. He briefly explained their products and measures for energy efficiency in Air Compressors and distribution.

Firstly, he started with the compressed air phenomena as Pressurized Atmospheric Air and the Fourth Utility after Electricity, Natural Gas and Water. Compressed air systems such as generation, distribution, end use and new compressed air system demands optimum cost efficiency, reliability and maximum availability, optimum utilization, and safe operation.

He explained the cost structure of the compressor installation and compressed air cost optimization strategy by Analysis, Planning and Management.

Different structures available for the different industries/companies as well as different air consumption and compressed air quality levels were also explained by him.

He explained about

- KESS: which simulates and compares possible solutions to find the one that is the most
  efficient, Exact figures show the power consumption and energy efficiency of each
  simulated system, the specific power consumptions of each simulated system vis-à-vis
  existing system can be compared.
- 2. ADA (Air Demand Analysis): Generate precise consumption profiles of compressed air system, allowing us to determine estimated air demand throughout all operating sectors and at different loads, highlight weaknesses in the existing system, identify poorly dimensioned installations, lay the groundwork for the next step toward the optimal compressed air station by calculating the energy-saving potential.

He also explained the overall costs and potential savings with the new design such as waste heat recovery to reduce energy costs which account for up to 80 percent of life-cycle costs and







reduce CO<sub>2</sub> footprint as heat recovery lowers the CO<sub>2</sub> emissions of the organization because the plant utilizes energy more efficiently.

#### • Sh. Rajat Agrawal, M/s. Promethean Energy



Mr. Rajat Agrawal Head-Energy Efficiency, M/s Promethean Energy, Promethean Energy is a leading provider of innovative energy solutions that enable industries and businesses to reduce their energy consumption and environmental impact. We specialize in developing cutting-edge systems that can capture and recover waste heat from various industrial and commercial facilities. Our team of experts is committed to leveraging the latest technologies and best practices to help our clients harness this untapped resource and convert it into valuable energy. By doing so, we help reduce their reliance on fossil fuels, minimize their carbon footprint, and enhance their overall sustainability.

#### Sh. Rakesh khire CEO, M/s. JK Impex









Mr. Rakesh Khire, the CEO of JK Impex drew attention to the alarming statistic that a significant portion of the world's energy, about 35%, is being wasted. He went on to discuss potential solutions to this problem and highlighted various technologies that can be leveraged to conserve electricity. Additionally, he identified specific areas where significant energy savings can be achieved.

As an example of the potential savings achievable through energy-efficient technologies, Mr. Khire shared a case study involving a comparison between fluorescent tube lights and smart tube lights. The data showed that after 7 days, the energy consumption of a smart tube light was only Rs. 8.976, compared to Rs. 53.96 for a fluorescent tube light. This translates to a net saving of Rs. 179.93 per month per tube light, a significant cost reduction that can accumulate over time.

In summary, JK Impex is committed to promoting energy conservation and helping businesses and individuals adopt energy-efficient practices and technologies to reduce their carbon footprint, save costs, and contribute to a sustainable future.

#### Sh. Chinmoy Dutta, M/s. Inflector India



Mr. Chinmoy Dutta M/s Infector India Pvt Ltd., Infector India Pvt Ltd. is a leading company in India that is dedicated to introducing innovative eco-friendly technology products. The company is deeply committed to protecting the environment and leveraging the latest technology to achieve this goal. Infector India works with a wide range of sectors, including real estate, hospitality, government organizations, IT, corporations, hospitals, schools, and colleges.

Their flagship product is a cutting-edge thermal radiant heat barrier that is available throughout India. This product has been proven to significantly reduce energy consumption in various locations where it has been implemented, making it an effective solution for businesses and organizations looking to reduce their carbon footprint and energy costs.







Infector India is dedicated to investing in their production and creating employment opportunities while delivering outstanding customer satisfaction. They have set a long-term goal of achieving zero carbon emissions by 2040 to help preserve the planet for future generations. With their commitment to sustainability and innovation, Infector India is at the forefront of the eco-friendly technology revolution and is poised to make a significant impact on the world.

#### **❖** Stalls at the Investment Bazaar:

We invited OEMs of energy efficient technologies and Banks for putting stall at investment bazaar for showcasing their products and various financial schemes respectively. Following are the details of the stalls and their products:

- OEMs:
- 1. M/s Inflector India

Product:

2. M/s. Godrej & Boyce

**Product: Compressed Air Solutions** 

3. M/s. Kaeser Compressors

Product: Air Compressors/Dryers

4. M/s JK Implex

Product: Sensor LED Light

5. M/s Indiana LLP

Product: BLDC Fan

- Banks:
- 6. M/s CRISIL
- 7. M/s HDFC Bank
- 8. M/s Canara Bank







# **Bankable Projects identified and presented at the Event:**

Sr. No.	Project Description	Investment (in Lakhs)	Loan Required (In Lakhs)	Annual Monetary Savings (in Lakhs)	Payback (Months)
1	Tidal barrage power plant 1000 KW Uran Tidal power plant. M/s. Sadguru Krupa Power	3000	500	NA	5 Yrs.
2	Manufacturing of Energy Efficient BLDC Fans. (1 Lakh nos per month) M/s. Indiana LED Lighting LLP	5000	3000	NA	5 Yrs
3	Shahal Waste Treatment Plant for Thane Municipal Corporation.  M/s. Sadguru Krupa Power	30	20	NA	3 Yrs
4	SMS ID Fan M/s Sun flag Iron & Steel	51	40	NA	3 Yrs
5	ESP ID Fan  M/s ESL Steel Limited	265	200	NA	3 Yrs







#### **Innovative Technologies presented at the event:**

#### 1. IE5 Electrical Motors:

a. There is 5 to 25% energy saving using IE5 Motors.

### 2. Godrej Control Air<sup>TM</sup> Intelligent Flow Control (IFC) System (DSM System)

a. This technology reduces the artificial demand of compressed air and hereby reduces the energy consumption by 4 to 25%.

#### 3. Kaeser Energy Efficient Air Compressors.

a. Their compressors feature innovative designs such as variable frequency drives, Sigma Profile rotors, and energy recovery systems, making them a sustainable choice for various industrial applications.

# 4. WHR Energy Efficient Project.

a. These solutions include advanced heat exchangers, thermal energy storage systems, and smart sensors and analytics that help companies optimize their energy usage and improve their environmental performance.







# **Glimpses of the Event:**































# **\*** Attendees List for the Event:

Sr.N o	Name	Name of Organization	Designation	Mobile Number	Email Address
1	Ankur Minz	CRISIL	Manager	7710888881	ankur.minz@crisil.com
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38	V saavarte	Energy CA			
39	Makesh Gajakosh	Godrej & Boyce		7796160414	
40	Rushabh Surg	JK IMPEX		8223445809	







41	Sachine kamble	Canara Bank	9987678804	
42	Sandeep Shenoy		9867099113	
43	Hardik Thakur	HDFC BANK LTD	9850111388	
44	Hanmant	HDFC BANK LTD	8169194385	
45	Prakash j. Lakhapate	Retined	9867069587	
46	Darshan Dighe		7506986224	
47	Shripad Kale	AAR Consultant	9870828205	
48	Soham Deshkhaire	Indiana LLP	9856460589	
49	Adity Deshkhaire	Indiana LLP	9284755515	
50	jayesh	Indiana LLP	9158585098	
51	Sunil D.	Rayaansh ltd	9890256010	
52	Kushal sasrangi	Rajen Eneginnering	9769494148	
53	Deshkhaire	Indiana LLP	7774081609	
54	Gaurav Singh	Bank of Maharashtra	8573829432	
55	Prashant Dure	Alpex solar	9920397596	
56	Bapu amritkar	Encosysm solution pvt.ltd.	9967578186	
57	Shailesh joshi	Encosysm solution pvt.ltd.	9820340016	
58	P kulkarni	Inflector	9819040949	
59	S. K.	CC power	9819561861	
60	Bandu	SEE Tech Solutions	9766580139	







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68	sandeep salade	shree sidhhi	8767879393	
69	krushana Ghotekar	shree sidhhi	6891938976	
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\*\*\*\*\*\*\*\*\*\* End \*\*\*\*\*\*\*\*\*