6th Annual Conference on

SOLAR POWER

In India

Preparing for 10 GW

July 1-2, 2013, The Imperial, New Delhi
**Mission**

- The country boasts of over 1 GW of solar power capacity, which would be scaled up to 10 GW by 2017 and to 20 GW by 2020. Initiatives aimed at achieving these targets are being largely driven by the Jawaharlal Nehru National Solar Mission (JNNSM), which is complemented by enabling policies and regulatory requirements for the solar purchase obligation (SPO).

- The second phase of the JNNSM, which would add 9,000 MW of solar power capacity, is expected to be launched in the next two-three months. The draft policy released in December 2012 proposes to develop 5,400 MW of capacity through central assistance and the remaining 3,600 MW under state solar programmes.

- Developers and investors have been studying the operational experience of commissioned projects under the JNNSM as well as the state solar policies. The experience seems to be positive for the solar photovoltaic (PV) segment but poor for grid-scale concentrating solar power (CSP) projects. Going forward, this will make it easier for solar PV projects to secure better financing deals. However, domestic manufacturers may need to revise their strategy to capture a large share of upcoming capacity.

- To meet their SPO requirements, several states have rolled out solar policies and announced specific solar power procurement targets. Bid results in Tamil Nadu, Andhra Pradesh, Rajasthan, etc. have been mixed, underscoring the need for financially sound power off-takers and a strong regulatory compliance regime for projects to be bankable. A strong regulatory environment is critical for the solar renewable energy certificate market.

- The mission of this conference is to share the operational experience of projects, get insights into the future solar procurement plans of states, and discuss the risks and opportunities associated with the proposed new mechanisms under JNNSM Phase II and beyond. The conference will also provide an opportunity to learn about the experience in the decentralised, rooftop solar and solar thermal markets.

**Target Audience**

- The conference is targeted at officials and managers from:
  - Power developers and operators
  - Solar energy service providers
  - Regulatory agencies
  - Certifying agencies
  - Panel manufacturers
  - Equipment manufacturers
  - Distribution companies
  - Consultancy organisations
  - Captive power users
  - Technology providers
  - Financial institutions and investors
  - Carbon fund investors and managers
  - Solar power appliance manufacturers
  - Government agencies
  - Research agencies
  - HT power consumers

**Organisers**

The conference is being organised by Power Line and Renewable Watch, which are published by India Infrastructure Publishing, a company dedicated to providing information on infrastructure sectors through magazines, newsletters, reports and conferences. The group also publishes the Indian Infrastructure magazine; Power News (a weekly newsletter); and a series of reports on the energy sector including Solar Power in India, Power in India, Power Distribution in India, Power Transmission in India, Power Trading in India and Wind Power in India. It also publishes the Solar Power Directory and Yearbook.
Preparing for 10 GW

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK
- What have been the key trends in the solar power sector over the past year (projects, manufacturing, services, generation, etc.)?
- What are the key global and Indian business drivers for solar power?
- What are some of the risks and challenges, and how can developers address them?
- What is the future outlook for the sector?

GOVERNMENT PERSPECTIVE – PHASE II AND BEYOND
- What is the government’s plans and perspective with regard to solar power development?
- What is the road map for rolling out Phase II of the JNNSM?
- What are the views of the Solar Energy Corporation of India, the implementing agency for JNNSM Phase II?
- What is the update on Twelfth Plan targets for solar power and what are the opportunities for the industry?
- What is the update on initiatives like the solar cities programme, the rooftop solar policy and solar thermal schemes?

INDUSTRY PERSPECTIVE (DEVELOPERS, EPC PLAYERS, MANUFACTURERS)
- What is the key players’ outlook for the Indian solar power market?
- What is their assessment of the risks and challenges, and what strategies are they adopting?
- What are their investment plans and strategies to meet future demand?
- What are their views on solar power achieving grid parity and how will it impact the project pipeline?
- What strategies should Indian manufacturers adopt to regain market share?
- What are the industry’s expectations from the government?

SPOTLIGHT ON THE FIRST PHASE EXPERIENCE OF THE JNNSM
- What has been NWWN’s experience in selling bundled power?
- What have been the lessons from Phase I in terms of PPAs and payment security arrangements?
- What is the progress of awarded projects in both grid-connected and off-grid segments?
- What has been the operational and financing experience of commissioned solar power projects?
- Which areas need further support?

STATE POLICIES AND PROGRAMMES
- What has been the progress of projects under the state policy in Rajasthan, Andhra Pradesh, Tamil Nadu, etc.? Which states have fared better and why?
- What has been the experience under the Gujarat Solar Policy and what can the industry expect beyond 2014?
- Which other states are considering solar policies and when are they expected to be released?

APPETITE FOR FINANCING SOLAR
- What are the financing requirements of the sector in the next two to three years?
- What has been the experience of leading financiers in this space?
- What has been the experience of bilateral and multilateral financiers?
- What are the special financing needs of rooftop and small-scale solar projects?

What can the Indian industry do to improve early-stage financing to drive innovations?

OPERATIONAL EXPERIENCE OF PROJECTS
- Which are some of the key recently completed projects?
- What are their key characteristics?
- What has been their operational and technical performance?
- What lessons can be learnt from these projects for the future of the solar power industry?

SOLAR REC MARKET EXPERIENCE
- What is the perspective of key players including POSOCO, the power exchanges, buyers/sellers on solar REC trends and outlook?
- What is the impact of solar tariff trends (bid outcomes and FiTs) on the solar REC market?
- What are the recommendations for improving the market framework?
- What are the upcoming regulations that will impact the solar power market?

SPOTLIGHT ON THE SPO REGIME
- What are the perspectives of discoms, captive power producers and open access customers on adhering to SPO mandates?
- What are the views of the state regulators on monitoring and ensuring SPO compliance?
- What can be done to strengthen the SPO regime?

EXPERIENCE OF ROOFTOP SOLAR POWER MARKET
- What is the potential of the rooftop solar power market?
- What has been the experience of ongoing rooftop programmes (in Gujarat, Kerala, etc.)?
- What are the government plans for tapping the rooftop solar potential?
- What are the innovative/successful models and upcoming projects?
- What is needed to replicate this success on a wider scale across the country?

FOCUS ON SOLAR THERMAL
- What is the market size for industrial and commercial solar thermal applications?
- What are the views of leading players in this segment in terms of market trends, outlook, barriers, etc.?
- What are the key characteristics of some of the leading projects in this segment?

CSP: CHALLENGES AND OPPORTUNITIES
- What has been the worldwide experience in CSP so far (market development, project financing, operational performance, etc.)?
- What has been the Indian experience with CSP?
- What are strategies/solutions for improving CSP experience in future?
- What is the outlook of the CSP market in India?

The conference will feature the viewpoints of key stakeholders – power developers and operators, regulatory agencies, technology providers and financiers, etc.
Previous Participants


Delegate Fee

- The delegate fee is Rs 22,500 for one participant, Rs 37,500 for two, Rs 52,500 for three and Rs 67,500 for four.
- There is a special low fee of Rs 7,000 per participant for the state utilities, regulatory authorities, academic institutions and government agencies (not public sector corporates).
- A service tax of 12.36 per cent is applicable on the registration fee.

Previous Speakers

Dr Pramod Deo, Chairman, Central Electricity Regulatory Commission

Gireesh Pradhan, then Secretary, Ministry of New and Renewable Energy

I.C.P. Keshari, Joint Secretary, Ministry of Power

Srinivas Nagabhirava, Managing Director, Asia Pacific, AES Solar Energy

Shiv Shukla, President, Abengoa Solar India and, President and CEO, Abener Engineering

Gaurav Sood, Managing Director, Solairedirect Energy

Inderpreet Wadhwa, CEO, Azure Power

Ateesh Samant, CEO, IL&FS Renewable Energy

Dr Ashvini Kumar, Director, Ministry of New and Renewable Energy

D.P. Joshi, Director, Gujarat Energy Development Agency

Vishwesh Palekar, Director, Mahindra Cleantech Solar

Sindoor Mittal, Director, Welspun Energy

Dr Satyendra Kumar, CTO, Lanco Solar

G. Krishnamurthy, General Manager, Project Finance, L&T Infrastructure Finance
SNAPSHOTS FROM 2012

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Total 25,281 42,135 58,989 75,843
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• Registration will be confirmed on receipt of the payment. To register online, please log on to http://indiainfrastructure.com/conf.html

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