

SUCCESS STORY “SCALING UP ENERGY EFFICIENCY” AN INDIAN EXPERIENCE

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Regional Manager - UJALA
Energy Efficiency Services Ltd. (EESL), India



- Largest ESCO in the world
- Backed by Government of India and Promoters with net worth of over \$40 billion

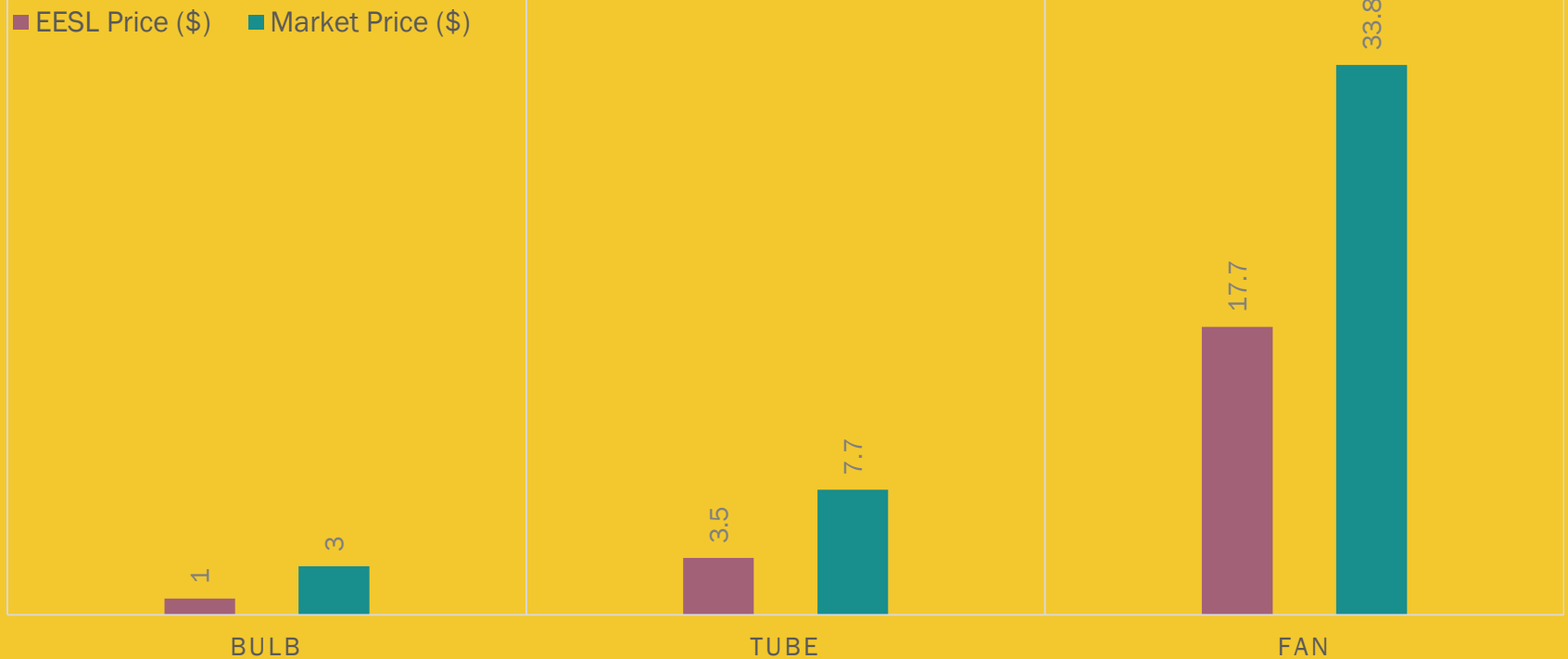


Our Promoters are Central Public Sector Enterprises:

- **National Thermal Power Corporation Limited** (India's Largest Power Generating Company)
- **Rural Electrification Corporation Limited**
- **Power Finance Corporation Limited**
- **Power Grid Corporation of India Limited** (India's Largest Power Transmission Company)

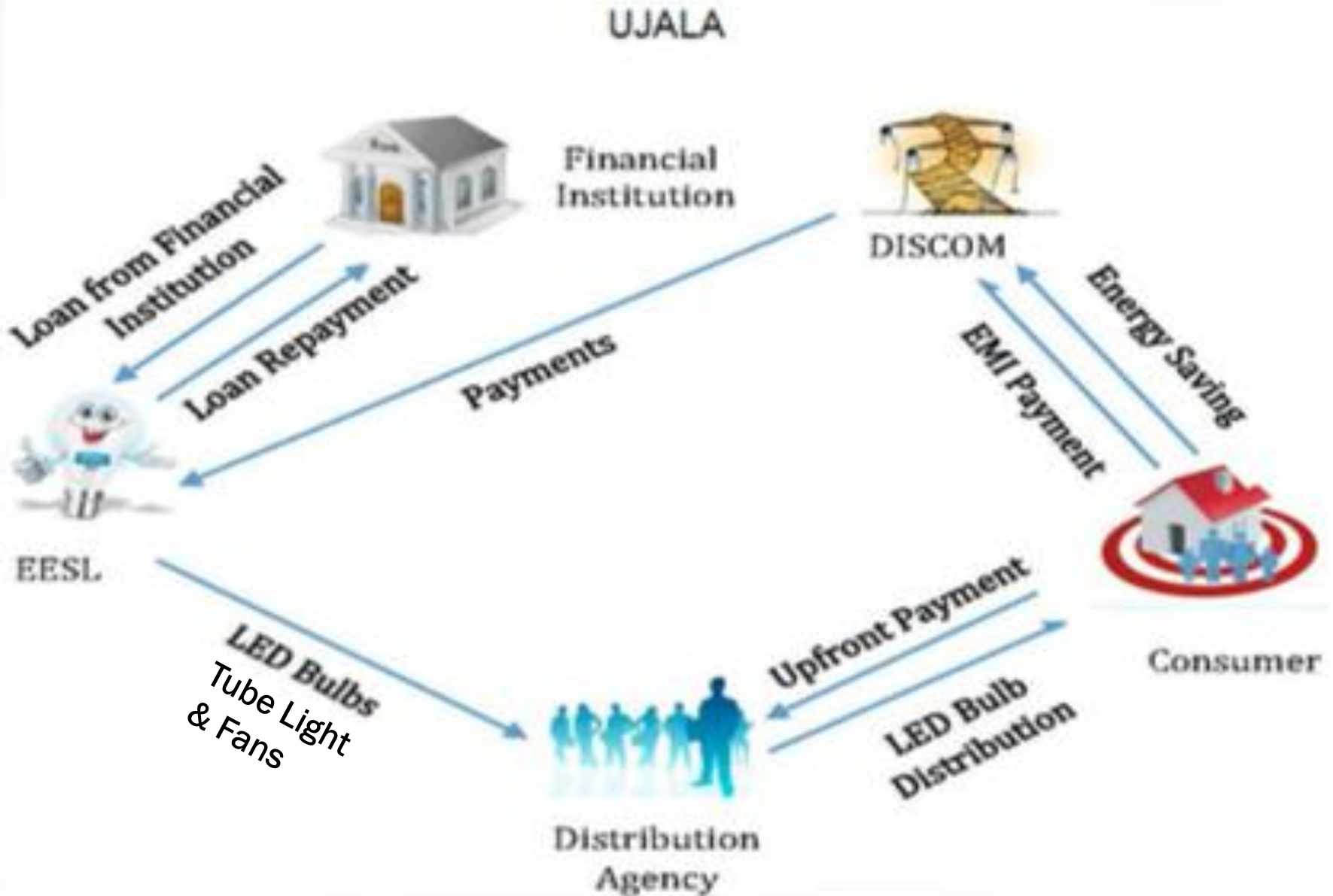
Huge Cost Reduction with Same Quality Product !!!

PRICE COMPARISON



Cost of LED, including distribution, awareness costs, EESL return on investments, all taxes is USD 1

Operating Model of UJALA Program



EESL – Programmes

- **UJALA – LED bulb programme** – over 237 m LED bulbs distributed by EESL in 2 years – private sector sold 300 m in the same time – market transformation in 2 years – LEDs most preferred lighting source
- **Street Lights** – About 2.4 m street lights replaced benefitting over 350 ULBs – total 4 m LED street lights out of 14 m in the country – complete replacement by 2019
- **Fans/ LED Tubes** – Started 4 months ago – 800,000 fans and 2.2 m LED tubes distributed
- **Ag DSM** – Agreement to replace 1.1 m agriculture pumps signed
- **Municipal Water/ Sewage Pumps** – over 150 cities energy audit work started
- **Buildings** – Agreements with large government facility owners signed – more than 2000 buildings beings aggregated



Total LEDs distributed as on 05 JUN 2017 08:28

23,87,67,975

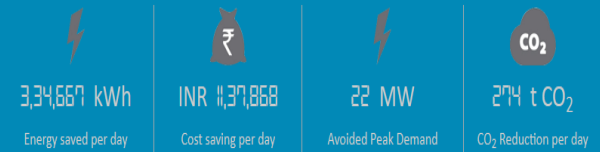


SLNP - DASHBOARD

STREETLIGHT NATIONAL PROGRAMME

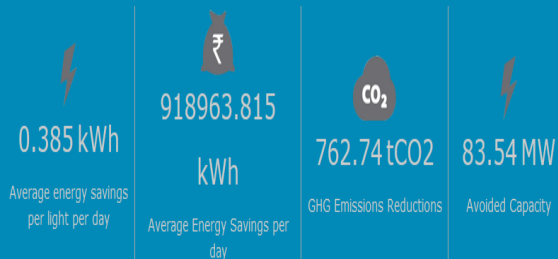
Total Fans distributed as on 05 JUN 2017 08:44

8,63,657



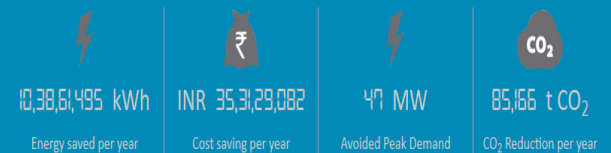
Total Streetlight Completed as on Date: 04/06/2017

2,386,919



Total Tubelights distributed as on 05 JUN 2017 08:27

23,71,267



EESL – Programmes

- **Super Efficient AC** – Programme initiated – target buildings, institutions and B2B markets – orders placed for 100,000 ACs
- **Solar Street Lights** – Work on installation of over 400,000 solar street lights in remote rural areas underway – grant funded by Government
- **Solar Study Lamps** – Programme for providing solar study lamps to un-electrified households under a grant programme initiated – over 7 m lamps to be distributed
- **Buildings** – Agreements with large government facility owners signed – more than 2000 buildings beings aggregated
- **E-Mobility** – EESL is developing an intervention



EESL – Programmes Industry Based

- Standards & Labelling programme on behalf of the Bureau of Energy Efficiency, India
- Energy Audit of the Industrial Unit
- Preparation of Sector Specific Annual Energy Saving Plan and Waste Heat Management





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