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Government of India  
Ministry of Power



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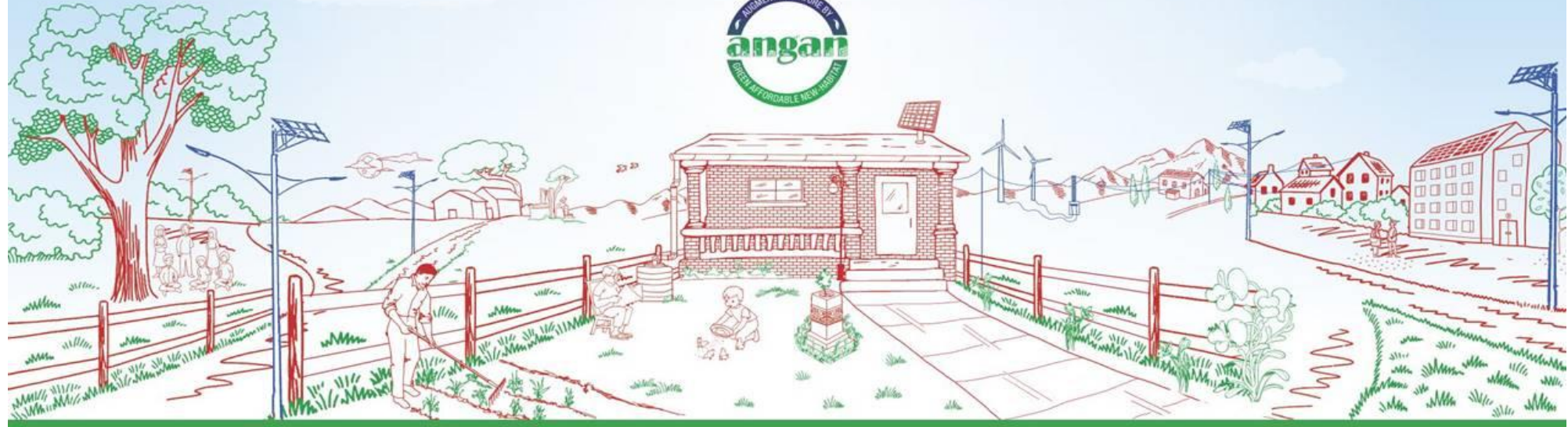
# ANGAN

## Augmenting Nature by Green Affordable New-habitat

A Courtyard for Revolutionary Change in Building Energy Efficiency

An International Conference on Building Energy Efficiency

9<sup>th</sup>-11<sup>th</sup> September, 2019 | Hotel The LaLiT, New Delhi





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THIS PRESENTATION WAS SHARED BY

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BASE (Basel Agency for Sustainable Energy)

FOR THE SESSION:

*Integration of Renewable Energy in Buildings in India*  
DURING ANGAN 2019

Knowledge Partner

**teri** | THE ENERGY AND  
RESOURCES INSTITUTE  
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Augmenting Nature by Green Affordable New-habitat (ANGAN)

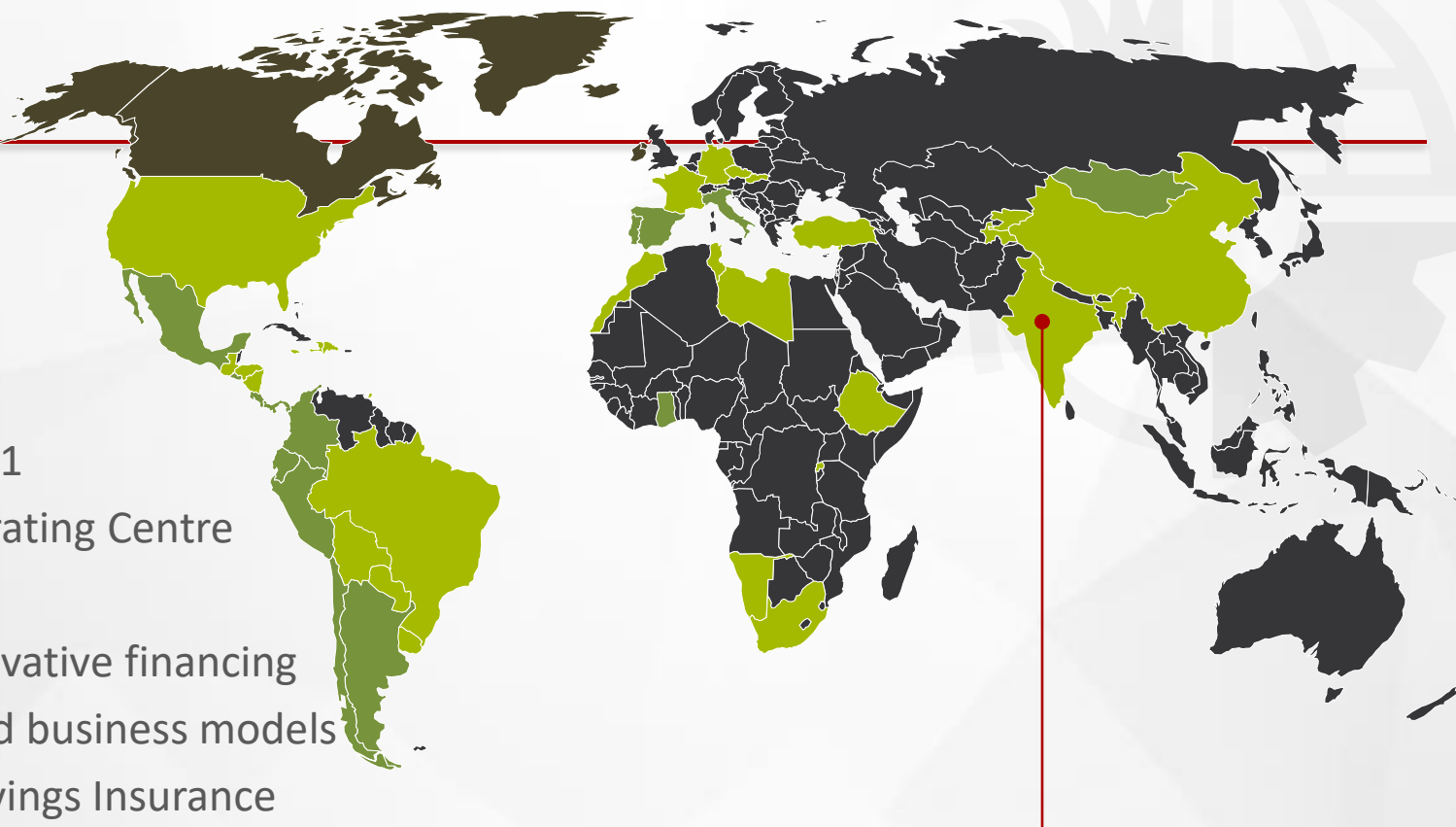
Integration of Renewable Energy in Buildings in India

**Daniel Magallón, CEO BASE**

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# BASE

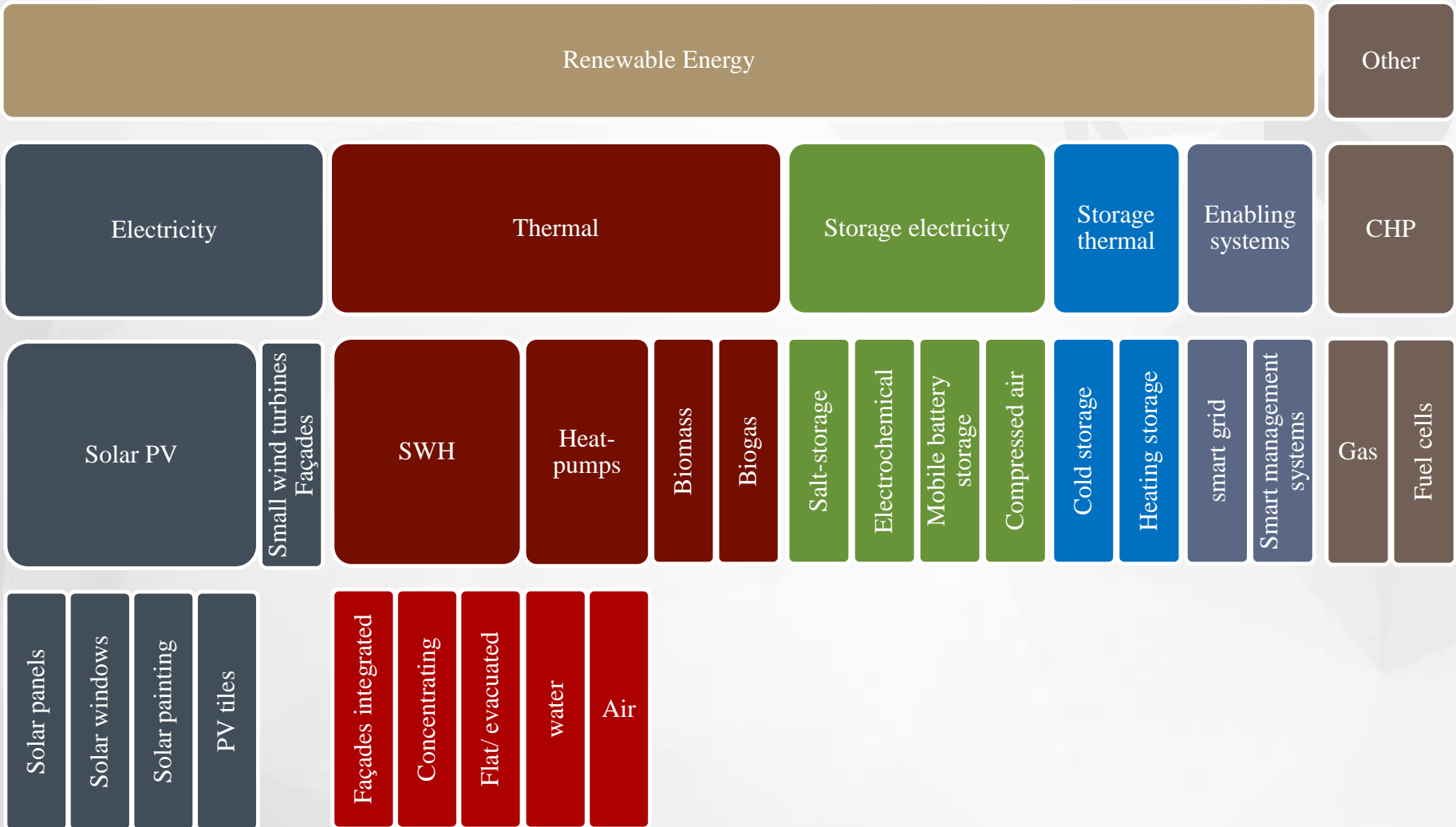
- Founded 2001
- UNE Collaborating Centre
- U4E member
- Develop innovative financing strategies and business models
  - Energy Savings Insurance
  - Servitisation
  - Electric Buses
  - Street lighting
  - Supporting Banks in building green services



Integration of Renewable Energy in Buildings



# Evaluation of RE Technologies into Buildings



# How to drive the market to integrate RE in buildings in India ?

Need policy and market motivation (stick and carrot)

Key market motivations (rational):

- Risk-return trade-off
- Financing

Key market motivation (not necessary rational)

**Business  
Model**



# What business model/ strategy?

## End-user



Some motivations:

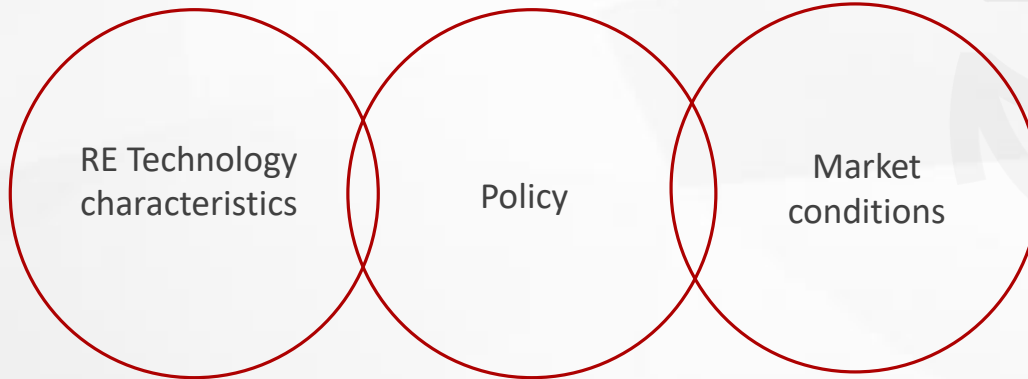
- Lower energy bills
- Social status
- Comfort
- Energy security
- property future value appreciation

## Bank/ Investors



Some motivations:

- Competitive differentiation
- New product lines
- Climate/green funding
- Portfolio diversification
- CSR image



## Real estate dev.



Some motivations:

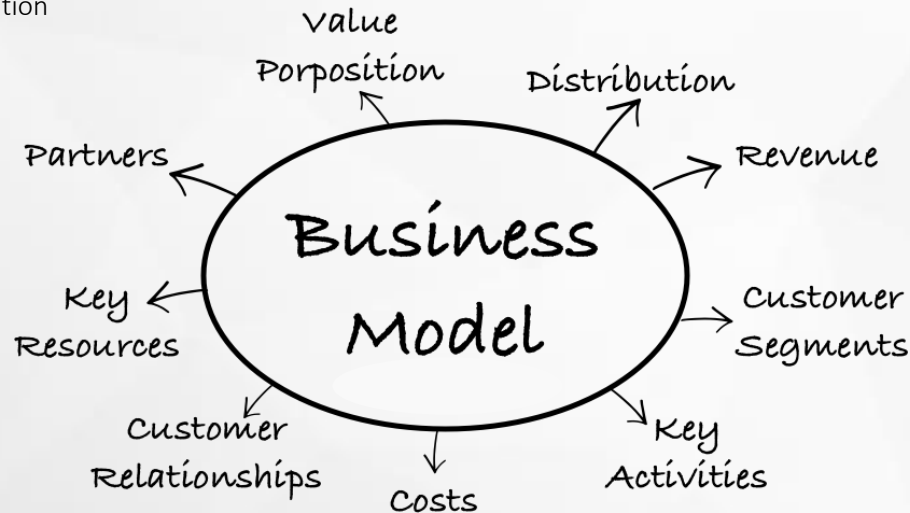
- Competitive differentiation
- Access concessional financing
- CSR image
- Reduce risks

## Tech. Provider/ESCO



Some motivations:

- Manage to sell more
- Competitive differentiation
- Increase client base
- Build long-term relation with clients



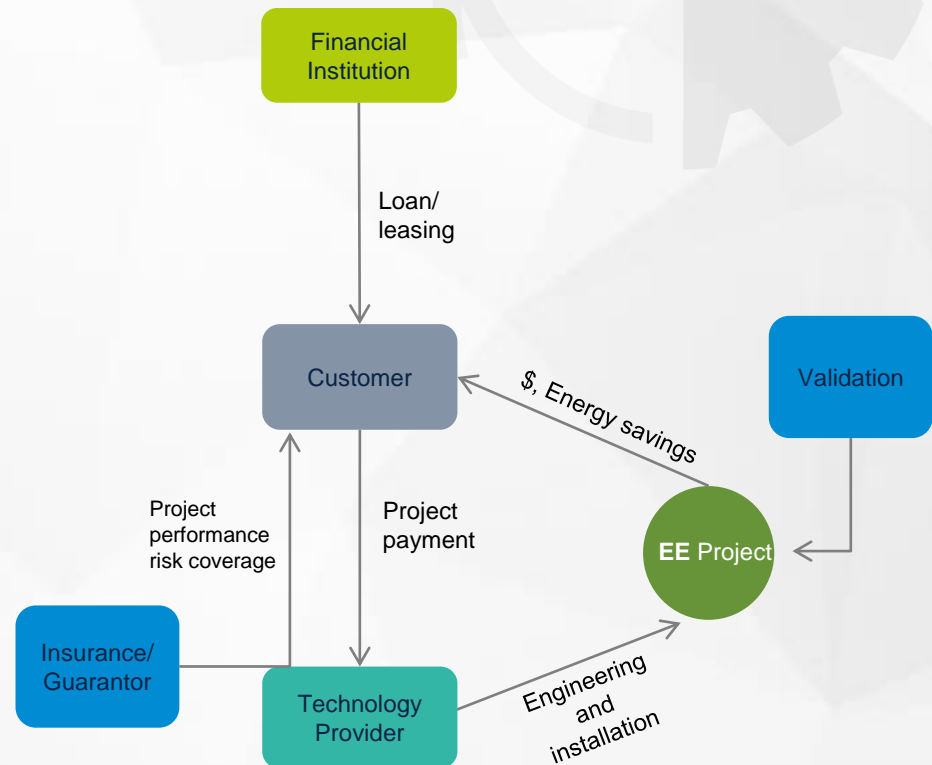
# Examples business models

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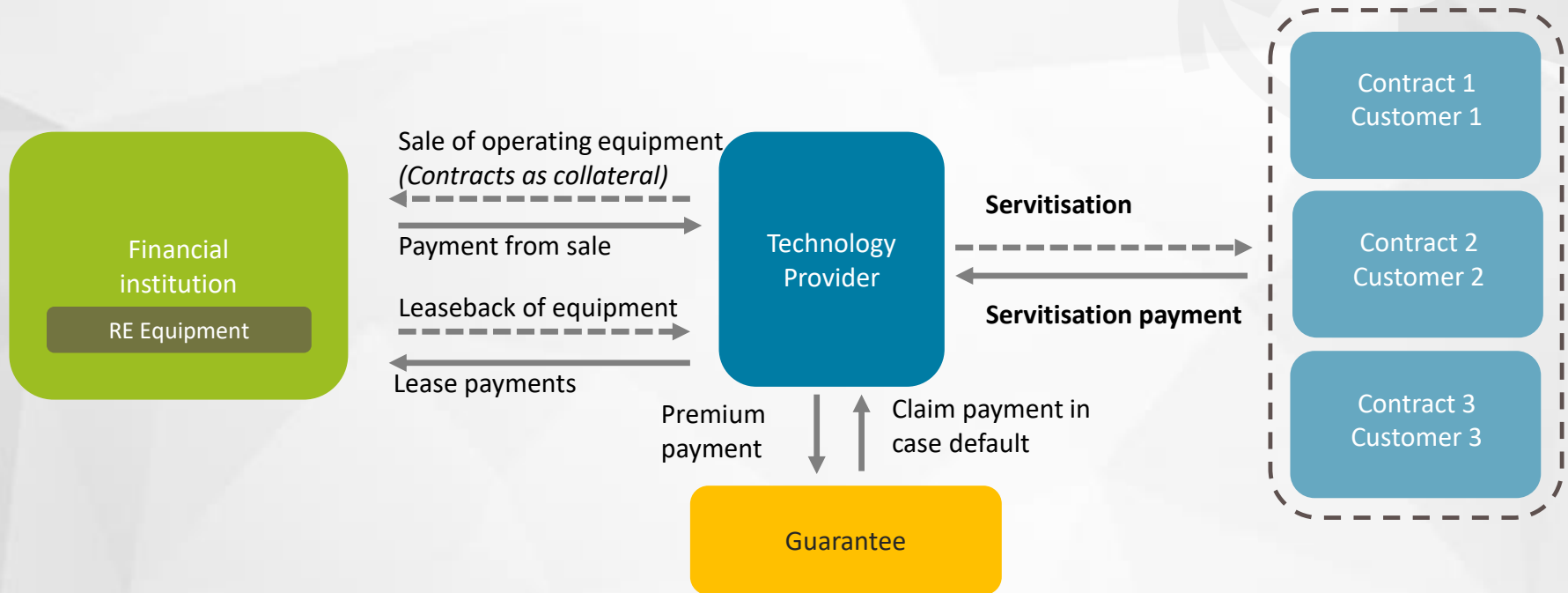
That drive the market to implement RE technological integration

- Energy Savings Insurance (16 countries)
- Servitisation (4 countries)
- PPAs with short periods

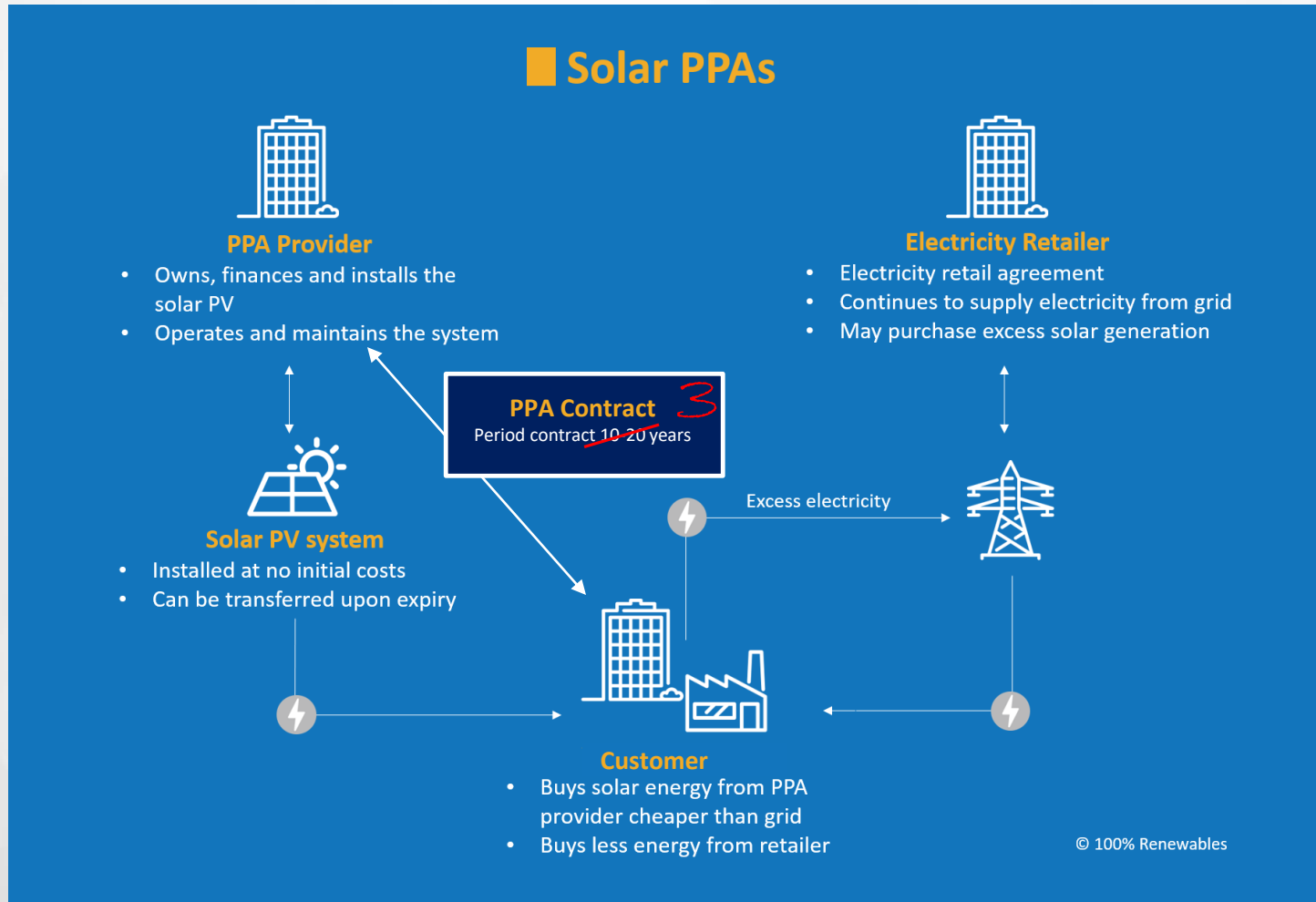
# Model: Energy Savings Insurance



# Model: Servitisation (pay per use)



# Model: Solar PPA short-term contract



# Thank You

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