



**sunsure**

Making India's Power Move





# Decarbonizing Power for Indian Cement Industry

Achieving RE100 Goals in India

24 May 2024





# India is the 3<sup>rd</sup> Largest producer of Electricity in the World.

Over 80% of this comes from fossil fuel based power generation

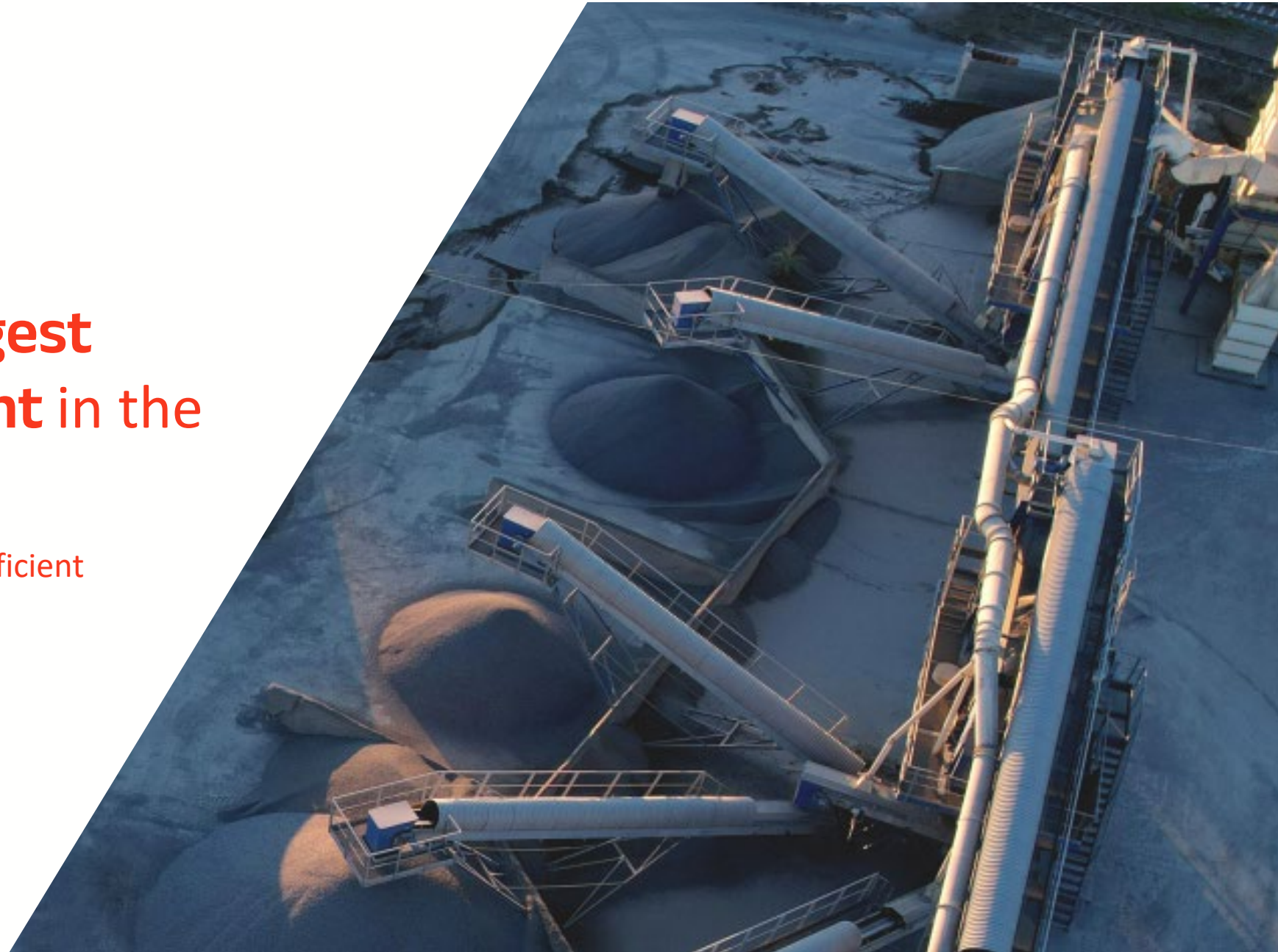






# India is the 2<sup>rd</sup> Largest producer of Cement in the World.

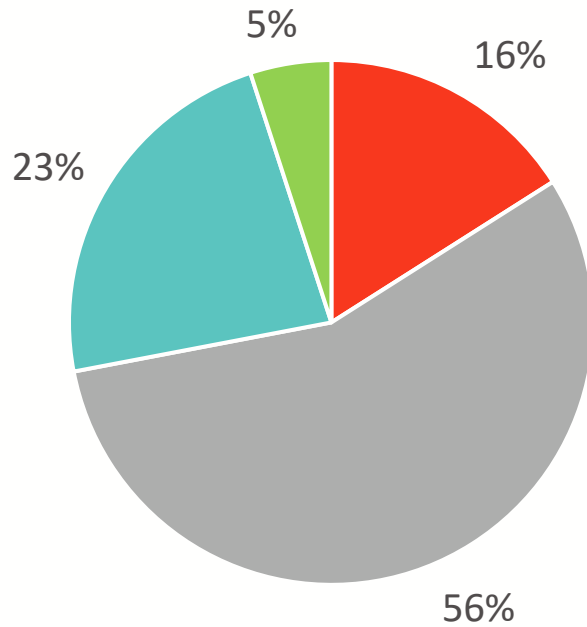
It is also one of the most Energy Efficient  
producers in the World





# The cement Industry currently consumes over 20 GW of Power

Bulk of it is currently sourced from CPP and WHRS.



■ Grid ■ CPP ■ WHRS ■ RE



# The RE100 Way

100% transition to renewable energy  
sources for electricity use

# Demystifying RE100 Goals

Key drivers for the adoption of RE100 goals and the upsides of the transition for corporations

- 01 Focus on Renewable Energy use**  
Procure as much power as possible from RE sources
- 02 Fix a Transition Timeline**  
From 2025 to 2040, commit to firm timelines
- 03 Understand your Power Use**  
The right RE solution depends on consumption profile, volumes and geography of power purchase
- 04 Create win-win Partnerships**  
RE adoption saves over 40% of electricity costs
- 05 Enhance Brand Profile**  
Leading corporations are identified by their commitment to sustainable growth



For a 10 MW Customer\*,  
adopting 50% RE leads to  
savings of **INR 1000 Cr.** in  
power costs over 25 years

Long-term RE contracts provide an excellent hedge against  
rising grid prices in industry-rich Indian States



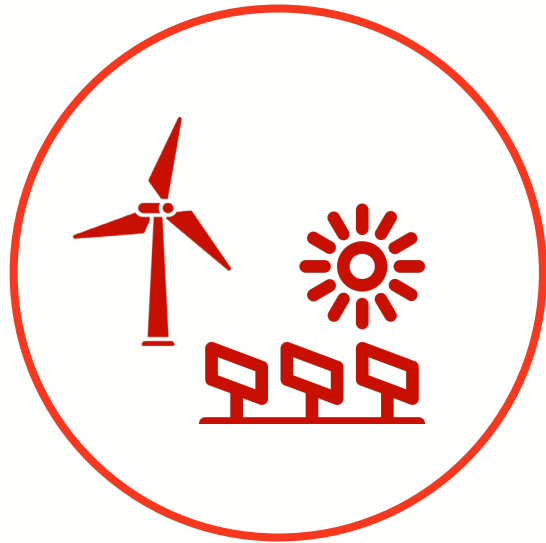
\*Analysis considers 22 kV connected Industrial Customer in Maharashtra



# A model for transitioning to RE100

## STEP 1

Offset up to 75% with RE

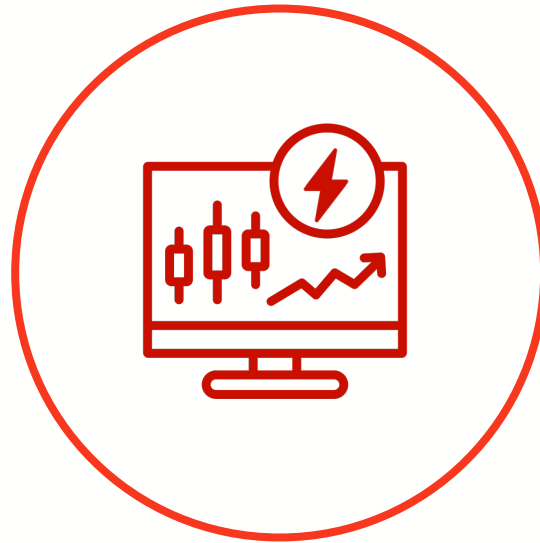


### Dedicated Solar / Wind Hybrid (Captive Open Access)

The foundation of the RE transition, this power is over 40% cheaper and locked for up to 25 years

## STEP 2

Offset up to 15% with RE



### Power Trading from Merchant Market + Green Attributes

Power from power markets can be up to 20% cheaper during peak hours, this may vary, hence fallback on green attributes purchase

## STEP 3

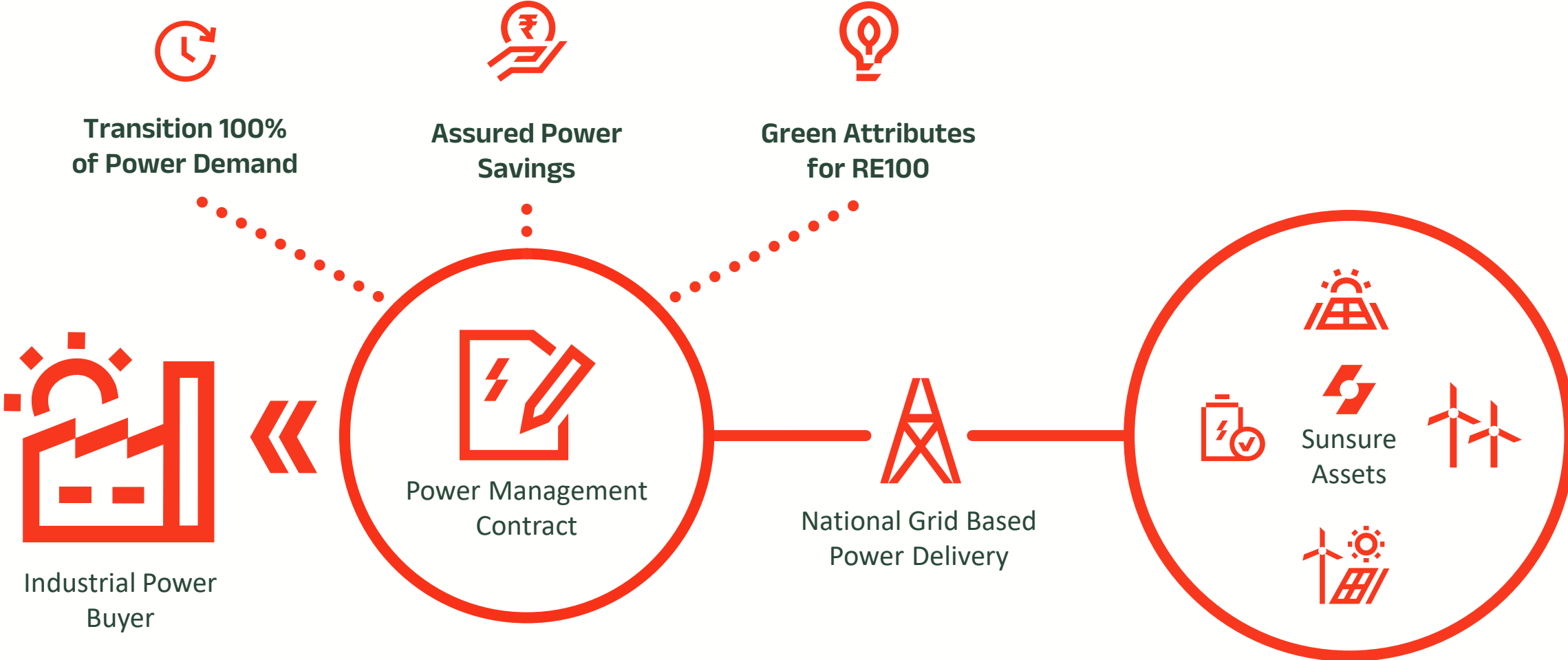
Offset the last 10% with RE



### Energy Storage Systems (Dedicated / Shared)

BESS systems are already ~10% cheaper than peak hour power prices in a few key States, this will grow as BESS prices fall

# Our RTC RE Solutions are aimed at transforming Industrial power use



# Key factors to consider

Evaluate Renewable Energy options in a holistic way to ensure a successful transition

- 01 / Understand your Power Use**  
The right RE solution depends on consumption profile, volumes and nature of grid connection
- 02 / Plan for State Regulations**  
This decides the RE displacement and choice of solution and technology
- 03 / Faster is better**  
Every day of delay leads to massive opportunity loss, choose suppliers with available land & transmission
- 04 / Evaluate Partners Financially**  
RE is a capital intensive business and companies must partner with companies that are financially sound





# Our vision is to power **India's energy independence.**

We believe that renewables could supercharge the business landscape of India, that's why we exist to unveil its potential impact on Indian livelihoods, economic growth, and our environment.







We're on a mission to  
**energize your business'**  
**sustainability mission.**

We help energy-intensive businesses  
seamlessly adopt RE to further ESG  
goals while delivering substantially  
superior ROI.





**Corporate  
Decarbonization  
DNA**

- Pioneers in enabling large corporations in the transition to RE at scale with RE power plants
- Laser focus on C&I over the last decade has positioned us as a trusted partner to India's largest corporations

**2.50 GW**

RE Power Plants  
Under Development



**Most Capitalized  
C&I RE Company  
In India**

- Raised \$400 million equity capital from Partners Group AG, one of the top infrastructure investors globally
- Targeting 5 GW of operational C&I RE Capacity by 2028

**540 MW**

Operational Capacity  
across India



**Full Stack  
Independent Power  
Producer (IPP)**

- We provide a spectrum of power purchase options from our solar, wind and hybrid power plants
- Our in-house Project Development, EPC and Asset Management teams ensure we deliver to our commitments

**60+**

Corporations served  
across 16 Indian states



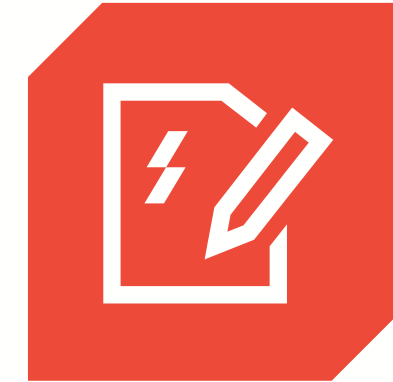
### Hybrid & RTC Power PPAs

Procure power from Solar/Wind + Storage Power Plants at **fixed long-term prices**



### Green Attributes

Procure power from Solar/Wind + Storage Power Plants at **fixed long-term prices**



### Virtual PPAs

Contract-for-difference agreements linked to **Merchant Market prices**

**2.50 GW**  
Project Pipeline

Solar and Solar/Wind Hybrid Projects under various stages of execution in ISTS and Intra-state models across India



540 MW

RE Projects installed across 16 Indian States and 60+ Large Corporations

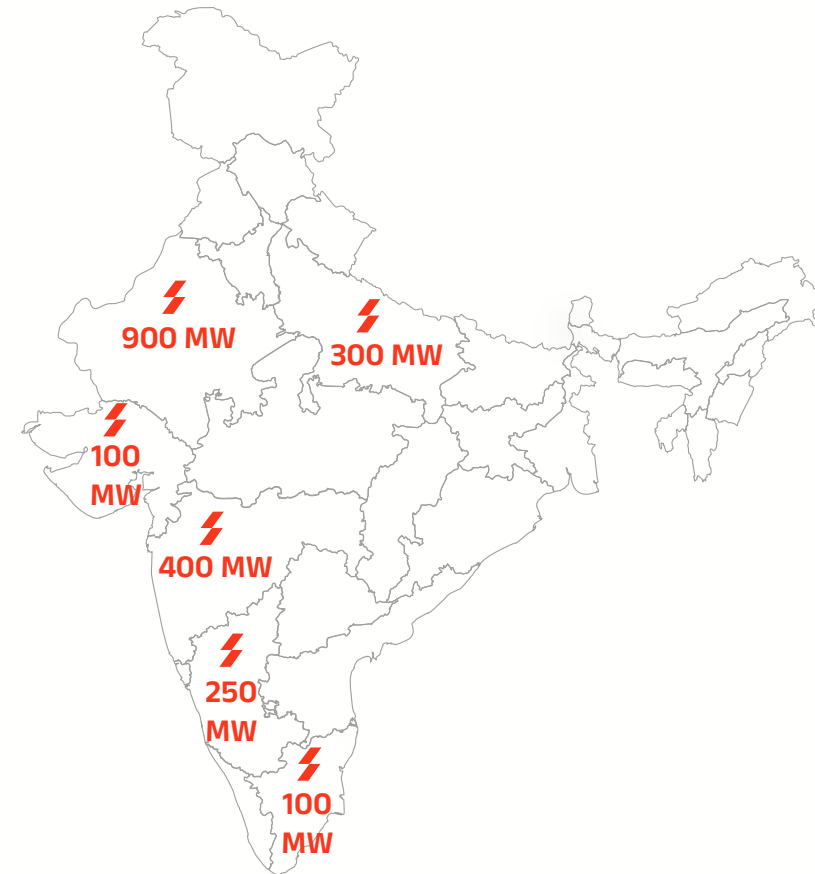


## Intra-State RE Plants

- / For industrial power demands concentrated in specific States where Intra-state policies are economically favourable
- / 132 kV STU connected plants for EHV customers for lowest cost of power
- / 33 kV STU connected plants for customers with demand up to 10 MW

## Inter-State (ISTS) RE Plants

- / For corporations with large power demand spread across multiple States
- / Solar plants in Rajasthan and Wind plants in Karnataka & TN for best generation performance
- / Connected to PGCIL Substations coming on-line in 2025 and 2026



**2.50 GW**

Projects under development in the states of UP, Rajasthan, Gujarat, Maharashtra, Tamil Nadu & Karnataka



# Contact Us

**Aakash Singh**

Strategy, Investments and M&A

[Aakash.singh@sunsure.in](mailto:Aakash.singh@sunsure.in)

+91 9167912060

Sunsure Energy Private Limited

1101A-1107, 11th Floor, BPTP Park Centra, Jal Vayu Vihar, Sector 30, Gurugram, Haryana 122001, India

t +91 124 6928499 e [info@sunsure.in](mailto:info@sunsure.in) [www.sunsure-energy.com](http://www.sunsure-energy.com)

