



Training Workshop for Financial Institutions on Energy Efficiency (EE) Financing in India

EE&REM
Energy Efficiency &
Renewable Energy Management Centre



21 DECEMBER 2017- NEW DELHI



Indian Banks' Association



IFC

**International
Finance Corporation**
WORLD BANK GROUP

Creating Markets, Creating Opportunities



Programme co-funded by the
EUROPEAN UNION

1. ABBREVIATIONS

| SL. No | Abbreviation | Extended Form |
|--------|-------------------|---|
| 1. | BEE | Bureau of Energy Efficiency |
| 2. | CC | Climate Change |
| 3. | DPR | Detailed Project Report |
| 4. | EE | Energy Efficiency |
| 5. | EEFP | Energy Efficiency Financing Platform |
| 6. | EE&REM | Energy Efficiency and Renewable Energy Management |
| 7. | ESCO | Energy Service Company |
| 8. | ESPC | Energy Savings Performance Contract |
| 9. | EU | European Union |
| 10. | FI | Financial Institution |
| 11. | GHG | Green House Gases |
| 12. | GoI | Government of India |
| 13. | GNCTD | Government of National Capital Territory, Delhi |
| 14. | IBA | Indian Banks Association |
| 15. | IFC | International Finance Corporation |
| 16. | IREDA | Indian Renewable Energy Development Agency |
| 17. | IRR | Internal Rate of Return |
| 18. | ISTSL | India SME Technology Services Ltd |
| 19. | M&V | Measurement and Verification |
| 20. | NBFC | Non-Banking Financial Corporation |
| 21. | NDC | Nationally Determined Contribution |
| 22. | PRGFEE | Partial Risk Guarantee Fund for Energy Efficiency |
| 23. | RE | Renewable Energy |
| 24. | SDA | State Designated Agency |
| 25. | SIDBI | Small Industries Development Bank of India |
| 26. | SME | Small and Medium Enterprises |
| 27. | ToT | Training of Trainers |
| 28. | VCFEE | Venture Capital Fund for Energy Efficiency |
| 29. | WBG | World Bank Group |

2. OVERVIEW

Energy Efficiency (EE) has emerged as one of the major resources, a viable and the most cost effective solution to meet escalating energy demand in India. EE measures helps in meeting the energy demand without further addition of generation capacities but instead exploring opportunities of doing demand side management. EE measures have three-fold benefits – they are cost-effective, increase energy security and mitigate greenhouse gas emissions.

In India, the Industries (Large and Small and Medium Enterprises (SMEs)), the Buildings (Commercial and Government) and the Municipalities consume around 50% of the total electricity consumption. There exists substantial energy saving potential in these sectors by adopting EE technologies. The Bureau of Energy Efficiency (BEE) estimates that more than INR 1,50,000 crores investment potential exists in EE implementation out of which INR 56000 crore of investment potential exists with the Industries, Buildings and Municipality sectors alone.

In spite of a substantial potential of investment in EE sector, the growth in EE financing has been mild. One of the major barriers to EE implementation is the perceived risk (on EE projects) by Financial Institutions (FIs) due to limited understanding of the sector. In order to create awareness among the FIs on the financing needs for EE implementation, BEE has taken several initiatives. BEE had launched training programs for commercial banks under its Energy Efficiency Financing Platform (EEFP) in June 2015. With the objective to *“build greater knowledge and confidence through training programme within the financial sector on Energy Efficiency financing”*, in Phase I (June 2015 to June 2017) BEE had successfully completed 4 Training of Trainers (ToT) workshops and also supported Canara Bank and South Indian Bank in organizing workshops on EE financing. More than 100 Bank/ Non-Banking Financial Corporations (NBFC) officials were trained in Phase I.

Taking this initiative further, under the Phase II program, BEE in partnership with State Designated Agencies (SDAs), Indian Banks Association (IBA) and with the technical support from International Finance Corporation (IFC) plans to conduct twenty Training Workshops for FIs on EE Financing by September 2018 spread across India. These direct training workshops are designed to create awareness amongst the loan officers / risk managers / credit managers towards technical/financial appraisal of EE projects.

As of date, under the Phase II program, five training workshops have already been conducted in Mumbai, Thane, Pune, Bangalore and Mangalore. These workshops addressed the need to bring upon the awareness among the financial institutions towards the EE projects and their potential. The workshops also made the FIs aware of the ESCO business model which is backed by various Gol schemes

3. TRAINING WORKSHOP IN NEW DELHI

BEE in collaboration with the Energy Efficiency and Renewable Energy and Management Centre (EE&REM Centre) and IBA organized “Training Workshop for FIs on EE Financing” on 21st December 2017 in New Delhi. IFC extended the technical support to the workshops, as part of IFC’s Eco-Cities program in India, supported by the European Union (EU).

The one-day training workshop provided a broader perspective of the technical and economic characteristics of EE projects, business models, financing requirements, and risk management approaches. The workshop provided a platform for the participants from Banks and other financial institutions to interact with EE experts/ Energy Service Companies (ESCOs) on areas such as market opportunities, business models, technical and financial appraisal of projects and measurement and verification (M&V). The workshop also included quiz and activity sessions for the participants to test their knowledge of the subject. The following modules were covered as part of the workshop –



- Module 1: Introduction to EE Financing and Market Opportunity
- Module 2: Introduction to ESCO and various business models
- Module 3: Financial Appraisal of EE Projects
- Module 4: Technical Appraisal of EE Projects
- Module 5: Introduction to Measurement and Verification (M&V)

The workshops conducted in New Delhi were attended by 60 participants from 18 different banks, Non-Banking Financial Corporations (NBFCs) and Institutes, represented mostly by chief managers, credit officers, risk officers, and/or project appraisal officers.

BEE has previously conducted 5 similar workshops in Maharashtra and Karnataka during September, November and December 2017 and will conduct 14 workshops in different cities in India over the period of next eight months.

4. NEW DELHI – WORKSHOP PROCEEDINGS



4.1. INAUGURAL SESSION



The workshop was inaugurated by Mr. Abhay Bakre, Director General of BEE, in the presence of Ms. Varsha Joshi, Secretary, Power Department, GNCTD; Mr. Mukesh Prasad, Special Secretary, Power Dept, GNCTD; Mr. Atul Gautam of IBA and Mr. A.K. Jha, Executive Officer of EE&REM Centre.

Ms. Vineeta Kanwal, Joint Director, BEE welcomed the distinguished guests, speakers and the participants to the training workshop. She highlighted the importance of EE and discussed about the various financing options available for the EE based projects. She mentioned about various



initiatives taken by BEE in promoting EE financing and discussed in detail the objective of the workshop. She acknowledged EE&REM Centre for organizing the workshop. She added that five workshops have already been successfully conducted in Mumbai, Thane, Pune, Bangalore and Mangalore where 102 participants were trained and 14 more workshops will be conducted in various cities across India in the next ten months.

Mr. Ashutosh Tandon, Financial Sector Specialist, WBG, mentioned about the climate change programs carried out by IFC and WB. He discussed about the WBG investments in

Climate Change (CC) and their future plans. He mentioned that the WB has invested close to 22% of their total investments in climate change and sustainable development related projects in FY 2017 and has a

target to increase the investment up to 30% by FY 2020. He also listed various initiatives taken by IFC on EE financing viz. investment in affordable and green housing in India. He acknowledged SIDBI and Canara Bank for being key players and taking the initiative of promoting EE and CC related projects which has benefitted the entire banking industry. He highlighted the challenges FIs face in EE financing and discussed about the ESCO markets and available business models for assessing the projects. He assured that there will be a greater take away from the workshop for bankers.

Mr. Atul Gautam Senior Advisor IBA, highlighted how bankers have adopted the evolving technology such as computerization of banking system. He acknowledged the role played by BEE in promoting the EE and sustainable development over a period of time and appreciated the green path provided for bankers to adopt these technologies. He requested the bankers to come forward and participate in the green financing movement. He appreciated the crucial role played by BEE in making bankers understand EE, its financial and economic aspects related to projects and available financing options such as guarantee funds, schemes etc. He advised that the project officers can take benefit of such training workshops.



Mr. Abhay Bakre, Director General, BEE acknowledged World Bank Group and all the participants from banking fraternity. He mentioned that EE is for a common person and is a habit which not only saves energy but also positively contributes to the environment by reducing carbon footprint. While acknowledging EE as a key resource which requires only 20% to 25% of investments as compared to investments in other fuels, he put forward EE as an excellent business proposition for bankers and a new portfolio for consumers. He discussed about the huge investment potential of more than INR 1,50,000 crore in EE which can be tapped by Banking sector. He highlighted that on 19th December 2017, INR 45 Crores worth of energy savings certificates were traded by 112 consumers. He invited the FIs to explore the option of financing the EE projects and be part of the nation's growth in a big way.



Ms. Varsha Joshi, Secretary, Power Department, Govt. of National Capital Territory, Delhi (GNCTD) mentioned that EE opportunities are tapped currently with the retrofitting scope. She talked about the EE projects in Industries, Buildings and Street Lightings and requested the groups such as entrepreneurs, bankers and developing partners to



take the necessary initiatives for promoting, guiding, training on EE such that electricity consumption can be made accessible to all.



Mr. A.K. Jha, Executive Officer, EE&REM Centre delivered the vote of thanks.

4.2. PRELIMINARY QUIZ

Post the Inaugural Session, the participants were provided with a preliminary quiz questionnaire to understand their awareness levels on EE and its financing aspects. This was followed by the technical session.

4.3. TECHNICAL SESSION

Module 1: Introduction to Energy Efficiency Financing & Market Opportunity

By – Ms. Vineeta Kanwal, Joint Director, BEE



The first technical session was on “Introduction to Energy Efficiency Financing and Market Opportunity presented by Ms. Vineeta Kanwal, Joint Director, BEE. Ms. Kanwal presented an overview on the importance of EE, commitment of Government of India (GoI) in addressing climate change, the market opportunity available for EE implementation and the initiatives of BEE in promoting EE financing. She briefed the participants about the Paris Climate Agreement

and India’s commitment under the agreement. She reiterated India’s Nationally Determined Contribution (NDC) to reduce emissions intensity by 33-35% by 2030 from 2005 level. She further stated that to achieve this target, India would require huge investments. She discussed in detail the various policy initiatives such as Partial Risk Guarantee Fund for Energy Efficiency (PRGFEE), Venture Capital Fund for Energy Efficiency (VCFEE) of BEE to promote EE financing. She pointed out that more than INR 1,50,000 Crore of investment potential exists for EE implementation. The session by Ms. Kanwal was concluded by apprising the participants about Banks perspective on EE projects and also discussing on the barriers for implementing EE project despite the huge market size.

Module 2: Introduction to ESCOs and various Business Models for Implementation of EE projects

By – Mr. Gautam Verma, Associate Director, CRISIL Ltd.

Mr. Gautam Verma started the session by explaining the characteristics of ESCO and how they differ from energy auditing companies. He explained the detailed benefits of ESCO model and described about various



business models and key features of each model. He discussed in detail about Energy Savings Performance Contract (ESPC) and its importance. He highlighted that the ESCOs have been successful in identifying and implementing EE projects in Industries, Buildings and Street Lightings. He also shared the various barriers associated with ESCO financing.

EE Case Studies- ESCO Experience

By- Mr. Akash Jain, Director, Pranat Engineers Pvt. Ltd. and Mr. Rajiv Kumar, CEO, India SME Technology Services Limited (ISTSL)



In the first session of ESCO experience, Mr. Akash Jain shared his experience of executing various ESCO projects in NCT and other locations wherein substantial savings of energy were recorded. He discussed about various successful case studies and he shared live projects for financing.

In the second session of ESCO experience, Mr. Rajiv Kumar, CEO, ISTSL detailed out successful case studies of ESCO projects. He also shared that SME sector has a huge EE potential where ESCO model can be explored.



Module 3: Financial Appraisal of EE Projects

By – Ms. Nagina Sawhney, Regional Business Leader, SB Banking, Yes Bank Ltd.

In this session, Ms. Nagina Sawhney, Regional Business Leader, SB Banking, Yes Bank, presented the key elements in financial appraisal like project costs, financial parameters, financial structure, ESPC etc., of EE projects. Ms. Sawhney highlighted that the FIs should carry out comprehensive review of various agreements such as ESPC. She discussed in detail the various financial risks and the mitigation measures that can be undertaken. She also shared the different types of loans (technology based and project based) available for EE projects. In addition, she also provided an overview of the loan security conditions of EE projects.



Module 4: Technical Appraisal of EE Projects

By – Mr. K P Philip, AGM, IREDA



The session on “Technical Appraisal of EE projects” was presented by Mr. K P Philip, AGM, IREDA. He shared the various technical aspects of EE project appraisal. Mr. Phillip focused on technical project appraisal, key considerations in EE projects, list of EE technologies, risk assessment and risk mitigation of EE projects. He highlighted that the technical appraisal of EE projects should include a detailed evaluation of the products and technologies, assessment of energy savings calculation and consideration of risks and uncertainties and project implementation plan. He explained in detail about the technical appraisal of EE projects by providing relevant case studies. Mr. Philip reiterated that it was

important to comply with all environmental regulations and meet the legal requirements for the EE projects as well

4.4. ACTIVITY SESSION

Post the completion of technical and financial appraisal session, an activity session was conducted. The



participants were divided into teams and were provided with different EE case studies, in order to understand, analyze and appraise the projects both on technical and financial aspects and select one project for financing. One member from each team then presented to the audience on the selected project and provided reasons for selection.

TECHNICAL SESSION (CONTINUED)

Module 5: Introduction to Measurement & Verification (M&V)

By – Mr. Joseph Prakash, Associate Director, Meghraj Capital Advisors Pvt. Ltd.



The last session was on “Introduction to Measurement & Verification” and was presented by Mr. Joseph Prakash, Meghraj Capital Advisors Pvt. Ltd. He focused on M&V of EE projects and related methodologies and protocols. Mr. Prakash appraised the participants regarding the key aspects to be considered in M&V, who conducts the M&V, how much does it cost, various M&V methodologies and the protocols available. The participants were informed that either the Project Host, ESCO or a third party can conduct the M&V and the cost depends on EE technologies, measures to be implemented and

the approach and methodology utilized. He also highlighted that the M&V costs are generally between 5 to 10 percent of the project investment and there is a trade-off between accuracy and cost of the M&V. Simple approaches are preferred to reduce costs and minimize potential for disputes in EE projects particularly through the ESCO mode. The session was concluded by presenting a M&V case study

involving a lighting project, where he explained how M&V helps in confirming and validating the anticipated and actual savings from an EE project.

4.5. FINAL QUIZ

All the participants actively participated in the final quiz round. The quiz questionnaires covered the learning on overall session and modules presented during the workshop. All the participants performed well in the quiz. The quiz results were announced at the end of the workshop and the top performers were honored with prizes.

The prizes were won by Ms. Sheetal Sharma (Bank of Baroda), Ms. Seema Gupta (United Bank of India), Mr. Saurabh Kaura (PTC Financial) and Mr. Ravinder Kumar (Canara Bank).



4.6. CONCLUDING SESSION

Distribution of Certificates

The workshop concluded with Certificate distribution to all the participants.



Vote of Thanks

Ms. Vineeta Kanwal, BEE thanked EE& REM Centre for providing logistic support for the training program, the participants for sparing their time to be part of the workshop, and speakers for taking the time to share their experiences with the trainees. Ms. Kanwal also thanked IFC for their technical support to the BEE in organizing the training workshops. She also thanked IBA for their continuous support and hoped that these initiatives will build the capacity of banks to provide loans to EE projects and increase EE financing manifold.

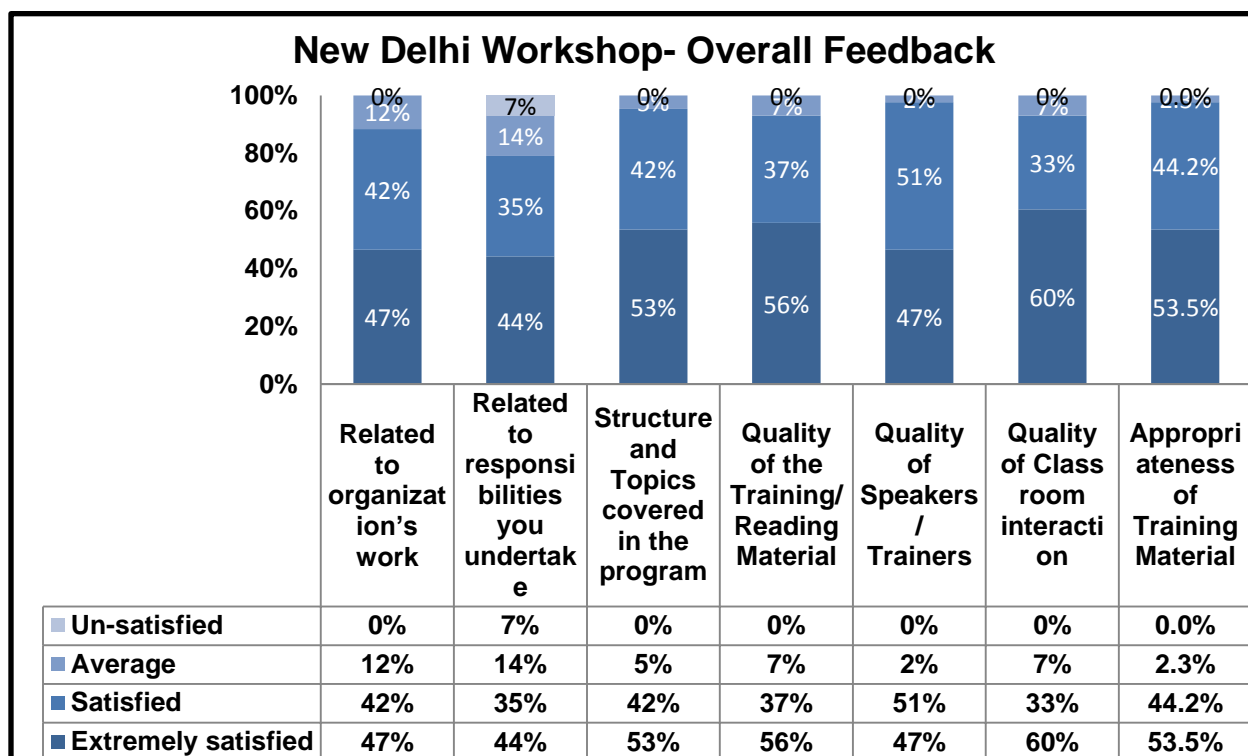
ANNEX A – NEW DELHI WORKSHOP – FEEDBACK EVALUATION

The workshop in New Delhi was attended by 60 participants from 18 different banks/NBFCs, mostly represented by credit officers, risk officers, and/or project appraisal officers.

The summary of the overall feedback of the workshop provided by the participants is given below:

- ⇒ 93% of the participants rated the program high¹ on “Quality of training and reading materials”
- ⇒ 85% of the participants rated the program high on “Structure of topics covered in the workshop”
- ⇒ 98% of the participants rated the program high on “Quality of Speakers/Trainers”
- ⇒ Almost 98% of the participants rated the program high on “Appropriateness of training material”
- ⇒ 93% of the participants rated the program high on “Quality of classroom interaction”
- ⇒ 89% of the participants rated the program high on “Relevance of workshop to the organization”
- ⇒ 79% of the participants rated the program high on “Relevance of workshop to their work within the organization”

A summary chart of the above parameters are presented below

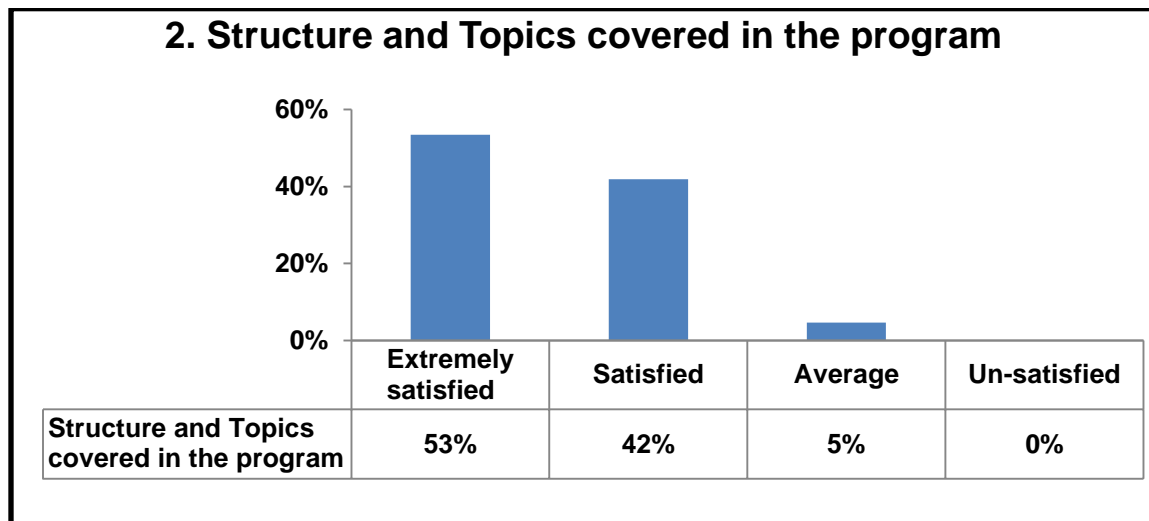
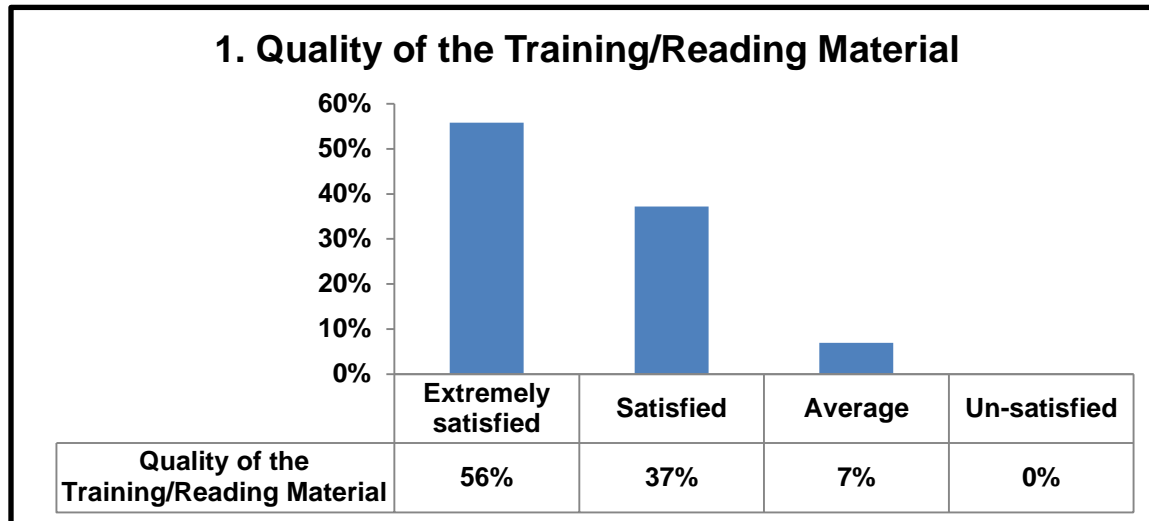


The analysis of the New Delhi workshop is presented below:

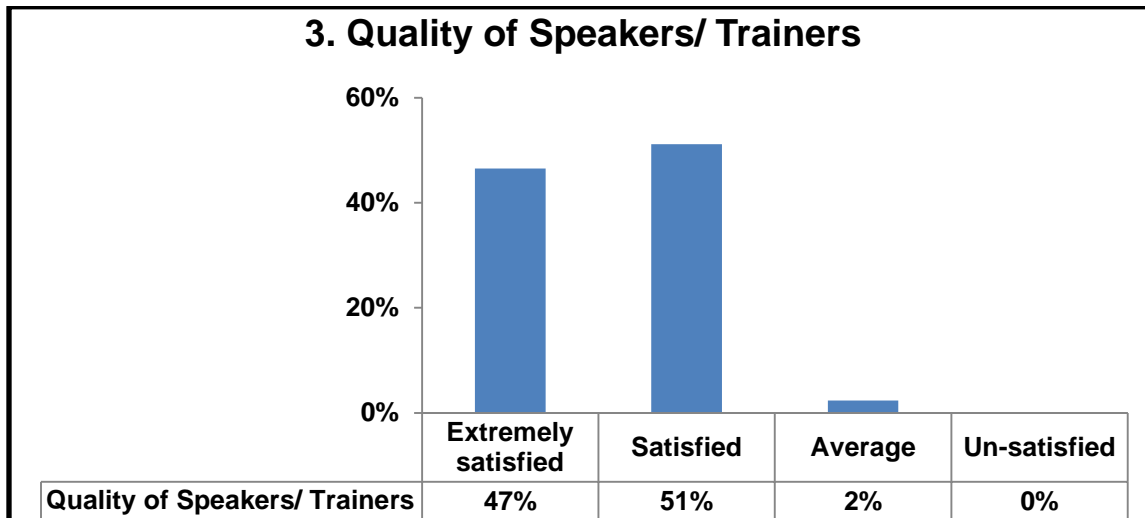
¹ Either “extremely satisfied” or “satisfied”

A summary chart of the above parameters are presented below

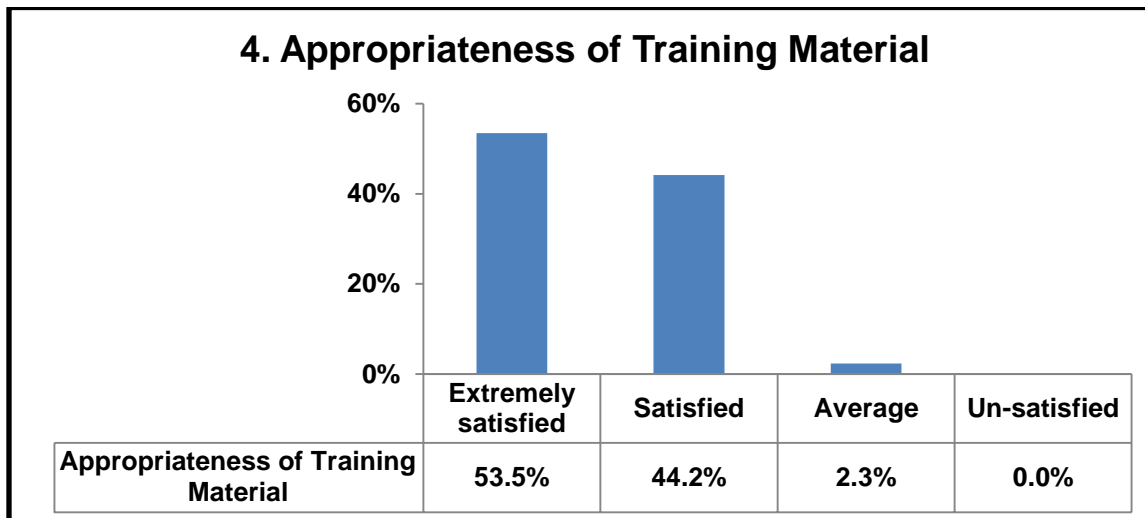
Analysis of the New Delhi Workshop



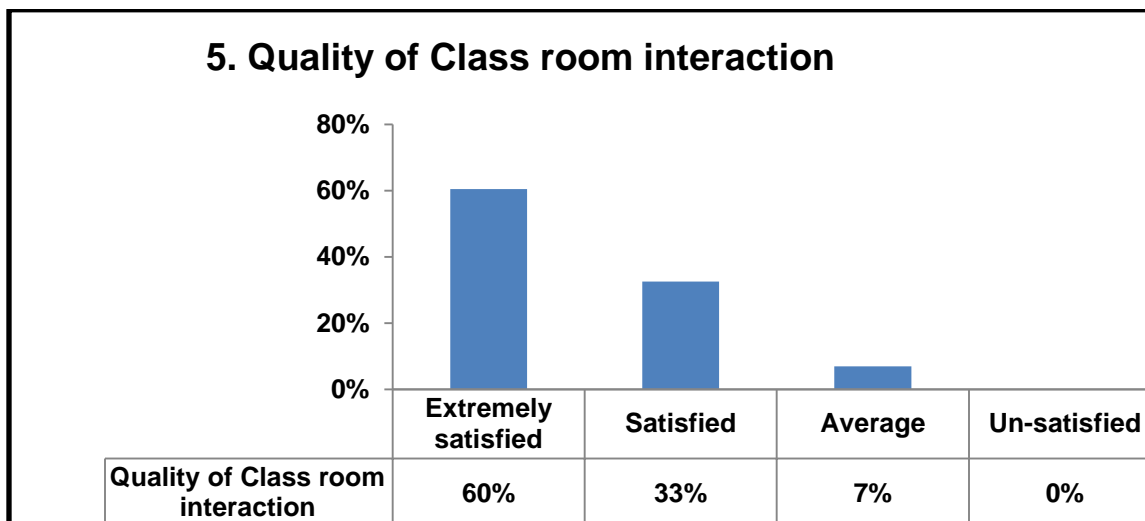
3. Quality of Speakers/ Trainers

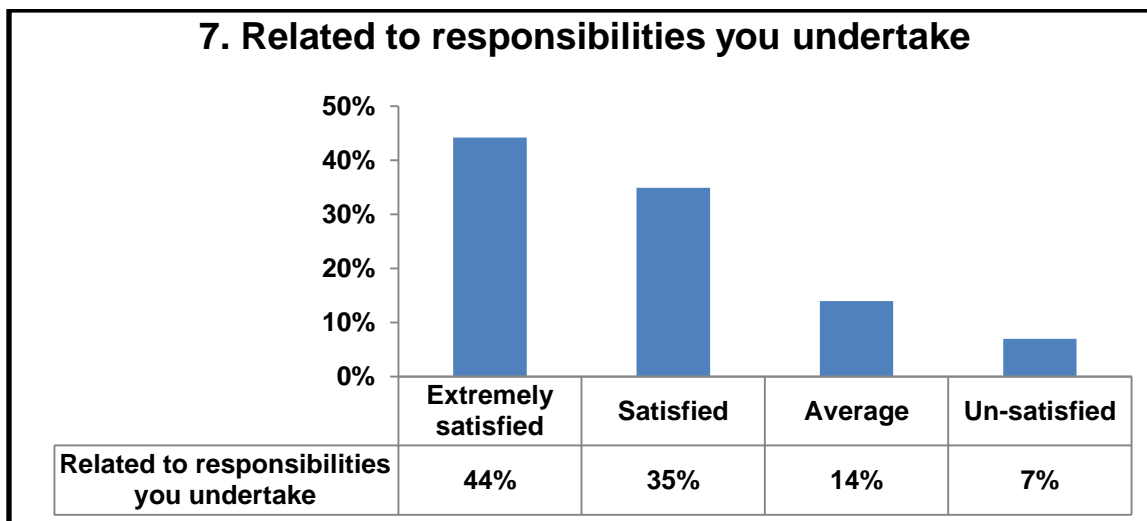
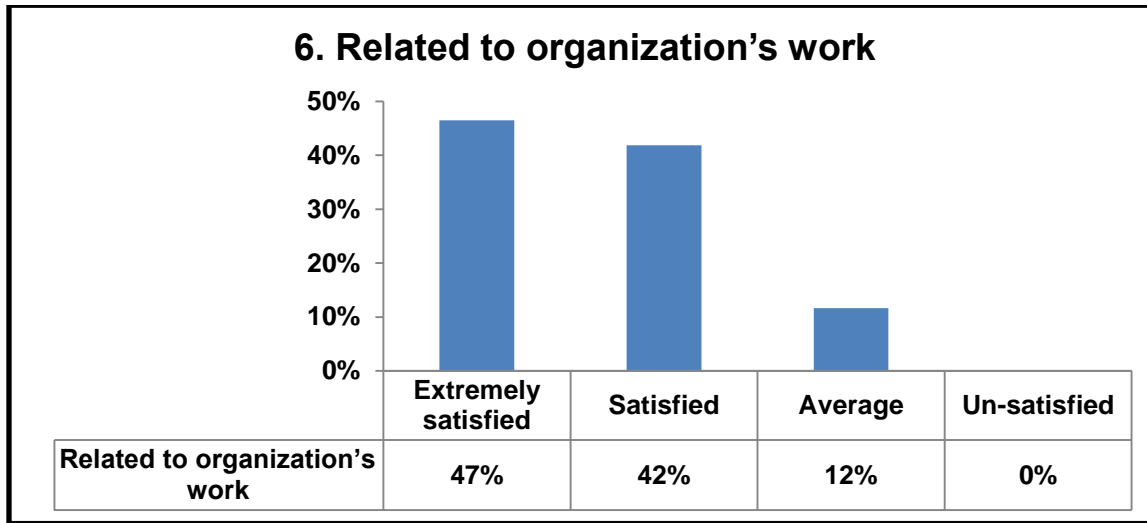


4. Appropriateness of Training Material



5. Quality of Class room interaction





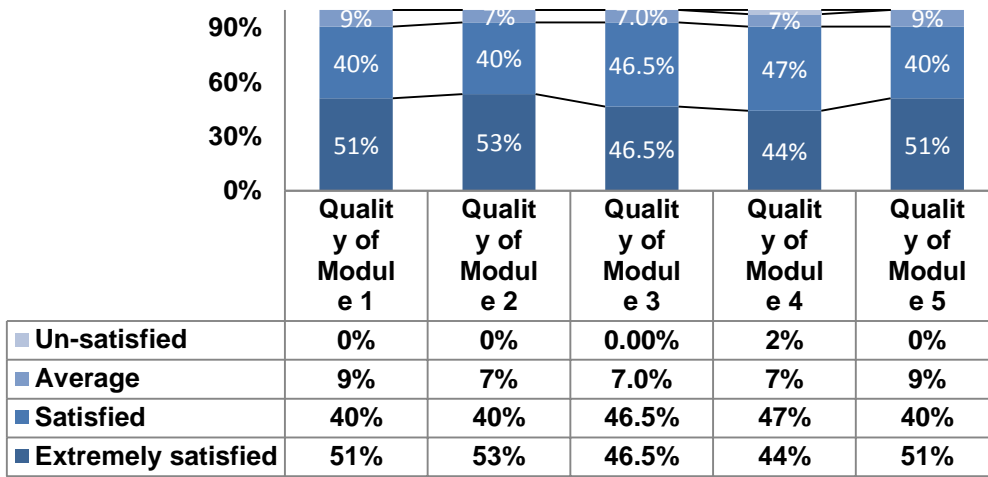
The workshop was imparted through 5 module sessions, covering –

1. Energy Efficiency Financing – Market Opportunity
2. Introduction to ESCO and Business Models
3. Technical Appraisal of Projects
4. Financial Appraisal of Projects and
5. Introduction to Measurement & Verification

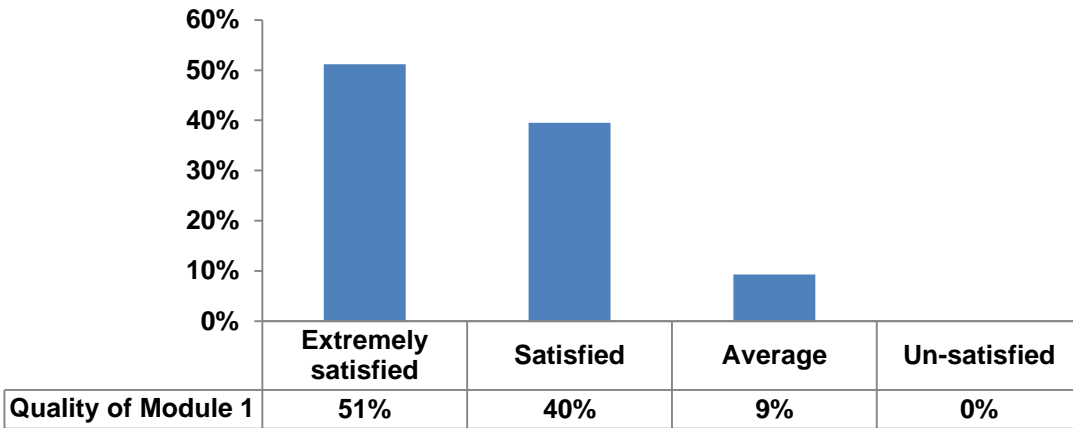
Apart from the 5 sessions, the participants were also involved and presented with case studies, activity session and quiz.

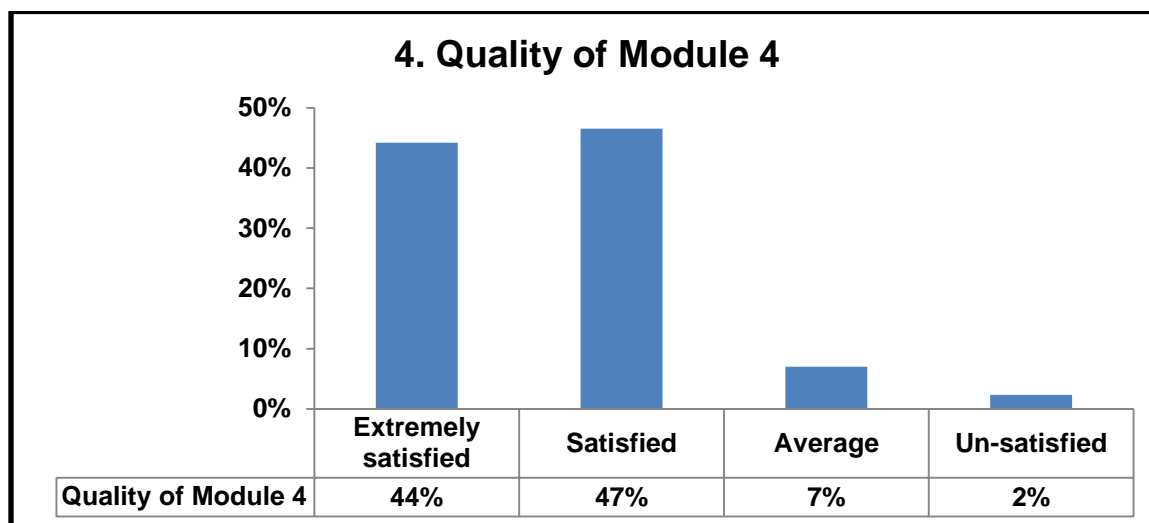
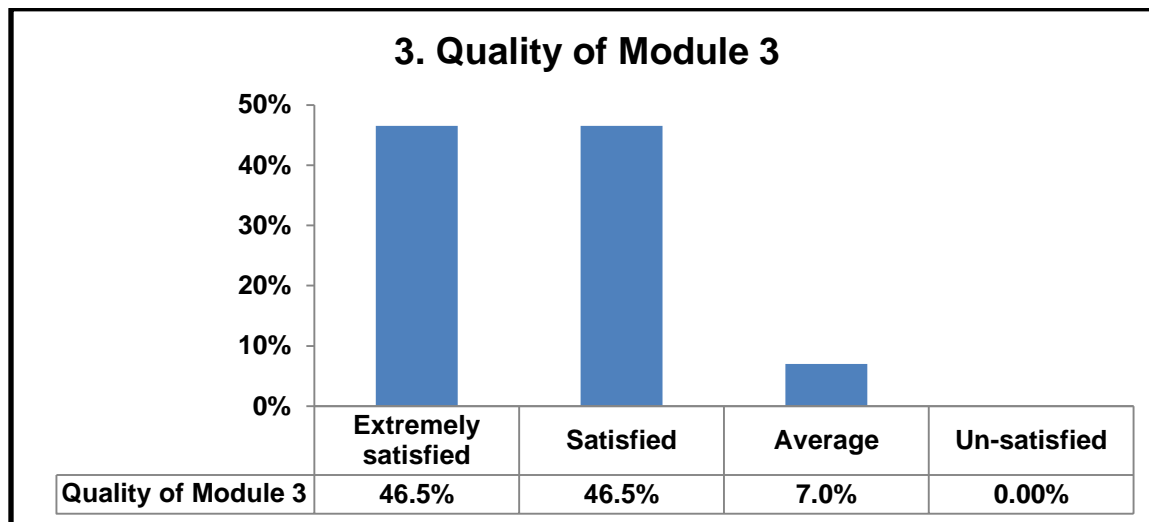
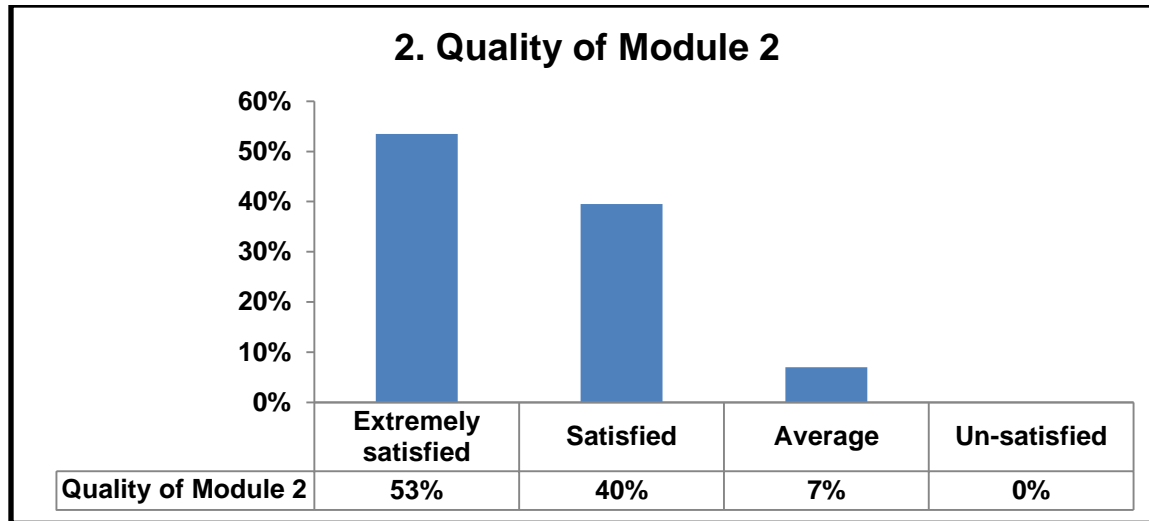
The summary chart of the feedback provided by the participants on all the training sessions delivered by the trainers / speakers is given below:

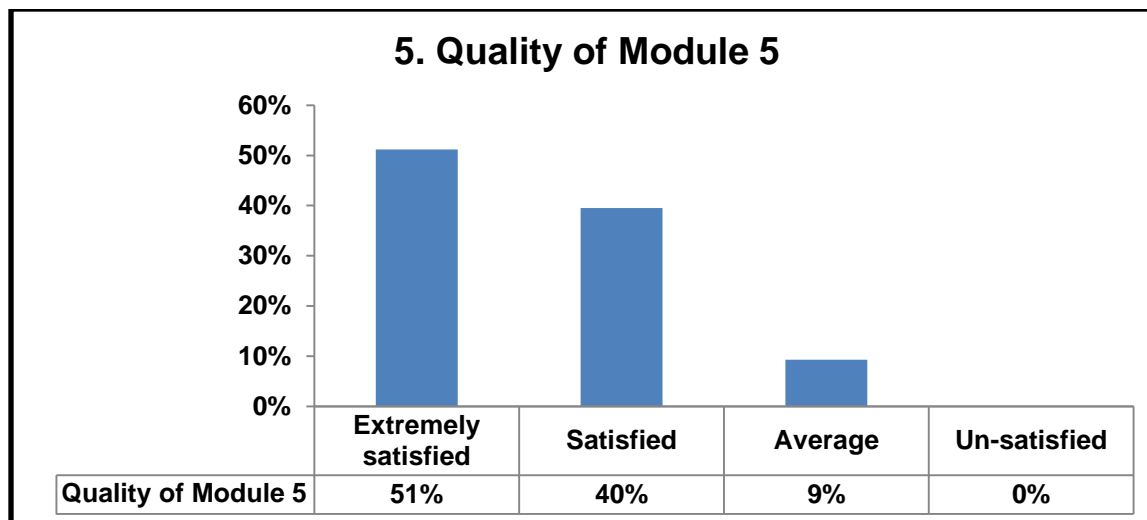
Quality of Modules - Overall Feedback



1. Quality of Module 1







WHAT THE PARTICIPANTS LIKED THE MOST ABOUT THE WORKSHOP

- Workshop introduced new financing ideas and energy efficiency interventions
- Awareness created about the untapped investment opportunities on energy efficiency
- Quality of the trainers was excellent and were well versed with the concept
- Session about financing and appraising of EE projects
- Presentation on ESCO and the business models was very enlightening

WHAT THE PARTICIPANTS SUGGESTED FOR FURTHER IMPROVEMENT IN THE WORKSHOP

- Workshop can be conducted for two days for better understanding and involvement of the participants along with more case studies for each session.
- Appraisal should be demonstrated through real examples. The process on technical feasibility and economic viability should be explained in detail

Annex B – NEW DELHI WORKSHOP – AGENDA

“Training Workshop for Financial Institutions on Energy Efficiency financing”

Date: 21st December, 2017

Venue: Venetian Hall, The Royal Plaza, 19, Ashoka Road, Connaught Place, New Delhi - 110001

| Time | Topic | Speaker |
|--------------------------|--|--|
| 09:30 AM - 10:00 AM | Registration | |
| WELCOME SESSION | | |
| 10:00 AM - 10:05 AM | Welcome Remarks | Ms. Vineeta Kanwal, Joint Director, BEE |
| 10:05 AM - 10:10 AM | Inaugural Address | Ms. Varsha Joshi, IAS Secretary, Power Dept, GNCTD |
| 10:15 AM – 10:20 AM | Address | Mr. Ashutosh Tandon, World Bank Group |
| 10:20 AM – 10:25 AM | Address | Mr. Atul Gautam, Sr. Advisor Indian Banks' Association |
| 10:25 AM – 10:35 AM | Key Note Address | Mr. Abhay Bakre, Director General, BEE |
| 10:35 AM – 10:40 AM | Vote of Thanks | Mr. A.K. Jha, Executive Officer, EE&REM Centre |
| 10.40 AM - 10.55 AM | Group Photograph followed by Tea | |
| 10:55 AM - 11:10 AM | Preliminary assessment of trainees on Energy Efficiency | |
| TECHNICAL SESSION | | |
| 11:10 AM - 11:40 AM | Module 1: Introduction to Energy Efficiency (EE) and Market Opportunity | Ms. Vineeta Kanwal, Joint Director, BEE |
| 11.40 AM - 12:10 PM | Module 2 : Introduction to ESCO and business models for implementation of EE projects | Mr. Gautam Verma, Associate Director, CRISIL |
| 12.10 PM - 12:25 PM | EE Case Studies – ESCO experience | Mr. Akash Jain, Director, Pranat Engineers Pvt. Ltd. |
| 12:25 PM – 12:40 PM | EE Case Studies – ESCO experience | Mr. Rajiv Kumar, CEO, ISTSL |
| 12:40 PM - 01:30 PM | Lunch | |
| 01:30 PM - 02:15 PM | Module 3: Financial Appraisal of EE project | Ms. Nagina Sawhney, Regional Business Leader, SB Banking, Yes Bank |
| 02:15 PM - 03:00 PM | Module 4 : Technical Appraisal of EE project | Mr. K P Philip, AGM, IREDA |
| 03:00 PM - 03:30 PM | Activity session for the participants | Coordinated by BEE & IFC |
| 03:30 PM - 04:00 PM | Module 5: Introduction to M&V | Mr. Joseph Prakash, Associate Director, MCAPL |
| 04:00 PM - 04:30 PM | Quiz | Coordinated by BEE & IFC |
| 04:30 PM - 04:45 PM | High Tea | |
| 04:45 PM – 04:55 PM | Distribution of Certificates and Quiz Prizes | EE&REM Centre |
| 04:55 PM – 05:00 PM | Vote of Thanks | Ms. Vineeta Kanwal, Joint Director, BEE |

Annex C – New Delhi Workshop – Participants- FIs

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|-------------------------|--------------------|--|-----------------------------|---------------------------------|--------------|
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| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|--------|-------------------------|---|------------------|--|--------------|
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| 27. | Arun Bhardwaj | Manager | Canara Bank | arunbhardwaj@canarabank.com | 9592919587 |
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| 29. | Ashutosh Kumar Gupta | Officer | Canara Bank | ashutoshkgupta@canarabank.com | 8755274429 |
| 30. | Rasmeet Kaur | Officer | Canara Bank | rasmeetkaur@canarabank.com | 9690766594 |
| 31. | Ruchika Narula | Officer | Canara Bank | rondel@canarabank.com | 9811324038 |
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| 36. | Rajat Pahuja | Manager | PTC Financial | rajat.pahuja@ptcfincial.com | 9899866698 |
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| 40. | R.S. Samria | Dy. Director | GNCTD | r.samriaad@gmail.com | 9818509130 |
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| 56. | Anoop Kumar Tandon | Chief Manager | United Bank of India | anoopt@unitedbank.co.in | 8001741077 |
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| 60. | Deepta Porus | CM | UCO Bank | ndlfcc@ucobank.co.in | 9811968077 |

Annex D – New Delhi Workshop – Participants-Others

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|-------------------------|------------------|--|-----------------------|-----------------------------|------------|
| Venue: New Delhi | | | | | |
| 1. | R.K. Yadav | Addl. General Manager (Commercial & Energy Efficiency), IPGCL Rajghat Power House Office Complex, Rajghat, New Delhi-110002 | Govt. of NCTD | ----- | ----- |
| 2. | Dr. Anil Kumar | Director(Enviro nment), Department of Environment, GNCTD 6th Level, C-Wing, Delhi Secretariat, I.P. Estate, New Delhi-110002 | Govt. of NCTD | dr.anilkumardelhi@gmail.com | 9717593505 |
| 3. | Jagdish Kumar | Director(Techni cal),Himadri, Rajghat Power House Office Complex, Rajghat, New Delhi-110002 | IPGCL | jkumar196@yahoo.co.in | 9958701234 |
| 4. | Prem Prakash | Director(Operat ion), Shakti Sadan, Kotla Road, New Delhi-110002 | Delhi Transco Limited | ----- | 9999533030 |
| 5. | Aarti Gulati | Executive, Hudson Line, Kingsway Camp, Delhi-110007 | TPDDL | ----- | 9910177698 |
| 6. | Jitendra Nalwaya | HOD (Renewable), Shakti Kiran Building, Karkardooma, Delhi-110092 | BYPL | ----- | 8467887272 |
| 7. | Abhishek Ranjan | HOD (Renewable), BSES Bhavan, Nehru Place, New Delhi-110019 | BRPL | ----- | ----- |

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
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| 8. | Mr. Chetan Pathak | Manager, Renewables | BRPL | chetan.pathak@relianceada.com | 9811943988 |
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| 10. | Meena Mishra | DGM | BYPL | Meena.mishra@relianceada.com | 8287838336 |
| 11. | Surendra Kumar | DM | IPGCL | ----- | ----- |

Annex E – New Delhi Workshop – List of Organizer

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|-------------------------|-----------------|---------------------------|--------------|---------------------------|------------|
| Venue: New Delhi | | | | | |
| 1. | Vineeta Kanwal | Joint Secretary | BEE | vkanwal@beenet.in | ----- |
| 2. | Amresh Ray | Project engineer | BEE | amresh.ray@beenet.in | 9015266395 |
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| 12. | Akanksha Golcha | Consultant | MCAPL | akanksha@meghrajindia.com | 9876219646 |

Annex F – New Delhi Workshop – List of Dignitaries

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|-------------------------|-------------------|-------------------|---------------------------|---------------------------|-----------|
| Venue: New Delhi | | | | | |
| 1. | Mr. Abhay Bakre, | Director General | BEE | dg-bee.nic.in | ----- |
| 2. | Ms. Varsha Joshi | Secretary | Power Dept , GNCTD | pspower@nic.in | ----- |
| 3. | Mr. Mukesh Prasad | Special Secretary | Power Dept , GNCTD | sspower.delhi.gov.in | ----- |
| 4. | Mr. Atul Gautam | Sr. Advisor | Indian Banks' Association | agautam@iba.org.in | ----- |
| 5. | Mr. A.K. Jha | Executive Officer | EE&REM Centre | akjhavasundhara@gmail.com | ----- |

Annex G – New Delhi Workshop –List of Speakers

| SL. No | Name | Designation | Organization | Email ID | Mobile No |
|-------------------------|-----------------|--------------------------------------|----------------------------|---------------------------|------------|
| Venue: New Delhi | | | | | |
| 1. | Vineeta Kanwal | Joint Director | BEE | vkanwal@beenet.in | 9871729299 |
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| 4. | Akash Jain | Director | Pranat Engineers Pvt. Ltd. | akashjain@alienenergy.in | 9810160265 |
| 5. | Rajiv Kumar | CEO | ISTSL | rajivkr@sidbi.in | 9711441998 |
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| 7. | Joseph Prakash | Associate Director | MCAPL | joseph@meghrajindia.com | 9810641889 |
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Training Workshop for Financial Institutions on Energy Efficiency (EE) Financing in India

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Energy Efficiency &
Renewable Energy Management Centre



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