GloGreen ENERGY

Renewable Energy Solutions for Chemicals & Petrochemical Industry

Krishnamoorthy Sitaraman, CEO & Founder,

GloGreen Energy Solutions

- GloGreen Energy Solutions is over 15 Year's Old Renewable Energy Venture offering customers with a portfolio of Solar PV, Wind Energy, Wind-Solar Hybrid, Solar + BESS, Virtual Power Solutions.
- We offer Open Access RE Solutions for both STU (Intra-State) & CTU (Inter-State), Rooftop Solar through Solar PV, Wind, Wind-Solar Hybrid, Solar + BESS, Virtual Power aimed at Renewable Energy replacement of 75-80% of overall power consumption towards Net-Zero Goals, reducing Carbon footprint and achieving Sustainability goals of our valued C & I / Corporate customers on Turnkey CAPEX / Group Captive / Third Party Sales.
- We have an overall Experience of over 900 MW of Renewable Energy (Solar/Wind/Wind-Solar Hybrid, BESS) Projects in India, so far including many RE Projects for execution in 2025-26.
- Of these we have facilitated finalization of over 200MW of Renewable Power Project deals in Tamilnadu, Maharashtra, Gujarat, Uttarakhand, Rajasthan in the past few months.
- We are presently working for RE Projects in multiple States across North, East, West & South India

Some of our End Customers (in Alphabetical Order)

Some of our End Customers (in Alphabetical Order)...Contd

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RE Solutions that can be offered : Factors to be analysed to identify most optimal solutions in the State where the Plant is required

- Contract Demand, Input Voltage
- Power Consumption / Load pattern (Flat / Varying)
- Regulatory mechanism (RE Policy, Contract demand restrictions, Banking etc.,)
- Types of RE Power available in State where power is required : Hybrid / Wind / Solar, STU/CTU
- DISCOM Variable Power costs (any subsidies/exemptions available) with clear understanding on TOD costs and understanding on Month-wise TOD-wise Settlement of Power and its costs.
- Turnkey CAPEX Vs Group Captive Vs Third Party

RE Solutions aimed at optimizing Annual Power costs, in place of sourcing cheaper RE Power

1. Primary objective is to achieve maximum RE%, along with good savings, so that overall power costs can be optimized
2. Decision making to be technology agonistic, aimed at optimizing annual power costs, rather than cheaper power.
3. Since Day-time Power is being made cheaper across States and evening/night power being made more expensive, aim would be to analyse settlement based on type of power to be deployed.
4. If Load is consistent & Connected on EHV, ISTS may offer higher RE%, as GNA allows flexibility and ability to supply around 70% PLF. Optimized use of CD, can help optimize Demand Charges.
5. In States where Intrastate Hybrid is available, PLF of around 50% could be supplied and could be better alternative than ISTS, since Banking is available and ED Exemption would be available.
6. ISTS Hybrid could be suitable for Plants located in States where Wind is not available if meeting earlier given parameters.

RE Solutions aimed at optimizing Annual Power costs, in place of sourcing cheaper RE Power

Typical for EHV Plants	Intrastate Solar	Intrastate Wind	Intrastate Wind-Solar Hybrid	ISTS Solar	ISTS Hybrid
PLF	25%	32%	50%	31%	75%
Estimated Annual Generation, Lakh Units/MW AC	22	28	44	27	66
Estimated Annual Supplies, Lakh Units/MW AC	21	27	42	25	60

RE Solutions aimed at optimizing Annual Power costs, in place of sourcing cheaper RE Power

For example, lets take a customer who has an Annual Power Consumption of 50 Crore Units

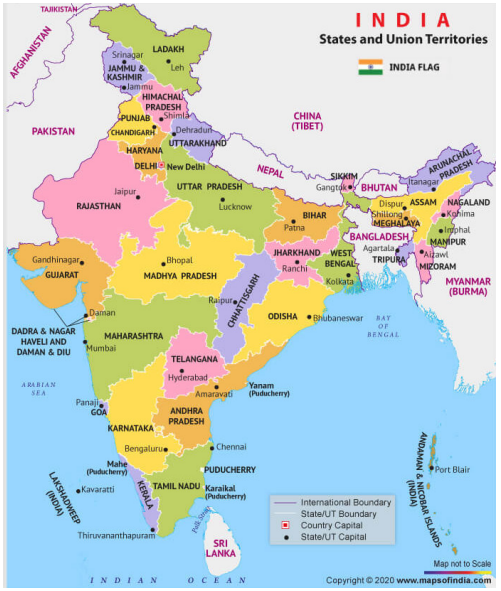
- Their Contract Demand is 110MVA
- Input Voltage is 132kVA
- DISCOM Variable Tariff : Rs 8.00 per kWh
- Their OA Eligibility as per Policy is 135MW AC
- If they go for 135MW AC Intrastate Solar on Group Captive @ Rs 2.90 per Unit as Basic Tariff, they are able to replace only 64% RE, but Overall Annual Savings achieved is only 60 Paise per Unit, which works out to just Rs 30 Crores per annum , which is barely enough to cover Equity Investment. This is because balance 36% is being purchased at expensive TOD slots.
- However, if can go for say 100MW Intrastate Wind-Solar Hybrid on Group Captive @ Rs 3.90 per Unit as Basic Tariff, they are able to replace over 80% RE, with Overall Annual Savings of over Re 2.00 per Unit, which works out to Rs 100 Crores per annum.
- **So, in Summary it is important to look at Overall Annual Power basket and not just the RE power basic tariff alone and hence look at all RE Solutions available**

RE Solutions that can be offered

Rooftop Solar / On-Site Solar on Net Metering / Behind the Meter : CAPEX/OPEX : All States

Open Access on STU Basis : Turnkey CAPEX / Group Captive / Third Party :

1. Andhra Pradesh : Hybrid / Solar
2. Chhattisgarh : Solar
3. Gujarat : Hybrid / Solar / Wind
4. Haryana : Solar
5. Karnataka : Hybrid / Solar / Wind
6. Madhya Pradesh : Hybrid / Solar
7. Maharashtra : Hybrid / Solar / Wind
8. Odisha : Solar
9. Punjab : Solar
10. Rajasthan : Hybrid + BESS / Solar + BESS
11. Tamilnadu : Hybrid / Solar / Wind
12. Telangana : Solar
13. Uttarakhand : Solar
14. Uttar Pradesh : Solar



RE Solutions that can be offered

Open Access on ISTS Basis :

Turnkey CAPEX / Group Captive / Third Party : Hybrid / Solar

Virtual PPA:

In case 80% of power requirement is already met through earlier mentioned RE Options through Physical Power, but the customer is interested to achieve 100%, balance can achieve through Virtual Power options.

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Please contact us on krish@glogreenenergy.in , 99309 20960