



# ROOFSOL

POWERING THE FUTURE

## **Presentation on 'Solarising the Urban Economy'**

# Businesses



**Roofsol Energy  
Private Limited**

**CAPEX EPC Business**  
(Rooftop/Inside the  
premises/Behind the  
meter)

**IPP/Developer  
OPEX Business**

**Utility Scale Solar  
EPC Business**  
(Open access/Outside the  
premises)

**Roofsol Homes  
Residential Solar  
PM Suryaghar Yojana**

## About the Founder –



**Mr. Dipankar Pal**  
Managing Director  
Roofsol Energy Pvt Ltd

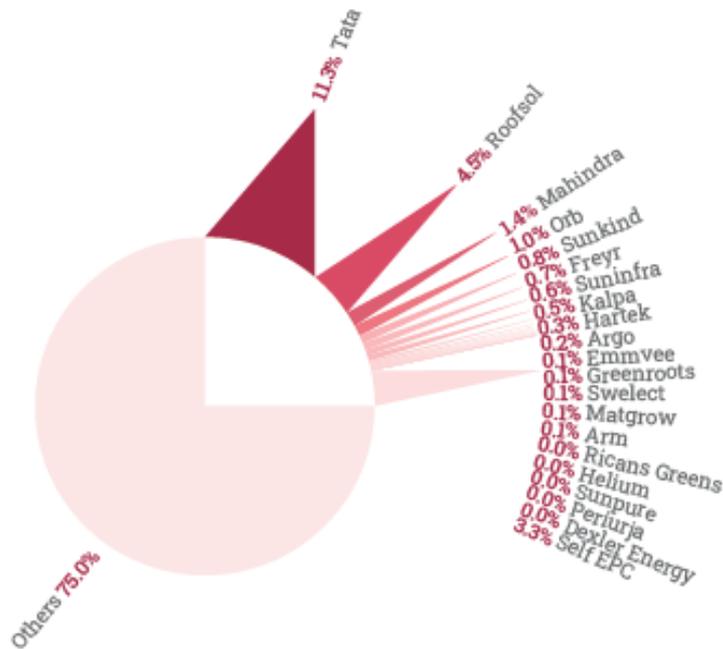
- **Alumnus of Jadavpur University, West Bengal - Mechanical Engineering**
- **Alumnus of IIM Kolkata**
- **Advance Management program from London Business School**
- **Senior Management Roles at global companies like MOBIL, VOPAK and SHELL**
- **SHV Holdings Netherland – Various positions across different countries – 1996 - 2010**
- **Managing Director of Essar Ports – 2012-2015**
- **CEO of Slurry Pipeline Companies of Essar Steel – 2015-16**
- **Founded Roofsol Energy in 2016**

# Roofsol Energy – 2<sup>nd</sup> Ranked Rooftop EPC Contractor in India (YE Jun 2024)



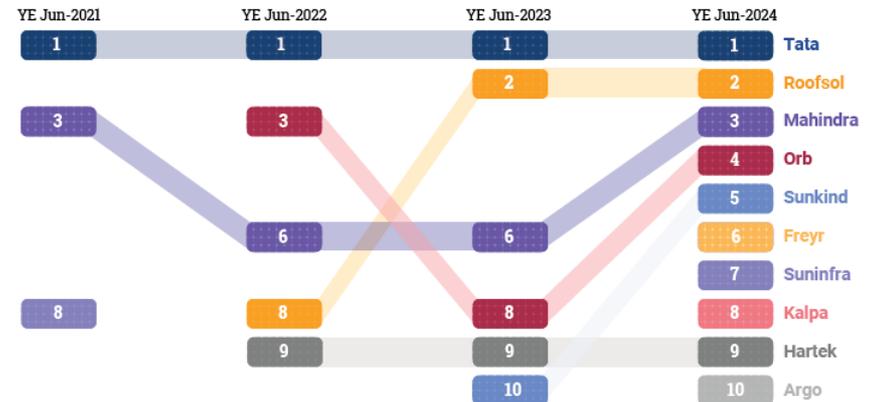
## EPC contractors<sup>5</sup>

Market size - 4,151 MW



## Top 10 EPC contractors

Rankings on the basis of capacity installed in the year



Source:- Crisil Bridge to India

# Roofsol Energy – Top 5 Rooftop Solar EPC in India (2024)



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clean energy insights

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SOLAR GRID ENERGY STORAGE WIND OTHER VIDEO

**MERCOM INDIA RENEWABLES SUMMIT 2025**  
"Where Policy and Ambition Turn to Action"  
#mercomrenewables2025

**SAVE THE DATE**  
JULY 24<sup>th</sup> - 26<sup>th</sup> | Hyatt Regency, New Delhi

**REGISTER NOW**  
At the Forefront of the Clean Energy Transformation

## Tata Power Solar, Roofsol, Mahindra Solarize Lead India's Rooftop Solar Market in 2024

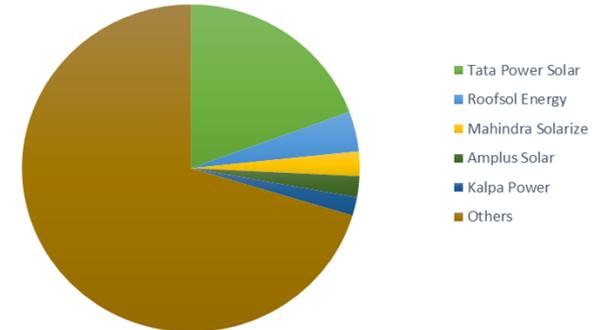
The top five companies accounted for around 30% of the market share during the year

May 22, 2025 / Ajayan J S / Mercom Research Focus Rooftop, Solar,



Leading Rooftop Solar Installers in India 2024

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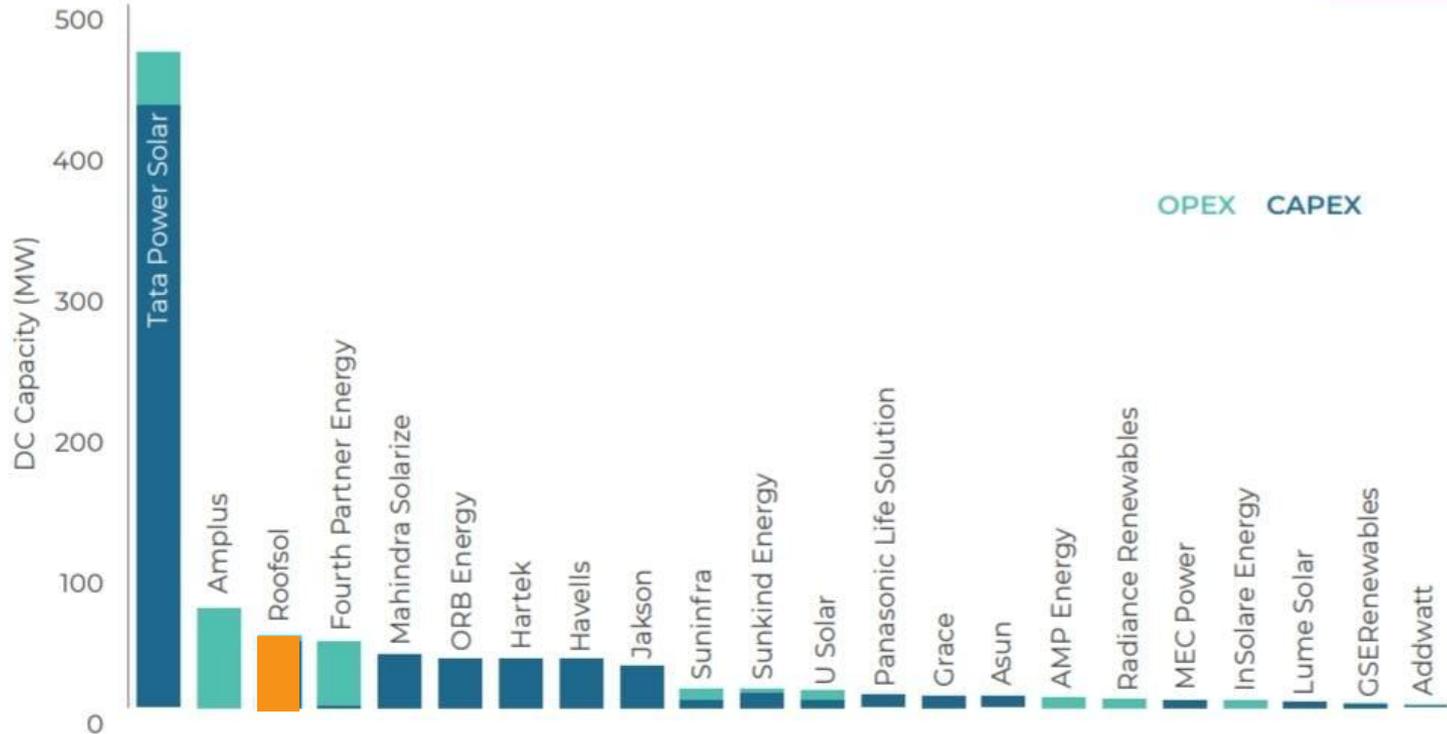
Source: Mercom's India Solar Market Leaderboard 2025 Report

Source:- Mercom

# Roofsol Energy – Top 5 Rooftop Solar EPC in India (FY 2023)



## ROOFTOP/ ONSITE



Note:  
Rooftop/Onsite projects include all installations on open ground spaces, roof, parking lot or any other area within the premises. Players who have shared their data only those numbers are shown.

Source:- JMK Research and Analytics

# CII Certified Rooftop Solar Vendor



Confederation of Indian Industry

## CII - Sohrabji Godrej Green Business Centre

hereby recognises

### Roofsol Energy Pvt. Ltd.

as a

### *CII Certified Rooftop Solar Vendor*

as per Vendor Rating Framework which assesses technical expertise,  
financial strength, and onsite performance

Vendor Category: **Large**

Certificate Number: **20231025-NL1050**

Area of Operations: **National**

Issue Date: **4<sup>th</sup> December 2023**

Expiry Date: **3<sup>rd</sup> December 2025**

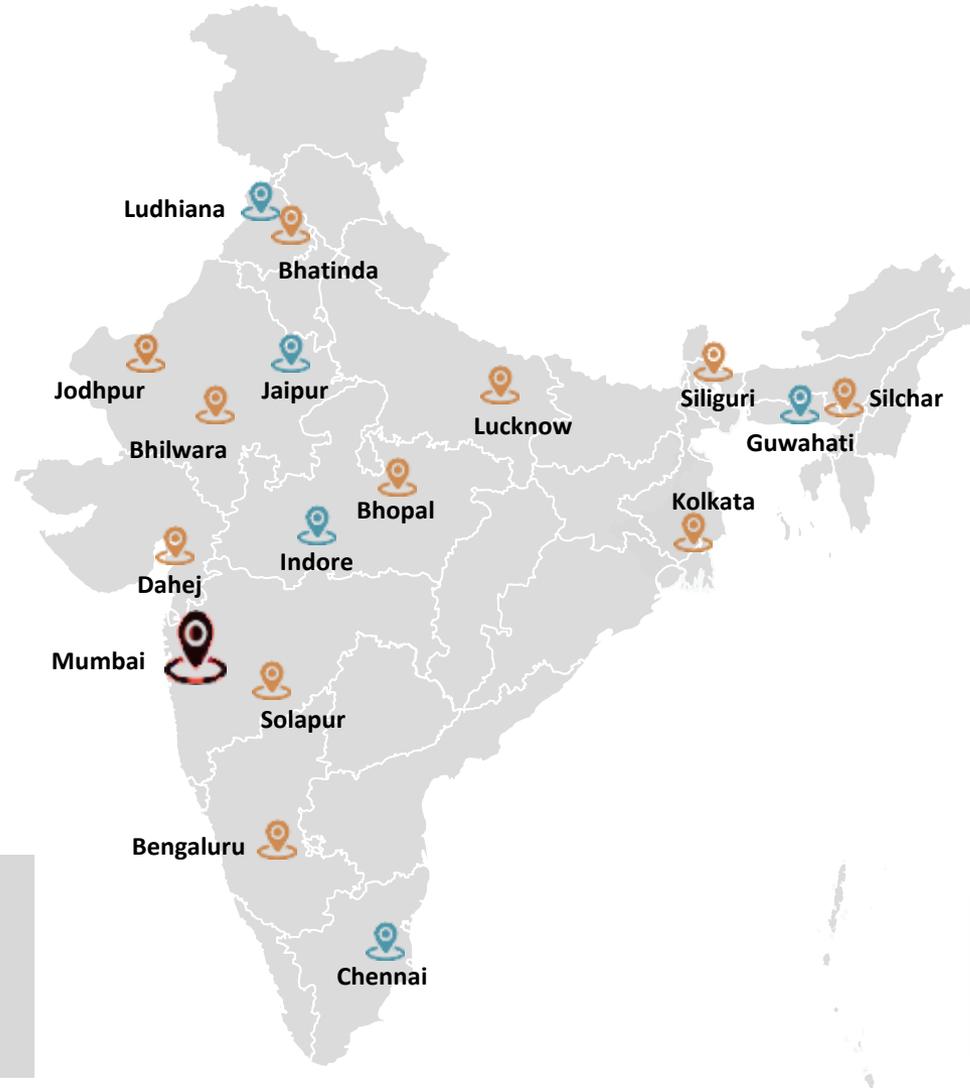


**Ramesh Kymal**  
Chairman, Renewable Energy Council  
CII-Godrej GBC



**K S Venkatagiri**  
Executive Director  
CII-Godrej GBC

# Roofsol Geographical Spread



**Head Office**

1606, Lodha Supremus,  
Saki Vihar Road, Powai, Andheri (East),  
Mumbai- 400072

+91 - 22 - 46020232

info@roofsol.com



**Branch Office**



**Project Office**

# Solar PV Projects Executed by Roofsol

# Sportking India Bathinda, Punjab – 26 MWp

*World's Largest Single Site Rooftop Solar Plant*



# Utility Scale 27.2 MWp Solar Plant in Tamil Nadu (Cleantech)

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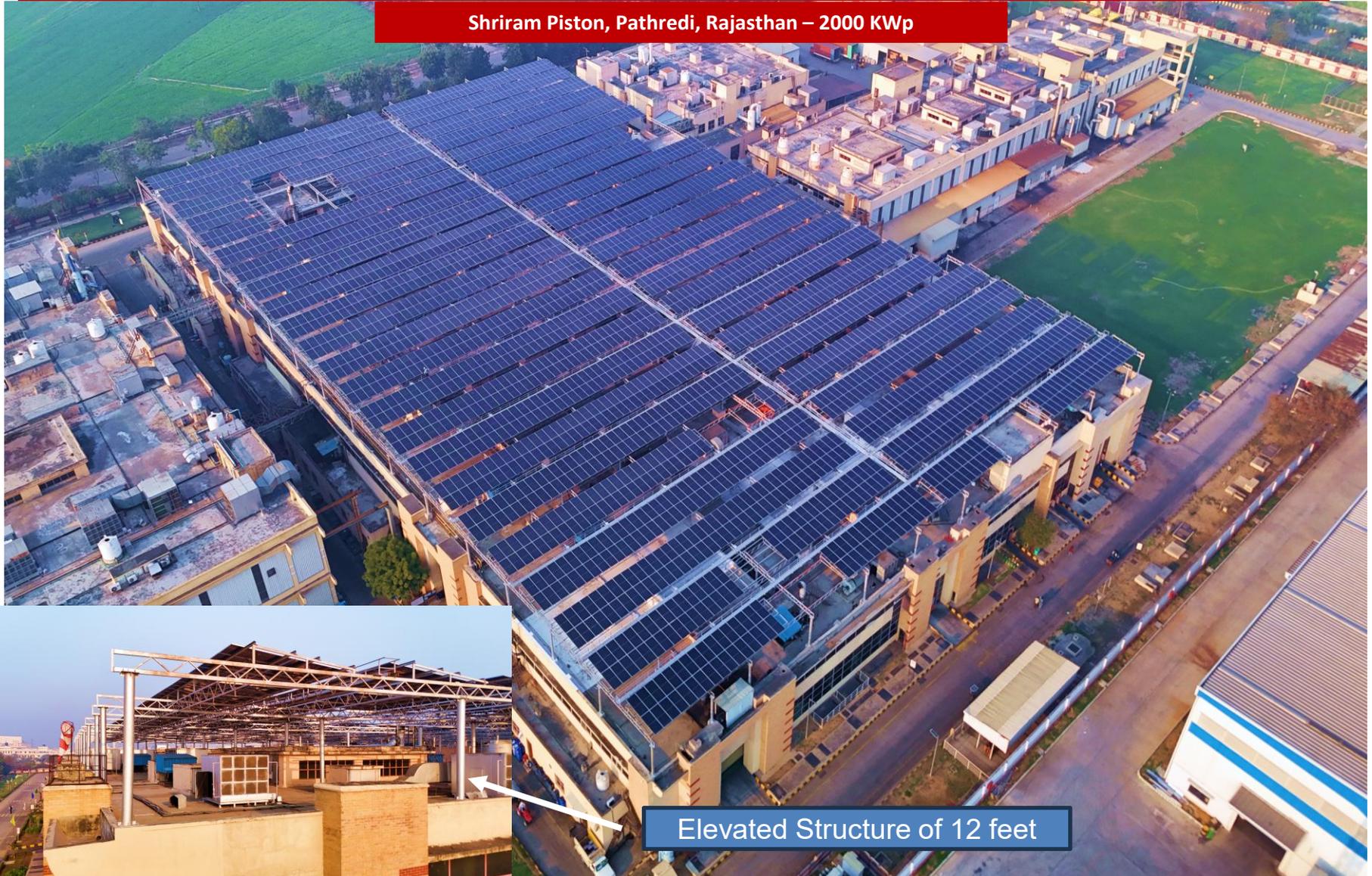
Horizontal Single Axis Tracker System

# Utility Scale 27.2 MWp Solar Plant in Tamil Nadu (Cleantech)



# Elevated Structure Rooftop Solar PV Projects

Shriram Piston, Pathredi, Rajasthan – 2000 KWp



# Rooftop Solar PV Projects

Exide Industries Limited – Haldia, West Bengal (2264 kWp)



# Carport Solar Project

Malpani Water Park, Indore, Madhya Pradesh – 1.6 MWp (Carport Structure)



# Rooftop Solar PV Projects

Panchamrut Dairy (Brand Amul) – Taloja, Maharashtra (600 kWp)



# Ground Mounted Solar Project

(inside the client premises)

Newlands Tea Gardens – West Bengal (700 KWp)



# Ground Mounted Solar Project

(inside the client premises)



LALLAMOOKH TEA ESTATE  
700 KW<sub>p</sub> - Silchar, Assam

21 MAY

International Tea Day

ROOFSOL ENERGY SOLARIZING TEA  
INDUSTRY IN INDIA

Delivered 40+ Solar Projects in Tea Industry

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# OPEX Solar Projects by Roofsol

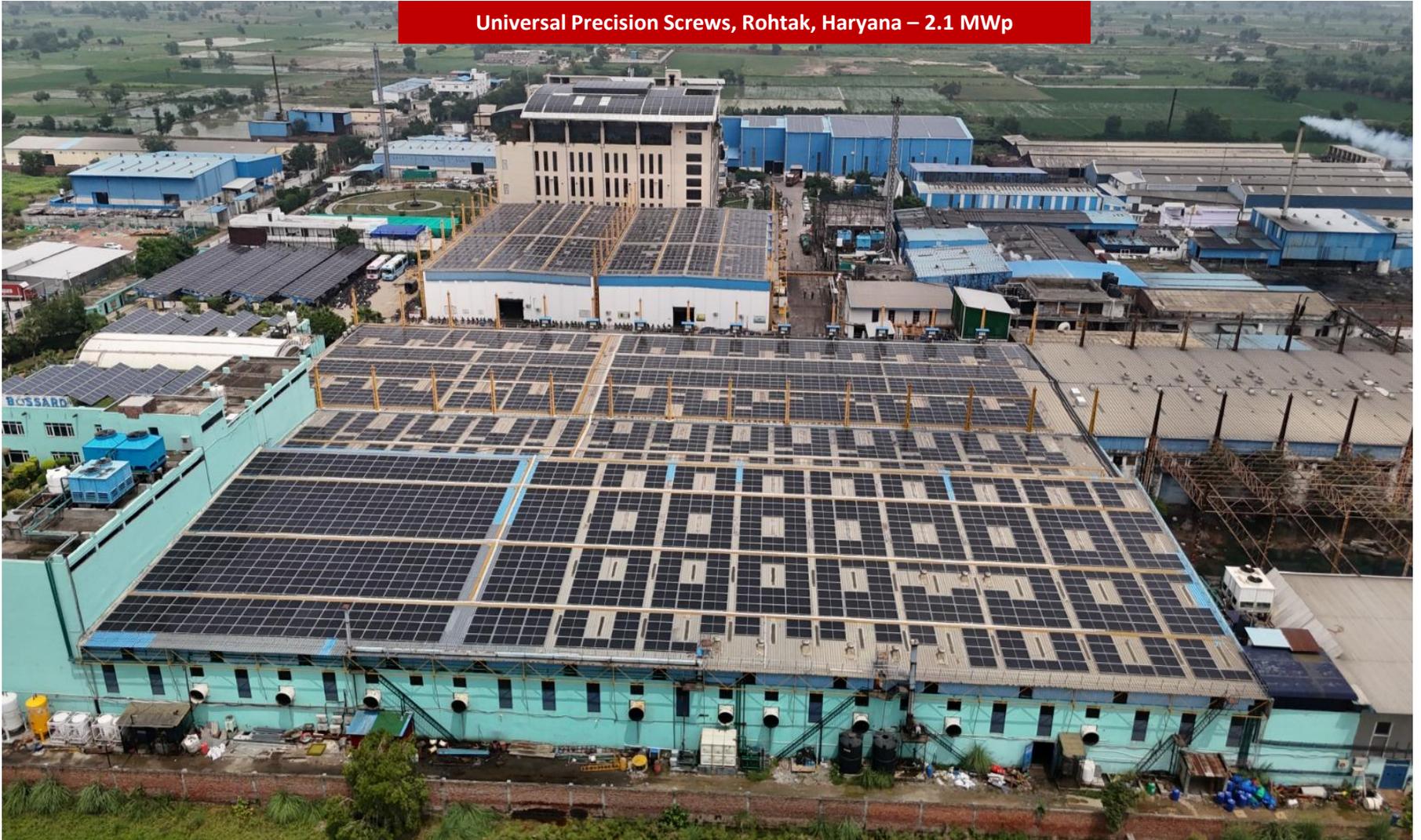
# OPEX Model Solar Projects

Autogen India (Korean MNC), 1.3 MWp, Pune, Maharashtra



# OPEX Model Solar Projects

Universal Precision Screws, Rohtak, Haryana – 2.1 MWp





# Residential Solar Projects by Roofsol

# Residential solar Projects

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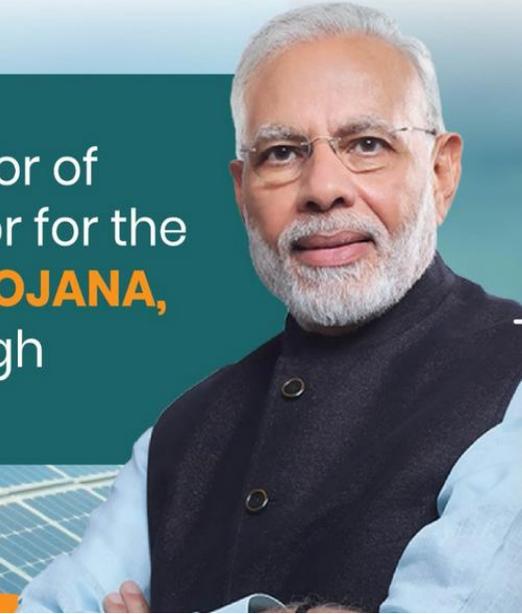
- ❖ Present in 7 States – Maharashtra, Assam, Punjab, Uttar Pradesh, Andhra Pradesh, Rajasthan
- ❖ 1200 residential projects executed in last 18 months
- ❖ Total 3 MWp of solar plants delivered till date
- ❖ Total PMSGMBY Subsidies disbursed till date – Rs. 1.8 Crore
- ❖ Offices and Warehouses in all locations to service the residential customer
- ❖ Strong Network of O&M Team



# Residential solar Projects



We are an approved vendor of MNRE and an authorized vendor for the **PM SURYA GHAR MUFT BIJLI YOJANA**, offering subsidies through this program.



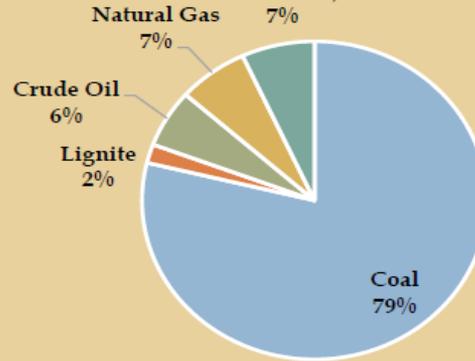
Solar energy made simple,  
Roofsol Homes at your door step.



# Solarising the Urban Economy

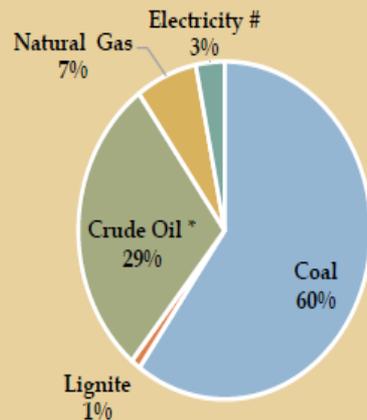
# Solarizing the Urban Economy

**Fig 3.8: Share of Total Energy Generated from Primary Energy Resources in India during FY : 2023-24(P)**  
Electricity (from Hydro Nuclear and other RES)



**Total Energy Generated = 21,452 PJ**

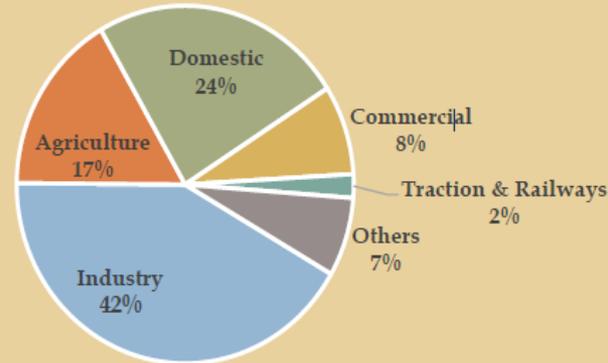
**Fig 6.1: Source wise consumption of Primary Energy during 2023-24(P)**



**Total Energy Consumption = 38,479 PJ**

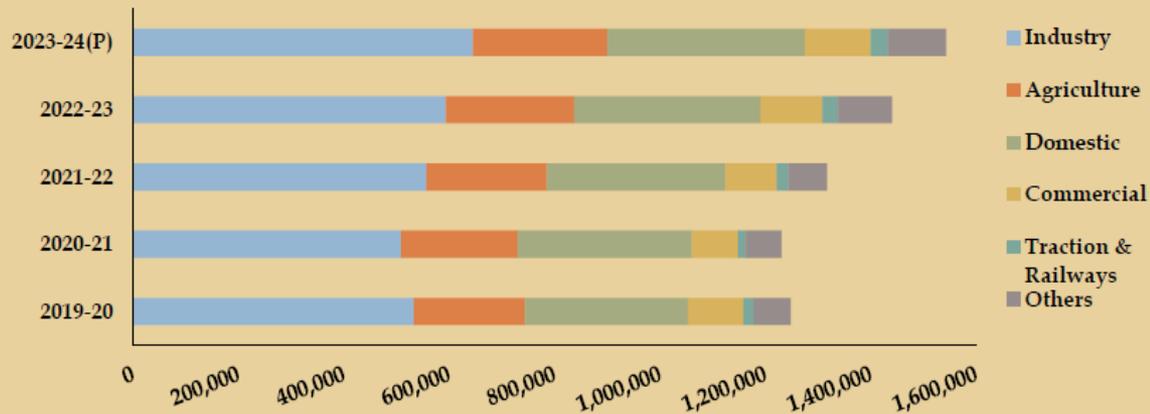
# Solarizing the Urban Economy

**Fig 6.11: Consumption of Electricity by Sectors in India during 2023-24(P)**



Total Electricity Consumption = 15,43,000 GWh

**Fig 6.12: Sector-wise consumption of Electricity**



# Solarizing the Urban Economy



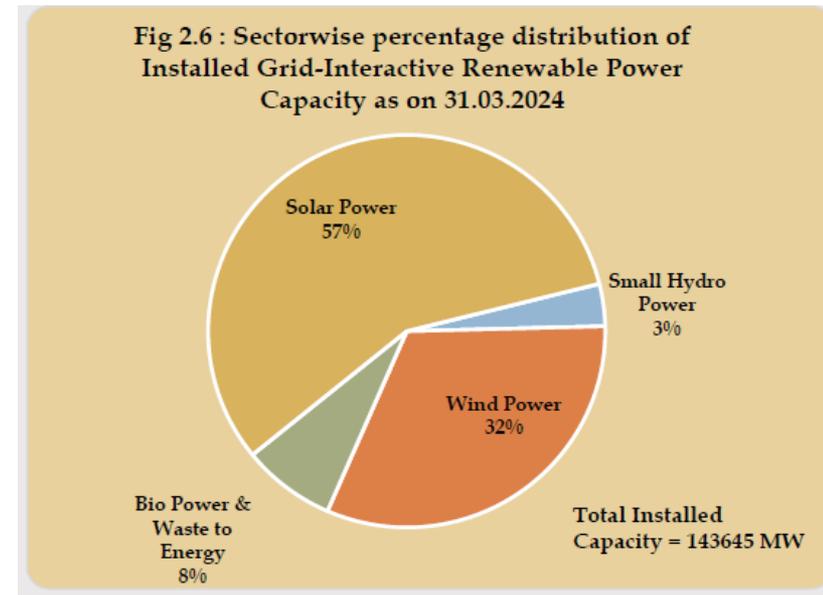
Sector	FY 2025-26 Achievements during the Month of October, 2025	FY 2025-26 Achievements (1st April 2025-31th October 2025)	Cumulative Achievements (as on 31.10.2025)
<b>Installed RE Capacity (Capacities in MW)</b>			
Solar Power*	2591.55	24277.37	129923.82
Wind Power	476.12	3562.1	53599.92
Biomass (Bagasse) Cogeneration	0.00	0.00	9821.32
Biomass(non-bagasse)Cogeneration	0.00	14.20	935.99
Waste to Energy	0.00	0.00	309.34
Waste to Energy (off-grid)	1.17	15.41	545.28
Small Hydro Power	25.00	58.06	5157.61
<b>Sub Total (Exc. Large Hydro)</b>	<b>3093.84</b>	<b>27927.14</b>	<b>200295.28</b>
Large Hydro^	240.00	2620.00	50108.17
<b>Total RE</b>	<b>3333.84</b>	<b>30547.14</b>	<b>250643.45</b>
Nuclear Power#	0.00	700.00	8780.00
<b>Total Non-Fossil</b>	<b>3333.84</b>	<b>31247.14</b>	<b>259423.45</b>

## **Solar Power\* (Cumulative) : 129.92 GW**

- Ground Mounted Solar Plant : 98.72 GW
- Grid Connected Solar Rooftop: 22.42 GW
- Hybrid Projects(Solar Component) : 3.33 GW
- Off-Grid Solar: 5.45 GW

# Why Solar?

- ❖ Solar can be installed anywhere (Any place where Sun radiation reaches)
- ❖ Clean Source of Energy
- ❖ Solar output is predictable
- ❖ Zero Pollution
- ❖ Shorter ROI



# *Why Solar for Urban Areas?*

- **Energy demand:**  
Rising electricity consumption in metros.
- **Climate commitments:**  
Net-zero, SDG 7, NDC targets.
- **Cost savings:**  
Rooftop solar brings down energy bills by 30–60%.
- **Grid reliability:**  
Reduces load on T&D networks.
- **Air quality:**  
Reduces emissions in high-pollution cities.



# *Solar policies for Urban Areas*

- **Net Metering/Net Billing/Gross Metering:**  
Rising electricity consumption in metros.
- **Virtual Net metering:**  
A policy allowing multiple consumers, such as residents in a housing society, to share the benefits of a single, offsite solar project
- **Group Net metering:**  
Allows consumers in a housing complex or an industry to share the benefits of a single rooftop solar system
- **Green Open Access:**  
The open access contract demand limitation reduced from 1000 KVA to 100 KVA
- **Virtual PPA:-**  
A financial contract for renewable energy that doesn't involve the physical delivery of electricity.

# *Challenges in Solar deployment*

- Large dependence on China for raw material
- Solar Plant load factor is only 16-20%, solar intermittency put loads on grid stability
- Large land parcels are required, solar efficiency is still around 23% for commercially available technologies.
- Shadow objects and complex roofs in Urban areas
- Electricity is state subject in India, each state has different policy and regulations
- Resistance of Discoms hampering fast deployment
- Government policies to safeguard local solar module and cell manufacturers

## Solutions

- Boost manufacturing of solar modules in India
- Integrating solar with other power sources like Wind and BESS to increase the plant load factor and power reliability
- Uniform solar policy all over India and Single window clearance for all approvals
- Incentivising Discoms for promoting solar

# Thank You.

**GO GREEN, GO SOLAR, GO ROOFSOL!**