

**SuryaCon Kerala**  
**02nd December 2022 (Friday) at Holiday Inn Hotel, Kochi, Kerala**

**09:00-09:30 Registration Begins**

**09:30-11:30 Inaugural Session : Keynote Address & CEO Level Panel Discussion on Utility Scale Projects-**

★ **Panel Discussion-**

- Current policy and regulatory regime in Kerala for solar and the path ahead.
- Solar Market Outlook 2023 for Kerala State.
- Policies & Regulatory Changes for Promoting Solar Rooftop in the state- Government Initiatives and Industry Perspective in Kerala.
- Kerala Fulfill Solar Power Target by 2022...Is this Really Achievable?
- Opportunity & Challenges in Open Access, Captive & Group Captive Models.
- Challenges like Grid Curtailment, PPA re-negotiation, Delay in Payments for Kerala.
- Financing & Implementation Issues: Discussing Key Bottlenecks and Driving Factors for Assessing Further Growth Potential.
- Understanding (BOO, BOT and BOOT) Business Models – Drivers and Challenges; Which Model will suit you the best?
- Identifying New Business Opportunities and Developing Alternative Financial Models in Kerala
- Attracting New Investments: Key issues in project execution, financing and localization of projects in the kerala state
- Soura subsidy program being implemented by the Kerala government
- The benefit of the Latest Tender for Solar PV Systems at Various Households In Kerala.
- Progress of Kerala State and central solar bids.
- Status of Solar Parks, Evacuation challenges in Kerala

★ **Panel Discussion-**

- 1) Mr. Noushad S, Assistant Executive Engineer, Soura Projects - Kerala state Electricity Board.
- 2) Mr. Narasimhan C, CMD – Raasi Group of Companies
- 3) Mr. Manu M Venu, District Engineer –ANERT
- 4) Mr. Terance Alex, Founder and CEO – WattSun Energy India Pvt Ltd. **(MODERATOR)**
- 5) Mr. Srikanth Suresh Kumar, AGM- BD – Amp Energy India
- 6) Mr. Sam Roofus, GM –INKEL Ltd.
- 7) Mr. Ramachandran Pakshirajan VP – Business Development – EKI Energy Services Ltd.
- 8) Ms. Rajeshwari Nair, MD – Kromtech Power India Pvt Ltd.
- 9) Mr. Fijo Jose, CEO – Ace Technologies

**11:30-12:00 Netwoking: Tea/Coffee Break**

**12:00-13:00 Company PPT Session for Sponsors (10-15 mins each speaker) :**

- 1) Mr. Jatin Sharma – Manager – Channel Sales Specialist – **Sungrow India Pvt Ltd.**
- 2) Mr. Ravi Kumar, Product Engineer – **Gautam Solar Private Limited.**
- 3) Mr. Unni P T, Sr. Manager -**Waaree Energies Ltd.**
- 4) Mr. Bharat Kumar Meghwal, Senior Technical Manager - **Sineng Electric Co., Ltd.**
- 5) Mr. Manish Asija, Managing Director – **enPossibilities Private Limited**

**13:00-14:00 Networking Lunch**

**14:00-15:00 Kerala State Annual Solar Awards**

**15:00-16:00 Rooftop & Distributed Solar in Kerala**

★ **Panel Discussion-**

- Role Of Government In Quality Maintenance Of Solar Rooftop Projects In A Competitive Environment
- Government policies concerning residential rooftops and distributed solar In Kerala.
- Key trends, opportunities & challenges in up scaling & mainstreaming residential rooftop solar energy in Kerala.
- Regulatory challenges and Emerging business models in rooftop sector, Rooftop business models
- Overview of Net Metering Policy of the state and Challenges Faced in its Implementation
- Energy Storage and Grid Integration Technologies for Solar Rooftop Projects in Kerala
- Rooftop Solar Business Growth Potential – Residential Rooftop, Commercial Rooftop and Industrial Projects
- Reducing the Risk of Solar Rooftop for End Users
- Tariff and Cost Benefit Analysis for Industrial, Commercial and Residential Consumers
- Cost Benefit Analysis of Installing Rooftop Solar Projects
- Households are free to install rooftop solar by any vendor under govt scheme: MNRE.
- Benefits, Costs, and Smart Policies in Solar Residential Rooftop & Grid Integration in Kerala.
- Financing residential rooftop projects - retail financing and developer finance in Kerala.
- Schemes/ Policies for Discoms – Residential Solar Rooftop in Kerala & Residential Rooftop business models for Kerala state.
- Maximum Rooftop Installation in Kerala has Net-Metering Facility?
- Gross Metering vs. NetMetering, Standardization of bidding documents and tenders

★ **Panelists-**

- 1) Mr. Prashanth Byndoor, Regional Head – South, Sales & Marketing – Adani Solar
- 2) Mr. Ajay Thomas, Chief Executive Officer – Vatsaa Energy Pvt Ltd **(MODERATOR)**
- 3) Mr. Mohammed Fayaz Salam, CEO and Director of Operations – Moopens Energy Solutions Pvt Ltd.
- 4) Mr. Venkat Kumar Tangirala, Managing Director – Windstream Energy Technologies India Pvt Ltd
- 5) Mr. Narayanan MR, Chairman – Adtech Systems Ltd.
- 6) Mr. Manish Asija, Managing Director – enPossibilities Private Limited
- 7) Mr. Thejas Babu, Founder & Managing Director – Thapas Energy
- 8) Mr. Thulasidas Nandajan, Founder & CEO – Tharayil Power & Energy Solutions Pvt Ltd
- 9) Mr. Shaji Sebastian, President – Industrial Electricity Consumers Consortium Kerala
- 10) Mr. Avinash, Manager (Technical) – Power One Microsystems Pvt Ltd.

**16:00-17:00 Manufacturing, Technology, EPC and O&M- Session (1)**

★ **Panel Discussion-**

- Manufacturing in India: Evaluating Make in India for solar (special emphasis on Kerala State)
- Importance of equipment quality in plant operation and performance
- Identifying Technical hurdles during implementation
- Financing Models: New Finance Models For Rooftop Projects; Learning From Global Developments
- Minimum Installation capacity at a single location.
- Emerging Options of Financing of Solar Residential Rooftop Projects. Rooftop Solar O&M for Residential Rooftop Portfolio.
- Module pricing road map and impact on project commissioning.
- Emerging technologies in solar: Half Cell Module; 1500V Inverters; Storage etc.
- Offgrid solar applications: water pumping, home lighting, rural & agri applications
- Solar diesel hybrid systems
- Regulatory challenges & Future prospects
- Identifying Technical hurdles during implementation.
- EPC quality and impact on plant performance
- Ultra low project bids and impact on EPC and O&M service providers
- Performance evaluation of installed projects in Kerala State
- Use of drones and other technologies in O&M delivery
- Importance of equipment quality in plant operation and performance
- Advanced technologies for solar O&M:

The discussion will focus on new and up-coming technologies that have made or have the potential to make an impact in O&M

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- 1) Mr. Jatin Sharma – Manager – Channel Sales Specialist – Sungrow India Pvt Ltd
- 2) Mr. Ravi Kumar, Product Engineer – Gautam Solar Private Limited
- 3) Mr. Madhu Pathanipadam, Managing Director – Solar Tech
- 4) Mr. Raja Kumar Kugarthi, Regional Sales Manager – South – Saatvik Green Energy (P) Ltd **(MODERATOR)**
- 5) Mr. Saravanan Muthuswamy, DGM, Sales & BD, South Region – Navitas Solar
- 6) Mr. Mohamed Shaffeeq, N-Founder and CEO – Illumine Energy
- 7) Mr. Sijo Varghese, CEO – Green Roof Solar
- 8) Mr. Safeer Kamal, Director – Axis Power
- 9) Mr. C M Varughese, CEO – Ever Green Energy Technologies Pvt Ltd

**17:00-18:00 Manufacturing, Technology, EPC and O&M- Session (2)**

★ **Panel Discussion-**

- Manufacturing in India: Evaluating Make in India for solar (special emphasis on Kerala State)
- Importance of equipment quality in plant operation and performance
- Identifying Technical hurdles during implementation
- Financing Models: New Finance Models For Rooftop Projects; Learning From Global Developments
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- 1) Mr. Manoj MS, Managing Director – Soura Natural Energy Solutions India Pvt Ltd
- 2) Mr. AL Nishan Shahul, BD Manager – Almiya Future Energies Pvt Ltd
- 3) Mr. G. Sivaramakrishnan, Clean Energy Consultant - Quantech Energy Solutions and Services **(MODERATOR)**
- 4) Mr. Sanjay Kondaas, MD/Founder – Kondaas Automation Pvt Ltd
- 5) Mr. K N Iyer, MD – Kraftwork Solar Energy Pvt Ltd
- 6) Mr. Ayoob Puthooril, Managing Partner – Nestro Solar
- 7) Mr. Vijai Venkidaswamy, Head Renewable Energy – DEIF
- 8) Mr. Raj kiran K.J, VP- Marketing - Turnon Energy India Private Limited

**18:00- 18:30 Networking: Tea/Coffee**