



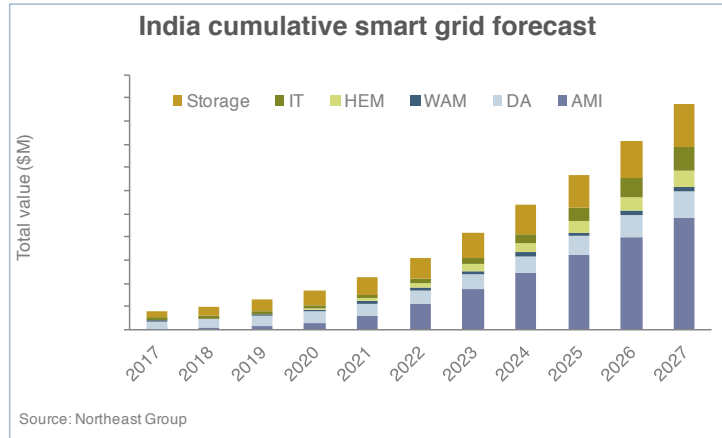
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India Smart Grid: Market Forecast (2017 – 2027)

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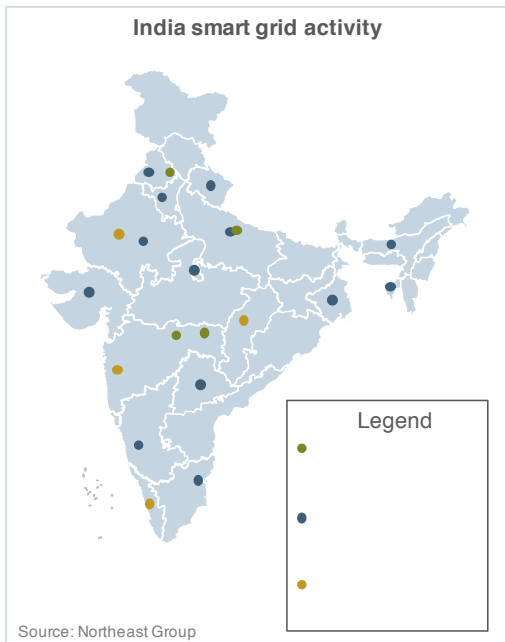
India Smart Grid: Market Forecast (2017-2027)

India represents what is arguably the best smart grid market opportunity among all emerging market countries. It has the second largest electricity customer market size in the world. Unlike China, which has the largest, the Indian market will be open to international vendors, as stated in the central government's smart grid development strategy. This



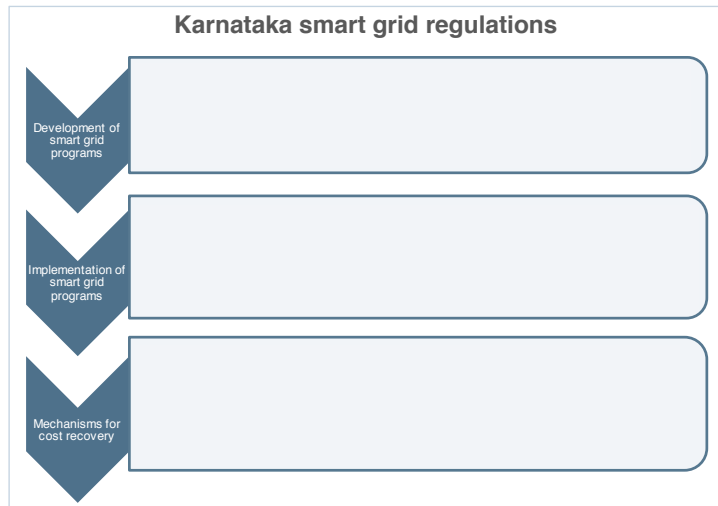
will create very significant market opportunities for the leading global players. Vendors from across Europe, North America, and Asia have already participated in small-scale pilots and grid upgrade projects, and have been linked with announcements of large-scale rollouts by Indian utilities that are upcoming in the next several years.

India has power sector market conditions that will require significant smart grid infrastructure investment. It has one of the highest transmission and distribution (T&D) loss rates in the world. In some states, the T&D loss rates exceed 50%, and almost all states have loss rates above 15%. Most Indian utilities fail to achieve cost recovery, and smart grid investment will be an important tool for utilities to reduce losses and improve revenue collection and operational efficiency.

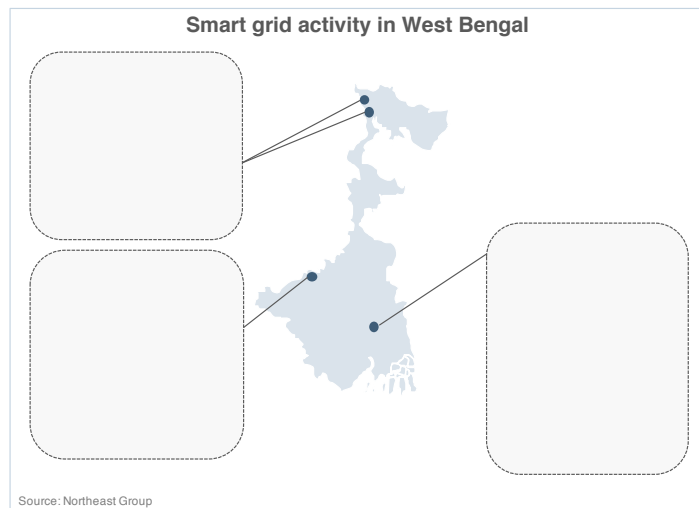


The Indian central government has taken several measures to support smart grid development, including financial revitalization programs for utilities, the establishment of a central smart grid agency, and the publication of recommended financing strategies for early deployments.

With strong drivers and a willing government, the medium-to-long term smart grid opportunities in India are enormous. In the near term, the environment may be more challenging. India's power sector is fragmented and complicated. As in the United States, each state has its own regulatory commission. Industry structure and regulations can vary widely in India from state to state. Understanding the dynamics of each state will be critical to participating in this market.



Overall, India is one of the most unique smart grid markets in the world. It combines enormous market potential and a high GDP growth rate with complex regulatory structures and low per-capita income. Challenges are certain to persist, but the government's commitment to addressing India's significant power sector challenges by investing in smart grid infrastructure ensures strong market growth throughout the coming decade.



Key questions answered in this study:

- How large will the smart grid market be across India over the next decade?
- What policies is the Government of India pursuing to support smart grid development?
- How will investment opportunities differ across various state regulatory frameworks?
- How will smart grid projects be financed in the near-to-medium term in India?
- How will rapid renewable energy expansion impact smart grid investment?
- Who are the most active local and international vendors in the India market?

Deliverables: 230-page PDF copy of the study, executive summary PowerPoint and Excel dataset.

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