

EESL and GAIL sign an MoU for Trigeneration projects

New Delhi, June 03, 2020: GAIL (India) Limited and Energy Efficiency Services Limited (EESL) has signed a Memorandum of Understanding (MoU) today in New Delhi for cooperation in development of Trigeneration projects in India.

The MoU aims at building a closer strategic partnership between the two companies by jointly exploring business opportunities in Trigeneration business segment in India. Under this MOU, GAIL & EESL shall jointly undertake studies and if found viable, 50:50 joint venture between GAIL & EESL will be incorporated for undertaking Trigeneration projects. Shri Santanu Roy, Executive Director (Business Development & Project Development) signed the MoU on the behalf of GAIL, while Shri Amit Kumar Kaushik, Executive Director (Strategic Growth) inked the MoU on the behalf of EESL in the august presence of Shri Manoj Jain, C&MD - GAIL and Shri Saurabh Kumar, MD - EESL through video conference.

Trigeneration or Combined Cooling, Heat and Power (CCHP) typically involves natural gas-fired generators to produce electricity. The waste heat from flue gas is recovered to produce hot water / steam which in turn used for heating purposes and also in absorption chillers for cooling.

During the signing ceremony, Shri Manoj Jain stated, *“There is a significant market potential for trigeneration projects in India, particularly small industrial & commercial sectors and office buildings. As trigeneration business is at initial stage, the collaboration would enable to take first mover advantage in the trigeneration business similar to GAIL’s city gas business. Further, it would also push gas usage in new applications which is in line with GAIL’s Strategy 2030. Accordingly, the strategic partnership between GAIL & EESL is a win-win situation for both the companies”*.

Shri Saurabh Kumar, Managing Director, EESL added, *“The intervention potential of trigeneration technology in revolutionising India’s energy landscape is significant. EESL is proud to pioneer the effort towards harnessing this potential with GAIL which will set a precedent for upcoming trigeneration projects. I wish both the parties all the very best for the successful implementation of this initiative”*.



About EESL

Energy Efficiency Services Limited (EESL), under the administration of Ministry of Power, Government of India, is working towards mainstreaming energy efficiency and is implementing the world's largest energy efficiency portfolio in the country. Driven by the mission of Enabling More – more transparency, more transformation, and more innovation, EESL aims to create market access for efficient and future-ready transformative solutions that create a win-win situation for every stakeholder. By 2020, EESL seeks to be a US\$ 1.5 billion (INR 10,000 crore) company.

EESL has pioneered innovative business approaches to successfully roll-out large-scale programs that allow for incentive alignment across the value chain and rapidly drive transformative impact. EESL aims to leverage this implementation experience and explore new overseas market opportunities for diversification of its portfolio. As on date, EESL has begun its operations in UK, South Asia and South-East Asia.

About GAIL

GAIL (India) Limited is India's leading natural gas company with diversified interests across the natural gas value chain of trading, transmission, LPG production & transmission, LNG re-gasification, petrochemicals, city gas, renewables, E&P, etc. GAIL also has global presence and business interests in USA, Singapore, Myanmar, China, and Egypt.

GAIL owns and operates a network of around 11,400 km of high-pressure trunk pipelines. It is working concurrently on multiple pipeline projects, aggregating over 5400 kms at an investment of about Rs. 24,000 crores, to operate over 16,000 kms by 2021. GAIL commands 75% market share in gas transmission and has a Gas trading share of over 50% in India. GAIL also has a formidable market share in City Gas Distribution and is currently operating in 38 cities/Geographical Areas directly and through its eight Joint ventures/ subsidiaries.