

Adani Energy Solutions Targets Tenfold Growth in Commercial and Industrial Segment



Adani Energy Solutions Ltd. (AESL) is poised for aggressive expansion in its commercial and industrial (C&I) sector, aiming for a tenfold increase in its aggregate load demand to 7,000 megawatts (MW) over the next five years. This ambitious growth strategy, announced on Sunday, July 27, 2025, reflects AESL's commitment to providing tailored green energy and reliable power solutions to a burgeoning market, expanding beyond its traditional transmission and distribution businesses.

Kandarp Patel, CEO of AESL, outlined the company's vision during an investor call, stating, "We are targeting to serve an aggregate load demand of 7,000 MW in five years, from the 717 MW we are doing currently." This significant leap in capacity underscores the company's strategic pivot towards a segment that currently contributes a smaller portion of its revenue and profitability. The C&I sector, which accounts for approximately 40-45% of India's total energy demand, presents a substantial opportunity for growth, particularly as regulations allow large users (with loads of 1 MW and above) to choose their power providers.

AESL plans to attract these bulk users by offering customized solutions that encompass green power and enhanced supply reliability. This will involve strategic tie-ups with Battery Storage Service (BSS) players to provide Round-the-Clock (RTC) green power, ensuring uninterrupted energy supply. The company is initially focusing its expansion efforts on industrial states such as Maharashtra, Gujarat, and Rajasthan before broadening its reach across the nation.

Beyond the C&I segment, AESL is also making significant strides in its smart metering and centralized cooling services. The company aims to install 7 million smart meters in the fiscal year 2026, having substantially increased its daily installation rate to between 25,000 and 27,000 meters. This rapid deployment has already seen 2.4 million meters installed in the current quarter, contributing to a total installed base of 5.54 million meters. AESL is confident of maintaining its 22% market share in the smart meter space as further bids for 120 million meters come to fruition.

In its nascent centralized cooling solutions business, AESL is currently implementing projects with a combined capacity of 52,000 tonnes of refrigeration (TR), including India's largest such facility, a 45,000 TR plant in Mundra. The company eyes projects worth a quarter million TR, indicating a strong commitment to this emerging market. These diversified strategies highlight Adani Energy Solutions' comprehensive approach to transforming India's energy landscape, positioning itself as a key player in the nation's ongoing energy transition and infrastructure development.