

## **CHAPTER-6**

### **SALES FORECAST FOR MYT PERIOD FY-26 to FY-28**

In order to estimate ERC, the accurate sale forecast is necessary. The energy sale for control period depends upon the population, policies of the Government, the various schemes under implementation, the No. of hours of supply available to consumers etc. These facts have an impact on growth of installations. Hence, HESCOM has analyzed the growth of installations in the area of supply for the period from FY-19 to FY-24 and forecast of the expected sales for each year of the control period is projected as per Regulation No. 17 of the KERC (Multi Year Transmission, Distribution and Retail Supply Tariff) Regulations 2024. Due to various reasons, some of the installations across the categories are being dismantled. This fact is also considered in estimation of sale forecast. In order to have accurate sale forecast, year-end number of installations and total energy sold across the categories during respective year is reviewed to ascertain the growth.

**Projection for FY-26 to FY-28 is based on the lower of the CAGRs for the period FY 19 to FY 24 and for the period FY 21 to FY 24. Wherever CAGR is not appropriate, some modification is also done in some of the categories as explained below:**

#### **Installations:**

The number of installations is projected for FY-26 to FY-28, based on CAGR for the period FY 19 - FY 24 and for the period FY 21 - FY 24 considering only live installations. The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

CAGR is calculated as under:

$$\text{CAGR} = \{(Y_n/Y_i)^{1/(n-1)} - 1\} * 100$$

For estimating CAGR for the period FY 19 - FY 24,

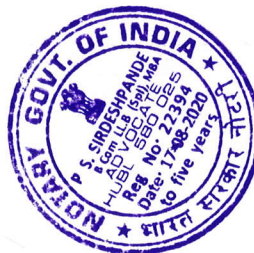
$Y_n$  is the data pertaining to FY-24.

$Y_i$  is the data pertaining to FY-19 and  $n=6$ .

For estimating CAGR for the period FY 21 - FY 24.

$Y_n$  is the data pertaining to FY-24.

$Y_i$  is the data pertaining to FY-21 and  $n=4$ .



  
**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**Growth of Installations as per CAGR for FY 19 to FY 24**

Tariff	FY-19	FY-24	Increase	Yn= FY-24	Yi=FY-19	n=6	CAGR
	No. of live installations	No. of live installations		1/(n-1)	Yn/Yi	Yn/Yi <sup>1/(n-1)</sup>	$[(Yn/Yi^{1/(n-1)})-1]*100$
LT-1	3240423	3643952	403529	0.20	1.125	1.024	2.38
LT-2	6445	6841	396	0.20	1.061	1.012	1.20
LT-3	339952	412404	72452	0.20	1.213	1.039	3.94
LT-4(a)	918133	1023972	105839	0.20	1.115	1.022	2.21
LT- 4b	610	532	-78	0.20	0.872	0.973	-2.70
LT- 4c	366	496	130	0.20	1.355	1.063	6.27
LT-5	101915	101614	-301	0.20	0.997	0.999	-0.06
LT-6(a)	42717	47153	4436	0.20	1.104	1.020	2.00
LT-6(b)	23152	30329	7177	0.20	1.310	1.055	5.55
LT-6(c)	0	32	32	-	-	-	-
LT-7	43615	71322	27707	0.20	1.635	1.103	10.34
<b>LT Total</b>	<b>4717328</b>	<b>5338647</b>	<b>621319</b>	<b>0.20</b>	<b>1.132</b>	<b>1.025</b>	<b>2.51</b>
HT-1	356	430	74	0.20	1.208	1.038	3.85
HT-2(a)	1681	1906	225	0.20	1.134	1.025	2.54
HT - 2(b)	589	686	97	0.20	1.165	1.031	3.10
HT-2 (C )	320	413	93	0.20	1.291	1.052	5.23
HT-3	133	102	-31	0.20	0.767	0.948	-5.17
HT-4	30	27	-3	0.20	0.900	0.979	-2.09
HT-5	44	74	30	0.20	1.682	1.110	10.96
HT-6	2	1	-1	0.20	0.500	0.871	-12.94
HT-7	134	240	106	0.20	1.791	1.124	12.36
<b>HT Total</b>	<b>3289</b>	<b>3879</b>	<b>590</b>	<b>0.20</b>	<b>1.179</b>	<b>1.034</b>	<b>3.35</b>
<b>LT+HT Total</b>	<b>4720617</b>	<b>5342526</b>	<b>621909</b>	<b>0.20</b>	<b>1.132</b>	<b>1.025</b>	<b>2.51</b>

**Growth of Installations as per CAGR for FY 21 to FY 24**

Tariff	FY-21	FY-24	Increase	Yn= FY-24	Yi=FY-21	n=4	CAGR
	No. of live installations	No. of live installations		1/(n-1)	Yn/Yi	Yn/Yi <sup>1/(n-1)</sup>	$[(Yn/Yi^{1/(n-1)})-1]*100$
LT-1	3445867	3643952	198085	0.333	1.06	1.019	1.88
LT-2	6578	6841	263	0.333	1.04	1.013	1.32
LT-3	369917	412404	42487	0.333	1.11	1.037	3.69
LT-4(a)	958801	1023972	65171	0.333	1.07	1.022	2.22
LT - 4b	559	532	-27	0.333	0.95	0.984	-1.64
LT- 4c	424	496	72	0.333	1.17	1.054	5.37
LT-5	102249	101614	-635	0.333	0.99	0.998	-0.21
LT-6(a)	45804	47153	1349	0.333	1.03	1.010	0.97
LT-6(b)	25202	30329	5127	0.333	1.20	1.064	6.37
LT-6(c)	0	32	32	-	-	-	-
LT-7	56382	71322	14940	0.333	1.26	1.082	8.15
<b>LT Total</b>	<b>5011783</b>	<b>5338647</b>	<b>326864</b>	<b>0.333</b>	<b>1.07</b>	<b>1.021</b>	<b>2.13</b>



HT-1	405	430	25	0.333	1.06	1.020	2.02
HT-2(a)	1835	1906	71	0.333	1.04	1.013	1.27
HT - 2(b)	657	686	29	0.333	1.04	1.015	1.45
HT-2 (C )	366	413	47	0.333	1.13	1.041	4.11
HT-3	150	102	-48	0.333	0.68	0.879	-12.06
HT-4	27	27	0	0.333	1.00	1.000	0.00
HT-5	46	74	28	0.333	1.61	1.172	17.17
HT-6	1	1	0	0.333	1.00	1.000	0.00
HT-7	154	240	86	0.333	1.56	1.159	15.94
HT	3641	3879	238	0.333	1.07	1.021	2.13
LT+HT	5015424	5342526	327102	0.333	1.07	1.021	2.13

#### LT-1 Domestic installations

SI No.	Particulars	No. of Installations
1	Number of live installations in FY-24	3643952
2	Number of installations in FY-19	3240423
3	Increase in number of installations	403529
4	Increase in growth as per CAGR FY-19 to FY-24	2.38%
5	Number of installations in FY-21	3445867
6	Increase in number of installations	198085
7	Increase in growth as per CAGR FY-21 to FY-24	1.88%
8	Number of installations projected for FY-26	3782295
9	Number of installations projected for FY-27	3853424
10	Number of installations projected for FY-28	3925890

#### LT-2 Private & Professional Educational Institutions, Private Hospitals and Nursing Homes:

SI No.	Particulars	No. of Installations
1	Number of live installations in FY-24	6841
2	Number of installations in FY-19	6445
3	Increase in number of installations	396
4	Increase in growth as per CAGR FY-19 to FY-24	1.20%
5	Number of installations in FY-21	6578
6	Increase in number of installations	263
7	Increase in growth as per CAGR FY-21 to FY-24	1.32%
8	Number of installations projected for FY-26	7006
9	Number of installations projected for FY-27	7090
10	Number of installations projected for FY-28	7175

#### LT-3 Commercial Installations including Permanent supply to Advertising Hoardings:

SI No.	Particulars	No. of Installations
1	Number of live installations in FY-24	412404
2	Number of installations in FY-19	339952
3	Increase in number of installations	72452
4	Increase in growth as per CAGR FY-19 to FY-24	3.94%
5	Number of installations in FY-21	369917
6	Increase in number of installations	42487
7	Increase in growth as per CAGR FY-21 to FY-24	3.69%
8	Number of installations projected for FY-26	443407

9	Number of installations projected for FY-27	459771
10	Number of installations projected for FY-28	476739

**LT-4(a) IP Sets up to and inclusive of 10 HP:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	1023972
2	Number of installations in FY-19	918133
3	Increase in number of installations	105839
4	Increase in growth as per CAGR FY-19 to FY-24	2.21%
5	Number of installations in FY-21	958801
6	Increase in number of installations	65171
7	Increase in growth as per CAGR FY-21 to FY-24	2.22%
8	Number of installations projected for FY-26	1063972
9	Number of installations projected for FY-27	1083972
10	Number of installations projected for FY-28	1103972

**Note:** HESCOM has projected 20,000 numbers of installations that may be serviced in each year for FY-25 to FY-28 considering the additions in previous years.



**LT-4(b) IP Sets - Above 10 HP:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	532
2	Number of installations in FY-19	610
3	Increase in number of installations	(-) 78
4	Increase in growth as per CAGR FY-19 to FY-24	(-) 2.70%
5	Number of installations in FY-21	559
6	Increase in number of installations	(-) 27
7	Increase in growth as per CAGR FY-21 to FY-24	(-) 1.64%
8	Number of installations projected for FY-26	532
9	Number of installations projected for FY-27	532
10	Number of installations projected for FY-28	532

**Note:** Growth rate is negative as per CAGR FY-19 to FY-24 and CAGR FY-21 to FY-24. Hence the growth is not considered and existing number of installations is retained for FY-26 to FY-28.

**LT-4(c) IP Sets - Pvt Horticultural, Nurseries, Coffee, Tea & Rubber plantations:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	496
2	Number of installations in FY-19	366
3	Increase in number of installations	130
4	Increase in growth as per CAGR FY-19 to FY-24	6.27%
5	Number of installations in FY-21	424
6	Increase in number of installations	72
7	Increase in growth as per CAGR FY-21 to FY-24	5.37%
8	Number of installations projected for FY-26	551



9	Number of installations projected for FY-27	580
10	Number of installations projected for FY-28	611

#### **LT-5 LT Industries:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	101614
2	Number of installations in FY-19	101915
3	Increase in number of installations	(-) 301
4	Increase in growth as per CAGR FY-19 to FY-24	(-) 0.06%
5	Number of installations in FY-21	102249
6	Increase in number of installations	(-) 635
7	Increase in growth as per CAGR FY-21 to FY-24	(-) 0.21%
8	Number of installations projected for FY-26	103226
9	Number of installations projected for FY-27	104041
10	Number of installations projected for FY-28	104863

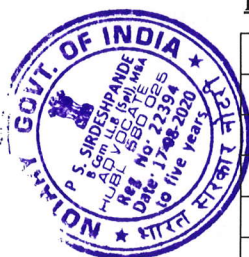
Note: Growth rate is negative as per CAGR FY-19 to FY-24 and CAGR FY-21 to FY-24. Hence the CAGR FY-18 to FY-23 (0.79%) is considered for projection.

#### **LT-6 (a) Water Supply:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	47153
2	Number of installations in FY-19	42717
3	Increase in number of installations	4436
4	Increase in growth as per CAGR FY-19 to FY-24	2.00%
5	Number of installations in FY-21	45804
6	Increase in number of installations	1349
7	Increase in growth as per CAGR FY-21 to FY-24	0.97%
8	Number of installations projected for FY-26	48074
9	Number of installations projected for FY-27	48542
10	Number of installations projected for FY-28	49014

#### **LT-6 (b) Public Lighting:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	30329
2	Number of installations in FY-19	23152
3	Increase in number of installations	7177
4	Increase in growth as per CAGR FY-19 to FY-24	5.55%
5	Number of installations in FY-21	25202
6	Increase in number of installations	5127
7	Increase in growth as per CAGR FY-21 to FY-24	6.37%
8	Number of installations projected for FY-26	33788
9	Number of installations projected for FY-27	35663
10	Number of installations projected for FY-28	37642



**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**LT-6 (c) Electric Vehicle Charging Station and Battery Swapping Stations**

5 Nos. of installations serviced in FY-23 and 27 Nos. of installations added in FY-24. The Hon'ble KERC has approved 60 numbers on installations for FY-25 in Tariff Order 2024. Considering the present trend and expecting 50% CAGR growth, 90, 135 and 203 Nos. of installations are projected for FY-26, FY-27 and FY-28 respectively.

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	32
2	Number of installations in FY-19	0
3	Increase in number of installations	32
4	Number of installations in FY-21	0
5	Increase in number of installations	32
6	Number of installations projected for FY-26	90
7	Number of installations projected for FY-27	135
8	Number of installations projected for FY-28	203

**LT-7 Temporary Supply:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	71322
2	Number of installations in FY-19	43615
3	Increase in number of installations	27707
4	Increase in growth as per CAGR FY-19 to FY-24	10.34%
5	Number of installations in FY-21	56382
6	Increase in number of installations	14940
7	Increase in growth as per CAGR FY-21 to FY-24	8.15%
8	Number of installations projected for FY-26	83422
9	Number of installations projected for FY-27	90221
10	Number of installations projected for FY-28	97574

**HT-1 Water Supply, Sewerage Installations:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	430
2	Number of installations in FY-19	356
3	Increase in number of installations	74
4	Increase in growth as per CAGR FY-19 to FY-24	3.85%
5	Number of installations in FY-21	405
6	Increase in number of installations	25
7	Increase in growth as per CAGR FY-21 to FY-24	2.02%
8	Number of installations projected for FY-26	448
9	Number of installations projected for FY-27	457
10	Number of installations projected for FY-28	466



**HT-2 (a) Industrial:**

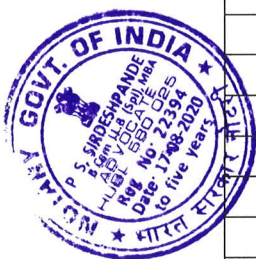
Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	1906
2	Number of installations in FY-19	1681
3	Increase in number of installations	225
4	Increase in growth as per CAGR FY-19 to FY-24	2.54%
5	Number of installations in FY-21	1835
6	Increase in number of installations	71
7	Increase in growth as per CAGR FY-21 to FY-24	1.27%
8	Number of installations projected for FY-26	1955
9	Number of installations projected for FY-27	1980
10	Number of installations projected for FY-28	2005

**HT-2 (b) Commercial:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	686
2	Number of installations in FY-19	589
3	Increase in number of installations	97
4	Increase in growth as per CAGR FY-19 to FY-24	3.10%
5	Number of installations in FY-21	657
6	Increase in number of installations	29
7	Increase in growth as per CAGR FY-21 to FY-24	1.45%
8	Number of installations projected for FY-26	706
9	Number of installations projected for FY-27	716
10	Number of installations projected for FY-28	727

**HT-2 (c) Hospitals and Educational Institutions.**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	413
2	Number of installations in FY-19	320
3	Increase in number of installations	93
4	Increase in growth as per CAGR FY-19 to FY-24	5.23%
5	Number of installations in FY-21	366
6	Increase in number of installations	47
7	Increase in growth as per CAGR FY-21 to FY-24	4.11%
8	Number of installations projected for FY-26	448
9	Number of installations projected for FY-27	466
10	Number of installations projected for FY-28	486



*[Signature]*  
**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**HT-3 Lift Irrigation Schemes (Other than Govt Schemes):**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	102
2	Number of installations in FY-19	133
3	Increase in number of installations	(-) 31
4	Increase in growth as per CAGR FY-19 to FY-24	(-) 5.17%
5	Number of installations in FY-21	150
6	Increase in number of installations	(-) 48
7	Increase in growth as per CAGR FY-21 to FY-24	(-) 12.06%
8	Number of installations projected for FY-26	102
9	Number of installations projected for FY-27	102
10	Number of installations projected for FY-28	102

Note: Growth rate is negative as per CAGR FY-19 to FY-24 and CAGR FY-21 to FY-24. Hence the growth is not considered and existing number of installations is retained for FY-26 to FY-28.

**HT-4 Resident. Apartments/Colonies:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	27
2	Number of installations in FY-19	30
3	Increase in number of installations	(-)3
4	Increase in growth as per CAGR FY-19 to FY-24	(-)2.09%
5	Number of installations in FY-21	27
6	Increase in number of installations	27
7	Increase in growth as per CAGR FY-21 to FY-24	0 %
8	Number of installations projected for FY-26	28
9	Number of installations projected for FY-27	28
10	Number of installations projected for FY-28	28

Note: Growth rate is negative as per CAGR FY-19 to FY-24 and there is no growth as per CAGR FY-21 to FY-24. Hence the CAGR FY-20 to FY-23 (1.22%) is considered for projection.



*[Signature]*  
**CONTROLLER (A & R),  
HESCOM, Hubballi.**



**HT- 5 Temporary Supply (above 67 HP):**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	74
2	Number of installations in FY-19	44
3	Increase in number of installations	30
4	Increase in growth as per CAGR FY-19 to FY-24	10.96%
5	Number of installations in FY-21	46
6	Increase in number of installations	28
7	Increase in growth as per CAGR FY-21 to FY-24	17.17%
8	Number of installations projected for FY-26	91
9	Number of installations projected for FY-27	101
10	Number of installations projected for FY-28	112

**HT- 6 Irrigation & Agricultural Farms, Horticultural Farms, Plantations:**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	1
2	Number of installations in FY-19	2
3	Increase in number of installations	(-) 1
4	Increase in growth as per CAGR FY-19 to FY-24	(-) 12.94 %
5	Number of installations in FY-21	1
6	Increase in number of installations	1
7	Increase in growth as per CAGR FY-21 to FY-24	0%
8	Number of installations projected for FY-26	1
9	Number of installations projected for FY-27	1
10	Number of installations projected for FY-28	1

Note: Growth rate is negative as per CAGR FY-19 to FY-24 and there is no growth as per CAGR FY-21 to FY-24. Hence the CAGR FY-18 to FY-23 (8.45%) is considered for projection.

**HT-7 Lift Irrigation Schemes (Govt Schemes):**

Sl No.	Particulars	No. of Installations
1	Number of live installations in FY-24	240
2	Number of installations in FY-19	134
3	Increase in number of installations	106
4	Increase in growth as per CAGR FY-19 to FY-24	12.36%
5	Number of installations in FY-21	154
6	Increase in number of installations	86
7	Increase in growth as per CAGR FY-21 to FY-24	15.94%
8	Number of installations projected for FY-26	303

9	Number of installations projected for FY-27	340
10	Number of installations projected for FY-28	383

### HESCOM Projection of Consumers growth:

Number of consumers projected using CAGR method

Tariff	% Growth Projected	FY-26	FY-27	FY-28
LT-1	1.88%	3782295	3853424	3925890
LT-2	1.20%	7006	7090	7175
LT-3	3.69%	443407	459771	476739
LT-4(a)		1063972	1083972	1103972
LT - 4b	0.00%	532	532	532
LT- 4c	5.37%	551	580	611
LT-5	0.79%	103226	104041	104863
LT-6(a)	0.97%	48074	48542	49014
LT-6(b)	5.55%	33788	35663	37642
LT-6(c)	50.00%	90	135	203
LT-7	8.15%	83422	90221	97574
<b>LT Total</b>		<b>5566363</b>	<b>5683971</b>	<b>5804215</b>
HT-1	2.02%	448	457	466
HT-2(a)	1.27%	1955	1980	2005
HT - 2(b)	1.45%	706	716	727
HT-2 (C )	4.11%	448	466	486
HT-3	0.00%	102	102	102
HT-4	1.22%	28	28	28
HT-5	10.96%	91	101	112
HT-6	8.45%	1	1	1
HT-7	12.36%	303	340	383
<b>HT Total</b>		<b>4082</b>	<b>4191</b>	<b>4310</b>
<b>LT+HT</b>		<b>5570445</b>	<b>5688162</b>	<b>5808525</b>

### Energy sales:

#### Details of growth of Sales as per CAGR for FY 19-FY 24

Tariff	FY-19	FY-24	Increase	Yn= FY-24	Yi=FY-19	n=6	CAGR
				1/(n-1)	Yn/Yi	$Yn/Yi^{1/(n-1)}$	$[(Yn/Yi^{1/(n-1)})-1] * 100$
LT-1	1687.73	2098.23	410.49	0.20	1.24	1.04	4.45
LT-2	19.33	29.32	9.99	0.20	1.52	1.09	8.69
LT-3	465.14	667.97	202.83	0.20	1.44	1.08	7.51
LT-4(a)	6,729.14	8,933.42	2,204.28	0.20	1.33	1.06	5.83
LT - 4b	16.27	18.72	2.45	0.20	1.15	1.03	2.85
LT- 4c	0.72	1.40	0.68	0.20	1.94	1.14	14.22
LT-5	328.55	355.45	26.90	0.20	1.08	1.02	1.59



**Application for Approval of Annual Performance Review for FY-24 and Approval of ARR & ERC for MYT Period  
FY-26 to FY-28 and Tariff Filing for FY-26 to FY-28.**

LT-6(a)	311.69	419.97	108.28	0.20	1.35	1.06	6.14
LT-6(b)	149.79	180.77	30.98	0.20	1.21	1.04	3.83
LT-6(c)	-	0.17	0.17				
LT-7	32.46	43.67	11.22	0.20	1.35	1.06	6.12
<b>LT Total</b>	<b>9740.82</b>	<b>12749.09</b>	<b>3008.28</b>	<b>0.20</b>	<b>1.31</b>	<b>1.06</b>	<b>5.53</b>
HT-1	270.96	372.84	101.88	0.20	1.38	1.07	6.59
HT-2(a)	1,005.99	1,094.42	88.43	0.20	1.09	1.02	1.70
HT - 2(b)	129.15	150.32	21.17	0.20	1.16	1.03	3.08
HT-2 (C )	77.55	86.74	9.19	0.20	1.12	1.02	2.27
HT-3	127.42	197.60	70.18	0.20	1.55	1.09	9.17
HT-4	14.43	17.45	3.02	0.20	1.21	1.04	3.87
HT-5	8.07	49.71	41.64	0.20	6.16	1.44	43.85
HT-6	0.07	0.02	-0.05	0.20	0.31	0.79	-20.77
HT-7	209.40	377.10	167.69	0.20	1.80	1.12	12.48
<b>HT Total</b>	<b>1843.05</b>	<b>2346.20</b>	<b>503.16</b>	<b>0.20</b>	<b>1.27</b>	<b>1.05</b>	<b>4.95</b>
<b>LT+HT</b>	<b>11583.86</b>	<b>15095.30</b>	<b>3511.43</b>	<b>0.20</b>	<b>1.30</b>	<b>1.05</b>	<b>5.44</b>

**Details of growth of Sales as per CAGR for FY 21-FY 24**

Tariff	FY-21	FY-24	Increase	Yn= FY-24 1/(n-1)	Yi=FY-21 Yn/Yi	n=4 Yn/Yi <sup>1/(n-1)</sup>	CAGR [(Yn/Yi <sup>1/(n-1)</sup> )-1]*100
LT-1	1,908.02	2,098.23	190.20	0.33	1.10	1.03	3.22
LT-2	14.83	29.32	14.49	0.33	1.98	1.26	25.51
LT-3	462.74	667.97	205.23	0.33	1.44	1.13	13.02
LT-4(a)	5,938.82	8,933.42	2,994.61	0.33	1.50	1.15	14.58
LT- 4b	14.64	18.72	4.08	0.33	1.28	1.09	8.53
LT- 4c	0.85	1.40	0.55	0.33	1.65	1.18	18.09
LT-5	311.10	355.45	44.35	0.33	1.14	1.05	4.54
LT-6(a)	335.62	419.97	84.35	0.33	1.25	1.08	7.76
LT-6(b)	152.20	180.77	28.57	0.33	1.19	1.06	5.90
LT-6(c)		0.17	0.17				
LT-7	31.51	43.67	12.16	0.33	1.39	1.11	11.50
<b>LT Total</b>	<b>9,170.33</b>	<b>12,749.09</b>	<b>3,578.76</b>	<b>0.33</b>	<b>1.39</b>	<b>1.12</b>	<b>11.61</b>
HT-1	331.99	372.84	40.86	0.33	1.12	1.04	3.94
HT-2(a)	759.43	1,094.42	334.99	0.33	1.44	1.13	12.95
HT - 2(b)	100.35	150.32	49.96	0.33	1.50	1.14	14.42
HT-2 (C )	52.67	86.74	34.07	0.33	1.65	1.18	18.09
HT-3	106.70	197.60	90.91	0.33	1.79	1.21	22.81
HT-4	16.72	17.45	0.74	0.33	1.04	1.01	1.45
HT-5	7.05	49.71	42.66	0.33	7.05	1.92	91.76
HT-6	0.01	0.02	0.01	0.33	1.86	1.23	23.08
HT-7	214.86	377.10	162.24	0.33	1.76	1.21	20.62
<b>HT Total</b>	<b>1,589.77</b>	<b>2,346.20</b>	<b>756.43</b>	<b>0.33</b>	<b>1.48</b>	<b>1.14</b>	<b>13.85</b>
<b>LT+HT</b>	<b>10,760.10</b>	<b>15,095.30</b>	<b>4,335.18</b>	<b>0.33</b>	<b>1.40</b>	<b>1.12</b>	<b>11.95</b>

CHAPTER - 6 REVISED SALES FORECAST FOR MYT PERIOD FY-26 TO FY-28

**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**LT-1 Domestic installations:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	2098.23
2	Energy sold in FY-19	1687.73
3	Increase in the Sales FY-19 to FY-24	410.49
4	Increase in growth as per CAGR FY-19 to FY-24	4.45%
5	Energy sold in FY-21	1908.02
6	Increase in the Sales FY-21 to FY-24	190.20
7	Increase in growth as per CAGR FY-21 to FY-24	3.22%
8	Energy projected for FY-26	2289.14
9	Energy projected for FY-27	2391.01
10	Energy projected for FY-28	2497.42

**Note:** As strict lockdown was imposed all over India from 25 th March 2020 to May 2020, the domestic consumption has been increased in FY-21. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.

**LT-2 Private & Professional Educational Institutions, Private Hospitals and Nursing Homes:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	29.32
2	Energy sold in FY-19	19.33
3	Increase in the Sales FY-19 to FY-24	9.99
4	Increase in growth as per CAGR FY-19 to FY-24	8.69%
5	Energy sold in FY-21	14.83
6	Increase in the Sales FY-21 to FY-24	14.49
7	Increase in growth as per CAGR FY-21 to FY-24	25.51%
8	Energy projected for FY-26	34.64
9	Energy projected for FY-27	37.64
10	Energy projected for FY-28	40.92

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.



**CONTROLLER (A & R),  
HESCOM, Hubballi.**



**LT-3 Commercial Installations including Permanent supply to Advertising Hoardings:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	667.97
2	Energy sold in FY-19	465.14
3	Increase in the Sales FY-19 to FY-24	202.83
4	Increase in growth as per CAGR FY-19 to FY-24	7.51%
5	Energy sold in FY-21	462.74
6	Increase in the Sales FY-21 to FY-24	205.23
7	Increase in growth as per CAGR FY-21 to FY-24	13.02%
8	Energy projected for FY-26	772.01
9	Energy projected for FY-27	829.95
10	Energy projected for FY-28	892.26

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.

**Energy sales to IP Sets 10 HP & below -LT-4(a):**

Specific consumption for FY-24:

Sl No	Year	No. of IP Set installations less than 10 HP (LT4 (a))	Mid-year number of installations	Sales in MU	Specific consumption in units/installation/annum
1	FY 22-23	1007255			
2	FY 23-24	1023972	1015614	8933.42	8796.08

The agricultural consumption has been increased in FY-24 due to deficient rainfall. Hence specific consumption of FY-24 is not considered for projection. However, the average of approved specific consumption of last five years (FY-20 to FY-24) is calculated for projection as tabulated below:



*[Signature]*  
**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**Application for Approval of Annual Performance Review for FY-24 and Approval of ARR & ERC for MYT Period FY-26 to FY-28 and Tariff Filing for FY-26 to FY-28.**

Sl No	Year	APPTOVED No. of IP Set installations less than 10 HP (LT4 (a))	Mid-year number of installations	Sales in MU	APPROVED Specific consumption in units/installation/annum
	FY 18-19	930551			
1	FY 19-20	941725	936138	5985.90	6394.25
2	FY 20-21	958801	950263	5938.82	6249.66
3	FY 21-22	979306	969054	6603.46	6814.34
4	FY 22-23	1007255	993281	6476.23	6520.04
5	FY 23-24	1023972	1015614	8933.42	8796.08
	<b>TOTAL</b>		<b>4864350</b>	<b>33937.83</b>	
<b>Average Specific consumption</b>					<b>6976.85</b>

**Projection:**

Sl No	Year	No. of IP Set installations less than 10 HP (LT4 (a))	Mid-year number of installations	Specific consumption in units/installation/annum computed as above	Projected sales in MU
1	FY 24-25	1043972	1033972	6976.85	7213.87
2	FY 25-26	1063972	1053972	6976.85	7353.40
3	FY 26-27	1083972	1073972	6976.85	7492.94
4	FY 27-28	1103972	1093972	6976.85	7632.48

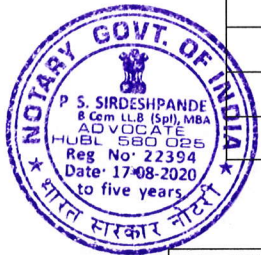
Sl No.	Particulars	In MU
1	Energy sold in FY-24	8933.42
2	Energy sold in FY-19	6729.14
3	Increase in the Sales FY-19 to FY-24	2204.28
4	Increase in growth as per CAGR FY-19 to FY-24	5.83%
5	Energy sold in FY-21	5938.82
6	Increase in the Sales FY-21 to FY-24	2994.61
7	Increase in growth as per CAGR FY-21 to FY-24	14.58%
8	Energy projected for FY-26	7353.40
9	Energy projected for FY-27	7492.94
10	Energy projected for FY-28	7632.48

**Actual Consumption for previous 5 years and projection for FY-25 to FY-28**

Tariff	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28
LT-4(a)	5985.90	5938.82	6603.46	6476.23	8933.42	7213.87	7353.40	7492.94	7632.48

**LT-4(b) IP Sets - Above 10 HP:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	18.72
2	Energy sold in FY-19	16.27
3	Increase in the Sales FY-19 to FY-24	2.45





4	Increase in growth as per CAGR FY-19 to FY-24	2.85%
5	Energy sold in FY-21	14.64
6	Increase in the Sales FY-21 to FY-24	4.08
7	Increase in growth as per CAGR FY-21 to FY-24	8.53%
8	Energy projected for FY-26	19.80
9	Energy projected for FY-27	20.36
10	Energy projected for FY-28	20.94

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**LT-4(c) IP Sets - Pvt Horticultural, Nurseries, Coffee, Tea & Rubber plantations:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	1.40
2	Energy sold in FY-19	0.72
3	Increase in the Sales FY-19 to FY-24	0.68
4	Increase in growth as per CAGR FY-19 to FY-24	14.22%
5	Energy sold in FY-21	0.85
6	Increase in the Sales FY-21 to FY-24	0.55
7	Increase in growth as per CAGR FY-21 to FY-24	18.09%
8	Energy projected for FY-26	1.82
9	Energy projected for FY-27	2.08
10	Energy projected for FY-28	2.38

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**LT-5 LT Industries:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	355.45
2	Energy sold in FY-19	328.55
3	Increase in the Sales FY-19 to FY-24	26.90
4	Increase in growth as per CAGR FY-19 to FY-24	1.59%
5	Energy sold in FY-21	311.10
6	Increase in the Sales FY-21 to FY-24	44.35
7	Increase in growth as per CAGR FY-21 to FY-24	4.54 %

8	Energy projected for FY-26	366.82
9	Energy projected for FY-27	372.64
10	Energy projected for FY-28	378.55

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.



**LT-6 (a) Water Supply:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	419.97
2	Energy sold in FY-19	311.69
3	Increase in the Sales FY-19 to FY-24	108.28
4	Increase in growth as per CAGR FY-19 to FY-24	6.14%
5	Energy sold in FY-21	335.62
6	Increase in the Sales FY-21 to FY-24	84.35
7	Increase in growth as per CAGR FY-21 to FY-24	7.76%
8	Energy projected for FY-26	473.17
9	Energy projected for FY-27	502.24
10	Energy projected for FY-28	533.10

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**LT-6 (b) Public Lighting:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	180.77
2	Energy sold in FY-19	149.79
3	Increase in the Sales FY-19 to FY-24	30.98
4	Increase in growth as per CAGR FY-19 to FY-24	3.83%
5	Energy sold in FY-21	152.20
6	Increase in the Sales FY-21 to FY-24	28.57
7	Increase in growth as per CAGR FY-21 to FY-24	5.90%
8	Energy projected for FY-26	194.89
9	Energy projected for FY-27	202.36
10	Energy projected for FY-28	210.11

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

CONTROLLER (A & R),  
HESCOM, Hubballi.

CONTROLLER (A & R),  
HESCOM, Hubballi.



**LT-6 (c) Electric Vehicle Charging Station and Battery Swapping Stations**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	0.17
2	Energy sold in FY-19	-
3	Increase in the Sales FY-19 to FY-24	-
4	Increase in growth as per CAGR FY-19 to FY-24	-
5	Energy sold in FY-21	-
6	Increase in the Sales FY-21 to FY-24	-
7	Increase in growth as per CAGR FY-21 to FY-24	-
8	Energy projected for FY-26	0.68
9	Energy projected for FY-27	1.02
10	Energy projected for FY-28	1.52

Specific consumption of FY-24 is considered for projection.

**LT-7 Temporary Supply**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	43.67
2	Energy sold in FY-19	32.46
3	Increase in the Sales FY-19 to FY-24	11.22
4	Increase in growth as per CAGR FY-19 to FY-24	6.12%
5	Energy sold in FY-21	31.51
6	Increase in the Sales FY-21 to FY-24	12.16
7	Increase in growth as per CAGR FY-21 to FY-24	11.50%
8	Energy projected for FY-26	49.18
9	Energy projected for FY-27	52.19
10	Energy projected for FY-28	55.38

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**HT-1 Water Supply, Sewerage Installations:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	372.84
2	Energy sold in FY-19	270.96
3	Increase in the Sales FY-19 to FY-24	101.88
4	Increase in growth as per CAGR FY-19 to FY-24	6.59%
5	Energy sold in FY-21	331.99
6	Increase in the Sales FY-21 to FY-24	40.86
7	Increase in growth as per CAGR FY-21 to FY-24	3.94%
8	Energy projected for FY-26	402.84
9	Energy projected for FY-27	418.73
10	Energy projected for FY-28	435.24

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.



**CONTROLLER (A & R),  
HESCOM, Hubballi.**

**HT-2 (a) Industrial:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	1094.42
2	Energy sold in FY-19	1005.99
3	Increase in the Sales FY-19 to FY-24	88.43
4	Increase in growth as per CAGR FY-19 to FY-24	1.70%
5	Energy sold in FY-21	759.43
6	Increase in the Sales FY-21 to FY-24	334.99
7	Increase in growth as per CAGR FY-21 to FY-24	12.95%
8	Energy projected for FY-26	1131.93
9	Energy projected for FY-27	1151.17
10	Energy projected for FY-28	1170.73

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.

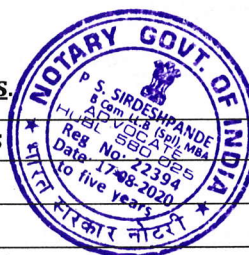
**HT-2 (b) Commercial:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	150.32
2	Energy sold in FY-19	129.15
3	Increase in the Sales FY-19 to FY-24	21.17
4	Increase in growth as per CAGR FY-19 to FY-24	3.08%
5	Energy sold in FY-21	100.35
6	Increase in the Sales FY-21 to FY-24	49.96
7	Increase in growth as per CAGR FY-21 to FY-24	14.42%
8	Energy projected for FY-26	159.72
9	Energy projected for FY-27	164.65
10	Energy projected for FY-28	169.72

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.

**HT-2 (c) Hospitals and Educational Institutions:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	86.74
2	Energy sold in FY-19	77.55
3	Increase in the Sales FY-19 to FY-24	9.19
4	Increase in growth as per CAGR FY-19 to FY-24	2.27%





5	Energy sold in FY-21	52.67
6	Increase in the Sales FY-21 to FY-24	34.07
7	Increase in growth as per CAGR FY-21 to FY-24	18.09%
8	Energy projected for FY-26	94.01
9	Energy projected for FY-27	97.88
10	Energy projected for FY-28	101.73

**Note:** The consumption in this category has been decreased in FY-21, as strict lockdown was imposed all over India from 25 th March 2020 to May 2020. Hence CAGR FY-21 to FY-24 is not considered for projection. As the growth rate is very low as per CAGR for the period FY 19 - FY 24, specific consumption is considered for projection.

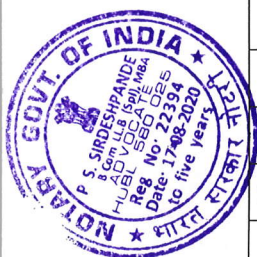
**HT-3 Lift Irrigation Schemes (other than Govt Schemes):**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	197.60
2	Energy sold in FY-19	127.42
3	Increase in the Sales FY-19 to FY-24	70.18
4	Increase in growth as per CAGR FY-19 to FY-24	9.17%
5	Energy sold in FY-21	106.70
6	Increase in the Sales FY-21 to FY-24	90.91
7	Increase in growth as per CAGR FY-21 to FY-24	22.81%
8	Energy projected for FY-26	235.51
9	Energy projected for FY-27	257.11
10	Energy projected for FY-28	280.69

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**HT-4 Resident. Apartments/Colonies:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	17.45
2	Energy sold in FY-19	14.43
3	Increase in the Sales FY-19 to FY-24	3.02
4	Increase in growth as per CAGR FY-19 to FY-24	3.87%
5	Energy sold in FY-21	16.72
6	Increase in the Sales FY-21 to FY-24	0.74
7	Increase in growth as per CAGR FY-21 to FY-24	1.45%



8	Energy projected for FY-26	18.83
9	Energy projected for FY-27	19.56
10	Energy projected for FY-28	20.32

**Note:** As strict lockdown was imposed all over India from 25 th March 2020 to May 2020, the domestic consumption has been increased in FY-21. Hence CAGR FY-21 to FY-24 is not considered for projection. The estimates based on the CAGR for the period FY 19 - FY 24 is considered for projection.

**HT- 5 Temporary Supply (above 67 HP):**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	49.71
2	Energy sold in FY-19	8.07
3	Increase in the Sales FY-19 to FY-24	41.64
4	Increase in growth as per CAGR FY-19 to FY-24	43.85%
5	Energy sold in FY-21	7.05
6	Increase in the Sales FY-21 to FY-24	42.66
7	Increase in growth as per CAGR FY-21 to FY-24	91.76%
8	Energy projected for FY-26	102.87
9	Energy projected for FY-27	147.98
10	Energy projected for FY-28	212.87

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**HT- 6 Irrigation & Agricultural Farms, Horticultural Farms, Plantations:**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	0.02
2	Energy sold in FY-19	0.07
3	Increase in the Sales FY-19 to FY-24	(-)0.05
4	Increase in growth as per CAGR FY-19 to FY-24	(-)20.77%
5	Energy sold in FY-21	0.01
6	Increase in the Sales FY-21 to FY-24	0.01
7	Increase in growth as per CAGR FY-21 to FY-24	23.08%
8	Energy projected for FY-26	0.01
9	Energy projected for FY-27	0.01
10	Energy projected for FY-28	0.01

**Note:** Growth rate is negative as per CAGR FY-19 to FY-24 and also abnormal as per CAGR FY-21 to FY-24, hence, specific consumption is considered for projection.



**CONTROLLER (A & R),  
HESCOM, Hubballi.**



**HT-7 Lift Irrigation Schemes (Govt Schemes):**

Sl No.	Particulars	In MU
1	Energy sold in FY-24	377.10
2	Energy sold in FY-19	209.40
3	Increase in the Sales FY-19 to FY-24	167.69
4	Increase in growth as per CAGR FY-19 to FY-24	12.48%
5	Energy sold in FY-21	214.86
6	Increase in the Sales FY-21 to FY-24	162.24
7	Increase in growth as per CAGR FY-21 to FY-24	20.62%
8	Energy projected for FY-26	449.44
9	Energy projected for FY-27	490.66
10	Energy projected for FY-28	535.66

**Note:** The estimates based on the lower of the CAGRs for the period FY 19 - FY 24 and for the period FY 21 - FY 24 is considered for projection.

**HESCOM Projection of Sales growth:**

Tariff	% Growth Projected	FY-26	FY-27	FY-28
LT-1	4.45%	2289.14	2391.01	2497.42
LT-2	8.69%	34.64	37.64	40.92
LT-3	7.51%	772.01	829.95	892.26
LT-4(a)	Specific consumption	7353.40	7492.94	7632.48
LT - 4b	2.85%	19.80	20.36	20.94
LT- 4c	14.22%	1.82	2.08	2.38
LT-5	1.59%	366.82	372.64	378.55
LT-6(a)	6.14%	473.17	502.24	533.10
LT-6(b)	3.83%	194.89	202.36	210.11
LT-6(c)	Specific consumption	0.68	1.02	1.52
LT-7	6.12%	49.18	52.19	55.38
<b>LT Total</b>		<b>11555.54</b>	<b>11904.44</b>	<b>12265.07</b>
HT-1	3.94%	402.84	418.73	435.24
HT-2(a)	1.70%	1131.93	1151.17	1170.73
HT - 2(b)	3.08%	159.72	164.65	169.72
HT-2 (C )	Specific consumption	94.01	97.88	101.73
HT-3	9.17%	235.51	257.11	280.69
HT-4	3.87%	18.83	19.56	20.32
HT-5	43.85%	102.87	147.98	212.87
HT-6	Specific consumption	0.01	0.01	0.01
HT-7	12.48%	449.44	490.66	535.66
<b>HT</b>		<b>2595.17</b>	<b>2747.74</b>	<b>2926.98</b>
<b>LT+HT</b>		<b>14150.72</b>	<b>14652.18</b>	<b>15192.05</b>



### Energy Requirement at Ex-bus.

HRECS and AEQUS SEZ Pvt Ltd have furnished the energy requirement for FY-25(revised) and FY 26 to FY-30 vide e-mail dtd. 31.08.2024 as below:

Particulars	FY-25 (Revised)	FY-26	FY-27	FY-28
HRECS Hukkeri (at interface point) in MUs	521.54	570.68	634.16	718.93
AEQUS (at interface point) in MUs	32.745	33.072	33.403	34.071

The Energy requirement of HESCOM including HRECS and AEQUS for the period FY-25 to FY-30 is computed by considering:

- The distribution loss trajectory assuming year wise an improvement of 0.01% distribution loss over the approved distribution loss of 12.25% for FY 2024-25 and
- The year wise an improvement of 0.01% transmission loss over the approved transmission loss of 2.664 % for FY 2024-25, which is shown in table below:

Financial Year	Energy Sales in MU	HRECS Sales in MU	AEQUS Sales in MU	Total Energy Sales in MU	Distribution Loss in %	Distribution Loss in MU	Energy at Interface Point (MUs)	Transmission Loss in %	Transmission Loss in MU	Energy at Ex-bus in MU
FY 2024-25 (Revised)	13680.58	521.54	32.75	14234.87	12.25%	1987.20	16222.07	2.664%	443.98	16666.05
FY 2025-26	14150.72	570.68	33.07	14754.47	12.24%	2057.82	16812.29	2.654%	458.36	17270.66
FY 2026-27	14652.19	634.16	33.40	15319.75	12.23%	2134.68	17454.42	2.644%	474.03	17928.46
FY 2027-28	15192.05	718.93	34.07	15945.05	12.22%	2219.74	18164.79	2.634%	491.40	18656.19

**ATTESTED**

**NOTARY**



**CONTROLLER (A & R),  
HESCOM, Hubballi,**