BE PART OF THE NEW SUNRISE INDUSTRY WITH VIKRAM SOLAR’S EPC SOLUTIONS
DID YOU KNOW THAT VIKRAM SOLAR ...

... is part of a **4 DECADE OLD LEGACY** as a manufacturer

... caters to your needs across **4 CONTINENTS WORLDWIDE**

... invested about **₹100 MILLION** of our reserves in **R&D and PRODUCT CERTIFICATIONS** in FY 2015-16

... gained about **50%** *REVENUE INCREASE* in last 6 years till FY 2015-16 *(CAGR)*

... reduced **668,758 TONNES CO₂ FOOTPRINTS** in the last 8 years with 150 MWp installed EPC capacity
BE PART OF THE NEW SUNRISE INDUSTRY WITH VIKRAM SOLAR’S EPC SOLUTIONS
THE VIKRAM SOLAR STORY
Dear Solar Enthusiast,

The global demand for sustainable energy solutions is on the rise. We are aware of our commitment to elevate the quality of life, while at the same time generating green energy responsibly. We will continue to do all it takes to make solar energy affordable and accessible to people in need across the world.

We are a globally active solar energy solutions provider, specializing in high efficiency PV module manufacturing and comprehensive EPC solutions from India. With an international presence across 4 continents, we are an active contributor in shaping the solar revolution. Carrying forward the rich legacy and extensive manufacturing experience of the Vikram Group, Vikram Solar, since 2006, is building on a 4 decade success story. We have been able to successfully demonstrate our capability even before the solar sector witnessed active growth and development in India and have reached out to internationally acclaimed equipment suppliers and test laboratories to get where we are today. Today, we are proud to have one of India’s top notch production facilities with a total annual production capacity of 0.5 GW and more than 500 MW of modules supplied globally.

I invite you to be part of the solar energy revolution with us.

Truly yours

Gyanesh Chaudhary
Managing Director and CEO, Vikram Solar
A project is complete when it starts working for you, rather than you working for it.

Scott Allen
Social media expert, USA
VIKRAM SOLAR

KEY FACTS
WHAT WE HAVE ACHIEVED

VIKRAM SOLAR NUMBERS

0.5 GW IN-HOUSE MANUFACTURING CAPACITY

250 CUMULATIVE EPC TEAM EXPERIENCE OF YEARS

CONTRIBUTED TO THE SOLARISATION OF WORLD'S 1ST SOLAR AIRPORT IN KOCHI, INDIA

BUILT INDIA'S 1ST FLOATING SOLAR PV POWER PLANT
PROVEN TRACK RECORD
OF MORE THAN
130 MW
OF EPC IN INDIA

MORE THAN
500 MW
OF PROJECTS
IN PIPELINE

0&M EXPERIENCE
OF
100 MW
IN INDIA

27 YEARS
OF LINEAR
PERFORMANCE
WARRANTY

INDIA’S
ONLY
TIER 1*
MODULE
MANUFACTURER

* Bloomberg New Energy Finance
Vikram Solar’s EPC division has executed projects in 22 states in India and there are more on the cards.
**10 MW**
Installation for Solar Energy Corporation of India (SECI)

**100 kW**
Solar plant at McLeod RusSEL India Limited’s tea estate

**2 MW**
Jay Ace Technologies Ltd. in Roorkee

**10 kW**
Floating solar power plant

**2 MW**
Netaji Subhash Chandra Bose International Airport

**5 MW**
JVS Export Power Plant
WHERE WE COME FROM ...

2006
Vikram Solar Pvt. Ltd. was incorporated as part of the Vikram Group of companies

2009
Vikram Solar GmbH incorporated in Germany

2010
Vikram Solar forayed into international EPC business

2011
Total installation of 3 MW in India

2013
Vikram Solar commissioned 40 MW plant in Rajasthan under the National Solar Mission

2014
Vikram Solar designed, installed & commissioned India’s 1st and only floating solar power plant in Kolkata

2014
Vikram Solar entered MENA region by partnership with Unidaan

2014
Vikram Solar listed as India’s only Tier 1 module manufacturer by Bloomberg New energy Finance
2015
Vikram Solar commissioned 40 MW plant in Madhya Pradesh

2015
Vikram Solar successfully audited by Black & Veatch

2015
Vikram Solar’s EPC division received ISO 9001:2008 certification

2015
Vikram Solar’s EPC division received ISO 9001:2008 certification

2015
Vikram Solar offered 27 years of Linear Performance Warranty on its modules

2015
Vikram Solar upgraded its annual rated manufacturing capacity to 0.5 GW

2015
Vikram Solar commissioned 2 MW project at Netaji Subhash Chandra Bose International Airport, Kolkata

2016
Vikram Solar celebrates 10 years of excellence

... AND WHERE WE GO
MEET OUR PEOPLE

Vikram Solar is spearheaded by agile leaders, who are united by the vision of actively revolutionizing energy needs everywhere on earth. A balanced synthesis of young and experienced, dynamic and traditional, international as well as locals, our team has wide-ranging experience in international as well as Indian solar energy sector.

OUR EPC TEAM CATERS TO ALL YOUR PROJECT NEEDS
K.K. Maskara  
Whole-time Director  
Qualification  
Chartered Accountant,  
Company Secretary and an MBA.  
Expertise  
He has industry experience of more than 12 years and has expertise in financial and commercial functions. He has contributed in the growth of the company by raising funds from banks and non-banking financial institutions to cater to the debt requirements of the company in time. He is entrusted with the responsibility of accounting, taxation and corporate law.

Kuldeep Jain  
Chief Operating Officer, EPC  
Qualification  
An Engineer from A.M.I.E. and an MBA from SP-Jain Institute of Management.  
Expertise  
Mr. Jain has over 31 years of experience in the execution of various types of EPC projects in India and abroad. Such projects include hydro power plant, fuel and gas-based power plant including Marine & Indian Navy projects and solar thermal and PV plants. He started his career with Otis Elevator Company and was associated with Wartsila India Limited for 15 years before moving to the solar sector with Lanco Solar Energy Private Limited. Prior to joining Vikram Solar, he was associated with Astonfield as Sr. Vice President (Project Management & Execution). Currently, Mr. Jain is the CEO of the Company’s EPC projects division and takes care of all large scale MW, as well as KW projects globally. This includes D&M solar plants with a vision of bringing world-class EPC culture in the organisation.

Siddhartha Sengupta  
President - Engineering, EPC  
Qualification  
B.E degree in Electronics & Communication Engineering from NIT Durgapur and is a Member of Engineers Ireland (MIEI).  
Expertise  
Mr. Sengupta has more than 31 years of experience in managing design & engineering, business development, projects and manufacturing for both start-up and established companies. He has more than 22 years of experience in Solar PV in India, Middle East, Europe and Africa. He has travelled extensively across the globe to understand and promote the business. A stalwart of the Vikram India group, he has served different businesses of the group for nearly two decades.

Ravindra Kumar Goyal  
President - Global Module Sales  
Qualification  
Chartered Accountant.  
Expertise  
Mr. Goyal possesses over 21 years of diversified experience in business strategy, development & operations and procurement in India, China, the Middle East, Europe and Africa. He has travelled extensively across the globe to understand and promote the business. A stalwart of the Vikram India group, he has served different businesses of the group for nearly two decades.

Rajesh Gupta  
President - Sales & Business Development  
Qualification  
B.Tech in Chemical Engineering from National Institute of Technology - Trichy.  
Expertise  
Mr. Gupta has over 20 years of experience in the fields of Sales & Marketing, Business Development, Strategy Formulation & its Cost Effective Implementation and Bid Management. His experience comprises of working in companies like GE Power & Water, Shaw Wallace and Indian Organic Chemicals. Prior to joining Vikram Solar, he was associated with BGR Energy Systems Limited.

Samujjal Ganguly  
Vice President - Projects  
Qualification  
An Electronics & Telecommunication Engineer.  
Expertise  
Mr. Ganguly has over 23 years of experience in designing & marketing of projects and systems, allocating resources, establishing relationships, generating new business and planning and controlling of project execution. He is also certified in Renewable Energy by the prestigious Sunshine Coast TAFE, Queensland, Australia. He has been part of the solar sector since the beginning of his career. He is currently looking after the execution of the KW as well as large scale MW projects. Prior to joining Vikram Solar, he has worked with Exide Industries & Luminous.
We are pleased to join hands with Vikram Solar for this prestigious project, which will set a benchmark in the country.

Sunil Wadhwa
Managing Director of IL&FS Energy, India
EPC SOLUTIONS

OUR PROJECTS …

We are an independent EPC solutions provider, catering to Indian and international markets for all solar EPC solutions.

Our involvement ranges from concept, execution, commissioning, acquisition of developed sites and maintenance of completed solar arrays throughout their lifetime.

We deliver reliable, durable, risk-free, and high yielding projects by using quality multi-system products.

Over the last four years, we have delivered large scale solar PV plants under various solar policies, like Jawaharlal Nehru National Solar Mission, IREDA scheme, state solar policies across states like Rajasthan, Madhya Pradesh, Chhattisgarh, Gujarat, Tamil Nadu and Odisha.

Vikram Solar builds and connects solar power plants on time and within budget. With our sophisticated real-time monitoring system, we ensure that the performance of our customer’s solar power plants meets or exceeds the forecasted output.

Selected components used in our solar plants

![Component Logos]
... YOUR SATISFACTION

EXTENSIVE EXPERIENCE
Proven track record of more than 130 MW installed solar capacity in India

CUSTOMIZED SOLUTIONS
India’s 1st floating solar power plant

BEST IN CLASS DESIGN AND ENGINEERING QUALITY
Thorough quality check in every phase of EPC

DELIVERY FOCUSED APPROACH
Timely delivery and commitment

DIVERSE PORTFOLIO
Wide-ranged EPC experience in building solar plants in difficult terrains, high altitudes, coastal areas & water bodies
FOR INSTANCE:

We have vast experience in small scale as well as large scale solar projects. Have a look at our track record.

**Large-scale**

**40 MW**
- **CLIENT** : IL & FS Energy Development Company Limited
- **LOCATION** : Kachaliya, Madhya Pradesh
- **TYPE** : Ground mounted
- **MODULE TYPE** : Polycrystalline - 230 - 255 Wp
- **COD** : 01.05.2015

**40 MW**
- **LOCATION** : Manchitya, Bap, Rajasthan
- **TYPE** : Ground mounted
- **MODULE TYPE** : Polycrystalline - 215 - 250 Wp
- **COD** : 26.02.2013

**Rooftop**

**3.4 MW**
- **CLIENT** : Rattan India Power Ltd.
- **LOCATION** : Indore, Bhopal, Jabalpur, Madhya Pradesh
- **TYPE** : Rooftop
- **MODULE TYPE** : Polycrystalline - 250 - 260 Wp
- **COD** : March 2016

**2 MW**
- **CLIENT** : Netaji Subhash Chandra Bose International Airport-AAI
- **LOCATION** : Kolkata, West Bengal
- **TYPE** : Rooftop
- **MODULE TYPE** : Polycrystalline - 250 - 260 Wp
- **COD** : 15.12.2015
10 kW

**CLIENT**
Arka Renewable Energy College

**LOCATION**
New Town, Kolkata, West Bengal

**TYPE**
Floating

**MODULE TYPE**
Polycrystalline - 210 - 215 Wp

**COD**
24.12.2014

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10 MW

**CLIENT**
Solar Energy Corporation of India (SECI)

**LOCATION**
Badi sid, Jodhpur, Rajasthan

**TYPE**
Ground mounted

**MODULE TYPE**
Polycrystalline - 250 - 260 Wp

**COD**
31.03.16

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5 MW

**CLIENT**
Konark Gujarat PV Power Pvt. Ltd.

**LOCATION**
Shivalakha, Gujarat

**TYPE**
Ground mounted

**MODULE TYPE**
Polycrystalline - 240 - 245 Wp

**COD**
18.01.2012

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100 kW

**OWNER**
Cochin International Airport

**LOCATION**
Cochin, Kerala

**TYPE**
Rooftop

**MODULE TYPE**
Polycrystalline - 230 Wp

**COD**
25.06.2013

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80 kW

**OWNER**
Indian Institute of Remote Sensing

**LOCATION**
Dehradun, Uttarakhand

**TYPE**
Rooftop

**MODULE TYPE**
Polycrystalline - 250 Wp

**COD**
23.08.2014
STEP BY STEP TO EPC SUCCESS

1. PLANNING
   - Solar resource assessment
   - Site survey & feasibility analysis
   - Geo technical analysis & topographical study
   - Validation and preliminary planning for project execution with timeline benchmarking

2. DETAILED ENGINEERING
   - Yield assessment by optimising tilt & pitch
   - Design optimisation with loss minimisation
   - Selection of components against stringent quality norms
   - Finalisation of design and drawings: Civil, Mechanical & Electrical (AC & DC)
   - Adherence to Master Deliverable List at all stages
We are an end-to-end solution provider for **megawatt, rooftop and off-grid projects**. We plan the whole process in great detail to guarantee efficient project completion.
SUMMARY

VIKRAM SOLAR
We as a prominent EPC player in the solar domain, appreciate modules & after sales services of Vikram Solar. We would like to continue our partnership in achieving clean energy and we wish all the best to entire team of Vikram Solar.

Raghavendra Mirji
Assistant Vice President & Head – Power Infrastructure & Renewable Energy, Electrical & Electronics Division, Godrej & Boyce Mfg. Co. Ltd.
WHY CHOOSE VIKRAM SOLAR?

We are building the future and leading the growth, demonstrating unmatched integrity, responsibility, excellence, and constant development.

Values

Responsibility

Responsible business values: We believe that any business we venture into must be socially valuable. Helping people, societies and countries at large is our chief focus to achieve growth.

Responsible towards society: We make a positive difference to the communities we are part of. We have helped millions lead a better life by empowering them through access to education, health, sanitation, employment.

Responsible towards environment: We respect our environment and it reflects in our decision making. We help our customers do the same by providing clean, efficient, healthy, solutions and products.

Excellence

Our commitment to achieve highest standards in our daily work reflects in the quality of the products and services we provide. Customer satisfaction being our prime focus, we always aim to achieve more excellence than our customers expect.

Constant development

Delivering better value to our customer through continuous improvement in quality, swiftness and service is in line with our futuristic outlook towards business and growth. We encourage ideas and innovation to flow freely and we continuously focus on non-conventional thinking.

Integrity

Integrity is imbibed in our nature. We have always conducted and supported a culture of fair business conduct and transparency.

By demonstrating honesty in all our business dealings, we have built trust among all our customers, dealers and other parties who have been engaged with us.
INDIA’S ONLY TIER 1 MODULE MANUFACTURER meeting highest international standards

ISO 9001:2008 CERTIFICATION for EPC and O&M

STRONG TEAM of more than 1500 solar professionals

MORE THAN 130 MW of EPC experience in India

FIRST COMPANY to build solar PV rooftop array on India’s first 100% solar powered airport

MORE THAN 100 MW of O&M experience in India

INDIA’S FIRST floating solar PV installation done by Vikram Solar

WINNER of numerous national and international prestigious business awards

MORE THAN 100 MW of O&M experience in India
WE ARE CLOSE TO YOU
LIST OF AWARDS

• OUR ACCOMPLISHMENTS

→ 2013 ET Bengal Corporate Award for New Entrepreneurial Venture with Turnover more than INR 30 Crore

→ 2014 FICCI Good Practices & Quality Excellence Award in Manufacturing

→ 2014 EPC World Award for Outstanding Contribution in Renewable Energy

→ 2014 SD Solar Awards for being No.1 Solar PV Module Manufacturer of the year and No.3 Grid Sharing/Grid Tie Solar PV Power Solution Provider of the year

→ 2015 Solar Module Exporter of the year at Global Solar EPC Summit

→ 2015 Leading Renewable Energy Manufacturer – Solar Award at REI Expo

→ 2015 CII Award for Quality

→ 2015 Remarkable Projects Award at 8th India Power Awards

→ 2015 Certificate of Merit at QCI-D.L. Shah Quality Awards

→ 2015 SD Solar Awards for being No.1 Solar PV Module Manufacturer of the year and No.4 Grid Sharing/Grid Tie Solar PV Power Solution Provider of the year

→ 2016 Rooftop Solar EPC Company of the year award for Industrial Projects by Firstview Group

→ 2016 ET Bengal Corporate Award for Fastest Growing Company in INR 300–1000 Crore category

→ 2016 Solar PV EPC Company of the year & Solar Module Company of the year - Utility Scale at India Solar Week

→ 2016 National Excellence Awards 2016 for rooftop solar power projects in the Domestic Solar Module Manufacturer category
“Vikram Solar has done a great job by completing the project within 100 days, which involved meticulous planning, understanding of the subject and requirements at the site level.”

M Britto
Managing Director, JVS Export

www.vikramSolar.com