IT'S A
SUNNY
WORLD
WITH VIKRAM SOLAR
DID YOU KNOW THAT VIKRAM SOLAR...

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

... caters to your needs across **6 CONTINENTS WORLDWIDE**.

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

... gained about **54%** **REVENUE INCREASE** in last 5 years till FY 2016-17.

... reduced more than **780,469 TONNES CO₂ FOOTPRINTS** in the last decade with commissioned projects.
IT’S A SUNNY WORLD WITH VIKRAM SOLAR
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. With an international presence across 6 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 old success story. We successfully demonstrated our capability even before the solar sector witnessed active growth and development in India. Today, Vikram Solar has been rated by various internationally acclaimed agencies for product and process quality. We source best-in-class equipment from all around the world to deliver the finest product quality. Our highly competent research and development team constantly works on improving our product portfolio and introducing new products to serve our customers better. Today, we are proud to have one of India’s top notch production facilities with a total annual production capacity of 1 GW and more than 1.2 GW* capacity of modules shipped globally.

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

Truly yours

Gyanesh Chaudhary
Managing Director and CEO, Vikram Solar

*March 2018
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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

Photo courtesy by Solarsense UK Ltd
WHAT WE HAVE ACHieved

BUILT INDIA’S 1st FLOATING SOLAR PV POWER PLANT

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

1 GW MANUFACTURING CAPACITY

1 GW MANUFACTURING CAPACITY

CUMULATIVE EPC TEAM EXPERIENCE OF 250 YEARS

MANUFACTURING CAPACITY
**PROVEN TRACK RECORD**

**OF MORE THAN**

750 **MW**

**OF EPC IN INDIA**

**INDUSTRY LEADING OFFERING OF**

27 **YEARS OF LINEAR PERFORMANCE WARRANTY**

**TOP PERFORMER**

IN DNV GL PQP, 2017

**INDIA’S TIER 1**

**MODULE MANUFACTURER**
VIKRAM SOLAR WORLDWIDE

AROUND THE GLOBE

USA

UNITED KINGDOM

27 MWp OF MODULES SHIPPED TO US
139 MWp
OF MODULES
SHIPPED TO
EUROPE

GERMANY

CHINA

JAPAN

INDIA

DUBAI

SINGAPORE

UGANDA

KENYA

440 MW*
OF EPC IN
INDIA

* Till May 2018, Ground Mounted
WHERE WE COME FROM ...

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

2009
Vikram Solar GmbH was incorporated in Germany

2010
Vikram Solar forayed into international EPC business

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

2014
Vikram Solar listed as India’s only Tier 1 module manufacturer by Bloomberg New energy Finance

2015
Vikram Solar modules successfully audited by Black & Veatch
2015
Vikram Solar introduced high efficiency PERC technology based modules

2015
Vikram Solar commissioned India’s largest rooftop airport installation in Kolkata

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

2017
Vikram Solar converted from Private Limited Company to Public Limited Company

2017
Vikram Solar commissioned its largest utility scale project: 130 MW in Rajasthan

2017
Vikram Solar reached 1 GW of manufacturing capacity

2017
Vikram Solar introduced high system voltage (1500V) Monocrystalline Somera Series Module

... 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 the global as well as Indian solar energy sector.
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 and Renewable Energy, Electrical and Electronics Division,
Godrej & Boyce Mfg. Co. Ltd.
A BROAD RANGE ...

As a Tier 1 module manufacturer, Vikram Solar focuses on maintaining the highest quality standards while offering best-in-class products to our global consumers.

India’s Tier 1 module manufacturer, Vikram Solar, specializes in production of high-efficiency mono and polycrystalline silicon PV modules. Our products are designed to meet the highest standards of quality, reliability and performance. Our in-house research and development efforts help us in being ahead of the curve in the ever evolving solar technology space. We regularly conduct research study programmes with leading laboratories across the globe.

In line with our company’s focus on adopting pioneering and innovative technologies, our state of the art manufacturing units in Falta, West Bengal, have the finest machinery and equipment imported from United States, Germany, Japan, Switzerland and Italy. In 2017, Vikram Solar reached the 1 GW mark of annual PV module production capacity.

Product Certifications
**BANKABILITY**
Indian PV module manufacturer with Tier 1* status

**VARIED RANGE**
High efficiency mono- and polycrystalline modules ranging from 10 – 370 Wp

**1 GW**
Production capacity enabling us to serve the world fast and reliable

**DIVERSE PORTFOLIO**
Modules for on-grid as well as off-grid applications

**DIVERSE USAGE**
Perfect fit for large scale and rooftop applications

**LATEST TECHNOLOGY**
High Wattage modules (PERC technology), High System Voltage modules (1500V)

*Bloomberg New Energy Finance 2018

...THAT FITS ALL YOUR NEEDS
PRODUCTS OVERVIEW

PICK WHAT YOU NEED

Extremely NARROW POWER binning tolerance of $+2.5 \text{ Wp}$ to reduce current mismatch loss in single string

Engineered to provide EXCELLENT LOW LIGHT and longer wavelength RESPONSE

Extremely reliable product suiting harsh environment conditions withstanding 2400Pa Wind Load, 5400Pa Snow Load and Dynamic Wind Load

Using highly efficient PASSIVATED EMITTER REAR CONTACT TECHNOLOGY (PERC) cells

MAXIMUM SYSTEM VOLTAGE INCREASED TO 1500VDC (IEC & UL), increased string length, low BOS cost

**SOMERA Prime 1500V Series**
- 60 cells MONOCRYSTALLINE
- Up to 19.36% EFFICIENCY
- 285–315 W RANGE

**SOMERA Grand 1500V Series**
- 72 cells MONOCRYSTALLINE
- Up to 19.07% EFFICIENCY
- 345–370 W RANGE

**SOMERA Ultima Silver 1500V Series**
- 60 cells MONOCRYSTALLINE
- Up to 19.36% EFFICIENCY
- 285–315 W RANGE

**SOMERA Grand Ultima Silver 1500V Series**
- 72 cells MONOCRYSTALLINE
- Up to 19.07% EFFICIENCY
- 345–370 W RANGE

*Also available in 1000V system voltage
#Also available in All Black (1000V)
ELDORA
HIGH EFFICIENCY POLY-SI PV MODULES

- Designed for very HIGH AREA EFFICIENCY for roof-top and ground-mounted applications
- MAXIMUM SYSTEM VOLTAGE up to 1500VDC (IEC & UL), increased string length, low BOS cost
- Extremely NARROW POWER binning tolerance of +2.5 Wp reduces current mismatch loss

**UPCOMING OFFERINGS**

**ELDORA Prime 1500V Series**
- 60 cells POLYCRYSTALLINE
- up to 17.52% EFFICIENCY
- 260–285 W RANGE

**ELDORA Grand 1500V Series**
- 72 cells POLYCRYSTALLINE
- up to 17.26% EFFICIENCY
- 315–335 W RANGE

**ELDORA Ultima Silver 1500V Series**
- 60 cells POLYCRYSTALLINE
- up to 17.52% EFFICIENCY
- 260–285 W RANGE

**ELDORA Grand Ultima Silver 1500V Series**
- 72 cells POLYCRYSTALLINE
- up to 17.26% EFFICIENCY
- 315–335 W RANGE

**NEW**

**SOMERA Series - BIFACIAL**
- Zero PID & HIGHLY RESISTIVE encapsulant
- UPTO 30 YEARS linear power warranty
- Suitable for BIPV, ROOFTOP & UTILITY installations

**SMART Series**
- Commercially available from Q1, FY 18-19
- INTEGRATED MPPT FUNCTION at module level
- MODULE LEVEL REMOTE MONITORING SYSTEM through smart phone app
- Suitable for rooftops with SHADOW/LOW LIGHT CONDITIONS
- POWERED BY TIGO
- 260–370 W RANGE
- Upto 25% more ENERGY DELIVERED

**ANTI-GLARE Series**
- Commercially available from Q1, FY 18-19
- REDUCES AMOUNT OF GLARE caused by reflected sunlight
- SPECIALLY TEXTURED GLASS surface with tiny indentations which reduce specular reflection
- Suitable for AIRPORTS, HIGHWAYS, etc.
- Upto 10 times LESS GLARE
- 260–370 W RANGE
- BETTER LIGHT TRAPPING CAPABILITY
- Upto 25% POWER GAIN

**SOMERA Series - BIFACIAL**
- Near zero LID USING N-TYPE CELL
- 285–370 W RANGE

*Also available in 1000V system voltage
#Also available in All Black (1000V)

*Available with 60 and 72 cells | *Available with Mono and Polycrystalline cells | *From Rear side depending on albedo | Considering 10% bifaciality gain
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 KEY FACTS

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 few 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 commissions 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
... YOUR SATISFACTION

EXTENSIVE EXPERIENCE
Proven track record of 440 MW** installed ground mounted 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
EPC REFERENCES

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

130 MW
CLIENT ........... NTPC
LOCATION ....... Bhadla, Rajasthan
TYPE ............... Ground mounted
MODULE TYPE . Polycrystalline - 295 -320 Wp
COD ............... 31.03.2017

80 MW
CLIENT ........... GIPCL
LOCATION ....... Gujarat Solar Park, Charanka, Gujarat
TYPE ............... Ground mounted
MODULE TYPE . Polycrystalline - 315 -325 Wp
COD ............... 14.09.2017

Rooftop

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

1 MW
CLIENT ........... Diesel Locomotive Works (DLW)
LOCATION ....... Varanasi, Uttar Pradesh
TYPE ............... Rooftop
MODULE TYPE . Polycrystalline – 250 - 310 Wp
COD ............... 10.03.2017
10 kW
CLIENT: Arka Renewable Energy College
LOCATION: New Town, Kolkata, West Bengal
TYPE: Floating
MODULE TYPE: Polycrystalline - 210 - 215 Wp

50 kW
CLIENT: NTPC
LOCATION: Suwasra, Mandsaur, Madhya Pradesh
TYPE: Ground mounted
MODULE TYPE: Polycrystalline - 295 - 325 Wp
COD: 31.03.2017

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

750 kW
CLIENT: Airport Authority of India
LOCATION: Calicut, Kerala
TYPE: Rooftop
MODULE TYPE: Polycrystalline - 260 Wp
COD: 15.12.2015

400 kW
OWNER: Anmol Biscuits Limited
LOCATION: Bhubaneshwar, Odisha
TYPE: Rooftop
MODULE TYPE: Polycrystalline - 310 Wp
COD: 03.03.2017
“Businesses succeed when societies themselves succeed.”

Ban Ki-moon
Ex-Secretary General of the United Nations
The philosophy of “Janambhumi” and “Karambhumi” is at the core of Vikram Solar’s CSR activities- the first being the place where one is born and the later being the place where one works hard to establish self-identity. Our CSR focus is to give back to the society - both, the “Janambhumi” and the “Karambhumi”.

A community that enjoys good health, stable income, sound infrastructure and clean environment was envisioned by Shri H.K. Chaudhary, Chairman, Vikram Group of Industries.

He set out to achieve his dream of spearheading a business empire in Kolkata while upholding his vision of a healthy, content and prosperous society.

Vikram Group’s welfare programs for the communities in and around Bahal in Haryana, India are steered under the aegis of Ballaram Hanumandas Charitable Trust. The Trust plays a pivotal role in transforming the lives of people across India.

We have adopted a three-pronged approach in our extensive CSR work:

- Educating masses for the overall progress of the community
- Undertaking activities that are within and beyond the conventional realms of CSR
- Initiating development programmes that completely transform the community and provide them with opportunities to live a better life.
ENVIRONMENT
Consolidating efforts for a cleaner world

EDUCATION
Enlightening young minds through formal education

LIVELIHOOD GENERATION
Guiding people to live a life of dignity

COMMUNITY WELFARE
Nurturing communities and aiding progress

HEALTH & WELLNESS
Access to healthcare for those in need
ACTIVE CSR CASE STUDIES

How We Care

As a contribution to the “Janambhumi”, our welfare programs for the communities in Bahal, Haryana have played a pivotal role in transforming the lives of people.

**Active CSR**

**Nanhe Kadam**

**Location**
Bahal, Haryana

**Evening school for class I- VII**

“Nanhe Kadam” is a free evening school run by the BRCM trust for students of Class I - VIII at BRCM Public School situated in Gyankunj. Currently around 300 children from less fortunate families of Bahal attend and receive free education from the teachers of the school.

In addition to education, the children also receive uniforms, books and stationaries. Meals and healthcare support are also provided as part of the “Nanhe Kadam” program.

**Urmila Chaudhary Dairy Farm**

**Location**
Bahal, Haryana

**Milk and Butter for charity**

Established using advanced automated technology from Israel, “Urmila Chaudhary Dairy Farm” is home to 100 cows that produce more than 700 litres of milk every day. The state-of-the-art technology aims to create a comfortable natural environment for the cows while allowing efficient milking, appropriate use or disposal of byproducts and cleanliness of the premises.

Urmila Chaudhary dairy farm caters to the dairy requirements of the company’s “Annapurna Mess”, making the process far more sustainable. A dedicated Milk Processing Unit has been set up to produce ghee (clarified butter) that is used by the school mess and the people of the community.
Skill based training program for women
Vikram Solar has joined hands with National Bank for Agriculture and Rural Development (NABARD) to set up Self Help Groups (SHGs) for women in Haryana. The initiative is a part of “Gramin Vikas Prakosth”, a rural development programme. Women are offered skill-based capacity enhancement training in areas such as handicraft making, tailoring, cooking, beautician, gardening, carpentry, pickle making etc. The Company has also helped these women become financially independent by setting up their savings bank accounts with various banks.

Multi-speciality charitable hospital
Manav Kalyan Hospital is a 30-bedded charitable healthcare centre that plays a pivotal role in making advanced medical facilities available to the residents of Bahal and the surrounding 145-150 villages in Haryana. The hospital has a team of specialist doctors offering check-ups, X-rays and treatment free or at subsidized rates. With a dedicated Operating Theatre, the hospital is well-equipped for surgical interventions in areas of eye, ENT, dentistry, pediatrics, gynaecology and other general ailments. Manav Kalyan Hospital also offers ambulance service to nearby states in case of emergencies.

Outdoor stadium to encourage sports amongst youth
Focussed on encouraging sports in the community, Vikram Solar has undertaken the task of managing the infrastructure and activities at the Rajiv Gandhi Stadium in Bahal, Haryana. In addition to hosting the yearly “Gramin Khel Mahotsav”, the stadium also offers regular coaching classes in games like kabaddi, athletics, wrestling, basketball, volleyball, judo and boxing. Vikram’s sports initiatives have encouraged more and more girl children to take part in the sporting activities and excel in the field of sports.
"I’d put my money on the sun and solar energy. What a source of power! I hope we don’t have to wait until oil and coal run out before we tackle that. I wish I had more years left."

Thomas Edison
Inventor
WHY CHOOSE VIKRAM SOLAR?

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

**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.
DURABILITY
Industry leading warranty terms of 27 years

BANKABILITY
India’s Tier 1* module manufacturer

INNOVATION
Built India’s 1st floating solar power plant

EXPERIENCE
Proven track record of more than 440 MW# of EPC in India

GLOBAL REACH
More than 1.2 GW^ capacity of modules shipped globally

TOP PERFORMER
in DNV GL PQP, 2017

* Bloomberg New Energy Finance 2018
# Till May 2018, Ground Mounted. ^March 2018
CUSTOMERS & PARTNERS REFERENCES

SOME OF OUR SATISFIED CUSTOMERS

[Logos of various satisfied customers and partners]
Vikram Solar has deep experience in manufacturing of solar modules and solar systems, it is a perfect fit to our product portfolio and our business strategy.

Josef Haase
Sr. Vice President – Technology and Sales, Centoetherm Photovoltaics AG, Germany
CUSTOMERS & PARTNERS TESTIMONIALS

WHAT IS SAID ABOUT US:

Vikram Solar enjoys a very good reputation among the group’s various solar companies. We had an extreme tight schedule for the construction of our 5MW solar park in Kent [UK]. We identified Vikram Solar as one of our preferred module suppliers. The competitive offer, timely delivery and extreme hands-on customer service even beyond project completion, has given us enough confidence to continue working with Vikram Solar also outside the UK.

**Eric Rosier**  
General Manager,  
Engie Cofely Fabricom

Quality, performance, and durability of the solar panels were key criteria for choosing Vikram Solar and Finnwind for this project.

**Janne Tarvainen**  
Managing Director of Finnair Cargo

When serving our discerning trade partners and customers, we depend on partners like Vikram Solar to produce and supply reliable solar modules that are proven to meet our exact requirements.

**Joachim Rupp**  
Managing Director,  
Vieessmann Photovoltaik GmbH
Fraunhofer ISE is happy to support Vikram Solar to build a production line for solar cells with latest technology and contribute to the Government of India’s “Make in India” initiative.

Gerhard Stryi-Hipp
Head of Energy Policy of Fraunhofer ISE

Meyer Burger is proud to be Vikram Solar’s preferred strategic technology partner for selected cell and module manufacturing equipment. The MoU has helped Vikram Solar to expand its position to become a dominant company in the global PV industry. Besides, it has also strengthened the relationship between the two companies.

Hemal Ghelani
Vice President & General Manager,
Meyer Burger India Pvt. Ltd.

Kolkata airport is one of the first few airports in the country to get solarised. We are proud to showcase the biggest airport rooftop installation in the country. Vikram Solar was entrusted to execute this prestigious project and the organisation has successfully completed it.

A.K. Sharma
Airport Director,
Netaji Subhash Chandra Bose International Airport,
Kolkata

With Vikram, we believe that this rate of growth will now increase dramatically, based on the higher harvesting density, and the technical competence that underscores the products design, superior performance and longevity of Vikram modules.

Jesse Stubbs
President and CEO,
Clean Energy, USA

With Vikram, we believe that this rate of growth will now increase dramatically, based on the higher harvesting density, and the technical competence that underscores the products design, superior performance and longevity of Vikram modules.
GLOBAL PRESENCE

WE ARE CLOSE TO YOU ...

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Email japan@vikramsolar.com

Singapore
Vikram Solar PTE LTD.
391B, Orchard Road
# 23-01 Ngee Ann City
Tower B, 238874, Singapore
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

2015  CII Award for Quality

2015  Leading Renewable Energy Manufacturer – Solar Award at REI Awards

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

2016  National Excellence Awards 2016 for rooftop solar power projects in the Domestic Solar Module Manufacturer category

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

2017  CII Award for Active Customer Engagement in Manufacturing (Large Business Organizations)

2017  Leading Renewable Energy Manufacturer- Solar Modules at 3rd edition of REI Awards

2017  ET Bengal Corporate Award for Fastest Growing Company & Highest Job Creator

2017  6th EPC World Awards for outstanding contribution in Renewable Energy EPC

2018  ET Bengal Corporate Award for Fastest Growing Company above INR 1000 Crore category