



Exclusive Interview

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EO: When did Solis Solar first decide to enter into Indian Renewable Energy market?

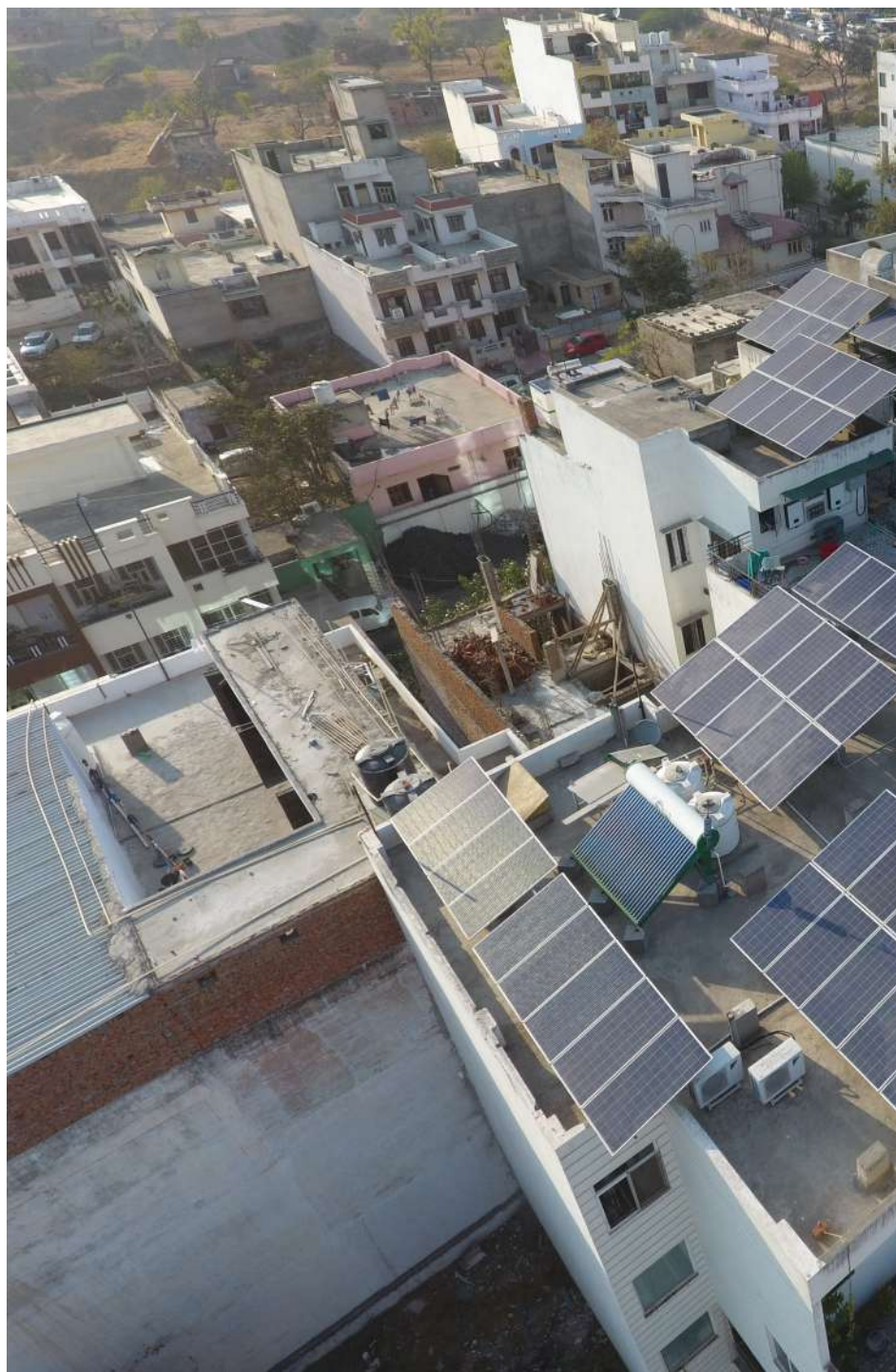
Mrs Deepika Mathur: Solis Solar (Formerly Greenergy Technologies), founded by young enthusiastic entrepreneurs who are passionate about innovations. Established in 2007 as a solar product supplier, the company has emerged as one of the strongest contender in PV industry.

EO: What have you found most striking since joining Solis Solar? Kindly share your experience with Solis Solar?

Mrs Deepika Mathur: Solis Solar is well known for building long term relationship with customers, based on quality products, reliability and ethical business practices. Being an innovative company and driven by a vision so strong, working here gives you freedom to express and implement ideas (Logical and worthy) and it is open for all kinds of innovative practices, unlike other companies in the same segment, as long as it is logical and fruitful.

Please explain offerings of Solis Solar in Renewable Energy Industry.

Solis Solar (previously Greenergy Technologies) was started in year 2008 and is an ISO 9001: 2015 and ISO 14001:2015 is headquartered at Jaipur and Regional offices at Gurgaon and Hyderabad- India. Solis has mainly 3 divisions- Solis Panels, Projects and Pumps. Our Solis branded Solar Panels (Mercury, Mars and Jupiter series ranging from 20Wp to 330Wp) are



- Solar Energy
- Wind Energy
- Hydro Energy
- Geo Energy
- Bio Energy
- EV
- CSE
- ESS

Interview

manufactured in India with best in class raw materials at its state of the art facility with fully automated production line. Solis also specializes in Solar EPC projects for Ground mounted power plants and Industrial, Commercial & Residential Roof tops both under CAPEX and OPEX model. Our 3rd division viz Solis Solar Pumps is dedicated to contributing change in India's villages for which we supply Solar pumps kit to farmers.

What is the USP of the products offered by Solis Solar?

In house Module and Structure



manufacturing ensures hassle free execution. We have 10 + Years of

Industry experience. Our highly Experienced Engineering Team with MW level Exposure ensures timely delivery without any process delays.

Could you please enlighten some of the major projects undertaken by Solis Solar in India and also the projects in pipeline?

Solis specializes in both Ground mounted and Roof top EPC. With our in-house team we have executed projects with the best in class materials and with timely execution. We have the required experience to undertake and execute any large size Government and Private Projects.



India is witnessing World's Largest Renewable Energy Expansion Program by Ministry of New and Renewable Energy of 175 GW by 2022. How do you see this as a business opportunity for Solis Solar?

Switching to solar power is the most efficient way to empower any business

by generating your own power at a cheaper cost and saving on expenses incurred by grid electricity. Infact manufacturing units can save upto 80% on their electricity bills by opting Solar Generated Power. Any Business Or Manufacturing Unit runs throughout the year, and energy demand always remains in excess. Manufacturing industry in India pay a flat rate on energy charges between Rs. 6.50 to 7.50 per unit and with applicable duty, the charge goes up to Rs.8.00 to 8.50 per unit. Therefore as long as producing and distributing solar energy cost remains lower than the utility tariff, it will continue to make a good proposition for manufacturing industries. Captive consumers are exempted from paying any surcharges & hence their cost per unit is less.



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Harnessing the power of the sun as an unlimited source of clean renewal energy is great for the environment and saving electricity bills but not nearly as great for practical everyday use. Unless it can be achieved in the most effective and cost efficient way possible. Which is why, since our inception in 2008 as GreenergyTechnologies, we have constantly strived to empower our clients with an innovative range of state of the art solar equipment that addresses the three practical issues of durability, efficiency and economics when it comes to installation, usage and maintenance of solar equipment. A commitment that spurred us to produce an unmatched range of high quality solar products for the most prestigious names in the market. As well as propelled us from a small company set-up by enterprising entrepreneurs with a passion for innovation to one of the strongest contenders in the PV industry recognized for innovative solutions in solar applications. Today we are not only one of India's leading solar solutions provider, specializing in manufacturing Rooftop EPCs along with solar panels and pumps, but also one of the country's highly recommended experts for undertaking solar projects under CAPEX, RESCO and BOOT mode. And a company known for building long term relationship with customers, based on quality products, reliability, and ethical business practices. Whether you are looking for the ultimate in performance based solar products or the right professional experts to handle your solar projects on a time bound schedule, rest assured because with us you will not only find highly reliable solar products which have been manufactured with the best materials available in the global market today with proven track record for outdoor application and made to undergo comprehensive tests and retests so as to ensure they are robust, long lasting, and highly efficient, but also a highly trained team of experienced engineers and supervisors with MW exposure to speedily built your projects for you.

Our foundation is built on our core Values. We strive to maintain the highest standards of ethics and conduct business in a socially responsible manner. We respect the law of the land and endeavor to be the first choice for our employees, suppliers & customers