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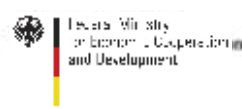
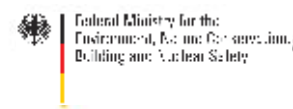
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India's way to a bright SOLAR future

**Domestic content rules:
Protecting a small industry vs. securing India's future
energy supply at lowest costs**

**19 November 2014 | 1030 - 1230 hrs
Hall 5, Presentation Stage, Booth 5.C60, Bombay Exhibition Centre, Mumbai**



BACKGROUND

Under the National Solar Mission launched in 2010 India has set itself ambitious targets to become one of the world's leading solar nations. At the moment the total installed solar power in India is about 3 GW which should become at least 20 GW until 2022. Grid and Off-Grid-PV-power solutions should not only become an integral part of India's future RE-mix but also form up a competitive solar industry. Can this be reached by domestic content rules?

To enhance and deepen cooperation between India and Germany in the energy sector, the German Chancellor Dr. Angela Merkel and the Indian Prime Minister Dr. Manmohan Singh established the Indo-German Energy Forum (www.energyforum.in) in 2006. The IGEF aims to facilitate a constructive dialogue between decision-makers in government and industry on all urgent topics related to renewable energy, and energy efficiency on the generating and the demand side.

Urgent questions been raised by the panel:

- Can domestic content regulations really sustainably protect the Indian cell- and module manufacturers?
- How to get competitive in a global 40 GW+ market with high economies of scale and quality standards?
- What is the priority: protecting a rather small industry vs. securing India's future energy supply at lowest possible costs?
- What can be learned from European examples and Chinese solar industry?

Input presentations: 1030 – 1130 hrs

- Understanding the global solar market in relation to India, Mr. Martin Ammon, Senior Analyst, EuPD Research (www.eupd-research.com).
- The German experience and the effects to the labour market, Mr. Reinhard Ling, Managing Director IBC-Solar (www.ibr-solar.de).
- The inside view from India, Mr. Jagdish Prasad Agarwal, Vice President, Legal Welspun Energy Ltd. (www.welspunenergy.com).

On the Panel: 1130 – 1230 hrs

- Mr. Ivan Saha, President & Chief Technical Officer, vikram solar (www.vikramsolar.com).
- Mr. Jagdish Prasad Agarwal, Vice President, Legal, Welspun Energy Ltd. (www.welspunenergy.com).
- Mr. Reinhard Ling, Managing Director, IBC-Solar Germany.
- Mr. Martin Ammon, Senior Analyst, EuPD Research.
- Mr. Hitesh Doshi, Chairman and Managing Director of WAAREE Group (www.waaree.com).

Moderation:

Mr. Alok K. Brara, Publisher, Renewable Watch and Power Line

PROFILE OF PANELISTS



Martin Ammon
Head of the Economics Center,
Hoehner Research & Consulting
Group GmbH, Germany

Mr. Martin Ammon is head of the Economic Center in EuPD Research and is responsible for the economic analysis and modeling of renewable energy markets. His operational tasks cover both the functional and personnel responsibility in the market and policy advice division.

Mr. Ammon studied economic science at the Martin-Luther-University Halle-Wittenberg majoring in international economic relations and finance. He worked for the Halle Institute for Economic Research (IWH) at the Institute for Structural Policy and Economic Development (ISW). Prior to EuPD Research Mr. Ammon worked in the field of policy advisory economic studies. He is currently doing his doctorate with a dissertation on the topic of "Grid parity of photovoltaics in Germany" at TU Freiberg.

Mr. Reinhard Ling works as Managing Director for IBC SOLAR in India since September 2014. He came to India in June 2012 to start and develop IBC SOLAR India as Business Manager.

Mr. Ling joined IBC solar AG in 2006 as Team Manager he was in charge of national and international projects.

He holds a degree in Electrical Engineering as well as in Economics and is a skilled electrical mechanist. In 1998 he started his career in the photovoltaic sector as a project engineer. Later he worked also as site manager for photovoltaic plants in Europe and Asia. He also worked as technical sales leader in a company in Fürth/Germany.

Major milestones in his business career have been the PV-system of the New Federal Chancellery in Berlin, a 1 MWp PV Powerplant on a waste disposal site in Fürth/Germany and PV-powerplants in Italy, Czech Republic, Sri Lanka and India.



Reinhard Ling
Managing Director
IBC SOLAR Projects Pvt. Ltd., India



Ivan Saha
President and
Chief Technical Officer
Vikram Solar Pvt Ltd, India

Mr. Ivan Saha has a post graduate engineering degree from IIT, Kanpur and over 21 years of experience in technology development, large scale manufacturing, process engineering, reliability and R&D in semiconductors and photovoltaics. He held leadership positions in ISRO and Moser Baer PV prior to joining Vikram Solar.

Presently he is responsible for plant operations, technology development, strategic initiatives and overseas business development. Mr. Saha is trained as a Six Sigma black belt, has published over 65 technical papers in peer reviewed journals and conference proceedings and holds several international patents on photovoltaic technologies.

Mr. Hitesh Doshi has over 23 years of experience in the engineering industry. He started his career in 1989 by establishing a hardware process control instrument trading company. Under his leadership Waaree has received various recognition awards at state and Federal level. Waaree has been awarded for five times at National level for EEPC award and in 2011 for President Award for MSSII.

He formed Waaree Energies Private Limited in 2007 to begin its foray into Renewable Energy. Mr Doshi has taken several initiatives to accelerate the company's top-line and bottom-line growth. Waaree Energies has a modern state-of-the-art automatic production line for PV modules at the Surat Special Economic Zone (SEZ), located 250 km. north of Mumbai. A full range of PV modules from 3Wp to 300Wp are manufactured for various on-grid and off-grid applications, and are exported to a number of countries globally.

His vision and strategic business leadership are instrumental in establishing Waaree Energies in a leadership position in the Solar industry. He looks after the overall business strategy of the Company and International Business Development coupled with expansion projects of the Company.



Hitesh Doshi
Chairman & Managing Director
Waaree Group, India



Jagdish Prasad Agarwal
Vice President – Legal
Welspun Energy Ltd, India

Mr. Jagdish Prasad Agarwal, a business and regulatory lawyer with more than 21 years of substantial experience in power, infrastructure, land acquisition and construction/EPC sectors.

Mr. Agarwal is presently working as Head of Legal and Regulatory at Welspun Renewables Energy Limited.

He is also coordinating the activities of Solar Power Developers Association (SPDA) and also leading the initiative of policy advocacy for renewable energy business.

Mr. Agarwal played an important role in opposition to anti-dumping duty proposal on solar cells/modules and coordinated with solar power developers on major litigation with GUVNL regarding tariff for solar projects. He holds degree's in Company Secretary and LL.B.

Mr. Alok K Brara is the founder and CEO of India Infrastructure Publishing, a company dedicated to providing information, analysis and insight on infrastructure sectors in India. He is also the publisher of Power Line, Renewable Watch and Indian Infrastructure magazines.

Mr Brara has been involved with the energy sector in India since 1996, when Power Line was launched. He has covered and analysed issues relating to each of the energy sector segments – conventional power, renewables and oil & gas.

Before founding India Infrastructure Publishing, he ran a consulting practice in New York from 1989 to 1996. Prior to that, he worked for six years in advertising at JWT New York, where he was a vice-president.

He has master's degrees in business and marketing from University of Delhi and from Northwestern University at Evanston, Illinois.



Alok K Brara
Publisher
Renewable Watch & Power Line