

PART OF THE INTERSOLAR GLOBAL EXHIBITION SERIES

**inter
solar**
connecting solar business

INDIA

India's Largest Exhibition
and Conference for the Solar Industry
Bombay Exhibition Centre, Mumbai

DEC
05-07
2017
www.intersolar.in



with special exhibition



Presentation

PFORZHEIM, SEPTEMBER 18, 2017

The World's Leading Exhibition Series for the Solar Industry



INTERSOLAR INDIA QUICK FACTS

**India's Largest Exhibition and Conference for the Solar Industry,
December 5–7, 2017, Mumbai, India**

- Exhibitors: 260 (expected)
- Visitors: 12,000+ (expected)
- **Conference Attendees: 500+ (expected), Speakers: 100**



Supporters

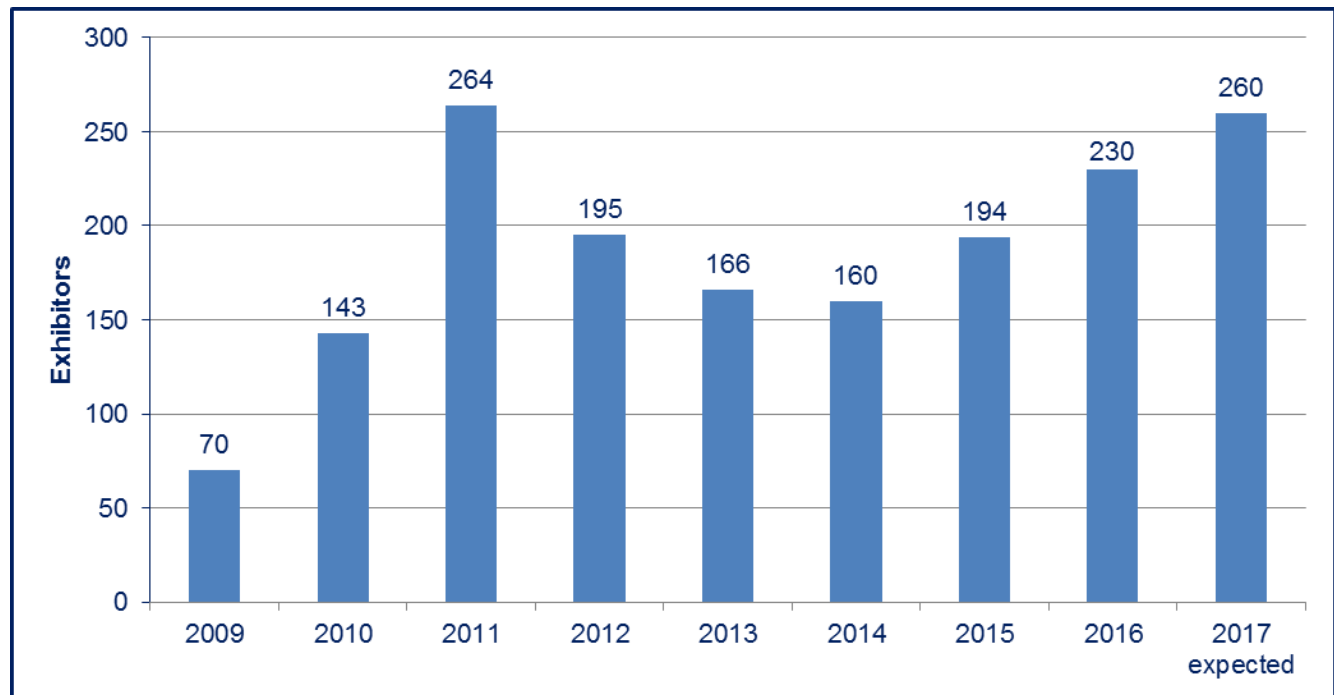


Knowledge Partner



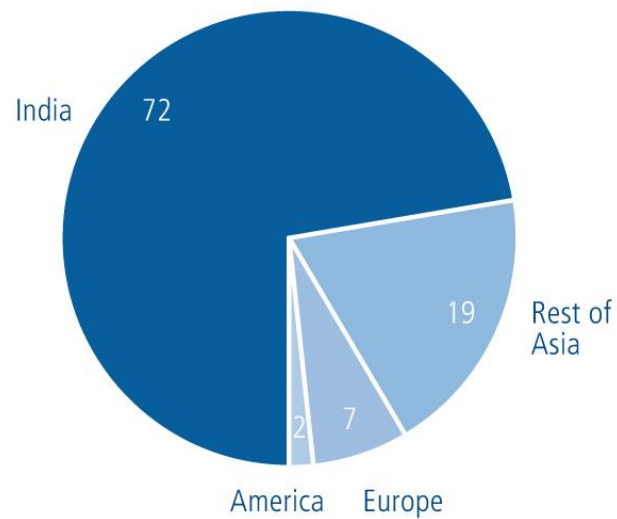
As of September 18, 2017

EXHIBITOR DEVELOPMENT 2009 - 2017



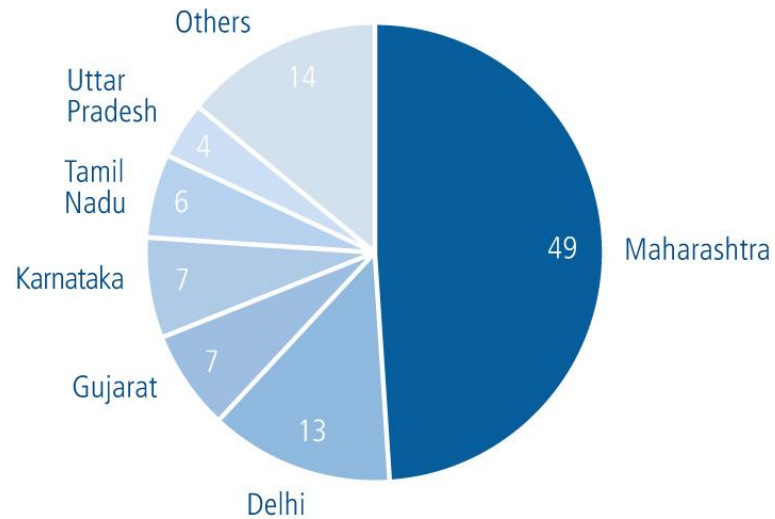
INTERNATIONALITY OF EXHIBITORS IN 2016

International Proportion (in %)

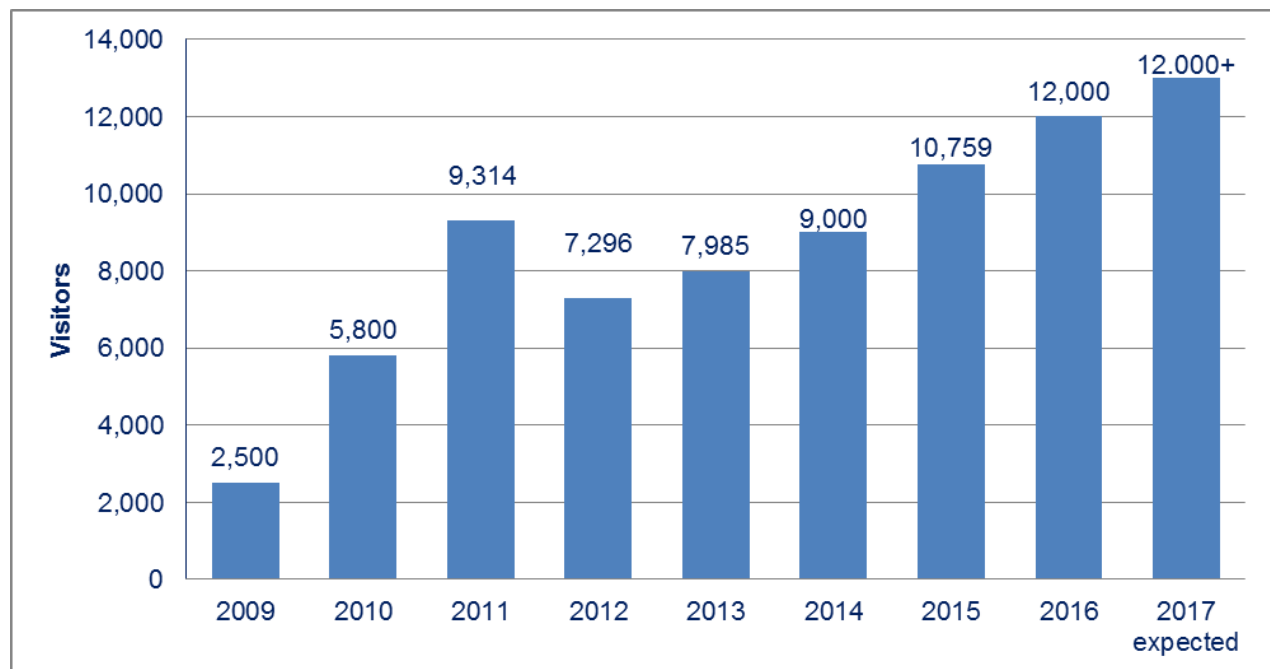


INTERNATIONALITY OF EXHIBITORS IN 2016

Indian Exhibitors by State (in %)



VISITOR DEVELOPMENT 2009 - 2017



- Visitor growth 2016: +12% in compare to Intersolar India 2015
- Expected visitors 2017: 12,000+

ACTIVITIES ONSITE AT INTERSOLAR INDIA

- Business 2 Government Forum
- Buyer Seller Meeting
- Several Surveys, for example:
„Investment Perspectives in India 2017“
- Presentation Stage
- Networking Reception
- Intersolar India Conference
- Intersolar India Special Exhibitions
- Intersolar India Side Events
- Intersolar India App
- Trade Press Booth

SPEZIAL EXHIBITS @ INTERSOLAR INDIA



SPECIAL EXHIBITION: ELECTRICAL ENERGY STORAGE

ees India is the major platform for storage technologies reshaping India's energy sector and enhancing grid reliability

- ees covers the entire value chain of innovative battery and energy storage technologies – from components and production to specific user application
- ees India is the industry hotspot for suppliers, manufacturers, distributors and users of stationary and mobile electrical energy storage solutions.
- In 2016, more than 20 energy storage companies participated at ees India



SPECIAL EXHIBITION: POWER2DRIVE

- **New in 2017** - The exhibition Power2Drive showcases electric mobility solutions and technologies and reflects the interaction between electric vehicles and a sustainable and environmentally friendly energy supply.
- Ambitious India governmental goals regarding electric vehicles: by 2030, “...not a single petrol or diesel car should be sold in the country...” Piyush Goyal, India’s Minister of Renewable Energy
- We want to help companies to develop and distribute technologies and business models in the field of traction batteries, charging infrastructure and all kind of electric vehicles, and to push forward a sustainable future mobility according to our aim: Energizing Mobility!



SPECIAL EXHIBITION: ENERGY DECENTRAL

- **New in 2017** - Intersolar India is pleased to welcome EnergyDecentral – the international trade show for decentralized energy generation and the world's biggest event for biogas.
- As an open, politically independent specialist organization, the German Agricultural Society (DLG) fosters scientific and technical advancement, bringing knowledge to the region reflected in innovative technologies for generating energy from biomass and biogas. It will also strengthen networking among companies in the biogas industry in India.



INTERSOLAR INDIA CONFERENCE

INTERSOLAR INDIA CONFERENCE 2017

- December 5 – 7, 2017
- Venue: Bombay Exhibition Centre (BEC), Hall 1, Mumbai
- 100 speakers
- 500+ attendees (expected)

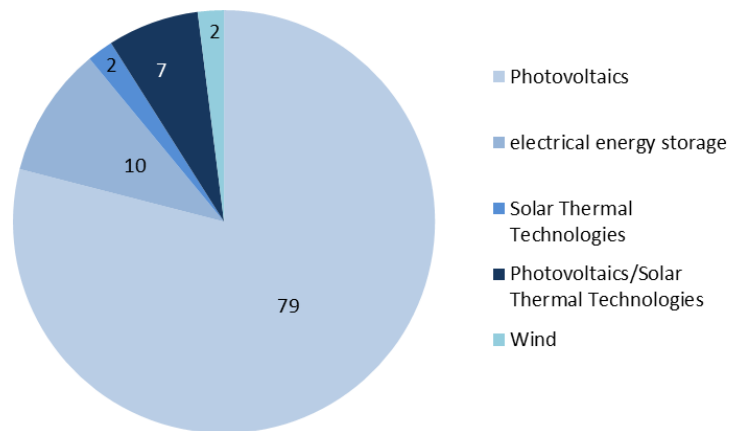


INTERSOLAR INDIA CONFERENCE 2017 PROGRAM

CONFERENCE PROGRAM				EXHIBITION PROGRAM			
Tuesday, December 5, 2017				(Presentation Stage, booth 1170)			
11:00am–11:15am	Opening Ceremony & Welcome Notes			11:30am–1:00pm	Business to Government Forum	11:00am–6:00pm	Solar PV Intensive Technical Training Course (Dr. Sean White)
11:30am–12:45pm	India – A Neck-Breaking Boom! What about Domestic Manufacturing and GST?			2:00pm–3:30pm	Smart Renewable Energy: Mini/Micro-Grid		
Lunch Break							
2:00pm–3:30pm	India's PV Market: Residential & C&I Prospects – what about Agro PV?						
Coffee Break							
4:00pm–5:30pm	Executive Panel: India – what have we learned – How will it Continue?						
5:30pm–8:00pm	Networking Reception						
Wednesday, December 6, 2017							
10:15am–11:45am	Commercial & Industrial Rooftop Systems – Quality Pays Off!	Project Financing – How it Works		10:30am–12:00pm	PV Manufacturing	11:00am–6:00pm	Solar PV Intensive Technical Training Course (Dr. Sean White)
Coffee Break							
12:00pm–1:30pm	Residential Rooftop Systems – Design and Quality goes Hand in Hand	Financing Options and Operating Models for Solar Projects		12:30pm–2:00pm	Smart Renewable Energy: electrical energy storage		
Lunch Break							
2:30pm–4:00pm	PV Quality Assurance	Agro-PV in India – Potential and Prospects		2:30pm–4:00pm	Smart Renewable Energy: E-Mobility/EV in India		
Coffee Break							
4:30pm–6:00pm	Floating PV – Potential and Prospects	Innovative Technologies and its Impact in O&M Business		4:30pm–6:00pm	Enabling PV in Afghanistan		
Thursday, December 7, 2017 – Side-Events							
10:00am–11:30pm	Off-Grid India						
11:00am–1:00pm	Matchmaking Afghanistan						

INTERSOLAR INDIA 2016 – REVIEW

INTERSOLAR INDIA 2016 – EXHIBITOR REVIEW



- 235 international exhibitors showcased the entire solar industry value-added chain.
- 98% expressed interest in exhibiting again in 2017.
- 91% were satisfied with their overall experience at Intersolar India.

INTERSOLAR INDIA 2016 – VISITOR REVIEW I

Visitor Areas of Interest (in %)¹

PV Cells & Modules	50%
PV Inverters	39%
PV Power Plants	34%
PV Balance of Systems (BOS)	34%
Smart Grid Technologies Grid Management	33%
PV Measurement & Control Technology	33%
ees Batteries Fuel Cells	33%
PV Components Tracking & Mounting Systems	33%
Electricity Trading & Marketing	33%
Smart Home/Smart Buildings	33%

¹ Multiple answers were possible.

PV = Photovoltaics, ees = electrical energy storage

- 12,000+ visitors from 52 countries in 2016. (12% more than 2015)
- Only 1% were dissatisfied with their overall experience at Intersolar India.

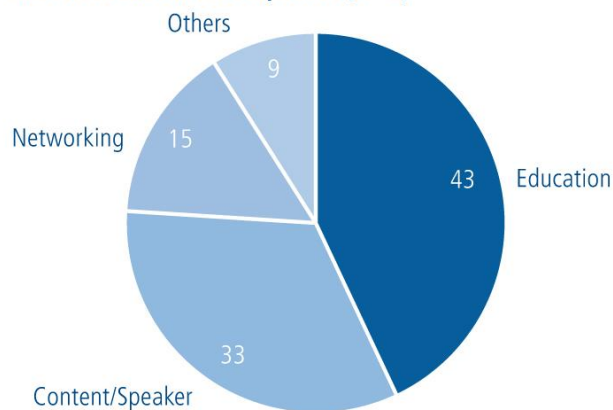
INTERSOLAR INDIA 2016 – CONFERENCE REVIEW

INTERSOLAR INDIA CONFERENCE 2016 – REVIEW I

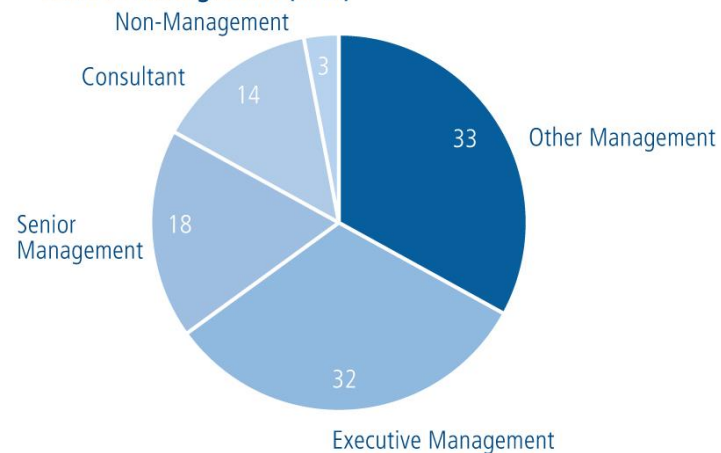
- 800+ conference attendees from all over the world in a total of 16 stimulating conference sessions as well as 11 side events.
- 85% of delegates were "satisfied" with the conference format
- 87% of the conference attendees came from different parts of India.

INTERSOLAR INDIA CONFERENCE 2016 – REVIEW II

Main reason for Participation (in %)



Level of Management (in %)



LOCAL ORGANIZER

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