



Good  
Average  
Poor

 States with net metering
**States with gross metering**

**Total installed capacity (MWp) by CleanMax in the state**

All figures in MW

## Annual market share

Systems installed between April 2016 - March 2017 (678 MW)



**INDIA'S #1 ROOFTOP  
SOLAR DEVELOPER.**

Successfully helped 200+ corporate sites  
go green by providing Capex-free  
solar solutions.



**CleanMax  
SOLAR**

[www.cleanmaxsolar.com](http://www.cleanmaxsolar.com)  
[info@cleanmaxsolar.com](mailto:info@cleanmaxsolar.com)



# ALWAYS AVAILABLE FOR HIGHEST YIELDS

## FUSIONSOLAR SMART PV SOLUTION

### Global #1 Shipment

- Higher Yields
- Smart O & M
- Safe & Reliable



[in](#)
[C](#)
[f](#)
[t](#)
[+ YouTube](#)

Huawei Telecommunications (Beijing) Co., PVT Ltd.  
 4th Floor, 1000 To 1005  
 1000, mkt.huawei.com



**Oriono**  
 Your Solar EPC Partner

## World-Class Turnkey Solar EPC

### Rooftop Solar

- **10+ MW** of Solar Rooftops executed for leading MNCs across 7 states
- **5.5 MW** of Solar Rooftop for a **leading automobile company**

### Utility-Scale

- Executed **75+ MW** of solar projects
- Turnkey EPC for **23 MW single location** ground-mount utility-scale PV power plant at **Paragaddi, KN**
- **105 MWp** Turnkey Solar EPC under execution

[www.orionosolar.com](http://www.orionosolar.com)
[contact@orionosolar.com](mailto:contact@orionosolar.com)
[+919619571288](tel:+919619571288)



YOU SEE A  
**ROOF** —  
WE SEE A  
**POWER PLANT**

Vikram Solar specializes in providing comprehensive rooftop solar solutions.

**vikramsolar™**  
CREATING CLIMATE FOR CHANGE

[vikramsolar.com](http://vikramsolar.com) [sales@vikramsolar.com](mailto:sales@vikramsolar.com) TOLL FREE NO 1800 212 8200

[f](#) [in](#) [in](#)



Ennergising. Empowering. Enlightening.

**TURNKEY EPC (UTILITY)**  
**TURNKEY EPC (ROOFTOP)**  
**SOLAR PARK DEVELOPMENT**



**INSTALLED  
CAPACITY**  
**200 MW**



**UNDER  
EXECUTION**  
**200 MW**

[info@harsha-abakus.com](mailto:info@harsha-abakus.com) | [www.harsha-abakus.com](http://www.harsha-abakus.com)





**stand the test of time**

**SUNTECH**  
www.suntech-power.com



**sapa:** Innovative aluminum solutions

**SHAPING A  
LIGHTER, SUSTAINABLE  
FUTURE**


**WITH  
GLOBAL RACKING  
SOLUTIONS**

**0900 420 0151  
[www.sapagroup.com](http://www.sapagroup.com)**


**aluminum  
systems**

**Customised rooftop solar installations for enterprises**

Bosch Energy and Building Solutions  
 Bosch India (P) Ltd  
 boschindia.energy@in.bosch.com



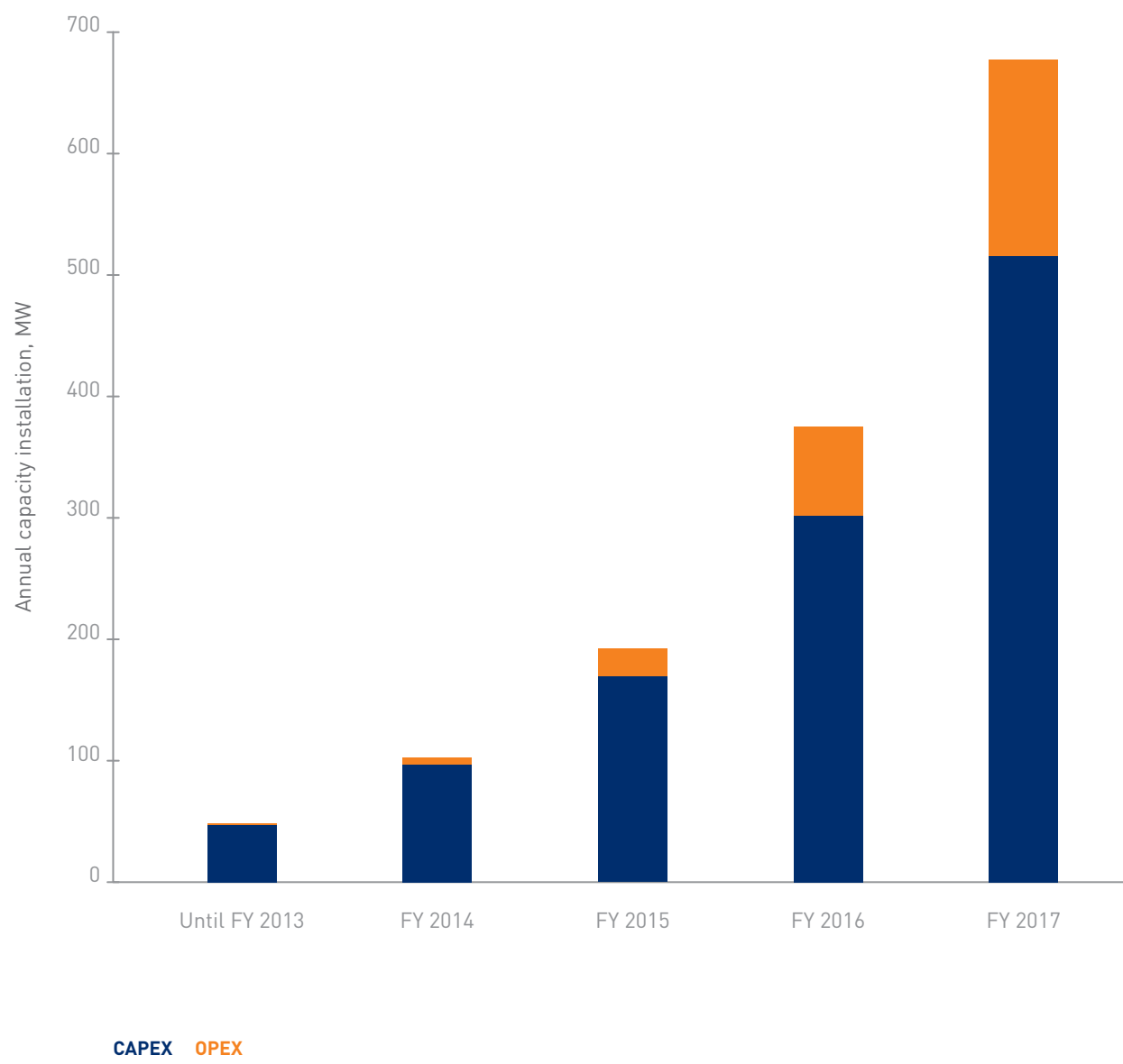
**BUILDING SOLAR ASSETS TO BRIDGE THE ENERGY GAP IN INDIA**

	<b>PRESENCE IN 9 STATES</b>	<b>World Class Turnkey Solar EPC</b>
	<b>21 MW+ Rooftop</b>	<b>Solar PPAs Public &amp; Private Companies</b>
	<b>11 MW Utility Plants</b>	
	<b>10 MW Open Access</b>	
<b>50 MW+ Under Execution</b>	<b>500 MW+ Cumulative Experience</b>	

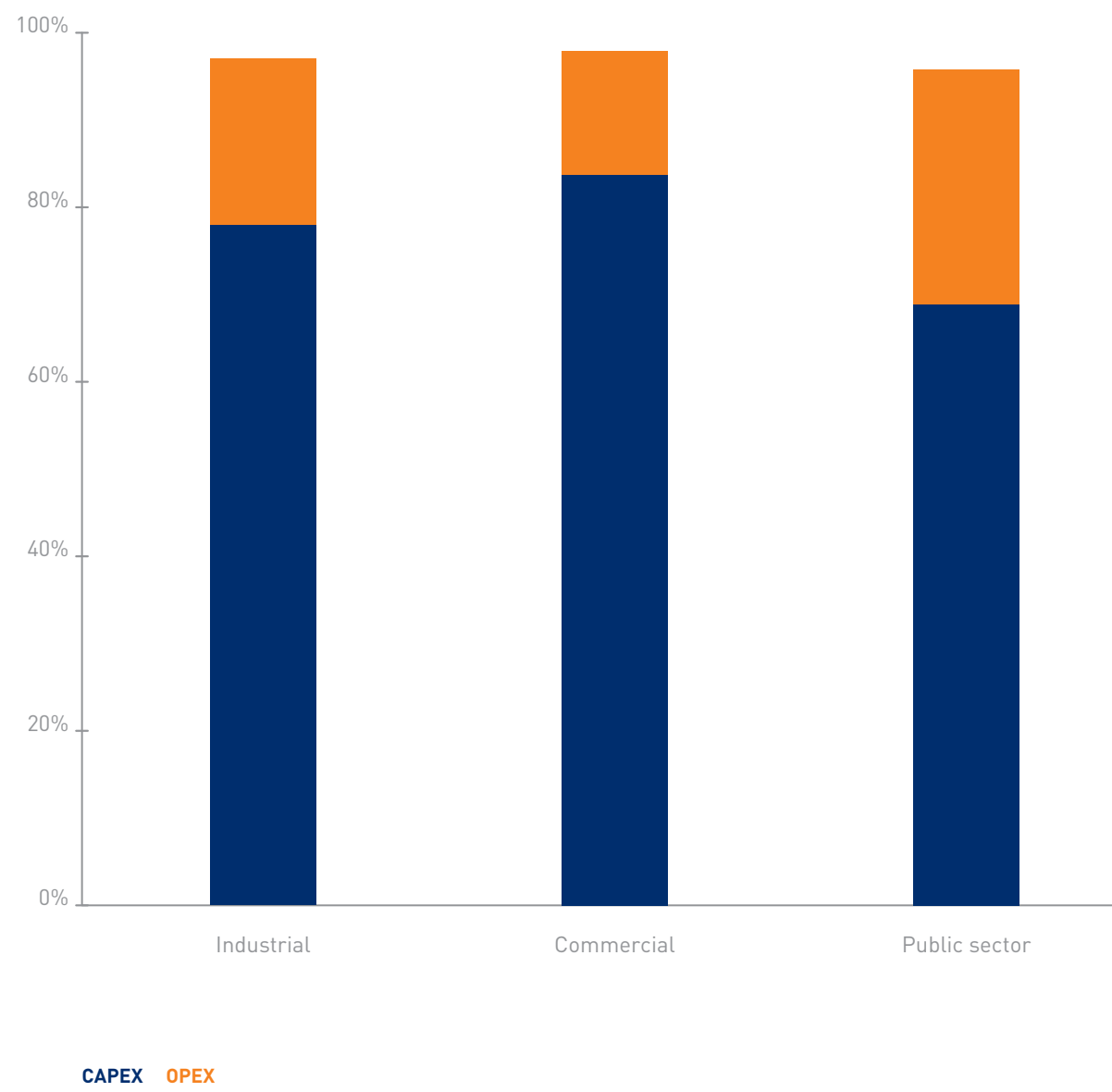
**SUNSURE ENERGY PVT. LTD.**  
 217, DLF Towers A, Jasola, New Delhi, 110025 | [www.sunsure-energy.com](http://www.sunsure-energy.com) | [info@sunsure.in](mailto:info@sunsure.in)  
 011-61622154, 011-65000284



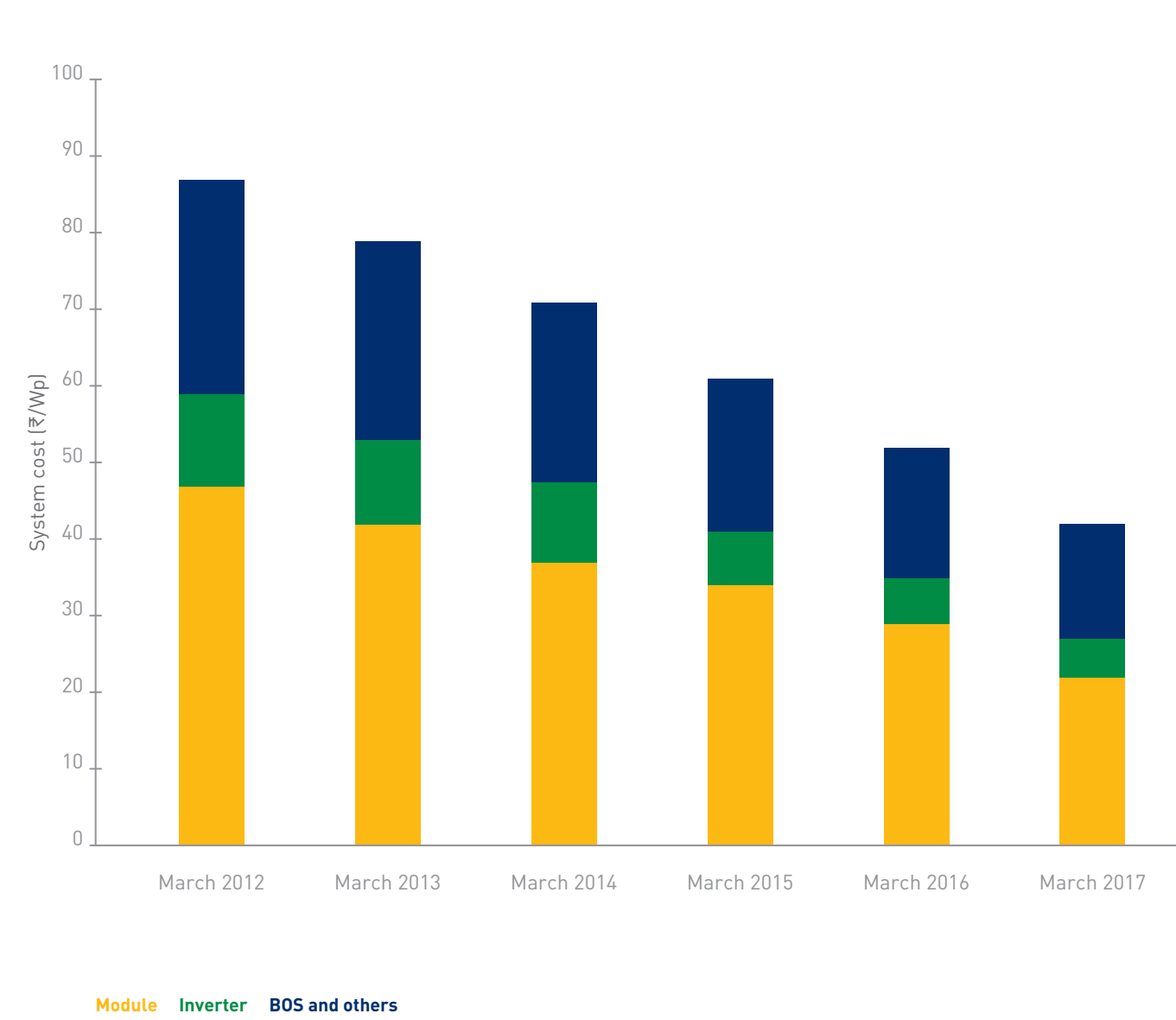
CAPEX vs OPEX share



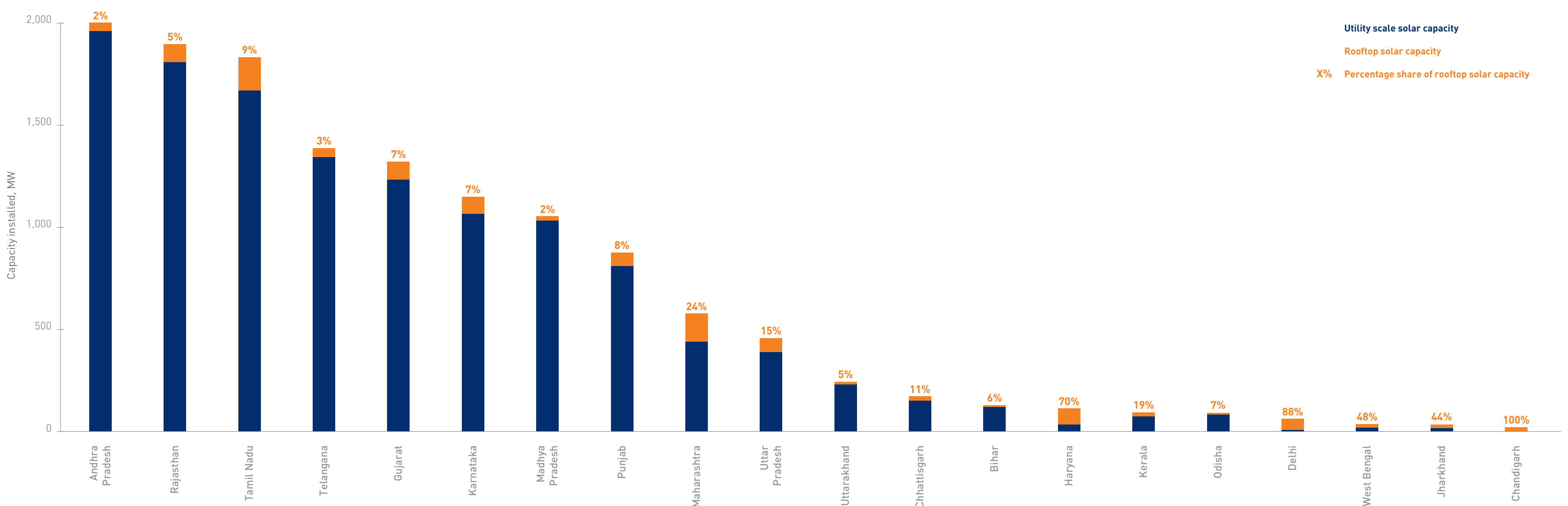
CAPEX vs OPEX share by consumer category



BTI India Rooftop Solar EPC Price Index<sup>4</sup>

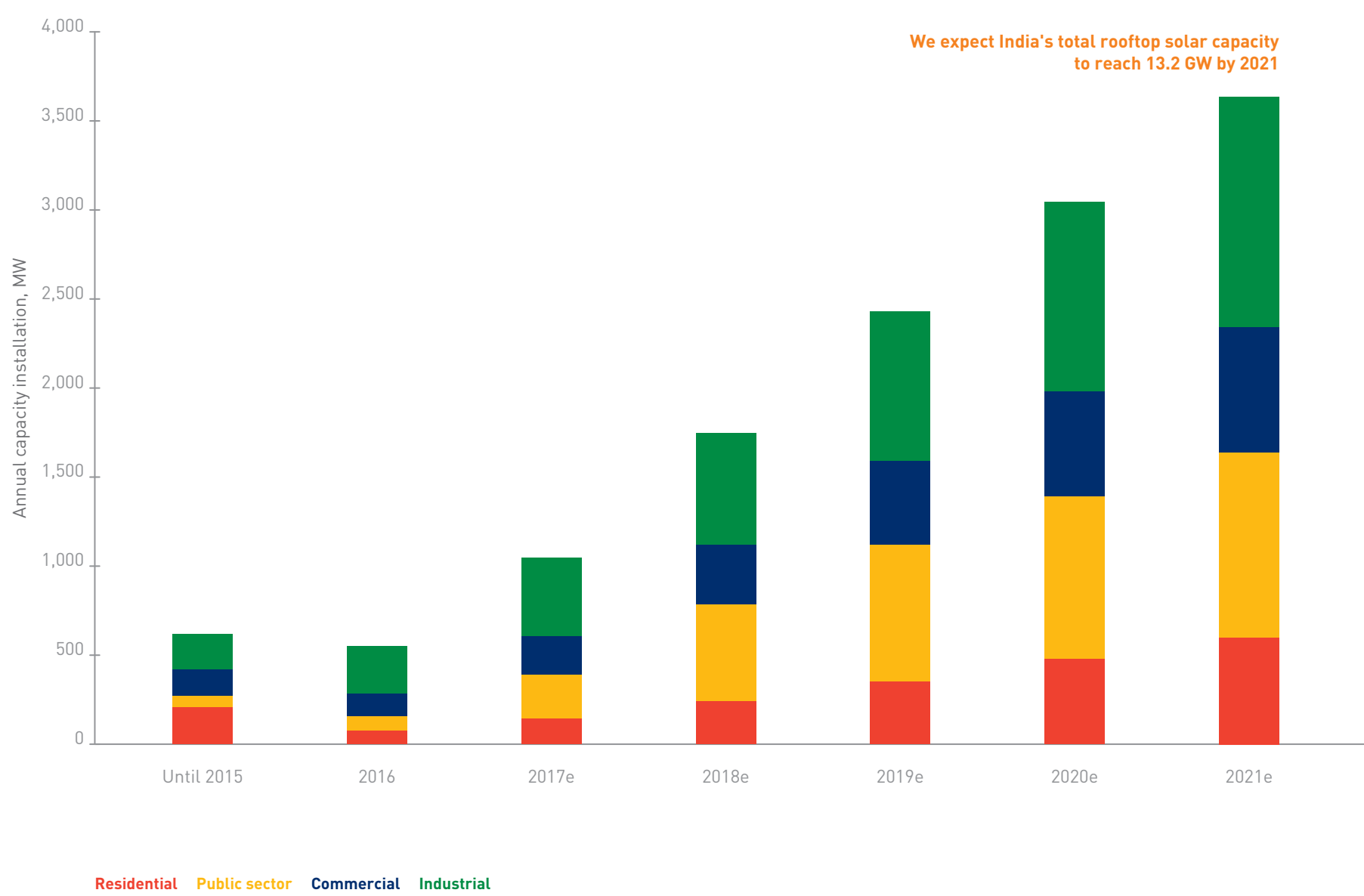


State wise installed capacity, as of March, 2017

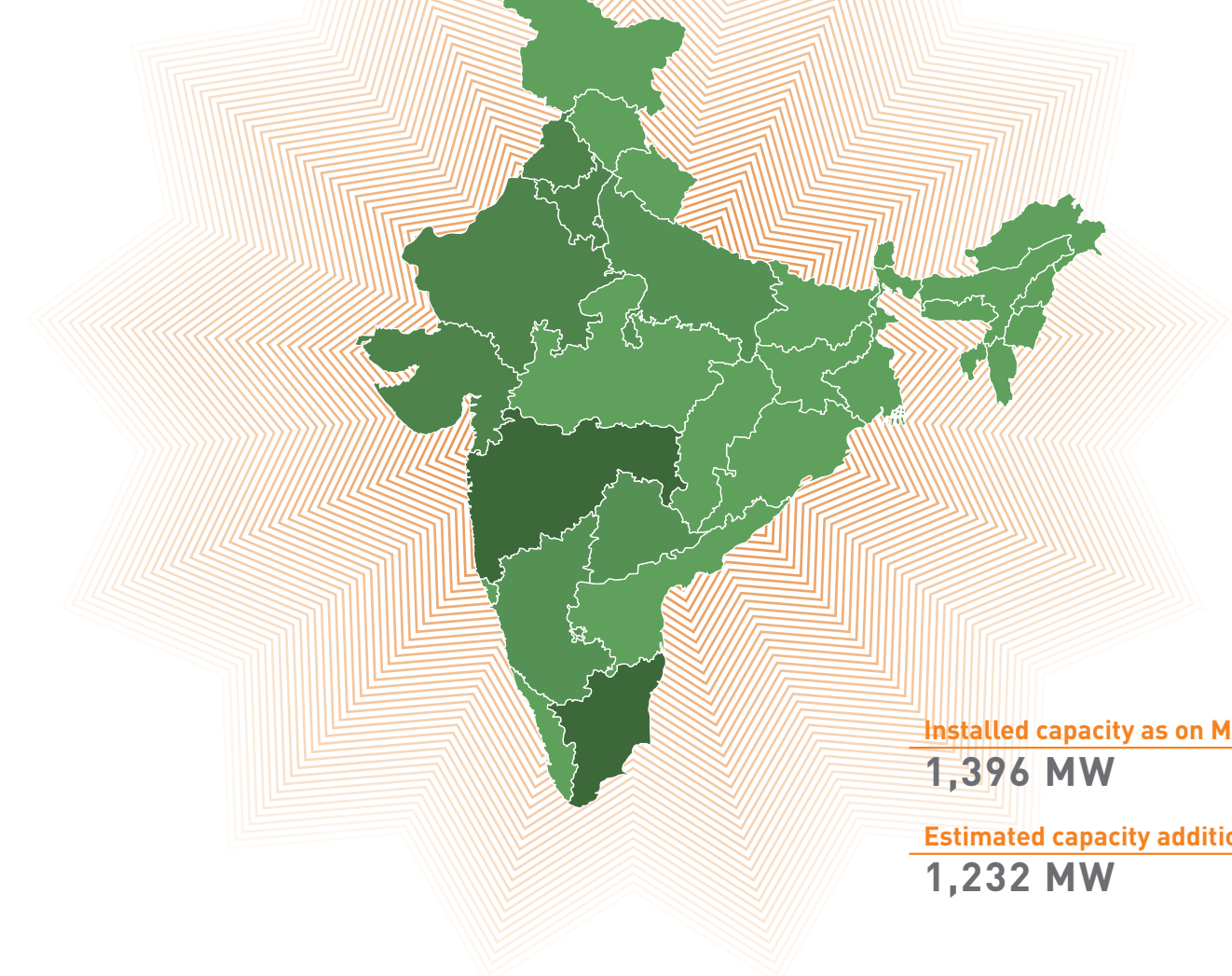


- Notes:
- We have classified all on-site solar systems (including any ground based systems) as rooftop systems.
  - OPEX (operating expenditure) systems are owned and installed by third party investors on a PPA basis at the consumer's premises. CAPEX (capital expenditure) systems are owned and installed by the consumer.
  - Survey participants include - in alphabetical order - 8 minutes, Asun, Bosch, Emmvee, Fourth Partner, Hero Future Energies, Jakson, Kotak Urja, Madhav Infra, Sunsource, SuRe Energy systems and Solar Square.
  - Rooftop system cost trends are calculated for a 500kWp rooftop system installed on an industrial shed.
  - The projections are based on a detailed market model created by BRIDGE TO INDIA. Economic viability has been considered as the primary driver for rooftop solar adoption. Impact of already known central and state level policy initiatives has also been considered to arrive at the final projections.

Projections for rooftop solar capacity<sup>5</sup>



## INDIA SOLAR ROOFTOP MAP 2017 MARCH



**India Solar Navigator** **KNOWLEDGE IS POWER**

Policies • Tenders • Projects  
Market players • Price trends  
News and special comment

POWERED BY BRIDGE TO INDIA

For subscription and sponsorship enquiries, please contact - [marketing@bridgetoindia.com](mailto:marketing@bridgetoindia.com)

Cleanmax Solar has helped 200+ corporate sites go green by providing them Capex-free solar solutions.

**CleanMax SOLAR** [info@cleanmaxsolar.com](mailto:info@cleanmaxsolar.com)  
[www.cleanmaxsolar.com](http://www.cleanmaxsolar.com)

**HUAWEI** ALWAYS AVAILABLE FOR HIGHEST YIELDS

**FUSIONSOLAR SMART PV SOLUTION**  
**Global #1 Shipment**

- Higher Yields
- Smart O&M
- Safe & Reliable

Huawei Technologies India Pvt. Ltd. GATEWAY TO INDIAN SOLAR MARKET

**SURE ENERGY**

+91 7680990966  
[sales@sureenergysys.com](mailto:sales@sureenergysys.com)

**100% POWER 0% CAPEX** **EVEREST SOLAR**

**Rooftop Solar from Roofing Experts**

It's true! We will install a FREE Solar Power Plant on your factory rooftop. And you'll have to pay as low as Rs. 3.50 per unit generated. Call us for a technical sunshine consultation and see how we reduce your electricity bill by up to 50%.

Keep Smiling. Keep Shining.

1800419191 **SOLAR** to 56161 [solar@everestind.com](http://solar@everestind.com)

\*Savings are determined by your energy usage pattern and power tariffs in your industrial area.

### Our services

#### Strategy Consulting

Business strategy Market environment White papers

#### Transaction Advisory

Financial advisory  
Fund raising, M&A  
Due diligence

#### Market Intelligence

Up-to-date information  
Industry network  
360 degree view

### Our recent reports



India Solar Map 2017



India Solar Excellence - DC cables



India Solar Decision Brief - Analysis of utility scale solar tenders in India



India Solar Handbook 2017



C-8/5, DLF Phase 1,  
Gurgaon - 122001 (HR)  
India

P +91 124 4204003  
E [contact@bridgetoindia.com](mailto:contact@bridgetoindia.com)

[www.bridgetoindia.com](http://www.bridgetoindia.com)

[www.facebook.com/bridgetoindia](https://www.facebook.com/bridgetoindia)  
[www.twitter.com/bridgetoindia](https://www.twitter.com/bridgetoindia)