

# 1<sup>ST</sup> SOLAR INDUSTRY SUMMIT INDIA

“APPLICATION MEETS PRODUCTION –  
HOW TO USE AND PRODUCE PV IN INDIA”

13 January 2011

Bombai Exhibition Centre, Hall 2A

Mumbai, India

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INTERNATIONAL TRADE FAIR FOR GLASS  
PRODUCTION • PROCESSING • PRODUCTS

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# “1<sup>ST</sup> SOLAR INDUSTRY SUMMIT INDIA”

## MEET THE EXPERTS - UNDERSTAND THE MARKET!

India is endowed with vast solar energy potential. The rapidly rising energy needs, the overdependence on coal as well as on gas and oil imports and the abundant irradiation make PV particularly attractive to the country's energy strategy. The country is ready to become a global leader in PV production and application. A robust PV industry would create thousands of jobs right across the whole solar value chain, beginning from R & D to manufacturing, installation and maintenance.

Against this background, Solarpraxis AG and Messe Düsseldorf GmbH, as competent partners with long standing experience in organizing high-level industry events, are bundling their extensive know-how with a new conference format for the promising Indian solar market.

At the “1<sup>st</sup> Solar Industry Summit India” in Mumbai on 13th January 2011, high-profile speakers from politics and trade associations together with the solar industry and its suppliers will give a unique overview of applications and production of photovoltaic systems in India.

To keep the entire value chain within the country, the subject of production technology is of particular importance. From factory design to process optimization the conference will take on all aspects of the solar production.

Additionally it will give an overview of worldwide market development, the status quo for crystalline and thin-film photovoltaics, project development, quality assurance, finance and bankability.

The conference is open to all German and international solar companies, suppliers and investors who are interested in the Indian market and want to establish contacts with Indian companies as well as the entire Indian solar industry.

The “1<sup>st</sup> Solar Industry Summit India” offers expert know-how as well as the possibility to exchange information, to have discussions and to establish strategic networks – all at a top level.

# THE CONFERENCE “1<sup>ST</sup> SOLAR INDUSTRY SUMMIT INDIA”

**PARTICIPANTS CAN PROFIT FROM THE INTENSIVE EXCHANGE, FOCUSING ON CURRENT TOPICS SUCH AS:**

- What is the status quo and outlook of the Indian PV market?
- Which production technologies can provide further improvements for costs and quality in PV production?
- What are the main aspects to consider concerning factory planning in India?
- What are the most important aspects for successful project planning? What could be the pitfalls and how can they be avoided?
- Which experiences from the German Solar market can be helpful for the development of the Indian solar industry?

### TOPICS OF THE CONFERENCE:

- PV market overview
- Technology overview Crystalline and Thin-Film PV
- Factory planning
- Project planning and development
- Optimization of production processes
- Investment, financing, bankability and return of investment

### TARGET GROUPS:

- PV planners and project developers
- Contractors, installers, engineering and construction companies
- Financiers, investment banks and investors
- Module and cell manufacturers
- Producers of inverters and power components
- Suppliers of foundations, substructures, cabling and other components
- Journalists addressing economic, technological and energy issues

### WHY YOU SHOULD PARTICIPATE

Here, in one place, you can meet the sector's decision makers, expand your business ties, tune into top quality technical information and gain in-depth insights to the solar markets – all in one place in just one day!

### MEET THE EXPERTS – UNDERSTAND THE MARKET!

### CONTACT 1<sup>ST</sup> SOLAR INDUSTRY SUMMIT:

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## REGISTRATION

The participation at the conference is for free.

Please register on

» [WWW.VIABLESOFT.COM/SOLAR/INDEX.ASP](http://WWW.VIABLESOFT.COM/SOLAR/INDEX.ASP)

# PROGRAMME

THURSDAY, 13TH JANUARY 2011

**Registration and get together with snacks  
and drinks**

**9:00 h**

## OPENING SESSION

### MARKET, POLITICS, TECHNOLOGY OVERVIEW

**Welcome and opening words**

**09:30 h**

**Introduction: The impact of solar energy for the  
future energy supply and the German experiences**

*Heiko Stutzinger, Messe Düsseldorf GmbH*

*Miriam Hegner, Solarpraxis AG*

**The Indian Government & State policies in solar**

**09:45 h**

*Indian Ministry of New and Renewable Energy, tbc*

**Market overview:**

**10:10 h**

**Global solar manufacturing capacity, expectation  
of installation for the next 5 years, the tariff in key  
markets and the expected trend**

**The Indian Solar Market now and tomorrow:**

**what are the main fields of solar applications and**

**what will be the future ones? What are installed**

**capacities compared to produced capacities now**

**and in the future? How will the Indian market**

**develop compared with the worldwide development?**

*Sanjay Chakrabarti, Ernst & Young Pvt. Ltd.*

*Daniela Schreiber, EuPD Research*

10:50 h

**Technology Overview Photovoltaics  
Thin-Film and Crystalline: Comparison  
of both key technologies**

*Hartmut Groß, centrotherm photovoltaics AG*

11:15 h

**Questions and Discussion**

11:30 h

**Coffee break**

**PRODUCTION AND APPLICATION FOR  
PHOTOVOLTAICS CONSIDERING COST AND  
QUALITY ASPECTS**

12:00 h

**Production technology thin-film PV  
Considering the whole value chain  
Status Quo, optimization, Cost reduction  
potential, bottlenecks, challenges**

*Tobias Kieseletter, Roth & Rau CTF Solar GmbH*

12:20 h

**Challenges and opportunities for PV in India  
Impact of quality issues for the success in power  
plant development and relevant opportunities for  
PV in the off grid / independant grid market**

*Suri Penubolu, Director, Microsol International II Fze*

12:35 h

**Production Technology PV: Status Quo and  
Potentials in India**

*Indian solar company, e.g. Moser Baer,  
Tata BP Solar India Limited*

12:50 h

**Questions and Discussion**

13:00 h

**LUNCH**

## FACTORY PLANNING AND OPTIMIZATION OF PRODUCTION PROCESSES

**Factory planning – challenges in India and best practice from Germany** **14:30 h**

*Dagmar Vogt, vogt group SE*

**Advanced Design concepts and Project Execution for cost effective PV Fabs in India** **14:50 h**

*Arun Gandhi and Klaus Eberhardt, MW High Tech Projects (I) Pvt Ltd – A Company of the M+W Group*

**Owner's Guide to PV Manufacturing Set-Up** **15:10 h**

*Helfried Weinzerl, CH2M HILL Industrial and Advanced Technology*

**Intelligent Line Concepts and Control Systems for Thinfilm Solar Production** **15:30 h**

*Jan Lukassek, GRENZEBACH Maschinenbau GmbH  
Questions and discussion*

**Coffee break** **16:10 h**

## PROJECT PLANNING AND PROJECT FINANCING OF PV INSTALLATIONS

**The importance and criticality of Balance of System (BOS) in a solar plant** **16:30 h**

*Sanjay Chandra, Welspun Energy Pvt Ltd*

**Project planning - key issues and pitfalls** **16:50 h**

**What are the quality requirements and how to fulfil them**

**Experiences from a German project developer on several emerging markets**

*N.N., Gehrlicher Solar AG*

**17:10 h** **BOS and quality assurance in solar projects – Experiences from Germany**  
*Alexander Woitas, Solarpraxis AG*

**17:30 h** **Discussion panel**  
**Global experience in financing & the Indian market**  
**Bankability – How can Indian solar projects and manufacturers get bankable?**  
**How to develop financing infrastructure and models to motivate large scale PV adoption and investments, legal aspects**  
*Deepak Chawla, Ernst & Young Pvt. Ltd.*  
*Mr. Rajan Srinivsan, GM , Project Finance & Leasing*  
*SBU State Bank of India*  
*Alexander Woitas, Solarpraxis AG*  
*Matthias Heinze, TÜV Rheinland AG*  
*Mr. D. Majumdar, IREDA (invited)*  
*Michael Brandes, KfW IPEX Bank (invited)*

**18:30 h** **End of the conference**

**19:00 h** **Reception with Finger Food**

## 2<sup>ND</sup> GLASSPEX INDIA 2011

### INTERNATIONAL TRADE FAIR FOR GLASS PRODUCTION, -PROCESSING AND -PRODUCTS

The event will take place parallel to “2<sup>nd</sup> GLASSPEX INDIA 2011”, the leading trade fair for the glass industry in Mumbai. The premiere of GLASSPEX INDIA in December 2009 was a resounding success, with praise for the event coming from both the 139 exhibitors from more than 20 different countries as well as the 3,200 trade visitors.

Amongst other things, the special show “Solar energy generation” was a highlight for the sector, particularly in this country that is spoiled with so much sunshine, providing ideal conditions to exploit solar power to the fullest.

GLASSPEX INDIA is a satellite show of glasstec in Düsseldorf/Germany – the world’s largest trade fair for the glass industry.

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**GLASSPEXINDIA**  
2nd International Exhibition for Glass  
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SUBJECT TO CHANGE  
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