

November 13, 2024

To, The Manager National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (E), Mumbai – 400051

Script Code: SOLEX

Sub.: Investor Presentation for H1 FY25 performance.

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Investor Presentation along with key highlights for half year ended September 30, 2024.

Kindly take the same on the record.

Thanking you,

Yours faithfully, For, Solex Energy Limited

CHETAN Digitally signed by CHETAN SURESHCHAND SURESHCHANDRA SHAH DRA SHAH

Chetan Sureshchandra Shah Chairman & Managing Director DIN: 02253886

Encl.: as above



CORPORATE OFFICE

301-303, Trinity Business Park, Madhuvan Circle, L.P. Savani Road, Pal, Surat - 395009, Gujarat, Bharat

REGISTERED OFFICE

Plot No. 131/<mark>A, Phase - 1, H.M.Road, G.I.D.C.,</mark> Vitthal Udyognagar, Anand <mark>- 388121, Gujarat, Bharat</mark>



SOLEX ENERGY LIMITED

Investor Presentation

H1 FY2025



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AGENDA

About Solex Energy

02 Business Overview

3 Way Forward

04 Financials & Updates



Industry Overview



ABOUT SOLEX





SOLEX – A BRIEF

SOLEX ENERGY LIMITED, founded in 1995, specializes in renewable energy solutions and stands as a leading pioneer in **Solar Photovoltaic (PV) Module manufacturing in India**. Originally known as Sun Energy Systems, the company began its journey by producing solar water heaters. Over time, it expanded its product line to include solar home lighting systems and ventured into the manufacturing of solar PV modules in 2007.

Mission:

To provide world class renewable energy services, solutions & technology locally as well as globally and contribute to the sustainability of our planet; and to be recognized for our high-quality products, services, and contribution to a sustainable life.

Vision:

Our vision is a world running on clean renewable energy; and to continuously improve & enhance our efficiency, quality and technology to serve our customers and provide all solar energy solutions under one roof.



Over **29 Years** Of Experience

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6000+

Successful projects



1.5 GW

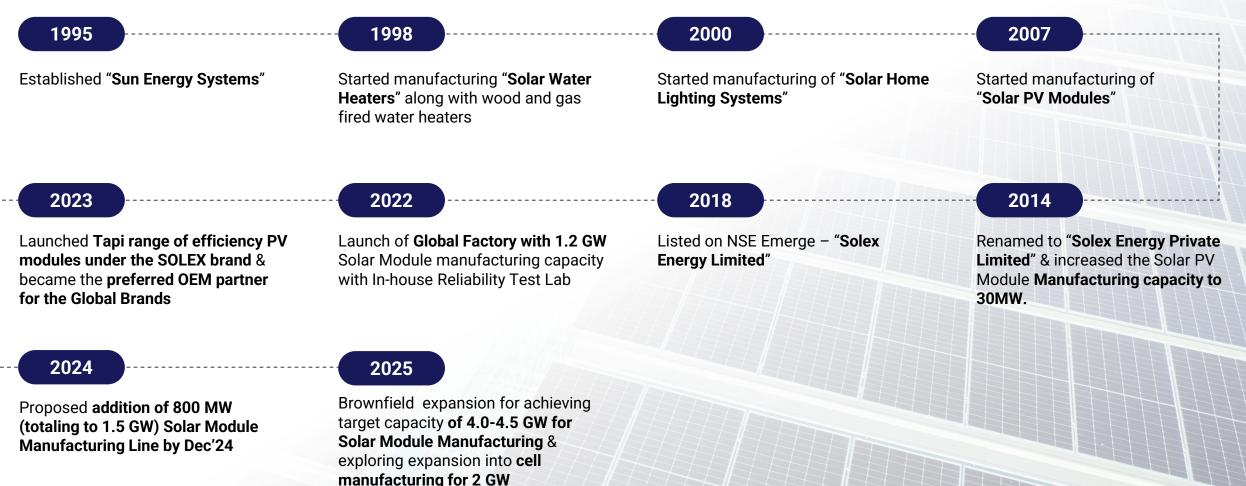
Production Capacity (incl. 800 MW additional capacity expected in Dec'24)



Global Presence



OUR JOURNEY





OUR CORE TEAM





Kalpesh Patel Whole Time Director

+ Hailing from the renowned Nemji family, with a century-long legacy of trust and goodwill.

Chetan Shah

Chairman & MD

- With three decades of service industry experience, specializing in PV module manufacturing for 16 years.
- + A respected figure in solar manufacturing, driving innovation and leadership.
- Committed to leading Solex Energy Limited to unparalleled success through strategic vision and steadfast leadership.



- + Extensive Solar Industry Experience with over 25 years of dedicated experience in the solar industry.
- + Successfully transitioned Sun Energy Systems into Solex Energy Limited, listed on the NSE Emerge platform in 2018.
- approach. + Experienced in textile

Piyush Chandak Whole Time Director

- + Youngest Director MBA from Auro University, Surat and BBA from Christ University, Bangalore
- + Aim to build a multipronged business empire through a professional
- processing, telecom, and now driving strategic decisions for Solex

Anil Rathi Non-Executive Director

- + Brings 28+ years of diverse industry experience including textiles, steel, and recycling.
- + Renowned leader with entrepreneurial ventures in garmenting, textile dyeing, steel recycling, and more.
- + Instrumental in production, HR, admin, and business development at Solex

- Vipul Shah Non-Executive Director
- + Chartered Accountant with over 20 years of experience in tax advisory and project finance.
- + Extensive expertise in Tax Advisory, Project Finance Advisory, and Management Advisorv.
- + Active member of various social, educational, and charitable organizations.



reporting, tax preparation,

audit assistance, and

financial institutions.

Proficient in financial

statement analysis,

liaisons with banks and

regulatory reporting, and

general ledger accounting.

+ Manages financial

+

+

Brijesh Khanna President - Operations

- + Accumulated 31 years of 25 years of hands-on experience in Accounts & broad expertise across Treasury management. service and manufacturing domains.
 - Proficient in optimizing + workflows and maximizing resource utilization to enhance efficiency and productivity.
 - Prioritizes Quality + Assurance to uphold rigorous standards and regulatory compliance, ensuring operational integrity.

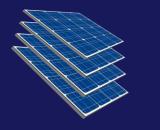
INVESTOR PRESENTATION

Business Overview





BUSINESS SYNOPSIS



Well-recognized module brand with national and international presence One of the oldest manufacturer of **"Solar Photovoltaic (PV) Modules"**

Equipped with manufacturing capabilities for PV modules utilizing P-Type Mono PERC and N-Type TOPcon technology. Engaged in OEM & ODM partnerships with esteemed Indian and International entities for module production under their brand names

Employing Advanced Technology, latest in the industry for Solar PV Module Production Operations include Turnkey Projects, spanning Residential Rooftop, Commercial, Industrial, and Utility Ventures

Started with 1st Production Line of Global Facility with 700 MW since H2'FY23 Development process encompasses Design, Development, Testing, Manufacturing & Delivery



TURN-KEY PROJECTS AND ASSET MANAGEMENT

DEVELOPMENT

- + Project Conceptualization
- + Land Identification, Acquisition & Clearances
- + Project Finance Modelling

- <u>EPC</u>
 - + Optimized Designing
 - + Quality Engineering
 - + Efficient Execution

3

ASSET MANAGEMENT

- + Cost Effective O&M Solutions
- + Dedicated Team
- + Timely Reporting



CORE COMPETENCIES & PRINCIPLES

World-Class Facility Complying with Global Standards

Module Brand with a Strong Reputation

Commitment to Social Impact & Upholding Integrity



Excellence in Quality



Supporting Collaborative Partnerships



Promoting Environmental Responsibility



Fostering Creativity and Advancement



Prioritizing Customer Needs



Facilitating Employee Empowerment



GLOBAL FACILITY (1/2)

2

Current Production Capacity: 700 MW Additional Capacity underway: 800 MW* *To be operational by Dec'24



3

Current Technology: P-Type Mono PERC

Transitioning To: N-Type TOPcon



Fully Automated and State-of-the-Art Production Facility

Equipped with an **in-house Reliability Test Laboratory** for comprehensive quality assurance

Facility **established since September 2022** and undergoing expansion.

5

GLOBAL STANDARDS Constructed in accordance with global standards, ensuring toptier quality and efficiency. **JOURNEY 2.0** State-of-the-art Solar PV Module manufacturing facility in Surat marks the inception of our transformative Journey 2.0. **INDUSTRY 4.0 & BIG DATA** Fully automated factory, embracing Industry 4.0 principles and harnessing the power of Big Data for optimized operations. **INFRASTRUCTURE** Equipped with a ready infrastructure for 1.5 GW and gearing towards 4.5 GW in a phased approach. ADVANCED TECHNOLOGY

Manufacturing next-generation modules employing latest technology, ranging from 540 Wp to 750 Wp

INVESTOR PRESENTATION





Employing Best of Practices in the Industry

GLOBAL FACILITY (2/2)



Lean Manufacturing Emphasizing waste reduction and ongoing process enhancement for peak efficiency.



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Total Quality Management (TQM) Focuses on continual quality enhancement from design to delivery.

Supply Chain Management

Optimizing supply chains for timely raw material delivery, efficient production scheduling, and effective inventory management.

Strategic Partnerships and Collaboration

Partnering with suppliers, customers, and industry peers to innovate, share best practices, and add value throughout the supply chain.



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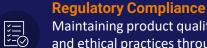
Employing data-driven methods to reduce defects and ensure consistent high product quality.



Integrating advanced tech like automation, robotics, MES, and AI to boost productivity, flexibility, and responsiveness.

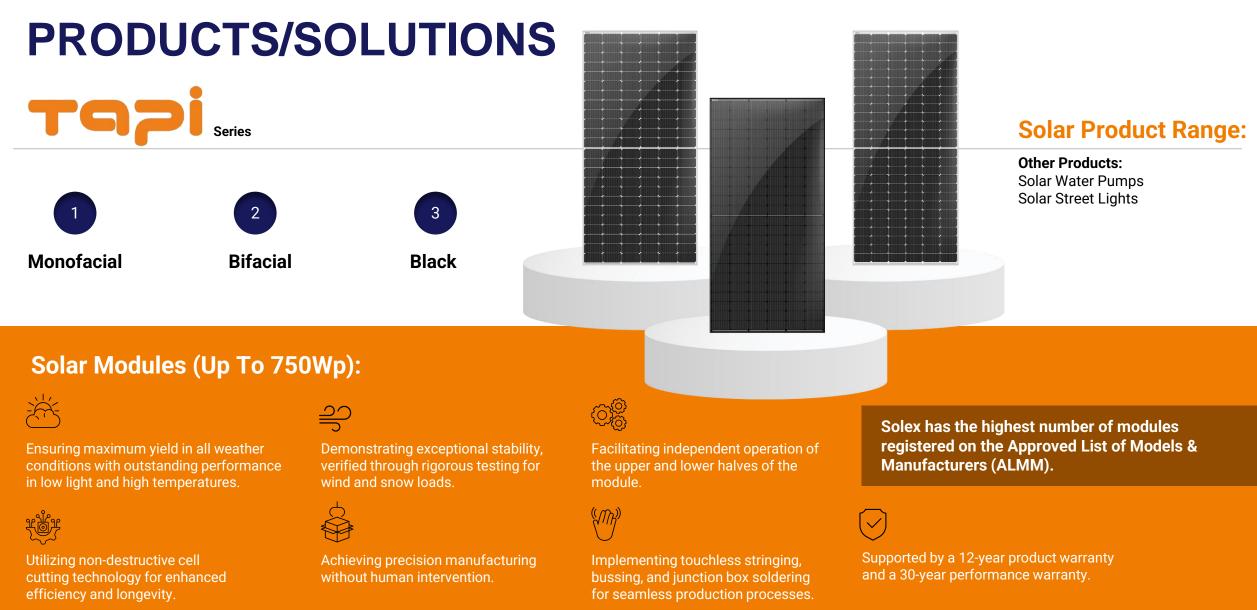
Environmental Sustainability

Solex plant, powered by clean energy, reduces environmental impact, minimizes waste, and fosters sustainability in manufacturing.



Maintaining product quality, safety, and ethical practices through industry regulation compliance.







RELIABILITY TEST LABORATORY

An Integral and essential part of our Expansive Global Facility.	Adhering to the latest IEC 2021 standards, surpassing the industry standard of IEC 2016.	Testing adheres to standards on par with those of renowned laboratories such as UL, TUV, and others.	Conduct thorough testing of solar PV modules, evaluating their performance under extreme temperatures, varying wind speeds, static loads, and other conditions.
	Continuous testing spans 2,500 to 4,000 hours to ensure durability and reliability.	Our testing protocols aim to guarantee the sustainability of solar PV modules for a minimum of 30 years.	Every batch of raw materials undergoes meticulous testing to maintain quality assurance



OFFERING SOLAR INSTALLATIONS & SOLUTIONS

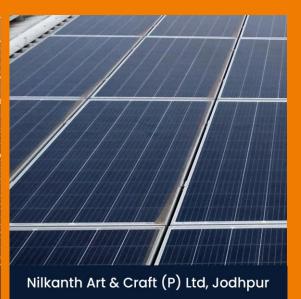




OUR PROJECTS



Canara Bank, Chandigarh









Inorbit Mall, Vadodara



Shavya Geotex, Tadkeshwar



SWOT ASSESSMENT

Established Brand Built a strong reputation in the solar energy industry.

Technological Expertise Possesses advanced technology and expertise in solar energy solutions.

Diverse Product Range

Offers a diverse range of solar products and services catering to various customer needs.

Strong Market Presence Significant presence in domestic and international markets.

Robust Supply Chain Well-developed supply chain ensuring efficient production and distribution. **Dependence on Government Policies** Changes in government policies related to renewable energy incentives and subsidies may affect the growth.

Dependence on Suppliers Operations could be impacted by disruptions in the supply chain.

Growing Demand for Renewable Energy

Increasing awareness and demand for renewable energy sources present significant opportunities to expand the market share.

Emerging Markets

Expansion into emerging markets with favorable regulatory environments can drive growth.

Technological Advancements Leveraging technological innovations can enhance product offerings and efficiency, staying ahead of competitors.

Strategic Partnerships Collaborating with other companies or governments can open new avenues for business development and expansion.

Intense Competition Competition from both established players and new entrants in the solar energy industry.

Regulatory Changes

Changes in government regulations or policies related to solar energy could impact the company's operations and profitability.

Supply Chain Disruptions

Disruptions in the supply chain due to natural disasters, geopolitical tensions, or other factors could impact production and distribution.



CATERING ACROSS INDUSTRIES





CLIENTELE (1/2)





CLIENTELE (2/2)



Way Forward







WAY FORWARD

Implementing Advanced/Latest Technology "N-Type TOPcon"

Establishing **new facilities equipped** with the latest technology & **upgrading existing facility** to incorporate the latest technological features

Expansion in existing infrastructure (Reach 1.5 GW Capacity)

Installing an **additional manufacturing line** capable of producing **800** MW of Solar PV Modules, effectively scaling the capacity to 1.5 GW by Dec'24. Expansion with additional infrastructure (Reach 4.0-4.5 GW Capacity)

Aiming to **reach a total production capacity of 4.0-4.5 GW**, which involves ramping up the Manufacturing Facility by an **additional 2.5 GW**. Exploring expansion into cell manufacturing (For 1.0 GW + 1.0 GW Capacity)

In the exploration phase for a Solar Cell Manufacturing Line with total 2.0 GW of capacity.



VISION 2030

Advancing Solar Technology & Scaling Operations Positioning as a Fully Integrated Solar Company Key element of Vision 2030 is the recent launch of the Tapi-R series, featuring N-Type TOPcon Technology and a rectangular cell design.



Expansion of Module Manufacturing Capacity Following the capacity expansion to 1.5 GW, plans to increase manufacturing capacity to 15 GW.

Development of New Cell Manufacturing Facility Exploring the development of a new cell manufacturing facility with an initial capacity of 2 GW, designed for scaling up to 5 GW.



Aiming to increase the workforce to over 25,000 to fuel the growth.

Performance Update & Financial Highlights





BUSINESS UPDATE

Launch of Tapi-R Series	First Indian manufacturer to offer such advanced technology Features N-Type TOPcon Technology and rectangular cell design Delivers up to 625 WP with 23.14% module efficiency	Cell size: 182.2 x 210 mm, 132 Half-Cut cells Bifacial rate of approximately 80%	Enhances power efficiency and reliability Ideal for large-scale projects in challenging environments (e.g., deserts, barren lands)
Expansion of Manufacturing Capacity	800 MW module manufacturing capacity expansion underway	Total capacity will reach 1.5 GW	INR 729.3 Mn raised on preferential allotment basis for additional 800 MW capacity



First Indian PV module manufacturer to secure the prestigious MCS 005 certification with BSI Kitemark, accredited by the United Kingdom Accreditation Service (UKAS)



KEY PERFORMANCE HIGHLIGHTS

Total Income		EBITDA		EBIT	
H1FY25 INR 2,742 Mn 192.4% YoY ▲	H1FY24 INR 938 Mn	H1FY25 INR 254 Mn 167.7% YoY ▲	H1FY24 INR 95 Mn	H1FY25 INR 213 Mn 294.3% YoY 🛦	H1FY24 INR 54 Mn
PBT		ΡΑΤ		PAT Margin	
H1FY25	H1FY24	H1FY24	H1FY24	H2FY24	H1FY24
INR 172 Mn 1194.0% YoY 🔺	INR 13 Mn	INR 131 Mn 1697.5% YoY 🔺	INR 7 Mn	4.8% +400 bps YoY ▲	0.8%

Transitioning from a lengthy and extended receivable cycle to a shorter one, enabling to rotate working capital more swiftly

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HALF YEARLY RESULT SUMMARY

(INR Mn)

Particulars	H1FY25	H2FY24	H1FY24	YoY%	HoH%	FY24	FY23	ΥοΥ%
Revenue from Operations	2730.9	2728.9	930.4	193.5	0.1	3659.2	1,617.1	126.3
Other Income	10.8	13.8	7.2	49.9	(21.6)	20.9	26.8	(21.7)
Total Income	2,741.6	2,742.6	937.6	192.4	0.0	3,680.2	1,643.9	123.9
COGS	2233.3	2300.8	678.6	229.1	(2.9)	2979.4	1325.8	124.7
Employee Benefit Expenses	91.1	78.0	62.0	46.9	16.8	140.0	66.9	109.6
Other Expenses	163.4	153.5	102.1	60.1	6.5	255.6	111.2	129.8
Total Expenditure	2487.8	2532.3	842.7	195.2	(1.8)	3375.1	1,503.9	124.4
EBITDA	253.8	210.3	94.8	167.7	20.7	305.1	140.0	117.9
EBITDA Margin (%)	9.3	7.7	10.1	-86 bps	+159 bps	8.3	8.5	-23 bps
Depreciation	40.7	43.8	40.8	(0.1)	(7.1)	84.6	45.3	86.6
EBIT	213.1	166.4	54.0	294.3	28.0	220.5	94.6	132.9
Interest	40.7	64.3	40.7	0.0	(36.7)	105.0	56.1	87.2
Profit Before Tax	172.3	102.1	13.3	1194.0	68.8	115.4	38.5	199.6
Тах	41.5	22.0	6.0	587.4	88.5	28.1	11.4	146.0
Profit After Tax	130.8	80.1	7.3	1697.5	63.4	87.3	27.1	222.2
Net Profit Margin (%)	4.8	2.9	0.8	+400 bps	+185 bps	2.4	1.6	+72 bps
Reported Earnings Per Share (Rs)	15.63	10.01	0.91	1617.9	56.1	10.92	3.39	222.2



ANNUAL INCOME STATEMENT

(INR Mn)

Particulars	FY21	FY22	FY23	FY24
Revenue from Operations	796.2	719.2	1,617.1	3659.2
Other Income	2.8	3.7	26.8	20.9
Total Income	799.0	722.9	1,643.9	3,680.2
COGS	585.4	606.1	1325.8	2979.4
Employee Benefit Expenses	18.7	23.0	66.9	140.0
Other Expenses	158.7	71.6	111.2	255.6
Total Expenditure	762.8	700.6	1,503.9	3375.1
EBITDA	36.2	22.3	140.0	305.1
EBITDA Margin	4.5%	3.1%	8.5%	8.3%
Depreciation	2.6	2.5	45.3	84.6
EBIT	33.6	19.8	94.6	220.5
Interest	10.8	7.5	56.1	105.0
Profit Before Tax (before exceptional items)	22.8	12.3	38.5	115.4
Exceptional Items	0.8	-	-	-
Profit Before Tax (after exceptional items)	23.6	12.3	38.5	115.4
Тах	6.8	2.4	11.4	28.1
Profit After Tax	16.8	9.9	27.1	87.3
Net Profit Margin	2.1%	1.4%	1.6%	2.4%
Reported Earnings Per Share (Rs)	3.39	1.28	3.39	10.92



ANNUAL BALANCE SHEET

(INR Mn)

Particulars	FY23	FY24	H1FY25
EQUITY & LIABILITIES			
Shareholders' Fund	376.3	462.4	1316.9
Share Capital	80.0	80.0	108.0
Reserves & Surplus	296.3	382.4	1208.9
Non-Current Liabilities	487.2	506.8	375.4
Long Term Borrowings	447.3	472.0	344.6
Deferred Tax Liabilities (Net)	4.8	12.0	10.4
Long Term Provisions	35.1	22.8	20.4
Current Liabilities	544.4	1,150.4	1,284.3
Short Term Borrowings	212.1	489.6	388.7
Trade Payables	278.2	491.8	618.1
Short Term Provisions	1.1	32.3	55.1
Other Current Liabilities	53.0	136.6	222.3
TOTAL	1,407.8	2,119.6	2,976.6

(INR Mn)

Particulars	FY23	FY24	H1FY25
ASSETS			
Non-Current Assets	580.6	604.4	593.8
Property, Plant & Equipment	544.7	543.3	491.8
Intangible Assets	0.8	0.7	3.6
Capital WIP – Tangible Asset	8.4	0.9	9.0
Intangible Assets Under Development	-	2.2	2.2
Non-Current Investments	8.3	23.8	27.8
Other Non-Current Assets	18.4	33.4	59.3
Current Assets	827.2	1,515.3	2382.8
Current Investments	-	123.0	-
Inventories	303.8	663.9	993.5
Trade Receivables	302.5	466.9	592.9
Cash & Cash Equivalents	1.3	1.9	1.6
Short Term Loans & Advances	79.9	55.9	247.5
Other Current Assets	139.6	203.6	547.4
TOTAL	1,407.8	2,119.6	2,976.6

Industry Overview





RENEWABLE ENERGY INDUSTRY (1/2)

India has limited conventional energy resources given its extensive population and rapidly growing economy.

Can harness the huge potential of solar energy as it receives sunshine for most of the year.

Has vast **potential in the hydropower sector** which is being explored across states, especially in the northeast

India ranks as the world's 3rd largest energy consuming nation. The peak power demand in the country stood at 243.27 GW on November 30, 2023.

India holds the 4th position globally in terms of Renewable Energy Installed Capacity, including Large Hydro. Furthermore, India ranks 4th in both Wind Power and Solar Power capacity worldwide.

Hydro Energy

Various Sources

of Renewable

Energy

Small Hydro Power

Wind Power

Bio Power

Solar Power

India's Vision:

- Committing to achieving 500 GW of non-fossil fuel-based energy by 2030 at COP26, with approximately 60% from Solar Power
- Targeting to meet 50% of energy needs from renewable sources by 2030
- Aiming to reduce total projected carbon emissions by 1 billion tonnes by 2030
- Striving to lower the carbon intensity of the economy by under 45%
- Setting the goal of becoming a net zero carbon country by 2070
- By 2047, aiming for energy independence and to achieve 90% of energy from renewable sources

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RENEWABLE ENERGY INDUSTRY (2/2)

Solar and wind energy currently **Contribute**

more than 50% of the total renewable capacity

of the country

India & Renewable Energy:

- India's energy demand is expected to increase more than that of any other country in the coming decades due to
 its sheer size and enormous potential for growth and development.
- India's announcement that it intends to achieve net zero carbon emissions by 2070 and to meet 50% of its
 electricity needs from renewable sources by 2030 marks a historic point in the global effort to combat climate
 change.
- India's ambitious renewable energy goals are transforming its power sector. The rising population and widespread electrification in rural homes are fueling the demand for energy to power homes, businesses and communities.

India's renewable energy potential is estimated at 900 GW from commercially exploitable sources

Solar energy: 750 GW Wind power : 102 GW Bio-energy: 25 GW Small Hydro: 20 GW

As of February 2024, Combined installed capacity of renewable energy sources, including large hydropower, amounts to 183.49 GW

Solar Power: 75.57 GW Wind Power: 45.15 GW Large Hydro: 46.92 GW Biomass/Co-generation: 10.2 GW Small Hydro power: 4.99 GW Waste to Energy: 0.58 GW



SOLAR ENERGY INDUSTRY (1/2)

The Indian solar energy market, especially solar panels, is set for substantial growth due to rising energy demand, focused on renewable energy, declining costs & government support.

The Solar Energy Industry in India has seen a significant growth in recent years.

India's strategic location in the solar belt (400 S to 400 N) makes it one of the prime beneficiaries of solar energy, enjoying abundant availability of Sun Light.

From 2024 to 2029

The India Solar Energy Market is projected to grow at a CAGR of 19.80%.

The solar PV segment is anticipated to lead the market due to decreasing costs of solar modules and their versatility in generating electricity and heating water, resulting in the largest market share.

Module manufacturing capacity is **forecasted to exceed 150 GW**, while cell capacity is **anticipated to reach 75 GW by 2026**, as per Mercom India Research.



SOLAR ENERGY INDUSTRY (2/2)

The installed solar power capacity has surged significantly, **rising from 2.63 GW in March 2014 to 49.3 GW by the end of 2021**, marking an **increase of over 18 times**. Additionally, in 2022 up to November, India added **12 GW** of solar power capacity.

In the first half of 2022 alone, India saved an impressive US\$ 4.2 billion in fuel costs through solar power generation, effectively avoiding the use of 19.4 million tonnes of coal.

Supportive Government policies:

- In November 2021, the Government of India, under the Atmanirbhar Bharat initiative, a PLI scheme has been introduced for Solar PV manufacturing, with a financial outlay of INR 24,000 crore, aiming to transform India into a solar exporting nation.
- Starting April 1, 2022, Basic Customs Duty of 25% has been imposed on import of Solar Cells and 40% on import of Solar PV Modules.
- From April 1, 2024, the Ministry of New and Renewable Energy (MNRE) has reimposed the Approved List of Models & Manufacturers (ALMM) for Solar Modules.
- The approval for solar city projects per state and the establishment of 59 solar parks, each with a capacity of 40 GW, are significant steps towards boosting solar energy adoption nationwide.
- Additionally, the government is promoting Floating PV Projects.

Annexures



AWARDS & ACCOLADES



CERTIFICATIONS





Let's Connect

Solex Energy Limited

301-303, Trinity Business Park, Near Madhuvan Circle, L. P. Savani Road, Pal, Surat – 395009, Gujarat.

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