



Investor Presentation

Solarium Green Energy Limited | December 2024



Disclaimer

Solarium Green Energy Limited (The "Company") is contemplating the potential, subject to necessary approvals, market conditions, and other considerations, of initiating an initial public offering of its equity shares ("IPO") and has submitted the Red Herring Prospectus to the SME Platform of BSE Limited ("BSE SME"). Prospective investors should be aware that investing in equity shares involves a significant level of risk. For detailed information regarding such risks, potential investors are advised to refer to the section titled "Risk Factors" in the Red Herring Prospectus. It is crucial to note that certain visuals utilized in this presentation may be for illustrative purposes only, aiming to convey the broad categories that the company actively engages with. This presentation is created by Solarium Green Energy Limited (the "Company") solely for informational purposes and does not constitute an offer, recommendation, or invitation to purchase or subscribe to any securities. It shall not be considered as the basis or relied upon in connection with any contract or binding commitment whatsoever. The issuance of securities by the company will only take place through a statutory offering document containing comprehensive information about the company. This presentation is compiled by the company based on information and data deemed reliable, but the company makes no explicit or implied representation or warranty whatsoever. No reliance should be placed on the truth, accuracy, completeness, fairness, and reasonableness of the contents of this presentation. It may not encompass all relevant information, and any liability regarding the contents or omissions of this presentation is explicitly disclaimed. Certain topics discussed in this presentation may involve statements concerning the Company's market opportunities and business prospects that are forward-looking. These forward-looking statements are not assurances of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are challenging to predict. Such risks and uncertainties include, but are not restricted to, the performance of the Indian economy and global markets, industry performance, competition, successful strategy implementation, future growth, technological changes, and other factors. The Company assumes no obligation to update any forward-looking information contained in this presentation. Any third-party forward-looking statements and projections included in this presentation are not endorsed by the Company, and the Company is not accountable for such third-party statements and projections.

Solarium Green Energy Empowering a Sustainable Future with EPC Solar Solutions

Solarium Green Energy Limited (The Company, Solarium) stands out as a prominent provider of turnkey solar solutions, delivering a full suite of services that includes design, engineering, procurement, testing, installation, commissioning, and comprehensive operation & maintenance (O&M).

The Company serve a diverse clientele, including



Residential Clients



Commercial Clients



Industrial Clients



Government

The Company Specialize in



Rooftop Projects



Ground Mounted



Solar Trees



Car Port



Solar-Wind Hybrid Projects



Energy Storage Systems

Beyond its turnkey solutions, Solarium Green Energy Limited also offers a variety of solar products, such as PV modules, inverters, and Availability Based Tariff (ABT) meters.

Business Highlights: Key Facts & Stats

 <p>6+ Years in Business</p>	 <p>253 Team size *Till September'24</p>	 <p>Business offices present in 6 States *Till Nov'24</p>	 <p>ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified</p>
 <p>2220+ Ongoing Residential Rooftop Projects *Till Dec'24</p>	 <p>39 C&I and Government Projects worth Rs. 140+ Cr Under Execution *Till Dec'24</p>	 <p>Current Tender under Bidding Rs. 885+ Cr (L1 but Work Order Pending - 60 Cr) *Till Dec 24</p>	 <p>11195 Residential Rooftop Projects and 189 C&I and Government Projects Executed *From April 21 to Sep' 24</p>

Financial Year 2024

 <p>₹ 177.4 Cr Revenue From Operations</p>	 <p>₹ 23.78 Cr EBITDA</p>	 <p>₹ 15.59 Cr PAT</p>	 <p>124.38 % ROE</p>	 <p>54.18 % ROCE</p>
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H1 Financial Year 2025

 <p>₹ 81.99 Cr Revenue From Operations</p>	 <p>₹ 11.59 Cr EBITDA</p>	 <p>₹ 7.55 Cr PAT</p>
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Leadership Expertise: The Board of Directors



Mr. Ankit Garg

Chairman & Managing Director
12+ Years Of Experience

He is a B.Tech from Indian School of Mines, Dhanbad with more than a decade of experience in engineering, sales and leadership roles.



Mr. Pankaj Gothi

Whole-Time Director
9+ Years Of Experience

He is a serial entrepreneur and specializes in marketing with in the solar and automobile industries.



Ms. Priya Bansal

Non-Executive Director
5+ Years Of Experience



Mr. Vivek Nathwani

Independent Director
4+ Year of Experience



Mr. Harshil Vadodariya

Independent Director
7+ Years Of Experience

Meet Our Young, Dynamic Team



Nitin Jain
Chief Financial Officer

With us more than 5+ Years



Pankti Thakkar
Company Secretary &
Compliance Officer

Company Secretary
3+ Years Exp.



Chintan Acharya
Head - Supply Chain
Management

With us more than 6+ Years
10+ Years Exp.



Sandeep Banodiya
VP Sales

M.Sc - Germany, Ex - Krannich
8+ Years Exp.



Parin Shah
Business Head -
Residential Sales

MBA - KJ Somaiya, Ex - Swiggy
9+ Years Exp.



Rohit Arora
Business Head -
C&I

MBA - IIM Amritsar, Ex - Equentia SCF
Technologies Pvt. Ltd (Credable)
4+ Years Exp.



Deepak Dalal
Head - Planning &
Strategy

PGD - BITS, Ex - Jakson
5+ Years Exp.



Rajendra Tandale
Head-Project in
Operations

IIM Nagpur, Ex - Simar Port Pvt.
Ltd. (Shapoorji Pallonji Infra)
13+ Years Exp.



Mayur Mani
General Manager in -
Sales & Operations

IIT Dhanbad, Ex - GHV Advanced
Care Pvt. Ltd. (Pristyn Care)
2+ Years Exp.

Meet Our Young, Dynamic Team



Aditya Goyal
Head - Business
Development

With us more than 5+ Years
5+ Years Exp.



Abhishek Sharma
Head - Digital Marketing

DCE, Ex. Ajackus
2+ Years Exp.



Aakash Dhama
Manager - Business
Development

IIT Dhanbad, Ex - Floryo
(Pitch Fork Foods)
1+ Years Exp.



Nikhil Kalal
Manager - Data
Analytics

MNNIT Allahabad, Ex - PW
1+ Years Exp.



Himadri Shakya
Manager - Brand and
Content

Ex - Elsner
5+ Years Exp.



Vipin Dixit
Manager - CRM

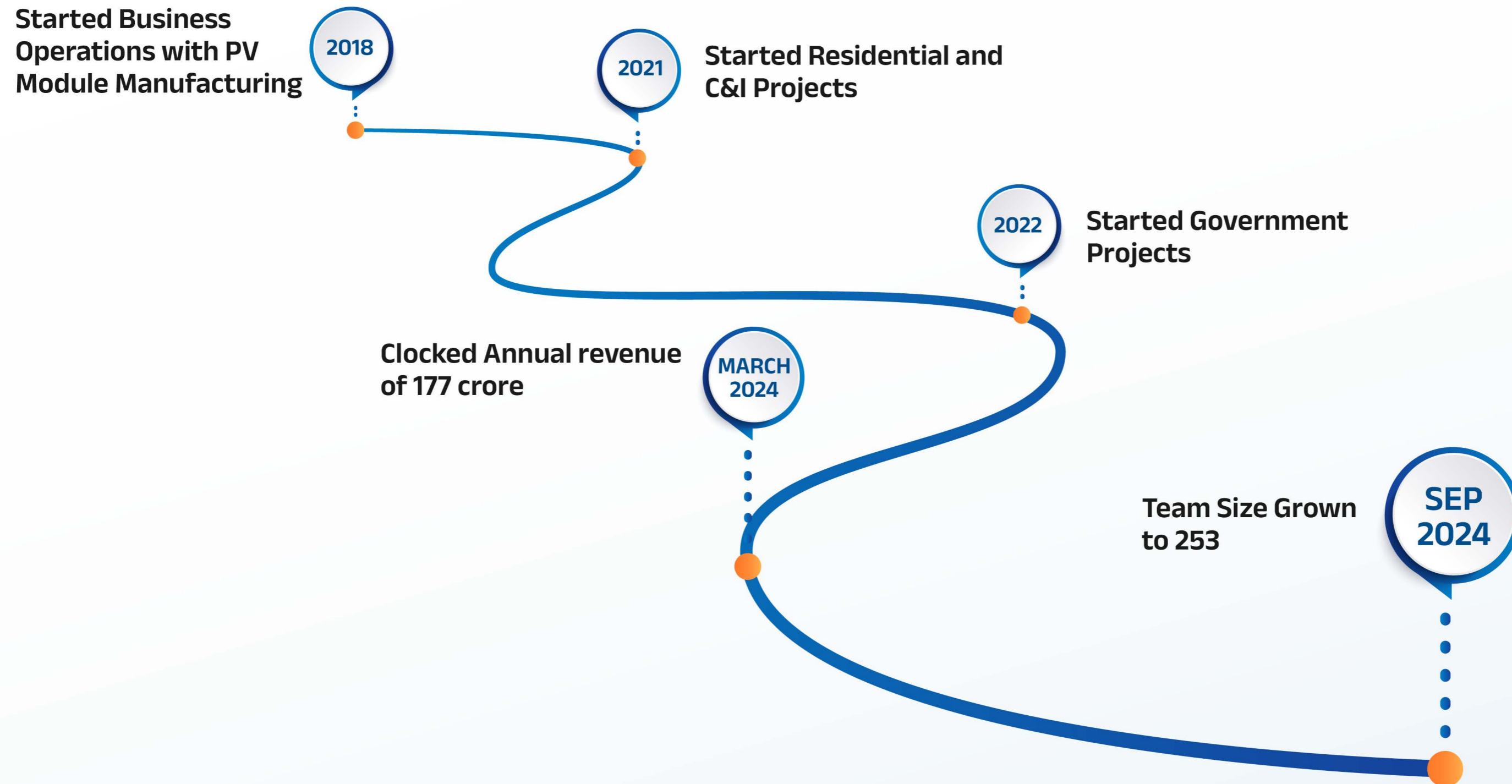
IIT Dhanbad, Ex - Mailmodo
5+ Years Exp.



Prakhar Singh
Manager - Channel
Sales

MNNIT Allahabad, Ex - Valuedrive
Technologies Pvt. Ltd. (Spinny)
3+ Years Exp.

Solarium: Journey at a glance



Tailored Solutions for different customer segments

Residential Rooftop Projects



Solarium provides homeowners with customized, affordable rooftop solar solutions for energy independence, reduced bills, and long-term savings.

Institutional Projects

Commercial & Industrial (C&I) Projects



Solarium offers scalable, high-capacity solar power plants for C&I clients, reducing costs, supporting sustainability and meeting growing energy needs.

Government Projects



Solarium delivers large-scale solar projects for public infrastructure, ensuring compliance, quality and timely delivery for government projects.

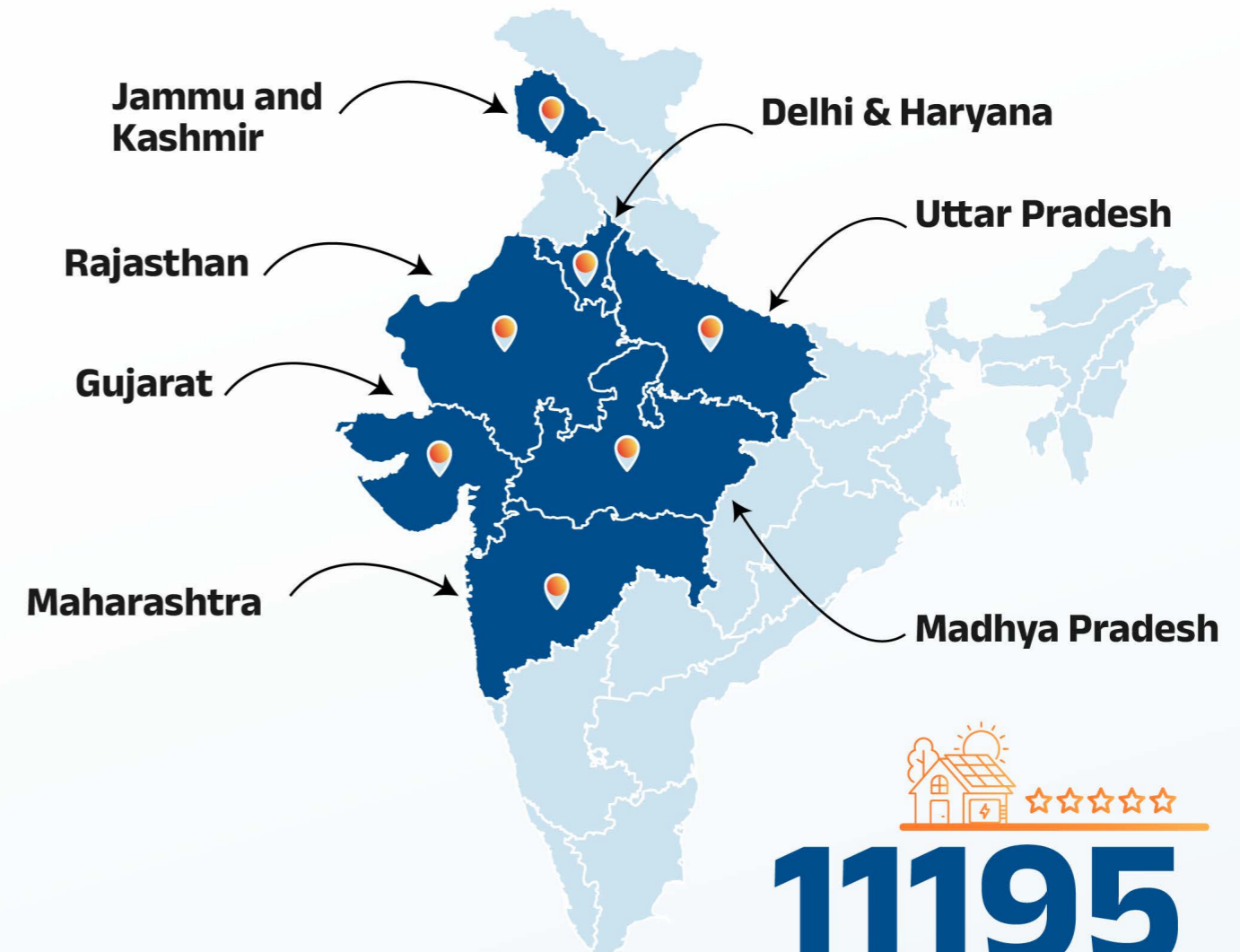
EPC Solutions for Residential Sector Customers - Driving Business Growth

Residential rooftop solar is at the heart of India's renewable energy transformation, offering homeowners the ability to generate their own electricity and achieve independence.

We've been in residential for over 3+ years and with the government's aggressive plans, we're ready to expand rapidly. Backed by a skilled team, robust systems, execution and technical expertise, we aim to grow our footprint and market share.

Growth Drivers of the Sector

1. Launch of PM Surya Ghar Muft Bijli Yojna in Feb 2024
2. Favourable Customer Economics
3. Centralized and Seamless Approval Process
4. Easy Financing Options
5. Attractive Subsidies
6. Development of 55 Cities as Solar Cities



EPC Solutions for Residential Sector Customers - Driving Business Growth

PM-Surya Ghar: Muft Bijli Yojna

The PM-Surya Ghar: Muft Bijli Yojana is a scheme launched by the Indian government to promote the adoption of rooftop solar installations for households in Feb'2024.

The Scheme aims to add solar capacity of 30,000 MW targeting 1 Cr homes with total central financial support of Rs. 75,201 Crore till FY 26-27, translating to about 8-10GW annual capacity additions from FY25-27.

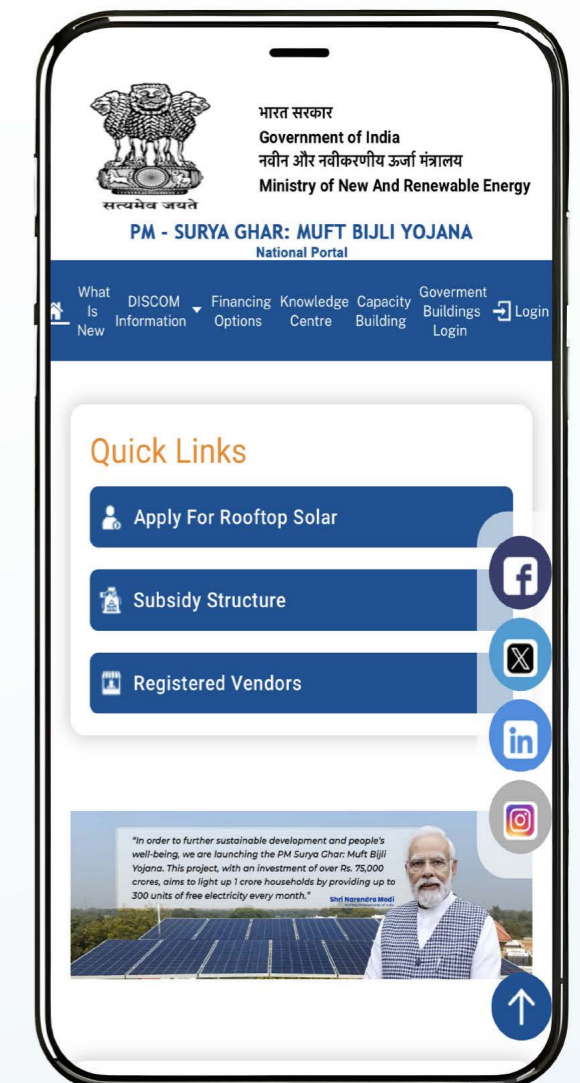
From fiscal year FY2020 to FY2024, annual residential rooftop solar installations increased fourfold from 195 MW to 775 MW, with a compound annual growth rate (CAGR) of 31.7%.

Key Features

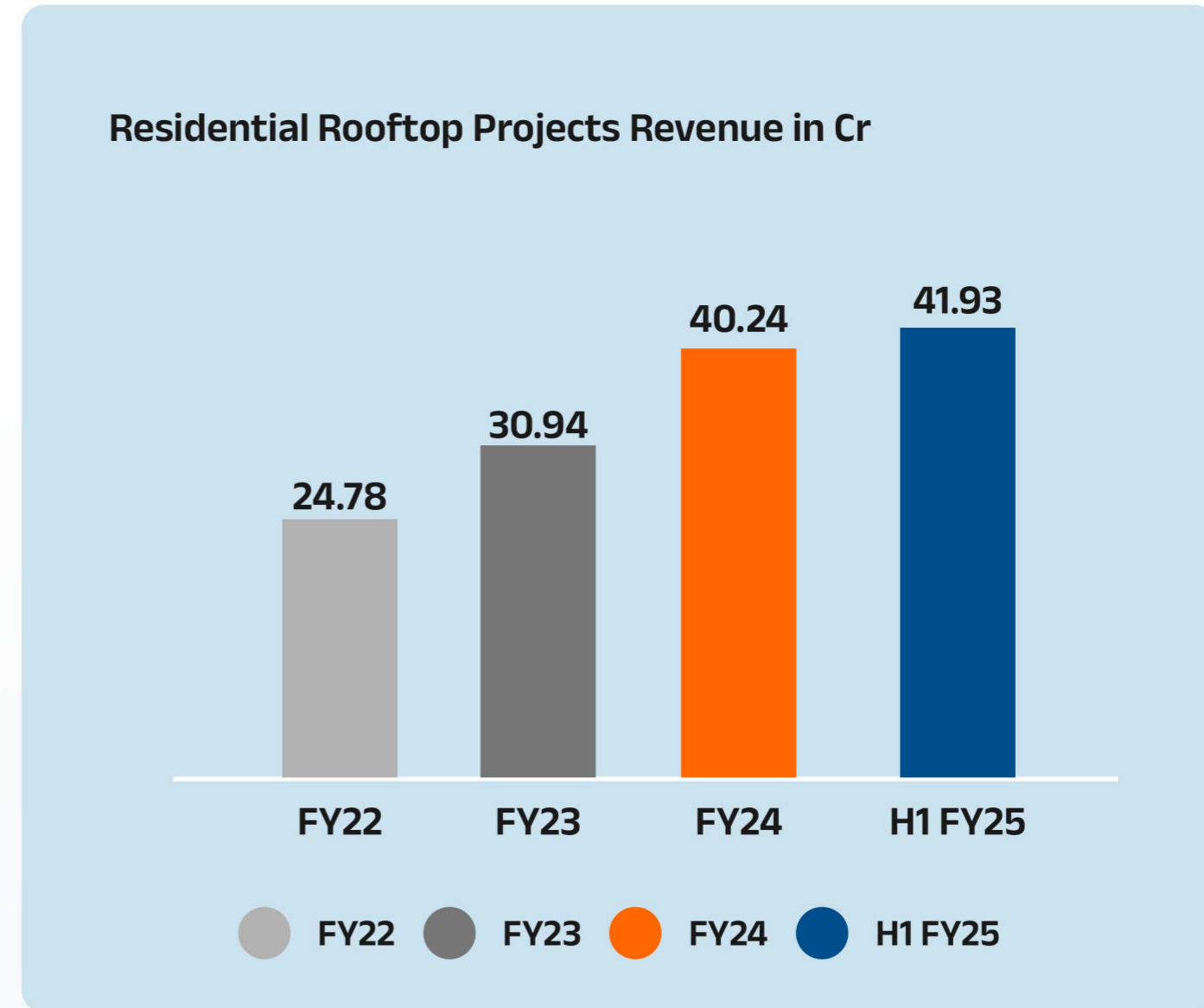
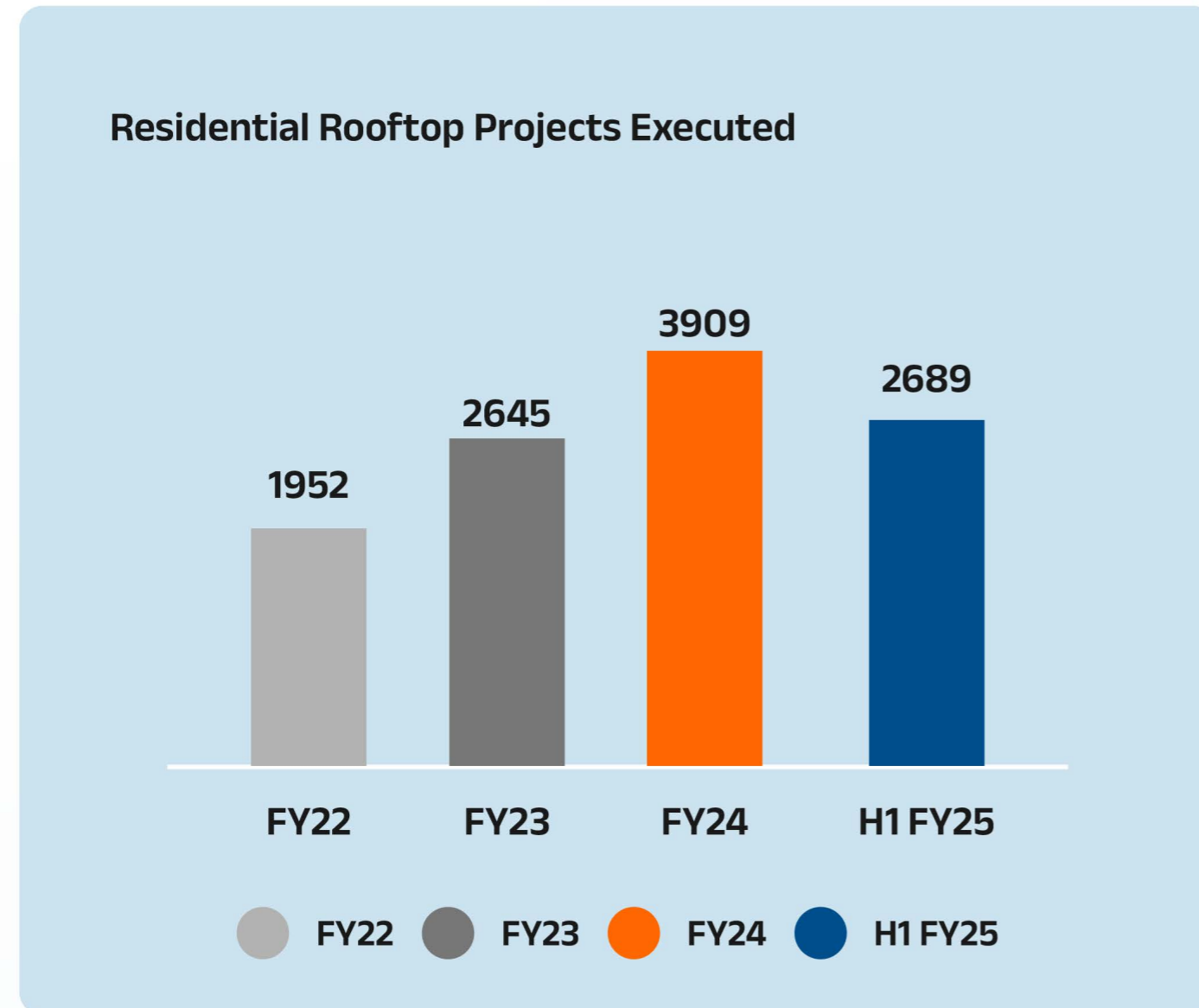
Subsidy benefits: Every house owner can avail subsidy upto Rs. 78,000/- (upto Rs. 85,800/- for special category states). Group housing society can avail subsidy upto 500 KWp (@ 3KWp per house). The State/UT governments may supplement the CFA provided with an additional subsidy.

Favorable Policy: Centralized and seamless approval process through National Solar Portal with transfer of Subsidies to consumer via Direct Bank Transfer

Financing: Availability of Solar Financing at interest rate starting from 7% Reducing rate and easy and online process through Jan Samarth Portal



EPC solutions for Residential Rooftop Solar Projects - Driving business growth



*2220+ Ongoing Residential Rooftop Projects Till Dec'24

EPC solutions for Institutional Solar Projects (C&I and Government Projects)- Driving business growth

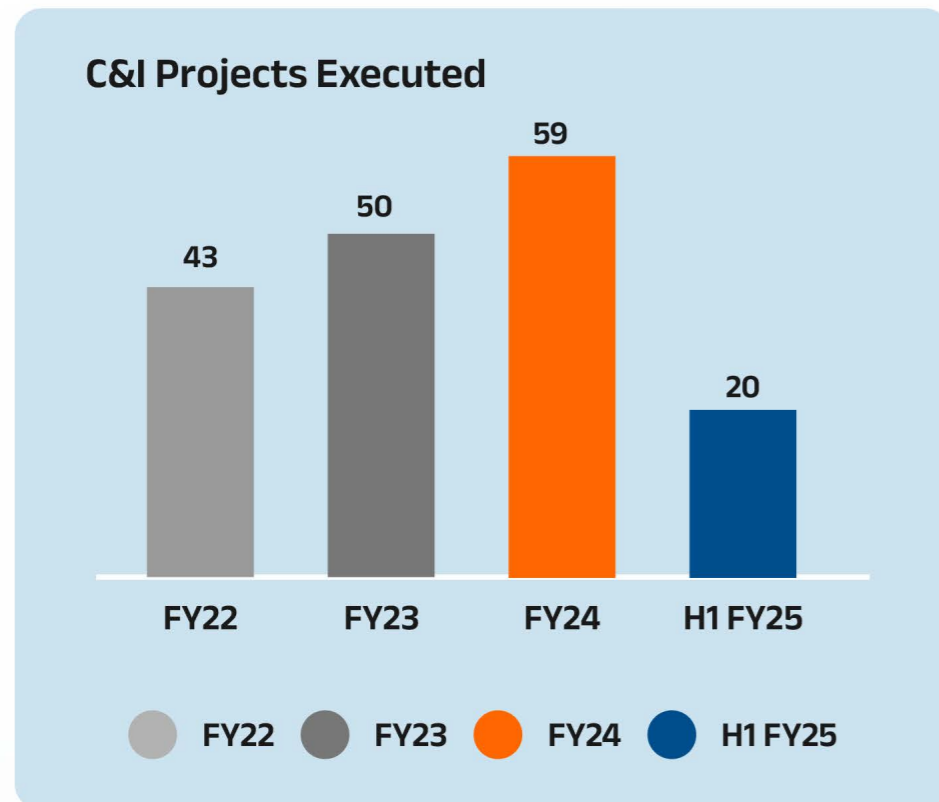
Institutional Projects (C&I and Government Projects)



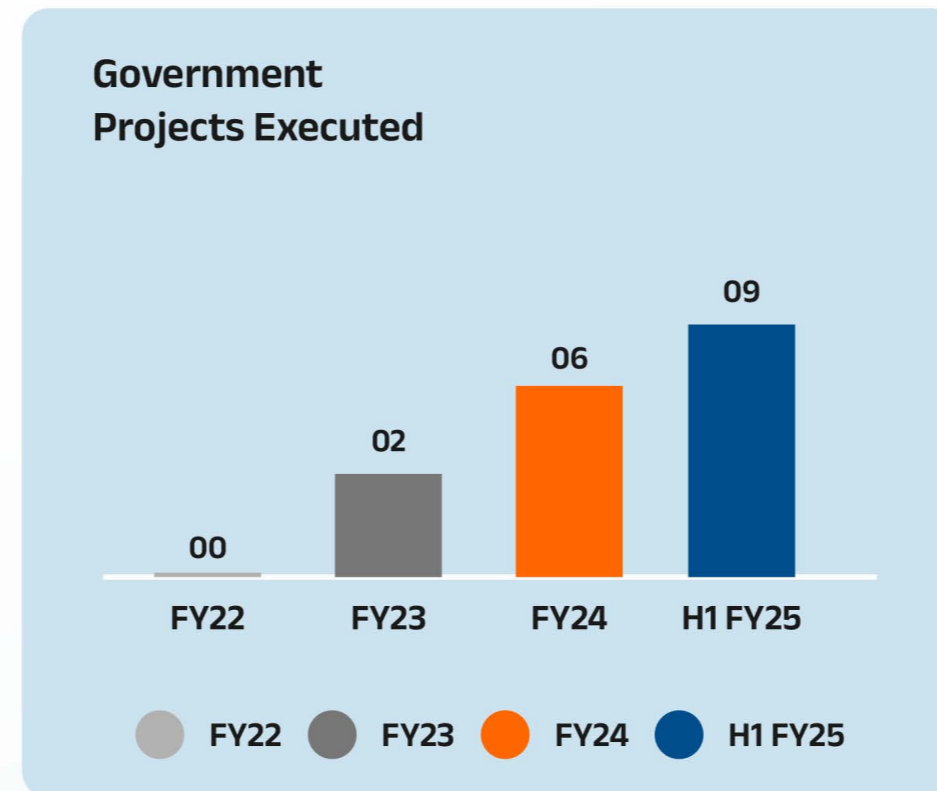
A Ambitious Renewable Energy Target - India's target of a **45% reduction in carbon intensity by 2030** and **net-zero emissions by 2070** is driving the adoption of solar energy among government entities. With an ambitious goal of achieving **500 GW of renewable energy installed capacity by 2030**, the push for sustainable energy solutions is stronger than ever.

B PM-Kusum Yojana (A,B,C)
Component A - **Targets 10,000 MW of power plants**
Component B - **20 lakh standalone solar pumps**
Component C - **Solarizing 15 lakh pumps**

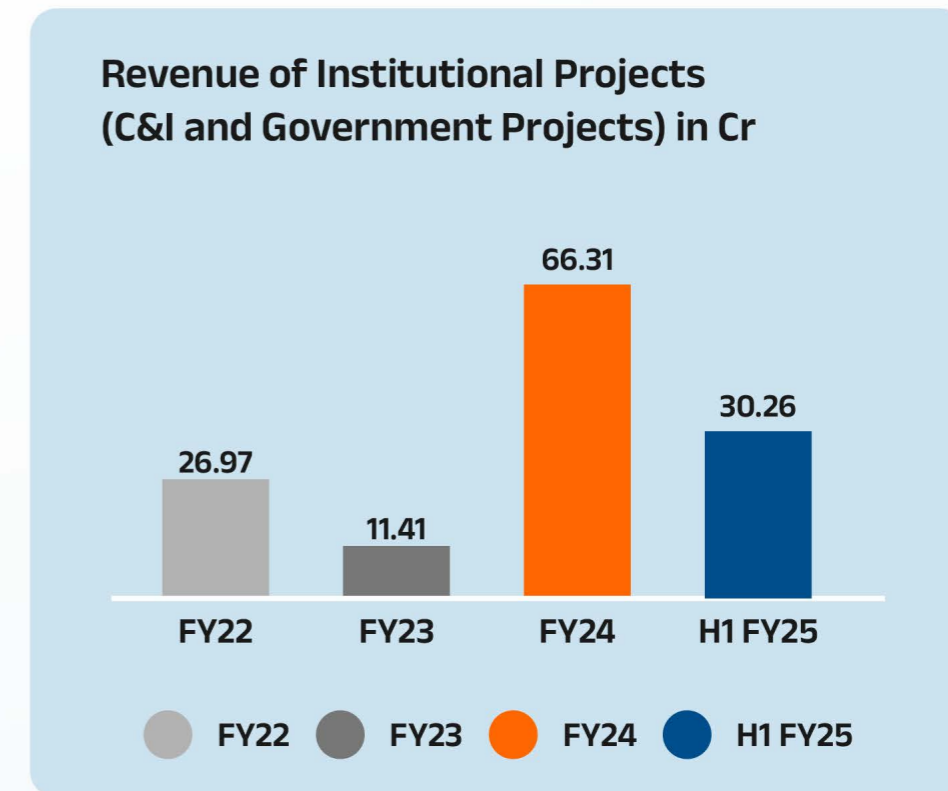
EPC solutions for Institutional Solar Projects (C&I and Government Projects)- Driving business growth



*11 Ongoing C&I Projects.



*28 Ongoing Government Projects.



*Projects Worth 140+ Cr Under Execution.

Glimpse of Executed Projects



Ground Mount Project



Rooftop Project



Carport



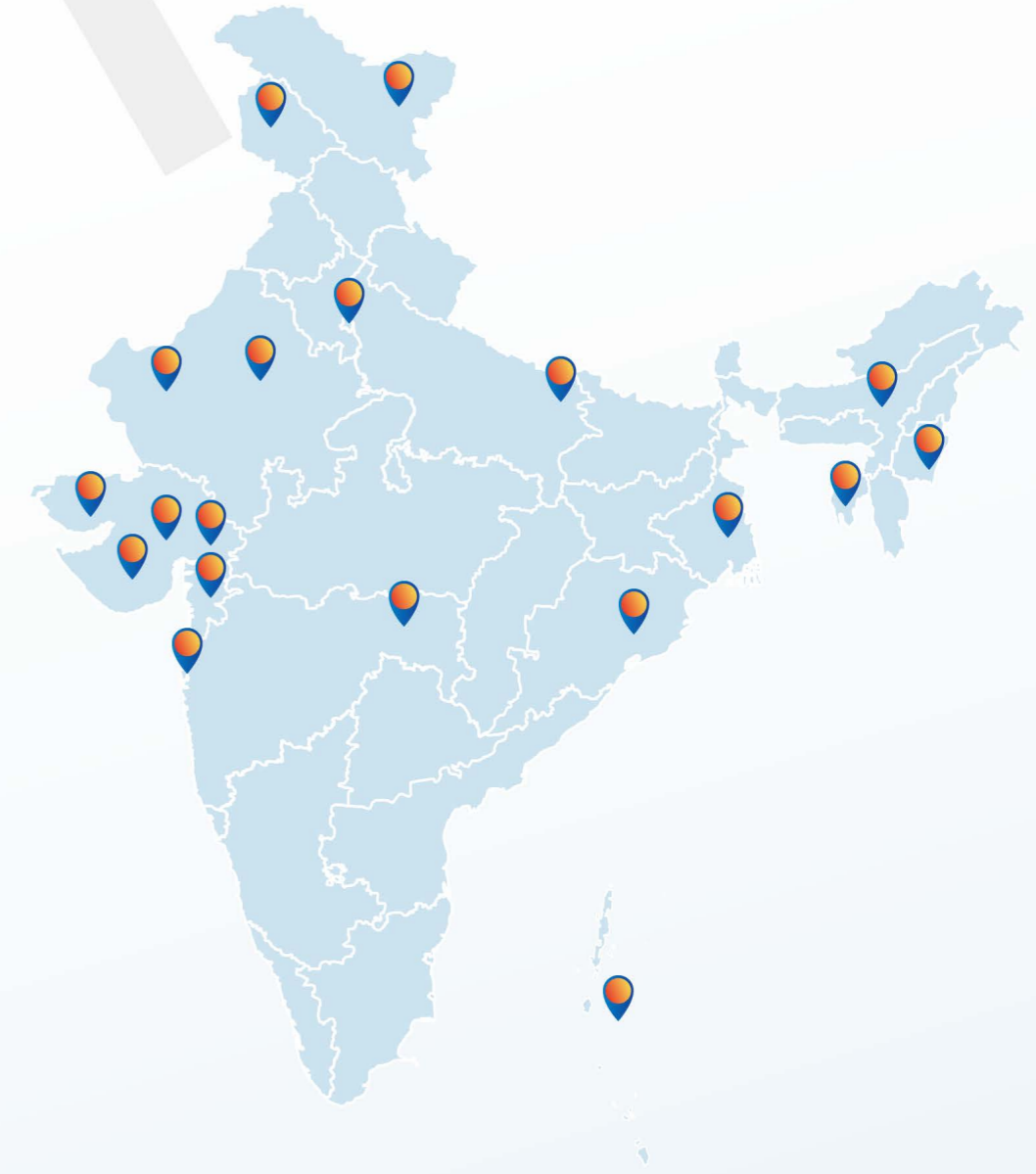
Solar Tree



Energy Storage Projects

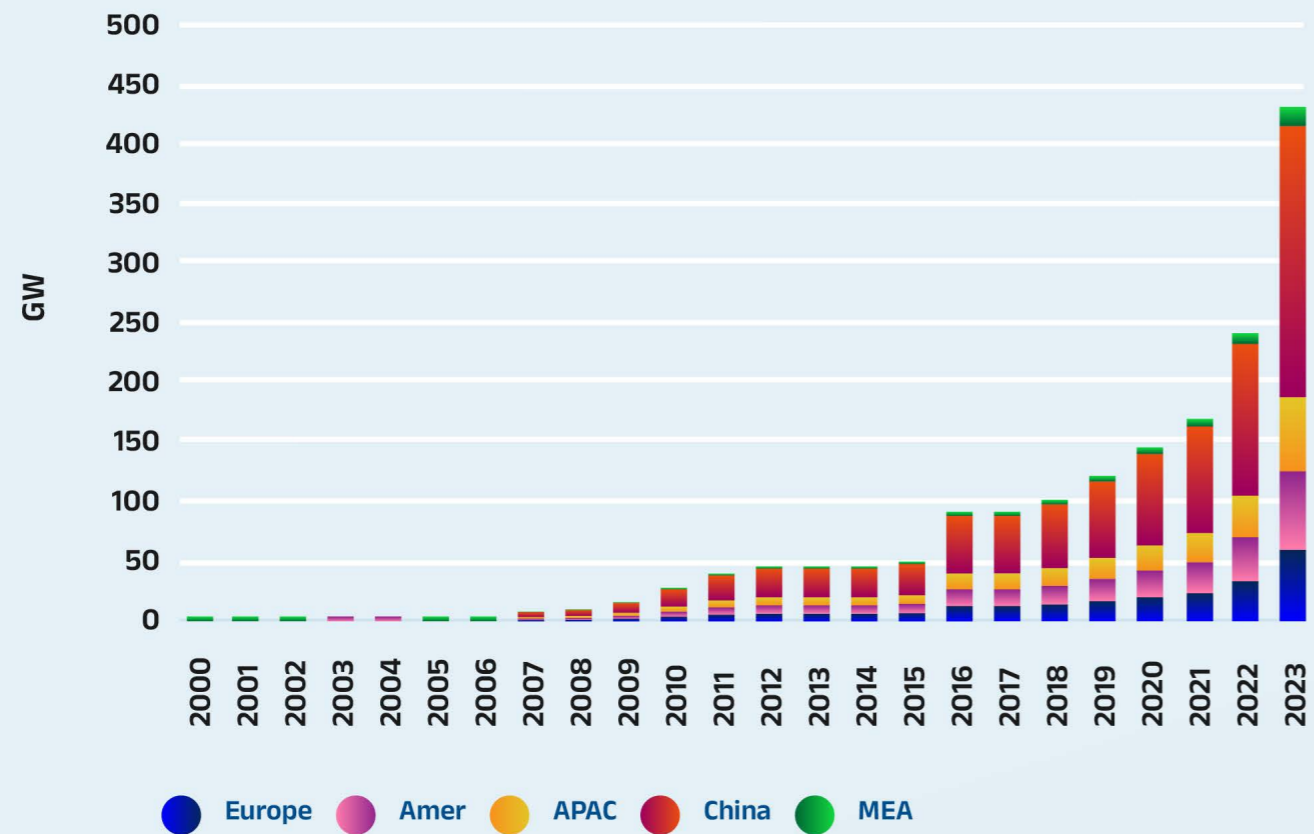


Wind Solar Hybrid Project



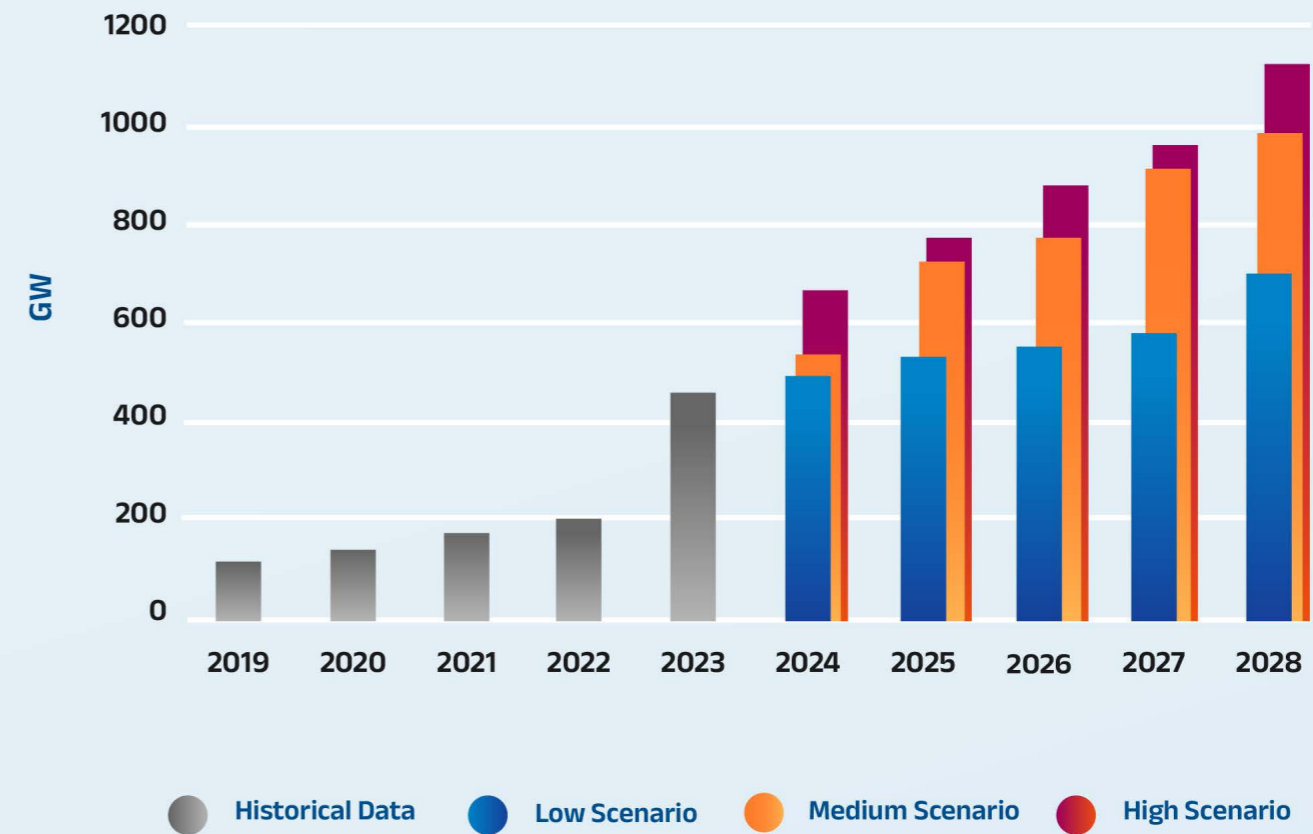
Renewable Energy Insights: Global Market Dynamics

Annual Solar PV Installed Capacity 2000-2023



In 2023, the world grid-connected 447 GW of new solar capacity, marking an extraordinary 87% growth rate.

World Annual Solar PV Market Scenarios 2024-2028



High Scenario projects 45% annual growth to 647 GW, while the Mid Scenario anticipates 22% growth in 2024.

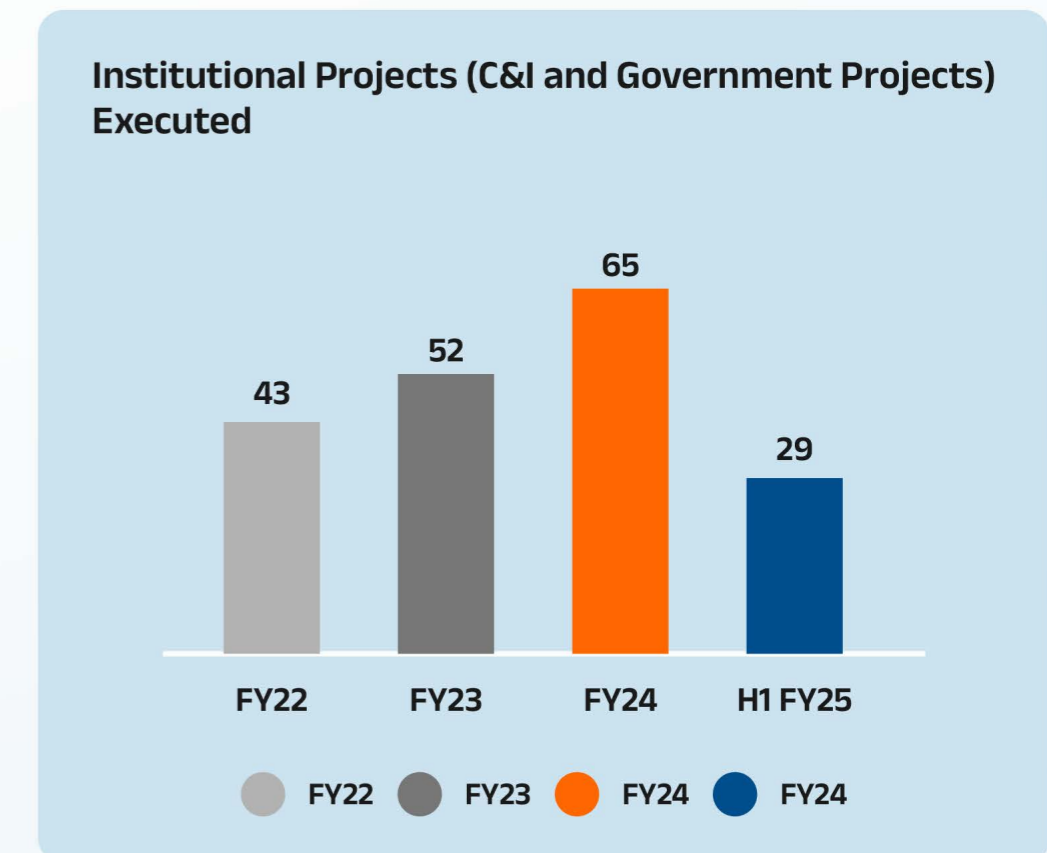
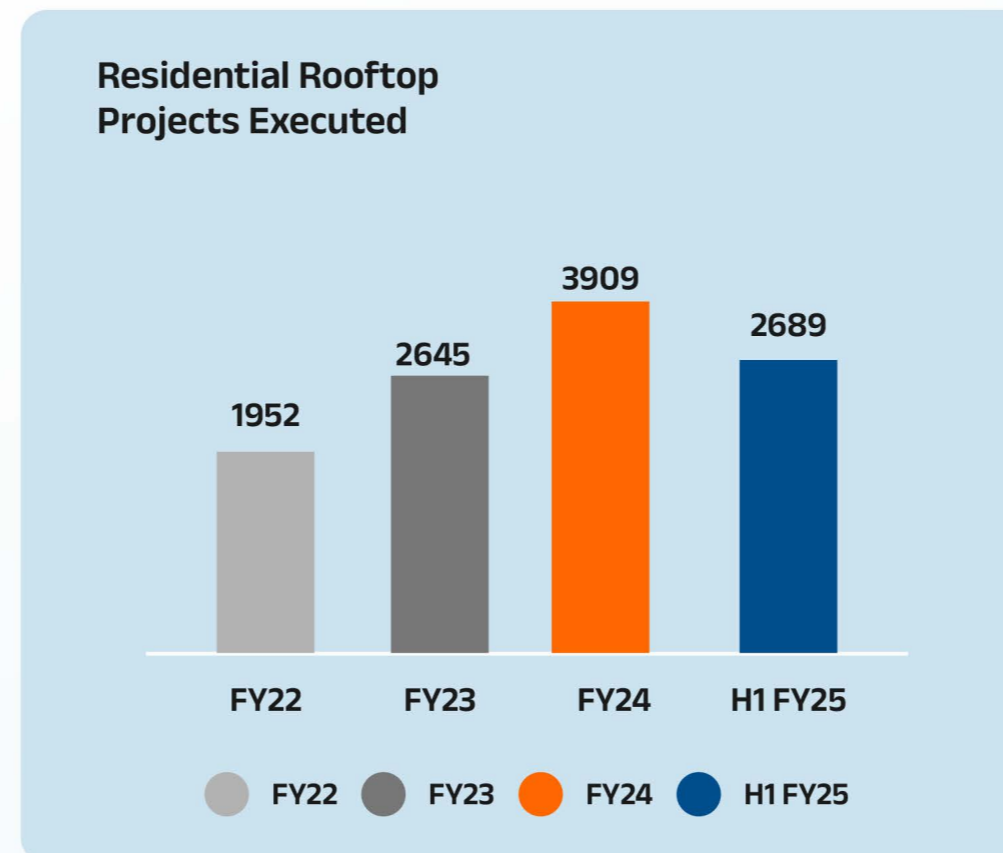
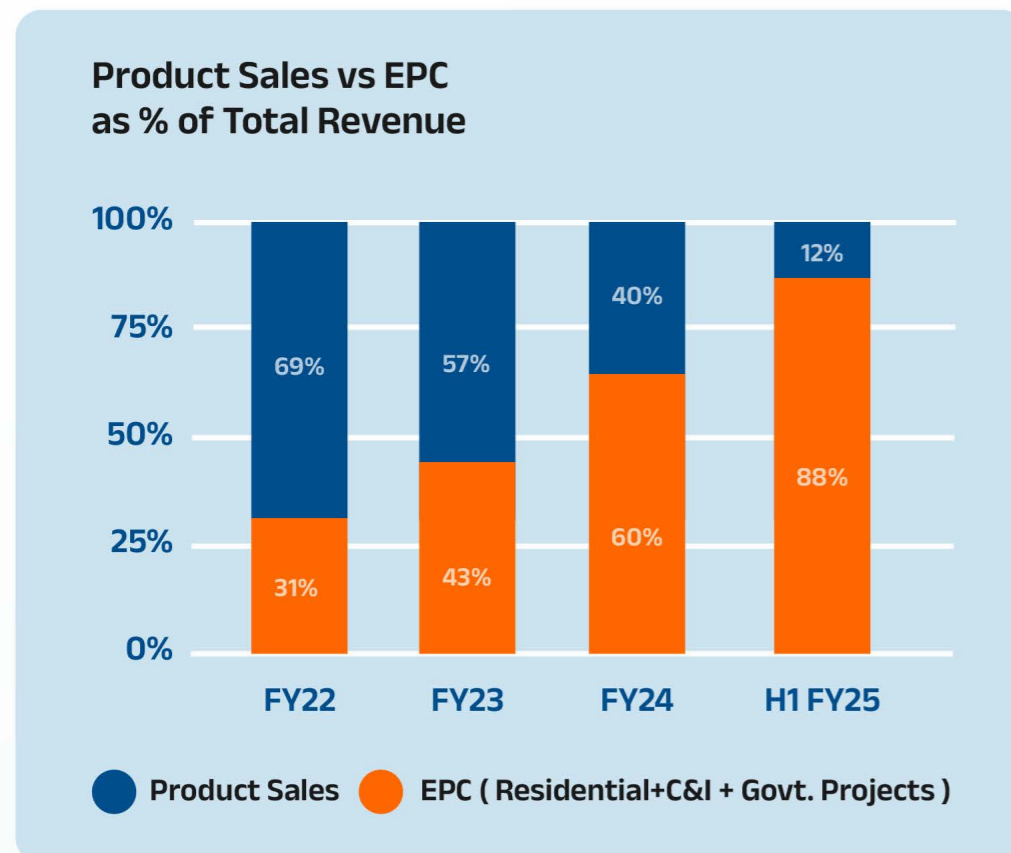
Renewable Energy Insights: Indian Market Dynamics

- India is the 3rd largest energy consumer in the world, ranks 4th in renewable capacity and has pledged 500 GW of renewable energy by 2030. India targets a 45% reduction in carbon intensity by 2030 and net-zero emissions by 2070.
- India's solar capacity has grown 30-fold in 9 years, reaching 85.47 GW by June 2024, with a renewable capacity increase of 128% since 2014.
- PMSGY has set a target of 30GW residential rooftop solar installations by March 2027, translating to about 8-10GW annual capacity additions from FY2025-2027. From fiscal year (FY) 2020 to FY2024, annual residential rooftop solar installations increased fourfold from 195 megawatts (MW) to 775MW, with a compound annual growth rate (CAGR) of 31.7%.
- Strong Policy Framework - Government has introduced multiple policies to strengthen the domestic market :-
 - ALMM List implementation
 - Basic Customs Duty implementation
 - Domestic Content Requirement
 - PLI Scheme
 - PM Kusum Yojna
 - PM Surya Ghar Yojna

Turnkey Solutions & Product Sales Revenue Breakdown

Particular	H1 Financial Year 2025	Financial Year 2024	Financial Year 2023	Financial Year 2022
Residential Rooftop Projects	41.93	40.25	30.94	24.79
C&I and Ground Mounted Projects	9.6	6.84	6.77	26.97
Government Projects	20.66	59.49	4.65	-
Product Sales	9.81	70.83	56.43	115.61
Total	81.99	177.40	98.79	167.37

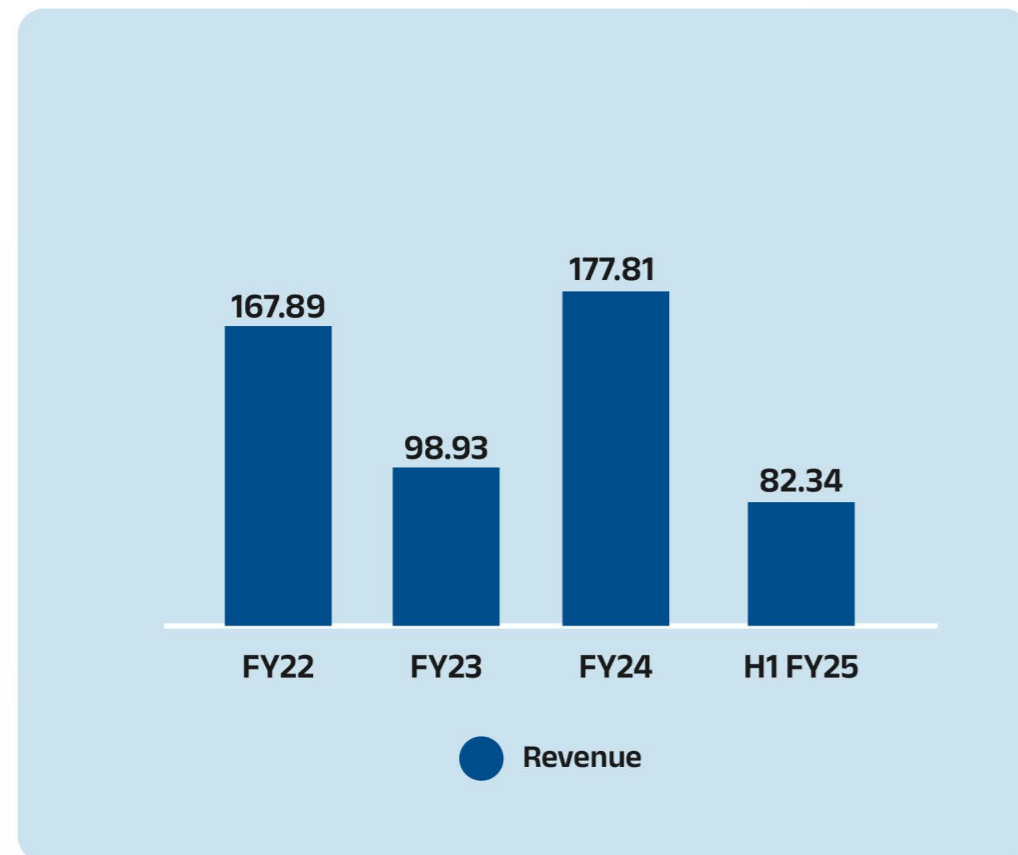
*All Amount in ₹ Cr



*2220+ Ongoing Residential Rooftop Projects.

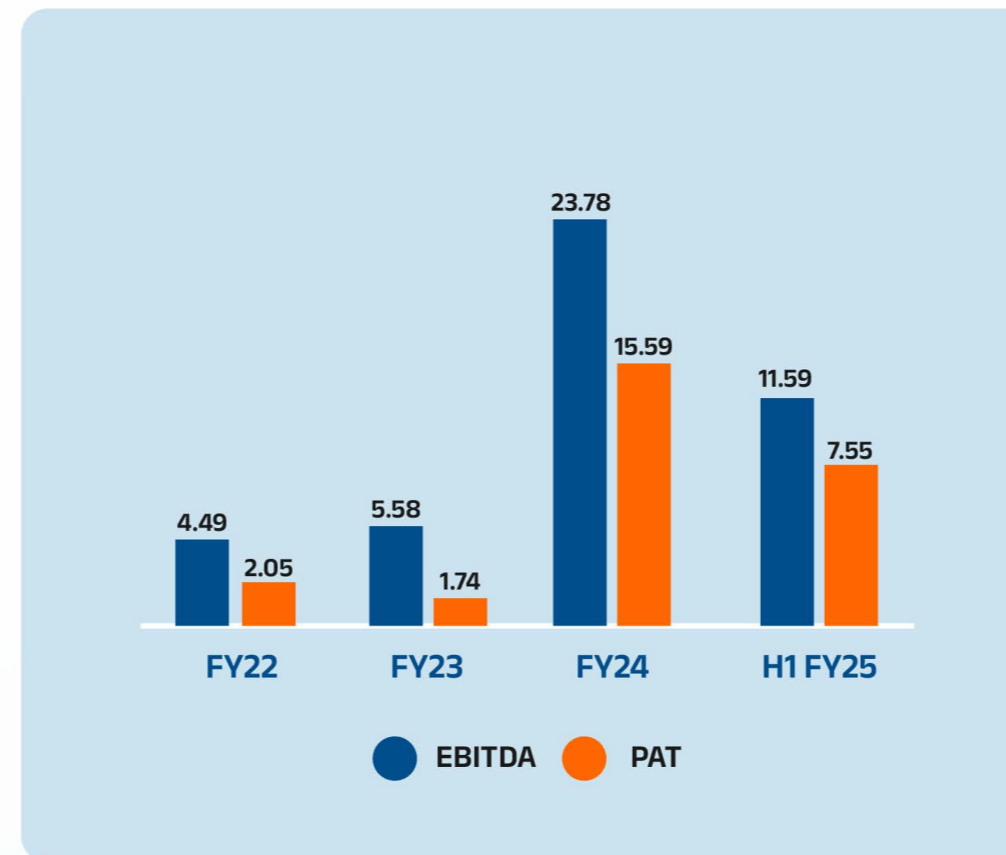
*39 Ongoing Institutional Projects Worth 140+ Cr

Consolidated Key Financial Highlights

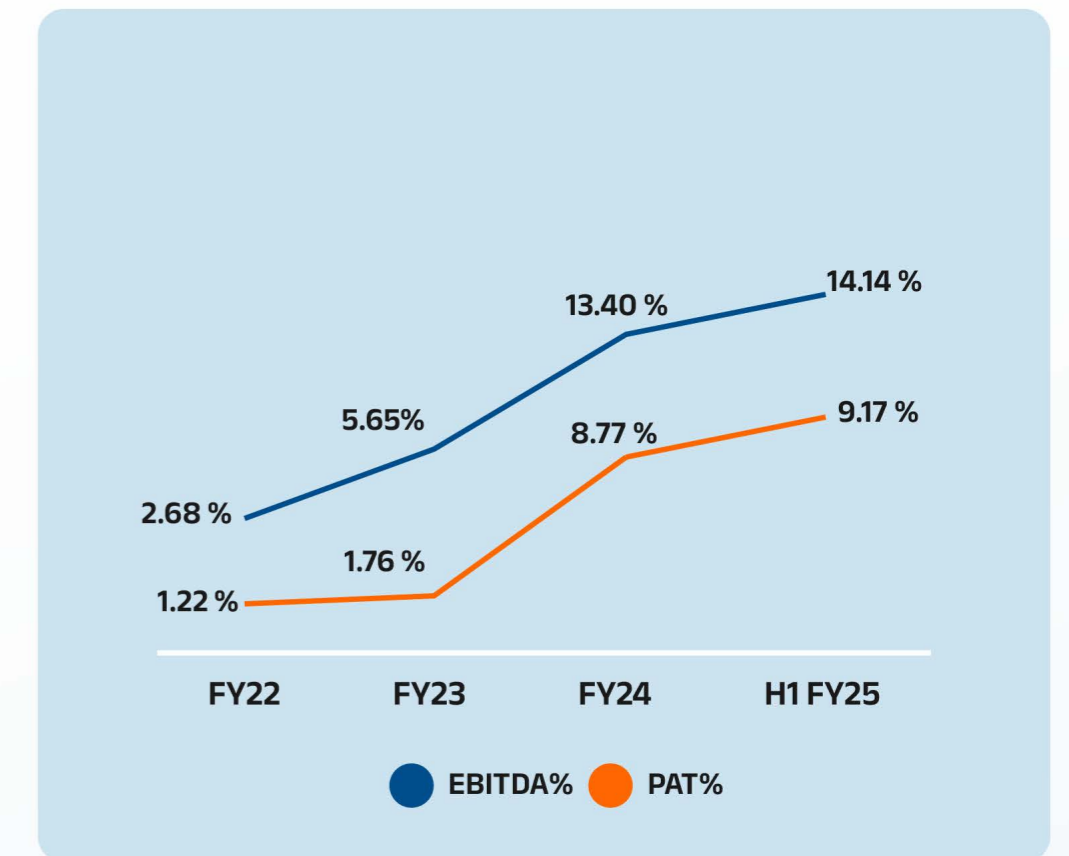


*2220+ Ongoing Residential Rooftop Projects.

*39 Ongoing Institutional Projects Worth 140+ Cr

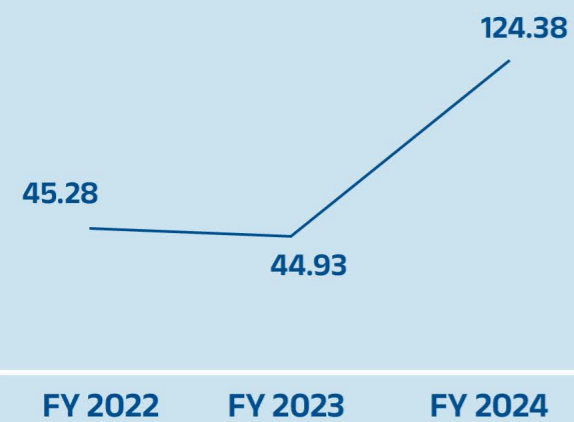


All Amount in ₹ Cr & Margin in %



Key Ratio Highlights

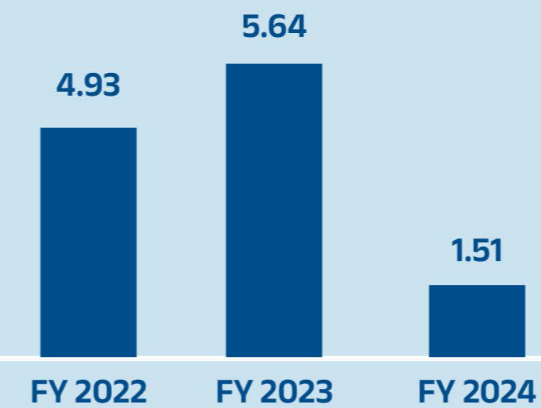
ROE (in %)



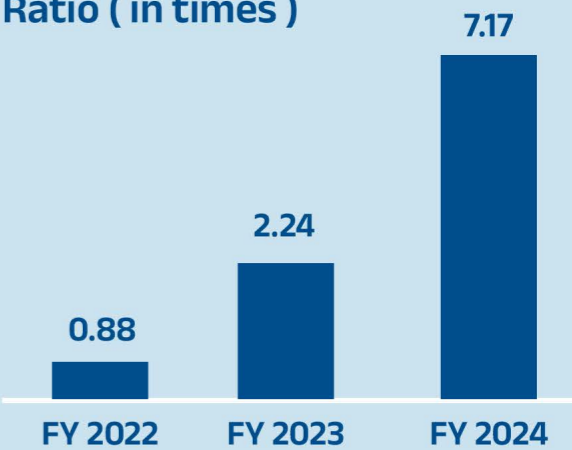
ROCE (in %)



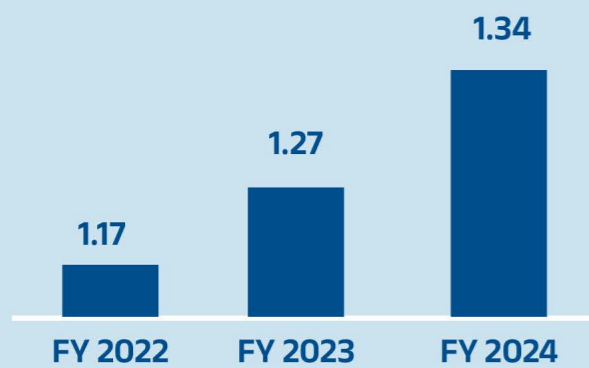
Debt to Equity Ratio
(in times)



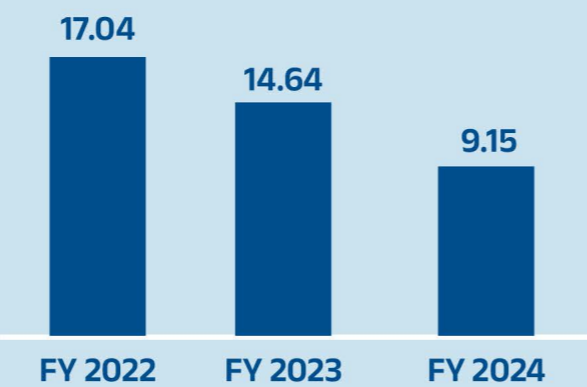
Debt Service Coverage
Ratio (in times)



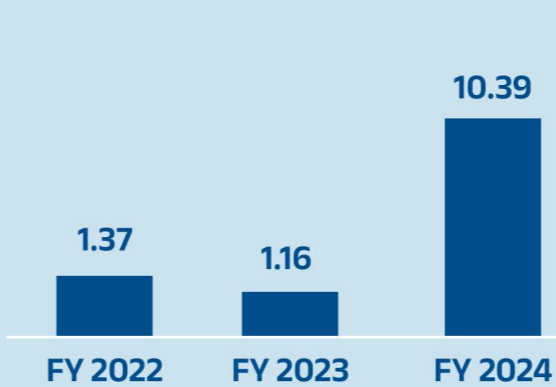
Current Ratio
(in times)



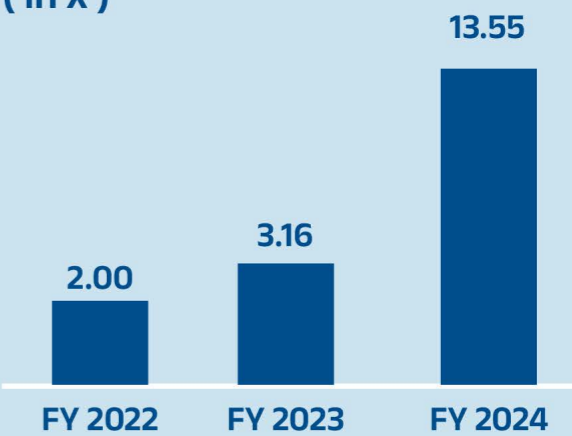
Receivable Turnover
Ratio (in times)



Earning Per Share
(in x)



Net Asset Value Per Share
(in x)



Consolidated Profit & Loss Statement

Particulars	For the Financial Year ended as on (₹ in Cr)			
	H1 FY2025	March 31, 2024	March 31, 2023	March 31, 2022
Revenue:				
Revenue from Operations	81.99	177.40	98.79	167.37
Other income	0.35	0.41	0.14	0.52
Total Revenue	82.34	177.81	98.93	167.89
Expenses:				
Cost of Material Consumed	48.34	128.25	79.18	144.23
Change in Inventories Finished Goods	2.64	1.74	-0.44	-1.73
Employees Benefit Expenses	5.49	6.22	3.49	3.00
Finance Costs	1.18	2.41	1.43	0.78
Depreciation and Amortization	0.57	1.29	1.63	0.98
Other Expenses	13.70	17.05	10.59	17.25
Total Expenses	71.93	156.97	95.88	164.51
EBITDA	11.59	23.78	5.58	4.49
EBITDA %	14.14%	13.40%	5.65%	2.68%
Profit Before Tax	10.42	20.84	3.05	3.38
Profit Before Tax %	12.65%	11.72%	3.08%	2.01%
Tax Expense:				
Current Tax	2.68	5.43	1.01	1.23
Excess/Shortage of Taxes Paid	0.24	0.00	0.06	0.00
Deferred Tax	-0.06	-0.18	0.23	0.10
Profit After Tax	7.55	15.59	1.74	2.05
Profit After Tax %	9.17%	8.77%	1.76%	1.22%

Consolidated Balance Sheet

Equity & Liabilities	H1 FY25	FY24	FY23	FY22	Assets	H1 FY25	FY24	FY23	FY22
Equity	15.35	3.00	3.00	3.00	Non-Current Assets				
Reserves	17.78	17.33	1.74	0.00	Fixed Assets	4.84	4.89	5.60	4.81
Net Worth	33.13	20.33	4.74	3.00	Non-Current Investments	-	0.00	0.00	0.00
Non-Current Liabilities					Deferred Tax Assets	0.00	0.00	0.00	0.00
Non-Current Borrowings	7.48	8.09	12.45	7.87	Other Non-Current Financial Assets	9.70	7.60	4.70	2.79
Deferred Tax Liabilities	0.12	0.18	0.36	0.13	Total Non-Current Assets	14.54	12.50	10.30	7.60
Long Term Provision	0.17	0.16	0.10	0.09	Current Assets				
Total Non-Current Liabilities	7.76	8.43	12.90	8.08	Inventories	32.54	23.08	12.36	8.22
Current Liabilities					Trade receivables	33.43	31.52	7.26	6.24
Current Borrowings	25.99	22.67	14.28	6.93	Cash & Bank Balance	3.55	1.63	3.65	1.32
Trade Payables	16.37	13.27	8.73	9.53	Short Term Loans and advances	0.22	0.02	0.00	0.24
Short Term Provision	2.71	5.43	1.02	1.23	Other Current Assets	10.97	8.45	10.81	8.18
Other Current Liabilities	9.29	7.08	2.71	3.03	Total Current Assets	80.71	64.71	34.07	24.21
Total Current Liabilities	54.36	48.45	26.73	20.72	Total Assets	95.25	77.21	44.37	31.81
Total Equity & Liabilities	95.25	77.21	44.37	31.81	All Amount in ₹ Cr				

Consolidated Cashflow Highlights

Particulars	H1 FY25	FY24	FY23	FY22
Cashflow from Operations	-2.73	-2.96	-4.84	+3.81
Cashflow from Investments	-2.12	-0.69	-3.32	-0.59
Cashflow from Financing	+6.77	+1.63	+10.49	-4.03
Net Cash Flow	+1.92	-2.02	+2.33	-0.81
All Amount in ₹ Cr				

Issue Highlights

Fresh Issue	54,99,600 Equity Shares
Face Value	₹ 10/- Each
Issue Size	₹ 105.04 crore (at Upper Price Band)
Price Band	₹ 181 - ₹ 191 per share
Lot Size	600 Equity Shares

Issue Period

Anchor Bidding	Wednesday, 05th Feb'25
Issue Opens	Thursday, 06th Feb'25
Issue Closing	Monday, 10th Feb'25

Offer Structure

QIB (Including Anchor Quota)	At least 26,05,800 Equity Shares
HNI	At least 7,82,400 Equity Shares
Retail	At least 18,24,600 Equity Shares
Market Maker	2,86,800 Equity Shares

Pre Issue Equity Shares	1,53,50,000 Equity Shares
Post Issue Equity Shares	2,08,49,600 Equity Shares
Post Issue Implied Market Cap	₹ 398.23 Crore (at Upper Price Band)

Pre Issue Holding

Promoter & Promoter Group	1,20,49,029 Equity Shares	78.5%
Public	33,00,971 Equity Shares	21.50%

Post Issue Holding

Promoter & Promoter Group	1,20,49,029 Equity Shares	57.79%
Public	88,00,571 Equity Shares	42.21%
Listing On	BSE SME	

Utilization Of The Net Proceeds

To Meet Working Capital Requirements	71 Cr
General Corporate Purposes	[X]

Key Investment Rationale: Growth, Resilience & Opportunity

Institutional Projects opportunities

With a strong track record, The Company is poised to leverage India's exponential solar market growth, driven by the goal of 500 GW renewable capacity by 2030.

Strong Order Book

The Company is executing 39 C&I and Gov Projects worth Rs. 140+ Cr and 2220+ Residential Rooftop Projects accross Pan India at multiple locations as on Dec 24.

Strong Bidding Pipeline

Solarium's strong government project bids of ₹ 885+ Cr till Dec 24 ensures a robust pipeline and sustainable growth.

Residential Projects opportunities

With Launch of PM Surya Ghar Muft Bijli Yojana targeting 1 Cr homes (30GW), Solarium is well-positioned to capitalize the growth of the sector and already solarized 11,195 homes from April'21 to Sep'24.

ESOPs: Investing in Our Employees

Solarium has created a pool of 3 Lacs Shares under ESOP Policy and granted more than 60% of pool to more than 85+ Employees to create a culture where everyone feels invested in the company's success.

Strong Technical and Execution Capabilities

Solarium's seasoned leadership with a team strength of 253 employees has build up strong design, engineering, technical and execution capabilities to drive the company's growth and success across India.



Solarium Green Energy Limited

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