



SOLARCON[®] India 2010

Event: 28–30 July, 2010

Hyderabad Convention Centre, Hyderabad, India

SOLARCON India 2010 Highlights:

- Second annual SOLARCON India event exceeded expectations, drawing more than 4,200 visitors and conference delegates from more than 32 countries
- High profile inauguration administered by the Union Minister of New and Renewable Energy Hon'ble Dr. Farooq Abdullah, Union Minister for Urban Development Hon'ble Mr. Jaipal Reddy and Chief Minister of Andhra Pradesh Dr. Rosaiah
- Supported by the Ministry of New and Renewable Energy (MNRE) of the Government of India and the Indian Renewable Energy Development Agency (IREDA)
- Dr. Winfried Hoffmann of EPIA and Applied Materials delivered the keynote address, "PV Solar Electricity as a Major Contribution to Global Energy Needs"
- SEMI[®] Standards program addressed the need for quality standards, testing and certification

Exhibitor Information

	TOTAL
Number of Exhibiting Companies	81
Net Exhibit Space in Square Feet	15,795

Registration

	TOTAL
Registered Visitors	3405
Conference Delegates	581
Registered Exhibitors	573
Total Registered	4779
Total Verified Visitors (including conference delegates)	4225

"SOLARCON India helped us extend our market reach"

Mr. Shishir Khandwala, MD
Photonix Solar Pvt. Ltd.

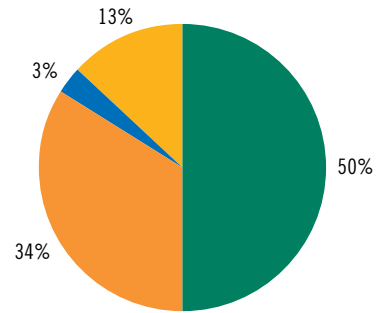
VISITOR INFORMATION

Influential customers from every level and discipline in the buying cycle attend SOLARCON India.

Visitors' Purchasing Authority

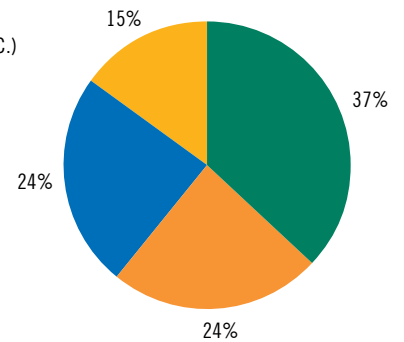
Strong buying influence: 87% of all visitors are involved in product selection and purchasing (includes all but "No Role").

- 50% FINAL DECISION MAKER/CO-DECISION/CRUCIAL
- 34% RECOMMEND/CONSULT
- 3% SPECIFY OR EVALUATE
- 13% NO ROLE



Visitor Job Levels

- 37% EXECUTIVE MANAGEMENT (CHAIR/PRESIDENT/ETC.)
- 24% SENIOR MANAGEMENT (VP/DIRECTOR)
- 24% OTHER MANAGEMENT
- 15% NON-MANAGEMENT (STAFF/PROFESSIONALS)



Visitors' Primary Job Function

Executive Management	25%
Manufacturing/Engineering/Operations Management	15%
Product Management	4%
Fabrication and Process Engineering	2%
Assembly/Packaging Engineering	1%
Quality Assurance and Test Engineering	2%
Research and Development Engineering	5%
Purchasing/Procurement	4%
Facilities Engineering/Engineering Support	3%
Marketing and Sales	24%
Environment, Health & Safety	4%
Government/Public Policy	1%
Financial/Industry Analyst	2%
Training	1%
Other	8%



VISITOR INFORMATION

Visitors at SOLARCON India are interested in a diverse range of products from across photovoltaic manufacturing supply chain.



“This exhibition has focused on solar PV manufacturers, developers and project implementers for the current domestic requirement and future planning which has been envisaged in the National Solar Mission”

Mr. Ravinder Tanwar, VP-Operations
Websol Energy Systems

“Good footfall from solar industry. Support received was excellent.”

Mr. Sachin Jain, Manager-Strategic Alliances
Mahindra Solar

“The professionalism in organizing SOLARCON India 2010 was very impressive.”

Mr. Abhinav Shankar, Business Analyst
SunEdison

Visitors' Product Interest

16% PV Equipment

Wafers	3%	Integration and Automation	2%
Cells	3%	Inspection and Metrology	1%
Modules	4%	Other	1%
Thin Film	2%		

20% Photovoltaic Device Manufacturer

Cells	5%	Building-Integrated Solutions (BIPV)	2%
Modules	5%	Solar Thermal	3%
Stand-alone Systems	3%	Solar Architecture	2%

12% PV Systems

Inverters	5%	Chargers, Batteries	3%
Measurement and Control Technology	2%	Stand-alone Systems	2%

7% PV Components

Cables, Connectors, Junction Boxes	3%	Mounting Systems	2%
Tracking Systems	2%		

8% PV Services and Consultancy

Education, Training	3%	Research & Development	2%
Financing, Promotion	1%	Testing Institutes	1%
Organization, Association	1%		

9% Other Product and Services

Consumer Products (solar-powered lights and toys)	2%	Installation Aids	1%
PV Facades	1%	System Technologies (wholesale and retail)	1%
Market Analysis and Research	2%	Trade Publications, Publishers	1%
Environmental, Health and Safety (services and products)	1%	Other	0%

8% PV Materials

Consumables (paste, wires, etc.)	2%	Ingots, Wafers	1%
Gases and Liquid Chemicals	1%	Feedstock: Polysilicon, UMG, etc.	1%
Solar Glass, Encapsulation	2%	Other	1%

10% Equipment

5% Materials

2% Related Industries

5% Other