

2011 POST SHOW REPORT



SOLARCON® India 2011

Event: 9–11 November, 2011
Hyderabad Convention Centre, Hyderabad, India

Highlights:

- High-profile inauguration by Francisco J. Sánchez, Under Secretary of Commerce for International Trade, U.S. Department of Commerce
- Supported by MNRE, IREDA and APIIC, and certified by the US Department of Commerce
- Dual-track conference featured 70 high profile speakers from NREL, Sujana Energy, MNRE, US Exim Bank, Applied Materials, First Solar, centrotherm, Moser Baer Solar Systems, IREDA, OPIC, Jaipur & Ajmer Vidyut Vitran Nigam
- More than 30% of exhibiting companies either directly or indirectly involved in EPC activities indicating growth of the industry under the JNNSM and other state programs
- Featured SEMI Frost & Sullivan LED Lighting summit where industry leaders, manufacturers and Government officials discussed industry challenges, opportunities, and the key role of efficient lighting technologies in India's energy future
- Workforce development program "Grid Connected Solar PV Power System" organized in partnership with the National Centre for PV Research and Education

"We are happy to see the event emerging as the definitive platform for the solar industry in India."

*Bettina Weiss, Executive Director
SEMI PV Group*

Exhibitor Information

	TOTAL
Number of Exhibiting Companies	114
Net Exhibit Space in Square Feet	26,059

Registration

	TOTAL
Total Registered Attendance (Visitors and Exhibitors)	3,132
Verified Attendees	3,086
Conference Delegates	325
Total Verified Attendance (including Conference Delegates)	3,411

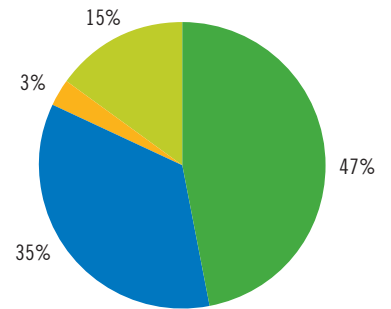
VISITOR INFORMATION

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

Visitors' Purchasing Authority

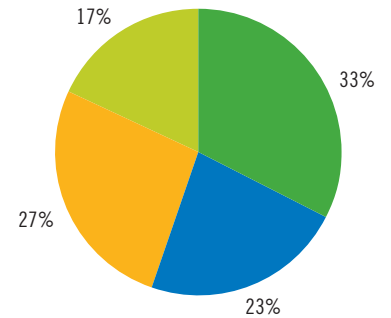
Strong buying influence: 85% of all visitors are involved in product selection and purchasing (includes all but "No Role").

- 47% FINAL DECISION MAKER/CO-DECISION/CRUCIAL
- 35% RECOMMEND/CONSULT
- 3% SPECIFY OR EVALUATE
- 15% NO ROLE



Visitor Job Levels

- 33% EXECUTIVE MANAGEMENT (CHAIR/PRESIDENT/ETC.)
- 23% SENIOR MANAGEMENT (VP/DIRECTOR)
- 27% OTHER MANAGEMENT
- 17% NON-MANAGEMENT (STAFF/PROFESSIONALS)



Visitors' Primary Job Function

Environment, Health & Safety	3%
Executive Management	23%
Fabrication and Process Engineering	2%
Facilities Engineering/Engineering Support	4%
Financial/Industry Analyst	3%
Government/Public Policy	2%
Manufacturing/Engineering/Operations Management	15%
Marketing and Sales	27%
Product Management	4%
Purchasing/Procurement	3%
Quality Assurance and Test Engineering	2%
Research and Development Engineering	6%
Training	2%
Other	4%



VISITOR INFORMATION

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



“Mahindra Solar and Mahindra World City, Jaipur participated jointly in the event. With the Phase I, Batch 2 of JNNSM bids on the verge of being released, this event comes at the most appropriate time where the EPC companies, manufacturers and developers could come together. SOLARCON India has once again proved to be an important platform for the industry to meet and shape its growth.”

*Vish Palekar, CEO and Business Head,
Cleantech Ventures, Mahindra Partners*

Visitors' Product Interest

17% PV Equipment

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

19% Device Manufacturer

Cells	5%	Building-integrated Solutions (BIPV)	1%
Modules	6%	Solar Thermal	3%
Stand-alone Systems	2%	Solar Architecture	2%

15% PV Systems

Inverters	5%	Chargers, Batteries	4%
Measurement and Control Technology	3%	Stand-alone Systems	3%

7% PV Components

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

7% PV Services and Consultancy

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

6% Other Product and Services

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

7% PV Materials

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

2% Related Industries

5% Other