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**SHINING BRIGHT**

**NOVEMBER 15, 2017**

**BUSINESS INDIA** (*print clip attached*)



## Shining bright

Tata Power Solar Systems Ltd, formerly Tata BP Solar, has made a big turnaround in the last couple of years. At ₹2,262 crore in FY17, the company's revenue has increased by more than two and a half times in just two years. In the last fiscal year, the PAT increased by 330 per cent over the previous year. This follows the company changing its business strategy in favour of the mix model where it is not only manufacturing solar panels and inverters, pumping and power backup products for the solar sector but also undertaking EPC contracts. Up until 2013-14, the company's core business was manufacturing with a sizeable focus on lighting products and some share

of thermal products, but now in the last couple of years, it has also added services for both in the utility and rooftop segments. The company, in a short span of time, has significantly ramped up its EPC capability, emerging as a strong contender in the utility as well as rooftop space. Currently, it boasts an order pipeline of above 1 GW. In the last couple of years, the company which has a manufacturing unit in Bangalore with a production capacity of 300 MW of modules and 180 MW of cells, has undertaken quite a few major projects including commissioning a 100 MW solar unit for NTPC in Anantapur, Andhra Pradesh, in August 2016.

**TATA POWER SOLAR CEO SAYS INDIA'S SOLAR MANUFACTURING SECTOR NEEDS SUPPORT TO  
BECOME COMPETITIVE, BUT FROWNS ON ANTI-DUMPING TARIFFS**

**SEPTEMBER 21, 2017**

**[MERCOSOL INDIA](#)**

## Tata Power Solar CEO Says India's Solar Manufacturing Sector Needs Support to Become Competitive

SEP 21, 2017 / SHUBH PRATEEK / MARKETS & POLICY, SOLAR



*The following is from a conversation Mercom India had with Tata Power Solar CEO Ashish Khanna at the Renewable Energy Expo 2017 in Greater Noida, India. This is the first in a series of executive interviews.*

Mr. Khanna, we see that you are active on both sides of the solar spectrum, what are your thoughts about the Indian Solar market?

It's bullish. India's solar market has huge potential and lately, in the past three years, we've been utilizing that potential. As a country, we installed more than 5 GW last year. We've demonstrated as a country that we are not just talking about solar, we are actually committed to harnessing it.

What are your key export markets and why? Are there any foreign expansion plans?

It's not that we don't supply Indian projects. We are into EPC (Engineering, Procurement, and Construction) and we have a pipeline of more than 1 GW in EPC, so most of our modules are for captive use. We use our own modules for projects when we bid.

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Tata Power Solar

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