



Mr. Nandkumar Pai  
Chief Marketing Officer

## CMO's Message

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Solar power generation capacity in India has expanded almost eight times in the last five years from 2,650 MW in May 2014 to over 25.21 GW in December 2018!

RenewSys is in sync with this growth and has grown almost ten times in the past five years from 80 MW in 2015 to our current manufacturing capacity - 750 MW for PV modules.

This substantial growth is simultaneously an exciting opportunity and a challenge. On the operational side, this challenge can be achieved through cost leadership while maintaining the highest quality standards.

On the marketing front, we will enhance our customer engagement, fine tune our product mix, sustainably maintain the pace of our new product launches, and anticipate and deliver what the customer needs tomorrow - today.

Success in these endeavours will have to be fuelled by the team. The success of the team in turn is dependent on the success of each of its members. A key learning for success from my tenure as a cross-sector professional, is to remember that there are no shortcuts to **hard work**. For maximum impact we will need to be vigilant and course correct frequently. Each one will need to take ownership and this will empower us with accountability for results.

Secondly, efforts need to be evaluated using numbers. Wearing a 'Numbers Hat' will help clearly understand how a task taken on today will contribute to the growth and goals of the company in the long run.

Finally, the ENPEE Group, its values and heritage of manufacturing excellence, continue to lend stability to our growth plans.

I know I speak for the team in assuring continued delivery of value for money, quality PV modules and components i.e. Encapsulants, Backsheets and PV Cells.

## Snippets From Around The Globe

RenewSys participated in events globally this year with the aim of meeting our customers and partners – one on one. These events have fostered several alliances and new connections. We had some enriching conversations about the significance of quality, reliable solar solutions with the visitors to our stalls.

DESERV Extreme, a Bi-Facial Glass-to-Transparent Backsheet module was also received with much enthusiasm at all the events!

This coming year we hope to further equip visitors at our events with ways to discern and select quality PV modules and PV components.



Mr. Hiranandani, MD, and Mr. Pai, CMO, RenewSys with one of our partners, Ornate Solar at REI 2018, Noida



Team RenewSys and Team Beckett at SPI 2018, Anaheim, USA



Team RenewSys with the First Lady of Ondo State Her Excellency – Betty Anayanwu- Akeredolu at NAAE Abuja, Nigeria



Principal Secretary, Power Telangana visits RenewSys at the Second Global Re-Invest



Mr. Kamlakar Babu, NEDCAP; with the RenewSys team at the Second Global Re-Invest



RenewSys hosted an 'Open House' at Bengaluru for its key customers



Our team discusses Solar PV integration in buildings at Greenbuild Mumbai



Our Founder and Chairman Emeritus Mr. N. P. Kirpalani visits Future Energy Nigeria

## RenewSys Wins!

We have much to celebrate this year!

- Among 300+ nominations and 15 Award categories, RenewSys won the 'Innovation in Energy Category Award 2018' at NAAE
- Team RenewSys Bengaluru and Hyderabad participated in 32nd Chapter of the CCQC Convention, a state level competition conducted by Quality Circle Forum of India's, Hyderabad chapter. Among the 207 quality circles that participated, representing 62 organizations, RenewSys received the **Excellent Accreditation and was awarded the Gold Category**





# CSR Initiatives

## Special Needs Vision Clinic – Hyderabad

On Nov. 14, 2018, RenewSys and LVPEI along with Mission for Vision, launched India's first Special Needs Vision Clinic.

This clinic, equipped to address the vision-related challenges of children with disabilities is located at the LV Prasad EYE Institute, Hyderabad campus. While it is the first of its kind this is one of the several vision clinics that RenewSys is supporting to improve access to vision care across the country.



## Kerala Outreach and Relief Efforts

- RenewSys donated PV modules, popularly known as solar panels to help in the aftermath of the floods
- Our staff came together to share resources and time to support relief work

The flooding across large parts of southern India, particularly Kerala this monsoon season has caused widespread destruction of life and property.

As India's leading Solar PV Manufacturer RenewSys has donated solar PV Modules to be used in rebuilding operations across the state. RenewSys also participated in the Telangana state-led relief and donation programmes.

Our staff at RenewSys contributed to the relief efforts as well. Ajeesh, from RenewSys' Hyderabad facility, participated in the relief work in Kerala for a week. Further, teams across offices in Hyderabad, Bengaluru, Mumbai, and Delhi carried out collection drives of items for Goonj, a Non-profit at the helm of relief work.

## RenewSys Learns !

A 'Prevention Of Sexual Harassment' workplace awareness session was conducted at the RenewSys Offices in Mumbai, Bangalore and Hyderabad.



## Running For Success



Srivathsa from our Bengaluru team completed his first full marathon (42 Kms) in Oct'18 and has since then been participating in several other marathons including three 10K runs, 1 Half Marathon, 1 Ultra Marathon and 1 Stadium Run Team relay!

He says, "My target is to improve my full marathon timing and to run a 12 hr individual stadium run..."

- **RenewSys Bengaluru's** team added another feather to its cap with the Best Performing Vendor Award from our partners 'BHEL' in the Backsheet Category.

The Award was presented by Mr. Raja Babu, General Manager, BHEL EPD



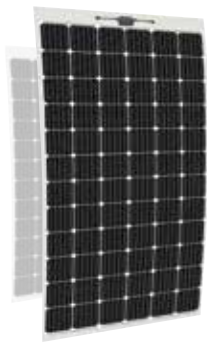
- **Mr. Avinash Hiranandani**, Managing Director, RenewSys India Pvt. Ltd. received recognition as one of
  - India's 100 Most Powerful Business Leaders, 2018
  - India's Solar Superhero 2018



- **Mr. Nandkumar Pai**, Chief Marketing Officer, RenewSys Won the 'Power Persona of The Decade' Award In The Solar & Energy Sector By Prakash May 12th Enertia Awards 2018

# New Product Launch

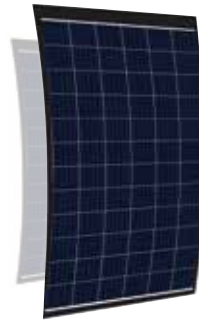
## DESERV F1 Semi-Rigid Solar PV Module



### KEY FEATURES

- 50% of the conventional weight (11 Kg.)
- Wet leakage test passed
- Colour options available for improved aesthetics

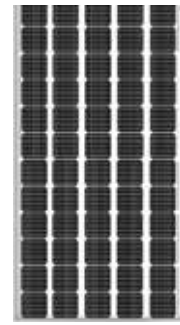
## DESERV F2 Flexible Solar PV Module



### KEY FEATURES

- 25% of the conventional weight (5 Kg.)
- Wet leakage test passed
- Colour options available for improved aesthetics

## Building Integrated Photovoltaic (BIPV) Module



### KEY FEATURES

- Available in Multi & Mono
- Utility & stand-alone PV systems
- Daylight transmittance & PV collection

## Have No Fear, Dr. PV Is Here !

Dr. PV is a unique module wellness programme that will empower customers of RenewSys to access to comprehensive module testing. Once the samples are provided, RenewSys will test them and share a report with data that is crucial to assess the quality and reliability of module production process.



## Solar Smiles



## Projects Snapshot



Jain Tirth (Shrine), Rajasthan, India



Rooftop Installation, Johannesburg, South Africa



Utility Scale, Ground mounted installation, Telangana, India



Kempton Civic Centre, Rooftop, South Africa



Please scan to view more

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