SOLARIUM GREEN ENERGY LIMITED
(FORMERLY KNOWN AS SOLARIUM GREEN ENERGY PRIVATE LIMITED)
Registered Office : B-1208, World Trade Tower, Near BMW Showroom, Sarkhej-Sanand Cross Road, S.G. Highway, Ahmedabad, Gujarat, India-380051
Phone No. : +91 9099051501, +91 9099054502 | Email : info@solariumenergy.in

Date: **May 04, 2025**

To,
The Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

Dear Sir/Ma'am,

Sub: Investor Presentation under Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: Solarium Green Energy Limited (Security Id.: SOLARIUM, Security Code: 544354, ISIN: INE0W0H01017)

Pursuant to the provisions of Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose the Investor Presentation of the Company for your reference.

We would like to clarify that no Unpublished Price Sensitive Information (UPSI) is included in this presentation. The data provided is in the public domain and is already available.

Kindly take the same on your records.

Thanking You.

Yours faithfully,

For, Solarium Green Energy Limited

Ankit Garg
Digitally signed by Ankit Garg
Date: 2025.05.04 18:47:35 +05'30'

Ankit Garg
Chairman & Managing Director
DIN: 08027760

Place: Ahmedabad

Encl: As above

Investor Presentation

Solarium Green Energy Limited (Solarium)

H2 & FY2025



SOLARIUM



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01 Solarium at a Glance

02 About the Company

03 Financial Performance

04 Industry Overview

05 Solarium's Strategic Strengths

Solarium at a Glance



Listed on BSE SME Platform

Symbol: SOLARIUM
Scrip code: 544354

Solarium Empowering a Sustainable Future with Solar Solutions

- Founded in 2018, Solarium is a leading provider of turnkey solar solutions
- Offering complete range of services such as design, engineering, procurement, testing, installation, commissioning, and full-scale operation and maintenance (O&M)
- Also distributes a variety of solar products such as PV modules, inverters, Availability Based Tariff (ABT) meters
- Founded by first generation entrepreneurs with **21+ years** of combined experience in solar space

Leading Indian Tech driven Company in Residential Rooftop Installations

Business Verticals:

- Residential Clients
- Commercial Clients
- Industrial Clients
- Government

Specialises In

- Residential Rooftop Projects **100+ MW**
- Ground Mounted **40+ MW**
- Solar Trees **141+ KW**
- Solar-Wind Hybrid Projects **300+ KW**
- Car Port **881+ KW**
- Energy Storage Systems **300+ KW**

With a clear vision and disciplined execution, Solarium is scaling sustainably to deliver long-term value in the high-growth solar market

Impact in Figures

Impact in Figures

- Unexecuted Order Book ₹125 crore (C/f to FY26)
- ₹ ~243 Cr L1 but Work Order Pending
- Tender Bidding Value ₹ ~44 Cr
- Presence in ~15 States and UT
  **Executed and On-going projects*
- ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified
- Team Size: 305



SOLARIUM

COMPANY PROFILE

About the Company

Solarium is a leading provider of turnkey solar solutions, offering design, engineering, procurement, testing, installation, commissioning, and complete O&M services, along with a range of solar products like PV modules, inverters, and Availability Based Tariff (ABT).

Solarium also provide solutions for solar pumps, solar streetlights, and floating solar systems, highlighting versatility in delivering diverse solar solutions.



Listed on BSE SME Platform

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Tailored Solutions for different customer segments



Residential Rooftop Projects

- Market leader in this segment, delivering customized, affordable rooftop solar solutions for homeowners. since **2019**
- Advantageous for energy independence, reduced bills, and long term savings

65+MW Residential Projects
18,000+ Homes
250+ Channel Partners



Commercial & Industrial (C&I) Projects

- Delivers scalable, high-capacity solar solutions for C&I clients since **2019**
- Helps in cutting costs, driving sustainability, and meeting rising energy demands



Government Projects

- Develops large-scale solar solutions for public infrastructure, ensuring compliance, quality, and on-time delivery for government projects since **2023**

35+ MW Rooftop Projects
30+ MW Ground Mounted Projects

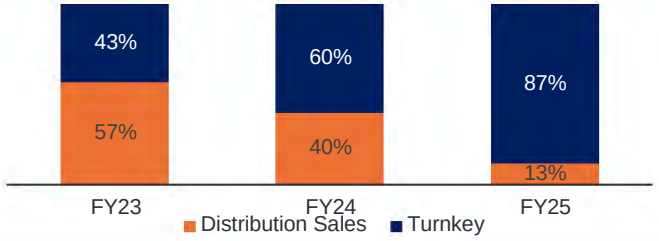
Solarium has gained a significant market share by offering comprehensive solar solutions at competitive prices, backed by exceptional execution and high customer satisfaction.

Business Model moving towards Renewable Turnkey Solutions Across Business Verticals

Business Verticals Revenue Breakdown (₹ in crore)

Particulars	FY2023	FY2024	FY2025
Residential Rooftop Projects	30.94	40.25	85.07
C&I and Ground Mounted Projects	6.77	6.84	18.96
Government Projects	4.65	59.49	94.90
Distribution Sales	56.43	70.83	31.15
Revenue from Operations	**98.79**	**177.40**	**230.07**

Distribution Sales v/s Turnkey as % of Total Revenue



Prestigious Brands include

ReNew, HAVELLS, adani, POLYCAB, WAAREE One with the Sun

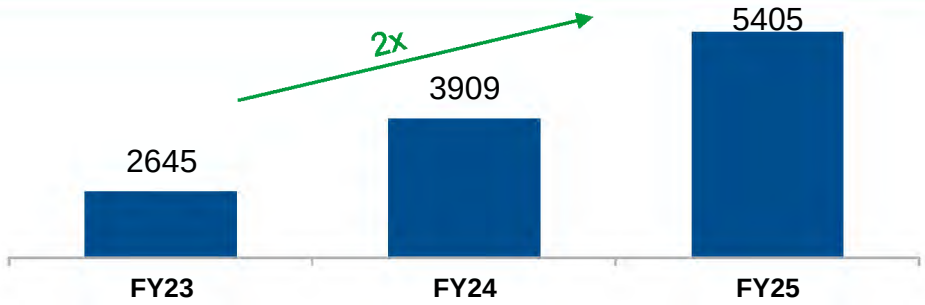
Marquee Customers include

BSF Border Security Force, GUJARAT URBAN DEVELOPMENT COMPANY LTD (A GOVERNMENT OF GUJARAT UNDERTAKING BUILDING INFRASTRUCTURE FOR URBAN GUJARAT), NTPC Vidyut Vyapar Nigam Ltd (A wholly owned subsidiary of NTPC)

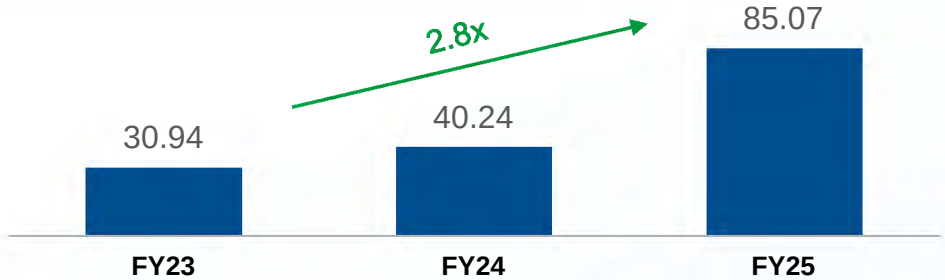
Focused on margin expansion, Solarium began scaling its turnkey portfolio from FY23, aligning operations with higher-margin revenue streams.

Residential Rooftop Solar Projects – Driving business growth

Residential Rooftop Projects Executed



Residential Rooftop Projects Revenue (₹ in crore)



Residential rooftop solar projects contribute ~37% of Solarium's revenue and continue to be a key growth driver

905+

Ongoing Residential Rooftop Projects

13,911

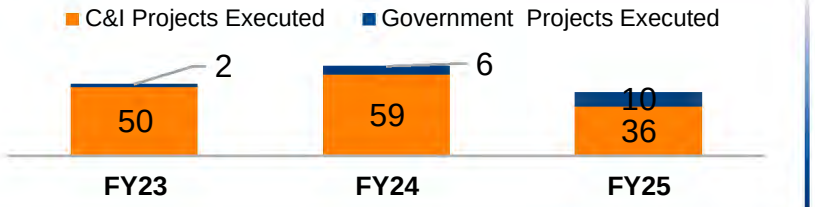
Residential Rooftop Projects (from Apr '21 to Mar '25)



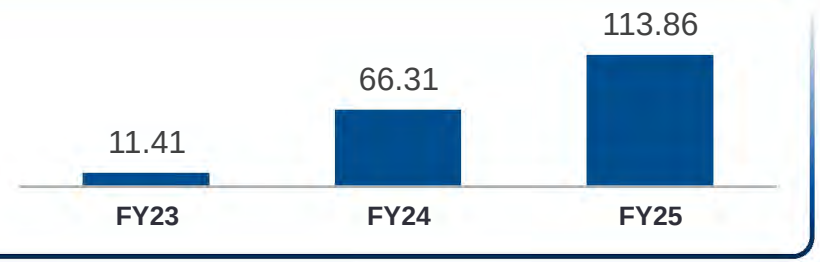
The segment growth is fuelled by rising consumer preference for clean energy, sustained government's push towards the space coupled with lower pay back period for consumers

Institutional Solar projects – Driving business growth

Total Projects Executed (No.)



Revenue of Institutional Projects Revenue (₹ In crore)



49
On-going Projects

₹ 44+ Cr
(L1 but Work Order Pending – ₹ 243+ Cr)
Tender under Bidding

- **Total Electricity Units Generated** - 206.77 million kWh
- **Total CO2 emission saved** – 169.55 million Kgs
- **Equivalent to new tree planted** – 8.48 million trees
- *Note: All figures are approximate.*

- **Hot Water in Harsh Terrains**: Solar water heaters deployed for soldiers in BSF units—Tripura, South Bengal, Jammu.
- **Heated Shelters**: Solar-powered heating solutions for soldiers in extreme climates.
- **High-Security Applications**: Solar installations meet stringent security needs at Bhabha Atomic Research Centre.
- **Power in Inaccessible Zones**: Solar powers Hanle Telescope at 4,500m (15,000 ft) altitude where commute is challenging.
- **Grid Stability & Flexibility**: Scalable solar plants—from small to large—enable deployment in any terrain; used by Military Engineer Services in Port Blair.

With ~50% revenue contribution, institutional projects form a key pillar of Solarium's growth—supported by robust public sector demand and policy momentum toward India's 2030 net-zero target

Marquee Projects across India



Government Tender

GUDC
7.73 MW

Across Gujarat

Experts in diverse solar solutions-solar trees, carports, and sewage plants.



C&I

Ahmedabad University
200 kW

Ahmedabad, Gujarat



Government Tender

MES/BSF

Across India

Hanle, Ladakh: Proven ability to Operate in extreme conditions and remote locations.



Government Tender

Indian Airforce – 3 MW

Bhuj & Gorakhpur & Portblair

Expertise in delivering high-impact solutions in diverse, challenging environments.



C&I

Future Stone
238 kW

Kishangarh, Rajasthan

Specializing in rooftop solar projects in commercial and industrial sectors.



Car Port
935 kW

Multiple locations across Gujarat

Ably supported by experienced leadership team



ANKIT GARG

Chairman & Managing Director
12+ Years of experience

He holds a B.Tech degree from the Indian School of Mines, Dhanbad, and brings over ten years of experience across engineering, sales, and leadership roles.



PANKAJ GOTHI

Whole-Time Director
9+ Years of experience

He is a serial entrepreneur with expertise in marketing, particularly within the solar and automobile industries.



HIMANSHU GARG

Chief Financial Officer (CFO)
14+ Years of experience

Held leadership roles at DeHaat, Healthkart, and Clarks, he is set to drive financial excellence, enhance operational efficiency, and foster sustainable growth, ushering in a new chapter in the company's journey.

Solarium's leadership team combines strong technical capabilities, operational experience, and sector insight with a clear strategic vision to deliver sustained long-term value in the clean energy ecosystem

Backed by a dynamic team of young professionals



NITIN JAIN
Assistant CFO
With us more than 5+ Years



PANKTI THAKKAR
Company Secretary & Compliance Officer
3+ Years of experience



CHINTAN ACHARYA
Head-Supply Chain Management
With us more than 6+ Years / 10+ Years Exp.



CA ROHIT JINDAL
VP Finance & Accounts
Chartered Accountant, Ex- FarMart, DeHaat
13+ Years Exp.



AKASH KAPADIYA
Head-Creative & Branding
With us more than 8+ Years / 12+ Years Exp.



PARIN SHAH
Business Head – Residential Sales
MBA, KJ Somaiya, Ex- Swiggy, 9+ Years Exp.



NIKHIL KALAL
Manager – Data Analytics
MNNIT Allahabad, Ex – PW, 1+ Years Exp.



VIPIN DIXIT
Manager - CRM
IIT Dhanbad, Ex – Mailmodo, 5+ Years Exp.



SANDEEP BANODIYA
VP - Sales
M.Sc- Germany, Ex-Krannich, 8+ Years Exp.

A diverse, energetic team fuels Solarium's mission to drive real change in the renewable energy space

SOLARIUM

Financial Performance

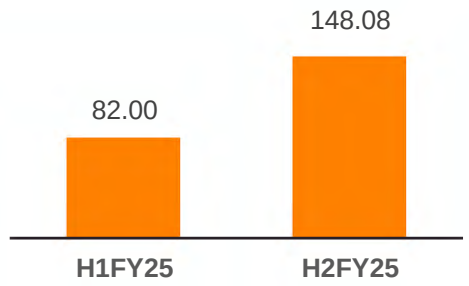


Listed on BSE SME Platform

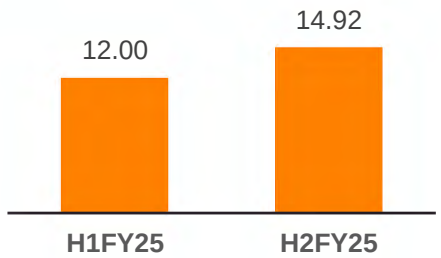
Symbol: SOLARIUM
Scrip code: 544354

Consolidated Key Financial Highlights – H2FY25

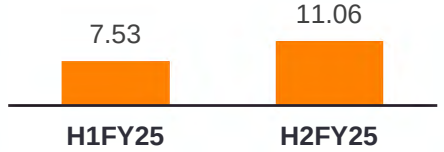
Revenue (₹ In crore)



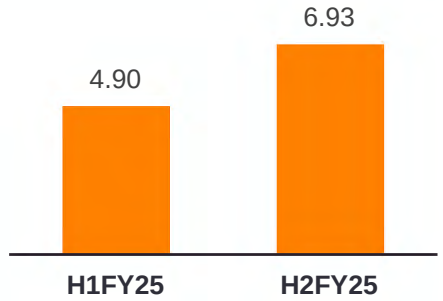
EBITDA (₹ In crore)



PAT (₹ In crore)



EPS (in X)



Key Developments

Pertaining to Business:

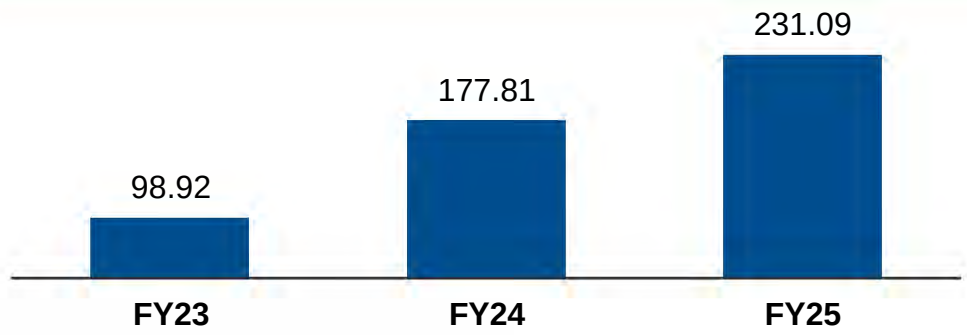
- **Expansion:** 15 new cities opened
- **Tender:** In NTPC project out of 45 categories, L1 in 38 categories.
- **Team Building:** Key Management Team/ Segment Heads being put in place for future growth

Pertaining to Financial:

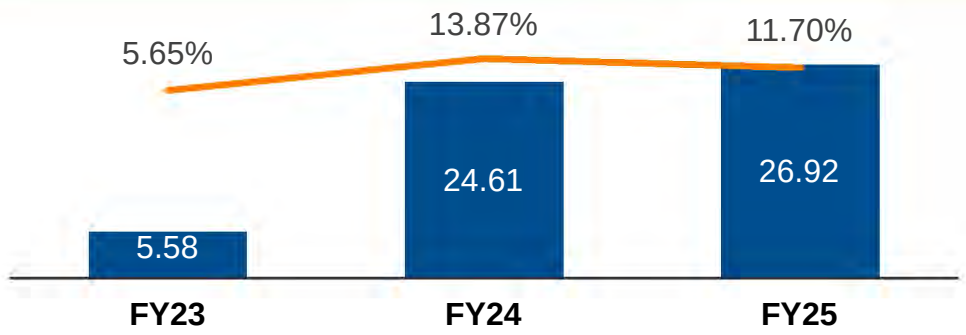
- Revenue from Operations for H2 increased 81% as compared to H1
- EBITDA for H2 increased by 24.2% v/s H1

Consolidated Annualized Financial Highlights

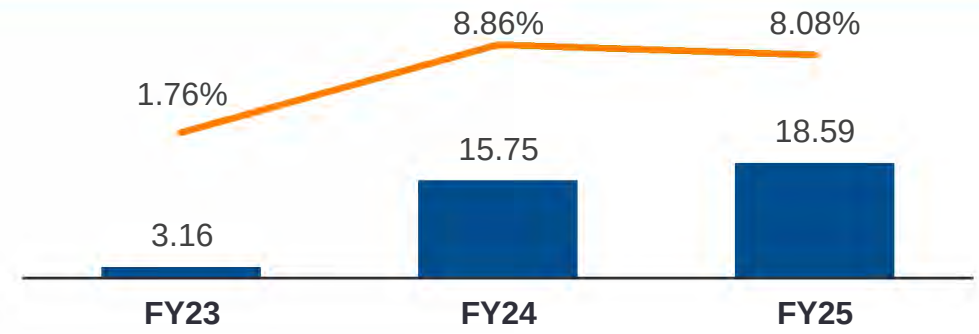
Total Income (₹ In crore)



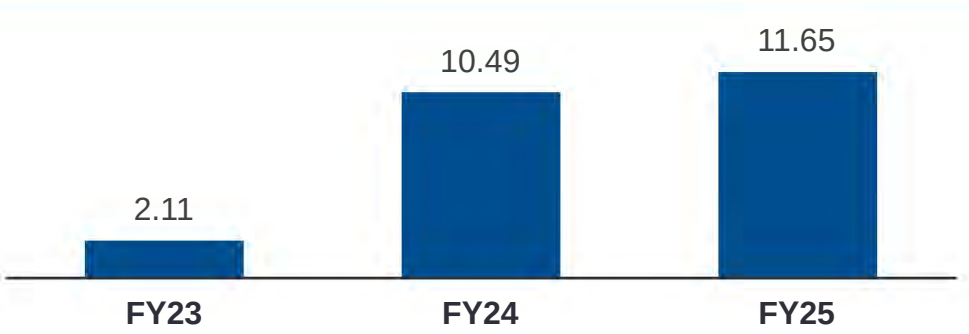
EBITDA* (₹ In crore) and EBITDA%



PAT (₹ In crore) and PAT %



Earnings Per Share (in ₹)



* Includes ESOP's cost of Rs.84 lakhs

Consolidated Profit & Loss Statement

₹ in crore

Particulars	31-Mar-23	31-Mar-24	31-Mar-25
Revenue from operations	98.79	177.40	230.08
Total Income	98.92	177.81	231.09
Finance costs	1.43	2.41	3.45
Depreciation and amortization expense	0.85	0.78	0.91
Total expenses	95.06	156.39	208.54
EBITDA	5.58	24.20	25.90
Profit before tax	3.86	21.42	22.55
Profit after tax	3.16	15.74	18.59
Earnings Per Share (EPS) ₹	2.11	10.49	11.65

* Includes ESOP's cost of Rs.84 lakhs

Consolidated Balance Sheet

₹ in crore

Equity and Liabilities	31-Mar-23	31-Mar-24	31-Mar-25
Net Worth	4.74	20.53	141.47
Total Non Current Liabilities	12.90	9.13	0.51
Non Current Borrowings	13.49	9.13	0.32
Trade Payables	8.73	13.27	16.76
Total Current Liabilities	26.38	48.44	92.45
Fixed Assets	5.92	5.72	6.06
Total Non Current Assets	10.66	13.41	11.01
Inventories	12.36	23.08	38.03
Trade Receivables	7.26	31.52	90.90
Cash & Bank Balance	3.65	1.63	77.01
Total Current Assets	33.99	64.69	223.40
Total Assets	44.65	78.10	234.42

Management Commentary

- Residential rooftop continues to be the key focus while contributing 37% of overall revenue in FY25
- Tech driven approach being implemented from lead generation to order-taking to final completion of the project, with unified portal for consumer, channel partner and our in-house team under development to scale residential business.
- Expanded residential segment to 15 new cities in H2 of FY25
- Availability of DCR Panel's remains to be a challenge, moving ~₹17Cr worth of residential order to Q1 in FY26
- March 25 contributed ~₹56Cr revenue alone leading to higher working capital at the end of the year, hence negative cash flow from operations
- New Channel partner scheme (Solarium Saarthi) being launched by charging ₹11,000/- fees ensuring new revenue scheme and filtering serious CP's only, ~150 partners onboarded in Q4
- ESOP's scheme being implemented across the organisation to make all employees motivated and invested in the company. ₹84 Lacs being provisioned as expense in FY25
- Segment heads (Residential Head, State heads & Sales head) & CFO being hired for ensuring governance and scalability. Further, 60 Interns from various IIT's & IIM's being onboarded for faster scaleup
- Being L1 in 38 categories out of 45 in NTPC distributed rooftop installation across multiple ministries across India further cements the leadership in distributed rooftop solar execution
- Difficult and harsh terrains (across various defence installations, Border outposts, Hilly locations) execution continues to be the key strength as an organization

Industry Overview



Listed on BSE SME Platform

Symbol: SOLARIUM
Scrip code: 544354

Key industry growth drivers that transcends to Solarium's Growth Story

Residential rooftop solar plays a pivotal role in **India's clean energy** shift, empowering homeowners to generate their own power, reduce dependence on the grid, and contribute to a lower carbon footprint.

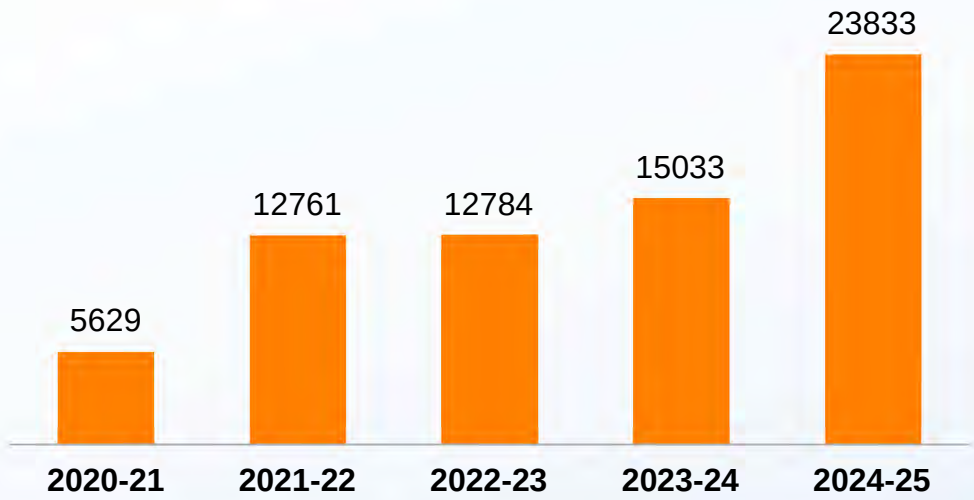
With over **5 years** in the residential solar space, Solarium is poised for rapid expansion in-line with India's ambitious renewable goals. Backed by a skilled team, strong systems, and deep technical expertise, we are focused on scaling operations and increasing market share.

10 Mn (Value ~₹1.5 Lakh Crores) houses to be solarized by 2027. Only 1 Mn done till Mar 25

PM Surya Ghar: Muft Bijli Yojna (Launched Feb 2024)

- Free electricity for households with subsidised rooftop solar panels
- Up to 40% subsidy on installation cost
- Solar financing available at interest rates starting from 7%
- ₹75,000 crore per year govt savings through reduced power subsidies
- Promotes renewable energy adoption at the grassroots level
- Simplified approvals via National Solar Portal; direct bank transfers for subsidies

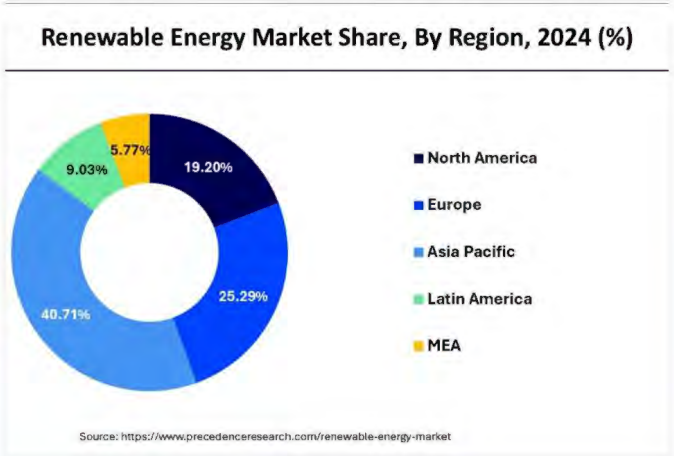
Installed Renewable Energy Capacity(MW)

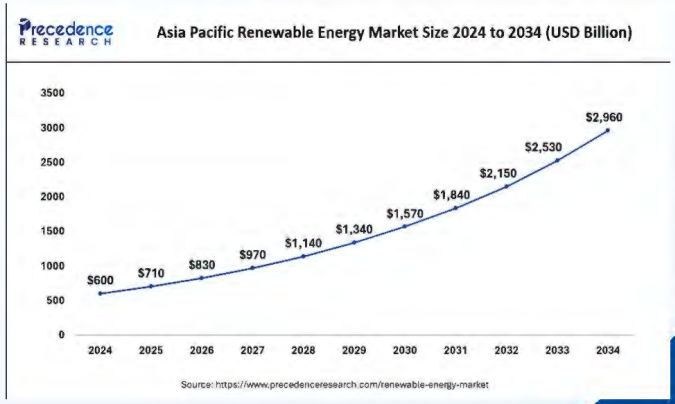


Source: https://mnre.gov.in/en/year-wise-achievement/

Global Renewable Energy Market Dynamics

1. **Market Value:** The global renewable energy market is expected to continue its upward trajectory, to reach USD 7.28 trillion by 2034
2. **Regional Dominance:** Asia Pacific currently holds the largest market share, with China leading in renewable energy capacity
3. **Key Renewable Energy Sources:** Hydropower, wind, and solar power are at the forefront, with solar expected to see the most significant growth.
4. **Government Policies:** Government incentives—such as mandates, subsidies, and tax breaks—are driving renewable energy adoption.
5. **Technology Edge:** Falling costs and innovations in solar, wind, storage, and grid systems are boosting competitiveness
6. **Solar Surge:** Solar was the only primary source to grow in capacity, surpassing hydropower and nuclear to become the fourth-largest installed source after wind.
7. **2024 Highlights:** Renewables contributed over 90% of global power capacity additions in 2024, totalling 585 GW. Solar PV led with 451.9 GW, driven by China (278 GW) and India (24.5 GW)





India's Renewable Energy Capacity Hits New Milestone

SOLARIUM

01

India’s Renewable Energy Landscape

3rd largest energy consumer globally

4th in renewable energy capacity worldwide

02

500 GW Target by 2030

India aims to generate 500 GW of non-fossil fuel-based energy by 2030.

03

Renewable Energy Focus

The target primarily focuses on renewable sources like solar and wind power.

Renewable energy now constitutes more than 46.3% of total capacity

04

Rapid Growth

Solar energy remains the dominant contributor to India’s renewable energy growth, accounting for 47% of the total installed renewable energy capacity.

The capacity increased from 2.82 GW in 2014 to 100 GW in 2025.

05

Investment and Infrastructure

Govt initiatives like Green Hydrogen Mission, PM-KUSUM, PM Surya Ghar, and PLI for solar PV highlight a strong push towards clean energy and reduced fossil fuel dependence

06

Potential for Growth

With ambitious targets set for the future, India is well-positioned to become a global leader in renewable energy, contributing to environmental sustainability and energy security.

Solarium's Strategic Strengths



Government-led clean energy initiatives and subsidies have fuelled **strong tailwinds** in the power sector, driving significant growth in solar installation demand across India

Solarium's **strong foothold** in solar solutions, combined with favourable industry tailwinds, enabled it to seize market opportunities and emerge as a leading player in customer service and market share growth

By focusing on **distributed operations**, Solarium is able to reduce execution lead time, deliver competitive service, enabling it to tap into diverse customer demand across geographies

Solarium provides **complete turnkey solutions** having varied offerings for customers across segments and geographies

The founders strongly believe in doing the right thing, upholding the principles of corporate governance, and are committed to **creating long-term value** for Solarium in the marketplace

Strong Order inflows and a huge bidding pipeline provide definite visibility for the Company's growth over the coming 3-5 years

Disclaimer

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 t h e 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 t h e contents of this presentation. It may not encompass all relevant information, and any liability regardingthe contents or omissions of this presentation is explicitly disclaimed. zertain topics discussed in this presentation may involve statements concerning t h e Company's market opportunities a n d business prospects t h a t a r e forward-looking. These forward-lookingstatements 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 obligationto 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.

Thank You

Solarium Green Energy Limited

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Makaraba, Ahemdabad-380051

CIN: L31909GJ2022PTC129634

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Rhea P Dharia |
Rhea.Dharia@in.ey.com

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