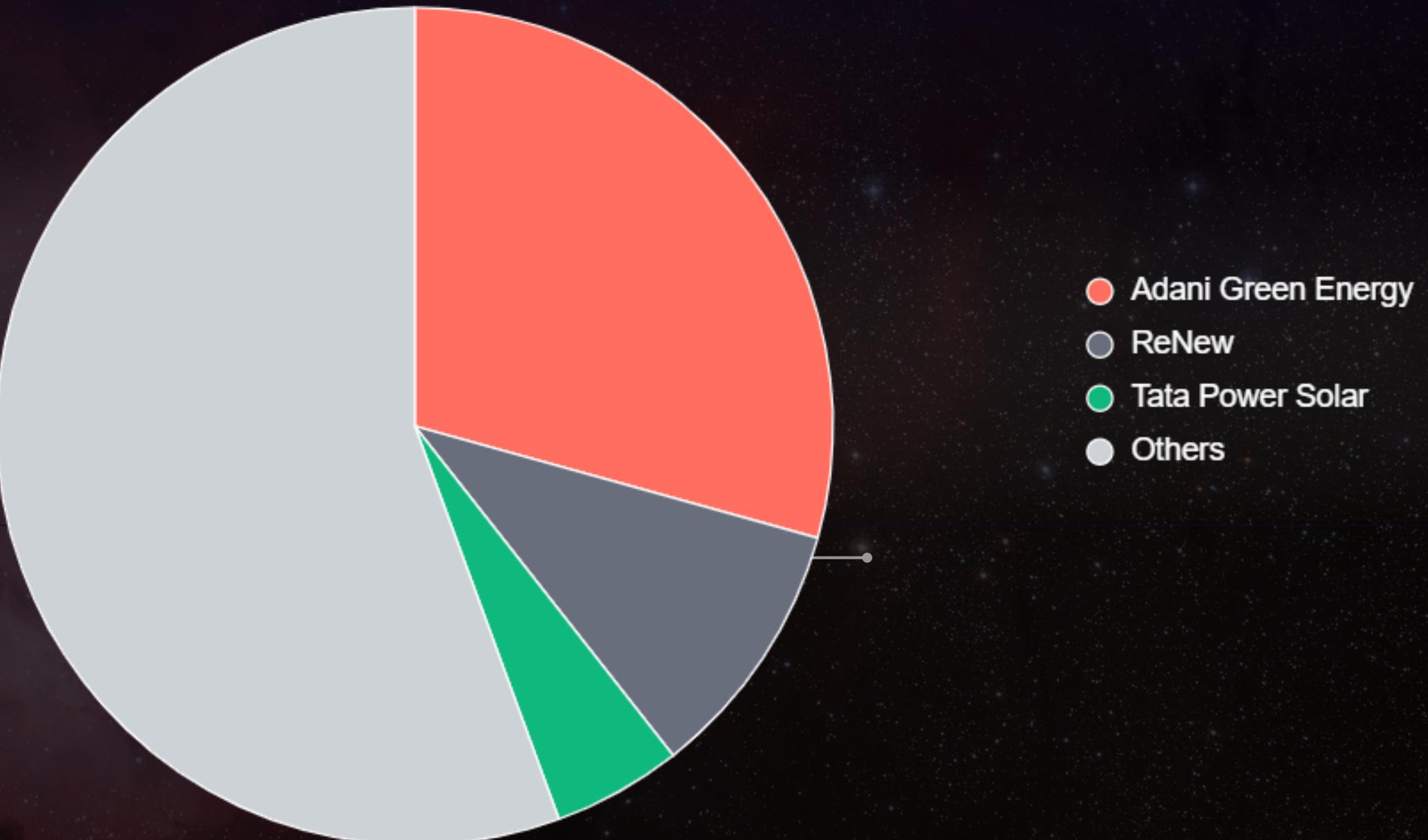


INDIAN COMPANIES LEADING IN SOLAR

Estimated Solar Energy Market Share in India (2024, Utility-Scale Focus)

Topics to be covered today

- Top Companies' :
Business Models
Marketing Strategies
Their Impact
- Differences in their strategies
- Career Roles





Indian Companies Leading in Solar

adani

Solar

ReNew

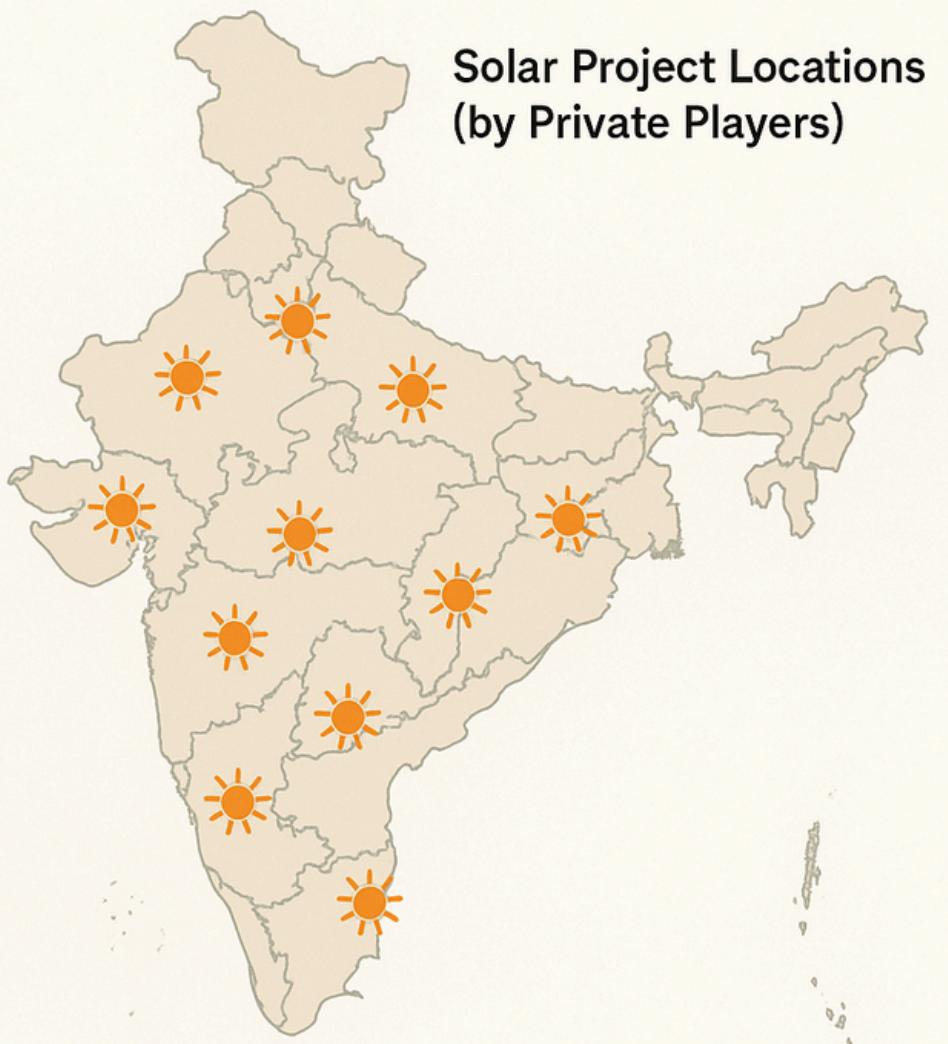
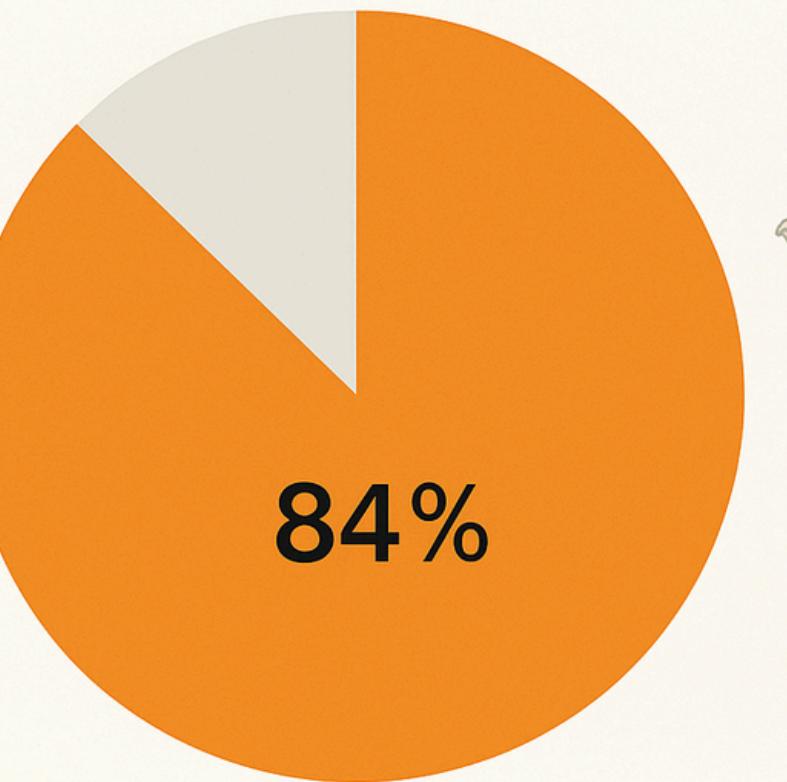
India's solar transition is powered not only by government support but also by visionary companies like Tata Power Solar, ReNew Power, and Adani Solar. In this session, we explore how these industry leaders are shaping India's clean energy future and what career opportunities they open up for young aspirants.



India's Private Sector Driving Solar Growth

Private solar developers are key to India's renewable energy target of 500 GW by 2030. Companies are investing in large-scale solar parks, rooftop installations, and clean tech R&D. Their business models balance profit with purpose, and they collaborate with the government to accelerate India's energy transition.

**Share of Private Players
in Solar Installations**

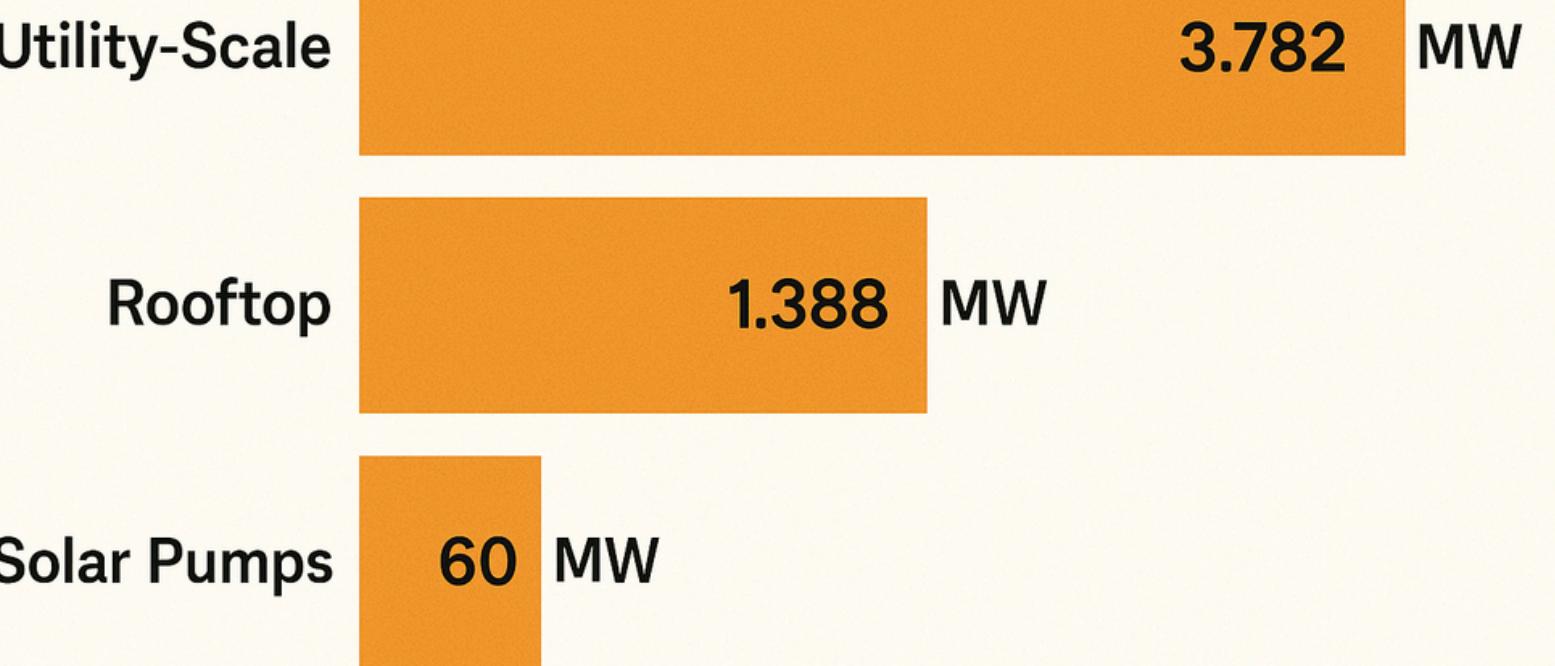


Tata Power Solar – Legacy & Impact

Tata Power Solar, a pioneer since 1989, has installed over 1.4 GW of solar rooftops and executed over 11.5 GW of EPC projects. It focuses on utility-scale, residential, and commercial solar, offering customized solar solutions and India's first fully automated solar module manufacturing facility.



Tata Power's Installed Solar Capacity (by Type)



Tata Power – Business Strategy

Tata Power Solar's strategy includes integrated manufacturing, rooftop expansion, and digital platforms like Tata Solar Rooftop Calculator. Its approach focuses on customer-centric design, public-private partnerships, and clean energy financing. It has also partnered with state governments and institutions to boost distributed solar.



ReNew Power – Growth & Reach

ReNew Power is one of India's largest independent renewable energy companies, with over 8 GW of solar capacity. It is known for adopting innovative project financing, operating hybrid energy parks, and making early investments in AI-based energy optimization and storage systems.



ReNew Power – Market Strategy

ReNew's strategy focuses on long term Power Purchase Agreements (PPAs), ESG goals, and international investment. The company adopts AI, predictive maintenance, and robust financing to scale projects. It is also expanding into green hydrogen and energy storage, positioning itself for future energy demands.



Adani Solar – Manufacturing & Projects

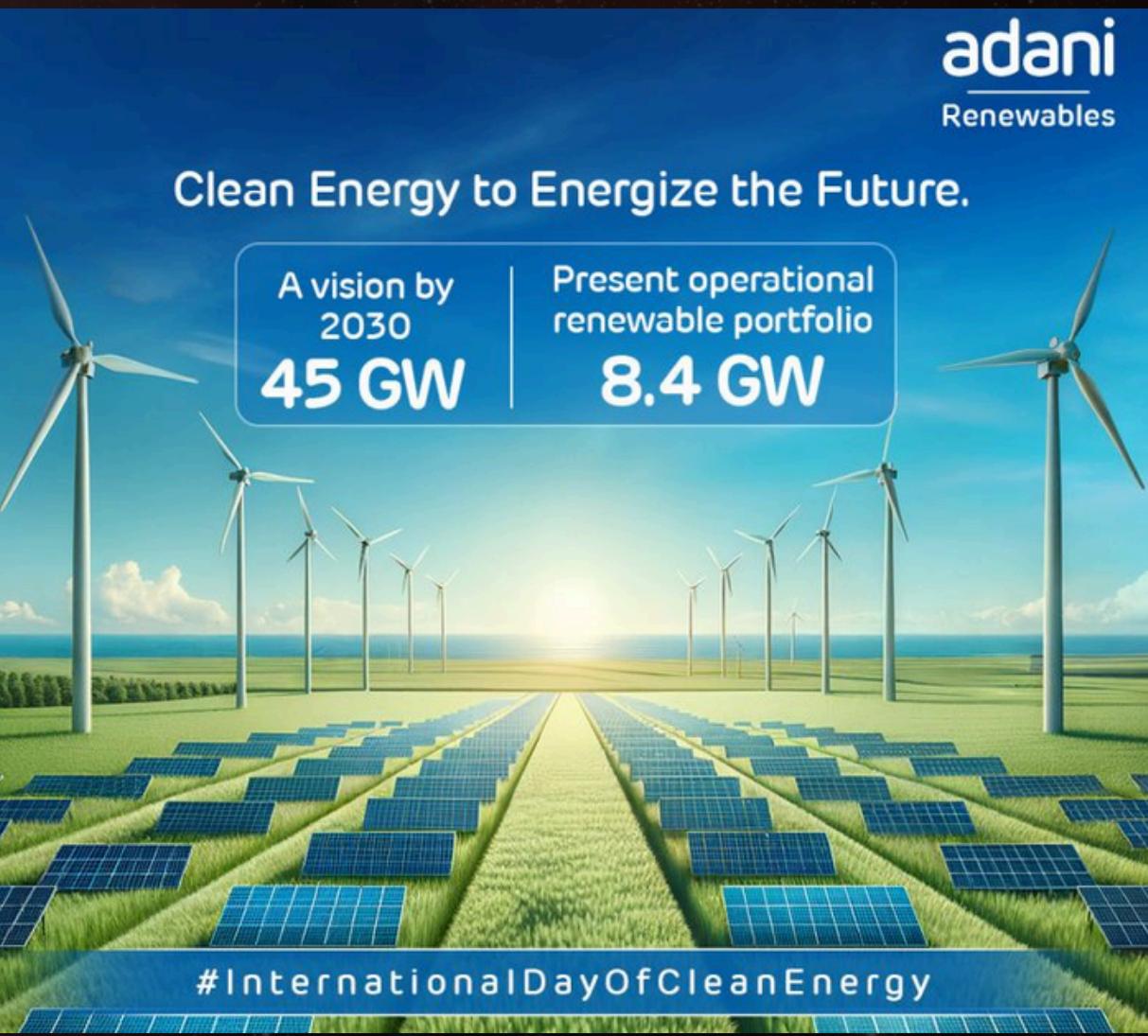
Adani Solar is a major vertically integrated solar manufacturer in India, producing cells and modules with a 4 GW+ annual capacity. It has commissioned mega solar projects like Kamuthi (Tamil Nadu) and is actively expanding into exports and global clean energy markets.



One of the World's Largest Solar Power plant by Adani Group

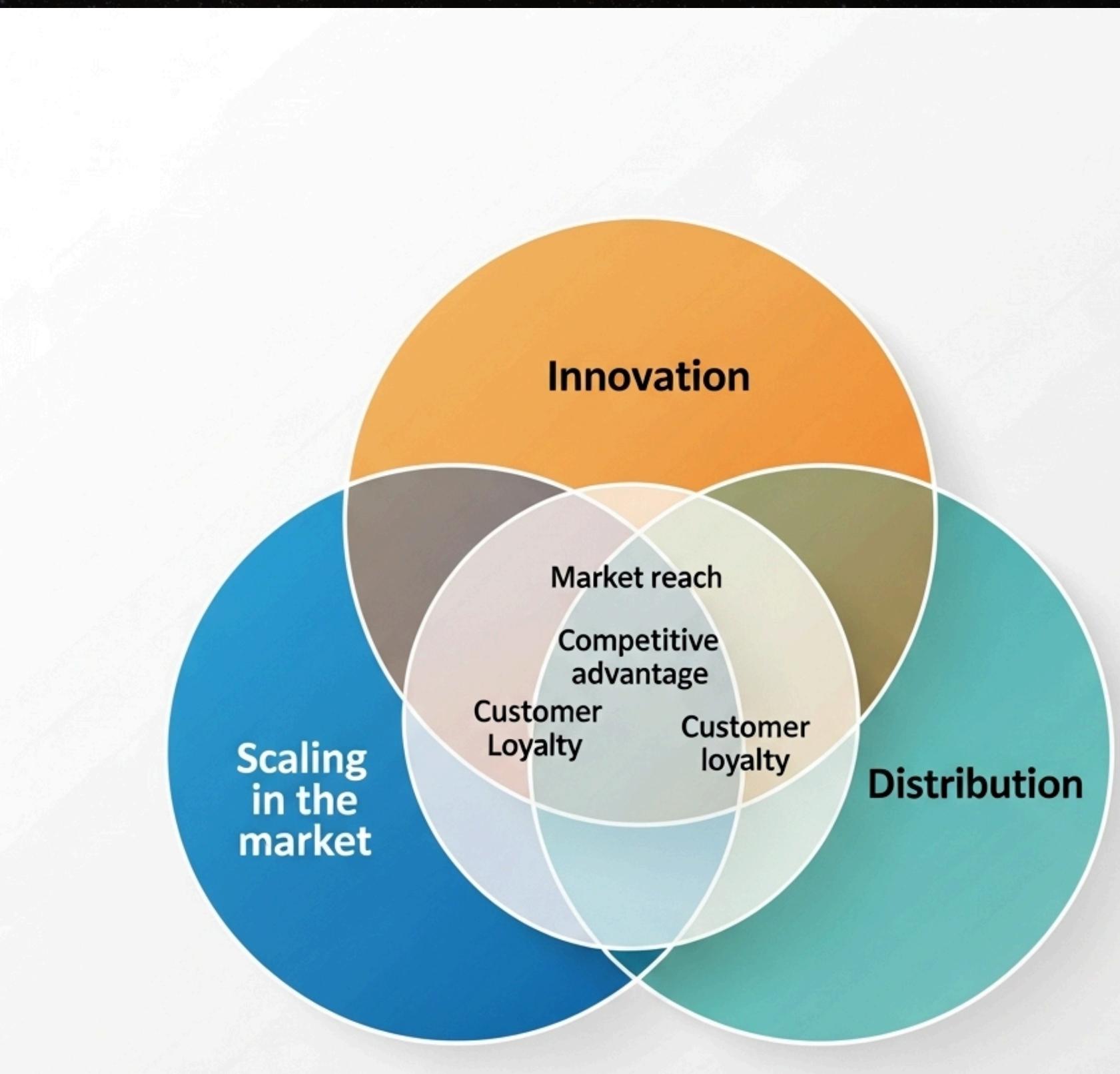
Adani Group – Strategic Vision

Adani's solar strategy includes upstream manufacturing, utility-scale deployment, and integration with Adani Green Energy Ltd. Its goal is to become the world's largest renewable energy company by 2030. Strong focus is laid on scale, speed, and vertical integration for cost competitiveness.



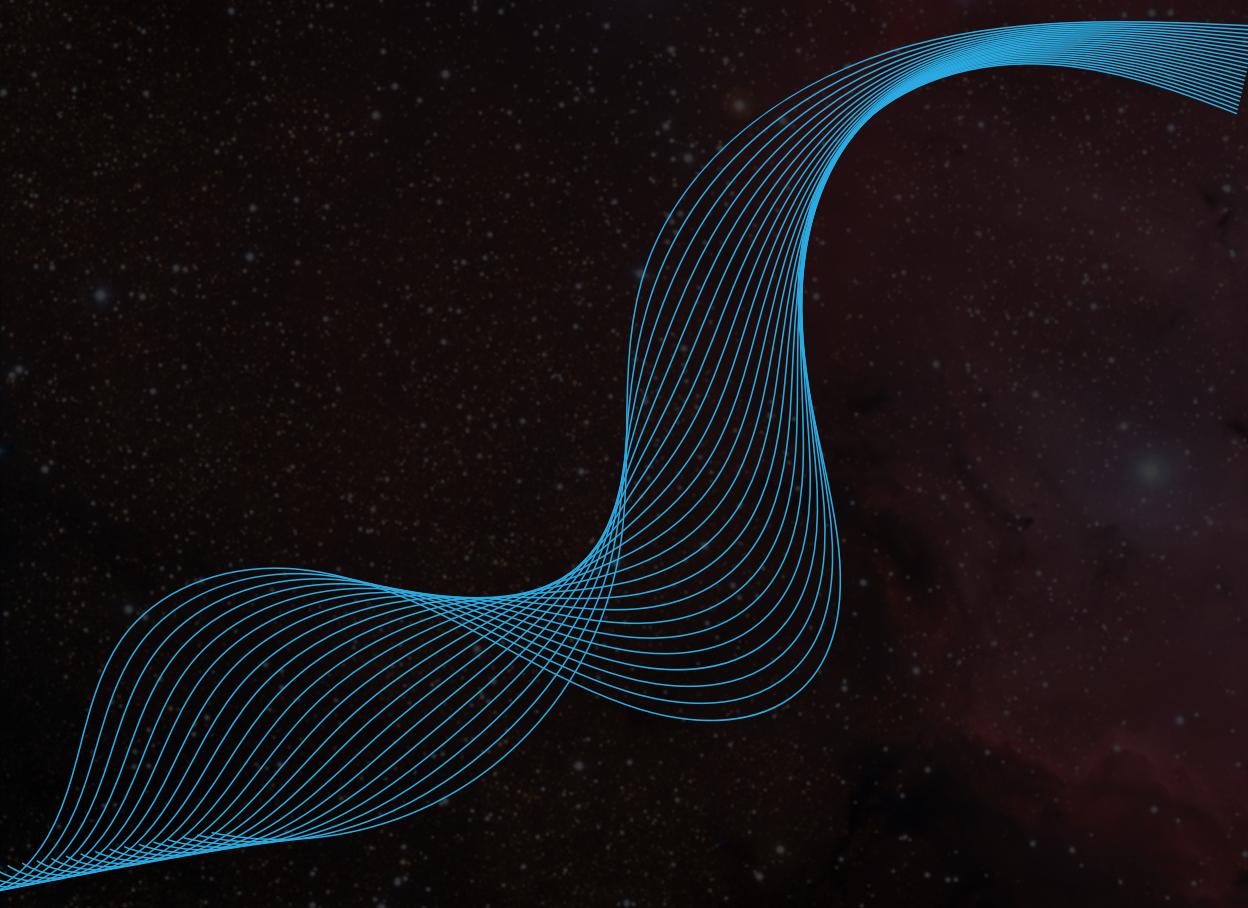
Comparison of Business Models

While Tata Power focuses on distributed and EPC solutions, ReNew drives innovation and PPAs, and Adani prioritizes manufacturing and scale. Together, they reflect the diversity of India's solar business models—from integrated supply chains to agile, tech-driven growth strategies.

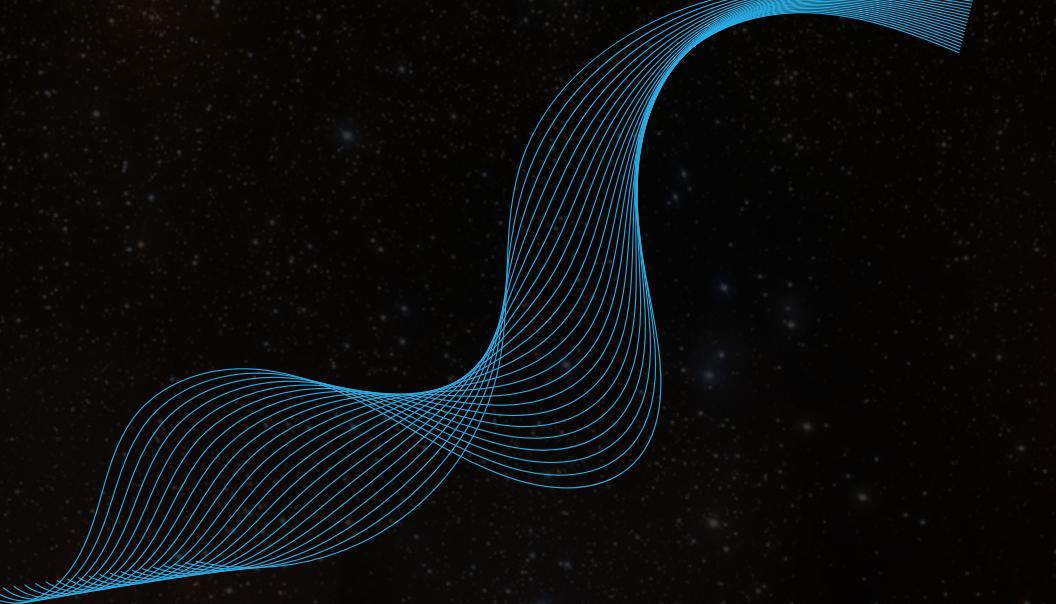


Career Roles in the Indian Solar Sector

India's solar boom offers exciting careers: project engineers, sustainability analysts, finance specialists, R&D scientists, and policy advisors. Companies seek interdisciplinary talent—from electrical engineers to data scientists. Students passionate about climate and innovation have a growing role to play in this sector.



REVIEW QUESTIONS



Q1: Which parts of India are being considered for most of the investment in the field of Solar and why?

Q2: Get familiar with some of recent projects which are being executed by the companies mentioned in the previous slides.

Q3: What are the keys differences in the strategy of each of the company?

Think about the questions until next time

You will see questions in the quiz from above

got any doubts
regarding the
course?

 +91 8847603399

 samaydora.energiitb@gmail.com

 +91 6391275528

 sushant.energiitb@gmail.com