

**Tenth Annual Conference on  
Solar Power in India  
June 28-29, 2017  
Hyatt Regency, New Delhi  
AGENDA/SCHEDULE (DAY ONE)**

<b>8:30 A.M. – 9:15 A.M.</b>	<b>REGISTRATION, TEA/COFFEE AND NETWORKING</b>
<b>9:15 A.M. – 9:30 A.M.</b>	<b>WELCOME REMARKS</b>
	<ul style="list-style-type: none"> <li>Welcome remarks by <b>Alok Brara</b>, Publisher, <i>Power Line</i></li> </ul>
<b>9:30 A.M. – 10:00 A.M.</b>	<b>KEY TRENDS AND OUTLOOK</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>What have been the key trends in solar power segment including solar parks, rooftop and captive?</li> <li>What are the key business drivers for solar power? What is the capacity pipeline?</li> <li>What are the key risks and challenges and how can they be mitigated? What is the future outlook?</li> <li>Presentation by <b>Vinay Rustagi</b>, Managing Director, BRIDGE TO INDIA...<i>plus Q&amp;A</i></li> </ul>
<b>10:00 A.M. - 10:35 A.M.</b>	<b>KEYNOTE SESSION: WELCOME AND INTRODUCTION TO THE NEW SECRETARY</b>
	<ul style="list-style-type: none"> <li>Interaction with <b>Anand Kumar</b>, Secretary, Ministry of New and Renewable Energy...<i>plus Q&amp;A</i></li> </ul>
<b>10:35 A.M. – 11:05 A.M.</b>	<b>SPECIAL SESSION: SECI'S PERSPECTIVE</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>How has SECI's role evolved in all these years? What have been the key learnings?</li> <li>What is the current status of initiatives like solar parks, rooftop solar and off-grid?</li> <li>What are the key challenges? What are the future allocation plans and new initiatives?</li> <li>Remarks/presentation by <b>Dr Ashvini Kumar</b>, Managing Director, SECI...<i>plus Q&amp;A</i></li> </ul>
<b>11:05 A.M. – 11:35 A.M.</b>	<b>TEA/COFFEE</b>
<b>11:35 A.M. – 1:05 P.M.</b>	<b>KEYNOTE SESSION: DEVELOPERS' PERSPECTIVE</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>What is the developers' outlook for the Indian solar market?</li> <li>What are their investment plans and strategies to meet future demand?</li> <li>What are their expectations from the government and other stakeholders?</li> </ul>
<b>Panel discussion among:</b>	
	<ul style="list-style-type: none"> <li><b>Sanjay Aggarwal</b>, Chief Executive Officer, Fortum India</li> <li><b>Sujoy Ghosh</b>, Country Head- India, First Solar Power</li> <li><b>Sunil Jain</b>, Chief Executive Officer and Executive Director, Hero Future Energies</li> <li><b>Satish Mandhana</b>, Managing Partner, Private Equity &amp; Sustainable Initiatives, IDFC Alternatives</li> <li><b>Gaurav Sood</b>, Chief Executive Officer, Sprng Energy</li> <li><b>Mohit Saraf</b>, Senior Partner, Luthra and Luthra</li> <li><b>Plus Q&amp;A</b></li> </ul>
<b>1:05 P.M. – 1:25 P.M.</b>	<b>SOLAR TRACKER MARKET &amp; TECHNOLOGY TREND</b>
	<ul style="list-style-type: none"> <li>Presentation by <b>Allen Cao</b>, Country Head, Arctech Solar India...<i>plus Q&amp;A</i></li> </ul>
<b>1:25 P.M. – 2:20 P.M.</b>	<b>LUNCH</b>
<b>2:20 P.M. – 2:40 P.M.</b>	<b>FOCUS ON BALANCE OF SYSTEM - I</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>What have been the cost trends for key BoS components (inverters, mounting structures, trackers, cables, etc.)?</li> <li>What are the major issues and challenges pertaining to these components?</li> <li>What have been the key technology advancements in the BoS space?</li> <li>Presentation <b>Mayank Mishra</b>, Senior Manager, India Business Development, Huawei...<i>plus Q&amp;A</i></li> </ul>
<b>2:40 P.M. – 3:00 P.M.</b>	<b>PROJECT SHOWCASE: ADANI PORTS</b>
	<ul style="list-style-type: none"> <li>Presentation by <b>Shahzad Athar</b>, General Manager, Container Marketing, Adani Ports...<i>plus Q&amp;A</i></li> </ul>
<b>3:00 P.M. – 3:15 P.M.</b>	<b>KACO NEW ENERGYS' PERSPECTIVE</b>
	<ul style="list-style-type: none"> <li>Presentation by <b>David Mabile</b>, Chief Strategy Officer, Kaco New Energy</li> </ul>
<b>3:15 P.M. – 4:15 P.M.</b>	<b>INNOVATIVE FINANCE STRUCTURES</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>How has solar financing evolved overtime? What is the financiers' perception of the sector?</li> <li>What are the new and innovative financing structures for rooftop and utility-scale projects?</li> <li>What are the future financing needs of the sector? How is it likely to be met?</li> <li>Presentation by <b>Vinod Kala</b>, Managing Director, Emergent Ventures on '<i>Cost and Tariff Trends</i>'</li> </ul>
<b>Panel discussion among (in alphabetical order):</b>	
	<ul style="list-style-type: none"> <li><b>Vinod Kala</b>, Managing Director, Emergent Ventures</li> <li><b>C.M. Khurana</b>, Chief General Manager, IIFCL</li> <li><b>Sitesh Sinha</b>, Assistant Vice President, PTC India Financial Services</li> <li><b>Abhilash Singh</b>, General Manager, IREDA</li> <li><b>Plus Q&amp;A</b></li> </ul>
<b>4:15 P.M. – 5:15 P.M.</b>	<b>SOLAR SYSTEM INTEGRATION</b>
<b>Questions/Topics:</b>	
	<ul style="list-style-type: none"> <li>What is the industry perspective on current system integration practice in solar space?</li> <li>What are the key issues and challenges in system integration?</li> <li>What are the expectations of stakeholders across solar value chain from each other?</li> </ul>
<b>Panel discussion among:</b>	
	<ul style="list-style-type: none"> <li><b>Rahul Kshetrapal</b>, General Manager, Sterling And Wilson</li> <li><b>Hari Krishna K.</b>, Senior General Manager, Greenko</li> <li><b>Guy Rong</b>, President, Arctech Solar Holding Co. Ltd</li> <li><b>Sanjeev Kumar V.</b>, Senior General Manager, Greenko</li> <li><b>Hank Wang</b>, VP International-Business Department, Sungrow Power Supply Co. Ltd</li> <li><b>Aaron Wu</b>, General Manager, Phono Solar Technology Co., Ltd, SUMEC Group</li> <li><b>Plus Q&amp;A</b></li> </ul>
<b>5:15 P.M. ONWARDS</b>	<b>NETWORKING AND COCKTAILS (HOSTED BY ARCTECH SOLAR)</b>
<b>5:45 P.M.</b>	<b>INTRODUCTION AND OPENING REMARKS</b>
<b>6:30 P.M.</b>	<b>LUCKY DRAW AND ANNOUNCEMENT OF WINNERS</b>

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<b>8:30 A.M. – 9:20 A.M.</b>	<b>REGISTRATION, TEA/COFFEE AND NETWORKING</b>
<b>9:20 A.M. – 9:30 A.M.</b>	<b>RECAP OF DAY ONE</b>
	<ul style="list-style-type: none"> <li>• Presentation by <i>Renewable Watch</i></li> </ul>
<b>9:30 A.M. – 9:55 A.M.</b>	<b>GREEN CORRIDORS AND GRID INTEGRATION</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What is the status of the planned green corridors for power evacuation from renewable sources?</li> <li>• What are the plans for evacuation of power from the proposed solar parks?</li> <li>• What will be the impact of large-scale renewable integration on the grid?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Rajesh Kumar</b>, Chief Manager, Smart Grid, Power Grid Corporation of India...<i>plus Q&amp;A</i></li> </ul>
<b>9:55 A.M. – 10:20 A.M.</b>	<b>DISCOM FINANCES: UDAY STATUS</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What is the current state of discom finances across various states?</li> <li>• How do the financial losses of discoms impact their credibility and capability to buy solar power?</li> <li>• What has been the progress so far under the UDAY scheme?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Sabyasachi Majumdar</b>, Senior Vice President and Head, Power Sector Ratings, ICRA...<i>plus Q&amp;A</i></li> </ul>
<b>10:20 A.M. – 10:45 A.M.</b>	<b>ROLE OF ENERGY STORAGE IN GRID INTEGRATION</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• How has the economics of energy storage changed over time? What is the cost economics?</li> <li>• Which technologies are most suited in Indian scenario? What is the status of various pilot projects?</li> <li>• What has been the global experience? What are the best practices for India?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Dr Rahul Walawalkar</b>, President and Managing Director, and Global Head, Emerging Technologies and Markets Customized Energy Solutions...<i>plus Q&amp;A</i></li> </ul>
<b>10:45 A.M. – 11:30 A.M.</b>	<b>ROOFTOP SOLAR</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• Has the rooftop solar industry matured enough to grow without subsidy support?</li> <li>• Is the current policy impetus enough to keep the momentum going, or we need an extra push?</li> <li>• What needs to be done to attract a larger customer base, especially from the residential sector?</li> </ul>
<b>Presentations by:</b>	<ul style="list-style-type: none"> <li>• <b>Ritu Lal</b>, Vice President, Business Development, Amplus Solar</li> <li>• <b>Santosh Kamath</b>, Partner, KPMG</li> <li>• <b>Plus Q&amp;A</b></li> </ul>
<b>11:30 A.M. – 11:55 A.M.</b>	<b>TEA/COFFEE</b>
<b>11:55 A.M. – 12:20 P.M.</b>	<b>LEGAL AND INSTITUTIONAL CHALLENGES AND IMPACT OF GST ON SOLAR</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What are the legal issues and challenges involved at different stages of solar project development?</li> <li>• What should be the key considerations of developers while signing solar EPC contracts?</li> <li>• What are the key risks faced by developers in this regard? What are the best practices?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Pallavi Bedi</b>, Partner, Luthra and Luthra...<i>plus Q&amp;A</i></li> </ul>
<b>12:20 P.M. – 1:05 P.M.</b>	<b>FOCUS ON BALANCE OF SYSTEMS - II</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What have been the cost trends for key BoS components (inverters, mounting structures, trackers, cables, etc.)?</li> <li>• What are the major issues and challenges pertaining to these components?</li> <li>• What have been the key technology advancements in the BoS space?</li> </ul>
<b>Presentations by (in alphabetical order):</b>	<ul style="list-style-type: none"> <li>• <b>Praveen Kumar Mabian</b>, Deputy General Manager, CSD Operations, JSW Steel Coated Products</li> <li>• <b>David Mabilie</b>, Chief Strategy Officer, Kaco New Energy</li> <li>• <b>Bhupender Yadav</b>, Assistant Vice President, Sales &amp; Marketing, C&amp;S Electric</li> <li>• <b>Plus Q&amp;A</b></li> </ul>
<b>1:05 P.M. – 1:30 P.M.</b>	<b>NTPC PERSPECTIVE</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What are NTPC's views and perspective on the Indian solar market?</li> <li>• What are their investment plans and strategies? What are the key issues and challenges?</li> <li>• What are the expectations from the government and other stakeholders?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Surinder Raina</b>, General Manager Incharge, Renewable Energy and Nuclear, NTPC...<i>plus Q&amp;A</i></li> </ul>
<b>1:30 P.M. – 1:55 P.M.</b>	<b>OFF-GRID SOLAR</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What is the current size and potential of the decentralised solar power market?</li> <li>• What are the key government initiatives and subsidy programmes?</li> <li>• What are the major issues and challenges in the uptake of solutions like solar pumps, mini-grids and lighting?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Shobhit Srivastava</b>, Scientist C, Off-Grid Solar, MNRE...<i>plus Q&amp;A</i></li> </ul>
<b>1:55 P.M. – 2:20 P.M.</b>	<b>SPECIAL SESSION: MEDA POLICIES AND PROGRAMMES</b>
<b>Questions/Topics:</b>	<ul style="list-style-type: none"> <li>• What are the existing state policies and programmes?</li> <li>• What has been the experience from ongoing programmes?</li> <li>• What are the upcoming tenders? What are the opportunities for private developers?</li> </ul>
	<ul style="list-style-type: none"> <li>• Presentation by <b>Rajaram Mane</b>, Director General, Maharashtra Energy Development Authority...<i>plus Q&amp;A</i></li> </ul>
<b>2:20 P.M. ONWARDS</b>	<b>LUNCH</b>