



3-YEAR GROWTH PLAN

2025-2028

Vision for Integrated, Sustainable, and Scalable Clean Energy Solutions

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AGENDA

Product Growth Strategy

Geographic Expansion

Forward Integration

Horizontal Integration

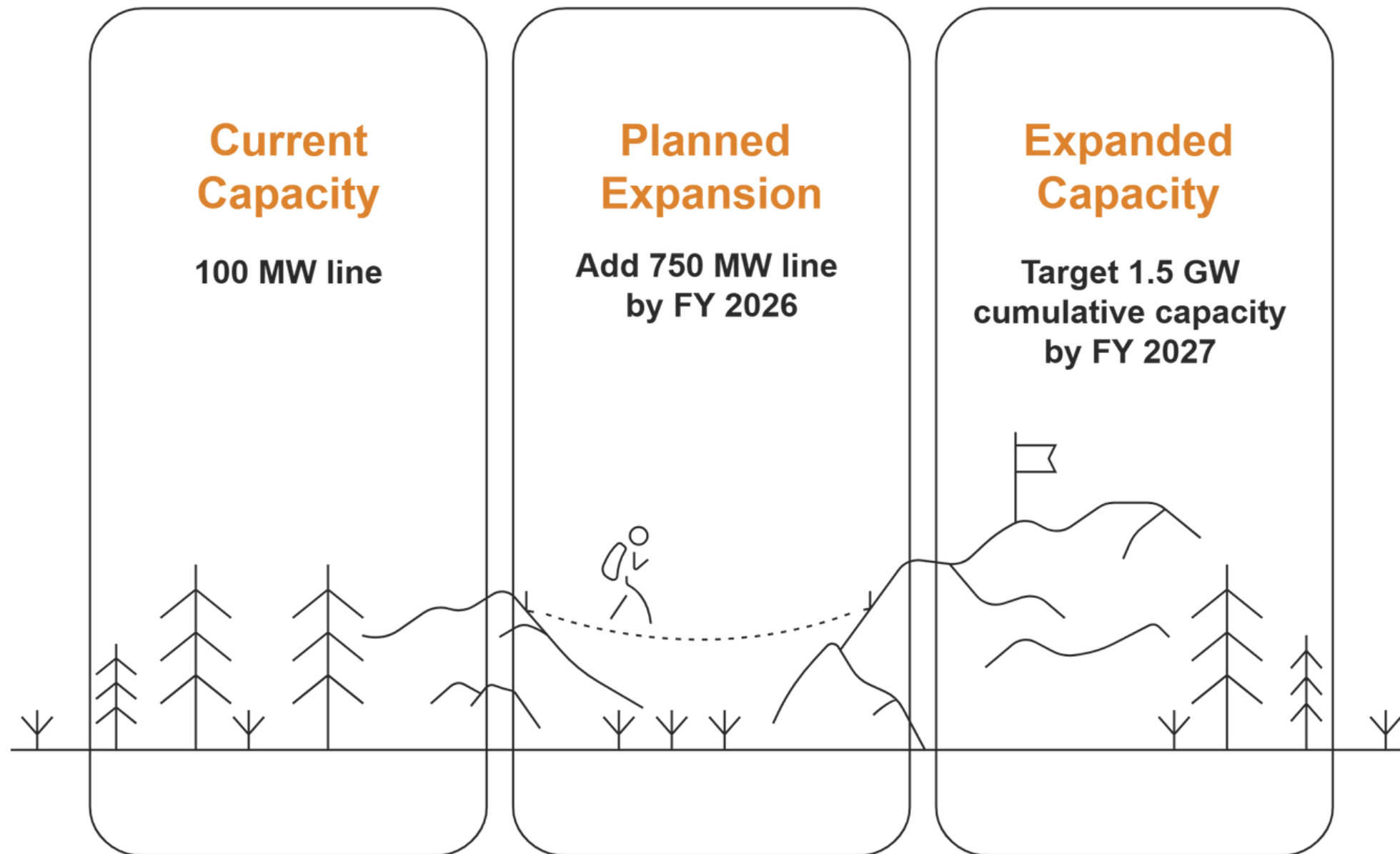
Product Diversification

Conclusion



PRODUCT GROWTH STRATEGY – SOLAR PV MODULE LINE EXPANSION

Capacity Expansion Plan



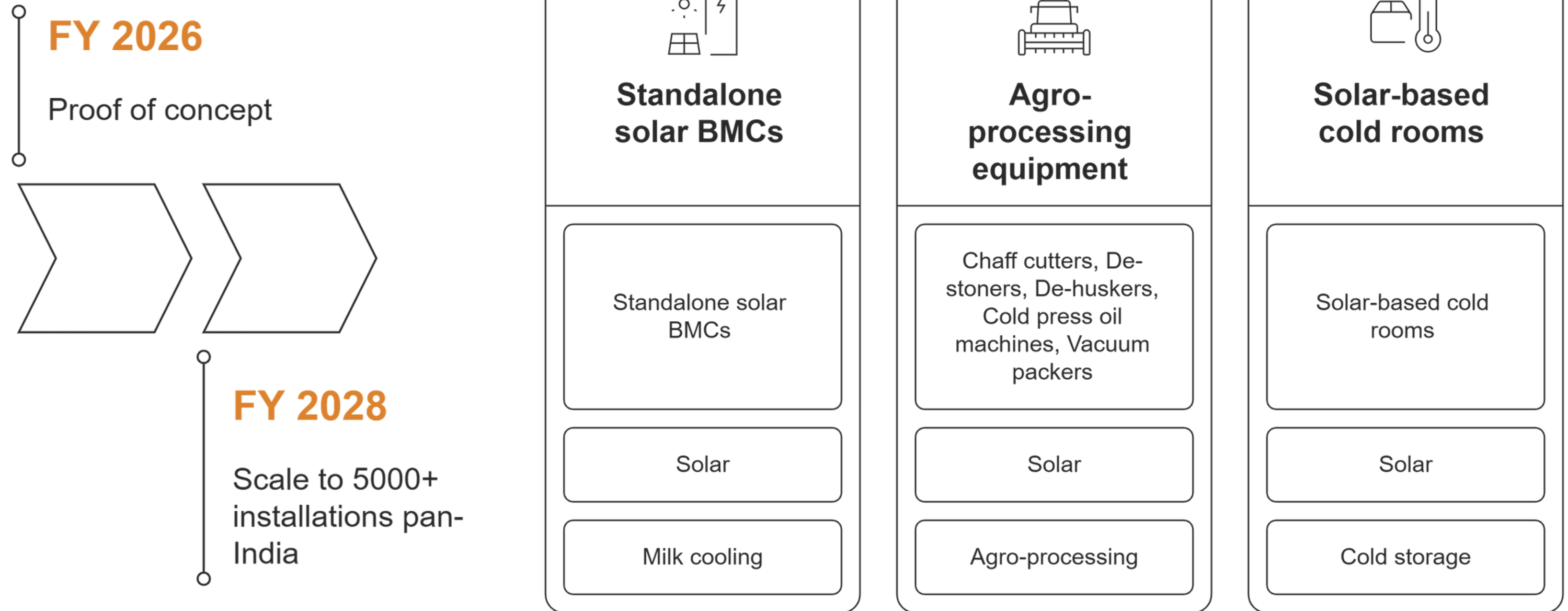
Action Steps:

Invest in latest **M10/G12/ HJT** Upgradable cell compatible machinery.

Outcome:

Enhance manufacturing scalability, improve cost-per-watt, and strengthen position in competitive bidding and exports.

PRODUCT GROWTH STRATEGY – SOLAR AGRO SOLUTIONS



Target Customers: Dairy cooperatives, rural entrepreneurs

Outcome: Rural empowerment and off-grid energy independence

GEOGRAPHIC EXPANSION STRATEGY

INDIA



Marketing Strategy

Localized outreach, digital lead gen, expo presence



Channel Expansion

Increase partner network and establish regional offices for better reach.

Focus States

UP, Maharashtra, NE India, Odisha

- HEAD OFFICE
- BRANCH OFFICE
- MANUFACTURING PLANT
- CLIENTS

Objective

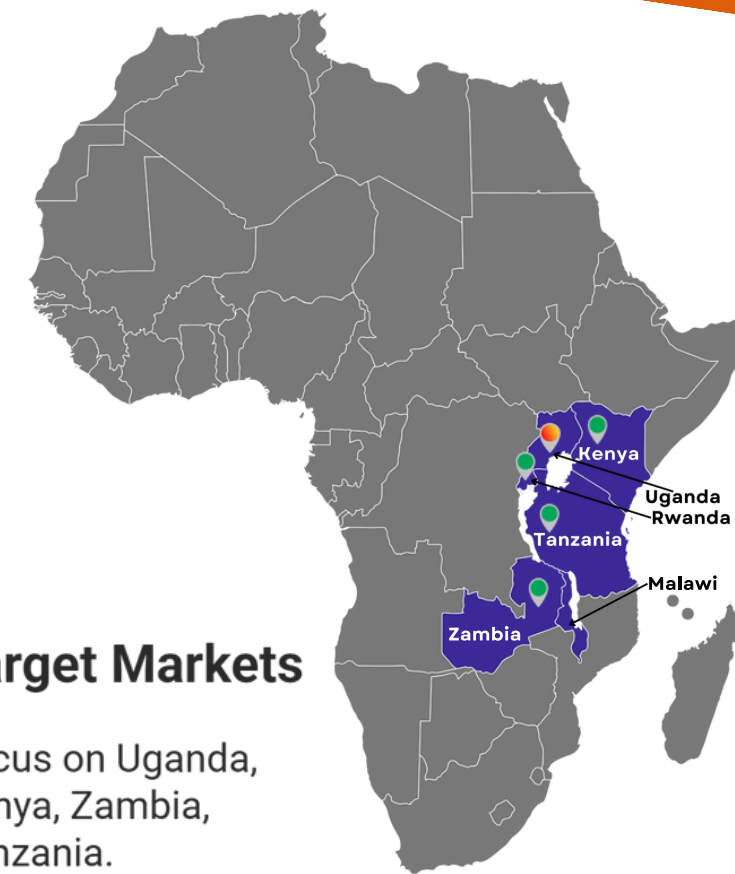
Build global brand identity and tap into off-grid solar demand.



Execution Model

Partner with local EPCs, NGOs, microgrid players.

AFRICA

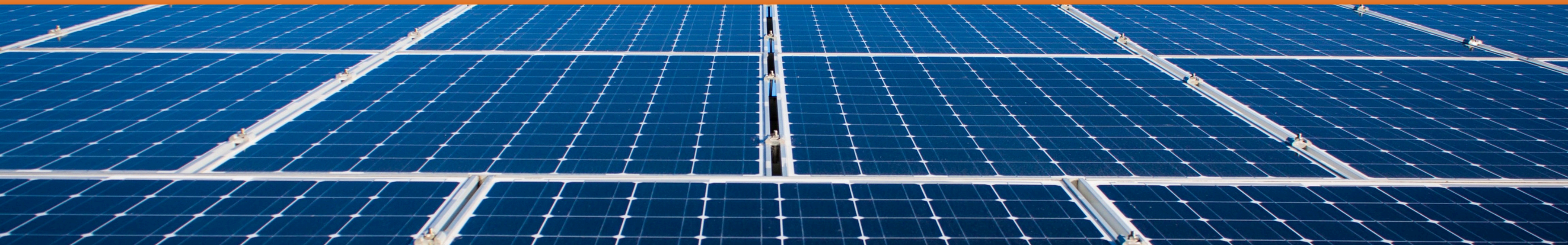


Target Markets

Focus on Uganda, Kenya, Zambia, Tanzania.

FORWARD INTEGRATION – IPP MODEL

- Provide clean power to public and private sector consumers.
- **Model:** Set up large-scale solar clusters under group captive mode to sell clean power to industrial consumers.
- **Targets:**
 - Commission 30 MW in FY 2026.
 - Reach 250 MW cumulative PPA capacity by FY 2028.
- **USP:** Affordable green power for C&I consumers with O&M and performance guarantee.
- **Outcome:** Generate stable long-term revenue, enhance utilization of Sahaj-manufactured modules.



FORWARD INTEGRATION – RECYCLING & CIRCULAR ECONOMY

2025–2026

Solar module
recycling
(glass/silicon
recovery)

2027–2028

Expand to battery
and inverter
recycling.

2026–2027

R&D for lithium recovery,
e-waste solutions



HORIZONTAL INTEGRATION



Product Portfolio Expansion:

- In-house manufacturing of Transformers, CSS, VCBs, LT Panels, and AC/DC Combiner Boxes.



Benefits:

- Ensure better quality control and backward cost optimization for EPC projects.
- Reduce dependency on third-party vendors and improve delivery timelines.



Targets

- Supply 70%+ of all Sahaj EPC requirements internally by FY 2026.

PRODUCT DIVERSIFICATION – BESS SOLUTIONS



Objective

- Grid stability
- Industrial backup
- Excess solar energy storage



Key Applications

- Rural microgrids
- Solar hybrid systems
- EV charging infrastructure with solar + storage



Action Plan

- Launch pilot projects in 2025 with containerized lithium-ion units.
- Develop indigenous battery integration and EMS (Energy Management System).

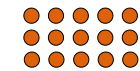
SUMMARY

Over the next three years, **Sahaj Solar Limited** is strategically positioned to become a fully integrated clean energy conglomerate by expanding manufacturing, innovating agro-solar solutions, entering circular economy models, and unlocking new value through energy storage and captive solar models. By leveraging its subsidiaries and market presence, Sahaj can lead the solar transition in India and emerging economies alike.

Core growth pillars:

- Manufacturing expansion
- Solar-agro innovation
- Circular economy participation
- Energy storage solutions





THANK YOU FOR YOUR ATTENTION

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GROWTH