



Mr. Ashwani Sehgal

President & Managing Director

TEM : Mr. Sehgal, thank you for joining us today. To begin, could you share a bit about your background and the journey that led you to establish Alpex Solar?

Ashwani Sehgal : Certainly. I graduated as a Mechanical Engineer from Punjab University in 1986 and started my career with Punjab Tractor Limited (PTL). After six years at PTL, I ventured into entrepreneurship and founded Alpex Solar Limited in 1993. My extensive travels made me acutely aware of the detrimental impacts of global warming and the pressing need for green energy solutions. This awareness drove me to focus on promoting clean energy, initially in wind energy and subsequently in solar energy.

TEM : Alpex Solar has seen significant growth over the years. Could you highlight some of the company's key milestones?

Ashwani Sehgal : Certainly. One of our significant milestones was the successful operation of a 35 MW installation in Neyveli, NLC, since 2016. Following that, we commissioned a 65 MW project in Bhadla, NTPC, and a 25 MW installation in Nasik, HAL, both operational since 2016 and 2017, respectively. These projects underscore our commitment to delivering large-scale solar solutions.

TEM : The renewable energy sector is rapidly evolving. How is Alpex Solar positioning itself to stay ahead in this dynamic environment?

Ashwani Sehgal : We're embarking on an ambitious expansion program. Our goal is

to double our photovoltaic solar module capacity to 2.4 GW. Additionally, we're exploring a foray into solar cell manufacturing, aiming for a 1.6 GW capacity plant at Kosi Kotwan, Mathura. This vertical integration will enhance our product offerings and solidify our position in the market.

TEM : Financial growth is crucial for any company. What are Alpex Solar's revenue targets in the coming years?

Ashwani Sehgal : We're determined to surpass the INR 1,000 crore revenue mark by March 2026. Our operational revenue is projected to reach INR 400 crore in FY2024, and we aim for a 2.5-fold growth over this figure in the subsequent years.

TEM : Brand recognition plays a vital role in a company's growth. Could you tell us about your recent collaboration with Rahul Dravid?

Ashwani Sehgal : We're honored to have onboarded Rahul Dravid as Alpex Solar's first brand ambassador. His humility, perseverance, and commitment to excellence resonate with our company's values. With his association, we aim to enhance our outreach and connect with a broader audience, promoting the adoption of solar energy.

TEM : The solar industry is competitive. What sets Alpex Solar apart from other players in the market?

Ashwani Sehgal : Our integrated approach is a key differentiator. We manufacture high-quality solar PV modules and are expanding into solar cell

production. Additionally, our in-house aluminum frame manufacturing reduces dependency on imports, ensuring better quality control and cost efficiency.

TEM : Sustainability is at the core of renewable energy. How does Alpex Solar ensure its operations align with sustainable practices?

Ashwani Sehgal : Sustainability is indeed central to our mission. Our manufacturing processes adhere to stringent environmental standards. We're also exploring opportunities in green hydrogen and global EPC projects, further contributing to a sustainable future.

TEM : Looking ahead, what are the key challenges and opportunities you foresee for Alpex Solar?

Ashwani Sehgal : The renewable energy sector offers immense opportunities, especially with the global shift towards sustainable energy. However, challenges such as technological advancements, policy changes, and market competition require us to stay agile. Our focus remains on innovation, quality, and expanding our capabilities to meet these challenges head-on.

TEM : Mr. Sehgal, thank you for sharing your insights. We look forward to witnessing Alpex Solar's continued growth and contributions to the renewable energy sector.

Ashwani Sehgal : Thank you. It's been a pleasure discussing our journey and future aspirations.



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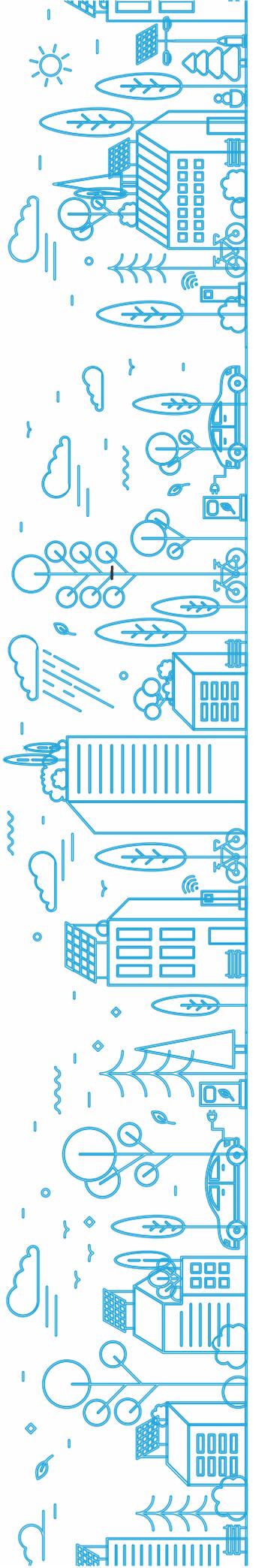
GMB

Serving our customers with
1,350 Tons per day (~8.5 GW) of
solar glass manufacturing
capacity



INDIA

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WORLD'S FIRST ANTIMONY FREE TEXTURED SOLAR GLAS

Patented Technology

Environment friendly solar glass



Very low Carbon footprint
(Life cycle assessment carried out by a renowned European agency)



Use of reusable packing material thereby saving cutting of trees



World's 1st company to develop a process to remove a toxic element Antimony (Sb) from textured solar glass



Received a patent to use the waste materials as a part of raw material