

March 26, 2026

VSL/CS/299/2026 dated 26.03.2026

BSE Ltd. Department of Corporate Services P. J. Towers, Dalal Street, Mumbai – 400 001. (Scrip Code: Equity - 544488)	National Stock Exchange of India Ltd. Listing Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol: VIKRAMSOLR, Series EQ)
---	--

Dear Sir/Madam,

Sub: Investor’s Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our intimation regarding the Analysts/Institutional Investors Meeting held on Tuesday, March 24, 2026 at Mumbai and pursuant to Regulation 30 of the of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we enclose herewith a copy of the Investor Presentation which was presented in the “**Analyst Meet**”.

The same has also been uploaded on the Company’s website which may be viewed at www.vikramsolar.com/.

You are requested to take the above information on records.

Thanking You,

For and on behalf of
VIKRAM SOLAR LIMITED

Sudipta
Bhowal

Digitally signed by
Sudipta Bhowal
Date: 2026.03.26 21:22:28
+05'30'

Sudipta Bhowal
Company Secretary &
Compliance Officer

Encl. As Above

VIKRAM SOLAR LIMITED

▶ **REGISTERED OFFICE**

'Yashvishree' Biowonder 1102, 789, Anandapur
Main Road, EM Bypass, East Kolkata Township,
Kolkata 700 107, West Bengal, India

▶ **CORPORATE OFFICE**

The Chambers, 8th Floor, 1865, Rajdanga
Main Road, Kolkata 700 107, West Bengal, India

TOLL FREE 1800 212 8200

EMAIL info@vikramsolar.com

WEB www.vikramsolar.com

CIN L18100WB2005PLC106448

▶ **MANUFACTURING PLANT- FALTA**

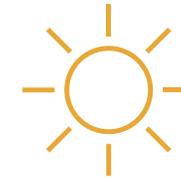
Special Economic Zone, Sector 2, Falta,
24 Parganas (South), 743 504, West Bengal, India

▶ **MANUFACTURING PLANT- CHENNAI**

B1000A, B1100C, Indospace Industrial Park
Panaiyur Kanchipuram, Tamil Nadu 631 604, India

VIKRAM SOLAR

Analysts and Investors Day



24th March 2026

Powering India's Energy Transition

BSE: 544390 | NSE: VIKRAMSOL

Speaker Profiles



Mr. Gyanesh Chaudhary
Chairman & Managing Director



Mr. Ranjan Jindal
Chief Financial Officer



Ms. Neha Agrawal
Whole-Time Director and Senior Vice
President- Corporate Strategy



Mr. Sumit Kumar
Vice President-Operations
(Manufacturing) & Technology



Mr. Ashwini Agarwal
Capex Project Director (Interim)



**Dr. Vaithianathan
Veeramuthu**
Senior General Manager, Cell Technology,
Plant Operations



Mr. Arun Mittal
Chief Executive Officer,
VSL PowerHive

Setting the Context

01 ENERGY SECURITY & INDIA'S ROLE

Energy security cannot be built on imports. It has to be manufactured at home.

\$137bn

India's annual crude import bill (FY25)

88%

Of oil imported — structural vulnerability

520 GW → 1,121 GW

India's installed capacity today → target by 2035-36 (CEA, Mar 2026)

02 AI WILL NOT MOVE WITHOUT RENEWABLE ENERGY

The next wave of AI infrastructure runs on clean power. There is no other option.

2x

Global data centre electricity demand by 2030 (IEA)

9 GW

India data centre capacity by 2030 — up from 1.4 GW today

321 GWh

BESS India needs by 2035-36 for RE grid integration — data centres a key driver (CEA, Mar 2026)

03 INDIA — THE WORLD'S SECOND SUPPLY CHAIN

The world cannot de-risk from China without India. There is no third option at scale.

#2

Largest solar module producer outside China — ahead of SE Asia

173 GW

India's module manufacturing capacity (Mar'2026)

509 GW

Solar target 2035-36 — ~4x current base of 140 GW (CEA, Mar 2026)

04 INDIA'S APPETITE FOR RENEWABLE IS ONLY GROWING

India is not at peak demand. It is at the beginning of a multi-decade build.

786 GW

Non-fossil capacity by 2035-36 — 70% of India's total power mix (CEA, Mar 2026)

155 GW

Wind target 2035-36 — 3x current base of 55 GW (CEA, Mar 2026)

\$2.2tn

Investment India needs in the power sector over the next two decades

What's Ahead → Capacity, Integration & New Platforms

One of the few companies with a 100% backward integration plan · First XBC cell plant in India · 15 GWh BESS by FY30

DELIVERING TODAY

Scale, Execution & Earnings

- 9.5 GW module capacity live
- Falta (WB), Oragadam & Vallam (TN)

BUILDING TOMORROW

Integration, Technology & Cell Sovereignty

- 9 GW cell plant FY27; 70% backward integration
- 3 GW XBC cell ordered; to be commissioned by FY28
- 12 GW wafer-ingot; to be commissioned by FY29-30

GROWING BEYOND

New Platforms, Global Markets & Strategic Reach

- 15 GWh BESS - India's largest by FY30
- Fully integrated ingot-to-module by FY29
- Export markets: EU / MENA compliance

INTEGRATION ROADMAP

FY27

9 GW cell → 70% backward integration

FY28

3 GW XBC cell plant –
90% backward integration

FY29

Phase - I 6 GW wafer-ingot

FY30

Phase - II 6 GW wafer-ingot

100% Backward Integration - Increasing Value Share

One of the few companies with a complete integration plan from ingot to module

Module
15.5 GW



Cell
12 GW · FY27-28



Wafer & Ingot
12 GW · FY29-30

Doubling Down on XBC - Tech Differentiation

- 3 GW back-contact (XBC) cell plant ordered – COD in FY28
- First XBC cell plant in India - technology announcement already done
- Creating clear technology moat vs. PERC-only peers

BESS - New Growth Engine

15 GWh

Target by FY30 - one of India's largest integrated BESS facility

FY27

5 GWh Phase 1

Equipment ordered

FY30

Scaling to 15 GWh - 3x expansion

Aligned with India's 321 GWh national target

VISION

Solar + Storage = Complete Platform

Natural complement capturing full energy transition value

Three pillars. One thesis. The complete Vikram Solar story.

PILLAR ONE

**Delivering Today:
Scale, Execution
& Earnings**

"A business performing at scale — with discipline"

PILLAR TWO

**Building Tomorrow:
Integration, Technology
& Cell Sovereignty**

"Not buying yesterday's cells. Building tomorrow's."

PILLAR THREE

**Growing Beyond:
New Platforms, Global
Markets & Strategic Reach**

*"Extending an integrated platform into high-value
adjacencies"*

Consistent Growth at Scale

Strong growth fueled by domestic demand, product innovation

Revenue (9MFY26)

₹ 3,350 Cr

↑ 50% YoY

EBITDA (9MFY26)

₹ 682 Cr

↑ 154% YoY

Capacity Operational

9.5 GW

Adding another 6 GW by Q1FY27

Net Worth

₹ 2,950 Cr

As of September 2025

ORDER BOOK ARCHITECTURE

10.6 GW

84% Domestic · 16% Export

55% IPP — Independent Power Producers
Baseload visibility & scale economics

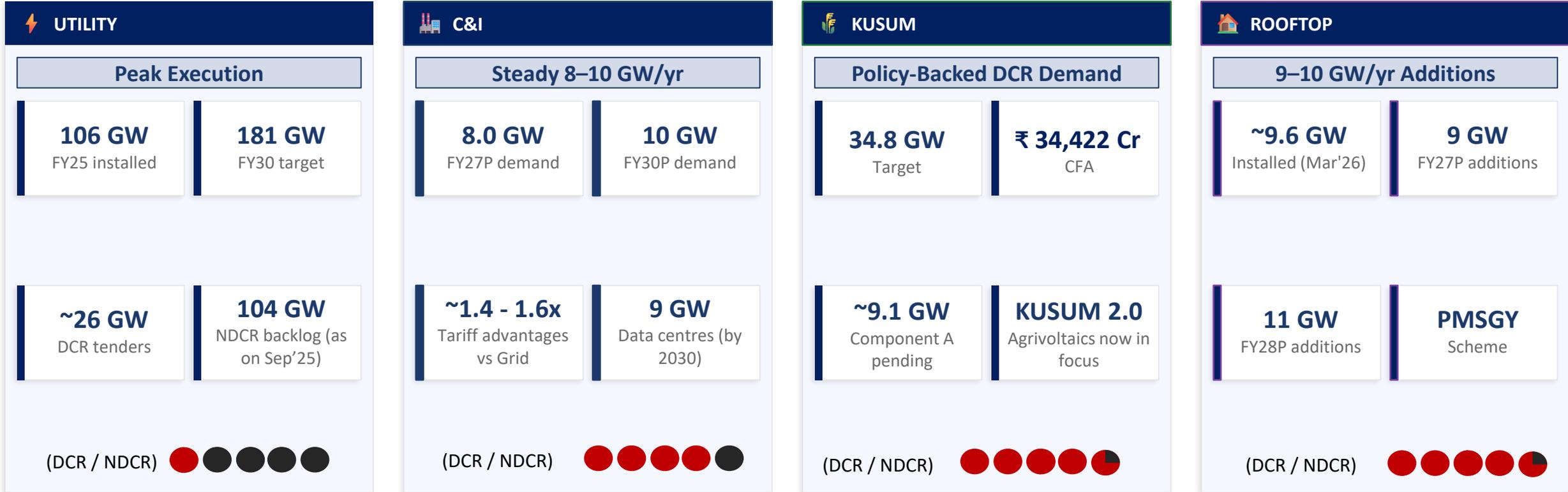
21% C&I Segment
Surged from 4% → 21% in 12 months

24% Distribution, Govt & EPC
41 → 102 distribution outlets in 12 months

16% Global Export
EU / MENA · Non-Chinese cell origin compliance

Structural demand from various segments; Well-Positioned across every segment for FY27 & Beyond

Key Thesis: Policy continuity (DCR mandates, KUSUM, PMSGY) will accelerate execution across Utility, C&I, KUSUM & Rooftop create a multi-year, broad-based demand tailwind — positioning Vikram Solar for sustained high-volume offtake through FY27 and beyond.



Estimated Annual Demand of Modules – ~75 GW_{DC}

● FY27 DCR Estimate ● FY27 NDCR Estimate

Pockets of overcapacity, entire value chain to be underserved until FY2030

MODULE (ALMM-I)			
FY26 (Today)		FY28 (Ahead)	
Supply	~173 GW ALMM-I listed	Supply	200+ GW Expanding
Demand	~75 GW Annual (DC)	Demand	~75 GW Annual (DC)
<p>OVERCAPACITY: YES Supply ~2.3x demand. Spreads rationalize</p>			

CELL (ALMM-II)			
FY26 (Today)		FY28 (Ahead)	
Supply	~26 GW ALMM-II listed	Supply	Announced capacities ~100 GW+
Demand	10 GW DCR today	Demand	~75 GW Post ALMM-II
<p>UNDERCAPACITY: YES, TODAY *FY28 announced capacity will take longer to fully commission</p>			

FULL VALUE CHAIN	
Post-ALMM III: Module + Cell + Wafer	
✓	ALMM-I: 173 GW module listed
✓	ALMM-II: 26 GW cell listed (Jun 2026)
✓	ALMM-III: Nil as at today (Jun 2028)
<p>Bottleneck moves upstream</p>	
<p>POCKETS OF UNDERCAPACITY ALMM always creates scarcity until FY30</p>	

THE REAL PICTURE

- Module overcapacity is real (173 GW supply vs 75 GW demand)
- Cell overcapacity premature — supplies for cell increase in FY27 and FY28 but demand too rises post full implementation of ALMM-2; supply projections today are too aggressive;
- Capital-rich, execution-proven players gain a structural moat.



P I L L A R O N E

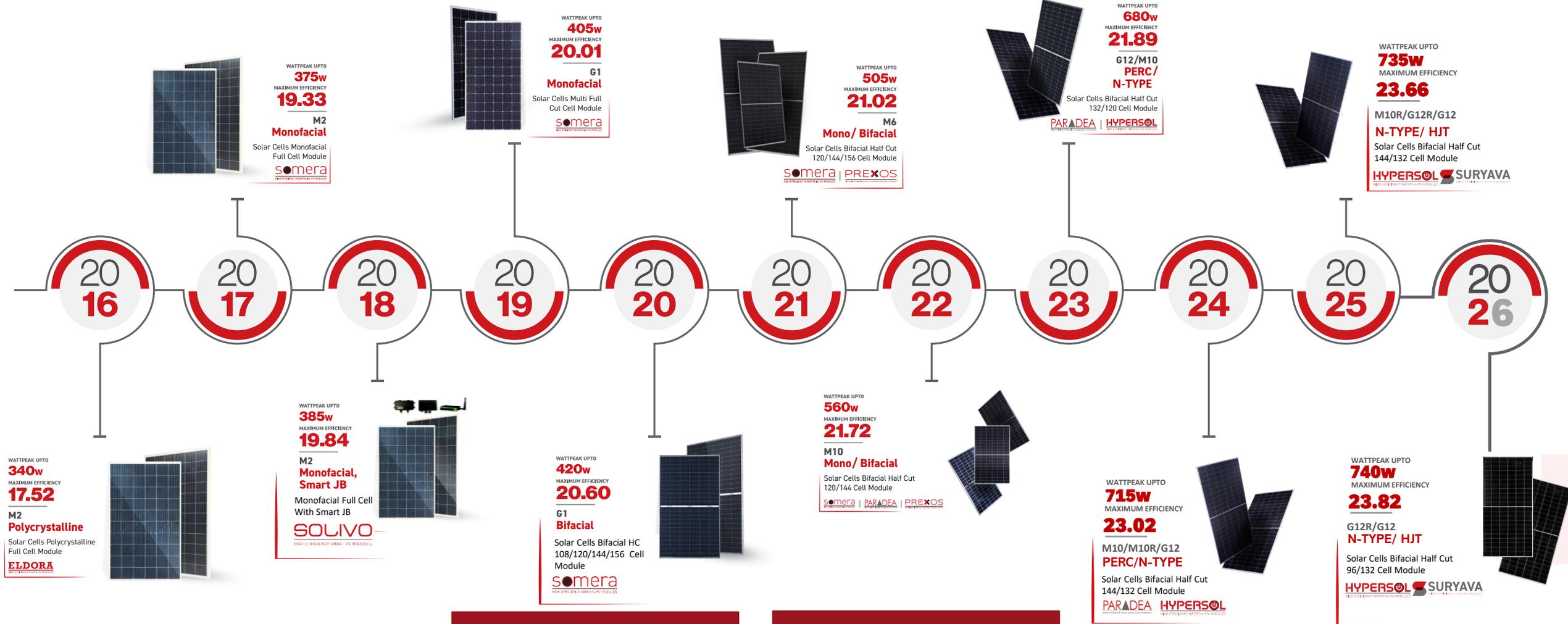
Module Value Chain

Delivering Today: Scale, Execution & Earnings



VSL Product Landscape

Product Evolution



8 times
KIWA PVEL Top Performer

99.95%
Sustained BORM Yield
FY25 Vs FY24

The Competitive Edge

Product Innovation

NEXT-GEN TECHNOLOGY INTEGRATION

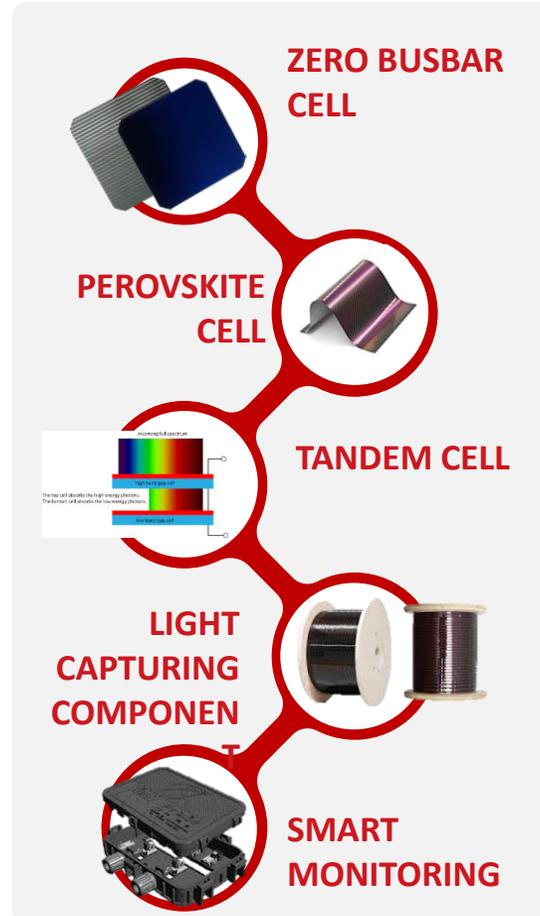
1 CELL TECH

- Zero Busbar Cells
- Perovskite Cells
- Tandem Cells (Perovskite + Silicon)

2 ADVANCE MATERIALS

- Light Capturing Ribbons (LCR)
- Ultra High Transmittance Glass
- Advanced Films

PRODUCT INNOVATION



OPTIMIZING MODULE DESIGN

1 ADVANCED MODULE DESIGN

- Integrating smart junction boxes
- Anti-Dust Coating

2 PERFORMANCE OPTIMIZATION

- CTM loss minimization
- High-level automation
- MES (Manufacturing Execution System)



Future-Proof: Our Lines Evolve — No Replacement, Just Upgrades

Seamless Manufacturing Integration



◆ **STRINGER / BUSBAR**

Minor tooling upgrade

High-precision alignment with new **Stringer**

◆ **CELL THICKNESS**

Parameter-only adjustment

Automated paper placement to prevents scratches on rear contacts

◎ **SOLDERING**

Existing stations, parameter tuning

Optimized low-temp profiles

◎ **ENCAPSULATION**

Lamination recipe optimized via DOE

New equipment



P I L L A R T W O

Solar Cells – Moving up the value chain

Building Tomorrow: Integration, Technology & Cell Sovereignty



Starting Right, Built to Evolve – N-Type First, Future-Proof by Design

Technology Roadmap

INDIA-READY · NOW

Industry standard

TOPCon



Readiness for India
Industry Standard

Efficiency

24.7 – 25.0%

Complexity 6/10

Finer grid lines; copper-assisted metallisation to reduce silver cost

NEAR-TERM UPGRADE

VSL Now

TOPCon+



Readiness for India
In Progress

Efficiency

25.5–26.0%

Complexity 7/10

Selective etching of rear passivation; advanced laser & edge processing tools

CELL 2 · 4Q 2028

3 GW PLANNED

XBC



Readiness for India
Niche / Premium

Efficiency

25.7–26.2%

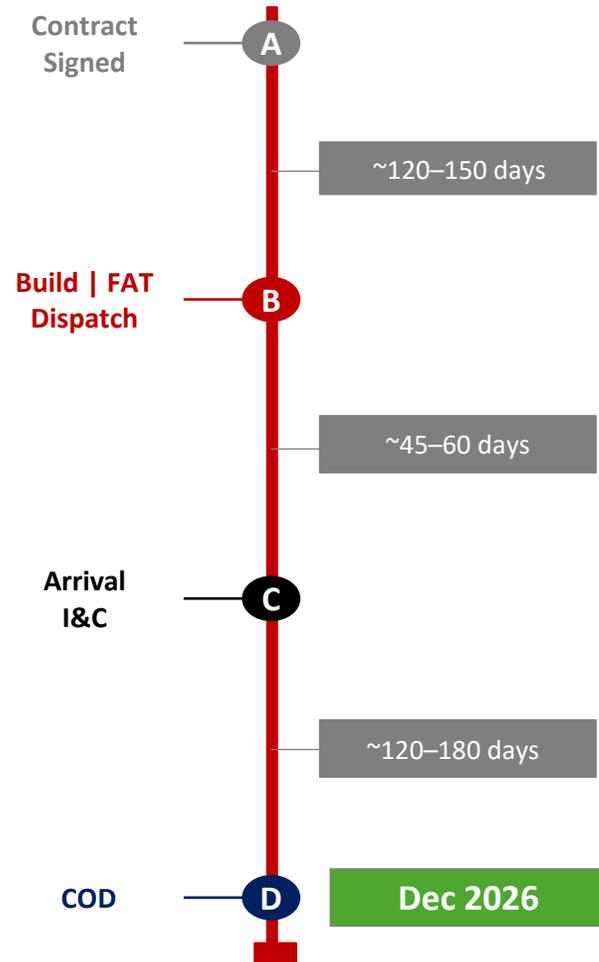
Complexity 9/10

Multiple masking steps; advanced laser for interdigitated patterning

Cell Plant Execution Roadmap

Equipment Journey to commissioning

1. Equipment Journey — Contract To COD



2. 24 months of OEM Support

PHASE 1	Installation & SAT	100+ OEMs	CRITICAL
Equipment move-in, installation, individual tool SAT			
PHASE 2	Commissioning & Ramp-Up	50+ OEMs	HIGH PRIORITY
Line integration, process optimization, yield ramp-up			
PHASE 3	Stabilization & Post-SAT	35+ OEMs	STABILIZE
Knowledge transfer, local team training, steady-state support			
PHASE 4	Remote Support	>12 months OEMs	SUSTAIN
Critical process/equipment support only			

2,200+

Peak Own Headcount

2 Yrs

Total Support Locked

VSL – Yield Stabilization Strategy

YIELD GUARDRAILS

Incoming Wafer QC

100% check - Lifetime, Resistivity, Thickness

In-Process Control

PL imaging is added at all critical process steps

Final Audit

100% EL imaging; LID sampling; Reliability testing

PROCESS CONTROL

Process Window Control

Annealing temp uniformity · Tunnel Oxide thickness control

✓ 97%+ yield vs. 95% industry std.

LID Mitigation

Pre-stab light soaking + Optimized firing profiles

✓ <1.2% UV degradation vs. 2.2%

Interface Engineering

H₂ passivation during firing · Real-time PL/EL monitoring

✓ iVoc improvement 5–10 mV

QUALITY

- 1 Water, Chemicals & Gases
- 2 Contamination Control
- 3 Optimized Quantity

TECH SUPPORT

- 1 24 months warranty
- 2 12 months OEM stay at site; Post-SAT

The Execution Triad

Experience & Leadership



Technology & Operations

Dr. C.V. Kannan

*Ph.D. Materials Science ·
Ex-Adani & Moser Baer*

22+ Years

FOCUS

Full PV Value Chain & Large-Scale
TOPCon Scale-ups



Technology & Integration

**Dr. Vaithianathan
Veeramuthu**

*Ph.D. Materials Science ·
Global Scale-ups*

22+ Years

FOCUS

Full PV Value Chain Large Scale Mfg.
Technology, Process Integration



Plant Setup & Execution

**Mr. Uma Maheswara
Rao Gundapu**

*Greenfield Ramp-up
Specialist*

30+ Years

Greenfield Cleanroom Engineering
& Multi-GW CAPEX Alignment

70+ Combined Years of Global PV Manufacturing Mastery — Purpose-built to take VSL from commissioning to steady-state yield without a learning curve.



P I L L A R T W O

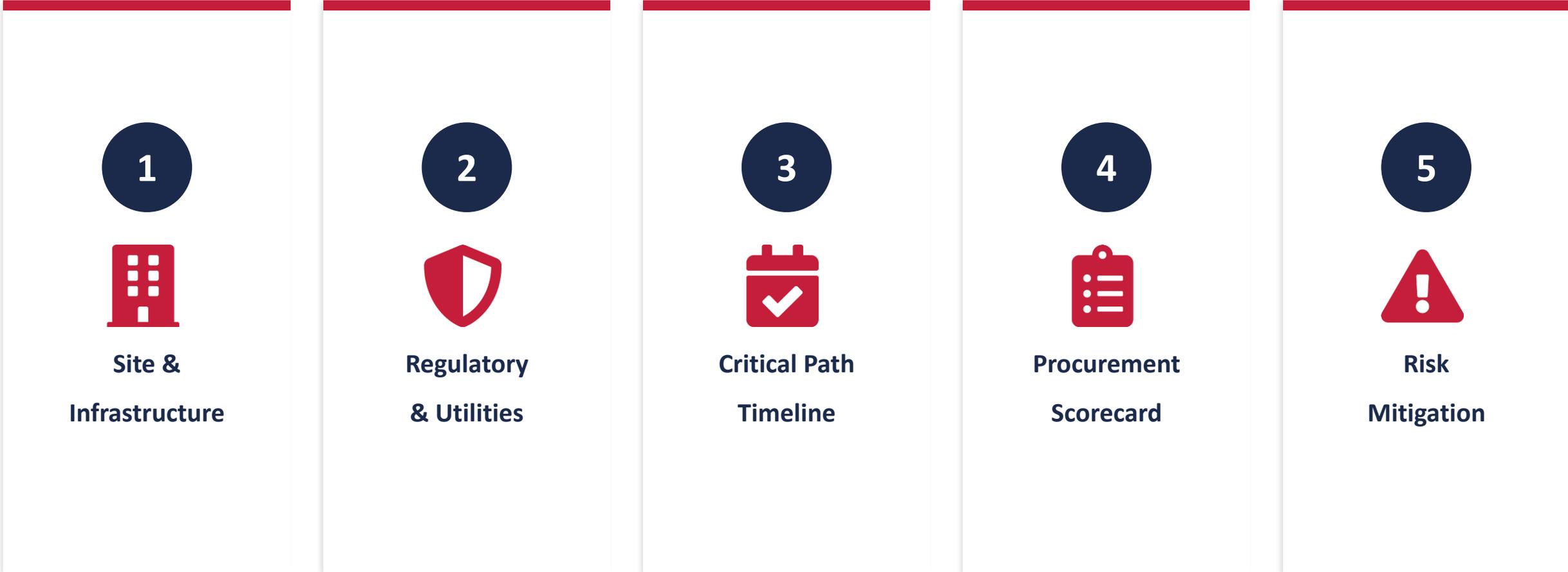
Project Execution

How we are developing our Gangaikondan site as one of the biggest solar value chain locations



Five Dimensions That Trip Up Cell Projects – All Green at VSL

The Execution Pentagon



Gangaikondan Campus – Full Integrated Manufacturing Footprint



Why Single-Campus Integration Matters

Zero transport cost

Cell output feeds
directly into module lines

Shared utilities

Power, water, gas, waste
treatment across all units

Compressed timeline

Adjacent construction
reduces integration risk

Module building: civil completed · PEB erection completed · Critical utility equipment delivered on site · Module equipment delivery starts next month

Front-Loaded Approvals – Zero Pending on Critical Path

Where most Indian cell projects lose 12–18 months, we've front-loaded every approval



Water Allocation

Fully secured

✓ SECURED



Power Utilities

Transformer already manufactured for cell (earlier than scheduled)

✓ SECURED



Environmental Clearance

Fully secured

✓ SECURED

Strategy: deliberately front-loaded so no approval is on the critical path when equipment arrives

Key challenges

Lead Time of Machines

INDUSTRY

12-18 month
OEM delivery

✓ OUR PROGRESS

Equipment orders placed and
delivery on track



Regulatory Approvals

INDUSTRY

Years of delays
for clearances

✓ OUR PROGRESS

Approvals secured



Vendor Ecosystem

INDUSTRY

Immature base
Skill gaps

✓ OUR PROGRESS

Vendors appointed and 1,100
workers on site today



Ramp-Up Risk

INDUSTRY

Yield failures
Revenue delays

✓ OUR PROGRESS

Phased targets
70yr team exp



Where others are still scrambling, we've already de-risked all challenges



P I L L A R T H R E E

BESS

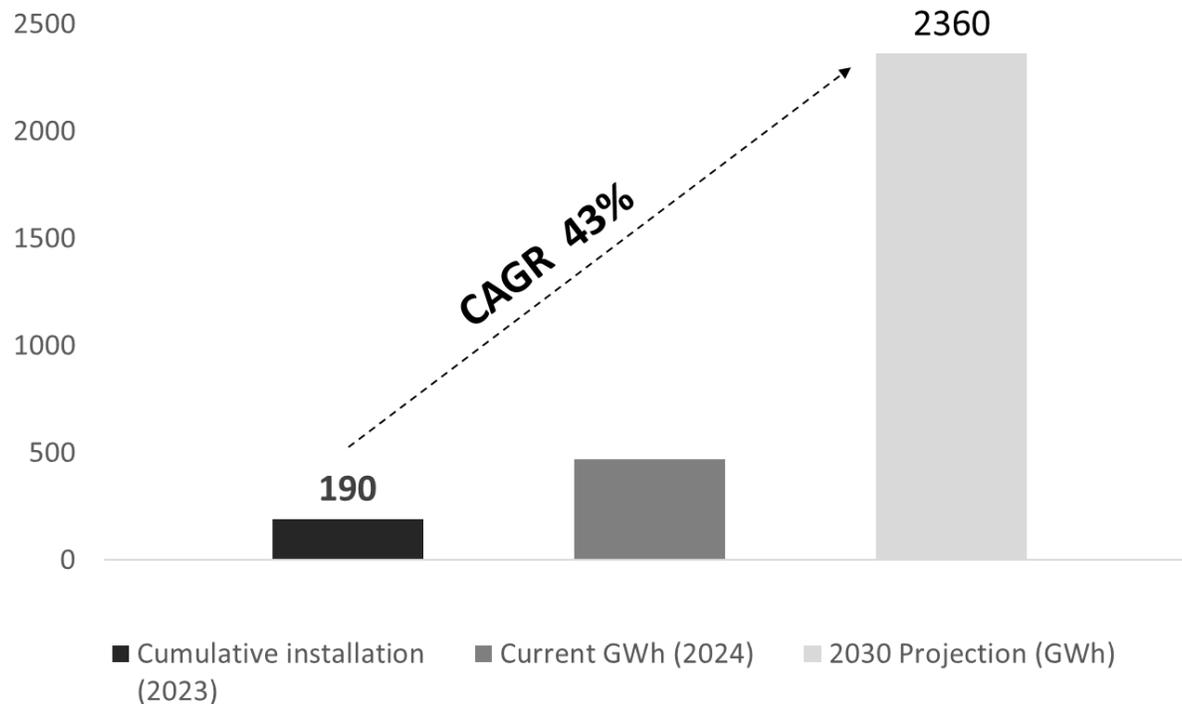
Growing Beyond: New Platforms, Global Markets & Strategic Reach



Global Battery Market Landscape

Three mega-trends are converging to create an unprecedented storage opportunity

Global demand for BESS & Drivers



Renewable Integration

Global solar & wind capacity is projected to triple by 2030 (IEA), requiring 10x more storage to manage intermittency

EV & Electrification

Global EV fleet projected to reach 250M+ vehicles by 2030 (BNEF), driving both traction & grid-balancing demand.

Grid modernization & Energy Security

800+ GW new transmission needed globally by 2030. BESS as cost-effective alternative where grid upgrades are delayed.

India's BESS Market — Large, Policy-backed & Underpenetrated

321 GWh

Expected Li-ion market in India by FY35

40+ GWh

Already incentivized via VGF

₹18,000 Cr

INR \$2.1 Bn planned PLI Support

35-40%

EV penetration in India expected by FY30

INDIA BESS MARKET — THE SCALE OF OPPORTUNITY



Domestic Manufacturing (DCR) Mandates

Mandatory localization targets — 60% domestic value addition within 5 years



Mandatory Storage Requirements

Storage obligations tied to new renewable energy projects and tenders



Solar + Storage Colocation

ISTS transmission waivers enabling cost-effective co-located BESS deployment



Viability Gap Funding (VGF)

Government bridges economics gap — ₹18,000 Cr (\$2.1 Bn) planned spend



PLI Scheme (1 & 2)

40 GWh already incentivized under Advanced Chemistry Cell PLI scheme



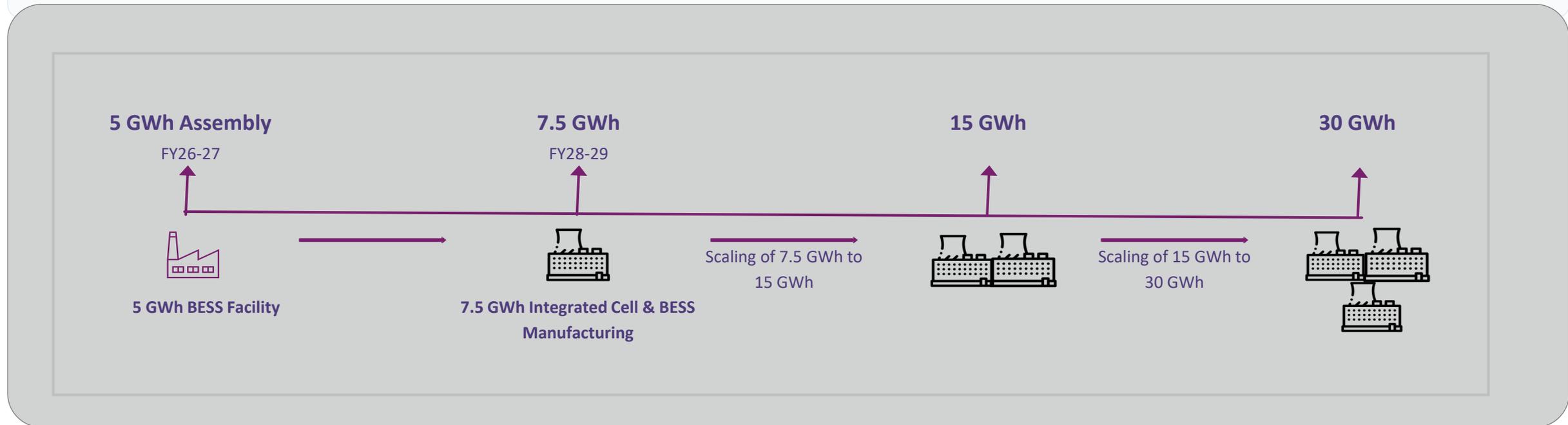
ISTS Transmission Waiver

National grid access for BESS without inter-state transmission charges

Capacity Expansion Roadmap

Phased, capital-efficient scale-up from BESS assembly to fully integrated cell manufacturing

- Chemistry Choice: LFP — proven for safety, long cycle life & stationary storage
- Product Fit: Aligned with utility, hybrid, and standalone BESS applications
- Market Readiness: Active participation across FDRE/RTC, Solar + BESS, and standalone BESS



Ultimate Ambition: 30 GWh of fully integrated BESS manufacturing capacity

Product Portfolio → Full Stack, India made

From residential inverter batteries to utility-scale BESS — powered by VION LFP chemistry

RESIDENTIAL



Home UPS Battery

1.28 – 15.36 kWh range
VION LFP 12160 / LFP 12320
60-Month Warranty | Made in India

E-MOBILITY



E-Rickshaw Battery Pack

5 – 7.5 kWh | LFP Chemistry
High cycle life | IP67
36-Month Warranty

C&I AND UTILITY



BESS Cabinet (C&I/Utility)

5MWh 20 ft container
Liquid Cooled | Stacked to MWh
~1330 Vdc system voltage

CELL & PACK



Our Upcoming Advanced-Chemistry Cell Manufacturing

52.2 – 104.4 kWh modules
Liquid Cooled | IP67
~165 Vdc system voltage

How we capitalize on this opportunity

VSL's right to win. Anchored in execution capability, not speculative positioning

01

Technical Leadership

- Leadership with prior LFP cell-line and battery manufacturing exposure.

02

Solar Adjacency & Market Access

- Established solar presence with strong relationships across IPPs, PSUs, EPC, C&I clients.
- Direct market access to BESS buyers without cold-start sales cycle.

03

Phased Capital Efficiency

- Assembly-first approach minimizes upfront capex.
- Each phase funded from revenue and demand visibility.

04

Technology Edge

- Evaluating multiple technology choices with various equipment partners
- Faster capability build-up.
- Reduced time-to-market for cell manufacturing phase.



P I L L A R T H R E E

Exports

Tapping Key Markets Strategically



Our Vision for Exports

Building a credible, diversified international identity



STRATEGIC PILLARS

■ Global Repositioning

Evolving from India's leading manufacturer to a globally trusted, compliance-first solar partner — recognised in US, EU and APAC markets

■ Diversified Revenue Model

From India-centric to balanced multi-region revenues: USA, Europe & APAC as primary international markets

■ Trusted Non-Chinese Alternative

Compliance, traceability and geopolitical China+1 sentiment drive demand — Vikram positioned as the credible choice

■ Scale, Credibility & Partnerships

Anchored in manufacturing scale, supply-chain transparency, quality differentiation and long-term customer partnerships

KEY METRICS

3

Primary Global Markets

39+

International Location of Business Presence

China +1

Procurement Compliance Shift

Non-Chinese

Origin Advantage

“Vikram Solar's export vision is to become the world's most trusted, compliance-first solar manufacturer — delivering quality, traceability and lasting value across every market we serve”

Key Markets : US | Europe | APAC

Positioned as the credible, compliant, Non-Chinese alternative across every priority market

USA

50 GW

Deep channel penetration + compliance readiness

● Partnerships

Strong traction with US distributors, IPPs, C&I buyers + utility project developers

● FEOC / Non-PFE

Fully traceable, non-PFE and FEOC compliant supply chain — key US procurement criterion

● Certifications

UL + PVEL certifications actively being executed for US market acceptance

✓ Non-PFE + FEOC Compliant Supply Chain

EUROPE

70 GW

Regulatory tailwinds: CBAM + Net Zero Industry Act

● CBAM

Carbon-intensity benchmarks under CBAM favour Vikram's clean, documented supply chain

● Net Zero Act

EU Net Zero Industry Act creates preferential treatment for non-Chinese supply chains

● Validated Docs

Supply chain documentation + ESG audit compliance fully in place for EU buyers

✓ ESG Audited + CBAM Ready

APAC

14 GW

High-compliance, high-quality markets

● Australia

Strong rooftop + utility demand; premium pricing; high compliance expectations

● Japan

Long-term, stable DG market with stringent quality and documentation standards

● SE Asia

Markets transitioning to utility-scale procurement — early mover advantage

✓ Initial conversations with customers



FINANCIAL CLOSE

Closing remarks by CFO

Financial Synthesis & The Re-Rating Case — Tying all three pillars through a financial lens

<1.0x

D:E at Peak

+154%

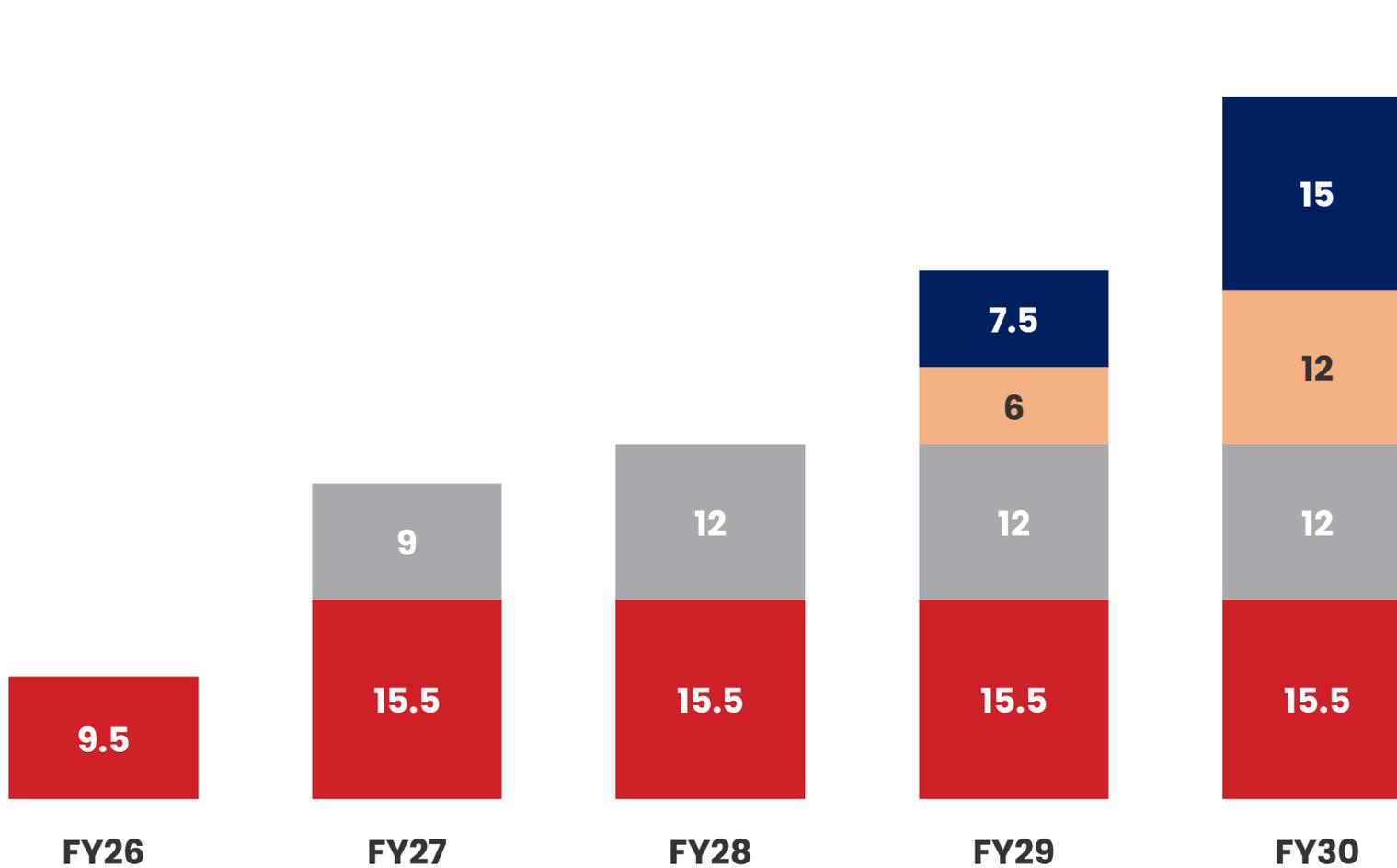
EBITDA Growth (9M FY26)



Capacity Expansion Roadmap

Backward Integration Strategy · Module → Cell → Wafer → Ingot

■ Module ■ Cell ■ Wafer / Ingot ■ BESS



15.5 GW
Module Capacity Target
FY27 onwards — fully integrated

4 Layers
Backward Integration
Module · Cell · Wafer/Ingot · BESS

FY30
Cell, Wafer/Ingot, BESS Online
Three new segments commissioned

15.5 + 12 + 12 + 15 GW
Total Integrated Capacity
FY30 cumulative across segments

Thank You

VIKRAM SOLAR

www.vikramsolar.com

BSE: 544390 | NSE: VIKRAMSOL