

inter
solar

connecting solar business

| INDIA

POST SHOW REPORT 2010



Connecting Solar Business at
India's International Exhibition
and Conference for the Solar Industry
Bombay Exhibition Centre, Mumbai

www.intersolar.in



PHOTOS: 1 Product presentation at Intersolar India. 2 Professionals from more than 55 countries traveled to Intersolar India.

EXHIBITION EVALUATION

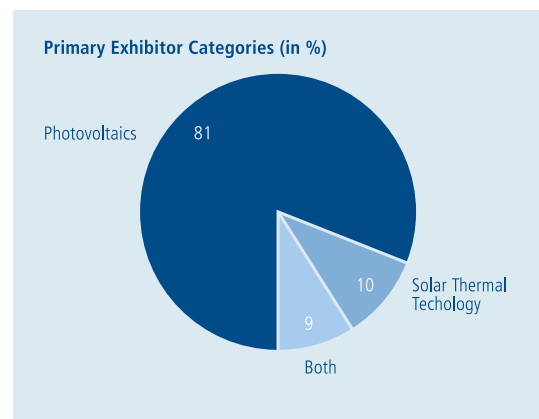
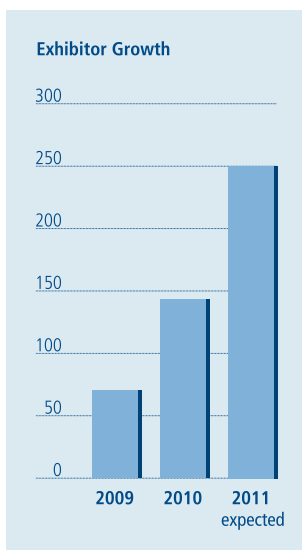
The post show report is based on an inquiry of exhibitors, a visitor survey as well as a survey of the conference attendees. The interviews were conducted anonymously. Exhibitors as well as visitors were surveyed every day of the exhibition. The interviews of the conference attendees were performed directly after the conference sessions.

EXHIBITOR NUMBER

Intersolar India 2010 reached a total number of 143 exhibitors from around the world representing 15 countries. This provided them an insight into the unique challenges of the Indian solar market. Overall, the exhibitor number increased by 100% over the previous year, and covered an area of 10,000 sqm.

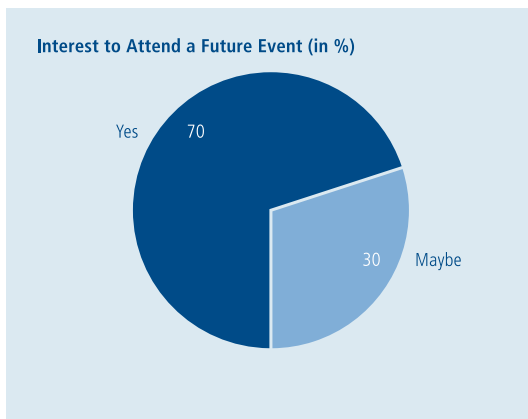
PRIMARY CATEGORIES OF EXHIBITION

The main categories that were showcased by exhibitors at Intersolar India 2010 were Photovoltaics at 81% and Solar Thermal at 10%. The remaining 9% of exhibiting companies presented products and solution in both segments.



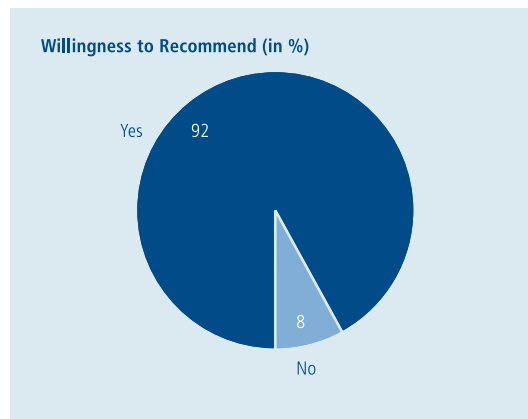
INTEREST IN ATTENDING NEXT YEAR'S INTERSOLAR INDIA

The following chart verifies the overall satisfaction of the event, which indicates a positive result. All exhibitors confirmed that they will either "definitely" or "maybe" attend a future event.



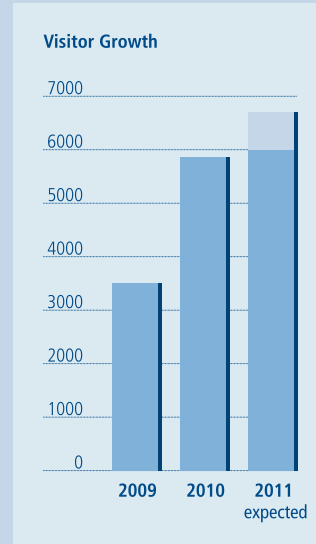
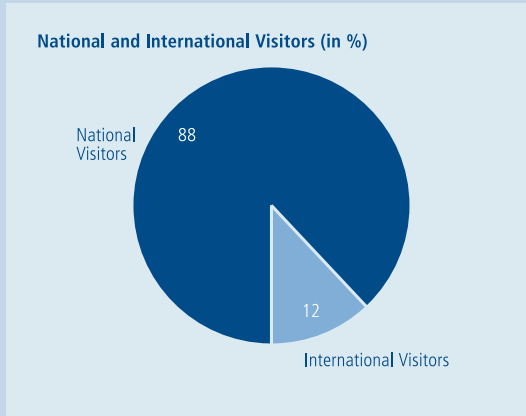
WILLINGNESS TO RECOMMEND THE EVENT

More than 90% of the exhibitors are willing to recommend Intersolar India to their business partners as well as circle of acquaintances – an overwhelming number by any account.



OVERALL SATISFACTION OF EXHIBITION

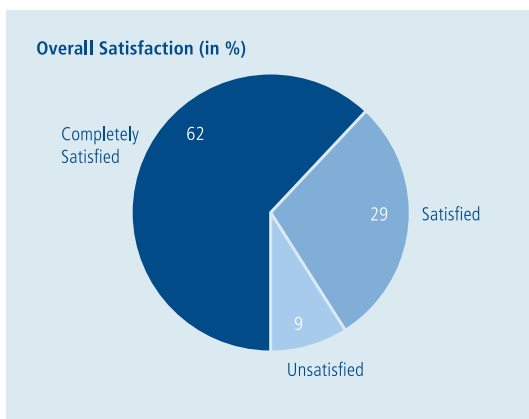
The majority of exhibitors were satisfied with their participation at India's International Exhibition for the Solar Industry. 95% of exhibiting companies indicated that they are "completely satisfied" or "satisfied" with the overall experience.



| VISITOR QUANTITY

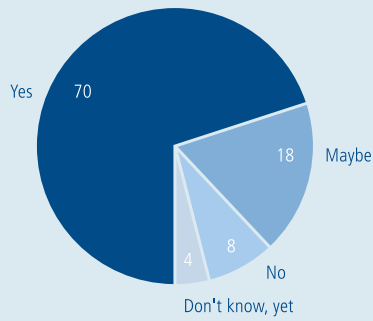
The initial exhibition in Mumbai was able to achieve a considerable rise in its visitors, by 83%. More than 5,800 professionals used this opportunity to inform themselves about the newest developments within the solar industry. Professionals from more than 55 countries travelled to

Mumbai, which represented 12% of the final visitor tally. The majority of visitors came from the different regions of India. Intersolar anticipates that they will be more than 6,000 visitors in the near future.



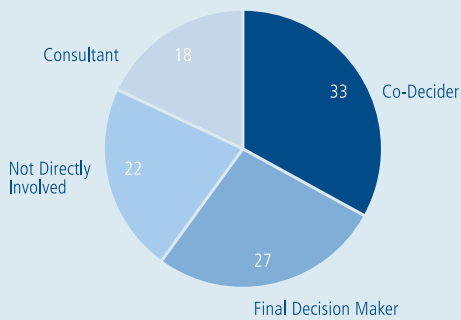
| OVERALL EXPERIENCE AND SATISFACTION

The majority of the exhibition visitors were very satisfied with their visit at the Bombay Exhibition Centre. This fact was made clear by the 91% of visitors indicating they were either "completely satisfied" or "satisfied" with the overall experience.

Intention to Attend a Future Event (in %)

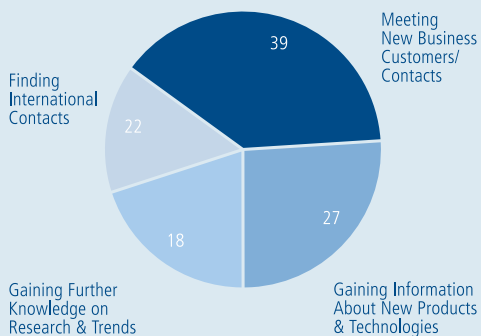
I INTENTION TO ATTEND A FUTURE EVENT

Visitors clearly indicated that they want to visit next year's exhibition again and agree that Intersolar India is an excellent platform for networking and exchanging information.

Visitor Purchasing Authority (in %)

I VISITOR PURCHASING AUTHORITY

In total 78% of Intersolar India professionals either have input on the evaluation, selection or final purchasing decision. Thus, participating visitors signed contracts and agreed on new projects during their visit. This either happens on-site or after the event.

Main Reasons for Participation (in %)

I MAIN REASON FOR PARTICIPATION

Attending solar professionals indicated within the survey, that their primary purpose of the visit was to network (39%), followed by learning about new products and technologies (27%). Gaining further knowledge on research and trends, as well as finding international contacts were two more major reasons cited for visiting Intersolar India 2010.

PHOTO: Conference attendees listening intently during a conference session.

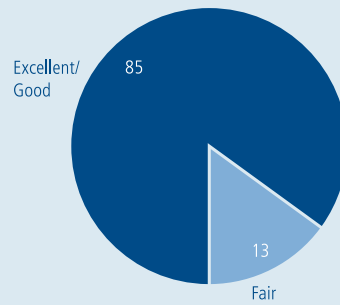


SATISFACTION IS A POSITIVE OUTCOME

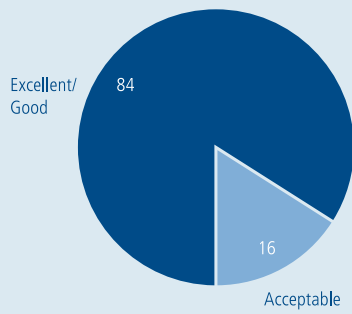
During the Intersolar India Conference, 70 key speakers detailed with crucial topics regarding the latest news and trends within the solar industry in India. The three day conference was divided into 18 sessions and hosted 700 attendees, 85% of whom evaluated the presentation content as "excellent" or "good".

Overall, Intersolar India attendees were satisfied with the conference. In addition, 85% of the delegates rated the entire event as "excellent" or "good". Following suit, 90% indicated that they are planning to attend the next conference in 2011.

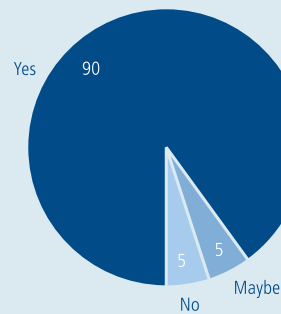
Content of Presentations (in %)



Overall Experience/Satisfaction of Conference Attendees (in %)

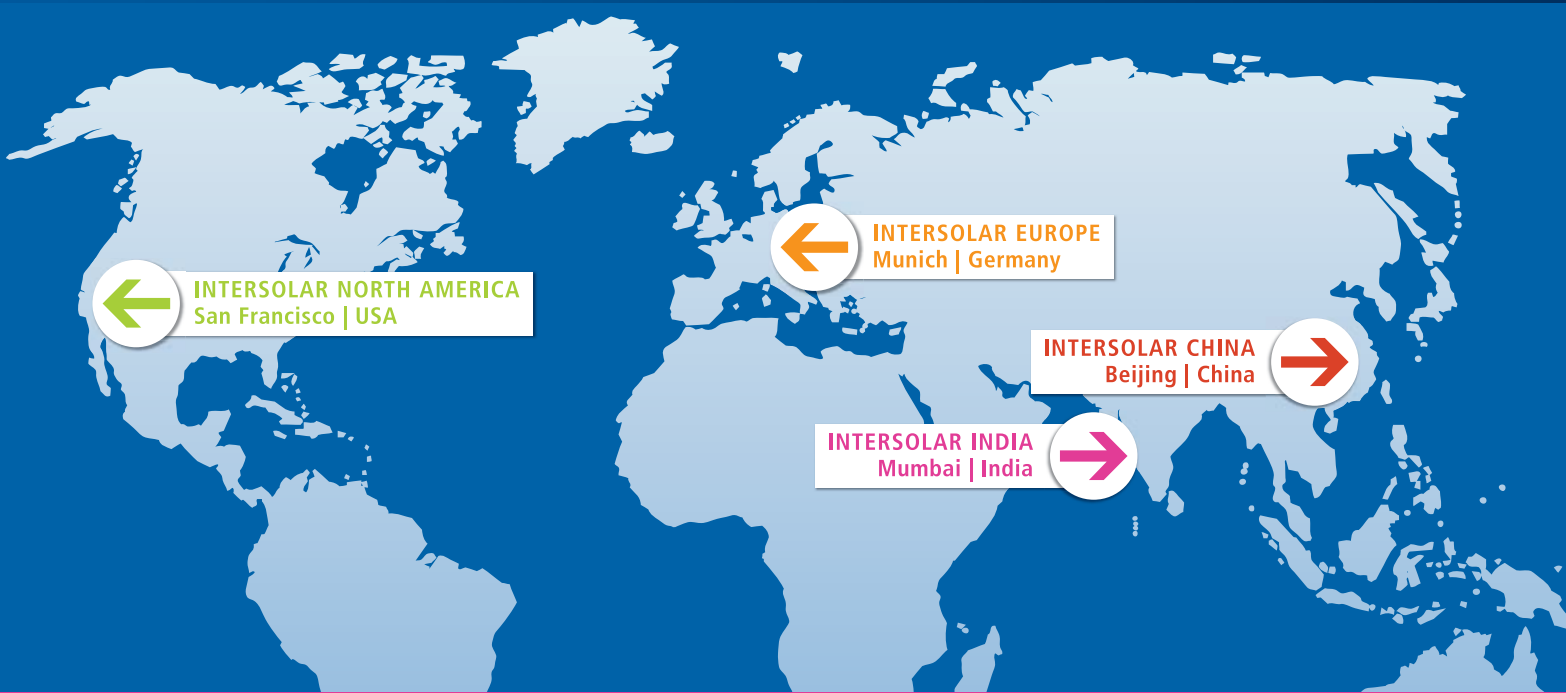


Intention to Attend a Future Event (in %)



PHOTOS: 1 Prof. Juzer Vasi, Mr. Deepak Gupta, Secretary, Minister of New & Renewable energy; and V.S. Verma at the conference opening. 2 Professionals filled Hall 6 at the BEC.





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