



ARS GLASS TECH PVT. LTD.

Official Channel Partner



Ministry of New and Renewable Energy
Government of India



भारत सरकार
अंतरिक्ष विभाग
विक्रम साराभाई अंतरिक्ष केन्द्र
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Date: 31.03.2018

TO WHOMSOEVER IT MAY CONCERN

We hereby confirm that we have successfully procured "SOLAR GRADE MIRRORS" for our use from the below supplier.

Name of Supplier	:	ARS GLASSTECH PVT LTD.
Supplier Status	:	Company Registered under ROC – INDIA.
CIN	:	U36932GJ2015PTC084495
Registered Office	:	327 - B wing, Monalisa Commercial Complex, Manjalpur, Vadodara, Gujarat. 390011, INDIA.
Reference PO	:	5537 20170065000101

The total supply was as per the Solar Mirror-Technical Specifications.

The quality of the product "SOLAR GRADE MIRROR", Packaging & Logistic Support and all the Before & After Sale Services rendered by ARS Team was satisfactory and hassle free.

We wish that ARS being the Indigenous manufacturer in our country for Solar Mirrors, they must continue to provide best of technical knowledge and experience in GLASS industry in order to serve the nation and the environment.

Senthil Kumar A
Head, Super Capacitor Section
Advanced Power System Division

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Fact Sheet:

Name of the Concern	ARS Glass Tech Pvt Ltd.
Business Description	Manufacturing of solar glass reflectors
Year of Incorporation	2015
Corporate Status	Private Limited Company
Registered Office	327, Monalisa complex, Wing B, Manjalpur, Vadodara
Works	340/B/11, GIDC Makarpura, Vadodara, Gujarat-390014
Official Email Id	r.v@arsglasstech.com
Bankers	ICICI Bank Ltd
Company Auditor	CA Dipak Rajapara
SSI No	24-019-11-101682 Part II

Ownership & Management:**1. Mrs. Sugna Nampalliwar [Chairperson] [50% Shareholding]**

- ✓ 17 Years of Experience in Quality Inspection
- ✓ Six Sigma Certified for Quality and Assurance.
- ✓ Currently managing Quality and Process standards in ARS.

2. Mr. Rajat Verma [Managing Director] [50% Shareholding]

- ✓ 11 Years of Experience in Operation and Management
- ✓ Sound knowledge of Engineering and Management.
- ✓ Currently managing Operations and Finance in ARS

3. Mr. Rajesh Verma [CEO]

- ✓ 15 Years of Sound Experience in “Glass Metrology”
- ✓ Principal Technical Consultant and Partner in well known “Swastik Industries”
- ✓ Served the Esteemed Glass Companies like Piramal Group, CELLO Opalware, Pragati Glass and Year International with Excellent Leadership and Services.
- ✓ Currently managing Global Marketing and Business Tie ups in ARS.

Business Overview:

ARS Glass was established in the YEAR 2015 with a core business activity of manufacturing of Solar Mirrors [Glass Reflectors] which is used in solar thermal system.

ARS is the official Channel Partner with Government of India for Manufacturing and Supplying Solar Mirror in PAN India.

ARS is the only Indigenous Company which has domestic facility to manufacture Solar Mirror and with Manufacturing Capacity to produce 5000 Square meter per day.

Product Overview:

The Core Business of ARS Glass is manufacturing solar glass reflectors which is used in generation of solar thermal energy. The end use of above product is in community cooking, process heating and solar power generation.

- ✓ **As per the management, the product manufactured by the concern is 50 percent cheaper than those imported from outside India.**
- ✓ **The company provides 5 year service warranty for the Mirrors supplied by it.**

ARS Is also providing the service of revamping the Non-operational Solar thermal plants in INDIA with the help of MNRE [Govt of India]. It has successfully revamped all the non-functioning solar thermal system in India with its Mirror and other services.

Current Revenue Mix:



With span of time, ARS has also entered into Customised Glass Panel Solution for Electrical Hardware & Software Switch Industry [Touch Screen / Glass Switches]

Sr. No.	Product	Revenue Share (%)
1	Supply & Services for Solar Glass Mirrors [Reflectors] including Revamping of Non-functioning Solar Thermal Plant under UNDP-GEF by GOI	70%
2.	Glass Panel Manufacturing for Touch Screen / Hardware Electrical Industry	30%

Credit Strength:

- MNRE (Ministry of New & Renewable Energy – Govt. of India) Channel partner
- **Patent Right applied for Solar Mirror which is primary component of solar thermal Industry.**

aservices.gov.in/PatentSearch/PatentSearch//ViewApplicationStatus

 INTELLECTUAL PROPERTY INDIA PATENTS DESIGNS TRADE MARKS GEOGRAPHICAL INDICATIONS	 सत्यमेव जयते GOVERNMENT OF INDIA	Controller General of Patents, Designs and Trademarks Department of Industrial Policy and Promotion Ministry of Commerce and Industry
Application Details		
APPLICATION NUMBER	4206/MUM/2015	
APPLICATION TYPE	ORDINARY APPLICATION	
DATE OF FILING	05/11/2015	
APPLICANT NAME	ARS GLASSTECH PVT. LTD.	
TITLE OF INVENTION	SOLAR GLASS MIRROR	
FIELD OF INVENTION	ELECTRICAL	
E-MAIL (As Per Record)	vadodara@nanavatiassociates.com	
ADDITIONAL-EMAIL (As Per Record)		
E-MAIL (UPDATED Online)		
PRIORITY DATE	NA	
REQUEST FOR EXAMINATION DATE	12/03/2016	
PUBLICATION DATE (U/S 11A)	12/05/2017	

- Long standing relevant experience of management for more than decade in Glass industry.
- Favourable capital structure with no reliance on external debt till date.
- Favourable working capital intensity on account of zero debtor and inventory days
- Increasing government spending on renewable energy by government of India will provide growth opportunities for the entity.

Significant Presence of ARS in Indian Solar Thermal Industry..!!



CHANNEL PARTNER



Government of India approved Channel Partner for Solar Mirror Manufacturing and Supply in PAN India for Solar Thermal Industry



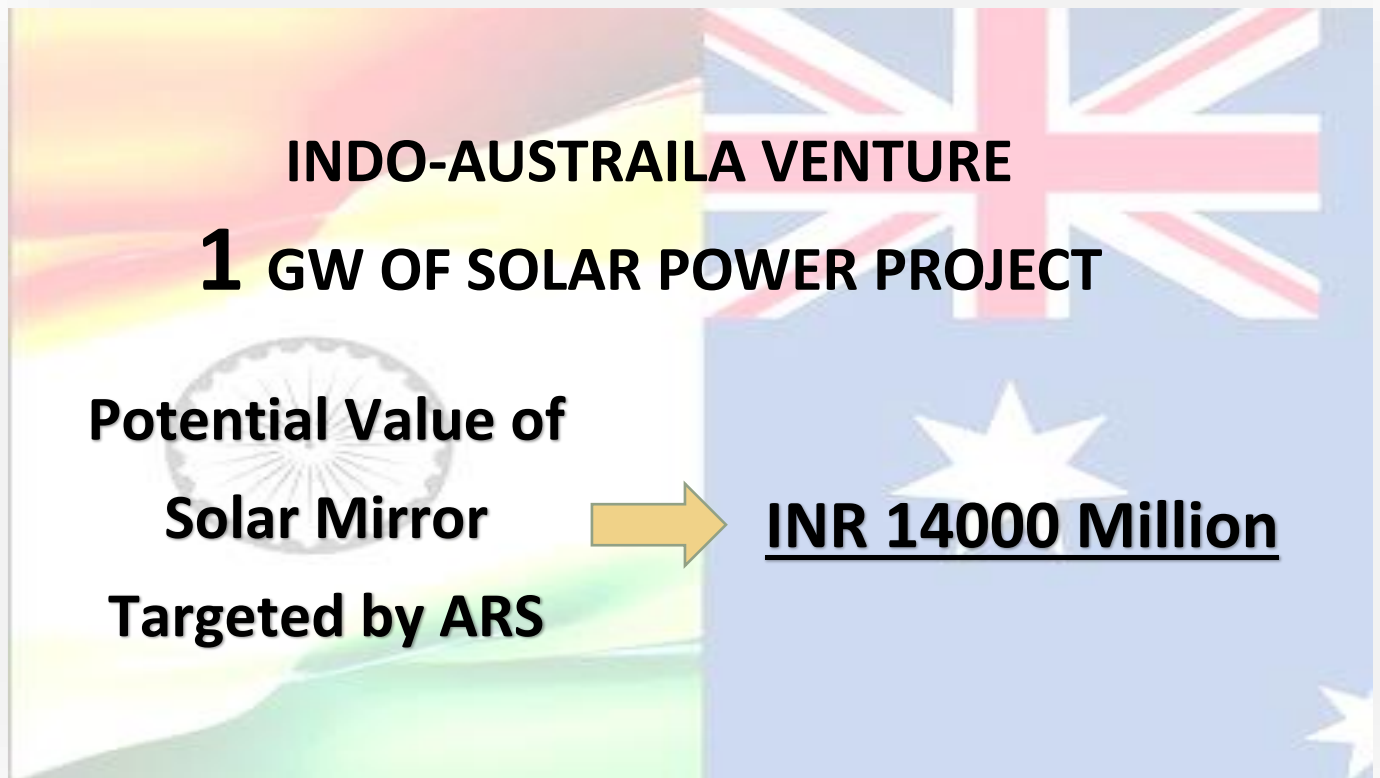
Sole Indigenous Manufacturer in India serving 90% of total Solar Thermal [CST] Market in India at present. Advantage of low Manufacturing cost is also passed on to the buyers to withstand the Global Competition.



USP of ARS:

- After Sale Services for Solar Mirrors are now available domestically.
- Expert Technical Team for Mirror Installation and Mounting
- 5 Years of Warranty on mirrors
- Customised Mirror manufacturing as per the requirement
- Huge Price advantage to buyers

Upcoming Market in India



INDO-AUSTRALIA VENTURE
1 GW OF SOLAR POWER PROJECT

Potential Value of
Solar Mirror
Targeted by ARS

➔ **INR 14000 Million**

Jawaharlal Nehru National Solar Mission

- ✓ 20 GW of Solar Power Generation by year 2022.
- ✓ 12 GW has already been achieved till year 2018.



Potential Solar Mirror Value Targeted by ARS: INR 112000 Million

ARS CLIENTELE



Sainik School Bijapur



Indian Institute of Technology Madras

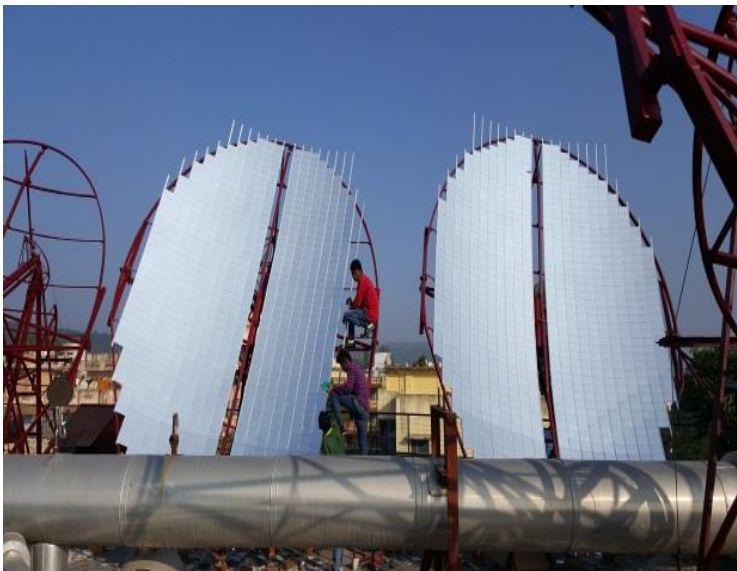


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USING SCHEFFLER DISHES AT
SHIRDI MEGA KITCHEN, SAI
PRASADALAYA**

Recognition Nationally & Globally...!!



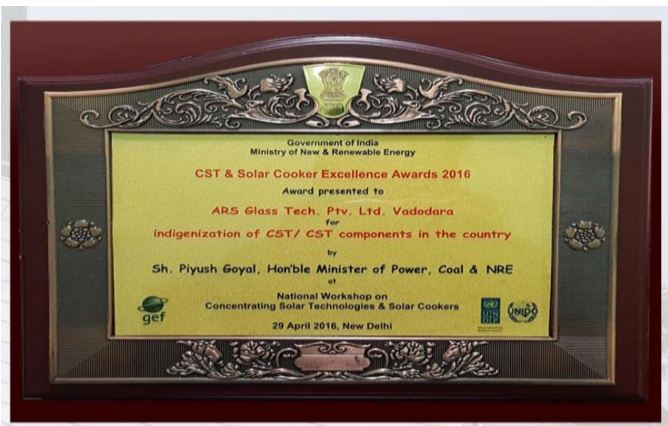
Indigenization of CST / CST Components in the country.. Awarded by Government of INDIA – By Mr.Piyush Goyal



Awarded Globally..



**Fastest Growing Indian Company
Excellence Award...**



Awarded Nationally..



**CST & Solar Cooker Excellence
Awards**

Reg. Office:

327,B-Wing, Monalisa Commercial Complex,
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