



Munro Solar to distribute Moser Baer Solar's PV modules in the US markets

- o **Partners sign a distribution agreement for solar photovoltaic modules in the USA**

New Delhi, 15 June 2011: Moser Baer Solar Limited (MBSL), the largest Indian photovoltaic (PV) module manufacturer with a view to increase its presence in the US market has entered into a distribution partnership with Munro Distributing Company Inc., of Raynham, Mass. Munro, with 11 locations in four states in the East and West coasts, will offer MBSL's multi-crystalline silicon solar modules and utilize them to design commercial turnkey solar PV systems for its customers. Munro Distributing is currently one of the major players in the US offering a variety of services and products in energy efficient lighting and power distribution.

The current agreement is in-line with the vision of MBSL to further penetrate the emerging markets. According to the European Photovoltaic Industry Association, globally there was been an increase about 16 gigawatts of new solar photovoltaic (PV) installations in 2010 and US accounted for only 0.8 GW of this growth. Significantly, the US market is likely to grow from 1GW in 2010 to 3GW in 2012.

"We have chosen to partner with Moser Baer because they bring their expertise in manufacturing high-technology products and engineering excellence in every PV module produced" said **Glenn Maltais, VP, Market Development and Sustainability at Munro.** "Moser Baer offers a quality alternative to leading brands and that translates into more cost-effective choices for our customer base" added Maltais.



Commenting on the tie-up, **Dr. Rajiv Arya, CEO Solar Business, Moser Baer India** said, "We have been aggressively expanding our presence into new emerging markets by building partnerships with key players. I am certain that Munro's presence in the US and Moser Baer Solar's highly bankable quality certified modules will positively impact the partnership."

"An alliance with an experienced and highly respected company such as Munro Distributing represents the perfect way forward for Moser Baer to expand our presence in the USA" said **Deepak Kukreja, Head of Strategic Planning at MBSL**. "Munro's solar division offers complete turnkey solar PV solutions, and one-stop shopping through its network of locations and multistate presence".

About Munro Distributing Company Inc

Munro Distributing, a 66-year-old family-owned company, is a premier distributor of energy efficiency, renewable and electrical products throughout New England, with vast national capabilities. Munro provides a variety of services and products tailored to customer needs including: commercial lighting and power distribution products as well as energy conservation lighting products for commercial and residential customers.

About Moser Baer Solar Ltd

Moser Baer Solar Ltd. (MBSL) is a subsidiary of Moser Baer Group and manufactures world-class solar modules and is the first ever solar company globally to be awarded the prestigious 5 Star rating by TÜV Rheinland for maintaining highest standards of quality. Moser Baer is an Indian Multinational Company with more than 25 years of experience in delivering high technology products and services, and global presence with products sold in more than 82 countries. With revenues of over USD 500 million and asset base of over USD 1 billion, Moser Baer is present across the entire PV value chain, holds investments in multiple solar energy technologies and has over 7,000 employees. MBSL has been conferred with the prestigious "5 Star Rating" certificate by TÜV Rheinland for maintaining highest standards of quality in manufacturing for consecutive second year.

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