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SHINING LOCALLY, POWERING GLOBALLY

After Powering Gujarat's Energy Transition, State's Solar Firms Are Taking Expertise Worldwide, Executing Renewable Projects Across Africa And Asia While Creating Jobs

Yagnesh Mehta, Niyati Parikh, Parag Dave & Tushar Tere | TNN

Overseas solar projects offer significantly better returns than India

Africa and West Asia need massive renewable energy capacity

Gujarat firms have built world-class EPC and project management expertise

WHY GUJARAT'S SOLAR FIRMS ARE GOING GLOBAL

Large govt-backed renewable energy programmes are opening new markets

Images: AI

Overseas expansion diversifies revenue and reduces dependence on the domestic market

After helping transform Gujarat into a power-surplus state, the state's solar companies are now exporting their expertise to overseas markets.

From Zambia and Botswana to Mauritius, Madagascar and Vietnam, Gujarat-based renewable energy (RE) firms are executing large-scale solar and battery storage projects, emerging as preferred partners for industrial and utility-scale developments.

Backed by experienced Indian engineering teams, these companies are not only generating new business opportunities but also creating employment for Indian professionals while training local workforces abroad.

Industry stakeholders say demand for RE infrastructure is rising rapidly across Africa and West Asia as countries seek to improve energy security and meet climate goals. They believe Indian companies now possess the technical capability to become global infrastructure partners.

Navitas Solar is currently developing a $20 million, 54 MW utility-scale solar project in Zambia through its EPC arm, Navitas Planet. The project is expected to be commissioned in the third quarter of the current financial year. Besides helping Zambia diversify from its heavy dependence on hydropower, the project is expected to reduce about 42,570 tonnes of carbon emissions annually while generating local employment.

"We are handling the project end-to-end, from engineering and procurement to construction and commissioning. The initial challenge was adapting to a new geography, but our experience in executing projects across India, supported by strong logistics and supply chain management, helped us overcome those hurdles," said Sunay Shah, co-founder and director of Navitas Solar.

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Shah added that financing remains one of the biggest hurdles in Africa and robust sovereign guarantees, export rebates and dedicated export incentives can significantly strengthen India's global competitiveness.

Last year, Sterling and Wilson Renewable Energy secured a Rs 1,313-crore contract for a 240 MW AC solar project in South Africa and is executing four utility-scale projects there.

Jakson Green has completed a 50 MWp solar EPC project and is implementing a 24 MWp solar-plus-storage project in West Africa.

Ahmedabad-based Prozeal Green Energy Ltd has entered Zambia, its third overseas market after Europe and Nepal. Operating across 18 Indian states and three countries, the company has delivered nearly 2.3 GW of solar, battery energy storage and wind projects.

"The African commercial and industrial energy storage market has reached an inflection point, driven by large-scale procurement and policy reforms. These developments are creating strong opportunities for reliable and sustainable energy solutions," said Manan Thakkar, co-founder and MD of Prozeal Green Energy.

Solar energy consultant Jaideep Malaviya said Africa and West Asia are natural markets for Indian solar manufacturers and EPC players because of abundant solar resources, growing electricity demand and sustainability goals.

"Skill development initiatives over the years have improved installation quality and execution standards, giving Indian companies a competitive advantage. But success overseas will depend not only on pricing but also on execution capability, financing and long-term local partnerships," he said.

While China continues to dominate global solar equipment manufacturing, the industry's gradual shift towards diversified supply chains has created significant opportunities for Indian renewable energy companies.

Surat-based KP Group, with a RE portfolio exceeding 8.5 GW, has signed an MoU with the Botswana govt to collaborate on projects targeting nearly 5 GW of capacity. Botswana plans to develop about 5 GW of renewable energy through phased investments estimated at $4 billion. The company has also exported solar module mounting structures to US-based GameChange Solar Corp.

KP Group chairman and MD Dr Faruk G Patel said, "Initiatives such as the Production Linked Incentive scheme, the Approved List of Models and Manufacturers, and the Atmanirbhar Bharat mission have encouraged domestic manufacturing, strengthened quality standards and reduced import dependence."

Another firm Zodiac Energy Ltd is expanding its EPC business across Africa, with projects underway in East Africa and a growing pipeline in North Africa and West Asia.

"We completed 7.5 MW turnkey EPC projects in East Africa and have another 8 MW under construction. North Africa and West Asia offer strong opportunities, while Gujarati-origin entrepreneurs in East Africa help Gujarat-based firms remain competitive," said chairman Kunj Shah.

With manufacturing facilities in Gujarat, Waaree Energies also now operates in over 20 countries across solar modules, EPC, energy storage and green hydrogen.

"We signed a non-binding 100 MWp MoU with Viet Khanh in 2025 after successfully commissioning a 49.5 MW project in Vietnam in 2019. We are actively pursuing about 11 GW of overseas EPC orders, primarily in West Asia and West Asia, which are expected to move into execution over the next one to two years," said Manmohan Sharma, chief financial officer of Waaree Renewable Technologies Ltd.

Ahmedabad-based Ambit Energy Pvt Ltd is in advanced discussions for 40 MW solar and 190 MWh battery storage projects in Mauritius and Madagascar after withdrawing from several African tenders because of payment concerns. "Payment uncertainty forced us to exit 10 MW EPC tenders. However, Gujarat companies have developed strong project execution capabilities that can help Indian firms compete effectively with Chinese players internationally," said chairman Nilesh Patel.

Vadodara-based Teravon Green Energies Ltd entered the African market in 2023 and secured a $21 million solar project in Zanzibar in December 2025.

"We are executing similar projects in Ghana and Zambia and will soon establish operations in South Africa. Besides building projects, we also train local manpower," said chairman and MD Aniruddha Singh Metiya.

Metiya said African countries are increasingly shifting from hydropower to solar energy due to rising electricity demand. "Returns are almost four times higher than in India, while power demand continues to far exceed supply, making Africa an attractive long-term market."

Industry players said faster expansion will require stronger govt-to-govt cooperation, competitive export financing, access to multilateral funding and policy support to enable Indian firms to compete for large international renewable energy tenders.

Federation of Gujarat Industries president Sameer Khera said more Gujarat companies involved in power equipment manufacturing and solar EPC are looking overseas. "The expertise built over the years has made Gujarat companies highly competitive in global renewable energy markets," he said.

INDUSTRY SPEAKS

The global EPC market has long been dominated by international players, but Navitas secured this opportunity through integrated capabilities. African nations increasingly value Indian renewable energy expertise, which combines world-class engineering with the ability to deliver affordable, scalable infrastructure

Sunay Shah | CO-FOUNDER AND DIRECTOR, NAVITAS SOLAR

Energy security has become a priority for industries across emerging markets. Consequently, heavy industries and other hard-to-abate sectors are adopting captive solar solutions and hybrid microgrids to meet Scope 2 emission targets while reducing exposure to fossil fuel price volatility

Manan Thakkar | MD, PROZEAL GREEN ENERGY

The world is seeking dependable partners for the clean energy transition, and Indian companies have proved they can deliver world-class renewable energy projects. Our partnership with Botswana reflects global confidence in India's capabilities. We are proud to showcase the country's renewable energy expertise

Dr Faruk G Patel | C&MD, KP GROUP

Gujarat's solar companies have built vast execution expertise, and many countries now offer significant opportunities. As companies expand overseas, technical capability will be an advantage, but payment security must remain a key consideration

Nilesh Patel | VICE-PRESIDENT, GUJARAT FEDERATION OF SOLAR INDUSTRIES