

Panasonic Partners With Aerem to Provide Financing to Its Solar Customers

Mumbai, Maharashtra –June 05, 2024 – Aerem Solutions, a leading provider of end-to-end solar solutions and the parent company of NetZero Finance Private Limited – India’s only RBI licenced Solar Focus NBFC, have signed a Memorandum of Understanding (MOU) with leading player in distributed solar energy sector Panasonic Life Solutions India Private Limited (PLSIND). Through this strategic collaboration Panasonic aims to sell over 500Cr worth of solar products by facilitating financial assistance for its homeowners and C&I customers.

The MOU outlines a framework where Aerem Solutions, through its financial arm NetZero Finance, will provide tailored loan facilities to customers of Panasonic’s solar products, thereby facilitating the adoption of solar energy solutions of Panasonic across India. This partnership underscores the commitment of both companies to contribute towards a sustainable future by making solar energy more accessible and affordable.

Anand Jain, CEO of Aerem Solutions, expressed his enthusiasm about the partnership:

“We are thrilled to collaborate with Panasonic Life Solutions India to drive the adoption of solar energy solutions. Since our inception we have enabled over 350MW of solar capacity. This partnership aligns perfectly with our mission to provide financial support for solar energy projects, making renewable energy more accessible to a broader audience. Together, we aim to empower individuals and businesses to transition to cleaner energy sources, thereby contributing to a greener planet.”

Amit Barve, BU Head, Solar BU – Panasonic Life Solutions also shared his comments:

“Panasonic Group aims to achieve both a better life and a sustainable global environment, by creating impacts from actions that reduce our own Co2 emissions, contribute to avoiding Co2 emission of society and realize a circular economy. This partnership is a step ahead in helping society reduce Co2 emissions by facilitating easier Solar energy adoption.”

This partnership is expected to significantly boost the adoption of solar energy solutions in India, supporting the country's ambitious renewable energy targets and fostering sustainable development.

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About Aerem Solutions

Aerem provides end-to-end solar solutions, seamlessly blending deep domain expertise in solar technology, finance, and Tech. Its mission is to accelerate solar energy adoption across the nation. As the parent company of NetZero Finance, the only RBI-licensed solar-focused NBFC in India, Aerem facilitates solar loans for businesses and homeowners, along with supply chain finance for solar EPC companies. Beyond financing, Aerem addresses key gaps in the solar value chain with SunStore Marketplace and AeROC Monitoring Platform.

About Panasonic Life Solutions India Private Limited

With over 45 years of experience in the solar energy sector, Panasonic stands as the only international company providing locally made solar products and high-class services to solar energy sector. We product high quality, top-notch solar products like Solar modules, Inverters, Street lights and recently made our

entry into B2C segment with launch of Solar Residential Kits. Committed to sustainability and carbon neutrality under the Green Impact Mission, Panasonic delivers unmatched quality and reliability across residential, commercial, and industrial sectors. Our mission goes beyond advancing solar technology; we are lighting the way to a cleaner, greener tomorrow. Join us in our endeavour to #ChargeUpTheFuture!

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