



MR. HARDIP SINGH

COO - SOLAR
MODULES & PRODUCTS

JAKSON GROUP



Jakson Group offers solar products, namely Solar Modules, Solar Power Packs (On-Grid/Off-Grid/Hybrid systems), Structure, and Solar Inverters supplied through Channel Partners & Key Customers. We offer turnkey solutions for Solar Rooftop Projects/ Land based Projects from 50KW to 200+MW capacity. In services, we also have a portfolio of over 700 MW for O&M.

Q. Please tell us about Jakson Group's footprint in solar industry.

Jakson Group started their solar Journey in 2011-12 with 20 MW IPP Project at BAP Rajasthan, followed by Solar EPC in 2012 & solar manufacturing in 2016. In the last 1 decade, with over 1 GW of EPC Execution, 200 MW of IPP, Reliable Solar Products backed up by O&M capabilities, Jakson Group is among India's top 10 solar companies.

Q. What are the products and services you offer for the renewable industry? Is there any plan to launch any new product?

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Recently we have launched our New Gen – HELIA series of Solar Modules, which offer best in class efficiency of over 21.5% with the highest rating up to 600 Wp.

Our continuous focus is on sustainable & Clean Energy solutions for low Carbon Emissions. We will very shortly introduce The Smart BESS (Battery Energy Storage System) with Lithium Ion Batteries & Smart Controllers.

Q. What are the current opportunities and challenges for the Solar PV & inverter manufacturers in Indian market?

India is the third-largest country in solar installation, recently achieved 100 GW milestone on renewable energy generation capacity. With the aim of 450 GW of Renewable by 2030, we believe that there will be huge opportunities and increasing demand for Solar Equipment. Though Module Manufacturing has been ramped up/under expansion by different manufacturers across the country, shortage of Upstream Capacities (Polysilicon-Wafers-Cells) & Inverter Manufacturing continues to have our dependence on Imports.

Q. Battery storage has become of much greater interest in recent years? Why is that, what are the benefits of energy storage technology?

Following factors are increasing in demand & potential for storage solutions:

- Renewable Power Generation is variable (based on sun/wind) & at most times, either generation would be more than demand (day time) or less than demand (evening hours). Battery Storage Solutions address this variation.
- Constant PLF for large thermal power plants helps get the best efficiency from these plants; peak loads are addressed through Battery Storage.
- The customer gets power backup in case of Power Failure/Load shedding through storage solutions.
- Cost of Lithium Batteries has reduced over past few years & expected to go down further with an increase in demand. This will result in the cost of power from storage near to Grid Power Cost & even lower during peak tariff period.

Q. How do you distinguish yourself from others as far as your offered power solutions are concerned?

We offer Renewable Power Solutions for customers as under:

Residential Customers – from 2 KW to 20 KW by providing Solar Kits designed as per rating with all protections (Available in ON Grid/Off-Grid/

Hybrid System as per Customer requirements) through a network of Channel Partners.

C&I – from 10 KW to MW Capacity with customized Design/site analysis/ Generation Reports with in-house Design Team through Channel Partners as well as directly from Jakson as per Customer Requirements & Preferences.

Land Based Projects – From 5 MW to 200 MW capacities with in-house design and execution. Jakson offers a one-stop solution for all its customers.

Unique Products & Solutions – Solar Generator (2KW) for remote applications & recently introduced BESS (commencing from 5 KW and can be scaled over a 1000KW & more) which can operate in synchronization with Grid/ Solar/DG/Battery ensuring 24X7 power for our customers.

With 75 Years of trust & excellence Jakson Group has created a niche for itself with over 50000 satisfied customers. We stand committed to our Core Purpose & Values.

Q. How you provide flexible maintenance services and the price structures for the customers?

We organize knowledge sharing sessions on the Do's & Don't for the products & systems supplied by Jakson. For a hassle-free experience, we provide O&M /service support to our customers through our nearest partners/trained teams and by training Customers at the site. We are not just competitive & affordable, but our strength lies in providing seamless operations to our customers.

Q. What are some of the leading projects executed by Jakson's Solar vertical in India?

Over last 1 decade Jakson has executed many special projects, some of them are as under:

- a. Rooftop solution for 1st solar powered Railway Coaches
- b. 100 MW of Solar EPC for NLC at Tamil Nadu
- c. 500 KW at Rashtrapati Bhawan & other Offices of Central Ministry in Delhi
- d. Projects at Airports/Highways/Refineries/Metro Stations and canals
- e. Recently we completed our largest International Solar EPC Project -50 MW at Togo (West Africa)

Q. What are the future plans of Jakson? What will be the outlook of Indian Renewable industry in coming quarters?

Our Revenue share has been increasing from the Renewable business steadily over the last few years & we plan to invest more in renewable energy & energy storage solutions. We are currently expanding our Solar Module Manufacturing Line (fully Automated process) & Module Mounting Structure Plant in Greater Noida to 600 MW, further to be scaled up to 1GW. We have also set up a manufacturing plant for our Battery Energy Storage systems, have forayed into hybrid energy solutions and set up an R&D center focusing on new energies. We are fully committed to contribute in a big way to India's mission of Renewable Energy 2030.

Q. Are you participating in the Renewable Energy Expo? If yes, what are your expectations from the expo?

Yes, we are very happy to be part of this event, which is being held after 2 years & expect to meet our customers and other industry leaders. Through exhibitions like REI we stand to gain new learnings, especially new technologies & an opportunity to share Jakson Groups expertise and vision. 