



**Mr. Pete Kostic**  
Vice President-Sales & Marketing, Xcell Automation, Inc

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Energetica India talks to Mr. Pete Kostic, Vice President- Sales & Marketing, Xcell Automation, Inc about the ongoing trends in India’s Solar Sector, X3 solar cell stringer, Future goals & Recent achievements.

**ENERGETICA INDIA: What are the current trends in India’s solar industry?**

MR. PETE KOSTIC: The Indian market is very active, thanks to new players entering the market and already-established EPC companies expanding their value chain into module production. We currently see more interest in 4BB technology so it seems that the market is beginning to transition from 3 BB to 4 BB in solar module manufacturing. Although, the shift to 4BB is still slow due to the limited amount of 4BB cells available from the cell manufacturers.

For automated stringing equipment, it seems the module manufacturers are looking for flexibility. Since everyone strives to offer and make a high efficient solar module, our team at Xcell Automation developed the X3 solar cell stringer. The X3 is designed for sustainable flexibility so customers can have as many processing capabilities possible in a single machine for a longer period of time,

compared to other stringers. The X3 can process 2/3/4/5 busbar cells and half cells. It was designed with these requirements in mind and therefore changes over times are very short.

**ENERGETICA INDIA: Please share with us some of the recent past achievements of Xcell in India?**

MR. PETE KOSTIC: Xcell Automation is the result of the management buyout (MBO) of Komax Solar. Even though Xcell Automation is a new company with a new name, most Komax Solar customers will not notice much of a change. Our team was one of the first stringer manufacturers to supply automated stringing equipment in India. Since our first installation, we have earned the trust of our customers as a reliable and dependable partner for their automation needs. We are honored that some of the largest players in the Indian solar module market are exclusively

using Xcell Automation stringers and we like to thank them for their continued support and trust.

**ENERGETICA INDIA: What are the goals of the company over the next 2-3 years?**

MR. PETE KOSTIC: The solar market is showing strong growth indicators for the foreseeable future. Even if Japan slows down, other regions are showing very aggressive growth opportunities. Our goal at XA is to continue our tradition and reputation as the innovator and trend setter in the industry, to be prepared for what the market may require in terms of geographical presence or technology shifts.

**ENERGETICA INDIA: What kind of challenges are you facing in India and Globally?**

MR. PETE KOSTIC: Everybody in the industry is under constant cost pressure. Continuous improvements and cost reductions to our product offering is essential ◀