

JinkoSolar to play a major role to fuel India's solar growth story



INTERVIEW | Donald Leo, Managing Director, Asia South, JinkoSolar

JinkoSolar, the world's no. 1 PV module company with 6.65 GW global shipment is doing its bit to save the environment by aiding in reduction of global carbon footprint and combating climate change.

Energetica India catches up with Donald Leo, Managing Director, Asia South, JinkoSolar who shares his views in a freewheeling interview on World Environment Day.

1. JinkoSolar is the global leader in the solar industry. Jinko Solar has worldwide network and engages towards a green energy and green infrastructure. How has your experience been with India?

India has always been a very strategic region in Jinko global strategy. We have achieved a lot in the past years and in January 2017 alone, we have become one of the top 3 module suppliers in India. Fulfilling India's energy needs is central to the nation achieving its lofty development ambitions.

JinkoSolar has a whole team dedicated to the Indian market, located in Aerocity, Delhi, JinkoSolar India has a local team in sales, marketing, legal, technical and human resource, providing clients on-time sales and technical support. Considering high temperature and humid environment in India, JinkoSolar offers its Eagle Series to the market. Eagle Series are the first to pass Anti-PID test under 85°C/85% relative humidity, ensuring maximum power output and ROI for investors.

2. India currently has one of the largest renewables expansion programmes in the world, aiming as it does to install 175 GW of capacity by 2022 -- over thrice the current capacity of 50 GW -- in line with its Intended Nationally Determined Contribution (INDC). Do you think it is achievable?

2017 is going to be a significant year for country's solar market with a strong pipeline of approximately 14 GW of utility scale projects underway. Out of this, 7.7 GW of capacity is expected to be commissioned this year. Combined with 1.1 GW of expected rooftop solar deployment, India will add a total of 8.8 GW in 2017, securing position in the world's top three solar markets after China and the USA.

India is well positioned to fulfil its solar targets with yearly targets assigned to the states however, this would have to be supported by serious policy framework that factors in all potential barriers in the sector.

3. Will JinkoSolar be ready to contribute and assist in achieving this scale? If yes, then how?

JinkoSolar will certainly play a major role in India to fuel the solar growth, by working closely with our key customers and partners by introducing the best-in-class new products and offering prompt service to meet market needs.

JinkoSolar is confident about the quality of its products, reliability of the brand and durability of its 25-year energy yield. Power plants are expected to work for at least 25 years no matter where and under what conditions it sits and what challenge it will meet over the next quarter of a century, therefore it must live up to the highest quality standards. This is why JinkoSolar maintains one of the highest industrial standards for design, performance and workmanship of its solar products to secure a reliable energy supply of the PV system for well over 25 years.

4. Please elaborate your future plans for India? What about JinkoSolar's contribution in 'Make in India'?

JinkoSolar shipped around 20% of its modules to APAC region in 2016, as the company does not disclose shipment numbers for each country. However in 2017, JinkoSolar plans to ship around 1 GW modules to India.

For "Make in India" initiative, we already have 6 factories globally to meet the strong demand for quality modules in India but are open and optimistic to engage manufacturing discussion with its partners / customers.