



Mr. Shailesh Vaidya
CEO, Scorpius Trackers Pvt. Ltd.

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Energetica India talks to Mr. Shailesh Vaidya; CEO, Scorpius Trackers Pvt Ltd about the future plans of Scorpius Trackers, the growth of the company in Foreign markets and learns about Scorpius's Trackers requiring Zero O&M.

ENERGETICA INDIA: How successful was the year 2015 for Scorpius Tracker?

SHAILESH VAIDYA: FY2015-16 was our second commercial year of operations. We had planned to ship out and install around 5MW. We ended up shipping and installing around 50MW. So I can say it was a very good year. This was possible due to a very robust mechanical structure design, lifetime ZERO O&M bearings and one of the best tracker controllers in the world in terms of high end features.

ENERGETICA INDIA: What are the company's plans/goals for the year 2016?

SHAILESH VAIDYA: Going by the rising demand in India and abroad for the Scorpius Tracking technology, we see a visibility of 500 MW+ for FY2016-17. This is based on the various tenders which now mention trackers in their technical specifications and also on the back of the MOUs we have signed for a total of more than 1,250MW for supply over next 3 years. The competitive bidding also requires the IPP to look at various options to increase generation and Trackers are the first choice.

ENERGETICA INDIA: Which countries, other than India, are the target markets for Scorpius Tracker?

SHAILESH VAIDYA: We have launched our Trackers at the PV Show in Japan in February, at the show in Shanghai China in May and at the Intersolar in San Francisco in July. In fact, at the PV Show in Shanghai, I think Scorpius may have been the only Indian company launching a solar product in China (all traffic is usually the other way!)

Last week of August, we are launching at the Intersolar in Sao Paulo in Brazil. We will also be present at the Solar Power International at Las Vegas in September.

The largest markets for us after India are USA and China.

ENERGETICA INDIA: Scorpius has developed an unique tracker system for Japan? Can you please elaborate the need for this innovation and how it works?

SHAILESH VAIDYA: The client in Japan had a unique requirement- he wanted the tracker plant to occupy the SAME land as a fixed tilt plant because land is very expensive in Japan. So, instead of a regular E-W horizontal tracker, we designed a N-S Horizontal Tracker. The tracker follows the N-S movement of the sun through the day. In Japan in particular, in some months, the sun rises in the north and goes all the way to south and then sets in the North again. You can call this

a 'DAILY SEASONAL TILT' automatic horizontal tracker. This is giving a 14% gain and customer is very happy.

ENERGETICA INDIA: Scorpius also claims zero O&M for its trackers. Please explain

SHAILESH VAIDYA: The main moving parts in a tracker plant are the bearings. Most other tracker companies globally (and all others in India) use some regular plastics like Nylon or HDPE as the bearing material. These materials will not last outdoor wear and tear, UV exposure etc. Our bearing is a globally patented product using an engineering plastic with solid metal lubricants and some UV additives. It has been rigorously life cycle tested for 50+ years of operational cycling and hence, we can confidently claim that the bearing has ZERO O&M.

ENERGETICA INDIA: How do you see the tracker demand in India progressing over the next 2-3 years?

SHAILESH VAIDYA: I feel that demand is shooting up exponentially! At Scorpius, we are seeing a 500% YPY growth past 3 years. 50MW last year, 500MW this year, maybe double that in the next. I think that by 2020, nearly 50% of all new plants will use trackers ◀◀