



Mr. William Sheng
Marketing & Sales VP of Zhongli Talesun Solar

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Energetica India catches up with Mr. William Sheng, Marketing & Sales VP of Zhongli Talesun Solar to learn about Talesun’s India plans.

ENERGETICA INDIA: Please introduce Energetica India readers to Talesun and its achievements

WILLIAM SHENG: Zhongli Talesun is a wholly owned subsidiary of Zhongli SCI-Tech which is listed on the Shenzhen Stock Exchange. With a total investment of 850 million USD, Zhongli Talesun has built the largest state of the art, fully automated production line in the world. Our equipment comes from leading PV equipment manufacturers: Reis and Centrotherm from Germany, NPC from Japan and Baccini from Italy.

Zhongli Talesun’s independent manufacturing base of 210,000 m², 1.8GW cell and 2.8GW module capacity has enabled us to be the world’s leading large-scale scientific & PV manufacturing company, within which 800MW cell and module capacity are made in Thailand. Zhongli Talesun has employed over 200 local and overseas leading talents

in the photovoltaic industry, thus formulating a strong and formidable management team of the newly-emerging photovoltaic enterprise.

All of Zhongli Talesun’s products have been certified by the TUV in Germany, UL in USA, VDE in Europe, JET in Japan, CSA in North America, CEC in Australia, MCS in UK and CQC & Golden Sun in China. Zhongli Talesun is the first Chinese company, who had received the VDE Quality-tested certificate in May, 2012.

As early as 2011, Zhongli Talesun launched production and at the same time started developing solar power plants. Zhongli Talesun has invested and are expected to reach more than 3GW solar power plants by the end of 2015.

With a globally-oriented vision, Zhongli Talesun has set up regional headquarters and cooperative agents in Germany, Amer-

ica, and Japan. Guided by the goal ‘For a better world environment & future’ and the ideal of ‘customer-first’. Zhongli Talesun is committed to providing our clients with high-quality and high-efficiency products, services and superior support.

ENERGETICA INDIA: Bloomberg has recently included Talesun in its Tier 1 List of Module Manufacturers. What does it mean for Talesun and its clients?

WILLIAM SHENG: This recognition from Bloomberg means:

- The quality of Talesun modules are recognized by BNEF as the most reliable module supplier in the world.
- BNEF developed its tiering system for PV module makers to create a transparent differentiation between the hundreds of manufacturers of solar modules on the market. The classifica-



20 MW Ground-mounted project in Berlin, Germany.



9.8 MW roof-top project in Changsu, China.

tion is based on bankability, specifically whether projects using a particular brand of solar modules are likely to be offered non-recourse debt financing by non-development banks. BNEF bases its findings on completed deals tracked through its database. Tier 1 module manufacturers are those that have provided products to five different projects, which have received non-recourse financing by five different banks in the past two years.

ENERGETICA INDIA: What are Talesun's business goals and expectations from the Indian solar market?

WILLIAM SHENG: The India government is very aggressive in solar energy with even the Prime Minister recognizing that solar energy is the ultimate solution of energy in the future. We are confident that the India solar markets will be booming and last for a long time.

Talesun has set the India market as one of the most important market globally. Talesun expects: a) an increase module shipment; b) establish partnership with couple of big distributors; c) establish subsidiary and develop projects

ENERGETICA INDIA: Please let us know more details on Talesun's deal with Acme. What kinds of modules are being supplied for Acme?

WILLIAM SHENG: The agreement is to supply more than 200MW of solar modules to ACME Cleantech Solutions Ltd. ("ACME"). The time of delivery is from September 2015 to February 2016. The module type is TP660P-260W

ENERGETICA INDIA: Talesun launched Hipro 285W+ modules at SNEC 2015. Please in-

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Introduce us to the new modules and its unique points.

WILLIAM SHENG: Talesun has launched brand-new high-efficient PV module – Hipro, 60 pieces mono-crystalline module in SNEC 2015. The power output of Hipro module has reached 285W+, with 20.3% cell efficiency and 17.55% module efficiency.

The improved efficiency delivered by Zhongli Talesun's Hipro module is due to the adoption of technology. This technology enables great improvement in cell efficiency, and in addition, better performance in low light environments. Hipro module power output is 15W higher than traditional ones; this is absolutely a huge leap-forward.

PERC technology offers improved cell efficiency through adding insulated passivation layer on the back side of the cell. In traditional standard cell structure, the recombination of photoelectrons has restricted the improvement of efficiency. But with PERC technology, it maximizes the potential difference in P-N junction, which makes more stable current and reduces the recombination of photoelectrons, thus improves the cell efficiency.

ENERGETICA INDIA: What is the objective of Talesun's new manufacturing plant in Thailand?

WILLIAM SHENG: The new manufacturing plant in Thailand is

- To better serve the South-east Asia market as well as the EU and USA market.
- New plant adopts most advanced automatic production line, also uses PERC cell technology, in order to serve residential market.

ENERGETICA INDIA: What has promoted the company to enter into developing solar PV power plants? Please let us know the company's plans in developing solar power plants.

WILLIAM SHENG: Zhongli Talesun has already realized that the PV power plants is the way to survive and remain in profit. Actually Zhongli Talesun has developed more than 2 GW PV power plants during 2011-2014, with continuous rising of net profit. And Zhongli Talesun is the No.1 private company in China based on project development capacity by now.

We are now targeting more projects overseas, especially in India, Japan, UK and USA market. We are interested in countries with great incentives, policies and stable political environments. We believe downstream will still be the most profitable part of the industry for a long time.

ENERGETICA INDIA: How is the current environment, of anti-dumping duties from various countries, impacting solar manufacturers from emerging economies such as China, India, etc?

WILLIAM SHENG: Actually after several AD/CVD cases from various countries in past several years, the global PV market is becoming booming again, like China, India and Japan become prosperous market. We are very confident that PV industry will have a bright future ◀◀