



EXCLUSIVE INTERVIEW

Mr Praveen Pai

Director – Electrical & Solar EPC



Energy Outlook Exclusive Conversation with Mr Praveen Pai - Director- Electrical & Solar EPC

EO: What is unique about Jakson Group? Kindly share your past experiences with Jakson Group?

Mr. Pai: Jakson Group is one of India's leading energy and engineering solutions company. Our unique proposition is our presence across the energy value chain – from power generation and back-up (diesel gensets) to renewables (solar) to power transmission and distribution (electrical EPC). Very few companies have such an integrated business model. It provides us with a unique edge to provide our customers with holistic energy solutions.

Jakson primarily operates in four key business areas – Powergen & Distribution, Solar, EPC and Defence. The Powergen & Distribution business comprises manufacturing and sales of diesel gensets; construction of diesel power plants; distribution of Cummins spare parts and country distributorship of Cummins products in Nepal & Bangladesh. The solar business includes ownership of Independent Solar Power Plants (IPP's), EPC solutions for both land based and rooftop solar power plants, manufacturing of solar pv modules, and solar products. We are amongst the few integrated solar companies in India with presence in both B2B and B2C segment. Jakson Electrical EPC business delivers turnkey

engineering solutions for rural and urban electrification, metro electrification, building electrification, substation & transmission, and civil construction amongst others. In addition to these core businesses, we also have investments in hospitality and education sector.

I have been associated with Jakson for the past 10 years, have worked across businesses and currently lead the Electrical EPC and Solar land based EPC vertical. It has been an excellent journey so far. I am highly optimistic about the future of Jakson considering the focus on infrastructure growth in India at the moment.

EO: Could you please explain offerings of Jakson Group in Renewable Energy sector? What according to you is the USP of the products offered by Jakson Group?

Mr. Pai: We are one of the few companies in the renewable energy sector with an integrated portfolio. We have the expertise and experience in building large scale land based utility solar power plants; rooftop solar power plants from a few kilowatts to Megawatts, manufacturing of solar PV modules and solar products.

As mentioned earlier, our biggest USP is our presence across the energy value

chain. Our other big strength is strong customer relationships developed over the past 70 years.

EO: Which was the Most Challenging Project “Jakson Group” has undergone under your guidance? (In terms of installation. if any)

Mr. Pai: While every project has its own unique challenges and learnings, two projects that stand out in recent past are
1) Implementation of Hon'ble Prime Minister's dream project of “Har Ghar Bijlee” under the Saubhagya Yojana in Kushinagar District of Uttar Pradesh
2) Installation and commissioning of a Solar power plant at Vishakhapatnam Port in India.

The Kushinagar project which was under Hon'ble Prime Minister's dream project of “Har Ghar Bijlee” was completed much before project timelines. In fact, we executed this project at one-third time of the original project timelines which is a significant achievement considering the complexity of such projects. I am happy to announce due to our achievement, this project has been recently shortlisted for Prime Minister's special award.

The 10MW solar PV module land based power plant built for Vishakhapatnam Port Trust (VPT) which is a Govt. of India undertaking, is the first-of-its-

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kind project in India that has been hailed globally for bringing down the operation costs of the port through this renewable initiative. Executing this project was highly challenging as the land allocated for setting up the solar plant was located in a coastal marshy area.

EO: In terms of growth rate, how do you see Jakson Group will contribute to Indian economy?

Mr. Pai: Jakson Group is an Indian company and our business is rooted in India. We are proud to have contributed significantly in the growth of the Indian economy since the beginning. Our gensets are a lifeline for the industrial, manufacturing, commercial and residential sectors ensuring 24x 7 uptime of stand-by power.

Our solar and Electrical EPC businesses have also played an important role in the Indian energy sector. We were one of the first companies in India to have set up a land based 20 MW solar PV modules power plant at Bap, Rajasthan under India's first national solar mission way back in 2012. Since then we have executed more than 500 MW of solar EPC projects in the country which have contributed to the nation's ambitious renewable energy target.

Our Electrical EPC business has executed several prestigious projects in the last few years under the Government of India's ambitious large scale rural and

urban electrification programs like Deen Dayal Upadhyaya Gram Jyoti Yojana (DDUGJY) and Pradhan Mantri Sahaj Bijli Har Ghar Yojana (Saubhagya).

EO: How difficult is it to execute a Solar EPC Project in India, as compared to some of your other markets? Do Indian projects require certain special precautions/arrangements?

Mr. Pai: Executing a solar project in India does face a few challenges. However, with proper planning most of these issues can be overcome. Setting up solar power plants require large tracts of land and land acquisition is a difficult issue in India. Approach to the selected land parcel and evacuation of power is another challenge. In some parts of India heavy rains create challenges during execution phase. But, overall we have learnt the art of executing a project on time and in a cost-efficient manner with cutting age quality. I am also sure as the industry matures in the coming years, most of these challenges will wither.

EO: "Electricity for All" – your comments on this.

Mr. Pai: "Electricity for All" is a great vision of the Government of India led by Hon'ble PM of India, Shri Narendra Modi. In spite of all the good work done by previous governments for rural and urban electrification, India still had 18,452 villages without access to electricity in the year 2015 (according an official audit by the Government of India). As a developing nation that is today on the verge of being amongst the Top 5 economies in the world, it was critical that electricity – which is a basic

need for human progress - reaches every Indian.

To address this situation, the then newly elected Union government announced an ambitious Rural Electrification Program on August 15, 2015 – Deen Dayal Upadhyaya Gram Jyoti Yojana (DDUGJY) – aimed at electrifying all these villages within 1000 days. This program which was successfully completed in 988 days as announced by the Hon'ble Prime Minister and followed immediately with another ambitious electrification program called Pradhan Mantri Sahaj Bijli Har Ghar Yojana (Saubhagya) to provide electricity connections to every household in India. Both these programs have been highly successful. Our Electrical EPC business has successfully executed several projects under the ambit of both these programs in the states of Uttar Pradesh, Bihar, Rajasthan, Jharkhand and Maharashtra.

EO: How positive do you feel about the future of Renewable Energy in India?

Mr. Pai: Renewable energy in India is poised for immense growth. We already have the most ambitious renewable energy program in the world - 225 GW by 2022. The government of the day is committed to renewable energy to reduce dependency of coal and promote the use of cleaner fuels not just for power generation but even in newer areas like mobility and transport. I am confident that renewable energy in India will see immense growth in coming years.

EO: Would you like to share anything with the peer group, competition and end consumers?



Mr Praveen Pai, Director - Electrical & Solar EPC

Praveen Pai heads the EPC business for land based solar and electrical EPC projects at Jakson Group. In his current role, he is responsible for driving business planning & growth, client relations, ensuring timely execution of projects and managing overall P&L of the business. Praveen is an electrical engineer with a post-graduate diploma in Marketing. He has more than 22 years of experience in Power Generation and Oil & Gas sector. His prior assignments were with BG India, Green Power, Rolls-Royce, Man B & W and Wartsila.

Mr. Pai: I think there are immense opportunities for growth in India at the moment for everyone. The industry needs to come together and work towards a healthy 'co-petition'. Quality

and safety should not be compromised in the quest for low costs, especially in solar where the rates have become extremely competitive. Infrastructure projects are built for the future and they

should last for their designed life. There should be commitment towards building a better India.



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Jakson Group is a leading energy and engineering solutions company offering a range of products and services that help our customers effectively meet their diverse needs in a safe and sustainable manner. The company is driven by its core values of building enduring relationships and its vision to be a trendsetter in energy solutions. Jakson's diverse energy solutions portfolio ensure that customers remain at the forefront, now and into the future.

Jakson core businesses include Powergen & Distribution, Solar, EPC and Defence. It also has investments in Hospitality and Education sector. Established in the year 1947, Jakson has an extensive presence in India with 2200 employees, 4 manufacturing facilities, 1 Global Training Centre, 22 Sales Offices, 2 Service centers and a wide network of channel partners and dealers. The company has business operations in India, Bangladesh, Nepal, Singapore and Dubai. Jakson headquarters are located in Noida, India.