

**AJAY GOEL, CEO, TATA POWER SOLAR**  
**JANUARY, 2015**  
**POWER WATCH**



**Ajay Goel, CEO,  
Tata Power Solar**

**C**urrently the solar energy scene in India is looking positive and the industry mood has started to shift from uncertainty to cautious optimism. Additionally, it is encouraging to see the rise of solar parks as well as PSUs, and states doing more within the solar space. The present government has rolled out some progressive policies and programmes, which we believe will definitely benefit industry leaders like Tata Power Solar.

As we prepare to achieve the 100 GW target in the next 8-10 years, the key lies in attracting substantive investment into this sector. As costs have come down, and with the policy environment starting to become more promising, the last big frontier — financing needs to play a crucial role in the coming year. The states are critical to this journey, as most of the action so far has been led by the Centre and now needs to be picked up by various

states. Robust state-level policies and sustainable financing are final ingredients to the catalyst that the industry needs to drive focused action. One key area that will attract serious investors is a centrally facilitated feed-in-tariff for solar; this is the mechanism that helped scale-up of solar around the world, including Gujarat and we welcome the long-awaited transition from reverse-bidding to a feed-in-tariff structure.

In addition to continuing focus on grid-connected plants, the government must not forget the distributed generation and off-grid markets. These critical segments that directly affect the corporate and residential consumers are still struggling in the face of uncertain policy environment, unreleased incentives and lack of robust financing. We are looking forward to the government turning its attention over to this critical area and drive innovative policies like net metering, feed-in-tariffs and incentives for innovation. As we approach 2015, we are very bullish and confident that India's solar energy space will thrive. As more volume and demand comes in, the industry will strategically expand and innovate after years of stagnation.