



Govt. should encourage indigenous manufacturing

Hartek Singh, CMD, Hartek Group

Achievements

The past one year has been spectacular for Hartek Group with all our five business units registering steady growth. Hartek Group bagged 1,025-MW solar grid EPC orders in 2016-17, a phenomenal increase of 733% as compared to our order size in the previous year.

Taking its rooftop solar business to the next level to tap the huge opportunities brought by the rapidly growing market for rooftop photovoltaic plants, Hartek Group also embarked on Hartek Solar Pvt Ltd, its rooftop solar vertical, in April this year.

Having commissioned 13.75-MW rooftop solar plants across the country in Tamil Nadu, Telangana, Uttar Pradesh, Gujarat, West Bengal, Punjab and Chandigarh, the Hartek Group rooftop solar business division has been rated among the notable rooftop solar installers in India with a 2% market share by Mercom Capital Group, a leading market analyst.

Firming up its standing as one of India's prominent transmission and distribution (T&D) companies excelling in adoption

of latest technologies, Hartek Power, the Engineering, Procurement and Construction (EPC) arm of the Hartek Group, also bagged its first GIS project in October from the Haryana Vidyut Prasaran Nigam Ltd (HVPNL) for executing a 132-KV gas-insulated substation at the 31-acre National Cancer Institute of the All-India Institute of Medical Sciences in Jhajjar.

As an acknowledgement of its expertise in executing smart grid technologies, Hartek Power even bagged a prestigious smart grid order from the Punjab State Power Corporation Ltd this year for the supply, installation and commissioning of SCADA relays at 55 substations in the upcoming Smart Cities of Ludhiana, Amritsar and Jalandhar.

Way forward:

While T&D will continue to be at the heart of all our businesses, we also have plans to take our rooftop business to the next level by coming up with innovative rooftop/small-scale solar solutions and attractive business models to capitalise on emerging trends.

Sustainability being at the core of our strategies, we will continue to invest in sustainable technologies and focus on the key factors that have contributed to our success, namely timely execution of projects, unmatched quality standards, a high-quality

product basket and emphasis on services.

Building on last year's momentum, when we had secured more than 1-GW solar EPC orders, we will now be targeting larger projects to get to the 2-GW mark by the end of the current financial year. We will be next going for the extra high voltage class in a big way. We are already working on 220 KV grid and plan to take this up to 400 KV and 765 KV, for which we are heavily investing in design and engineering and integrating latest technologies to be ahead of the game. We are also looking to take up more Smart City projects under area-based development, brownfield and rooftop solar projects.

Budget Expectations:

The government should address the concerns associated with GST and announce measures which boost investments. The government should announce special incentives for the renewable energy sector to offset the possible increase in project costs owing to GST. It should also encourage indigenous manufacturing of solar panels so as to reduce dependence on imports by extending special concessions to domestic manufacturers on one hand and increasing import duty on the other. Low-cost finance options can go a long way in promoting the Indian solar panel industry. 