



HARTEK GROUP AIMS AT FIRMING UP ITS FOOTHOLD

ELEC RAMA 2020
we are all about electricity
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How Hartek Group's business has scaled in last one year

The current financial year has been a great one for us. All our business verticals, including power systems, manufacturing and rooftop solar, have grown at an impressive pace. Our flagship company, Hartek Power, is fast approaching the 2-GW mark in connecting solar

projects to the grid, having commissioned a host of significant projects spread across Gujarat, Rajasthan, Karnataka and Uttar Pradesh. Involving substations of up to 220 KV, the major solar projects executed by the company in the past one year include a 130-MW project in Jodhpur district of Rajasthan, a 100-MW project in Bhadla

Digital substations equipped with SCADA and other automation devices, smart grid technologies, gas-insulated substations, biogas plants and Smart Cities of the future will be our other focus areas.

Simarpreet Singh,
Director,
Hartek Group



Hartek Solar's rooftop solar installations in Chandigarh locality

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80-kWp rooftop solar plant at Gurdwara Ishardham Nanaksar in Harike Pattan, Punjab



Solar Park, Rajasthan, another 100-MW project in Pavagada Solar Park, Karnataka, five projects ranging from 30-50 MW in Gujarat and a 40-MW project in Uttar Pradesh. Optimistic about bagging sizeable orders after the next rounds of auctions in coming months with projects to the tune of 500 MW already in its kitty, Hartek Power is expected to further improve upon its performance by the end of the current financial year.

Our rooftop solar division, Hartek Solar, has also grown at a remarkable pace, having achieved a portfolio of 25 MW. Our small-scale solar solutions in the form of customised plug-and-play kits with a unique remote sensing technology have gone a long way in giving a push to rooftop solar installations, particularly in the residential category. Hartek Solar has executed rooftop projects in more than 100 households in Chandigarh alone, and has another 200 residential projects in the pipeline.

Hartek Group's future roadmap

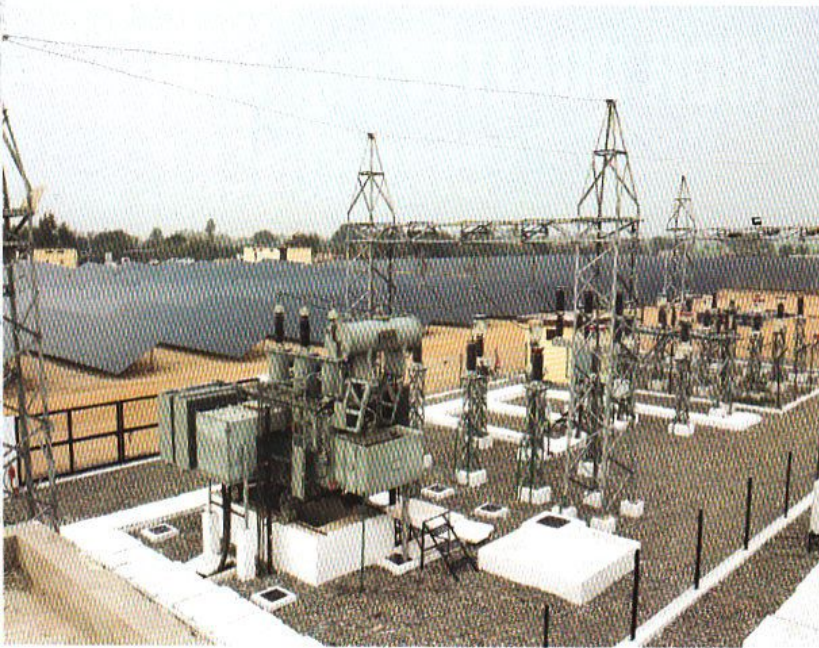
We are firming up our foothold by working on innovative small-scale solar solutions like solar trees and solar fencing to capitalise on emerging trends. We will also be focusing on energy storage solutions and charging stations infrastructure to build a truly sustainable ecosystem for future generations. Digital substations equipped with SCADA and other automation devices, smart grid technologies, gas-insulated substations, biogas plants and Smart Cities of the future will be our other focus areas.

We have already launched our Smart Cities business unit and have executed smart grid projects in the upcoming Smart Cities of Ludhiana, Jalandhar and Amritsar. These prestigious projects were awarded to us by the Punjab State Power Corporation Ltd for the supply, installation and commissioning of SCADA relays at 55 substations in the three cities. We will be targeting more Smart City tenders at the state and Central level in the power infrastructure space.

Be it upgrading existing conventional grids to automated grids or completing power augmentation of cities, we at the Hartek Group strive to offer



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Solar EPC project in Muktsar, Punjab

unmatched services to all our clients through our world-class execution skills. We will continue to contribute significantly to building a state-of-the-art T&D network based on smart grid applications like SCADA, which can go a long way in catering to efficient power supply. Sustainability being at the core of our strategies, we will continue to invest in sustainable technologies.

All fired up about adoption of renewable energy and sustainable power infrastructure, we envision the Hartek Group among the Fortune 500 companies—a global leader in EPC of power systems, rooftop solar and manufacturing. Our larger aim is to ensure that every household is well connected with reliable, sustainable and affordable electricity. Our entire focus is to work very closely with customers and provide them with the right technology solutions.

Key differentiators

Our diversified portfolio is one of our biggest strengths, but what has really clicked for us is our focused approach and integrated business model. While people view the Hartek Group as a diversified one with five business units, we see it as one core business model going for forward and backward integration to add value for the end consumer.

Apart from our execution and design capabilities, we owe our success to our unflinching commitment to

quality, timely execution of projects and unmatched services. What has enabled us to emerge as one of the fastest growing EPC companies in the Indian solar space is our unmatched power evacuation expertise and the immense value we create for key developers.

Collaboration is another core strategy of ours which has paid rich dividends. We have built up on the collaborative model of doing business through technical collaborations and licence agreements with global industry giants. For instance, we have tied up with Schneider Electric in manufacturing high-voltage electrical panels and other power distribution products. Our business model is based on collaborating with like-minded partners who are committed to problem-solving and creating a better infrastructure. Unlike other EPC companies, we have maintained a single-supplier system all these years, which has given us an edge. We also have a strong integrated bond with leading suppliers like Siemens, ABB, Havells and Mehru. Our tactical tie-ups with multi-nationals have been a game changer, enabling us to execute EPC projects in record time and helping us achieve unprecedented growth.

Hartek at ELECRAMA 2020

Participating in ELECRAMA for the fourth time, we will be primarily showcasing our services as a leading EPC company which offers unmatched quality and excels in timely execution. Our focus will be on clean energy and the substation projects completed by us. Known for our uncompromising quality standards and timely execution of projects, we have been able to create immense value in the transmission and distribution value chain, which has helped us bag sizeable orders from many big players.

In the last edition of ELECRAMA, we had showcased our newly introduced mobile testing van service, a first service of its kind operating Pan-India. Equipped with hi-tech gadgets and testing instruments, the van is just a phone call away to rectify faults and carry out repairs at power projects and substations. In this edition of ELECRAMA, we will again focus on our service capabilities and the new technologies that we are integrating.