

Rating Rationale

Brickwork Ratings assigns “Solar Power (SP) Rating# for Decentralised Solar PV Applications”- System Integrator- of “SP 4E” to Harshal Enterprises (HE or ‘the Firm’). The Rating indicates ‘Weak Technical Capability’ and ‘Poor Financial Strength’.

System Integrator

SP 4E

BWR has principally relied upon the CA certified financials for FY17 and information/clarifications provided by the management.

The rating has positively factored the qualification of the promoter to handle technical operations. The rating is, however, constrained by poor technical capability, small scale of operations, low capital infused to handle solar projects, intense competition and highly fragmented nature of the industry.

Background

Harshal Enterprises (HE) was established on 31st May 2016 at Pune, Maharashtra as a Proprietorship Firm. Harshal Enterprises is primarily engaged in providing Engineering, Procurement and Construction/Installation (EPC) business to industrial, residential and commercial customers. In its first year of commencement, the firm has supplied solar components to its sister concern “Visswaswarup Enterprises”.

Technical Capability

Promoters Track Record

Mr. Harshal Wani, is the proprietor of this firm. Prior to this, he was employed with “Visswaswarup Enterprises” which was owned by his cousin brother. After gaining experience, he established this firm on 31st May 2016.

Technical Expertise and Adequacy of Manpower

Harshal Enterprises is currently employing only one technical person viz, Mr. Harshal Wani. He has completed Engineering in the field of Electronics & Telecommunications. He has helped “Visswaswarup Enterprises” in installing Solar PV modules with aggregating capacity of 500 kWp. The firm has stated that they hire staff and labour on contractual basis only when Solar related projects are available.

Quality of Suppliers and Tie-ups

The firm procures raw materials from Mumbai, Pune, Bangalore, Chennai etc, and maintains good relationship with them

Customers and O&M Network

The firm has O&M tie up with Raychem RPG Pvt Limited, Goldi Green Technologies Pvt Limited and Pearl Enterprises.

The Technical Capability of the Firm is considered to be **Weak**.

Financial Strength

The assessment of financial strength has been made on the CA certified financial statements as on 31st March, 2017 submitted by the Firm. As of 31st March, 2017 the firm has reported a provisional turnover of around Rs. 0.18 cr which was from the receipts of supplying Solar components to “Visswaswarup Enterprises”. Proprietors' capital is reported to be Rs. 5,000 (Rupees five thousand only) as on March 31 2017. The firm has not taken any term liabilities from bankers or any other financial institutions. They are maintainig current account with Saraswat Co – Op Bank Limited and the account is standard.

The Financial Strength of the Firm is assessed to be **Poor**.

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