

# Brief Profile of Sharika Enterprises Limited

## About

Sharika Enterprises Ltd. was formed in the year 1998 and started as a consultancy service provider in the field of power and telecom sector years down the line, Sharika entered into various associated business lines and emerged as a technology, engineering, construction, manufacturing and consultancy service provider, with projects all over India.

Sharika addresses critical needs in key sectors like infrastructure, power, oil& gas etc. Sharika is engaged in core, high impact sectors of the economy and our integrated capabilities ensure that we live up to are motto 'design to deliver'.

With over 19 Years of a strong, customer focused approach and a continuous quest for world-class quality, we have unmatched expertise in all our sectors. not only do we maintain a good reputation in all our major lines of business, but also embed Sustainability into our long-term strategy for growth.

### **THE INCESSANT TRIUMPHS- SIGNIFICANT TRANSFORMATIONS**

We started out in partnership with LS Cable, Korea. One of the major projects we did were 400kV XLPE Cables for various companies in India. LS Cable supplied more than 500 km of 220 kV XLPE Cables in India, valued more than US\$ 150 million/INR 700 crores in 2010.

In early 2000's, we joined hands with Hyosung Corporation for GIS for Hydel projects in India & Bhutan. During the period of four years, between 2000 and 2004 we started expanding our portfolio. We associated with Andritz Hydro, Austria in developing their Hydro Power Project in Northern/North East part of India. Hyosung Corporation is in the process of executing a 400KV Gas Insulated Switchgear project at 4×300 MW Teesta-III HEP in Sikkim. Further, we signed a contract for 420 kV and 245 kV Gas Insulated Switchgear package for the 1200 MW Punatsangchhu-I HEP funded by Punatsangchhu-I HEP Authority and were also awarded the 420 kV GIS Package for 6x170 MW Punatsangchhu-II HEP. We also had a joint venture with Elettromeccanica, Italy for manufacturing of Cast Resin Transformers during this period.

As the size of the company increased, our portfolio started growing leap and bounds. In 2005, we started LED Business in association with DONGBU, Korea (formerly Fawoo, Korea).

In the recent past, we saw that the need for inexhaustible sources of energy was on an all-time high. In order to keep ourselves in sync with the latest trend in energy sector, we diversified our portfolio across solar energy sector. In last year's few years, we were empanelled as channel partners with SECI for Grid Connected Solar System for Northern and

Eastern States. We are also empanelled as channel partners with MNRE/ rating 3C-ICRA/ Grid Connected & OFF- Grid Solar Plant.

We are proud to be associated with **Delhi Metro Railway Corporation** (DMRC) for providing auxiliary power to underground as well as elevated metro stations for lighting, air conditioning, escalators, etc. are powered by 350-400 numbers of 33/0.415 kV, 200-3000 kVA Cast Resin Transformers supplied by Elettromeccanica, Italy.

We have introduced futuristic power products in India such as Medium Voltage Screened Connectors and Bushings from NKT, Germany and a range of LED Lighting Products from DongbuLightec Co. Ltd, South Korea.

## **Business**

OUR CORE COMPETENCE IN THE FOLLOWING AREAS AROUND WHICH WE OFFER OUR SERVICES-

- Marketing Consultants for foreign principals in large power projects.
- Technical competence in cable solution, transmission and distribution systems.
- Project Management Consultancy & Project Execution Services.
- Introducing Smart Grid Technologies in power sector.

## **Services**

### **Site Survey**

We accord high significance to conducting site surveys as a preliminary step in all of our projects. This also involves inspection of the designated regions to plan an effective and efficient work procedure.

### **Design and Engineering**

We cater to the demands by anticipating proper designing of the model which we are endeavouring.

### **Procurement**

Till date, we have many satisfied clients and have successfully implemented over 50 projects inclusive of all our fields of expertise.

### **Engineering Procurement and Construction**

We have shown magnanimous performance in designing, procurement and construction. This is evident by the success of our projects even in difficult terrains like in Ladakh (J&K).

### **Operation, Maintenance, and CAMC**

We ensure the quality of our work by preparing ourselves holistically, both in terms of mode of operation, state of machinery and maintenance norms as per the prevalent market standards.

### **Performance Analysis**

We ensure timely, meticulous and an all comprehensive performance analysis to ensure that our projects on technology, EPC, and infrastructure are state of art.

## **Solutions**

### **CONSULTANCY-VALUE ADDED SERVICES**

Our team provides professional Value Added Services (VAS) that are customized to make our principal's businesses a success in India to that satisfaction of the client. We introduced Elettromeccanica, Italy since Year 2002 and the company executed 350-400 numbers of 33/0.415KV, 200-3000KVA Cast Resin Transformers to the Auxiliary Substations in Delhi Metro (DMRC)- Phase I & II, supplying auxiliary power to underground as well as elevated Metro stations are powered by supplied by Elettromeccanica, Italy.

### **ENERGY MANAGEMENT AND AUTOMATION**

We at Sharika Enterprises are proficient for addressing various aspects of Smart Infrastructure applications (Smart Grids and Smart Cities) and are also developing new hardware and software products to fill the market gap. Currently, we are helping several utilities and technology providers with our in-depth knowledge in the domain and deploying solutions to address most compelling needs of customers with best of technologies from global OEMs. Apart from this, Sharika is investing in local product development for the new applications required to achieve smart infrastructure. Our smart infrastructure services include smart street lighting with embedded PWM controls for switching, dimming and providing communication backbone for other municipal needs viz., AMI hops to improve mesh density, Wi-Fi Hotspots and Fiber / Radio (5.8 GHz) backhaul.

### **LED LIGHTING SOLUTIONS**

Sharika Lightec Ltd is a subsidiary company of Sharika Enterprises Ltd, India a diversified technology company focused on improving and simplifying people's lives through meaningful innovation in Lighting. Since the introduction of the first Smart ON light bulb in Year 2010, innovation and a people-centric approach have always been at the core of our company. Our commitment is to deliver new lighting technologies, and locally relevant consumer products that make a real difference to our customers across the region. We

believe that the best way for us to do this is through deep understanding of people's needs and desires. LED lighting is arguably the most profound change the lighting industry has witnessed since the invention of electric light itself. LEDs are transforming the nature of lighting by opening up new possibilities for how and where artificial light can be used to enhance the human experience. LED technology allows for ground-breaking designs inspired by purity and beauty. SmartOn brand offers the widest range of LED products available in India. LEDs provide incredible energy efficiency without sacrificing light quality, power output or choice. SmartOn offers complete end-to-end services that will help you with several tasks and minimize the risk of your investment. SmartON brand offers wide range of lighting solutions for indoor and outdoor lighting applications.

### **MANUFACTURING OF CAST RESIN TYPE TRANSFORMERS**

Elettromeccanica India Ltd is a joint-venture company with Elettromeccanica Colombo, Italy. It is a leading manufacturer of transformers based in Milan. Elettromeccanica India is held in high esteem and has the confidence of an established clientele of users, plant installers and consultants for its high quality, operational reliability and long lasting products. The company manufactures the following types of transformers- low voltage transformers up to 2500 kVA nominal voltage up to 1.1 kV and distribution transformers up to 5000 kVA nominal voltage up to 36 kV. In India we meet the growing demand of high quality cast resin type transformers with special foil type aluminum / copper winding technology.

### **ENGINEERING PROCUREMENT CONSTRUCTION (EPC)**

For our Engineering Procurement Construction (EPC) business, we draw on our experience in the supply, installation, testing and commissioning, and providing after sales services in EHV cables, cable jointing up to 400kV, transformers, switchgear, autoreclosers & unmanned sub stations. SEPL specializes in total turn-key electrical contracts catering to various segments like, EHV Cable Laying, Testing & Commissioning, Switchyards, Industrial & GIS, which involve supply, installation, testing and commissioning from 11kV to 400kV. We provide integrated solutions, products and services on turnkey basis to our clients in the power sector. We have executed projects all over India & abroad especially in difficult and challenging terrains and severe weather conditions.

### **PV-SOLAR SYSTEMS**

Sharika Enterprises offers complete solution to the energy needs through Solar Street Lighting system, Solar Home Lighting system and Grid & Off-Grid Rooftop Solar Power Plants. We play an essential role in executing solar power projects. We also offer feasibility analysis, designing systems, procurement of equipments, installation, commissioning and maintenance. Recently we emerged as a winner in the Konkan Railway 20Kwp capacity wind plus solar hybrid system at Chenab bridge site - Kauri in Katra - Dharam section of Udhampur - Srinagar - Baramulla rail link project in the state of Jammu & Kashmir.

## **GENERATION-HYDEL**

We offer end to end services in the establishment of Hydroelectric Power Plant. Sharika is awarded the first Mini/Micro Hydro project of Surasyar 2MW in the state of Jammu & Kashmir by Jammu & Kashmir Energy Development Authority (JAKEDA).

## **MARKETING REPRESENTATION**

The various proposals in generation and transmission are currently under different implementation stages. However, the power sector in India has been plagued with a set of problems for meeting the planned targets. Although, measures have been defined by the policymakers and stakeholders in a sense of complacency that the issues will indeed be resolved and India will plug the supply deficit of power to resolve the same but looking at the past record, it can be estimated that the resolution measures may not be implemented. We represent our clients by offering them various services related to marketing, consultancy, and liaising and project management. Certain best practices around stakeholder management, integrated project and asset development and interdependency mapping across various entities can help improve overall project planning. Once we break the problem down and identify the bottlenecks, we may be able to better understand the integration challenges that such large projects pose. While there may be heavy dependencies on equipment suppliers and challenges around logistics and work-front availability – with the right and timely application of project management principles along the lifecycle of the project, one can strive to achieve increased project completion against baselines. After we understand the practical implementation challenges, various teams and people get aligned to the overall strategy, then the delivery on our estimated plans becomes more of a reality.