

Grading Rationale

B2K Analytics assigns “Solar Power (SP) Grading# for Decentralised Solar PV Applications” - System Integrator of “SP2C” to K.R. Traders (The firm). The Grading indicates ‘High Technical Capability’ and ‘Moderate Financial Strength’.

System Integrator

SP2C

B2K Analytics (B2K) has principally relied upon the audited financials of FY22, FY23, FY24, FY25 Provisionals of the firm and FY26 projections, publicly available information and information/clarifications provided by the firm.

The grading reflects favourable demand outlook for solar energy, orders in hand amounting to INR 21.00 Lakhs, experience in execution of solar projects, moderate coverage metrics, moderate return on capital employed and comfortable current ratio. The grading is, however, constrained by the decrease in revenue of the firm, decrease in net worth of the firm on account of withdrawals, inherent execution risks associated with solar projects and intense competition from other players with higher capabilities & with established name in the vicinity.

Background

K.R. Traders was established on 9th April 1984 in Pune, Maharashtra. The Partners of the firm are Mr. Joginder Nath, Mr. Deepak Nath and Mr. Anand Nath.

The firm specializes in RCC Structures, Steel Structures and Infrastructure Projects such as Water supply systems, Solar plants, Electrical and HVAC Projects. The firm has successfully delivered more than 100 Turnkey projects and has constructed various important structures such as the PMC, KCB Administrative Headquarters office, Aircraft Hangars for Pune Air force Base, 5MW Solar Plant at CME, Pune.

The Solar revenue of the firm accounted for ~12 percent in FY23, 17 percent in FY24 and 23 percent in FY25.

There are around 35 employees working for the firm and other employees as and when required.

The CA certified net-worth of the firm is INR 1122.69 Lakhs as on 12th March 2025.

The firm's GST registration No is 27AABFK3457G1ZE dated 01/07/2017 and Udyam Registration Certificate no. is MH26B0041434 dated 22/02/2018.

Technical Capability Analysis

Promoter's Track Record

The partners of the firm have vast experience of more than two decades in the industry.

Technical Expertise and Adequacy of Manpower

The technical team of the firm is an experienced and professionally qualified team. The firm has an in-house experienced technical team of around 10 members to carry out the project specific requirements.

Quality of Suppliers and Tie-ups

The firm procures materials such as Solar Panels, Inverters, Transformers, Solar AC/DC Cables etc from reputed vendors like TATA Power Solar, Hitachi, Schneider, Western Electricals, Polycab/Fine Enterprises, Janbhulkar Technologies and Techno craft.

Customers and O&M Network

The clientele of the firm includes Chief Engineer Pune Zone (MES), Chief Engineer (FY), Chief Engineer R&D (MES), NBCC (India) Limited and Pune Municipal Corporation.

The **Technical Capability** of the firm is **High**.

Financial Strength Analysis

Sales

The total revenue of the firm has increased from INR 3435.92 Lakhs in FY23 to INR 3549.73 Lakhs in FY24. However, it has decreased to INR 2255.83 Lakhs in FY25 as reported in Provisional financials.

Coverage Metrics

The firm has good coverage metrics with Debt Service Coverage Ratio (DSCR) of 4.03 times and Interest Service Coverage Ratio (ISCR) of 7.74 times in FY24.

Total Debt/Tangible Net Worth:

The firm is moderately leveraged with debt –equity ratio of 1.37 times in FY24.

Return on Capital Employed

Moderate return on capital employed of 13.86 % in FY24 indicating adequate use of available resources.

Conduct of Bank Account

As per the Assistant General manager of Bank of India, Pune Main Branch, firm is holding an OD Limit and BG Limit. The conduct of account is Satisfactory.

The overall **Financial Strength** of the firm is assessed to be **Moderate**.

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