



# HPL Electric & Power Limited

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**May 22, 2025**

The Manager,  
Listing Department,  
**National Stock Exchange of India Ltd.**  
"Exchange Plaza", C-1, Block G,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai – 400 051

The Secretary  
**BSE Limited**  
25<sup>th</sup> Floor, New Trading Ring, Rotunda  
Building, PhirozeJeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400 001

**Symbol: HPL**

**Scrip Code: 540136**

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation**

Dear Sir(s)/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the conference call for investors scheduled to be held on **Friday, May 23, 2025 at 12:30 p.m.** (IST) is enclosed herewith.

The said Earnings Presentation has also been uploaded on the Company's website i.e. [www.hplindia.com](http://www.hplindia.com)

We request you to kindly take the same on record.

Thanking You

Yours Faithfully,  
For **HPL Electric & Power Limited**

Vivek Kumar  
Company Secretary  
Encl: As stated above



HPL ELECTRIC & POWER LIMITED

# Results Update

Q4FY25 & FY25







# Disclaimer

*This presentation and the following discussion may contain “forward looking statements” by HPL Electric & Power Limited (“HPL” or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of HPL about the business, industry and markets in which HPL operates.*

*These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond HPL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of HPL.*

*In particular, such statements should not be regarded as a projection of future performance of HPL. It should be noted that the actual performance or achievements of HPL may vary significantly from such statements.*





# Discussion Summary

[www.hplindia.com](http://www.hplindia.com)



Company Overview

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Q4FY25 & FY25 Performance Update

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Business Strategy



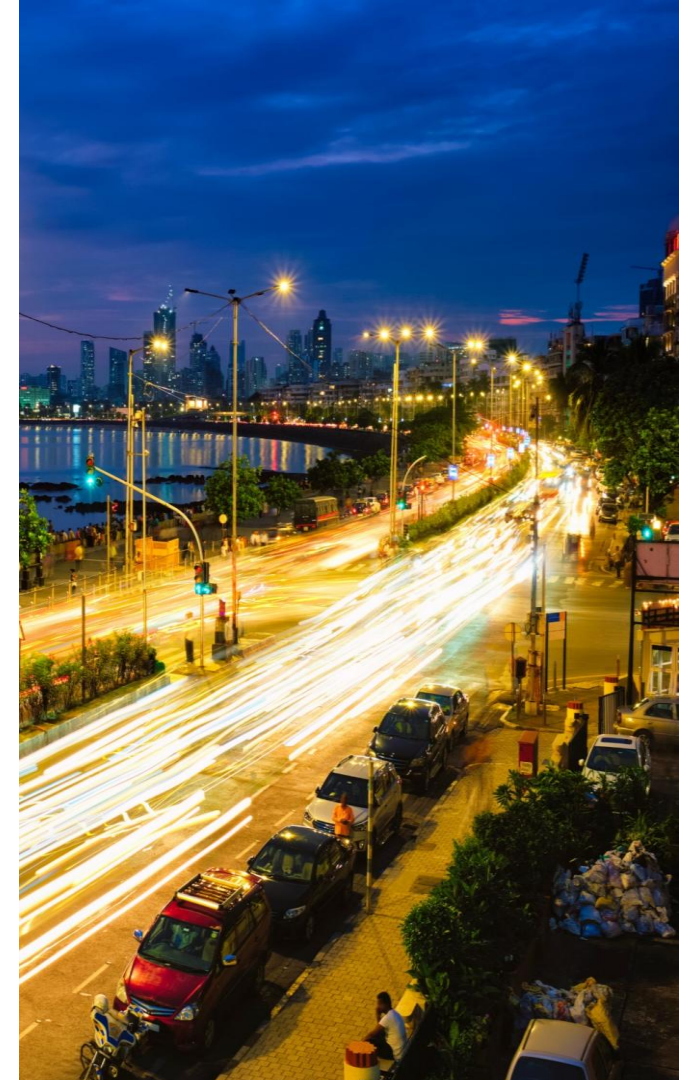
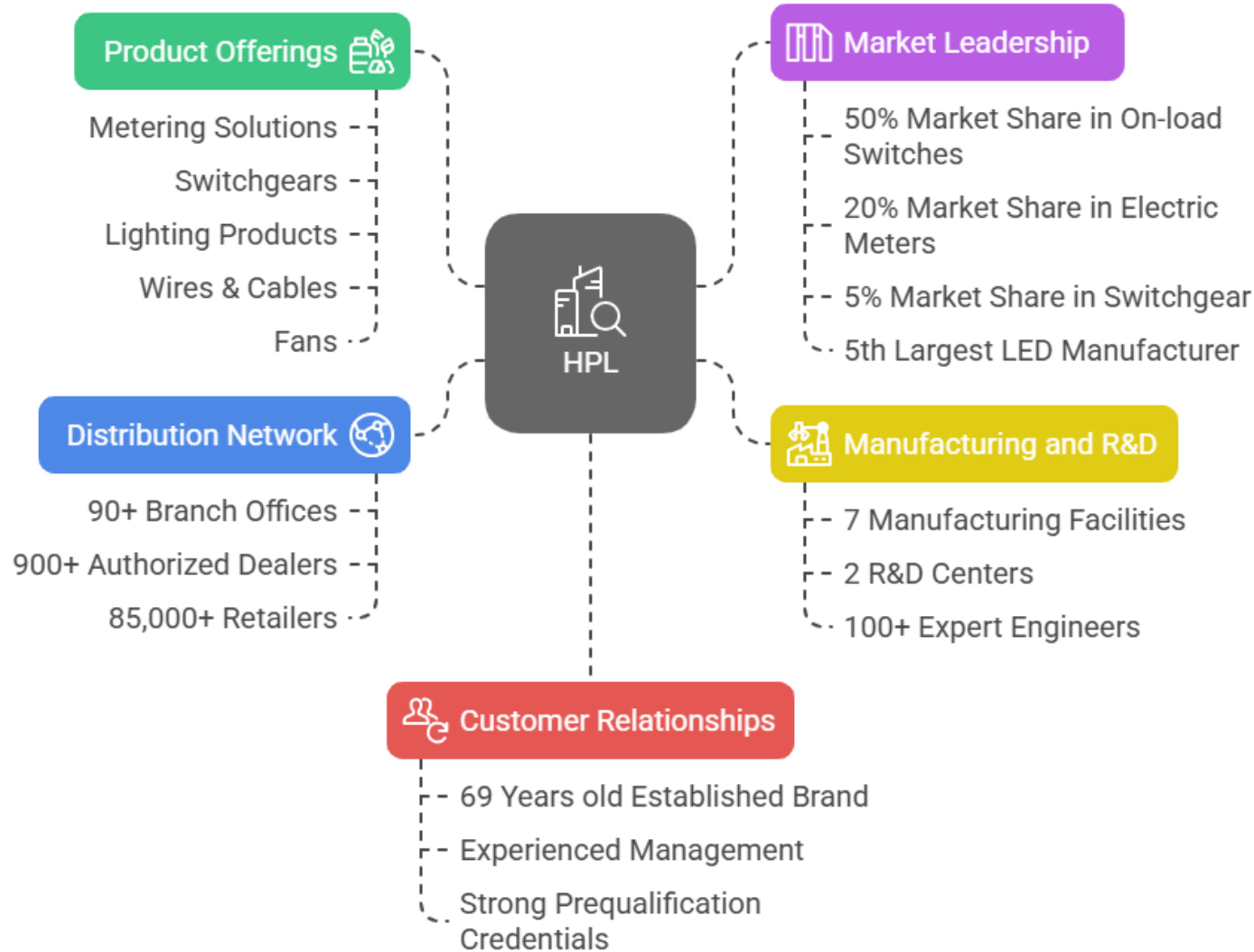
01

# Company **Overview**





# Our Investment Rationale



01

## Trusted Electric Equipment Manufacturer

- **'One-stop shop'** offering wide range of low-voltage electric products -
  - ❖ Metering Solutions (conventional and smart meters)
  - ❖ Switchgears
  - ❖ Lighting Products
  - ❖ Wires & Cables
  - ❖ Fans
- Innovative, quality and technologically superior products catering to varied market segments and at different price points

02

## Market Leader in Electric Meters & On-load Change-over Switches

- **'50% Market Share'** in the Domestic On-load Change-over Switches Market \*
- **'20% Market Share'** in Domestic Electric Meters Market \*
- **'5% Market Share'** in the Low-voltage Switchgear Market \*
- **'5<sup>th</sup> Largest'** LED Lighting Products Manufacturer \*

03

## Integrated Manufacturing Operations Combined with Strong R&D Capabilities

- **7 state-of-the-art Manufacturing facilities** with capabilities across design & product development, component designing, tool making and commercial production
- **2 R&D centers housing 100+ expert engineers** having rich experience in the electrical industry and a proven track record of product innovation

### Company Overview

## Our Investment Rationale



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## Established Pan-India Distribution Presence

- Established Pan-India Distribution network consisting of –
  - ❖ **90+ Branch & Representative Offices**
  - ❖ **900+ Authorized Dealers**
  - ❖ **85,000+ Retailers**

05

## Long-standing Customer Relationships, Experienced Leadership Team, and Strong Pre-qualification Credentials

- **69 years old Established Brand** with strong recall across various customer segments – Power Utilities, Government Agencies, Retail & Institutional Customers
- Highly Experienced management team
- **Strong prequalification credentials** in the metering and switchgear businesses creating high benchmarks

**Note:** \* Frost & Sullivan 2016

## Company Overview

## Wide-Ranging Product Portfolio

- HPL is the “ONE-STOP SHOP” for Low Voltage Electrical Equipment across market segments and price ranges

- HPL's complementary product offerings enable cross-selling and lead to **STRONG BRAND RECALL**



## Product Portfolio

## Metering Solutions

## Smart Meter



## Net Meter



## Prepaid Meter



## Trivector Meter



emfis

## Industrial Switchgears

## Industrial Applications



ACB



MCCB



Automatic Transfer Switch



Onload Changeover Switch

## Domestic Switchgears

## Domestic Applications

Osafe MCB



Techno (N) MCB



RCCB



Phase Selector



## Modular Switch &amp; Accessories

Toggle Switches



Push Bells



Plug Sockets

smART  
ART MEETS STATE-OF-THE-ART

## Solar



Solar Net Meter



Solar AC Distribution Box



DC Disconnect



Solar Array Junction Box



Solar Cables

## Lighting Equipment

## Consumer LED Products

Aries LED



LED Glow 9W



## Commercial LED Products

Mitered



CRCA Panel



## Outdoor LED Products

Street Light



LED Flood Light



## Wires and Cables

## Fire Resistant Cables



## Co-axial Cables



## Solar Cables



## Networking / Telecom Cables

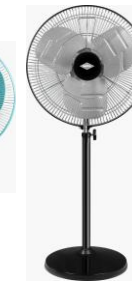


## Fans

## Decorative Series



## Table Fans



Exhaust Fan

Customers

Power Utilities

Public &amp; Private Enterprises

Residential &amp; Commercial Users



## Company Overview

## State of Art Manufacturing Facilities

**Gurugram**

**Facility I:** Electronic Meters, R&D Center for Smart Meters

**Facility II:** Lighting Equipment and Electronic Meter Parts

**Jabli**

**Facility I:** Switchgear, Electronic Meters, and Parts of Lighting Equipment

**Himachal Energy Facility II:** Electronic Meters, Panel Meters and Clips for Panel Meters

**Kundli**

**Facility I:** Switchgears, Parts of Electronic Energy Meters and Parts of Lighting Equipment

**Facility II:** Lighting Equipment

**Gharaunda**

**Products:** Wires and Cables

Product Segments	Capacity (per annum)
Electronic Meters	11 million units
Lighting Equipment	26 million units
Switchgear	16 million units
Wires & Cables	194 million meters

## Quality &amp; Compliance Certifications

KEMA



CE

CB



ISO-27001:2005



# New Product Launch

## Industrial Switchgear



TTA Panel

Continuous R&D to Launch and Market Exciting New Innovative Products

ATS / MCCB/ Domestic Switchgears



ATS 310



DC MCCB



ATS 1600A



Techno RCBO 6A – 63A



ATS 360



AFDD



ACCL

Smart meter / MCCB Panels



Smart MCCB Panel



Smart Starter Panel

Lighting Products



LUMINO TRICO LED  
DOWNLIGHT  
CWO & RGP



ROUTE BRIGHT LED  
PC STREET LIGHT  
20-30-50W

## Company Overview

# Established Pan-India Distribution Network & Brand Presence



**Established Pan-India Distribution Network & Brand Presence  
To Capture Significant Growth Potential In Electrical Equipment Industry**



**90+** Branch & Representative Offices

**6** Master Warehouses across India

**900+** Authorized Dealers and

**85,000+** Retailers

Carrying and forwarding agents (C&F) model for sale and supply through authorized dealers

**620+** full time employees responsible for promotional and brand building activities for our products





## Company Overview

# Extensive Experience, Established Relationships, Strong Credentials

Strong execution, established relationships and strong pre-qualification credentials make HPL a preferred supplier of specialised electrical equipment



## Extensive Experience

- Strong Promoter pedigree with more than 53 years of experience
- More than 31 years of average experience of senior management team
- Strong R&D and manufacturing capabilities



## Established Relationships

- Established relationships with Institutional customers, Power Utilities and Governmental Agencies across India
- HPL has created a “niche” for itself in technologically advanced products like Metering and Switchgear businesses



## Strong Pre-qualification Credentials

- HPL works with Power Utilities and Government Agencies pursuant to direct contractual arrangements, obtained through bidding processes, requiring certain pre-qualification requirements
- HPL meets all pre-qualification credentials including past experience, technical requirements, quality and safety compliances, financial strength, and price competitiveness

## ‘One-stop shop’ of low-voltage “consumer” electric products

- Offer a wide range of innovative, and technologically superior products in the “Lighting, Switchgears, and Wires & Cables segments” which cater to varied market segments and at different price points



02

## Q4FY25 & FY25 **Performance Update**

## Performance Update

# Q4FY25 & FY25 Salient Highlights

**Revenue Growth**

- 16.14% YoY in Q4 FY25; 16.39% YoY in FY25.
- Metering, Systems & Services grew 26.16% in FY25, contributing ₹ 1075.61 crore.
- Cables grew by 23.6% YoY, while domestic switchgear grew by 16% YoY in FY25.

**Metering, Systems & Services Revenue Growth**

- 22.74% YoY in Q4 FY25, generating ₹ 313.95 crore.

**Consumer, Industrial & Services Segment Revenue**

- Increased by 6.10% YoY in Q4 FY25, with ₹ 178.59 crore.
- Lighting grew by 31%, and the Cable segment grew by 21%.

**Gross Profit Improvement**

- Grew by 17.03% in Q4 FY25 to ₹170.14 crore, and by 19.10% in FY25 to ₹595.61 crore.

**EBITDA Increase**

- 48.92% YoY to ₹ 82.24 crore in Q4 FY25; 32.53% to ₹ 254.65 crore in FY25.

**EBITDA Margin Improvement**

- Expanded by 368 bps in Q4 FY25 to reach 16.70%, and by 182 bps in FY25 to reach 14.98%.

**Order Book**

- ₹ 3,500+ crore as of 20<sup>th</sup> May 2025.

**Profit Before Tax & Profit After Tax**

- PBT: ₹ 51.11 crore in Q4 FY25; ₹ 127.64 crore in FY25.
- PAT: ₹ 37.28 crore in Q4 FY25; ₹ 93.99 crore in FY25.

**EPS**

- Increased to ₹ 14.58 in FY25 from ₹ 6.78 in FY24.

**Rating Update**

- Crisil has upgraded the rating from A- to A during the year.
- India Ratings and Research (Ind-Ra), another rating agency, has assigned IND A+ rating with a stable outlook.



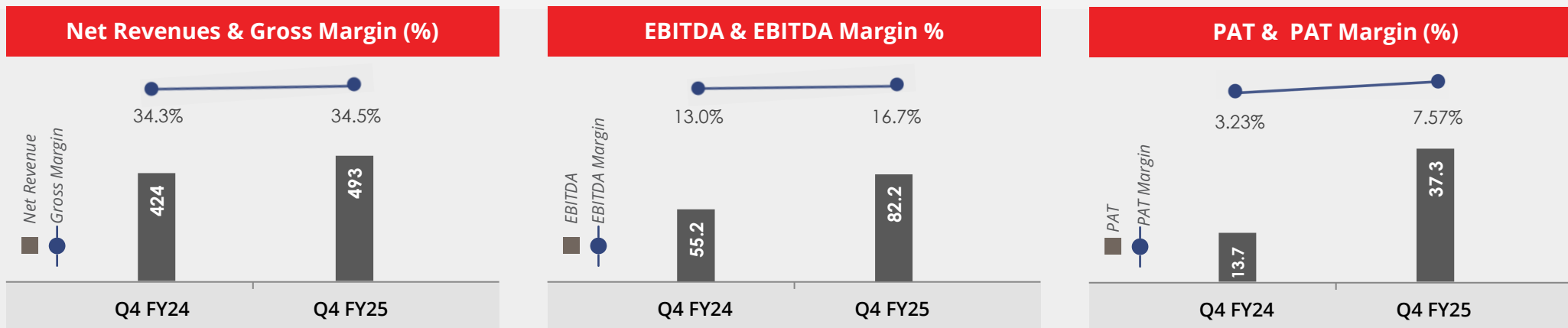
**Note:** based on consolidated figures



# Q4FY25: YoY Performance Analysis



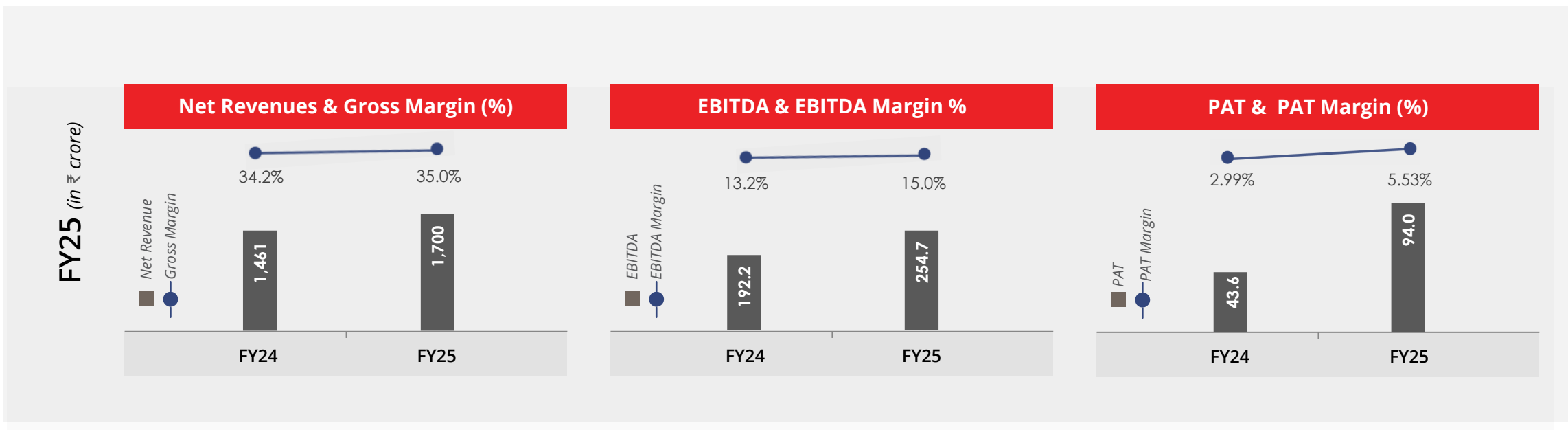
Q4 FY25 (in ₹ crore)



The Q4FY25 results show strong growth with net revenue rising to ₹ 493 crore and significant improvements in EBITDA and PAT margins, indicating robust operational efficiency and profitability.

**Note:** based on consolidated figures

# FY25: YoY Performance Analysis



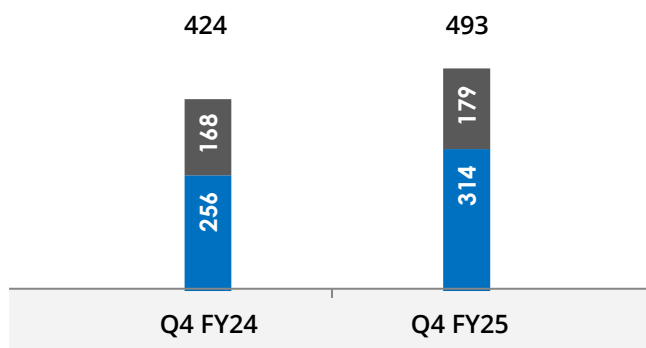
FY25 results show strong growth with net revenue rising to ₹ 1700 crore and significant improvements in EBITDA and PAT, demonstrating enhanced profitability and operational efficiency.

## Q4FY25 : YoY Segment Analysis



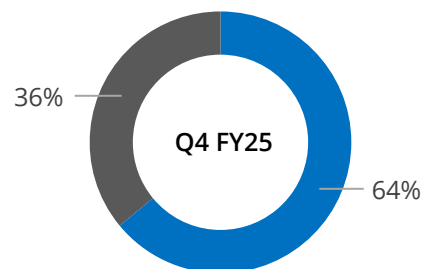
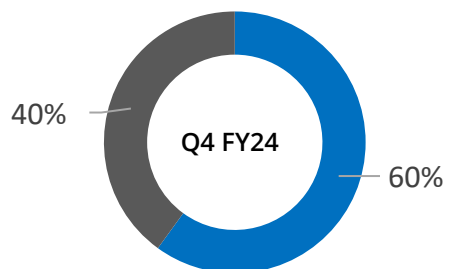
(in ₹ crore)

## Segment Net Revenue &amp; EBIT Margin



% EBIT Margin	Q4 FY24	Q4 FY25
■ Metering, Systems & Services	14.16%	18.74%
■ Consumer, Industrial & Services	10.82%	14.08%

## Segment Revenue Share %



- Metering, Systems & Services
- Consumer, Industrial & Services

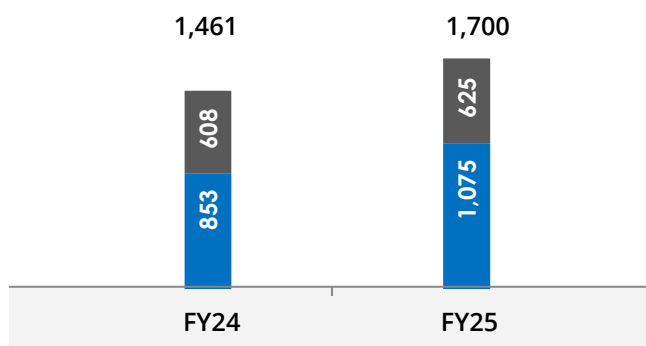


## FY25 : YoY Segment Analysis



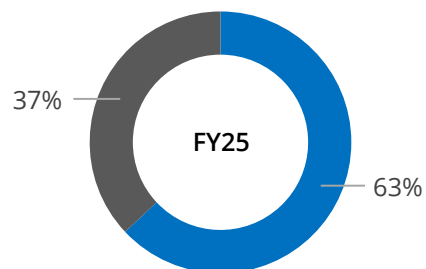
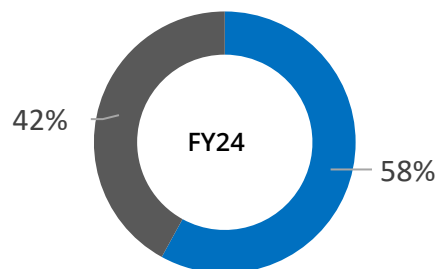
(in ₹ crore)

## Segment Net Revenue &amp; EBIT Margin



% EBIT Margin	FY24	FY25
■ Metering, Systems & Services	14.64%	17.01%
■ Consumer, Industrial & Services	11.37%	11.45%

## Segment Revenue Share %



- Metering, Systems & Services
- Consumer, Industrial & Services

# Update & Business Outlook



- **The company is holding a strong and stable order book and executing the current order on a fast-track mode to maintain a healthy execution of the current pipeline.**
- **The '5G' sector continues to grow as digitalization and connectivity infrastructure progresses.**
- **The 'Metering & Systems' segment will be the driving segment and is anticipated to receive good traction with a strong execution cycle.**
  - ❖ Metering segment received very good traction in H1FY25 and has good inspection and inquiries in the pipeline.
  - ❖ Capacity extension for smart meter manufacturing including component manufacturing has been enhanced.
- **Smart Meters are the next game changer in the growth-building process.**
  - ❖ The Company has positioned itself very well in the smart meter market and is receiving good traction from customers. The current meter order book has 99% Smart Meters and it is expected to further rise. Smart meters attract higher realizations, thereby resulting to increased revenue and enhanced profitability.
  - ❖ Overall, there is positive performance in the Consumer, Industrial & Services segment with growth in switchgear and wire & cables; however, lighting faced value erosion as an industry-wide phenomenon, leading to price reductions and mild sales impact.
- **Overall strong order book of ₹ 3500+ crores ensures revenue visibility for the short and medium term.**
  - ❖ Metering, Systems & Services contributes around 99% of the order book,
  - ❖ The enquiry base for metering tenders remains healthy.
  - ❖ **The Company's growth trajectory is strong, and it is confident of driving sustainable growth in future with competitive R&D capabilities.**

## Rating Update

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- India Ratings and Research (Ind-Ra), another rating agency, has assigned IND A+ rating with a stable outlook.



# Q4FY25 & FY25 Consolidated Profit & Loss Statement

Particulars (In ₹ Crore)	Q4 FY25	Q4 FY24	YoY%	FY25	FY24	YoY%
<b>Revenue from Operations</b>	<b>492.54</b>	<b>424.09</b>	<b>16.14%</b>	<b>1,700.24</b>	<b>1,460.86</b>	<b>16.39%</b>
COGS	322.40	278.72	15.67%	1,104.64	960.76	14.97%
<b>Gross Profit</b>	<b>170.14</b>	<b>145.37</b>	<b>17.03%</b>	<b>595.61</b>	<b>500.09</b>	<b>19.10%</b>
<b>Gross Margin (%)</b>	<b>34.54%</b>	<b>34.28%</b>	<b>26 bps</b>	<b>35.03%</b>	<b>34.23%</b>	<b>80 bps</b>
Employee Expenses	50.87	52.02	-2.21%	199.37	178.83	11.48%
Other Expenses	37.03	38.13	-2.90%	141.58	129.11	9.66%
<b>EBITDA</b>	<b>82.24</b>	<b>55.22</b>	<b>48.92%</b>	<b>254.65</b>	<b>192.15</b>	<b>32.53%</b>
<b>EBITDA Margin (%)</b>	<b>16.70%</b>	<b>13.02%</b>	<b>368 bps</b>	<b>14.98%</b>	<b>13.15%</b>	<b>182 bps</b>
Finance Costs	22.90	23.99	-4.52%	89.72	89.64	0.10%
Depreciation	10.62	11.57	-8.22%	42.16	38.65	9.09%
Other Income	2.39	1.73	37.79%	4.88	4.23	15.26%
<b>Profit Before Tax</b>	<b>51.11</b>	<b>21.40</b>	<b>138.82%</b>	<b>127.64</b>	<b>68.10</b>	<b>87.44%</b>
PBT Margin (%)	10.4%	5.0%	533 bps	7.5%	4.7%	285 bps
<b>Taxes</b>	<b>13.82</b>	<b>7.68</b>	<b>79.94%</b>	<b>33.66</b>	<b>24.47</b>	<b>37.52%</b>
<b>Profit After Tax</b>	<b>37.28</b>	<b>13.72</b>	<b>171.79%</b>	<b>93.99</b>	<b>43.63</b>	<b>115.44%</b>
<b>PAT Margin (%)</b>	<b>7.57%</b>	<b>3.23%</b>	<b>434 bps</b>	<b>5.53%</b>	<b>2.99%</b>	<b>254 bps</b>
<b>Earnings Per Share (EPS)</b>	<b>5.78</b>	<b>2.13</b>	<b>170.92%</b>	<b>14.58</b>	<b>6.78</b>	<b>115.24%</b>



# Q4FY25 & FY25 Consolidated Balance Sheet



Equity And Liabilities (In ₹ Crore)	Mar-25	Mar-24	Assets (In ₹ Crore)	Mar-25	Mar-24
<b>Shareholder's Fund</b>			<b>Non-Current Assets</b>		
Equity Share Capital	64.30	64.30	Property, plant and equipment	491.95	457.43
Other Equity	850.83	763.93	Capital work in progress	7.62	10.30
Minority Interest	2.10	1.88	Right of use Assets	6.44	3.18
			Investments	0.00	0.00
<b>Non-Current Liabilities</b>			Loans	1.87	2.55
Borrowings	20.90	90.09	Deferred tax assets (Net)	9.94	10.74
Lease Liabilities	3.88	2.37	Other non-current assets	5.63	6.00
Other Financial Liabilities	11.76	24.73			
Provisions	13.43	12.21			
			<b>Current Assets</b>		
<b>Current Liabilities</b>			Inventories	696.67	572.83
Borrowings	612.19	532.92	Trade receivables	713.68	696.69
Lease Liabilities	2.33	1.15	Cash and Cash Equivalents	27.17	26.36
Trade Payable	429.84	304.81	Bank balances	34.11	32.56
Other Financial Liabilities	51.27	57.45	Loans	1.61	0.70
Provision	7.16	6.57	Other financial assets	16.32	14.33
Current tax Assets (net)	3.14	-	Current tax assets (Net)	-	1.76
Other Current Liabilities	21.63	11.75	Other current assets	81.75	38.70
<b>Total Equity and Liabilities</b>	<b>2,094.76</b>	<b>1,874.15</b>	<b>Total Assets</b>	<b>2,094.76</b>	<b>1,874.15</b>

Q4FY25 Performance Update

# Marketing Campaigns – Amplifying Our “Social Media” Presence



Over 1,00,000+ followers



Over 70,000+ followers

*“Garnered Reach of Over 20 Million”*

Amplified our Brand Presence Through Social Media Handles



Conducted as well as Sponsored various Industrial Webinars and Virtual Exhibitions

**HPL Electric & Power Ltd**  
132,234 followers  
2mo • 🌐

A memorable Retailer Get-Together! 🌟

Successful placements of EDENO & SMART ...more

You and 103 others 1 comment

**ELECRAMA**  
Day-1

Day 1 at ELECRAMA: A Powerful Start! ⚡

206 5 comments • 6 reposts

Insightful Comment Repost Send

**HPL Electric & Power Ltd**  
132,234 followers  
4mo • 🌐

Here's to brighter horizons and smarter beginnings! 🌟 As 2025 lights up the way, let's stay connected to growth, innovation, and progress. ...more

**SWITCHING TO A SMART YEAR**  
Happy New Year

179 7 comments • 5 reposts



## Q4FY25 Performance Update Retailers and electricians connect



*Pench Retailer Meet*



*Morbi, Ahmedabad Retailers*



*Gwalior*



*Meet in Nagpur*



*Hoogly*



*Meerut*



*Meet in South Kashmir (J&K)*



*Electrician & Contractor Meets-  
Ahmedabad*



# Our Presence at Exhibitions



Participated in Elecrama 2025  
22<sup>nd</sup> Feb to 25<sup>th</sup> Feb'2025





Q3FY25 Performance Update

# Our Presence at Exhibitions



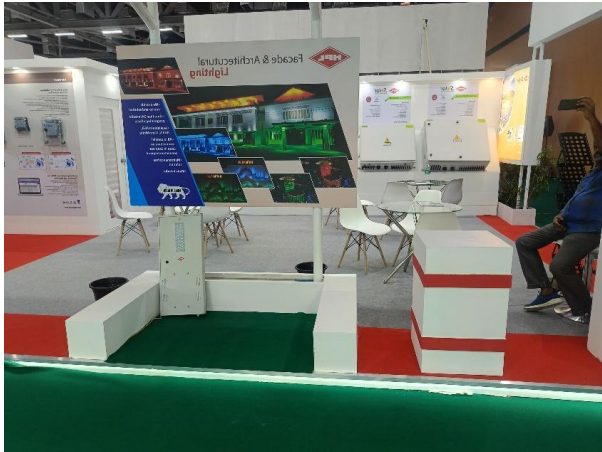
Participated in ACE-Tech, Hyderabad  
(24th to 26<sup>th</sup> Jan'2025)



REMA EXPO (Raipur Electrical Merchant  
Association) – 19<sup>th</sup> to 22<sup>nd</sup> JAN'2025



Trade Expo- 6 to 8<sup>th</sup> Feb at Asan  
Sol, West Bengal





# Awards and Achievements



MES – Builder Product Display Program at Siliguri on 20<sup>th</sup> Jan'2025



In-House Presentation at HIMUDA, Simla



HPL Electric & Power Ltd. was honoured as Tata Power-DDL's Best Supplier for 2024-25 for Smart Meters with Cellular & NB-IoT Communication—our second consecutive win, reaffirming our focus on innovation and quality.



Awareness Program on Quality & Indian Standards for – Govt Sr. Sec. Schools, Gurgugram – 9<sup>th</sup> & 10<sup>th</sup> Feb'2025



Halvad Electrician Association Exhibition Vikas Electric Store Morbi.



03

## Business **Strategy**

# Future Business Strategy for Value Creation



*Leading Electric Meter Manufacturer  
Fully Geared To Meet  
The 'Smart Meter Opportunity'*

- Commands a 'market share of ~20%' in the domestic meters market with an 'installed capacity of 1.1 crore meters per year'
- **Well Positioned to Capitalize on the Smart Meter Opportunity backed by our competitive strengths (details given on the next slide)**

*Robust Traction in the Consumer  
Business to Drive Growth*

- **'Drive healthy growth in the Lighting & Switchgear business'** through brand building, network expansion & product development initiatives
- These divisions have shorter working capital cycle (compared to the meters business) - **'Thereby helping to generate higher overall ROCE for HPL'**

*Sectoral Opportunities to  
Provide Growth Momentum*

- Positive policy initiatives along with favorable industry outlook expected to boost demand for HPL's products especially for switchgears & meters
- IMARC Group Expects Indian Switchgear Market projected to grow @ 5.85% CAGR over 2014-32
- Expert Market Research expects Indian LED Lighting Market projected to grow @ 23.22% CAGR over 2012-28
- Expert Market Research expects the Indian wires & cables market to grow @ 14.5% CAGR over the next 8 years (2024-32)



# Smart Meters – “A Game Changing Initiative” With Enormous Potential

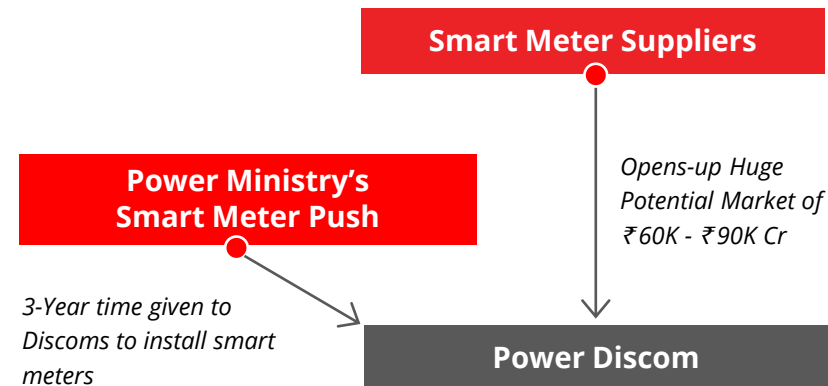


- **What is the opportunity size?**

- ❖ Meters with embedded software to enable automation and communication
- ❖ Ministry of Power plans to install 25 to 30 crore smart meters across India – *‘which translates into a cumulative opportunity size of ₹60,000 to ₹90,000 crore’*

- **Why should the "Utilities" install smart meters?**

- ❖ India's discoms owed ₹ 78,379 crore to power generating companies in FY21
- ❖ Smart meters can help address this situation effectively by minimizing human intervention in metering, billing and collection



- **Likely Benefits of the Smart Meter Program for HPL**

- ❖ Being a leading player with a successful track record of supplying meters over the last 2 decades, HPL is well positioned to capitalise on the smart meter opportunity
- ❖ Bagged orders worth ₹ 100+ crore for meter with smart communication technology and with RF and IRDA communication in the last couple of years

## HPL's Competitive Edge

✓ <b>Market Leading Player</b>	• Commands a 'market share of ~20%' in the domestic meters market with an 'installed capacity of 1.1 crore meters per year'
✓ <b>Comprehensive Product Portfolio</b>	• Conventional, and smart meters (including prepaid meters, software communication driven meters)
✓ <b>Long-standing Relationships</b>	• Successful track-record of supplying to most state and central utilities for the last 2 decades
✓ <b>Strong Pre-qualification Credentials</b>	• IS 16444 certified products
✓ <b>Strong Thrust on Quality, Product Innovation &amp; Cost Competitiveness</b>	• 2 R&D Centers housing over 100 experts having rich experience in the electrical industry (launched 3 new products in FY21) • Integrated Operations help achieve cost competitiveness

# Smart Meters – “An Industry leader with Cutting-edge innovation”



## • What sets HPL's smart meters apart?

- ❖ HPL's meters have embedded software to enable automation, data collection, and customization equipped with 'Wirepas' 'RF Mesh' technology communication infrastructure.

## • What are Service Level Agreements for smart meters?

- ❖ Service Level Agreements (SLAs) are contractual commitments that define performance standards and expectations for smart meters, ensuring reliable and efficient service delivery.
- ❖ HPL enjoys a legacy reputation spanning 2 decades while delivering 98% operational success in SLA agreements across India.
- ❖ Moreover, India's varied climate/weather conditions warrant HPL's durable and tested smart meters that can withstand extreme conditions.

Metering, Systems & Services form 99%+ of our order book at ₹ 3500+ crore as on 20<sup>th</sup> May, 2025.



RDSS  
Schemes



HPL benefits from Revamped Distribution Sector Schemes (RDSS), which optimize resource utilization, operational efficiency, and sustainability towards reducing A&T losses



AMISP  
Contracts



Advanced Metering Infrastructure Service Provider (AMISP) contracts (including DBFOOT basis) induce cost-efficiency, high product quality, and on-time deliveries, enhancing HPL's competitiveness



R&D  
Capabilities



HPL's R&D capabilities position the company at the forefront of smart meter evolutions with cutting edge technology upgrades in a sector where advancements occur every few years

**Metering**

**HPL**

*Innovation*

**Smart Direct Connected Meter**

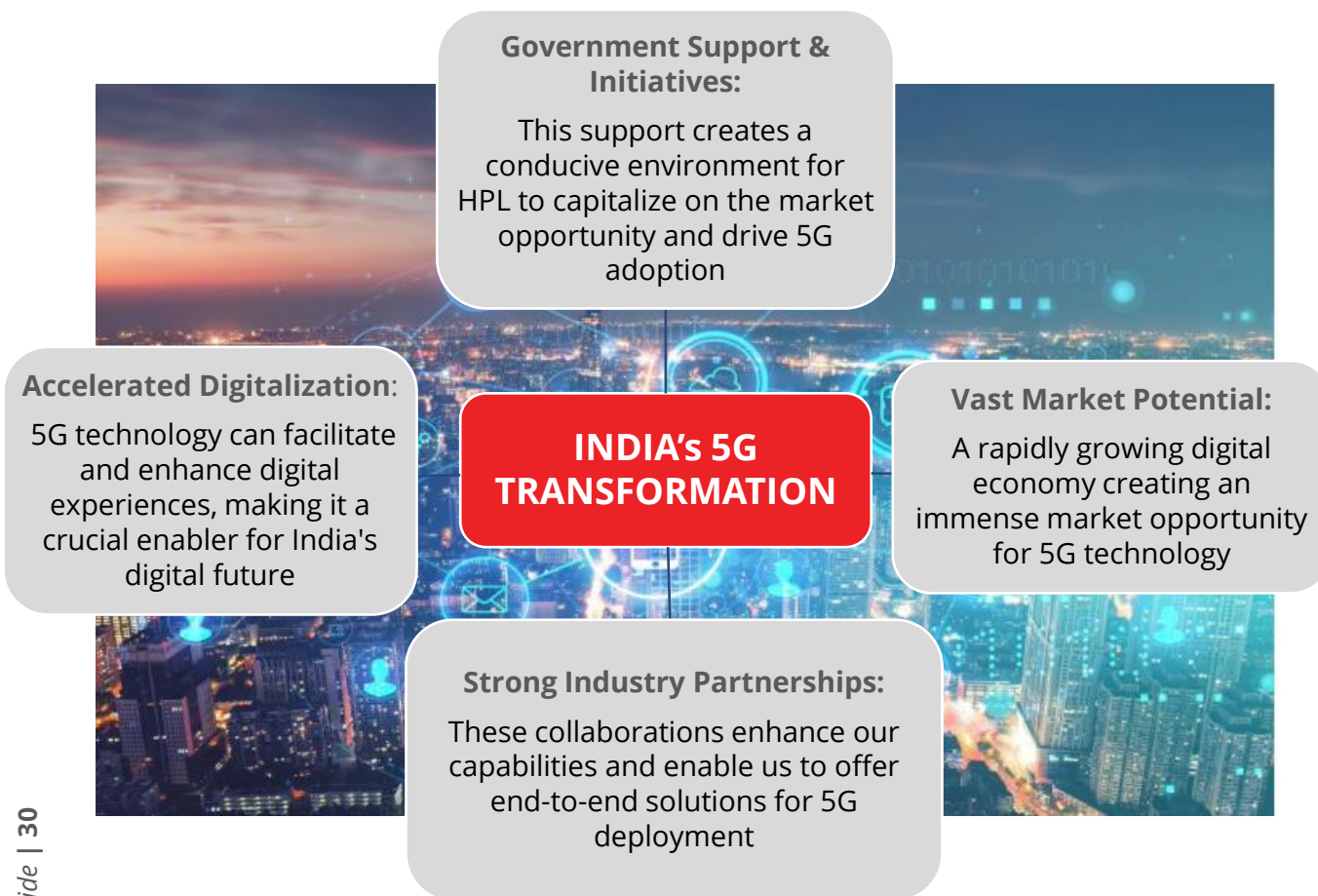
**Other Product Range**

Ebit Panel Meter CT2EMG Delta Elvis Panel Meter Single Phase Dual Source Relay Meter HTCT Meter

**SMART Meter for Smart Homes**

www.hplindia.com

# Fuelling Innovation Across Industries: The “Transformative Potential” of 5G



## HPL's Competitive Edge

- |  |  |
|--|--|
| ✓ <b>Extensive Expertise &amp; Product Portfolio</b> | <ul style="list-style-type: none"> <li>Leadership in smart metering and power solutions, HPL Electric &amp; Power Ltd. bringing a wealth of experience to the 5G market</li> </ul>   |
| ✓ <b>Technological Innovation</b>                    | <ul style="list-style-type: none"> <li>Investing in R&amp;D towards enabling efficient energy management, optimized resource utilization, and enhanced operational efficiency integrated with 5G technology across diverse industries</li> </ul> |
| ✓ <b>Strong Partner Network</b>                      | <ul style="list-style-type: none"> <li>Forging strategic partnerships with leading telecommunications companies and infrastructure providers</li> </ul>  |
| ✓ <b>Reliability &amp; Quality</b>                   | <ul style="list-style-type: none"> <li>Adhering to stringent quality standards and establishing robust quality control processes meeting the highest industry benchmarks</li> </ul>  |
| ✓ <b>Sustainable and future-proof solutions</b>      | <ul style="list-style-type: none"> <li>Designing solutions to be sustainable and future-proof, ensuring that they can adapt to evolving technologies and industry requirements</li> </ul>  |

# Focus on Driving Healthy Growth in The 'Consumer' Business



**'Consumer' segment includes Non-utility Metering, Switchgear, Lighting, and Wires & Cables.**

HPL is looking to drive healthy growth in this business by using a 3-pronged approach

- Enhancing distribution reach & relations
- Undertaking brand building initiatives and
- Constantly developing new & innovative products (see below for details)

**Since the Consumer business has shorter working capital cycle of ~3 Months, higher share from this segment will lead to higher ROCE and free cash flow**

## • Continuous Product Development & Innovation

- ❖ Launched new innovative range of products in the lighting and switchgear segment in FY23-24 -
  - ✓ **Switchgear:** Launched new products including the industrial and domestic range, along with new products in solar category
  - ✓ **Lighting:** Launched new products including '2.7 W LED Candle with Clear Lens,' '100W LED Flood Light ECO Model,' 'VOLTA plus ( deep body led downlight )' etc. with '200W Flood light in Modular Lens' in professional lighting, amongst others.

## • Enhancing Distribution Reach & Relations

- ❖ **Expand retailer touch-points by than 3x - 66% increase in retailer Nos. in the last 2 years from the existing 45,000 retailers to 1,00,000 retailers by March 2025**
- ❖ Regular hold channel connect events in the form of dealer meets, retailer meets and technical seminars

### Brand Building Initiatives

### Product Innovation

### Enhancing Distribution Reach & Relations

**Driving Healthy Growth in the 'Consumer' Business**

- **Lower Overall Working Capital Cycle**
- **Higher ROCE**



# Thank You

[www.hplindia.com](http://www.hplindia.com)



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