HPL Electric & Power Limited
CIN : L74899DL1992PLC048945
Corporate Office: 76-B, Phase-IV, Sector-57, HSIIDC Industrial Estate,
Kundli-131028, Sonipat, Haryana INDIA.
Tel.: +91-130-350 3958, 350 3437 | E-mail: hpl@hplindia.com
Website: www.hplindia.com

August 10, 2026

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

Symbol: HPL

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

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, please find enclosed herewith a copy of the Earnings Presentation proposed to made during conference call for investors meet scheduled to be held on **Tuesday, August 11, 2026** at **12.00 Noon.**

The said Earnings Presentation has also been uploaded on the Company's website i.e. www.hplindia.com

We request you to kindly take the same on record.

Thanking You

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

Vivek Kumar

Digitally signed by Vivek Kumar
Date: 2026.08.10 18:40:53 +05'30'

Vivek Kumar
Company Secretary

Encl: As stated above

HPL ELECTRIC & POWER LIMITED

Results Update

Q1FY27

www.hplindia.com

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 the future performance of HPL. It should be noted that the actual performance or achievements of HPL may vary significantly from such statements.

Discussion
Summary

01 Company Overview

02 Q1FY27 Performance Update

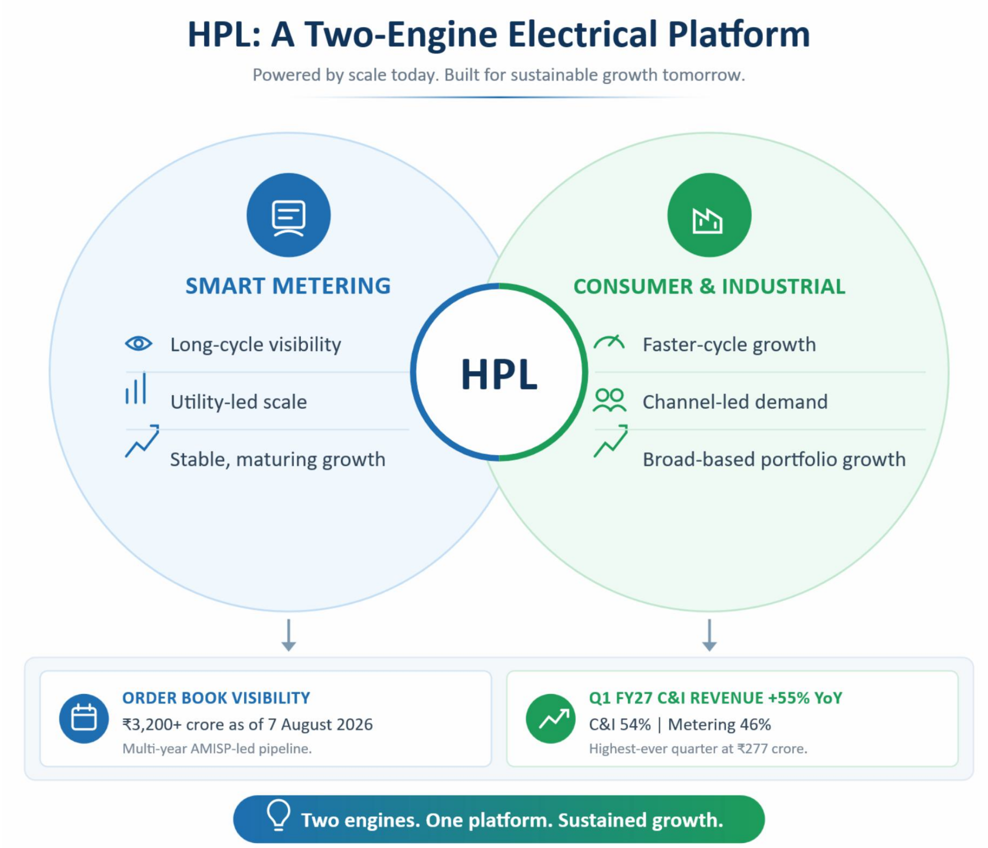
03 Two Growth Engines

04 Strategy, Capacity and Outlook

www.hplindia.com

Q1FY27:

Two Scalable Growth Engines Now Visible



- **Revenue from operations grew 34% YoY to ₹515 crore, the Company's highest-ever first quarter.**
- **Consumer & Industrial delivered its highest-ever quarterly revenue of ₹277 crore, up 55% YoY.** Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing. C&I now accounts for ~54% of revenue against ~46% for Metering, giving HPL a more diversified revenue mix.
- **Smart Metering sustained steady momentum, growing 16.53% YoY to ₹237.65 crore.** The sector has matured from a high-growth, policy-uncertain phase into a stable growth trajectory, with an order book of ₹3,200+ crore as of 7 August 2026 underpinning the long-term opportunity.
- **Management's FY27 focus is to scale both verticals while restoring margins.** Near-term EBITDA margin moderation reflects input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions and is expected to be temporary.

01

Company
Overview

Company Overview

Our Investment Rationale

01 Trusted Electric Equipment Manufacturer

- **'One-stop shop'** offering a wide range of low-voltage electric products –with **Consumer & Industrial (C&I) Electricals Platform (Compounding Engine) & Metering & Industrial Systems Segment (Growth Driver)**
  - Metering Solutions
  - Switchgears
  - Lighting Products
  - Wires & Cables
  - Fans

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 *
- **'5th Largest'** LED Lighting Products Manufacturer *
- **'Neeram Pulse'** smart water meter launched in Jan 2026

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 centres housing 100+ expert engineers** having rich experience in the electrical industry and a proven track record of product innovation

04 Established Pan-India Distribution Presence

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

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

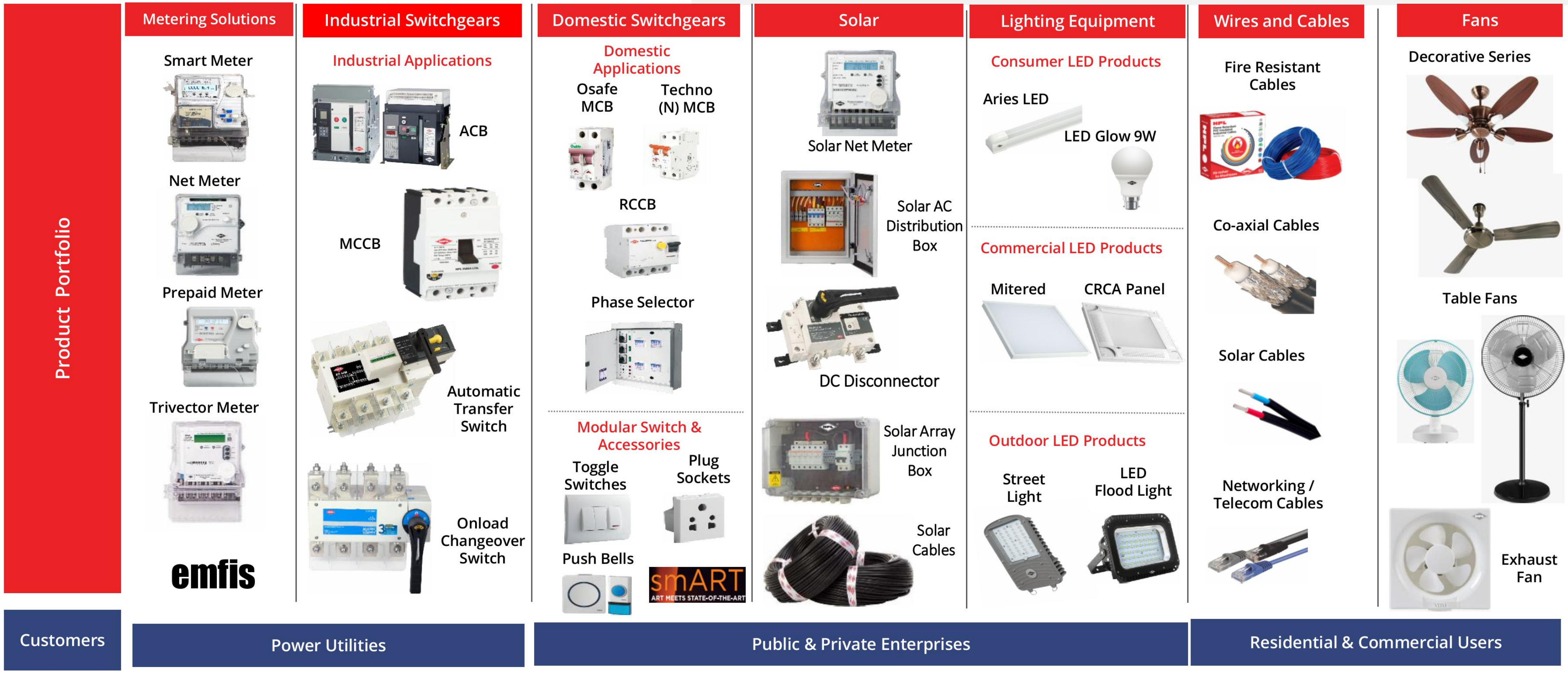
- **69 years old Established Brand** with strong recall across various customer segments – Power Utilities, Government Agencies, Retail & Institutional Customers
- Highly Experienced management team
- **Strong prequalification credentials** in the metering and switchgear businesses, creating high benchmarks

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**



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 & Compliance Certifications

KEMA

CB

EN ISO 9001

ISO-27001:2005

ISO 9001 BUREAU VERITAS Certification

ISO-9001:2000

IS : 8828 CM/L-8515376

ISO 14001

Company Overview

New Product Launch

HPL's advanced R&D drives innovation in energy-efficient, market-ready solutions.

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

Modular Switches – Launch New Range – KYRO

Industrial Products

ATS-370

Trade Lighting

KASPER INVERTER BULB 15W

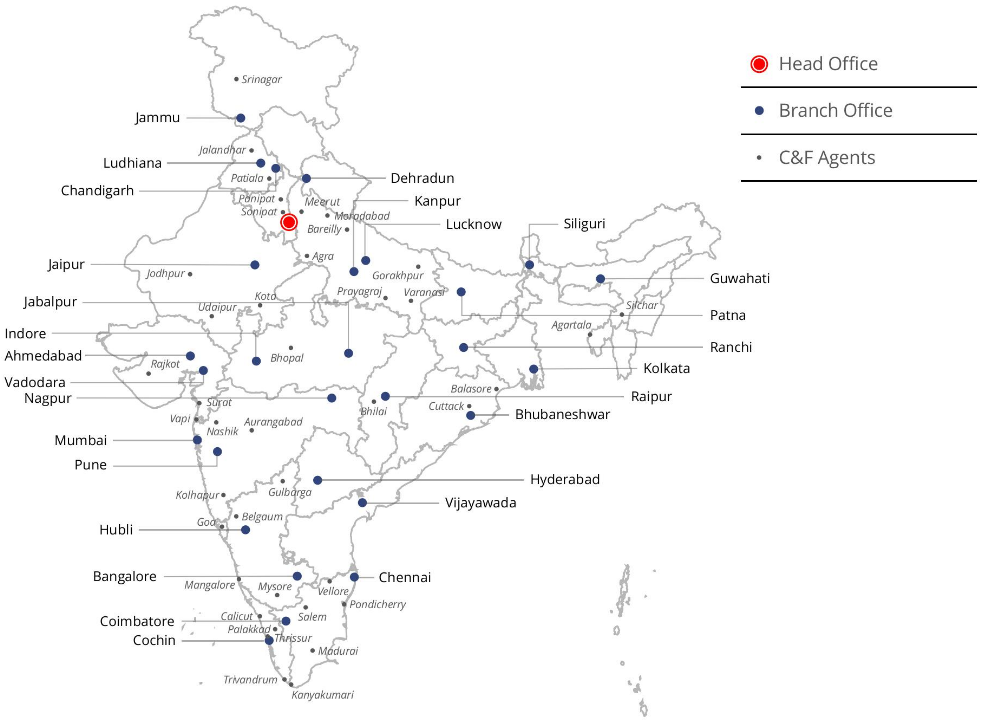
APEX-E PC CYLINDER

LUMINO PLUS 10W

Company Overview

Established Pan-India Distribution Network & Brand Presence

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



90+ Branch & Representative Offices
6 Master Warehouses across India

900+ Authorised 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 & Industrial' 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, delivering steady growth.

02

Q1FY27 Performance Update

Performance Update

Q1FY27 Salient Highlights

Record first-quarter revenue: highest ever: Revenue from operations stood at ₹515.24 crore, up 34.52% YoY from ₹383.03 crore, the Company's highest-ever first quarter and effectively at Q4 FY26 levels despite Q1 being seasonally lighter.

Highest-ever quarterly C&I revenue of ₹277 crore, up 55% YoY: Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing, supported by continued channel expansion. C&I now contributes ~54% of revenue against ~46% for Metering, giving HPL a more diversified revenue mix.

Wires & Cables sustaining volume-led momentum: Wires & Cables delivered ₹145.75 crore, up 78.6% YoY, achieving over 40% of the full FY26 figure of ₹340.74 crore in a single quarter. Demand remains broad-based across builders, OEMs, solar OEMs, telecom and institutional channels, and increasingly volume-led rather than commodity-price-led.

Growth across the C&I portfolio: Lighting & Electronics grew 78.1% YoY to ₹56.19 crore, with Industrial Switchgear up 19.0% and Domestic Switchgear up 6.9%, confirming the C&I scale-up is broad-based across categories.

Smart Metering maintaining steady momentum: Metering & Systems revenue grew 16.53% YoY to ₹237.65 crore. The sector has matured from a high-growth, policy-uncertain phase into a stable growth trajectory, with the structural long-term opportunity intact.

Operating performance: Gross profit grew 7.21% YoY to ₹156.15 crore. EBITDA grew 8.94% YoY to ₹63.18 crore, with EBITDA margin at 12.3% against 15.1%, reflecting input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions, which is expected to be a short-term scenario.

Profitability and cash generation: Cash profit grew 20.92% YoY to ₹35.77 crore and cash EPS to ₹5.56 from ₹4.59, underlying earnings strength. PAT at ₹18.69 crore and EPS at ₹2.90 absorb higher depreciation of ₹18.09 crore. Finance cost declined 2.32% YoY to ₹22.08 crore.

Order book visibility: The order book stands at ₹3,200+ crore as of 7 August 2026, led by Smart Metering at ~96% of the pipeline, providing healthy revenue visibility over the short to medium term.

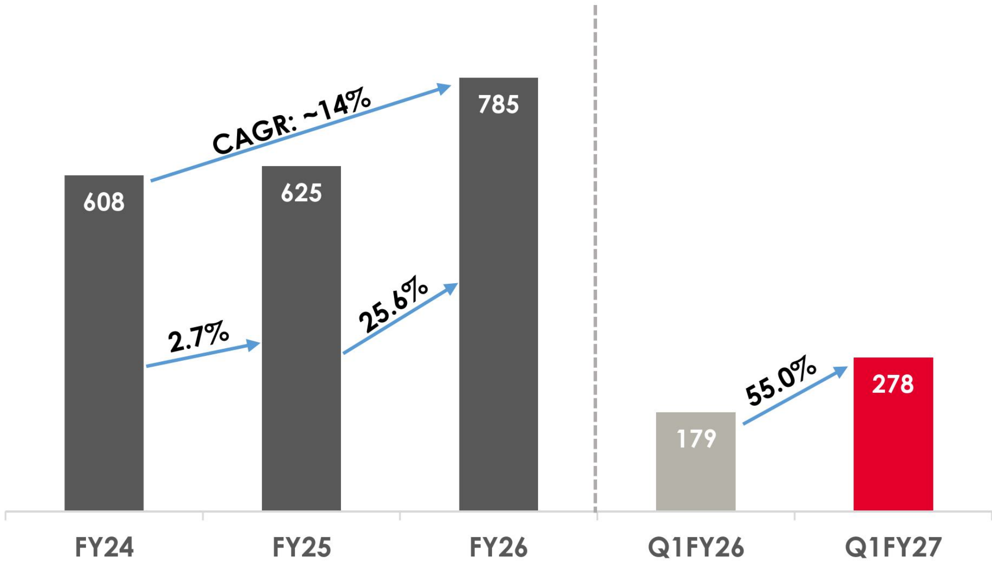
Note: *based on consolidated figures*

Note: Cash Profit = PAT + Depreciation & Amortisation + Deferred Tax

Performance Update

Consumer & Industrial: Broad-Based Growth Across the Portfolio

Highest-ever quarterly C&I revenue of ₹277 crore, up 55% YoY. Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing, supported by continued channel expansion. This builds on FY26, when C&I revenue grew 25.62% to ₹784.67 crore and every quarter exceeded the corresponding FY25 quarter. C&I now contributes ~54% of revenue, giving HPL a more diversified revenue mix.



Q1 FY27 was the strongest C&I quarter on record at ₹277.59 cr.
FY26 quarterly average ₹196 cr vs FY25 ₹156 cr.

Key Metric

FY26 C&I revenue

₹784.67 cr +25.62% YoY

Q1 FY27 C&I revenue

₹277.59 cr +55% YoY

Q1FY27 revenue share

~54% vs 47% in FY26

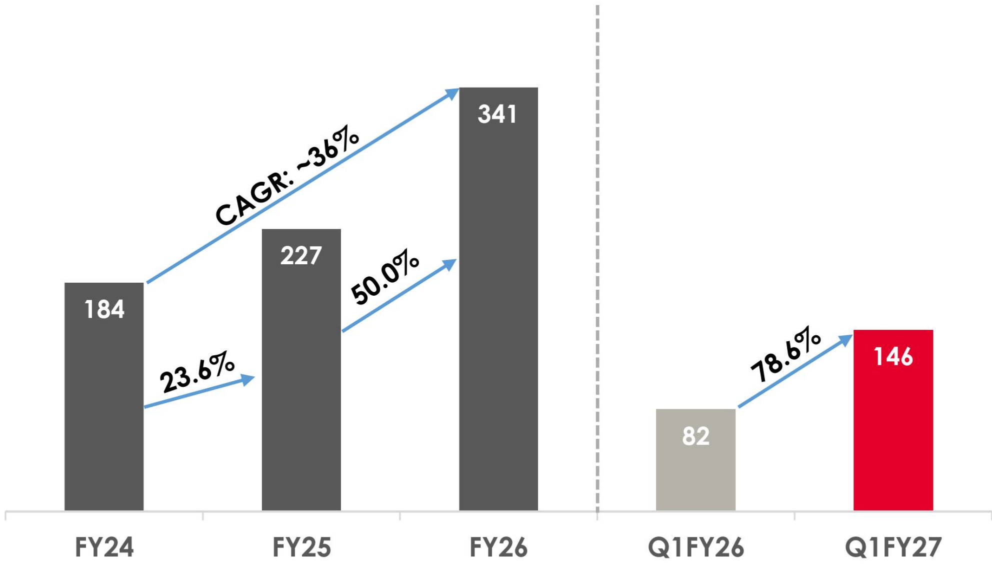
The moderation in EBIT margin reflects input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions and is expected to be temporary. Pricing actions were taken across Wires & Cables, Lighting and Switchgear.

Note: *based on consolidated figures*

Performance Update

Wires & Cables: From Strong Growth to Structural Scale-Up

Q1 FY27 revenue grew 78.6% YoY to ₹145.75 crore, over 40% of the full FY26 figure in a single quarter. Revenue has nearly doubled in three years, from ₹183.79 cr in FY24 to ₹340.74 cr in FY26 (+85% cumulative, ~36% CAGR). Demand is broad-based across five customer channels, and growth is volume-led rather than commodity-price-led. Wires & Cables is one of several C&I categories scaling, alongside Lighting, Industrial Switchgear and Domestic Switchgear.



3-year cumulative growth +85.4% · CAGR ~36%·
Volume-led, with demand across five customer channels.

Key Metric

FY26 W&C revenue

₹340.74 cr +50.0% YoY

Q1 FY27 W&C Revenue

+145.75 Crore +79% YoY

Q1FY27 revenue share

~28% vs 19% in FY26

Demand for W&C is well diversified across real estate, industrial OEMs, solar, telecom & 5G, and institutional channels, reducing reliance on telecom-led demand and supporting sustainable, volume-led growth for HPL's W&C business.

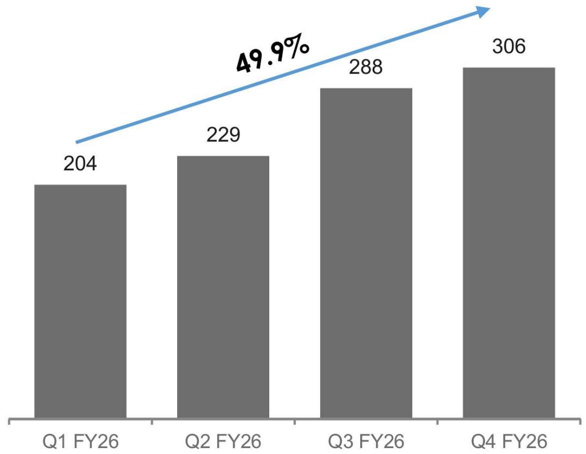
***Note:** based on consolidated figures*

Performance Update

Smart Metering: A Maturing Market With Long-Term Visibility

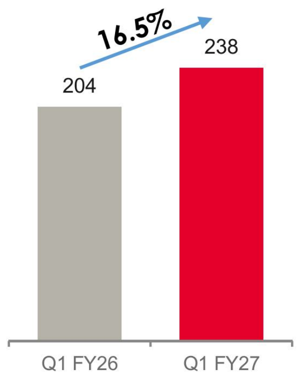
Smart Metering maintained steady momentum, with Q1 FY27 revenue of ₹237.65 crore, up 16.53% YoY. The sector has transitioned from a high-growth, policy-uncertain phase to a more mature, stable growth trajectory, where around 15% growth remains healthy for an industry of this scale. AMISP dispatch schedules drive quarter-to-quarter variability. The order book of ₹3,200+ crore as of 7 August 2026 underpins the structural long-term opportunity.

FY26: recovery through the year (₹ cr)



Q1 to Q4 FY26: +49.9% cumulative

Q1 like-for-like (₹ cr)



+16.53% YoY

A maturing market with a stable growth trajectory. Q1 FY27 revenue of ₹237.65 cr was 16.53% ahead of Q1 FY26 on a like-for-like basis.

Key Metric

FY26 Metering revenue

₹1026.43 cr

Q1 → Q4 FY26 recovery

+49.9% sequential, 4 quarters

Q1FY27 Metering revenue

₹237.65 cr 16.53% YoY

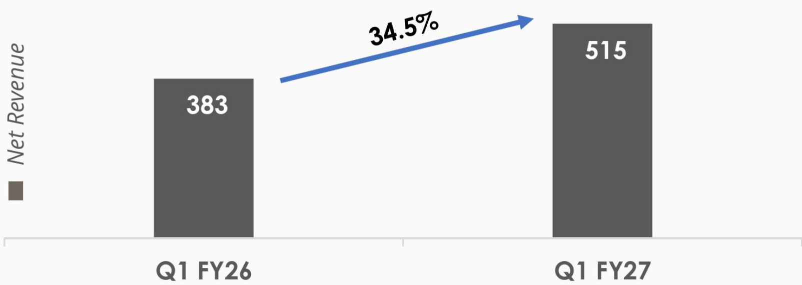
Q1 FY27 is 16.53% ahead of Q1 FY26 on a like-for-like basis. The order book covers roughly three years of segment revenue at the current run rate, providing visibility through a maturing industry cycle.

Note: *based on consolidated figures*

Performance Update

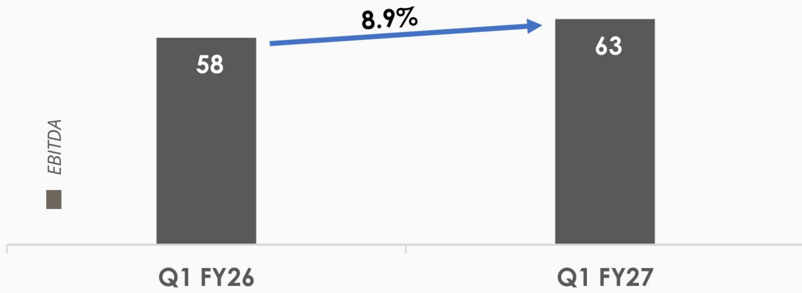
Q1 FY27: YoY Performance Analysis

Net Revenues & Gross Margin (%)



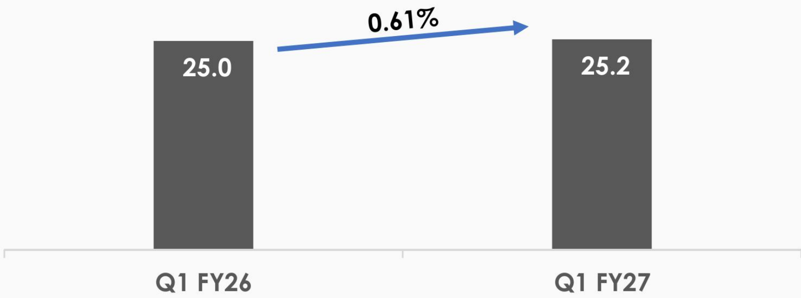
Margin (%)	38.0%	30.3%

EBITDA & EBITDA Margin %



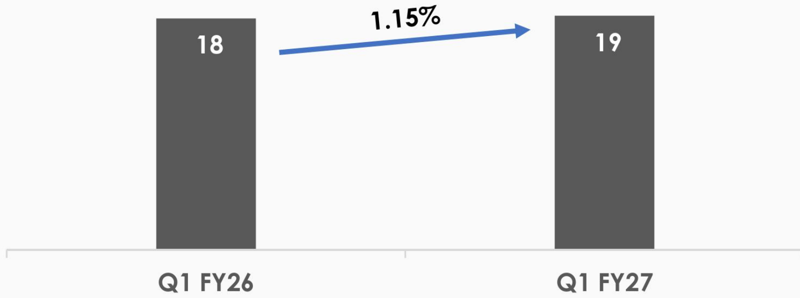
Margin (%)	15.1%	12.3%

PBT & PBT Margin (%)



Margin (%)	6.53%	4.88%

PAT & PAT Margin (%)



Margin (%)	4.82%	3.63%

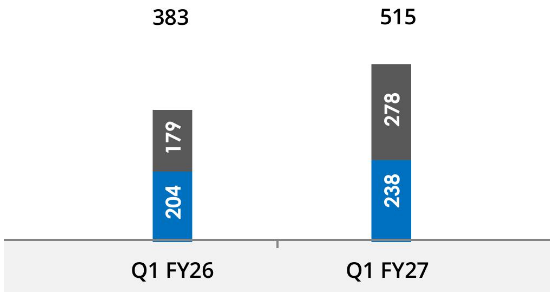
Note: *based on consolidated figures*

Performance Update

Q1FY27: YoY Segment Analysis

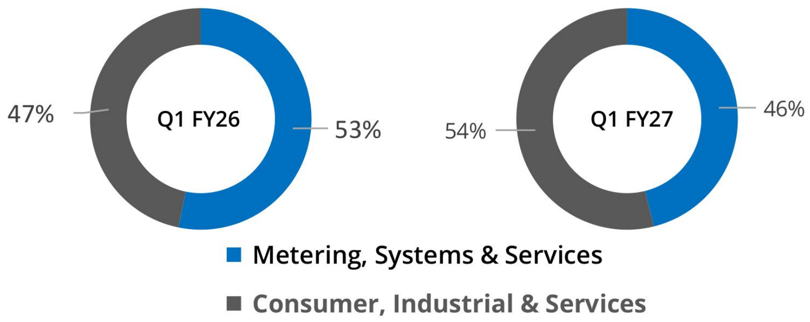
(in ₹ crore)

Segment Net Revenue & EBIT Margin



% EBIT Margin	Q1FY26	Q1FY27
Metering, Systems & Services	17.67%	14.18%
Consumer, Industrial & Services	11.25%	8.40%

Segment Revenue Share %



Q1 FY27 confirms a more diversified revenue mix. C&I revenue grew 55.0% YoY to ₹277.59 cr, taking its revenue share from 47% to 54%. Smart Metering maintained steady momentum, up 16.53% YoY to ₹237.65 cr, continuing to provide long-cycle visibility. Segment EBIT margins reflect input-cost volatility in metals and industrial plastics, which is expected to be a short-term scenario.

***Note:** based on consolidated figures*

Performance Update

Q1 FY27 Consolidated Profit & Loss Statement

Particulars (In ₹ Crore)	Q1 FY26	Q1 FY27	*YoY%*
Revenue From Operation	**383.03**	**515.24**	**34.52%**
COGS	237.38	359.09	51.27%
Gross Profit	**145.65**	**156.15**	**7.21%**
Gross Margin %	**38.03%**	**30.31%**	**-772 bps**
Employee Expenses	53.08	58.08	9.42%
Other Expenses	34.58	34.89	0.91%
EBIDTA	**57.99**	**63.18**	**8.94%**
EBIDTA Margin %	**15.14%**	**12.26%**	**-288 bps**
Finance Cost	22.61	22.08	-2.32%
Depreciation	11.55	18.09	56.55%
Other Income	1.18	2.16	82.56%
Profit before exceptional items and tax	**25.02**	**25.17**	**0.61%**
Exceptional Items	-	-	-
Profit Before Tax	**25.02**	**25.17**	**0.61%**
PBT Margin %	**6.53%**	**4.88%**	**-165 bps**
Taxes	6.54	6.48	-0.92%
Profit after Tax*	18.48	18.69	1.15%
PAT Margin %	4.82%	3.63%	-120 bps
Earnings Per Share (EPS) in Rs.	2.87	2.90	1.05%
Cash Profit	**29.58**	**35.77**	**20.92%**
Cash EPS in Rs.	**4.59**	**5.56**	**21.13%**

*Includes Other Comprehensive Income

Q1FY27 Performance Update

Marketing Campaigns – Amplifying Our "Social Media" Presence

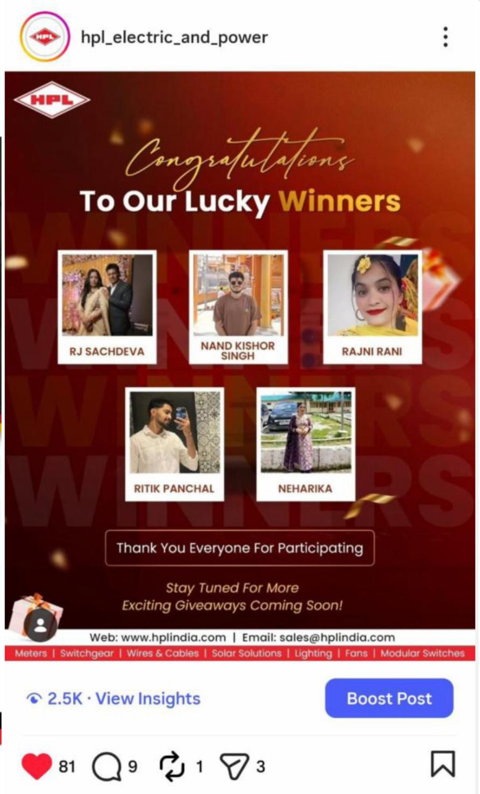
Over 1,00,000+ followers

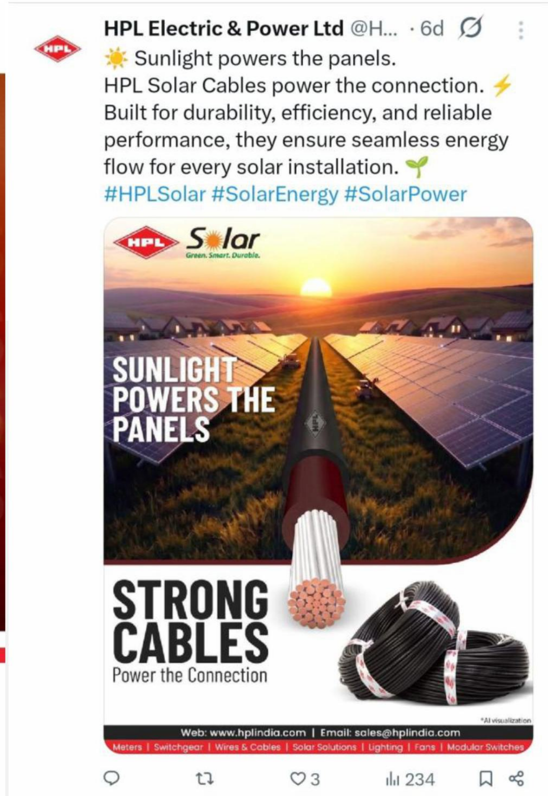
Over 70,000+ followers

"Garnered Reach of Over 21 Million"

Amplified our Brand Presence Through Social Media Handles

Conducted as well as Sponsored various Industrial Webinars and Virtual Exhibitions





International Exhibitions

Participated in Hannover Messe 2026
(April 20 to 24, 2026)

Participated in JIMEX 2026, Jordan
(June 15 to June 18, 2026)

Feen Electro Tech 2026 in Nepal
(June 5 to June 8, 2026)

Q1FY27 Performance Update

Domestic Exhibitions

Participated in- RenewX at Chennai
(22nd – 24th April 2026)

Participated in - ElAsia at Bangalore
(14th – 17th May 2026)

HPL -"One Consumer Meet"
(10th April 2026)

Jaipur Dealer Meet
(9th May 2026)

KYRO Launch

KYRO, HPL's new-generation modular switch range, was launched under the proposition "Designed to Endure."

Patna

Nagpur

KYRO
Designed to Endure

Q1FY27 Performance Update

Electrician Meet / Branding Activities

Electrician Meet

Branding Activities

In-shop Branding

03

Business Strategy

www.hplindia.com

Future business strategy for value creation

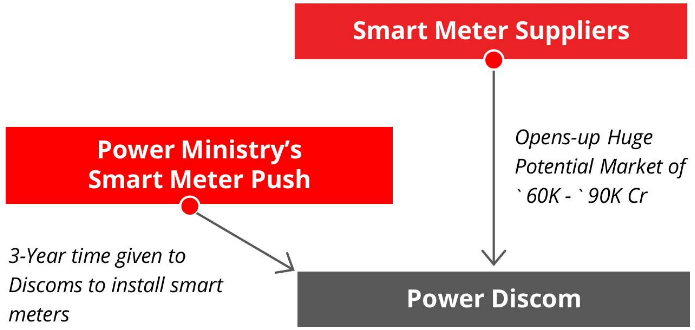
HPL's FY27 value-creation strategy rests on four growth pillars, each with defined growth drivers, capacity readiness and a monitorable anchor metric. The pillars are supported by shared platforms, manufacturing & R&D, distribution & channel, and balance sheet discipline, which enable execution at scale.

FY27 success will be measured on each pillar's anchor metric. The strategy emphasises monitorability over ambition, defined growth drivers, supportive enabling platforms and clear progress markers that align management execution with investor expectations.

Business Strategy

Smart Meters – "A Game Changing Initiative" With Enormous Potential

- ***What is the opportunity size?***
  - The Government of India has announced a ₹3.03 trillion smart metering initiative, aimed at large-scale deployment to improve billing efficiency and reduce distribution losses.
  - India has installed ~4.7 crore smart meters, with over 20 crore connections sanctioned under RDSS, creating a large, long-term demand pipeline.
- ***Why should the "Utilities" install smart meters?***
  - AMI-enabled and prepaid smart meters are enabling better revenue realisation, lower receivables, and real-time consumption monitoring, driving higher utility adoption.
  - India's transition from a power-deficient to a power-surplus market is reinforcing investments in advanced grid infrastructure, including smart metering solutions.



- ***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

✓	**Market Leading Player**	• Commands a 'market share of ~20%' in the domestic meters market with an 'installed capacity of 1.1 crore meters per year'
✓	**Comprehensive Product Portfolio**	• Conventional, and smart meters (including prepaid meters, software communication driven meters)
✓	**Long-standing Relationships**	• Successful track-record of supplying to most state and central utilities for the last 2 decades
✓	**Strong Pre-qualification Credentials**	• IS 16444 certified products
✓	**Strong Thrust on Quality, Product Innovation & Cost Competitiveness**	• 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

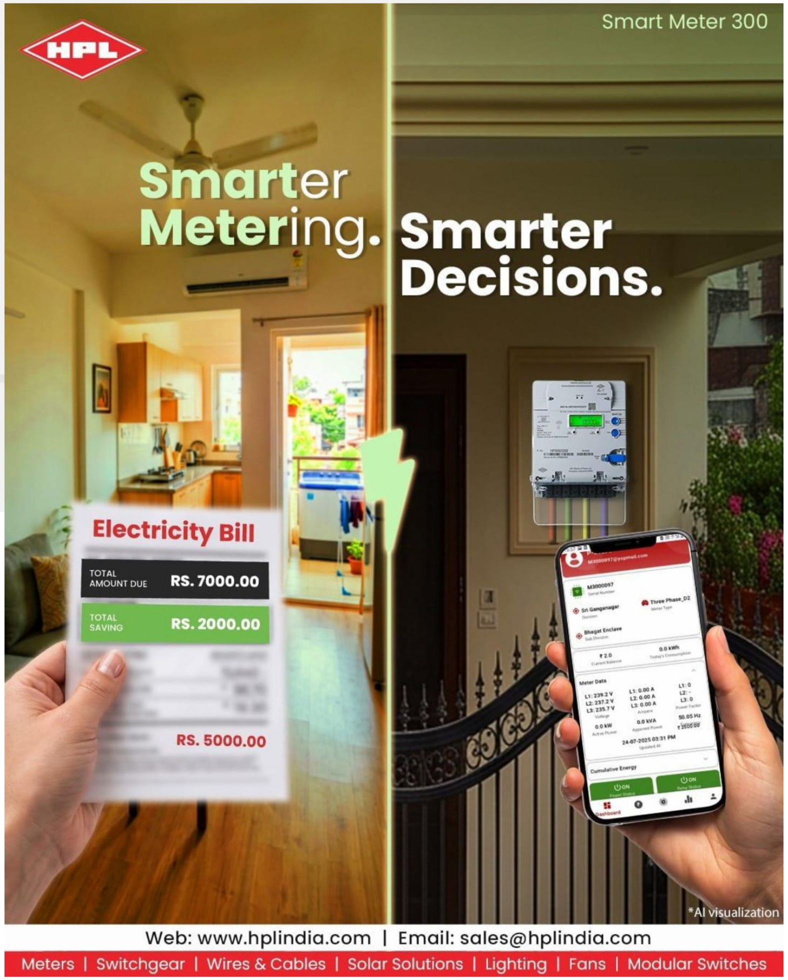
Business Strategy

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 account for 96%+ of our order book, totalling ₹3,200+ crore as of 07th August 2026.

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



Fuelling Innovation Across Industries: The "Transformative Potential" of 5G

Government Support & Initiatives:

This support creates a conducive environment for HPL to capitalize on the market opportunity and drive 5G adoption

Accelerated Digitalization:

5G technology can facilitate and enhance digital experiences, making it a crucial enabler for India's digital future

INDIA's 5G TRANSFORMATION

Vast Market Potential:

A rapidly growing digital economy creating an immense market opportunity for 5G technology

Strong Industry Partnerships:

These collaborations enhance our capabilities and enable us to offer end-to-end solutions for 5G deployment

HPL's Competitive Edge

✓	**Extensive Expertise & Product Portfolio**	• Leadership in smart metering and power solutions, HPL Electric & Power Ltd. bringing a wealth of experience to the 5G market
✓	**Technological Innovation**	• Investing in R&D towards enabling efficient energy management, optimized resource utilization, and enhanced operational efficiency integrated with 5G technology across diverse industries
✓	**Strong Partner Network**	• Forging strategic partnerships with leading telecommunications companies and infrastructure providers
✓	**Reliability & Quality**	• Adhering to stringent quality standards and establishing robust quality control processes meeting the highest industry benchmarks
✓	**Sustainable and future-proof solutions**	• Designing solutions to be sustainable and future-proof, ensuring that they can adapt to evolving technologies and industry requirements

Business Strategy

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***
  During FY26, HPL expanded its product portfolio through focused R&D across lighting, switchgear, solar and wiring solutions.
  - ✓ **Switchgear & Industrial Products:** Launched new industrial and domestic switchgear, including ATS 310/360, AFDDs, Mini MCBs and RCBOs, addressing growing safety, automation and compliance needs.
  - ✓ **Lighting & Solar Solutions:** Expanded the portfolio with LED streetlights (15W–350W), modular and high-power flood lights, glass-frame luminaires, along with integrated and standalone solar street and flood lights.

- ***Enhancing Distribution Reach & Relations***
  - ❖ The Company has built a strong nationwide distribution network comprising 900+ authorised dealers and over 85,000 retailers, significantly enhancing market reach and product availability.
  - ❖ 620+ full-time employees are dedicated to sales, promotion and brand-building initiatives, supporting sustained channel engagement across regions.
  - ❖ HPL continues to strengthen channel relationships through regular dealer meets, retailer meets and technical seminars, driving deeper market penetration and brand recall.

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

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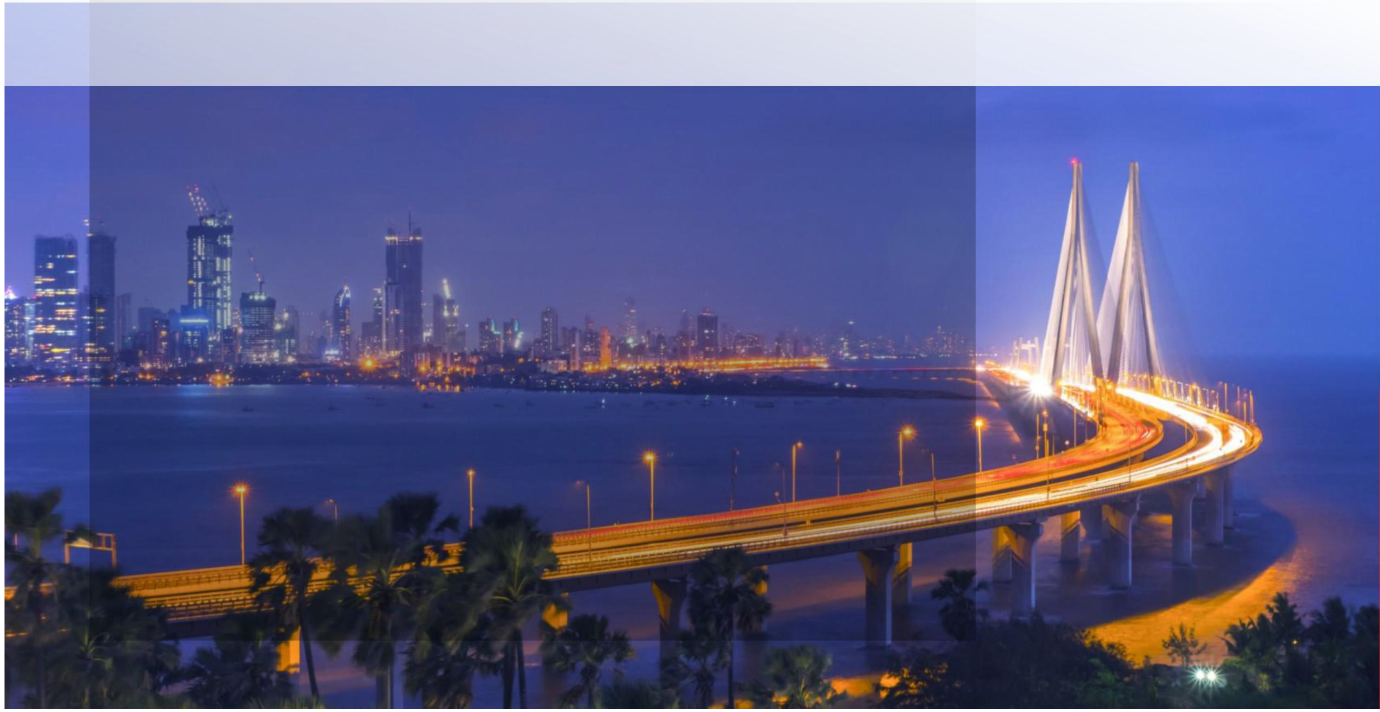

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