



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

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The Manager,
Listing Department,
National Stock Exchange of India Ltd.
"Exchange Plaza", C-1, Block G,
Bandra-Kurla Complex, Bandra E,
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Secretary
BSE Limited
25th Floor, New Trading Ring, Rotunda
Building, Phirozejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Symbol: HPL

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Sub: Transcript of Conference Call with the Investors/Analysts

Dear Sir/Ma'am,

In continuation to our earlier intimation dated February 09, 2026 regarding outcome of Investors/Analyst's Conference call held on Monday, **February 09, 2026 at 12:00 Noon**. (IST). A copy of transcript of the conference call held with the Investors/Analysts is enclosed herewith for your record.

The transcript of aforesaid conference call is also available on the Company's website at www.hplindia.com

Yours Faithfully

For **HPL Electric & Power Limited**

VIVEK
KUMAR

Digitally signed by
VIVEK KUMAR
Date: 2026.02.13
16:07:39 +05'30'

Vivek Kumar
Company Secretary

Encl: As stated above



HPL Electric & Power Ltd.

Q3 & 9M FY2026 Earnings Webinar Transcript

Monday, February 9th, 2026 @ 12:00PM IST

Answered by Management:

Mr. Gautam Seth- Joint Managing Director & CFO

Moderator, Ms. Shankhini Saha (Director, Investor Relations, Dickenson World):

Ladies and gentlemen, very good afternoon to you all and welcome to **HPL Electric and Power Limited's Q3 and 9 months earnings webinar** produced by ElevEase. I'm Shankhini, and I'll be moderating our call today.

Joining us from the HPL management team will be **Mr. Gautam Seth- Joint Managing Director and CFO of HPL.**

Please note that this conference is being recorded and that some statements in this call may be forward-looking based on current expectations and subject to risks that may cause results to differ materially. So, we'll get started. I'd like to hand over to Mr. Gautam to start with some opening remarks. Take it away Gautam.

Mr. Gautam Seth:

Yeah. Thank you Shankhini. Good afternoon everyone and thank you for joining us. Before getting into the financials, I want to briefly share how the last nine months have shaped our direction and how we are positioning HPL for the next phase of growth. Over the last few years, we have benefited from a **strong B2B order pipeline**. At the same time, we have worked steadily to scale our branded consumer and industrial businesses. Alongside this, we have focused on improving the quality of our earnings through **better product mix, differentiation, and disciplined execution** across the portfolio. These efforts are now showing clear results. In Q3, our **revenue grew by about 21% year-on-year to roughly 475 crores. EBITDA increased by about 29% to nearly 72 crores.** Steady revenue growth combined with better margins is strengthening our earnings profile quarter after quarter. Let me now walk you through our two key business verticals.

Smart metering continues to be our long-term growth driver. We currently have an **order book of over 3,000 crores**, which gives us clear multi-year visibility. After a relatively flat first half, execution picked up meaningfully in Q3. Deliveries increased by around 25% sequentially and were up about 11% year-on-year. Our focus on execution discipline and product quality helped us support higher deployments during the November to March period after the monsoon season.

Alongside this, a **consumer and industrial business** is steadily becoming a second



core growth pillar for HPL electric. The business has delivered continuous year-on-year growth over the last two years supported by faster business cycles and a diversified demand base. This puts us in a strong position to benefit from India's long-term consumption and industrial growth. **Switchgear grew by over 33% year-on-year in Q3 to roughly 68 crores** and by 25% in the first 9 months to 233 crores. **Wire and cables recorded strong growth of nearly 60% year-on-year in Q3**, while lighting and electronics returned to growth at around 20%. This growth was supported by our expanding distribution network. We now work with **over 900 authorized dealers and more than 85,000 retailers**, which is helping us improve reach, improve conversions, and build repeat demand across markets. Let me now touch on how we are preparing for the next phase of growth.

We will continue to strengthen both verticals through focused R&D and product engineering while maintaining discipline on capital allocation. In line with this, we have recently launched **NRAM plus smart water meters**, expanding our metering platform into water infrastructure. This is a natural extension of our capabilities in our metering segment and opens up a large new addressable market as data-driven infrastructure adoption accelerates. To summarize our growth roadmap, electricity meter and industrial products gives us scale and visibility. Water metering adds a new growth engine for the future and the consumer and industrial business provides a strong growth momentum that we believe can **more than double over the next 3 to 4 years**. With this, we will open the floor for questions. Yeah. So, over to you Shankhini.

Shankhini: Thanks, Gautam. We'll now begin with the Q&A session. So, we'll get started with the Q&A session. Our first question will be from the line of **Sahil Patani**. Sahil, you can go ahead and unmute your mic and ask your question, please.

Sahil Patani: Hi, thanks for the opportunity. So couple of questions, Gautam. So our nine month segmental share shows like consumer industrial services picking up from like **37 to 44%** and smart meters kind of dropping from **63 to 56%**. So over the next 2-3 years, what is the steady breakup you see between these two verticals? Would it still be between 45% for consumer industrials, 55% smart meters or how do you see that?

Mr. Gautam Seth: Yes. So you know fortunately now we are seeing growth in both the segments and of course the consumer and industrial in the 9 months and almost every quarter has seen a very healthy growth year-on-year growth. Metering is, as we said in my opening remarks, a long-term story again; quarter-on-quarter we've had almost 11% growth, sequentially it was 25% growth, so metering is also now going to see a good growth. So in a way for us both these verticals are important. We will see both of them really grow henceforth from here. But on a steady basis I would see these to be maybe **metering in the next 2-3 years remaining 55%, and consumer being 45%**. Although the basis will change, maximum up to 50/50, but in a longer term if you look at the last decade or last 15 years it's practically been almost like a 50/50 sometimes depending on the business cycles. Right now metering has a very strong growth cycle in the next 3-4 years, but now since the consumer and industrial has also caught up with that with higher growth rates, we would see both these segments continue to grow, but broadly

to answer your question I would say maybe **55 to 45 could be a ratio which will kind of remain.**

Sahil Patani: Got it. And my second question is around the **water smart meters**. You know congratulations on that launch earlier in the year. So three parts to that. So one is **what is the TAM for smart water meters?** How much revenue contribution do you see from this vertical let's say over the next 2-3 years? And is there an **export opportunity** as well or would you be looking to just cater to the domestic market?

Mr. Gautam Seth: Yeah. So you know if you look at the, you know, we have of course we've done our work and we do see a huge opportunity going forward in the smart water meters. Now if you look at globally also, I'll just put it in a perspective and then probably I'll answer specifically the three questions. If you look at the global market in the smart, like any metering company globally, the big companies are into electricity, water, and gas meters. So with HPL electric also, you know we've been dominating the electricity meters and we feel and we have that kind of ambition to be a global player in metering. So our step into this has been that we do see a **very big addressable market in the country right now.**

Probably we don't have figures or there are a couple of figures available from various agencies, but nevertheless the market is huge. The consumer base is huge. The government has been talking off and on about what can be done in this and we feel that it's a huge segment to enter and obviously the technologies are available with companies like us also where we see that the basic communication or the AMR or the kind of metering accuracies are required. So we have also leveraged our strengths in the general metering we have and we have come out with this one. But in terms of revenues, in terms of exactly what will happen, I think it's a little early because there will be trials and approvals by various agencies as we go forward. But the time taken let's say for us to establish the electricity meter probably will require much lesser time because of the kind of resources the company already has, the kind of manpower, the strengths we have already in our R&D, so the time taken to launch this will be far lesser. And I think the clarity and execution what we see generally in the government, once the policies are fully in frame, once they are there, I would say the implementations would be pretty good. So in terms of revenue **we should start seeing something probably in the second half of next year** because there are approval processes and others, but we have already initiated those.

So we do have certain setups with us to get started in such a huge industry and it's I think it's a very big plus for HPL because like we have been in electricity meters, we will be present and hopefully we should be dominating in future in this segment as well. But exact revenues what will happen I think it's too early for us to say that, but as we go forward I'm sure we'll keep you updated on how we can exploit this.

Sahil Patani: Okay. And is there an **export opportunity** as well with this?

Mr. Gautam Seth: Yes there is. Of course the specifications country to country might be different but the basic technologies of metering and communication are pretty much

the same globally. So we will be exploring that but right now I think the start will have to be in India because until we gain experience we understand the industry in a better manner. But yes, **the global opportunities will be available** or are available already.

Sahil Patani: Got it. Thank you Gautam. That's all from me.

Mr. Gautam Seth: Yeah. Thank you.

Shankhini: Thanks for your question Sahil. Our next line of questions will be from the line of **Viraj Mahadevia**. Viraj you can go ahead and unmute your line and ask your questions please.

Viraj Mahadevia: Hi Gautam, how are you?

Mr. Gautam Seth: I'm fine thank you.

Viraj Mahadevia: Very quickly Gautam I wanted to check, you know smart metering has had a bit of ups and downs over the last many quarters in terms of deliveries. Are you seeing most of the industry challenges behind you and from here expect to see a more particular trend in smart metering deliveries over the next two to three years?

Mr. Gautam Seth: Yeah. So if you look at the earlier challenges what were there, some of them could have been more on the policy side but right now I think the challenges from the policy perspective or any clarity of go-no-go, those types of challenges are not present. I don't see that happen in the industry. So right now the **policy is clear**. I think if you look at the government data, the tenders, a lot has been already given out to the AMISP, even the last bit of tenders are all on the table waiting to be given out to the AMISP. So I think those challenges are not there today. The challenges in the last let's say 9 months or 12 months have emerged mainly, I believe so, from the **execution part** which are being faced by the AMISPs. So I think those are also getting addressed, although maybe like a monsoon or certain things which are out of control of everyone probably those challenges may remain.

But I think the skill set for implementation, the challenges what are being faced on the ground level due to the support of either the utilities or the meter manufacturers, or getting in better skilled manpower to implement, I think those challenges are now getting overcome. And certain states I think have been doing pretty well now; at least three to four states are doing a good level of implementations and I think certain new states are also now joining in for the implementation part. So I think overall certain challenges will always be there whenever such large scale implementations are happening, especially when it involves the last mile connectivity with the end consumer and the utilities. So certain things will always remain, but overall I think the progress is much better than what it was. And for us as I said earlier also, the **Q3 has seen a much better execution**. We do expect **Q4 to be probably the best quarter in the current year** in terms of metering supply and installation also from the AMISPs. So overall I think we are moving into a good phase where I think in the next two to three years the bulk of the implementation should be taken care.

Viraj Mahadevia: So does that mean you expect say let's say **five to six cr smart meter execution per annum for the next two to three years** and consequently hopefully based on your market share of 20 odd% maybe you would be pulling up in capacities at 1.2 to 1.4 cr smart meters sold from your end?

Mr. Gautam Seth: Yes. So if you look at, you know, purely going by the run rate of the government data and the kind of projection, so I think that seems to be a possibility of having **at least 5 cr meters being implemented**. Of course I cannot talk for the AMISPs or the government but just my sense of the way we read the market, I think that should not be a big problem for the industry to achieve those figures. And if that happens we are very confident of our supplies to the AMISPs. We have the orders, we are currently also even as we talk we have a lot of our materials going to various AMISPs so that is better. So as a company or as an industry it's not only one or two AMISPs which are actually performing, it's multiple AMISPs and multiple circles where the work is going on. So I think yeah that should be a possibility and we ourselves should see a steady growth in revenue and our dispatches should improve.

Viraj Mahadevia: This last question, are you seeing a **pressure on your gross margins given copper prices** because you know Q1 had very good gross margins of about 38% and in the latter quarters you've come sort of around 37-36%. Is copper playing a big role there and is there a lag because these are fixed price contracts and copper prices moved up, and will you be able to pass on these higher copper prices in future contracts?

Mr. Gautam Seth: I'll just, so if you look at the copper or other metals, they are mainly affecting our consumer and industrial business. So **the smart metering part is not actually affected so much by the copper prices**. This is one. Second, if you look at it, yes, the prices get passed on. So any increase in the cost is getting passed on to the consumer but with a lag. So the maximum impact would happen in the **wire and cable where typically it takes two to three weeks to pass on the cost to the consumer**. But over the last couple of months, let's say if you look at the 9 months, there might have been at least six to seven price increases which the industry or even a company like us have affected on our consumers. So lags are there. Let's say if there is an increase today, maybe it may take 2-3 weeks for those prices to come.

So in a way that does put an adverse effect on the margins, but it gets passed on. When you look at switchgear, because again lighting is not so much impacted by that, but if you look at switchgear yes, certain part of switchgear has copper playing a big role because copper and silver both are the current carrying parts. And so the **passing on cannot be done on a monthly basis, generally the industry is doing it after 3 months or 6 months** depending on that. So there of course we have seen certain pressures on the margins, but eventually the cost gets passed on.

Shankhini: This is helpful. Thanks for your questions VIRAJ. Our next line of questions will be from the line of **Rishab Hingre**. Rishab you can go ahead and unmute your mic and ask your questions please.

Rishab Hingre: Yes. So am I audible now? Gautam first of all congratulations for delivering robust results. Now I have a couple of questions from you primarily on the strategy part. So one is **are we strictly restricting ourselves to the low to medium voltage market** where we are operating? Reason I'm asking this question is if you look at HPL we have strong connect with the utilities desks. So a natural extension is a product like **EHV cables** which is a natural extension for the wires and cable segment. So do we have any such plans in future to venture into these type of segments? Second, my question is regarding the **next generation product line**. Our competitors such as Genus Power have got **solar inverters, they're working on solar storage solutions** or on the consumer industrial side, solar panels. So there are a lot of next generation product lines which our competitors are working on. Has HPL got any such plans to augment these type of product lines?

Mr. Gautam Seth: So Rishab, if you look at our main major portfolio, whether we look at energy meters which go into the distribution segment through the utilities, if you look at the switchgear part and the wire and cable **we have been into the low voltage**, not even in the medium voltage. But as a strategy, if you look at the low voltage market, **we are covering the entire switchgear basket** which goes from starting from an air circuit breaker which is the main incomer, then it goes downstream up to the modular switch. So every kind of switchgear, whether it is an automatic transfer switch, changeovers, MCCBs, contactors, relays, MCB distribution board, the entire chain we have it. When you look at lighting again, right from a street light up to the LED bulb. There are over 200 products what we make, whether it's the panels or what you see in the offices, downlighters, everything we make. Similarly in the wire cable we have extended. So that has been our major strategic USP, a **one-stop shop for any kind of home, industrial, and commercial requirements**. Now going forward **we are already evaluating, we do realize that it's a huge market like you were talking about EHV** but it's a general progression. We have been studying the market to go into the higher kind of cables going up to HT and then EHV.

It's a progression which typically for any good company would take 3 to 5 years to actually come out with those ranges. But yes **we are actively looking at it** and to come into the higher set of cables because our wire and cable over the last 3 years has seen very good growth. We have seen a big margin improvement and market expansion and there is a big demand coming in from our own dealers, distributors, and customers to come out with a higher cable. So those are the LT power cable and probably going into the lower HT cable. We are looking at it very actively and maybe down this calendar year we should be able to update you on how we look at the market and what kind of investments and opportunities we see in that. Now when you're talking about solar or other things **we already have a solar division**. If you look at the top 10 solar companies who are doing big projects, we are already supplying to them. We have a very strong solar product portfolio starting with solar cables. We do net metering which is again a very strong product of ours, but when you look at the switchgear on the solar side, on the DC side, we have the complete distribution boards. So a lot of products on the solar markets are already addressed. We are already developing a lot of newer products to cater to that. In fact, in the last four five years we already have a complete solar division and we are growing into that. In HPL with **over 180 engineers in R&D**, which covers all

things, not only meters but also switchgear, wire and cable, lighting, and then into lot of common technologies like electronics or communication and other things. So we are continuously developing lot of new age products in each of our product segments which address the consumers. Whether any kind of cables or switchgear would probably go into a data center, we are looking at those. **5G we are already doing a good sizable business with all the three major telecom players**, whether it is Jio or you have Vodafone or you have, so lot of new age opportunities what we see we are working on that. The revenue obviously gets split into the various divisions what are there. So yes we are hopeful on that, and including the higher-end cable layer. As we have more info we'll come back to you.

Rishab Hinger: Sure. Thanks.

Mr. Gautam Seth: Thank you.

Shankhini: Thanks for your questions Rishab. Just a note to our participants if you have any more follow-up questions you can keep your hand raised and I'll join you into the follow-up queue. Great. So our next question will be from the line of **Pranjal Mukhija**. Pranjal, you can go ahead and unmute your mic and ask your questions.

Pranjal Mukhija: Yeah. Hi, am I audible? I have a couple of questions. So just wanted to understand a little bit more about your **software piece**. I think in the last call also I asked this question. So any clarity on like what we are doing on the software piece? This is regarding the metering we are talking about right for the whole AMI piece or maybe the whole energy transition piece also, maybe grid solutions like wherever you guys are working like would love to understand in greater detail.

Mr. Gautam Seth: No, so I had offered you last time also that I can arrange a separate call but you know apart from the meter supplies what we are doing, **we are working on both the billing software as well as the headend system**. And so we've been working on that because we are also, at least with two of our big customers we have been doing the **AMISP as a system integrator**. We've been using our own solutions and now in a limited way we have started offering the solutions to even the regular AMISPs wherever required. Moving beyond the meter, we do have certain solutions but if you want to understand it more technically and just to see what it is, probably I can ask Shankani and we can, I can connect you in the next two days with our team so you could understand.

Shankhini: Thank you Pranjal. Our next question will be from the line of **Kunal Dubey**. Kunal you can go ahead and unmute your line and ask your questions please.

Kunal Dubey: Hello. Hi Gautam, congratulations for the good set of numbers. My question, I have joined the call a little late. I have couple of questions for you. First in the last call you had mentioned that we would be in the pin code of around **1,900 crores for total revenue**. Is that number still on? My second question to you is on the new metering system which we have launched, **water metering**, what is the revenue pipeline or GTM go to market strategy for it?

Mr. Gautam Seth: Yeah. So in terms of revenue, I won't give a specific number but definitely we look at a **much stronger quarter coming into the Q4**. Right now the way we look at it and the schedules what we have from the various AMISPs, I think we should do a fairly good turnover in for the smart metering and the consumer and industrial also is set for another good quarter and a good growth. So even looking at it sequentially or year-on-year we do expect a good quarter. Now we have done about 470 in the Q3. So definitely **the figure you said we are looking to get there**, but again there could be just last moment let's say if there are some postponements happening from the AMISPs. But right now we do look at a good quarter so even if you're not reaching there, we should be getting somewhere close to that. So but on a specific number I probably won't be able to confirm to you on that, but that should happen. Now looking at the **water meter part**, we have launched the meters, of course since the government or the gel boards and others are the primary consumers of that, our products would be going for their testing and their approvals. That is a process which would happen. But we do see that the government, the way things are going, this would be a future, the government would definitely come out with bigger schemes for their implementations. So right now we are working on that but specifically on numbers or how what we can achieve, I think as we are reaching the next year, maybe in the **second half you should start seeing certain things coming on**.

Kunal Dubey: Just a follow-up question to you, **we did last year around 500 crores in Q4**, could you match Q4 of FY25 around that?

Mr. Gautam Seth: I think we should see a growth from there. Now what growth, I cannot say that, but yes I think we are looking at it internally, we do have strong targets, our teams are working day and night to make sure that the best figures are there but yeah I think we should have a growth from there.

Kunal Dubet: Thank you Gautam, thank you for your time.

Mr. Gautam Seth: Thank you very much, thank you.

Shankhini: Thanks for your questions Kunal. Our next line of questions will be from **Chandresh Malpani**. Chandra you can go ahead and unmute your mic and ask your question please.

Chandresh Malpani: Hello am I audible? Thank you for the opportunity. Sir, first question is on again the order book itself and the overall broader perspective. We see smart metering about 15 crores meters are awarded. So two questions here again sir; I've asked in the past as well that out of 15 cr your sense how much is passed on to the OEMs and second, sir **we have not seen any meaningful tendering happening in the last 8 to 10 months** from the utilities to the AMISP itself, where Tamil Nadu which is big ticket 3 cr odd meters but the orders have not been finalized. So sir your overall sense on the tendering thing because **our order book has also remained in the range of 2,500 to 3,000 odd crores**. So our incremental revenue depends to a large extent to these new orders that will come in. So your overall thought process here sir?

Mr. Gautam Seth: Yeah. So Chandresh, I don't know from where you picked up the 15 cr point, but I think the government data if you look at it they are talking about anywhere I think whether it's 15 or 18 crores more or less. **18 cr business out of the 22 and a half cr sanctioned meters**, I think approximately 18 have been either decided on the AMISPs or the tenders have been done and L1's probably identified now. So let's take that as a figure. Out of those, just my sense is that right now if let's say five cr meters are already implemented, probably **four to five crores are pending orders with the OEMs**. Again it's a calculated guess I would say, maybe this could be lesser. So there are still almost, I would say, **6 to 8 cr meters which probably are given out to the AMISPs which need to be awarded to the meter manufacturers like us**. So that is the broad calculation. Obviously the execution has picked up, there is no doubt in that. Now when you look at orders coming on a month-to-month or quarterly basis, what is happening is that under the new regulation, if any company listed company if they are to give out their order book details, it is no more one has to give out the quantity, the pricing, the customer details and other things.

So if you see in the last couple of months **we as HPL electric we have not been giving out the new order book in the stock exchanges because of the competitive interference what we can find** and so just to keep those confidentiality on the further details and the customer name so we have not been giving out. But the industry has been seeing orders coming out regularly from the AMISPs to the meter manufacturers and companies like us are also getting orders regularly. So overall things are in place since the pipeline from the AMISP is pretty large covering almost one and a half years, so we are not worried on that because we are very confident that as and when more and more meters are going into the market and the AMISPs are seeing their performance, their data and everything, we are definitely eligible as a preferred vendor to get more and more business. This was even my take about two three years back, I've said it in one of the calls that you will not continuously see more and more recurring orders, the big bang orders will not be there to the meter manufacturers but they would be continuously happening and this is exactly what is happening. All the big AMISPs have been giving orders regularly, recurring orders but on a smaller level but smaller also in couple of definitely but there are more repeat orders. So you don't find an order of let's say 10 15 lakh meters coming together, **maybe 1 2 lakh three lakh meters being given out**.

So that is how the industry is maturing now. That is how even people realize the performance of good genuine meter manufacturers like us. So I think that is where we stand to gain. So the overall industry scenario is very good. I think the industry is on track and many more beyond this will get implemented and companies like us are definitely to gain on that.

Chandresh Malpani: Sir and second question is on the when we see the data of government, so is HPL also executing a project as an AMISP for Punjab?

Mr. Gautam Seth: No, right now with the typical AMISP with the funding and others, we are not right now doing a full AMISP. **We are focused on metering, supplying to the AMISP** and they are doing in turn the financing and the implementation. But we are also

offering a couple of added services to the AMISPs which goes beyond the meter supplies we are doing that and in one or two customers we have been where the financing is not involved, in typically the way the central government AMISP model is, so we have been doing the complete value added services along with that.

Chandra Malpani: Okay, got it, sir. Thank you so much.

Mr. Gautam Seth: Yeah, thank you.

Shankhini: Thanks for your questions, Chandra. We now have some time for follow-ups. We can take one or two maybe before we get into the written questions. So we'll start with the first follow-up from the line of **Viraj Mahadevia**. Viraj, you can go ahead, unmute yourself and ask your follow-up questions.

Viraj Mahadevia: Hi Gautam, I want to check has there been any progress in terms of **smart metering orders and qualifications with overseas clients** as another growth driver?

Mr. Gautam Seth: Yes. Like last time also I said we have a **dedicated team now**. So we have of course the, a lot of tenders are available. We have recently looked at two countries where we can, but you know you have to understand that by the time we get the international certification we do get certain follow ups. So maybe some time may be involved in that. But in the long term I see that as a big business happening. So our smart metering solutions, like we have upcoming fairs coming up in **Dubai and in Hanover in Germany**. So I think we will be pitching in now to the global market with our smart meters in a bigger way. I think the experience and the specifications what we gained from the Indian market in the last 2-3 years, that will qualify us very well to get into any type of country or markets we want to get in. But it will take time. So **maybe another 12 months** from here as we get all the certifications in place, but eventually if we are able to crack even three-four countries the volumes can be big and the values are good, the realizations are pretty good and especially if you look at the European or the advanced middle east markets, the values can be very good. The margins also can be good. So, we are exploring that and definitely there's dedicated work happening in that direction.

Viraj Mahadevia: And how are we playing against the **Chinese** in some of these markets? I would say perception etc?

Mr. Gautam Seth: No, so if you see, this is just my personal past experience, if you see covering the last 20 years the **Indian quality and specifications have been much higher than the Chinese for sure**. And I'll give you the reasons why. Because in India we had, like China even from the last two decades typically had one specification which they would use it for 5 years and that was like a global specification formed by the central Chinese authorities and they had two-three utilities run the tenders and they would do that, no changes happening in the specifications for a fixed period let's say about 4-5 years. But the volumes were high. So typically the specifications were frozen but the quantities were large so they went into very good smart way of manufacturing

those. India on the other hand, if you see in the last two decades, we had multiple utilities, let's say 25 states ordering so every utility had a different specification. So that was driving the specification each time and many times each state coming out let's say with two or three tenders would up the specification each time. So that put a lot of pressure on the R&D for the meter manufacturers and companies like us and maybe one or two of them who really survived those years and really kept abreast with the technology made the meter very strong like this.

So if you compare one-on-one on the technology, I think India is far above and now with the smart meter in place and probably I would say one of the biggest rollouts of smart meters in the world, I think India is very well placed here. And in general perception also because we do a lot of switchgear in over 35-40 countries. I think the Indian perception is very good and a regular good customer is ready to pay a premium to any Indian manufacturer as compared to China. So this is just my personal thing but I think we would have a very good chance if we penetrate into the utilities even internationally. And people will definitely prefer it.

Viraj Mahadevia: Understood. One last question Gautam, given that now hopefully the worst is behind us from a smart metering perspective and steady tenders over the next two three years and the C&I business is picking up as you mentioned. Could we look to a 20% growth in topline over FY27 from FY26. **Do you think 25% is achievable?**

Mr. Gautam Seth: Yes. I think it is achievable and internally when probably by next month when we are finalizing our budget for the next year internally with our teams I think that is something that should be minimum required. Keeping few challenges which would anyway come in the business, I think those types of growths are achievable. No doubt in that. I think our consumer segment is set for a good growth. Even metering we have the orders, the requirements are there. The policy is also very clear now. So that again should see a growth. So I think what you are saying looks definitely achievable.

Viraj Mahadevia: Great. Thank you. All the very best.

Mr. Gautam Seth: Yeah. Thank you.

Shankhini: Thanks for your follow-ups. Thanks for answering Gautam. What we'll do is we'll take some questions now that were sent in prior to the call.

So the first question is about the recent developments in the **FTA**. We saw some European FTAs come through. Can you tell us how this affects our export opportunity for both our business segments on the metering front as well as the C&I segment?

Mr. Gautam Seth: Yeah. So I would say two FTAs, one with UK which is I guess already signed and the Europe one which is announced and I guess it'll be also formalized and notified. So I think we stand as HPL electric **we stand to gain from both these FTAs in a big way.** Now as we read from the news that the import duties of engineering

products into Europe would get reduced. So if you see **India is basically on the IEC standards which are typically compatible with the UK and the European standards.** So we stand a good chance as a company to supply into Europe, supply into the UK, into those markets and these countries typically have a lot of their manufacturing already shifted out of Europe.

So typically it's gone major to China and now with this FTA I think India as a country and the engineering companies here have a good chance to become a manufacturing base for the European customers and big companies. So I think definitely we are looking at it and our focus in going forward in Hanover as I said we are participating in these fairs. Our focus is definitely to now penetrate into the market in a bigger way. And I think the difference in the duties should make us competitive vis-a-vis the other countries like China and if you look at technology-wise we are up there already. Our certifications and technologies are there. But only whatever if price was a major factor which was deterring the European customer or customers in UK from taking Indian products, I think that should give us a good advantage.

Shankhini: Thanks Gautam. The next written in question that we'll take is regarding our **go-to market strategy for the C&I segment.**

Can you give us more detail on what brand building initiatives and what initiatives we're putting in place to build our channel network in the domestic market which is the real push for the growth in the C&I segment?

Mr. Gautam Seth: Yeah. So our efforts have been going on well before but now the results are on the board and I think this gives us some encouragement to look at this business in a bigger way. Although I don't give too much of a guidance many times, but I think the **C&I next year we should be looking at probably crossing let's say thousand crores in a way or coming close to that.** So I do foresee that even next year should be a good year for C&I. And with us reaching those levels that would be a minimum level to really grow further from there. Also our strategy has been focused on two-three major issues. We have really strengthened our **supply chain** in a big way. We believe that today putting the products close to the consumer or in an effective way. Because at peak time we had almost 30 warehouses in the country.

Today **we operate only with six master warehouses** and I think our supply chain through the 900 channel partners and the retailers today is much better off. There has been a lot of work which has gone into that. There has been a lot of products, new products have come out from our R&D which we say are creating certain differentiation with the competition and the acceptability with our customers or with our channel partners is definitely there. So I think that is going to be a big differentiation factor which is going to really make sure that the C&I products are coming out like that. Our advertising has seen a stronger push mainly in the **digital segment where we have really probably made it 2x or 3x the spend** what we were doing on the digital marketing on all the social media and other things. Our BTL has been very strong now. Although we are not spending big large money on television or more on the ATL part, but

the BTL on point of sale and other parts have been pretty strong and they have been consistent. So I think with certain strategies which are giving us immediate ROIs keeping the budget in mind we are doing that. A lot of these actions have happened which have given us results. We are on the way of a lot of digital transformation where we are looking to launch **two three new apps in the coming months which would connect all our dealers, all our retailers and a lot of our electricians** including the loyalty programs of electricians through the app and everything going digitally through the QR codes.

So that is something which again we are in the process of doing. So I think there are a couple of these smart moves which we are undertaking which will give us positive results going forward. Now the moment the way the sales are going up, it's my sense that maybe by the end of the later part of next year once we have much more sizable sales coming up and almost a thousand crores of revenue coming from C&I that would give us a minimum level to do much more brand building activities even on the ATL side where we can reach out to our end consumer in a bigger way and make HPL known as a household name. So I think that will happen naturally and progressively as we go forward but right now we are in a direction and we feel encouraged by the results what are coming. Of course the market is competitive, competition is there, but I think overall we've got certain things right for sure and I'm sure we'll learn and see that we keep up the growth coming up.

Shankhini: Thanks Gautam. Just a quick follow-up on this. If you look at geographically, if you look at the C&I segment, is there **room for more penetration** when it comes to building the channel network?

Mr. Gautam Seth: Yes, I think if you see, like we are present in all the states, but still the **penetration into tier 2 and tier three I think there's a huge gap** which probably we need to do that. And not only now, I think even if we double up from here we will still see gaps happening in that. So there is definitely a room for us to grow. So even if the industry figures as flat, I see a huge opportunity for HPL electric to grow in this segment. So although sometimes if the industry is growing it does help us, but right now at least in the next five quarters I'm seeing a good runway for growth for C&I in a good way. And I'm sure we'll be putting the next level of strategies thereafter for future growth so that is going to happen.

Even right now as we are closing the year, in the next 3 to 4 months covering let's say Feb, March, April and May, we do see a lot of new appointments of channel partners. Our teams have identified a lot of areas where HPL would require a strong distributor. So a lot of internal targets are there and monitoring that is ongoing there. So definitely I think we should be able to, there is a good gap which we are ready to fill up.

Shankhini: Thank you Gautam that was really insightful. We have some more written questions but looking at the paucity of time we'll get back to you with some written answers and those in the question queue can also write to us and we'll be very glad to get your questions answered to your satisfaction. So before I hand over to Gautam for



closing remarks, I'd also like to mention that **we are planning some investor and analyst events** for HPL in the coming month. So invites for that should go out shortly within a week or so. Participants here, you can also write to us on the email ID on the last slide of the investor deck and we'll be happy to include you in the registration process. So on that note, I'll hand over to you Gautam to make some closing remarks for our earnings webinar for today. Over to you.

Mr. Gautam Seth: Yeah. So thank you. In closing, I would say HPL is entering the next phase of growth journey with a position of clear strength. We now have **two scalable businesses which are smart metering and the consumer and industrial** and both are meaningfully growing with meaningful drivers of growth in both of them. Our focus remains on strengthening the product platforms through R&D, expanding our distribution and channel network and maintaining discipline in the capital employed. Now with these operating momentum and multiple growth opportunities, we are well positioned to deliver long-term value for our stakeholders. So thank you for being part of our journey here and thank you and have a good evening ahead.

Shankhini: Thanks to all our participants today and thanks Gautam on behalf of HPL. It's been a pleasure to host you all today. Happy to receive any more requests for data or any other questions and we'll make sure to get them answered. So, thank you for being with us and you may now disconnect your lines. Cheers everybody. Have a good evening.

Disclaimer

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