



HPL Electric & Power Limited

CIN : L74899DL1992PLC048945

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2nd August, 2018

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

BSE Limited
25th Floor, New Trading Ring, Rotunda
Building, Phiroze Jeejeebhoy Towers, Dalal
Street, Fort,
Mumbai – 400 001

Scrip Code: 540136

Subject: Press Release

Dear Sir,

Please find enclosed a copy of the communication being released to Press today.

Thanking You

For HPL Electric & Power Limited

Vivek Kumar
Company Secretary



For Immediate Release

August 2, 2018

HPL Electric and Power Ltd reports its Q1 FY2018-19 Results

Robust Revenue Growth with Sustained Momentum Across All Businesses

New Delhi, India, August 2, 2018 – HPL Electric and Power Ltd (referred to as the “Company”; NSE: Symbol;HPL, BSE: Scrip Code;540136), an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment, announces their financial results for the quarter ended June 30, 2018.

Consolidated Performance Highlights

Particulars (In Rs Cr)	Q1 FY19	Q1 FY18	YoY %
Revenue from Operations	260.0	221.3	17.5%
EBITDA	27.3	23.5	16.0%
EBITDA Margin %	10.5%	10.6%	---
Reported PAT	5.6	5.3	7.0%
PAT Margin %	2.2%	2.4%	---

We recorded healthy revenue growth in the first quarter led by switchgear and lighting businesses which witnessed strong traction in trade sales. Wires & cables business also saw decent growth on the back of specialty cable orders. Metering business recorded moderate growth and is expected to gain traction in the second quarter. Overall margins remained stable as the impact of higher margin from switchgear business was offset by lower margin in metering business due to increased price of plastics. Net profit grew at a lower rate due to higher overhead costs.

Our overall order book continued an upward trend backed by healthy inflow of metering orders. This provides us a strong visibility to record a higher double-digit revenue growth in FY2018-19. We shall continue with our increased efforts on advertising & marketing front to maintain strong growth momentum in the trade business across all segments, whilst strengthening the HPL brand and product recall in the mind of the customers.

We have decided to take certain corrective measures to improve our operating and working capital efficiency. We are setting up a centralized purchasing department to bring procurement efficiency in raw materials leading to cost savings. We are also ensuring strict control on our operating costs and are diligently working on lowering our working capital requirements whilst ensuring healthy sales growth over coming year leading to reduction in net working capital days.

- **Gautam Seth**, Joint Managing Director

HPL Electric & Power Ltd.

1/20, Asaf Ali Road, New Delhi-110002, Tel.: 011-23234411, website: www.hplindia.com



Key Developments in Q1 FY19

- Consolidated order book was Rs502.7cr (Net of GST) as on 31st July 2018
 - Metering orders of Rs456.6cr
 - Lighting orders of Rs11.6cr
 - Switchgear orders of Rs30.3cr
 - Wires & Cables orders of Rs4.2cr
- Metering order book witnessed sustained addition of new orders worth Rs 191.4 cr (Net of GST) between 20th May and 31st July.
 - Company received Rs 75.25 cr worth order from Maharashtra State Electricity Distribution Company Ltd for single phase 6LowPan based LPRF Meter.
 - Company executed Rs 114.7 cr metering orders during this period

About HPL Electric and Power Ltd

HPL is an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment, including, metering solutions, switchgears, lighting equipment and wires and cables, catering to consumer and institutional customers in the electrical equipment industry. HPL had the largest market share in the market for electricity energy meters in India, with one of the widest portfolios of meters in India and the fifth largest market share for LED lamps during the corresponding period (Source: Frost & Sullivan Report, February 2016). HPL's manufacturing capabilities are supported by a large sales and distribution network with a pan-India presence. HPL currently manufacture and sell its products under the umbrella brand 'HPL', which has been registered in India since 1975.

Contact Details

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For further information on HPL Electric & Power Limited see www.hplindia.com

Safe Harbour

This release contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to HPL Electric and Power Ltd future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. HPL Electric and Power Ltd undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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