

#### HPL

Draft Red Herring Prospectus (DRHP) states that HPL Electric & Power Limited (HPL) is an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment. The company had the fifth largest market share for LED lamps during the corresponding period as per Frost & Sullivan report. HPL's manufacturing capabilities are supported by a large sales and distribution network with a pan-India presence. The company currently manufacture and sell its products under the umbrella brand HPL, which has been registered in India since 1975.

"We seek to utilise our R&D capabilities to develop new products, particularly lighting equipment, has the highest profitability margin amongst the products that we manufacture and supply," states Gautam Seth, Joint Managing Director of HPL Electric & Power Ltd.

The LED market expected to grow significantly, at a CAGR of 62 per cent during the corresponding period. "We seek to capture this growing demand for LED lamps and introduce a range of LED lamps for different end-use segments," informs Seth.

DRHP states HPL manufacture a wide range of LED lamps including down-lighters, luminaires and CFLs at varied wattages "We provide our customers energy efficient indoor commercial and domestic luminaires with superior design. Our lighting products are suited for use as task lighting, which is intended to be functional and concentrated, such as reading, and for accent lighting, which is intended primarily for decorative purposes. Our LED lamps have been certified to be in conformity with the Indian Standard Index by the BIS, states Seth.

HPL lighting products are sold under the brand HPL and its street lighting is sold under the sub-brand Pathlite.



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Gautam Seth, Joint Managing Director of HPL Electric & Power Ltd



HPL, in the past, secured and executed several contracts from various Governmental Agencies for supply of Lighting products. For instance, the company executed LED street lighting turnkey projects in Srikakulam, Prakasam and East Godavari (Andhra Pradesh), various municipalities in Rajasthan and at Varansi Ganga Ghat and Varanasi Nagar Nigam, in Varanasi (Uttar Pradesh), involving supply and installation of LED streetlights and supplied LED tube lights for installation at the office of the electricity department in Delhi during the six months ended September 30, 2015.