

# INTERVIEW



**JOINT-MANAGING DIRECTOR  
( HPL ELECTRIC & POWER  
LTD. )**

## GAUTAM SETH

### **1. HPL is a key player of electric equipment manufacturer. What are the achievements of the company till now?**

HPL Electric & Power Limited is one of India's leading electric equipment manufacturer with a formidable presence across five key verticals: Metering Solutions, Modular Switches, Switchgears, LED Lighting and Wires & Cables. Our backend integrated facilities have the capabilities of product design and development, component designing, tool manufacturing and commercial production. From Energy meters to lighting to switchgears to wires & cables to LED products, HPL has successfully catered to consumer's needs. In switchgear segment our performance during the first quarter was marked by double-digit revenue growth in the metering segment i.e. +10% YoY, and steady performance in switchgear revenue by 2% YoY. In the second quarter metering business continued its growth momentum as revenues grew by 22% QoQ and in the lighting segment we witnessed robust growth with revenues growing by 48% QoQ. In the coming quarters we see these numbers to grow by a larger scale.

### **2. What are the new products in your product basket? What are your newly launched products?**

Recently we have introduced new range of solar products using the latest technology and design for best in class performance and durability. The new solar launches comprises of AC Combiner box in 800V Ac for ground mount & roof top solar pv application, AC Distribution box IN 1000V Ac for rooftop & ground mount solar pv application, LT Panel in 800V Ac for ground mount solar pv application, String Combiner box in 1500V Dc for ground mount solar pv application and String Monitoring box in 1500V Dc for ground mount solar pv application.

HPL has also introduced seven wonders of LED lighting which comprises of latest technology and innovation catering to every household needs. To enhance the aesthetic of your home decor we have launched Inverter lamp, Remote controlled colour changing lamp and T lamp. To deliver the best to our end consumers we undertake research and development to consistently upgrade our products and the technologies.

### **3. How HPL is going to contribute in Eleccrama, 2020? Is there any product launch in line up? What will be the main attraction in Eleccrama?**

HPL Electric & Power Ltd. has always been an active participant in the industry events & seminars and has represented itself across prestigious global events as well. ELCRAMA is the biggest showcase of the world of electricity and brings together the wide spectrum of solutions that channels the planet and we are delighted to be the board member of IEEMA and feel privileged in sharing space with industry stalwarts.

HPL will be showcasing its entire range and also inaugurating its new range of electrical equipment solutions in lighting, meters, switchgears, and switches at Eleccrama 2020.

### **4. What makes HPL different from other manufacturers?**

HPL has always been dedicated to provide solutions and services to customer's delight. We are also committed to the environment public health & safety and outclasses in ensuring Eco friendly range with CE mark that most of the Indian players lack in. Apart from that, our manufacturing facilities and our products have been accredited with various national and international quality certifications. Further, all our manufacturing facilities have been accredited with management system certificates for compliance with ISO 9001 requirements by TUV SUD South Asia Private Limited and the British Standards Institution, India.

#### **4. What makes HPL different from other manufacturers?**

HPL has always been dedicated to provide solutions and services to customer's delight. We are also committed to the environment public health & safety and outclasses in ensuring Eco friendly range with CE mark that most of the Indian players lack in. Apart from that, our manufacturing facilities and our products have been accredited with various national and international quality certifications. Further, all our manufacturing facilities have been accredited with management system certificates for compliance with ISO 9001 requirements by TUV SUD South Asia Private Limited and the British Standards Institution, India.

#### **5. What are the different markets catered by HPL? How these markets are different from Indian market?**

HPL has always strived to enrich lives by improving the reliability and efficiency of its products and technology for a widespread customer base across major continents and countries. This includes, export of the finest engineering goods to more than 35 countries in regions of Asia, Africa, Europe, UK and Indian Sub-continent through the overseas logistic partners.

#### **6. Please tell us about your Research & Development (R&D) and manufacturing facilities.**

HPL embarks on research and development to consistently upgrade its products and the technologies. HPL has two R&D Centres at Gurugram (Haryana) and Kundli (Haryana), they are approved by the Department of Scientific and Industrial Research, Ministry of Science and Technology, Government of India and employ over 100+ engineers with dedicated teams who manages the Tool Rooms. Our testing facility at Gurugram (Haryana) has been accredited by the NABL to follow ISO/IEC 17025:2005 in respect of general requirements for the competence of testing and calibration laboratories for electrical testing.

We believe that our in-house R&D Centers enable us to initiate innovative solutions to meet the varied segment needs of our customers and achieving time efficiency in development of new and innovative technologies.

HPL has seven manufacturing facilities at two at Gurgaon, two at Jabli, one in Kundli, one in Gharaunda and one in Sonapat.

#### **7. Where HPL foresee themselves in coming years? What are the company's long term goals?**

HPL has been working tremendously to grow in the electrical equipment industry and furthermore aspire to expand their wings in solar and lighting industry. Through our rigid practices of R & D we launch new products every year and in the coming years HPL Electric thrives to focus on consumer durables and manufacture products as well keeping in mind the requirements of retail buyers. In the future we seek to be the pioneer of Indian electrical equipment industry.