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## INTERVIEW



### Mr. Rishi Seth

Joint Managing Director, HPL Electric & Power Ltd

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*Mr. Rishi Seth, Joint Managing Director, HPL Electric & Power Ltd speaks to Energetica India team on the company's success in the Indian solar industry.*

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**ENERGETICA INDIA: Please introduce HPL Company to Energetica India readers?**

RISHI SETH: HPL Electric & Power Limited is 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 backward (backend) integrated facilities have the capabilities of product design and development, component designing, tool manufacturing, and commercial production. HPL is a well-established brand with a proven track record of over four decades in the Indian electrical industry. When it comes to the most inno-



vative designs and developments, you do not have to look beyond HPL. We go out of our way to ensure that each one of our customers benefits from our cutting edge technical expertise.

Our products are certified to conform to Indian and International standards such as ISI, CE, and KEMA and we are proud to cater to India's emerging electrical requirements

**ENERGETICA INDIA: What kind of products**

**does HPL deal with within the solar industry?**

RISHI SETH: In the last couple of years HPL has introduced a range of Balance of Systems (BoS) for solar applications and currently we have the widest range of BoS under one brand, which are-

- Solar cables
- Bi-Directional meters
- Junction boxes
- DC & AC Distribution boxes
- String combiner and monitoring boxes
- DC Luminaries for solar home lighting systems and solar street lighting system
- Submersible cables for solar water pumps



Gurgaon Manufacturing Unit, Haryana

**ENERGETICA INDIA: How big and competitive is the solar cable industry? We, the industry, always speak about the modules and the inverters but not much attention is paid to the smaller yet important types of equipment that go with the modules and the inverters.**

**RISHI SETH:** The solar industry has become very competitive in recent years, with the government's focus and support. Evolving technologies have

**been associated with, in the Indian solar industry?**

**RISHI SETH:** HPL has been associated with various prestigious power projects in Jammu & Kashmir and other parts of the country as well; few of our esteemed clients for Balance of Systems (BoS) are Mahindra Susten, Adani Power, Sterling & Wilson, Azure power, Navalakha Transliners, Ravi Renewables.

**ENERGETICA INDIA: Please share details of**

dedicated teams who manage the tool rooms.

**ENERGETICA INDIA: What trends are we experiencing in the street lights market in India?**

**RISHI SETH:** The solar street light market is shifting towards the "All-in-one" type of street light where, we have the module, battery, and luminaries in one single casing. Although cost is a constraint at the moment, we believe this issue will be

port. Evolving technologies have brought the costs down and ironically margins too. However, we believe that since the volume of business is also increasing exponentially, the solar industry, in the long run, will be one of the most stable industries with margins to boast. Indeed, PV modules, battery, and inverters are the most talked about parts of any power plant, they are essentially mind and heart of the system, but even they are depended on a strong nervous system, that is where BoS comes in. HPL offers solar cables, junction & distribution boxes, etc. conforming to the latest international industry standards, which helps in the seamless functioning of a solar power plant, minimize loss and ensure that the plant is running at the optimum level at any given point of time.

**ENERGETICA INDIA: What are some of the successful projects that HPL has**

**ENERGETICA INDIA: Please share details of your manufacturing and distribution network in India for the solar products?**

RISHI SETH: HPL Group has a total of 9 manufacturing facilities. Its modern manufacturing Units are in located Gurugram, Kundli, Sonipat, Panipat and Himachal Pradesh those are ISO 9001: 2000 certified.

The main production plant for the solar range is in Kundli. HPL's solar cable and conventional cable manufacturing facility is in Karnal. For energy and bi-directional meters, we have a plant in Gurugram, for switchgear we have a plant in Jabli. The R&D Centres are located in Gurugram (Haryana) and Kundli (Haryana) which are approved by the Department of Scientific and Industrial Research, Ministry of Science and Technology, Government of India and employ over 100+ engineers with

the moment, we believe this issue will be addressed once we have more economical solutions for lithium batteries.

**ENERGETICA INDIA: What kind of challenges does HPL face as a solar manufacturer in India? What kind of support do you expect from the government?**

RISHI SETH: For an Industry to grow, it needs support from Government in form of incentives, campaigns, programs, etc and like any other industry, the Indian solar industry too needs government support to compete with international players. HPL believes that keeping high-quality standards in place, the Government must take measures to restrict the import of cheap modules and other accessories. Also, the domestic industry has shown that it can produce world-class products and the solar industry is no exception.