

HPL Electric and Power Ltd

ANNOUNCES FINANCIAL RESULTS FOR Q3 FY 2016 - 17

New Delhi, India, February 7, 2017 – 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, reported its unaudited and reviewed results for the third quarter and first nine months of the financial year ending 31st March, 2017.

Consolidated Performance Highlights					
Particulars (In Rs Cr)	Q3 FY17	Q2 FY17	Q3 FY16	9M FY17	9M FY16
Revenue from Operations	227.5	213.9	274.8	685.7	864.7
EBITDA	29.9	30.2	38.4	91.4	117.4
EBITDA Margin %	13.1%	14.1%	14.0%	13.3%	13.6%
Reported PAT	9.6	4.0	9.1	17.2	31.0
PAT Margin %	4.2%	1.9%	3.3%	2.5%	3.6%
EPS - Diluted (In Rs)	1.49	0.87	1.98	3.42	6.72

Key

Developments in the third quarter of FY2016-17 were:

- Strong order book of Rs 342.2 cr as on 31st December 2016
 - o Metering orders of Rs 227.5 cr
 - o Switchgear orders of Rs 54.0 cr
 - o Lighting orders of Rs 57.1 cr
- Metering sales declined on YoY basis due to lower take-off of metering orders by utilities.
- Switchgear sales grew by 8% despite of demonetisation which affected retail business. Various government initiatives like IPDS, DDUGJY in the renewables space and new product launches like ELMO switches and automated ATS had positive impact.
- Lighting sales were impacted by the phase-out of CFL products and voluntary reduction of low margin business from EESL/projects.
- The trade business in LEDs witnessed good traction and increased focus on LED luminaries helped in partially offsetting the impact of lower CFL sales.
- Wires & Cables sales declined YoY primarily due to drop in commodity prices in first 7 months onFY17. This situation is now improving driven by revival in copper price in November 2016 and subsequent selling price revision by the manufacturers.
- Work on HPL's Rs 70 cr order for Bhopal Smart City Automation and LED Lighting solution has commenced and revenues will start contributing from Q4 FY17
- Advanced lighting solutions with integrated communication is set to present new business opportunities in the lighting segment
- With an increased focus on improving the working capital efficiency, we have taken consent from 159 Channel Partners for 'Dealer Channel Financing' which will reduce debtor days over coming quarters.

“We witnessed positive business scenario in the third quarter steered by our metering business which gained momentum with an improved pace of tendering, after a slower take-off of orders in first half of the financial year. Further, our switchgear and wires & cables sales also grew on a sequential basis, partially offset by lower lighting sales which were impacted by the phase-out of CFL products and voluntary reduction of low margin business from EESL/projects. We now have a strong order book of Rs 342.2 crore which gives us good revenue visibility over the coming year. Further, various government initiatives like UDAY scheme, Smart Cities Mission, Housing for All, IPDS, DDUGJY etc. will drive the growth for the electric equipment industry over coming years. Further, opportunities under the 'Housing for All' initiative are expected to get further impetus from 'Infrastructure Status' given to affordable housing in the recent Union Budget. We strongly believe that HPL can effectively leverage its strong R&D and manufacturing capabilities, long standing relationships with domestic and institutional customers and a more visible brand will capitalise on these opportunities.”

Gautam Seth

Joint Managing Director

The electricity from the wind power industry - a safety factor to ensure electrical power supply in Romania

In the context of the last days, when there have been very low temperatures throughout the entire country and the consumption of electric energy has registered considerable increases, the wind power industry has demonstrated again that it is a key contributor on the electricity market in Romania.



Between 06 January and 15 January 2017 - when the authorities issued warnings due to bad weather - in Romania, the electricity production was of 2.15 TWh, of which 1.91 TWh were represented by the gross electricity consumption.



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<p>Switch Fuse</p>  <p>Casting Sheet Metal</p>	<p>MCB 6A to 63A</p> 	<p>Cable Trays</p> 
<p>Busbar Chambers</p>  <p>63A To 1000A</p>	<p>Porcelain Fuse Unit</p>  <p>16 A To 500A</p>	<p>On Load Changeover Switch</p>  <p>63A to 3150A</p>
<p>On Load Fused Changeover Switch</p>  <p>12A To 1250A 4 Pole</p>	<p>On Load Changeover Switch</p>  <p>16 A To 400A</p>	<p>Switch Fuse + Busbar Combined</p>  <p>63A to 630A</p>
<p>RCCB 'S'</p>  <p>25A, 40A & 63A, 2 & 4 Pole</p>	<p>MCCB</p> 	<p>Switch Disconnector Fuse</p>  <p>32 A To 630A</p>
<p>Fuses & Fuse holder</p> 	<p>Distribution Fuse Board</p>  <p>16 A To 100A</p>	
 <p>Distribution Boards</p>		



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