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Cover Story



BIOENERGY COULD REDUCE URBAN WASTE AND ENVIRONMENTAL POLLUTION



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**NEELAKSH PATHAK**

BD MANAGER, SOLAR

HPL ELECTRIC & POWER LTD.

Interview

“ 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. With the entry in solar industry HPL believes in providing solutions to solar industry with its vast variety of products and innovation for the solar market. HPL is constantly working for developing solar solutions in order to meet the needs of its customers and to provide them best quality products which work hassle free. ”

Q. HPL is a well known name in electrical industry, so what are your plans about solar sector?

We have recently launched some key products to cater to private & government sectors. Previously we were only present in rooftop segment. But now, with the launch of new products, we have diversified in three different segments.

We have developed products for solar utility plants, such as low tension (LT) panels of 800 volts, Alternating Current (AC) combiner boxes, Direct Current (DC) combiner boxes, cables, meters.

In the rooftop segment we have products like array junction boxes, DC distribution boxes, DC Miniature Circuit Breaker (MCB) boxes, DC distribution boxes, cables etc. In addition to these, we have also launched new DC MCBs under our MCB range.

With all these products in our list we have a good product basket and we want to create a one stop solution for all our clients.

Q. How's your experience in Renewable Energy India (REI) Expo, 2019?

The experience at REI was very good, we came here to explore new technologies in solar sector, and at the same time we also showcased our innovative solar products. This year, we've got a great response from lot of buyers from different parts of world. We expect to convert the positive leads into business opportunities which would help us achieve better growth for our solar vertical.

Q. Government is making lots of policies for the renewable sector, are they helpful for the industry or just words on papers?

We appreciate government policies made to promote solar power and for its widespread use, at the same time we would also appreciate on ground implementation of solar power in order to pace up the construction of projects.

Q. Are you planning to expand in other geographies? What are the products for overseas market?

Yes, we are expanding our markets in different geographies of globe with our technically superior product range that caters to different segments of the market. Our product range is in line with international & domestic standards which gives us access to the various geographies.

Q. Where you see the solar sector of India in coming future?

We expect that the solar sector of India will witness good growth in coming years, mainly due to the positive government support to the renewable sector with supporting policies. We are constantly developing products as per current demands and simultaneously our R&D team is working for future prospects. Rooftop installations will gain pace and there is a push by the government for building electric vehicle (EV) infrastructure which would additionally drive growth in the sector. **RM**



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