



HPL Electric & Power Limited

CIN : L74899DL1992PLC048945

Corporate Office : Windsor Business Park, B-1D, Sector-10,
Noida - 201301 (U.P.) | Tel.: +91-120-4656300 | Fax. +91-120-4656333
E-mail : hpl@hplindia.com | website: www.hplindia.com

14th February, 2023

The Manager,
Listing Department,
National Stock Exchange of India Ltd.
"Exchange Plaza", C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051
Symbol: HPL

BSE Limited
25th Floor, New Trading Ring, Rotunda
Building, PhirozeJeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001
Scrip Code: 540136

Subject: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation

Dear Sir

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the conference call for investors scheduled to be held on Wednesday, 15th February, 2023 at 3:00 PM IST is enclosed herewith.

The said Earnings Presentation has also been uploaded on the Company's website i.e. www.hplindia.com.

We request you to kindly take the same on record.

Thanking You

Yours Faithfully,
For HPL Electric & Power Limited

Vivek Kumar
Company Secretary

Encl: As above



**HPL ELECTRIC & POWER
LIMITED**

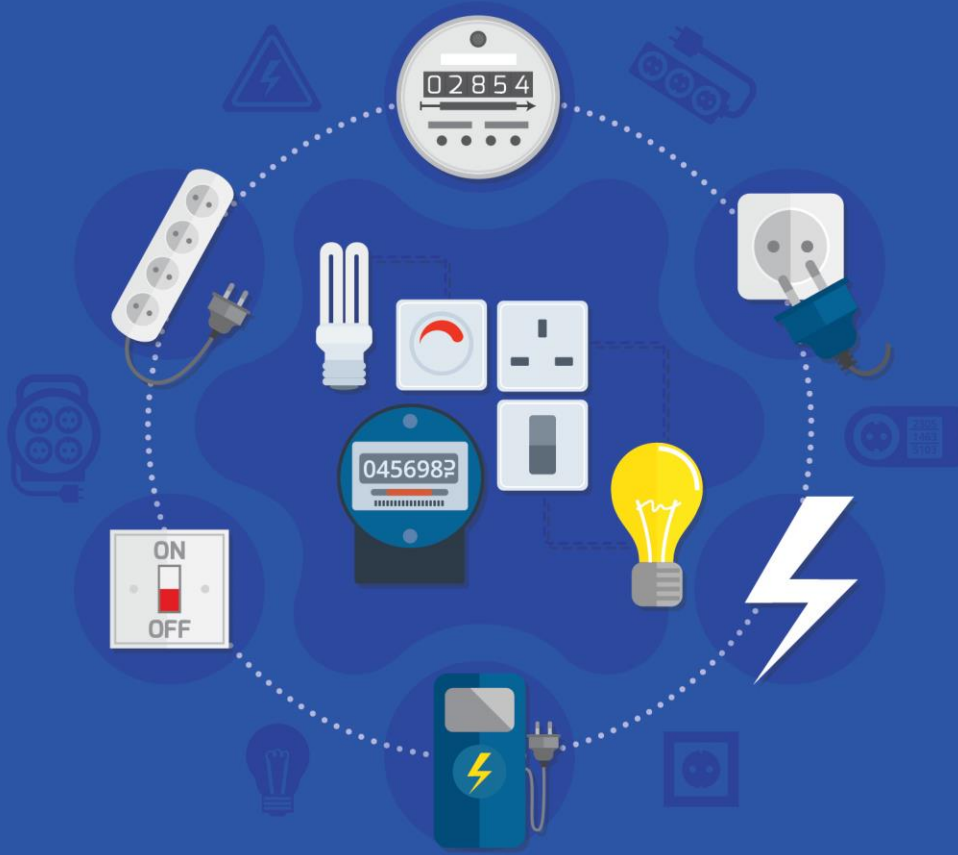
Q3 & 9MFY23 RESULTS UPDATE

February 2023

This presentation and the following discussion may contain “forward looking statements” by HPL Electric & Power Limited (“HPL” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of HPL about the business, industry and markets in which HPL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond HPL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of HPL.

In particular, such statements should not be regarded as a projection of future performance of HPL. It should be noted that the actual performance or achievements of HPL may vary significantly from such statements



DISCUSSION SUMMARY

04 COMPANY OVERVIEW

11 Q3 & 9MFY23 - PERFORMANCE UPDATE

23 BUSINESS STRATEGY





Smart Meter



COMPANY OVERVIEW



Trusted Electric Equipment Manufacturer

- **'One-stop shop'** offering wide range of low-voltage electric products -
 - Metering Solutions (conventional and smart meters)
 - Switchgears
 - Lighting Products
 - Wires & Cables
- Innovative, quality and technologically superior products catering to varied market segments and at different price points

Market Leader in Electric Meters & On-load Change-over Switches

- **'50% Market Share'** in the Domestic On-load Change-over Switches Market *
- **'20% Market Share'** in Domestic Electric Meters Market *
- **'5% Market Share'** in the Low-voltage Switchgear Market *
- **'5th Largest'** LED Lighting Products Manufacturer *

Integrated Manufacturing Operations Combined with Strong R&D Capabilities

- **7 state-of-the-art Manufacturing facilities** with capabilities across design & product development, component designing, tool making and commercial production
- **2 R&D centers housing 100+ expert engineers** having rich experience in the electrical industry and a proven track record of product innovation



Established Pan-India Distribution Presence

- **Established Pan-India Distribution network consisting of –**
 - **90+ Branch & Representative Offices**
 - **900+ Authorized Dealers**
 - **45,000+ Retailers**

Long-standing Customer Relationships, Experienced Leadership Team, and Strong Pre-qualification Credentials

- **45+ year old Established Brand** with strong recall across various customer segments – *Power Utilities, Government Agencies, Retail & Institutional Customers*
- Highly Experienced management team
- **Strong prequalification credentials** in the metering and switchgear businesses creating high benchmarks



HPL is the “ONE-STOP SHOP” for Low Voltage Electrical Equipments across market segments and price ranges

HPL’s complementary product offerings enable cross-selling and lead to STRONG BRAND RECALL

With a large product portfolio, HPL is at forefront to capture GROWTH OPPORTUNITY

PRODUCT PORTFOLIO

SUB-BRANDS

CUSTOMERS

Metering Solutions

Smart Meter



Net Meter



Prepaid Meter



Trivector Meter



emfis

Switchgears

Industrial Applications



Domestic Applications



Modular Switch & Accessories

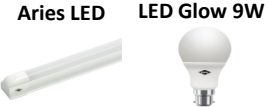


TAB™ intelliPROTECT
intelliCONTROL

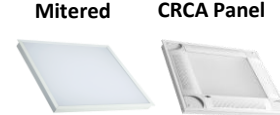
Osafe
MCB | DB | RCCB

Lighting Equipment

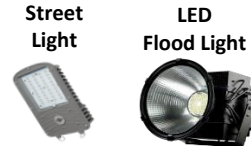
Consumer LED Products



Commercial LED Products



Outdoor LED Products



Pathite

smART
ART MEETS STATE-OF-THE-ART

Wires and Cables

Fire Resistant Cables



Co-axial Cables



Solar Cables



Networking & Data Cables



Power Utilities

Public & Private Enterprises

Residential & Commercial Users

STATE OF ART MANUFACTURING FACILITIES



GURUGRAM



Gurugram Facility I: Electronic Meters, R&D Center for Smart Meters

Gurugram Facility II: Lighting Equipment and Electronic Meter Parts

JABLI



Facility I: Switchgear, Electronic Meters, and Parts of Lighting Equipment

Himachal Energy Facility: Electronic Meters, Panel Meters and Clips for Panel Meters

Product Segments

Capacity (per annum)

Electronic Meters 11 million units

Lighting Equipment 26 million units

Switchgear 16 million units

Wires & Cables 194 million meters

KUNDLI



Facility I: Switchgears, Parts of Electronic Energy Meters and Parts of Lighting Equipment

Facility II: Lighting Equipment

GHARAUNDA



Products: Wires and Cables

QUALITY & COMPLIANCE CERTIFICATIONS



IS : 8828



CML-8515376



ISO-27001:2005



ISO-9001:2000



RWTV



CONTINUOUS R&D TO LAUNCH AND MARKET EXCITING NEW INNOVATIVE PRODUCTS



Nepal Electrotech Exhibition

IN-HOUSE R&D CAPABILITIES:

- 2 R&D facilities in Gurugram & Kundli with more than 100 engineers
- 1 Testing facility in Gurugram – NABL accredited and ISO/IEC 17025:2005 compliant
- 2 Tool Rooms for rapid prototyping & component designing for complete range of MCBs, MCCBs, Meters, Changeover Switches, Switch Fuse Units, LED lamps

Switchgear



APFC panel



Edeno - New range of Modular Switch



Trade Lighting



LED Candle Clear Lamp



LED Bulb (DOB)

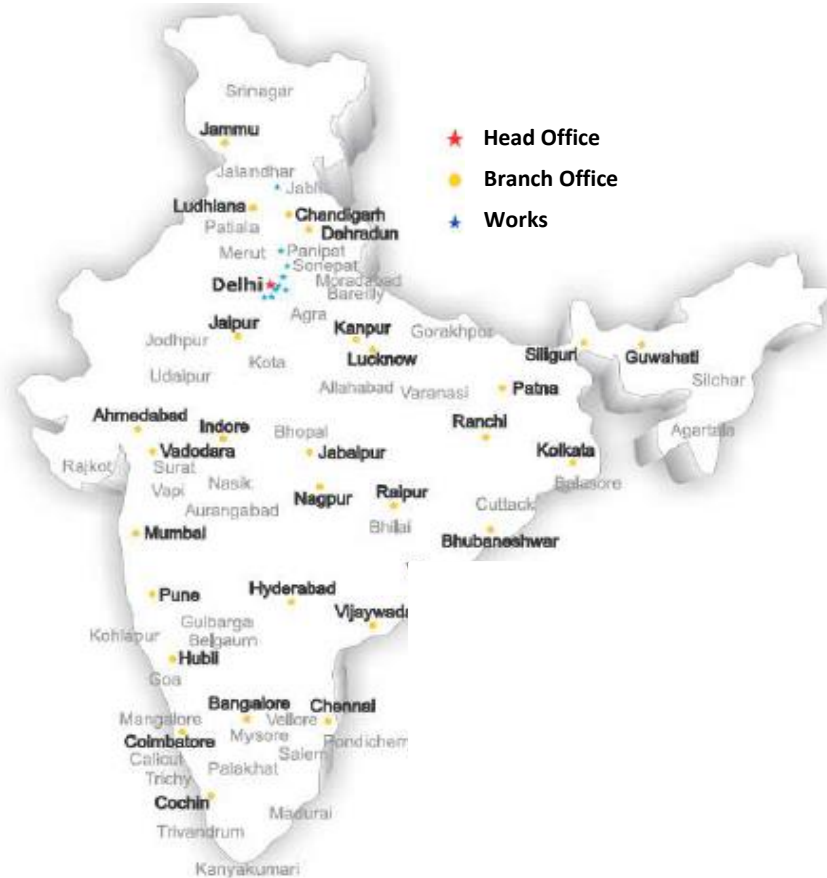


LED Musk 3 in 1 Bulb



Neo Batten in Trade Lighting

ESTABLISHED PAN-INDIA DISTRIBUTION NETWORK & BRAND PRESENCE



**ESTABLISHED PAN-INDIA DISTRIBUTION NETWORK
& BRAND PRESENCE
TO CAPTURE SIGNIFICANT GROWTH POTENTIAL IN
ELECTRICAL EQUIPMENT INDUSTRY**

**90+ Branch & Representative Offices
21 Warehouses across India**

**900+ Authorized Dealers and
45,000+ Retailers**

**Carrying and forwarding agents model for sale
and supply through authorized dealers**

**1270+ full time employees responsible for promotional
and brand building activities for our products**

STRONG EXECUTION, ESTABLISHED RELATIONSHIPS AND STRONG PRE-QUALIFICATION CREDENTIALS
MAKE HPL A PREFERRED SUPPLIER OF THE SPECIALISED ELECTRICAL EQUIPMENTS



EXTENSIVE EXPERIENCE

- Strong Promoter pedigree with more than 45 years of experience
- More than 25 years of average experience of senior management team
- Strong R&D and manufacturing capabilities



ESTABLISHED RELATIONSHIPS

- Established relationships with Institutional customers, Power Utilities and Governmental Agencies across India
- HPL has created a “*niche*” for itself in technologically advanced products like Metering and Switchgear businesses



STRONG PRE-QUALIFICATION CREDENTIALS

- HPL works with Power Utilities and Government Agencies pursuant to direct contractual arrangements, obtained through bidding processes, requiring certain pre-qualification requirements
- HPL meets all pre-qualification credentials including past experience, technical requirements, quality and safety compliances, financial strength, and price competitiveness

‘ONE-STOP SHOP’ OF LOW-VOLTAGE “CONSUMER” ELECTRIC PRODUCTS –

- Offer a wide range of innovative, and technologically superior products in the “Lighting, Switchgears, and Wires & Cables segments” which cater to varied market segments and at different price points



Smart Modular Switches

**Q3 & 9MFY23 -
PERFORMANCE
UPDATE**





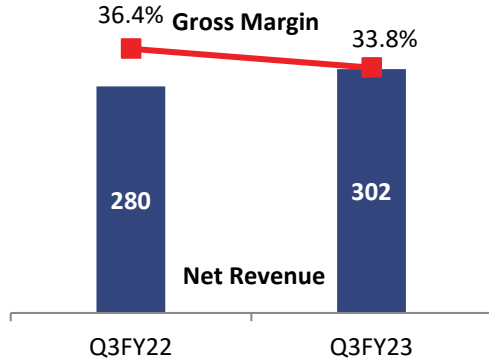
- ❑ **The Company registered robust double-digit growth as revenue increased by 30.6% in 9MFY23.**
- ❑ **EBITDA registered a sharp increase of 41.26% where EBITDA is Rs. 112.3 crores in 9MFY23.**
- ❑ **Profit Before Tax stood strong at 29.2 crore in 9MFY23.**
- ❑ **Profit After Tax stood strong at 19.0 crore in 9MFY23.**
- ❑ **EPS stood at Rs. 2.94 in 9MFY23 as compared to a negative EPS of Rs. -0.89 in 9MFY22.**
- ❑ **Metering & Systems segment revenue grow by 60% in 9MFY23.**
- ❑ **Consumer & Industrial segment revenue grows by 8% in 9MFY23.**

Q3 & 9MFY23 : YoY PERFORMANCE ANALYSIS

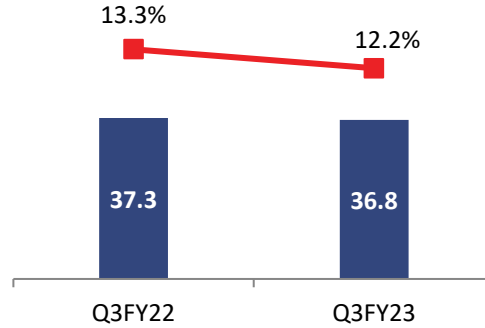


Q3FY23 In Rs Crore

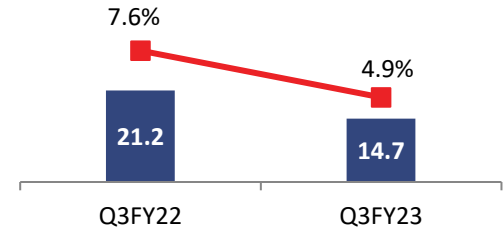
NET REVENUES & GROSS MARGIN %



EBITDA & EBITDA MARGIN %

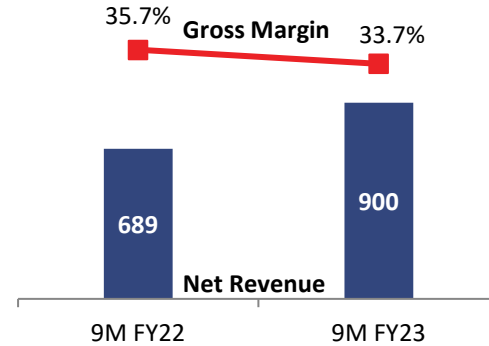


CASH PAT & CASH PAT MARGIN %

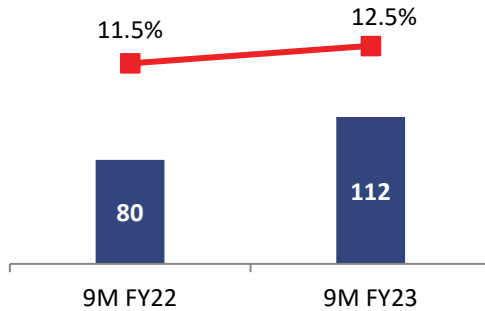


NET REVENUES & GROSS MARGIN %

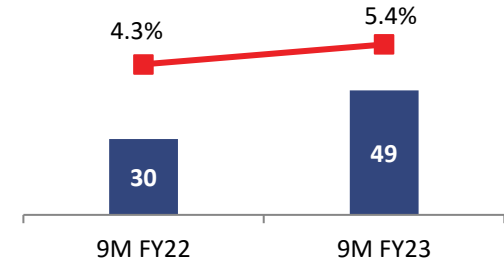
9MFY23



EBITDA & EBITDA MARGIN %



CASH PAT & CASH PAT MARGIN %

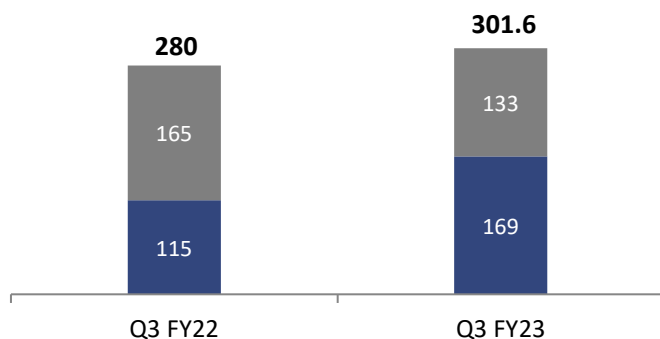


Q3FY23: YoY SEGMENT ANALYSIS



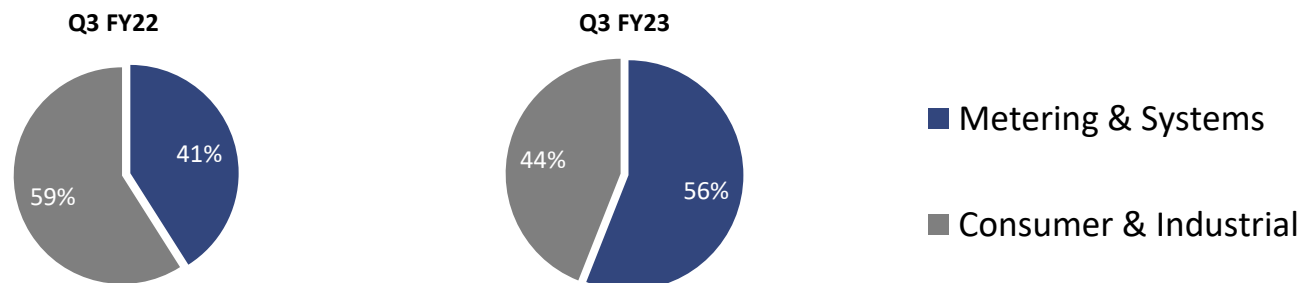
In Rs Crore

SEGMENT NET REVENUE & EBIT MARGIN



% EBIT Margin	Q3 FY22	Q3 FY23
Metering & Systems	14.5%	13.9%
Consumer & Industrial	11.1%	11.5%

SEGMENT REVENUE SHARE %



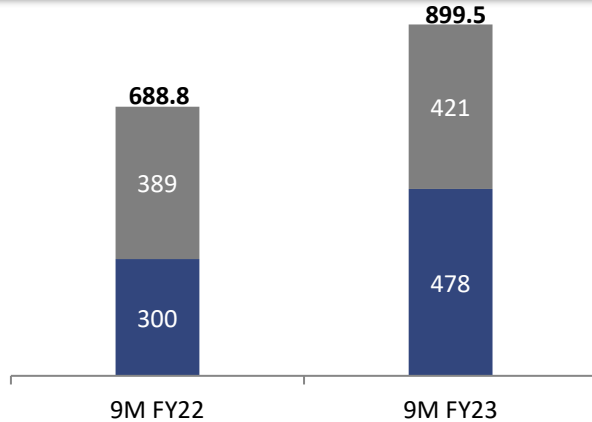
Management has changed its segmental reporting by consolidating/restructuring on the basis of similar economic, market and business characteristics. Thereby the two new reportable segments identified are **Consumer & Industrial** by aggregating wire & cables, lighting, luminaries and switchgear business into one segment and aggregating of Metering Systems and Projects business into another segment as **Metering & Systems**. Changes in the reportable segment are in accordance with Ind AS 108, hence previous year figures are re-instated to make it comparable.

9MFY23 : YoY SEGMENT ANALYSIS



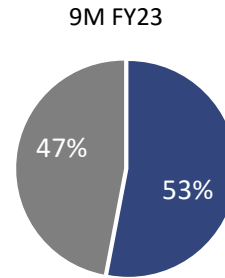
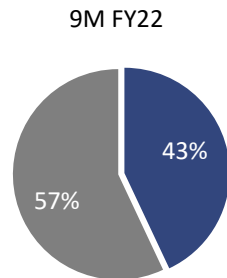
In Rs Crore

SEGMENT NET REVENUE & EBIT MARGIN



	9M FY22	9M FY23
% EBIT Margin		
Metering & Systems	10.5%	13.4%
Consumer & Industrial	9.8%	11.8%

SEGMENT REVENUE SHARE %



- Metering & Systems
- Consumer & Industrial

Strong Performance in Q3 & 9MFY23 led by robust performance in the metering and systems segment.

- The Company registered a strong performance YoY and revenue surged by 30.6% in 9MFY23 to Rs. 899.5 crore as compared to Rs. 688.8 crore in 9MFY22. Revenue increased by 7.7.% in Q3FY23 to Rs. 301.6 crore as compared to Rs. 280.0 crore in Q3FY22.
- Gross profit improved by 23.24% and stood at Rs. 303.3 crore in 9MFY23 as compared to Rs. 246.1 crore in 9MFY22. In Q3FY23 gross profit remain intact and stood at 102 crore.
- EBITDA grew by 41.26% YoY in 9MFY23 where EBITDA is Rs. 112.3 crore in 9MFY23 as compared to Rs. 79.5 crore in 9MFY22. EBITDA margin expanded by 94bps and stood at 12.5% in 9MFY23 as compared to 11.5% in 9MFY22. In Q3FY23 EBITDA stood at Rs. 36.8 crore.
- PBT stood at Rs. 29.2 crore in 9MFY23 as compared to a net loss of Rs. 3.3 crore in 9MFY22. In Q3FY23 PBT grew by 6.0% YoY and stood at Rs. 9.8 crore.

Metering & Systems segment reported good year-on-year growth

- In the Metering & Systems segment revenue grow by 60% YoY to Rs. 478.4 crore in 9MFY23 from Rs. 299.5 crore in 9MFY22. The Metering & Systems segment revenue grow by 46% YoY to Rs. 168.8 crore in Q3FY23 from Rs. 115.3 crore in Q3FY22. In Consumer & Industrial segment revenue stood at Rs. 132.8 crore in Q3FY23.
- EBIT of Metering & Systems segment registered 41% growth in Q3FY23. The Metering & Systems segment registered EBIT growth of 104% in 9MFY23, where EBIT stood at 64.3 crore in 9MFY23 as compared to 31.4 crore in 9MFY22. The Metering & Systems segment registered EBIT margin of 13.4% in 9MFY23 as compared to 10.5% in 9MFY22.

Consumer & Industrial segment registered robust growth

- In Consumer & Industrial segment revenue stood at Rs. 132.8 crore in Q3FY23 and by 8% YoY to Rs. 421 crore in 9MFY23 from Rs. 389.3 crore in 9MFY22.
- Consumer & Industrial segment registered EBIT growth of 30% where EBIT stood at 49.6 crore in 9MFY23 as compared to 38.3 crore in 9MFY22. Both segments registered healthy EBIT margins. The Consumer & Industrial segment registered EBIT of 11.8% in 9MFY23 as compared to 9.8% in 9MFY22.

- ❑ The Company has received a significant order, worth Rs.161.59 crore, for the supply of smart meters to serve a market-leading private DISCOM player. This win underscores the Company's dominant market position in the smart metering space and fortifies its reputation as a strong advanced meter solutions company.
- ❑ Received its first set of formal orders for the supply of 5G electric products to leading top telecom companies. Our growth outlook for this segment looks promising and the Company anticipates an additional ~Rs. 150-200 crore business in the near to medium term from this segment.
- ❑ **The company is holding a very strong and stable order book and executing current orders on fast-track mode to maintain a healthy execution of the current pipeline.**
- ❑ **The 'Metering & Systems' segment will be the driving growth segment and is anticipated to receive good traction.**

The quarter demonstrated strong traction with more orders to be fulfilled in the pipeline.

Smart Meters will be the next game changer in the growth-building process.

- Smart meter will be the leading player in the growth story of HPL.
- Company has positioned itself very well in the smart meter market and is receiving positive traction from customers. The current meter order book has more than 50% Smart Meters and it is expected that the share of Smart Meters will continue to rise. Smart meters attract higher realizations, thereby resulting in an increase in revenue and enhanced profitability.
- ❑ **Overall strong order book of ₹ 879 crores ensures revenue visibility for the short and medium term.**
 - Meter & systems contribute 57% and the Consumer and Industrial Segment contributes 43% of the current order book.
 - Enquiry base for Metering tenders is at a healthy level as tenders amounting to ~ ₹ 10,000 crore + have been floated or are expected to be floated in the near term.
- ❑ **Company's growth trajectory is strong, and the Company is confident of driving sustainable growth in future.**

HPL's Global Network

HPL orders continues to see good growth of over 20%.

HPL's pending order book gives a good near-term sales visibility in the coming quarters.



HPL's in house R&D strength to enable higher exports.

- HPL is present in 42+ countries across the globe.
- HPL's LV switchgear testing laboratory in Jabli, Himachal Pradesh is accredited with IECEE certification for independent testing of MCB & RCCB for KEMA and CB certification from DEKRA, Netherlands.
- The above test certifications enable HPL's product access to new 53 countries, thereby adding to their global footprints of the existing 42+ countries.



Nepal Exhibition- Electrotech



Lagos Electrical Contractors Association of Nigeria

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs. Crore)	Q3 FY23	Q3 FY22	YoY%	9M FY23	9M FY22	QOQ%	FY22
Net Revenue from Operations	301.6	280.0	7.7%	899.5	688.8	30.6%	1014
COGS	199.6	178.1	12.1%	596.2	442.7	34.7%	652.7
Gross Profit	102.0	102.0	0.05%	303.3	246.1	23.24%	361.3
Gross Margin (%)	33.8%	36.4%	-258 bps	33.7%	35.7%	-201 bps	35.6%
Employee Expenses	36.4	33.5	8.7%	105.8	88.7	19.3%	123.8
Other Expenses	28.9	31.2	-7.5%	85.2	77.9	9.3%	112.3
EBITDA	36.8	37.3	-1.41%	112.3	79.5	41.26%	125.1
EBITDA Margin (%)	12.2%	13.3%	-113 bps	12.5%	11.5%	94 bps	12.3%
Other Income	0.6	1.1	-48.2%	2.3	3.6	-37.8%	4.2
Finance Costs	19.2	17.2	11.3%	55.3	50.9	8.6%	68.3
Depreciation	8.4	11.9	-29.8%	30.0	35.5	-15.5%	44.0
PBT	9.8	9.3	6.0%	29.2	-3.3	NA	13.9
Taxes	3.4	0	NA	10.2	2.4	NA	6.1
Reported PAT	6.4	9.3	-31.4%	19.0	-5.7	NA	7.8
Cash PAT	14.7	21.2	-30.5%	49.0	29.8	64.5%	54.9
Cash PAT Margin (%)	4.9%	7.6%	-268bps	5.4%	4.3%	112 bps	0.8%
Earnings Per Share (EPS)	0.99	1.44	-31.3%	2.94	-0.89	NA	1.21



“Garnered Over 20 Million Reach”

Amplified our Brand Presence Through Social Media Handles
Conducted as well as Sponsored various Industrial Webinars and Virtual Exhibitions

HPL Electric & Pow... · 10 Dec 2

HPL solar cables can be used for indoor, outdoor, industrial and agricultural applications.

Go green and energize your life with HPL Solar Cables!

For more information, visit hplindia.com/solar/wire-cab...

#hplelectrical #hplindia #solarenergy #wires #solarpowered

www.hplindia.com

Energize your life with **HPL SOLAR CABLES**

Meters | Modular Switches | Lighting | Switchgear | Wires & Cables

HPL Electric & Power Ltd
Published by SocialPilot · December 8, 2022

Lights that illuminate homes and hearts!

Perfect for office or commercial use, LED Panels offer higher coverage, good quality illumination and longer life. Kasper Inverter Lamp and LED Glo make your home life easier and better with solutions like energy conservation and power backup... See more

Residential **Commercial**

KASPER Inverter Lamp + LED GLO

LIGHTS TO ILLUMINATE HOMES & HEARTS

LED Panel

www.hplindia.com

See insights and ads **Boost post**

37 5 shares

Like Comment Share

HPL Electric & Power Ltd
98,478 followers
2mo · 🌐

HPL Double Door Distribution Systems come with cement guard protection which protects... see more

Keep your **DISTRIBUTION BOARD PROTECTED** from entry of dust or cement particles.

HPL DOUBLE DOOR DISTRIBUTION SYSTEMS

www.hplindia.com

37 3 comments · 1 repost

DEALER MEETS & MARKETING ACTIVITY



Electrician Meet, Trichur



Nukkad Meet, Mangrupur



Retailer Meet, Ahmedabad



Nukkad Meet, Sultnapur



Electrician Meet, Cochin



HPL Sponsor at Orissa – Bali Yatra (Chief Guest – Orissa Governor)



HPL was Awarded with the Best Brand by Orissa Governor



Nepal Dealer – Kundli Plant Visit



Bangladesh Dealer Meet



Nepal Exhibition- Electrotech



Product display at MC Polytechnic, Jalandhar



Participated in Northern Central Railway Seminar, Prayagraj



Participated in All India MES Builder Association at Greater Noida



LED Lights



BUSINESS STRATEGY

FUTURE BUSINESS STRATEGY

***Leading Electric Meter Manufacturer
Fully Geared To Meet The 'Smart
Meter Opportunity'***

- ✓ Commands a 'market share of ~20%' in the domestic meters market with an 'installed capacity of 1.1 crore meters per year'
- ✓ **Well Positioned to Capitalise on the Smart Meter Opportunity backed by our competitive strengths (details given on the next slide)**

***Robust Traction in the Consumer
Business to Drive Growth***

- ✓ 'Drive healthy growth in the Lighting & Switchgear business' through brand building, network expansion & product development initiatives
- ✓ These divisions have shorter working capital cycle (compared to the meters business) - 'Thereby helping to generate higher overall ROCE for HPL'

***Sectoral Opportunities to Provide
Growth Momentum***

- ✓ Positive policy initiatives along with favorable industry outlook expected to boost demand for HPL's products especially for switchgears & meters
- ✓ * Indian Switchgear Market projected to grow @ 15% CAGR over 2019-23
- ✓ # Indian LED Lighting Market projected to grow @ 23% CAGR over 2019-25
- ✓ Crisil Research expects the Indian wires & cables market to grow @ 15% CAGR over the next 4 years (2019-23)

SMART METERS – “GAMECHANGING INITIATIVE” WITH ENORMOUS POTENTIAL

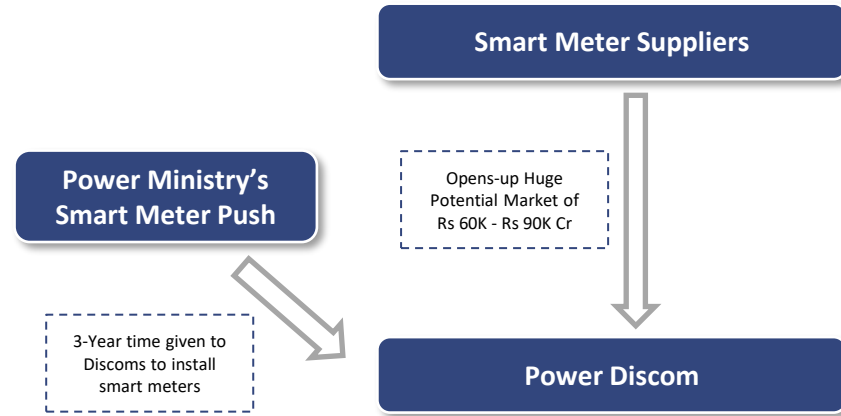


❑ What are smart meters? What is the opportunity size?

- Meters with embedded software to enable automation and communication
- Ministry of Power plans to install 25 to 30 crore smart meters across India – *‘which translates into a cumulative opportunity size of Rs 60,000 to Rs 90,000 crore’*

❑ Why should the “Utilities” install smart meters?

- India’s discoms owed Rs 78,379 crore to power generating companies in FY21
- Smart meters can help address this situation effectively by minimizing human intervention in metering, billing and collection



❑ Likely Benefits of the Smart Meter Program for HPL

- ✓ Being a leading player with a successful track record of supplying meters over the last 2 decades, HPL is well positioned to capitalise on the smart meter opportunity
- ✓ Bagged orders worth Rs. 100+ crore for meter with smart communication technology and with RF and IRDA communication in the last couple of years

HPL's Competitive Edge

- | | | |
|---|--|--|
| ✓ | Market Leading Player | ▪ ~20% market share. Installed capacity of 11 MMPA – <i>‘this capacity is fungible and can be used for smart meters as well’</i> |
| ✓ | Comprehensive Product Portfolio | ▪ Conventional, and smart meters (including prepaid meters, software communication driven meters) |
| ✓ | Long-standing Relationships | ▪ Successful track-record of supplying to most state and central utilities for the last 2 decades |
| ✓ | Strong Pre-qualification Credentials | ▪ IS 16444 certified products |
| ✓ | Strong Thrust on Quality, Product Innovation & Cost Competitiveness | ▪ 2 R&D Centers housing over 100 experts having rich experience in the electrical industry (<i>launched 3 new products in FY21</i>)
▪ Integrated Operations help achieve cost competitiveness |

FOCUS ON DRIVING HEALTHY GROWTH IN THE 'CONSUMER' BUSINESS



- ✓ 'Consumer' segment includes Non-utility Metering, Switchgear, Lighting, and Wires & Cables. In FY21, this segment comprised ~63% of the total revenues
- ✓ HPL is looking to drive healthy growth in this business by using a 3-pronged approach →
 - 1) Enhancing distribution reach & relations
 - 2) Undertaking brand building initiatives and
 - 3) Constantly developing new & innovative products (see below for details)
- ✓ *Since, the Consumer business has shorter working capital cycle of ~3 Months, higher share from this segment will lead to higher ROCE and free cash flow*

□ Brand Building Initiatives

- In FY20, HPL tied-up with the Delhi Capitals Team for the IPL 2019 Campaign
- Building upon the successful campaign in IPL, HPL tied-up with 'The Haryana Steelers' Pro Kabaddi Team as its 'official LED 'Lighting Partner''
- *'This provides an effective platform to create strong brand visibility in especially in the Tier 2 & 3 towns and rural areas enabling HPL to drive aggressive growth in these regions going ahead'*

□ Continuous Product Development & Innovation

- Launched new innovative range of products in the lighting and switchgear segment in FY21 -
 - **Switchgear:** Launched 'over 6' new products including the industrial and domestic range, along with new products in solar category
 - **Lighting:** Launched 12 new products including 'Bright Neo LED Pattern', 'Spark Gold', 'Tri-Glow LED Tri-Colour Pattern', 'Kasper Gold', etc.
- *Most of the new products have received very good dealer response so far*

□ Enhancing Distribution Reach & Relations

- *Expand retailer touch-points by than 3x – from the existing 45,000 retailers to 1,00,000 retailers within next 3 years*
- Regular hold channel connect events in the form of dealer meets, retailer meets and technical seminars

Brand Building Initiatives

Product Innovation

Enhancing Distribution Reach & Relations

Driving Healthy Growth in the 'Consumer' Business

- ✓ *Lower Overall Working Capital Cycle*
- ✓ *Higher ROCE*



Mr. Gautam Seth

Joint Managing Director & CFO

Email: gautamseth@hplindia.com

DICKENSON

Mr. Sonam Raghuvanshi

Associate Director, Dickenson World

Ms. Shankhini Saha

Associate Director, Dickenson World

Mr. Chintan Mehta

Director, Dickenson World

Email: hpl@dickensonworld.com