



# HPL Electric & Power Limited

CIN : L74899DL1992PLC048945

Corporate Office: 76-B, Phase-IV, Sector-57, HSIIDC Industrial Estate,  
Kundli-131028, Sonapat, Haryana INDIA.

Tel.: +91-130-350 3958, 350 3437 | E-mail: hpl@hplindia.com

Website: www.hplindia.com

15<sup>th</sup> May, 2024

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

**BSE Limited**  
25<sup>th</sup> Floor, New Trading Ring,  
Rotunda Building, Phiroze  
Jeejeebhoy 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 is enclosed herewith.

The said Earnings Presentation has also been uploaded on the Company's website i.e. [www.hplindia.com](http://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



# Results Update

Q4FY24 & FY24



[www.hplindia.com](http://www.hplindia.com)



# Disclaimer

*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

[www.hpindia.com](http://www.hpindia.com)

- 01 Company Overview

---

- 02 Q4FY24 & FY24- Performance Update

---

- 03 Business Strategy



01

# Company Overview

[www.hpindia.com](http://www.hpindia.com)

Slide | 4



## 01 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

## 02 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 \*
- **'5<sup>th</sup> Largest'** LED Lighting Products Manufacturer \*

## 03 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

## Company Overview Profile



## 04 Established Pan-India Distribution Presence

- Established Pan-India Distribution network consisting of -
  - ❖ **90+ Branch & Representative Offices**
  - ❖ **900+ Authorized Dealers**
  - ❖ **80,000+ Retailers**

## 05 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

**Note:** \* Frost & Sullivan 2016

# Wide-Ranging Product Portfolio



- HPL is the “ONE-STOP SHOP” for Low Voltage Electrical Equipment 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**

## Industrial Switchgears

Industrial Applications

ACB



MCCB



Onload Changeover Switch



Automatic Transfer Switch



Solar Applications

DC Disconnect



String Combiner Box



solar street light



Solar Cable



Power Utilities

## Domestic Switchgears

Domestic Applications

Osafe MCB



Techno (N) MCB



RCCB



Phase Selector



Modular Switch & Accessories

Toggle Switches



Plug Sockets



Push Bells



**smART**  
ART MEETS STATE-OF-THE-ART

Public & Private Enterprises

## Lighting Equipment

Consumer LED Products

Aries LED



LED Glow 9W



Commercial LED Products

Mitered



CRCA Panel



Outdoor LED Products

Street Light



LED Flood Light



## Wires and Cables

Fire Resistant Cables



Co-axial Cables



Solar Cables



Networking / Telecom Cables



Residential & Commercial Users

## Fans

Decorative Series



Table Fans



Exhaust Fan



Company Overview

# State of Art Manufacturing Facilities



**Gurugram**

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

**Facility II:** Lighting Equipment and Electronic Meter Parts



**Jabli**

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

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



**Kundli**

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

**Facility II:** Lighting Equipment



**Gharanda**

**Products:** Wires and Cables

Product Segments	Capacity (per annum)
Electronic Meters	11 million units
Lighting Equipment	26 million units
Switchgear	16 million units
Wires & Cables	194 million meters

## Quality & Compliance Certifications





# New Product Launch

R&D Thrust :

Switchgear - Auto Calibration



Shot on OnePlus  
Powered by Dual Camera

Continuous R&D to Launch and Market Exciting New Innovative Products



Shot on OnePlus  
Powered by Dual Camera

Switchgear Range



Belloza DB's



Duro DB's

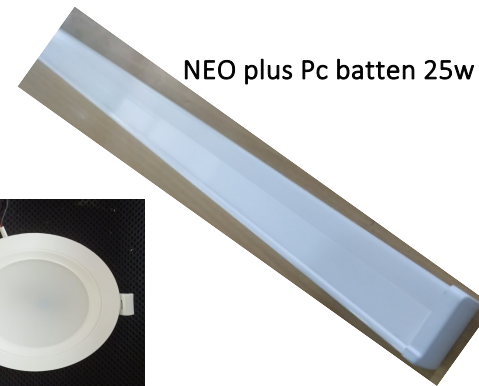
Trade Lighting



Rainbow 6+3 & 3+3w led panel AL d/l ( CW+PBG ) surface



Rainbow 12+4w led panel AL d/l ( CW+PBG ) surface



NEO plus Pc batten 25w



LITMUS plus 7w

Cables and Wires



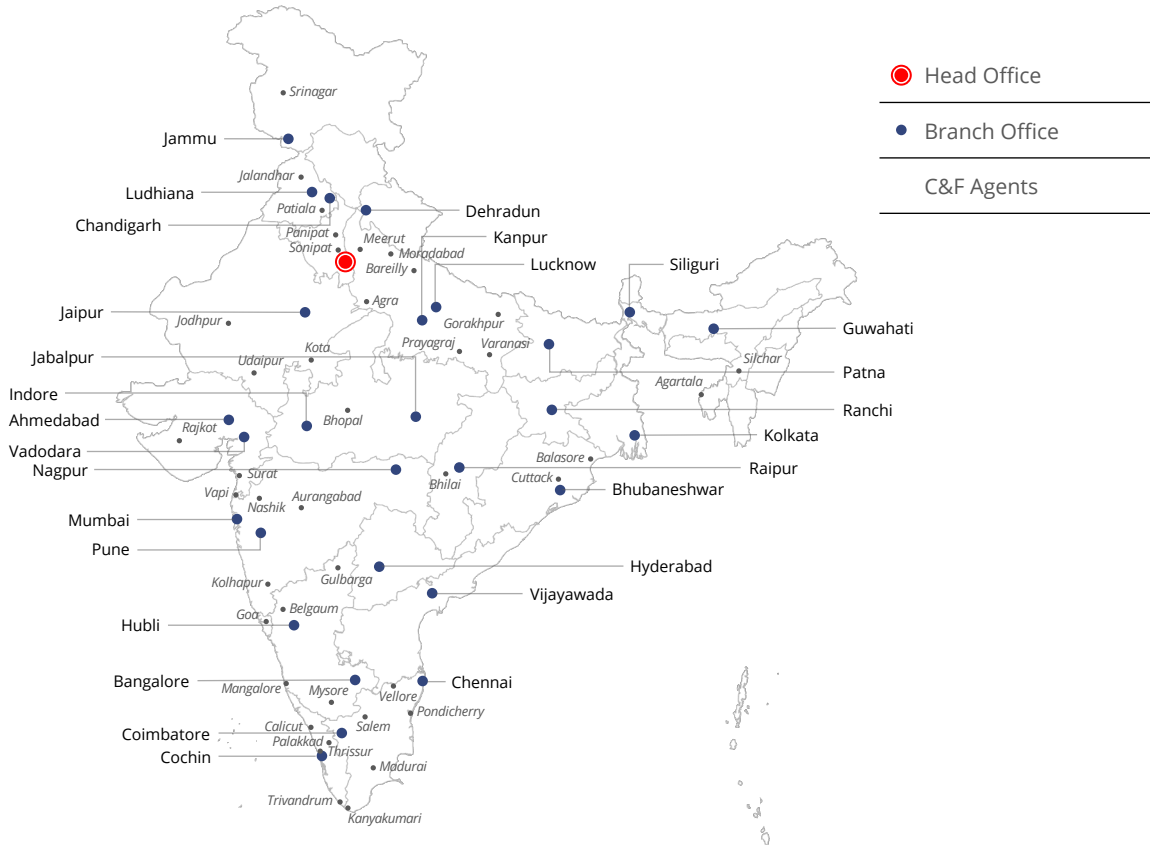
Single core and multicore Zero Halogen (HFFR) insulated and HFS-TP-90 (HFFR) sheathed circular cable category 02, cable code ZZ, 1100 volts grade as per IS: 17048.

### Company Overview

# 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  
**5** Master Warehouses across India

**900+** Authorized Dealers and  
**80,000+** Retailers

Carrying and forwarding agents (C&F) model for sale and supply through authorized dealers

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



## Company Overview

# Extensive Experience, Established Relationships, Strong Credentials

Strong execution, established relationships and strong pre-qualification credentials make HPL a preferred supplier of specialised electrical equipment



### Extensive Experience

- Strong Promoter pedigree with more than 53 years of experience
- More than 31 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



02

Q4FY24 & FY24  
**Performance  
Update**

# Q4FY24 & FY24 Salient Highlights



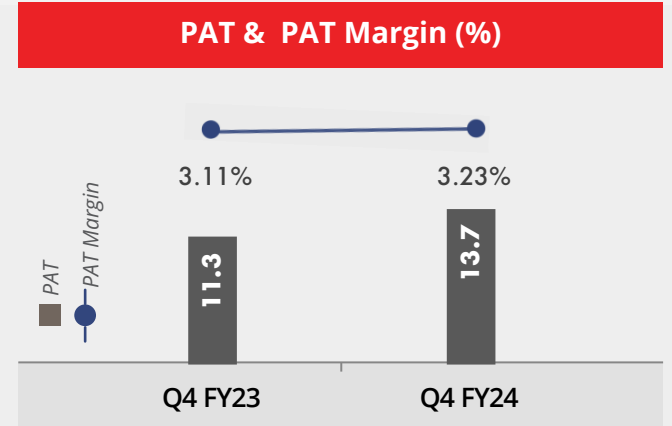
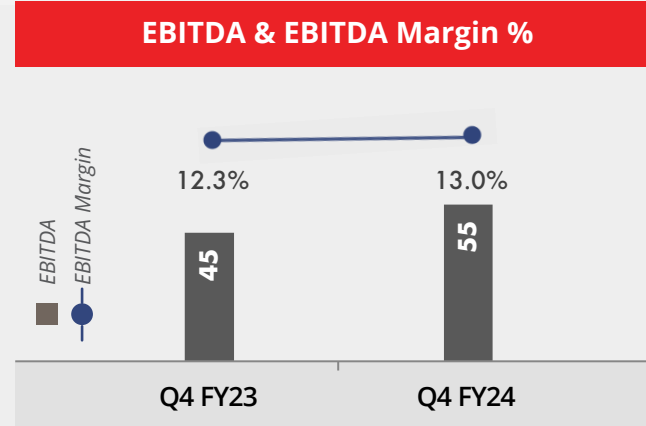
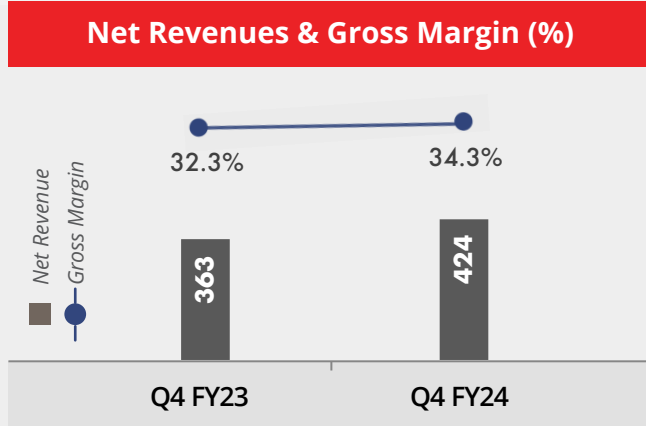
- **The Company registered revenue growth** with an increase by 17% YoY reaching 424.09 Crores in Q4FY24 up from 362.75 Crores in Q4FY23 with 15.74% YoY reaching 1460.86 Crores in FY24 up from 1262.21 Crores in FY23.
- **Metering, Systems & Services segment revenue growth** of 33.49% YoY reaching 255.78 Crores in Q4FY24 up from 191.61 Crores in Q4FY23 with 27.25% YoY reaching 852.58 Crores in FY24 Up from 670.03 Cores in FY23.
- **Consumer, Industrial & Services segment has seen a marginal Increase** of 3.00% YoY in FY24 reaching 608.28 Crores up from 592.18 Crores in FY23.
- **Steady growth in switchgear and wire & cables** with switchgear up 27.43% YoY for FY24 and wire & cables growth upwards of 7% YoY for FY24.
- **Return on Capital Employed (ROCE)** for FY24 stands at 11.29% as compared to 9.08% in FY23.
- **EBITDA registered an increase** of 23.86% YoY where EBITDA is ₹ 55.22 crores in Q4FY24 up from ₹ 44.58 crores in Q4 FY23.
- **EBITDA** of FY24 stood at ₹ 192.15 crores up 22.49% YoY from ₹ 156.87 crore in FY23.
- **An Improvement in EBITDA Margins** by 73 bps in Q4FY24 from Q4FY23, and for FY24.
- **Order book strong** at ₹ 2000+ crore as on 09th May 2024.
- **Profit Before Tax** stood at ₹ 21.40 for Q4FY24 showing a growth of 22.39% from Q4FY23, alongside ₹ 68.10 crores in FY24 with growth of 45.86% YoY.
- **Profit After Tax** stood at ₹ 13.72 for Q4FY24 showing a growth of 21.74% from Q4FY23 and ₹ 43.63 crores in FY24 with growth of 44.22% YoY.
- **EPS** for Q4FY24 stood at ₹ 2.13 with a growth of 21.71% over Q4FY23 and for FY24 it stood at ₹ 6.78 showcasing a growth of 44.56% over FY23.



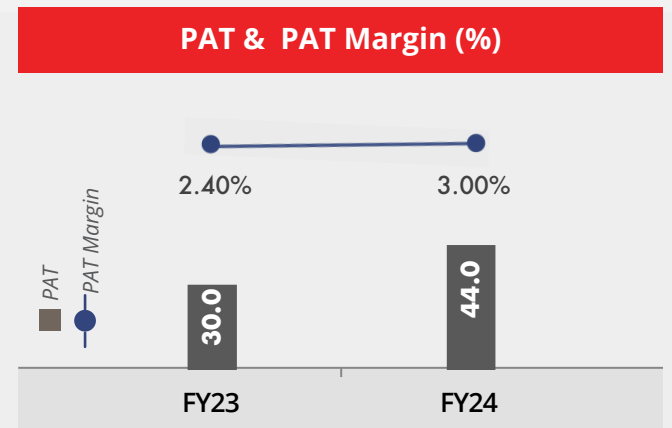
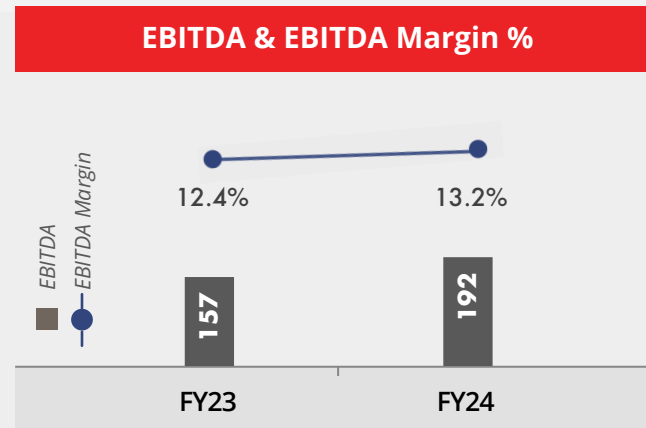
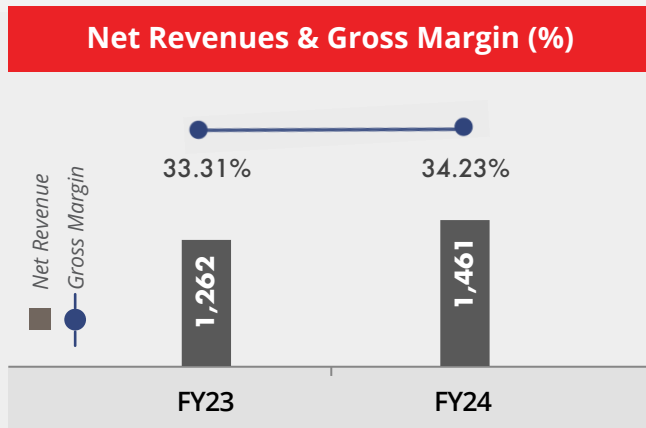
# Q4FY24 & FY24: YoY Performance Analysis



Q4 FY24 (in ₹ crore)



FY24 (in ₹ crore)

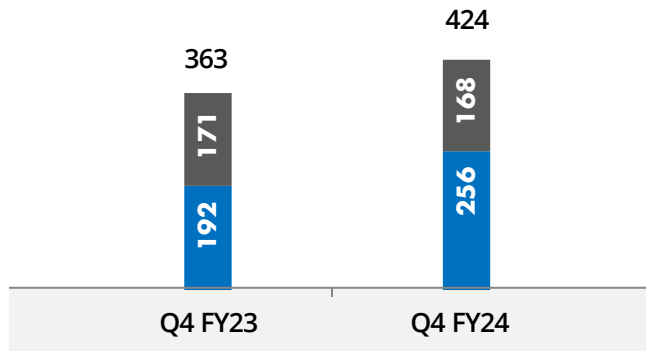


# Q4FY24 : YoY Segment Analysis



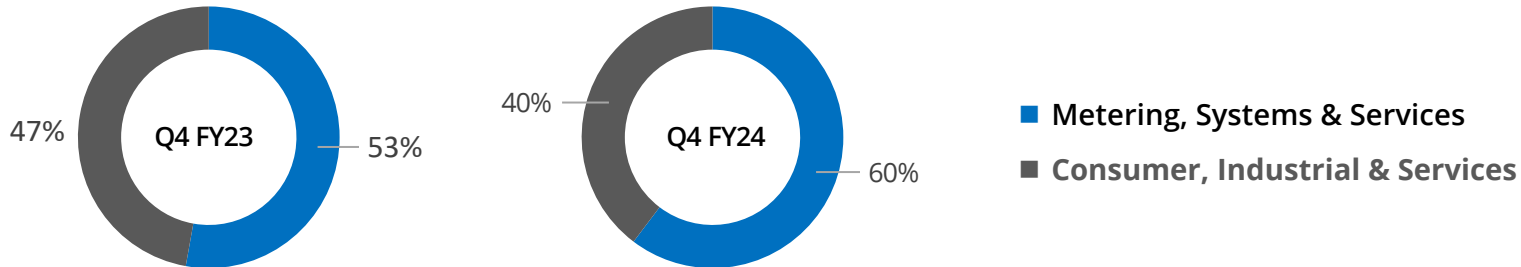
(in ₹ crore)

## Segment Net Revenue & EBIT Margin



% EBIT Margin	Q4 FY23	Q4 FY24
■ Metering, Systems & Services	14.09%	14.16%
■ Consumer, Industrial & Services	11.93%	10.82%

## Segment Revenue Share %

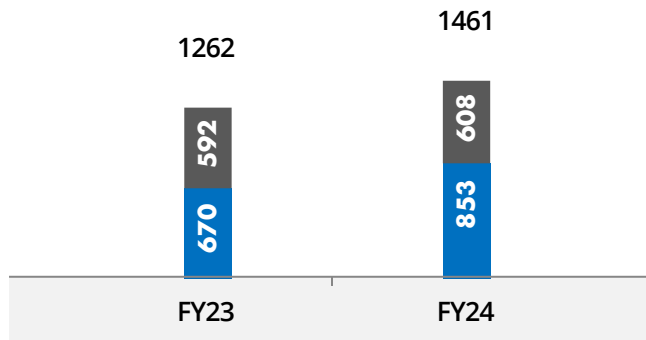


# FY24 : YoY Segment Analysis



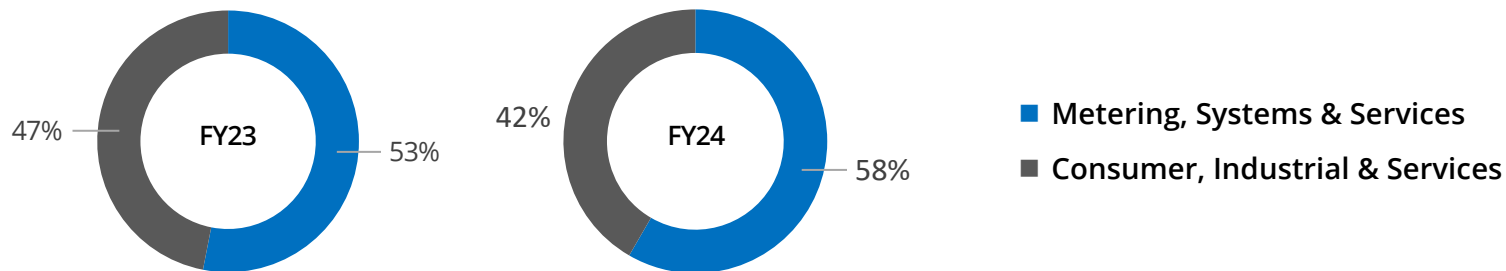
(in ₹ crore)

## Segment Net Revenue & EBIT Margin



% EBIT Margin	FY23	FY24
■ Metering, Systems & Services	13.62%	14.64%
■ Consumer, Industrial & Services	11.83%	11.37%

## Segment Revenue Share %





## Performance Update

# Q4FY24 & FY24: Company Performance Analysis



- The Company registered a robust performance YoY with revenue growth of 17% in Q4 FY24 to ₹ 424 crore as compared to ₹ 363 crore in Q4 FY23.
- The Company has delivered revenue growth of 15.74% YoY in FY24 at ₹ 1460.86 crore up from ₹ 1262.21 crore in FY23.
- Gross profit improved by 24.07% and stood at ₹ 145.37 crore in Q4 FY24 as compared to ₹ 117.17 crore in Q4 FY23. FY24 has shown YoY Gross Profit growth of 18.94%
- EBITDA grew by 23.86% YoY in Q4 FY24 where EBITDA is ₹ 55.22 crore as compared to ₹ 44.58 crore in Q4 FY23. EBITDA margin expanded by 73bps and stood at 13.02% in Q4 FY24 as compared to 12.29% in Q4 FY23. EBITDA Margin for FY24 has shown an improvement of 72bps as well.
- PBT stood at ₹ 21.40 crore in Q4 FY24 as compared to ₹ 17.49 crore in Q4 FY23. In Q4 FY24 PBT grew by 22.39% YoY.

## Metering, Systems & Services

- In the Metering, Systems & Services segment revenue grew by 33.49% YoY to ₹255.77 crore in Q4 FY24 from ₹ 191.60 crore in Q4 FY23.
- Metering, Systems & Services is set to continue as high-growth segment with a strong execution cycle in place in line with a growing order book.
- Specific capacity expansion and automation measures are being undertaken in Gurgaon, Sonipat, and Jabli meter plants to meet rising demand.

## Consumer, Industrial & Services

- Consumer, Industrial & Services segment revenue has shown marginal reduction by 1.65% YoY to ₹ 168.31 crore in Q4 FY24 from ₹ 171.14 crore in Q4 FY23.
- Steady growth in switchgear and wire & cables in the Consumer, Industrial & Services segment in FY24 at 18.74% YoY, with switchgear up 27.43% YoY for FY24, with wire & cables growth upwards of 7% YoY for FY24.
- Although volumes have been consistent and growing in the Consumer, Industrial & Services segment, a value erosion for price (as an industry-wide phenomenon) is taking place in the lighting product lines due to a change in technology causing sales de-growth. This is expected to stabilize in FY25.

# Update & Business Outlook



- The company is holding a strong and stable order book and executing the current order on a fast-track mode to maintain a healthy execution of the current pipeline.
- The '5G' sector continues to grow as digitalization and connectivity infrastructure progresses.
- The 'Metering & Systems' segment will be the driving segment and is anticipated to receive good traction with a strong execution cycle.
  - ❖ Metering segment received very good traction in this quarter and has good inspection and inquiries in the pipeline.
  - ❖ Capacity extension for smart meter manufacturing including component manufacturing has been enhanced.



- **Smart Meters are the next game changer in the growth-building process.**
  - ❖ The Company has positioned itself very well in the smart meter market and is receiving good traction from customers. The current meter order book has 87% Smart Meters and it is expected to further rise. Smart meters attract higher realizations, thereby resulting to increased revenue and enhanced profitability.
  - ❖ Overall, there is positive performance in the Consumer, Industrial & Services segment with growth in switchgear and wire & cables; however, lighting faced value erosion as an industry-wide phenomenon, leading to price reductions and mild sales impact.
- **Overall strong order book of ₹ 2000+ crores ensures revenue visibility for the short and medium term.**
  - ❖ Metering, Systems & Services contributes 88% of the order book, with smart meters comprising of more than 88% of these orders.
  - ❖ Consumer, Industrial & Services segment contributes 12% 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.
- **The Company's growth trajectory is strong and is confident of driving sustainable growth in future with competitive R&D capabilities.**

Performance Update

# Q4FY24 & FY24 Consolidated Profit & Loss Statement



Particulars (In ₹ Crore)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
<b>Revenue from Operations</b>	<b>424.09</b>	<b>362.75</b>	<b>17%</b>	<b>1,460.86</b>	<b>1,262.21</b>	<b>15.74%</b>
COGS	278.72	245.58	13.49%	960.76	841.75	14.40%
<b>Gross Profit</b>	<b>145.37</b>	<b>117.17</b>	<b>24.07%</b>	<b>500.09</b>	<b>420.46</b>	<b>18.94%</b>
<b>Gross Margin (%)</b>	<b>34.28%</b>	<b>32.30%</b>	<b>198bps</b>	<b>34.23%</b>	<b>33.31%</b>	<b>92 bps</b>
Employee Expenses	52.02	37.99	36.93%	178.83	143.81	24.35%
Other Expenses	38.13	34.60	10.21%	129.11	119.78	7.79%
<b>EBITDA</b>	<b>55.22</b>	<b>44.58</b>	<b>23.86%</b>	<b>192.15</b>	<b>156.87</b>	<b>22.49%</b>
<b>EBITDA Margin (%)</b>	<b>13.02%</b>	<b>12.29%</b>	<b>73bps</b>	<b>13.15%</b>	<b>12.43%</b>	<b>73 bps</b>
Finance Costs	23.99	20.04	19.73%	89.64	75.38	18.92%
Depreciation	11.57	8.37	38.21%	38.65	38.36	0.75%
Other Income	1.73	1.31	32.71%	4.23	3.56	18.82%
<b>Profit Before Tax</b>	<b>21.40</b>	<b>17.49</b>	<b>22.39%</b>	<b>68.10</b>	<b>46.69</b>	<b>45.86%</b>
PBT Margin (%)	5.0%	4.8%	23 bps	4.7%	3.7%	96 bps
<b>Taxes</b>	<b>7.68</b>	<b>6.22</b>	<b>23.55%</b>	<b>24.47</b>	<b>16.44</b>	<b>48.88%</b>
<b>Profit After Tax</b>	<b>13.72</b>	<b>11.27</b>	<b>21.74%</b>	<b>43.63</b>	<b>30.25</b>	<b>44.22%</b>
<b>PAT Margin (%)</b>	<b>3.23%</b>	<b>3.11%</b>	<b>0.13%</b>	<b>2.99%</b>	<b>2.40%</b>	<b>59 bps</b>
<b>Earnings Per Share (EPS)</b>	<b>2.13</b>	<b>1.75</b>	<b>21.71%</b>	<b>6.78</b>	<b>4.69</b>	<b>44.56%</b>

# FY24 Consolidated Balance Sheet Statement



Equity And Liabilities (In ₹ Crore)	FY24	FY23	Assets (In ₹ Crore)	FY24	FY23
<b>Shareholder's Fund</b>	<b>830.11</b>	<b>795.35</b>	<b>Non-Current Assets</b>	<b>490.21</b>	<b>497.47</b>
Equity Share Capital	64.30	64.30	Property, plant and equipment	457.43	449.88
Other Equity	763.93	729.22	Capital work in progress	10.30	8.72
Minority Interest	1.88	1.83	Right of use Assets	3.18	1.53
<b>Non-Current Liabilities</b>	<b>129.39</b>	<b>83.88</b>	Financial assets	2.55	2.38
Borrowings	90.09	46.98	Deferred tax assets (Net)	10.74	21.64
Lease Liabilities	2.36	0.71	Other non-current assets	6.01	13.32
Other Financial Liabilities	24.73	28.35			
Provisions	12.21	7.84	<b>Current Assets</b>	<b>1,383.94</b>	<b>1,203.26</b>
			Inventories	572.83	486.02
<b>Current Liabilities</b>	<b>914.65</b>	<b>821.50</b>	Trade receivables	696.69	602.81
Borrowings	532.92	551.17	Cash and cash equivalents	26.36	33.05
Lease Liabilities	1.15	1.05	Bank balances	32.56	37.27
Trade Payable	304.81	230.07	Loans	0.70	0.78
Other Financial Liabilities	57.45	22.83	Other financial assets	14.33	13.37
Other Current Liabilities	11.75	10.58	Current tax assets (Net)	1.76	0.10
Provision	6.57	5.80	Other current assets	38.71	29.86
<b>Total Equity and Liabilities</b>	<b>1,874.15</b>	<b>1,700.73</b>	<b>Total Assets</b>	<b>1,874.15</b>	<b>1,700.73</b>

Q4FY24 & FY24 Performance Update

# Marketing Campaigns – Amplifying Our “Social Media” Presence

“Garnered Reach of Over 20 Million”

Amplified our Brand Presence Through Social Media Handles



Conducted as well as Sponsored various Industrial Webinars and Virtual Exhibitions



Over 1,00,000+ followers



Over 70,000+ followers

# Events & Exhibitions

Participated in **“Distribulec Exhibition”**-  
Mumbai (16th -18th Jan, 2024)



# Retailer / Contractors Meets



Retailer Meet - Ahmedabad



Contractor / Electrician Meet - Sangli



Barmer Electricity Fair in - Rajasthan



# Retailer Meets



01



*Retailer Meet, Meerut*

02



*Contractor / Electrician Meet, Goa*

03



*Electrician Meet, Nagpur*

04



*Electrician Meet, Dehradun*

05



*Electrician Meet, West Bengal*

06



*Electrician Meet, Haryana*



# International Customer Visits



## Dubai Customer



Q4FY24 & FY24 Performance Update

# Further Growing our Brand Presence

Official Partner with Haryana Steelers for Pro Kabaddi League Season 7  
From 2<sup>nd</sup> Dec 2023 to 1<sup>st</sup> March 2024



OFFICIAL CONSUMER ELECTRICALS PARTNER



# Spreading our Brand Presence



Sponsored – Divisional Sports Competition – Nagpur  
4<sup>th</sup> Jan 2024

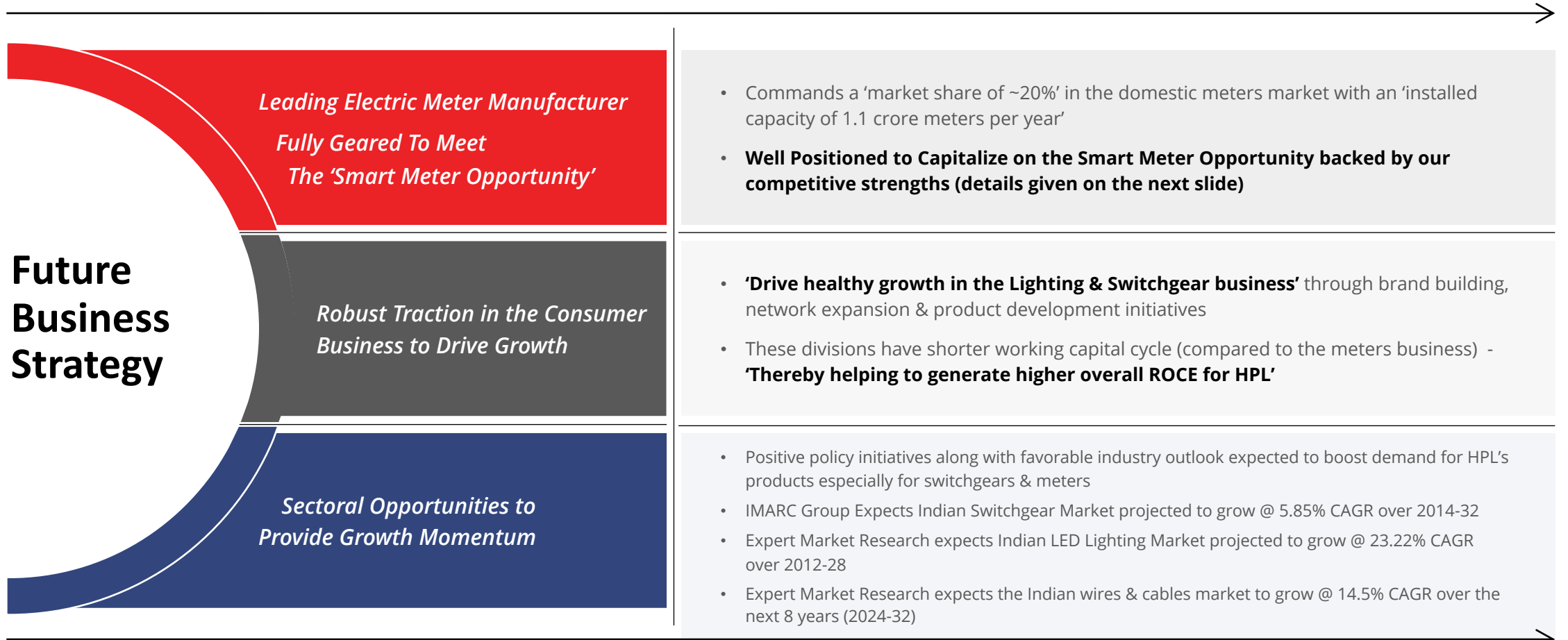




03

# Business Strategy

# Future Business Strategy for Value Creation



# Smart Meters – “Gamechanging Initiative” With Enormous Potential

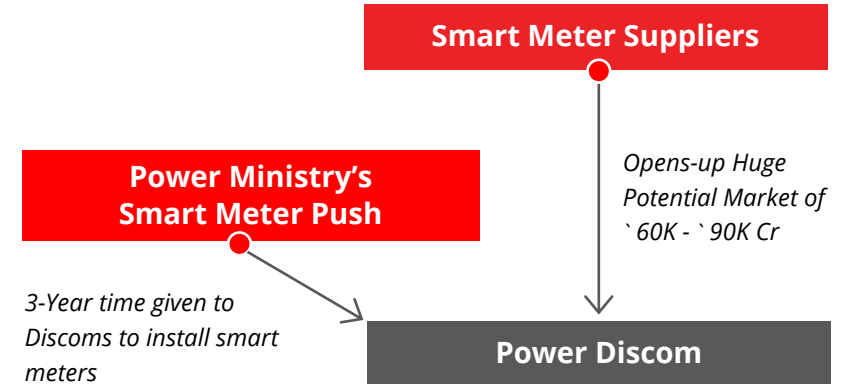


- **What is the opportunity size?**

- ❖ 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 `60,000 to `90,000 crore’*

- **Why should the "Utilities" install smart meters?**

- ❖ India’s discoms owed `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 `100+ crore for meter with smart communication technology and with RF and IRDA communication in the last couple of years

## HPL’s Competitive Edge

- |  |   |
|--|---|
| • <b>Market Leading Player</b>   | • Commands a ‘market share of ~20%’ in the domestic meters market with an ‘installed capacity of 1.1 crore meters per year’   |
| • <b>Comprehensive Product Portfolio</b>   | • Conventional, and smart meters (including prepaid meters, software communication driven meters)   |
| • <b>Long-standing Relationships</b>   | • Successful track-record of supplying to most state and central utilities for the last 2 decades   |
| • <b>Strong Pre-qualification Credentials</b>                                    | • IS 16444 certified products   |
| • <b>Strong Thrust on Quality, Product Innovation &amp; Cost Competitiveness</b> | • 2 R&D Centers housing over 100 experts having rich experience in the electrical industry (launched 3 new products in FY21)<br>• Integrated Operations help achieve cost competitiveness |

# Smart Meters – “An Industry leader with Cutting-edge innovation”



- **What sets HPL's smart meters apart?**

- ❖ HPL's meters have embedded software to enable automation, data collection, and customization equipped with **Wirepas'** 'RF Mesh' technology communication infrastructure.

- **What are Service Level Agreements for smart meters?**

- ❖ Service Level Agreements (SLAs) are contractual commitments that define performance standards and expectations for smart meters, ensuring reliable and efficient service delivery.
- ❖ HPL enjoys a legacy reputation spanning 2 decades while delivering 98% operational success in SLA agreements across India.
- ❖ Moreover, India's varied climate/weather conditions warrant HPL's durable and tested smart meters that can withstand extreme conditions.

**Metering, Systems & Services form 88% of our order book at ₹ 2000+ crore as on 31st March 2024.**

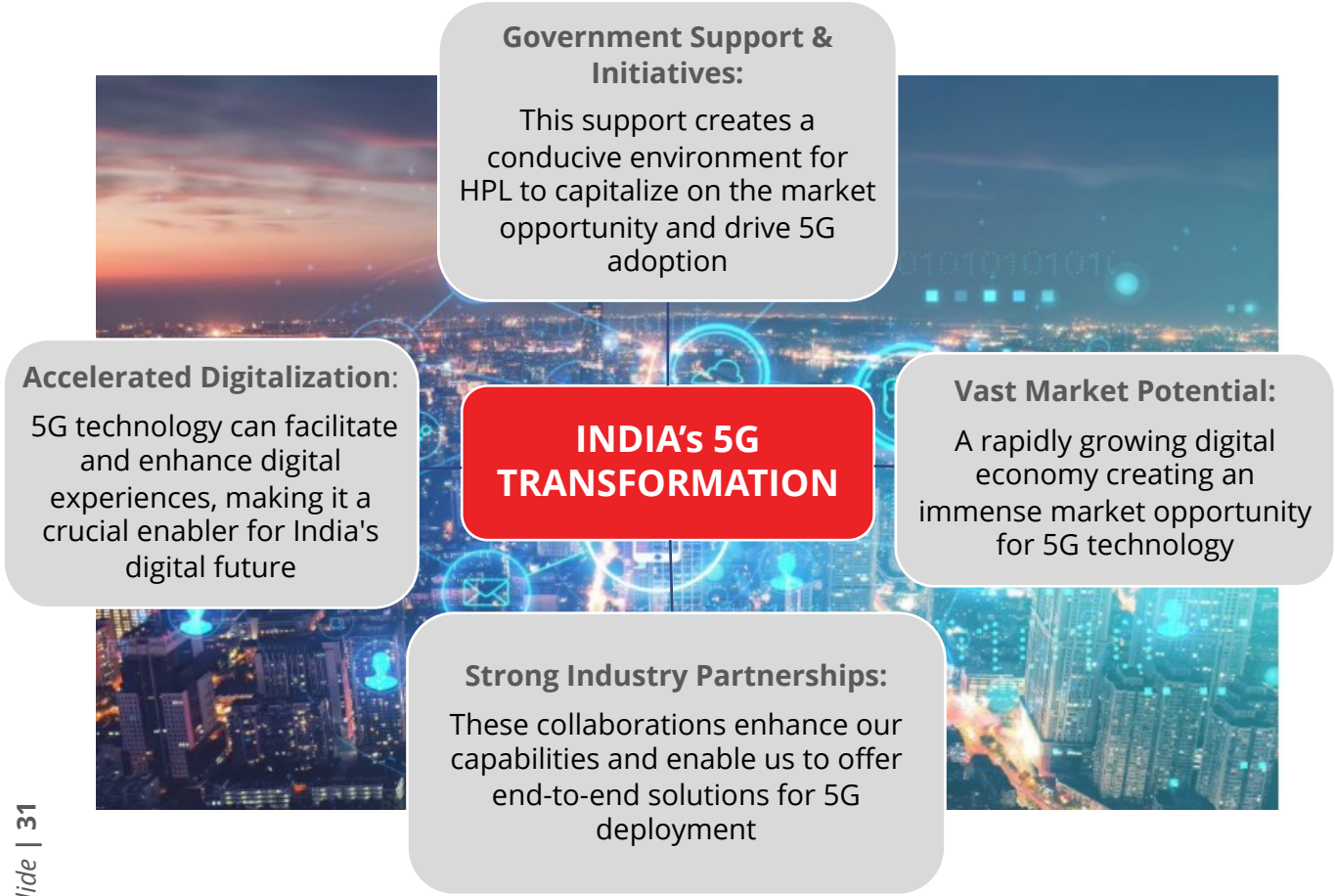
<ul style="list-style-type: none"> <li>• <b>RDSS Schemes</b></li> </ul>	<ul style="list-style-type: none"> <li>• HPL benefits from Revamped Distribution Sector Schemes (RDSS), which optimize resource utilization, operational efficiency, and sustainability towards reducing A&amp;T losses</li> </ul>
<ul style="list-style-type: none"> <li>• <b>AMISP Contracts</b></li> </ul>	<ul style="list-style-type: none"> <li>• Advanced Metering Infrastructure Service Provider (AMISP) contracts (including DBFOOT basis) induce cost-efficiency, high product quality, and on-time deliveries, enhancing HPL's competitiveness</li> </ul>
<ul style="list-style-type: none"> <li>• <b>R&amp;D Capabilities</b></li> </ul>	<ul style="list-style-type: none"> <li>• HPL's R&amp;D capabilities position the company at the forefront of smart meter evolutions with cutting edge technology upgrades in a sector where advancements occur every few years</li> </ul>

## Capacity Expansion in Metering plant, Gurgaon





# Fuelling Innovation Across Industries: The “Transformative Potential” of 5G



## HPL's Competitive Edge

<ul style="list-style-type: none"> <li>• <b>Extensive Expertise &amp; Product Portfolio</b></li> </ul>	<ul style="list-style-type: none"> <li>• Leadership in smart metering and power solutions, HPL Electric &amp; Power Ltd. bringing a wealth of experience to the 5G market</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Technological Innovation</b></li> </ul>	<ul style="list-style-type: none"> <li>• Investing in R&amp;D towards enabling efficient energy management, optimized resource utilization, and enhanced operational efficiency integrated with 5G technology across diverse industries</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Strong Partner Network</b></li> </ul>	<ul style="list-style-type: none"> <li>• Forging strategic partnerships with leading telecommunications companies and infrastructure providers</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Reliability &amp; Quality</b></li> </ul>	<ul style="list-style-type: none"> <li>• Adhering to stringent quality standards and establishing robust quality control processes meeting the highest industry benchmarks</li> </ul>
<ul style="list-style-type: none"> <li>• <b>Sustainable and future-proof solutions</b></li> </ul>	<ul style="list-style-type: none"> <li>• Designing solutions to be sustainable and future-proof, ensuring that they can adapt to evolving technologies and industry requirements</li> </ul>





## Business Strategy

# Focus on Driving Healthy Growth in The 'Consumer' Business

- **'Consumer' segment includes Non-utility Metering, Switchgear, Lighting, and Wires & Cables.**
- 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**

### • **Continuous Product Development & Innovation**

- ❖ Launched new innovative range of products in the lighting and switchgear segment in FY23-24 -
  - ✓ **Switchgear:** Launched new products including the industrial and domestic range, along with new products in solar category
  - ✓ **Lighting:** Launched new products including '2.7 W LED Candle with Clear Lens,' '100W LED Flood Light ECO Model,' 'VOLTA plus ( deep body led downlight )' etc. with '200W Flood light in Modular Lens' in professional lighting, amongst others.

### • **Enhancing Distribution Reach & Relations**

- ❖ **Expand retailer touch-points by than 3x – 66% increase in retailer Nos. in the last 2 years from the existing 45,000 retailers to 1,00,000 retailers by March 2025**
- ❖ 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**

# Thank You

[www.hplindia.com](http://www.hplindia.com)



**Mr. Gautam Seth**

*Joint Managing Director & CFO*

*Email: [gautamseth@hplindia.com](mailto:gautamseth@hplindia.com)*

**DICKENSON**

**Ms. Shankhini Saha**

*Email: [hpl@dickensonworld.com](mailto:hpl@dickensonworld.com)*

