



HPL Electric & Power Limited

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14th February, 2024

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 Friday, 16th February, 2024 at 2:30 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



Results Update

Q3FY24 & 9MFY24





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.hplindia.com



Company Overview



Q3FY24 & 9MFY24- Performance Update



Business Strategy



01

Company Overview



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 *
- **'5th 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



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

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



Power Utilities

Public & Private Enterprises

Residential & Commercial Users

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



Strong R&D Thrust - Consistent Technology Upgradation



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

- **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



DC Changeover



AC DC Changeover



Protection Switch VCS

Wire & Cable



5G Power Supply Cable



Rubber Cable



Aluminium Power & Control Cable

Trade Lighting



Lumino Plus LED Downlight 9W



Strip Light 45 metres



Neo Plus Pc batten 36W/40 W



Alfa Plus AL. Deep Downlight

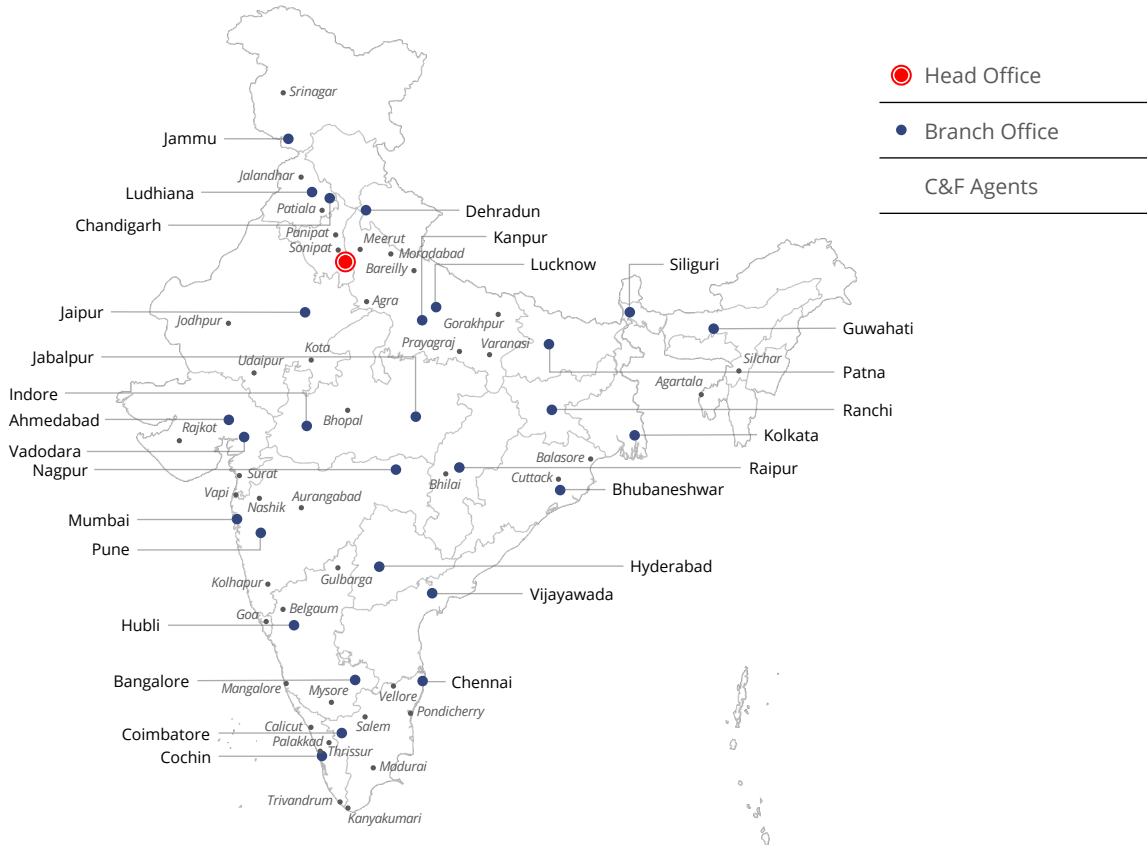


Litmus Plus 3W (mini) LED Downlighter

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

15 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

Q3FY24 & 9MFY24
**Performance
Update**

Q3FY24 & 9MFY24 Salient Highlights



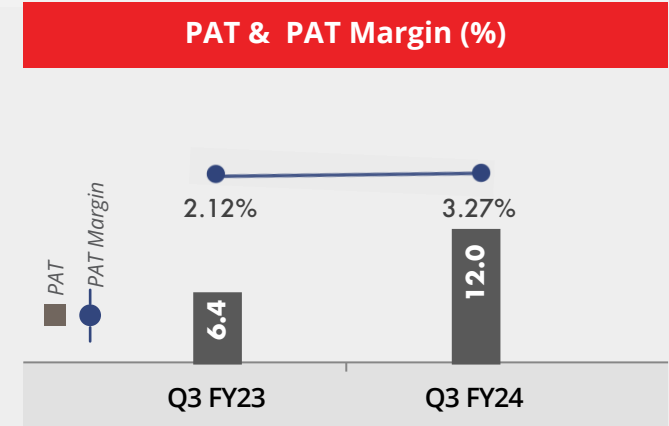
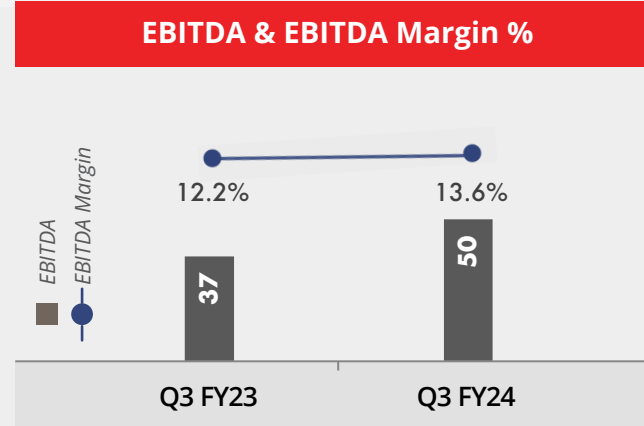
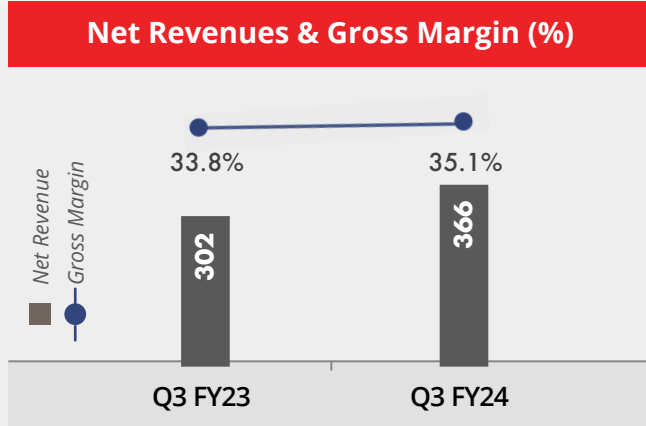
- **The Company registered revenue growth** with an increase by 21.22% YoY in Q3FY24 and 15.27% YoY in 9MFY24.
- **Metering & Systems segment revenue growth** of 28% YoY in Q3FY24 and 25% YoY in 9M FY24.
- **Consumer & Industrial segment revenue growth** of 13% YoY for Q3 FY24 and 4.50% YoY in 9M FY24.
- **Steady growth in switchgear and wire & cables** with switchgear up 28% YoY for 9M FY24 and wire & cables growth upwards of 13% YoY for 9M FY24.
- **EBITDA registered an increase** of 35.16% YoY where EBITDA is ₹ 49.71 crores in Q3FY24 up from ₹ 36.78 crores in Q3 FY23.
- **EBITDA** of 9M FY24 stood at ₹ 136.93 crores up 22% YoY from ₹ 112.28 crore in 9M FY23.
- **An Improvement in EBITDA Margins** by 140 bps in Q3FY24 from Q3FY23, and up by 72 bps for 9M FY24.
- **Order book strong** at ₹ 2400+ crore as on 13th February 2024.
- **Profit Before Tax** stood at ₹ 18.97 and ₹ 46.70 crores in Q3FY24 & 9MFY24 respectively.
- **Profit After Tax** stood at ₹ 11.95 and ₹ 29.91 crores in Q3FY24 & 9M FY24 respectively.
- **EPS** for 9M FY24 stood at ₹ 4.64 as compared to ₹ 2.94 in 9M FY23.



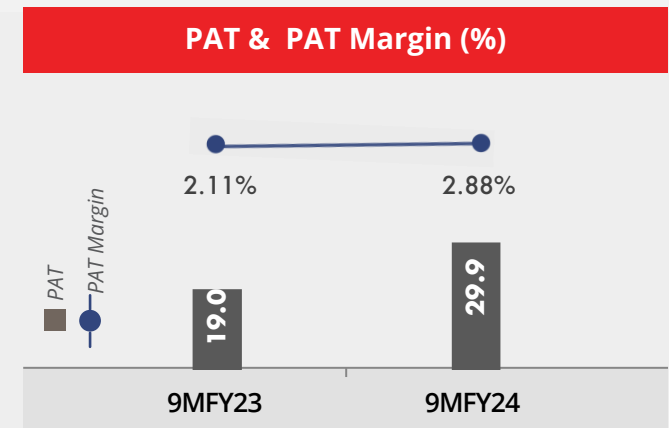
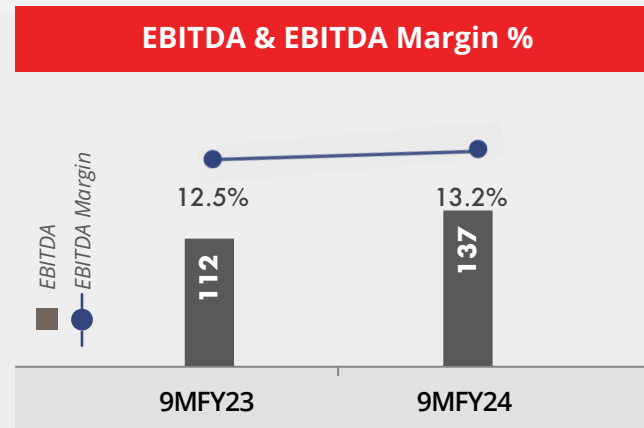
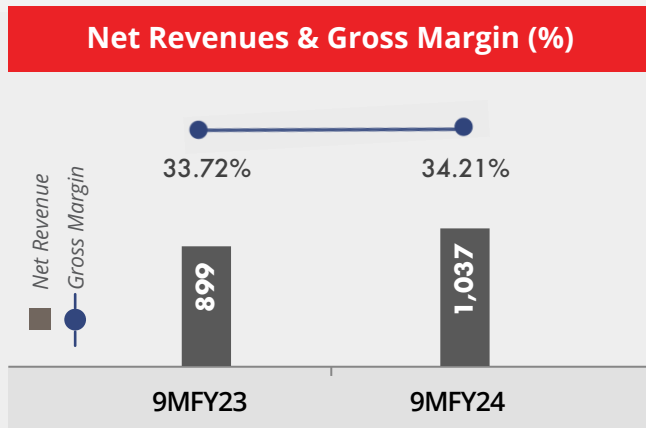
Q3FY24 & 9MFY24: YoY Performance Analysis



Q3 FY24 (in ₹ crore)



9MFY24 (in ₹ crore)

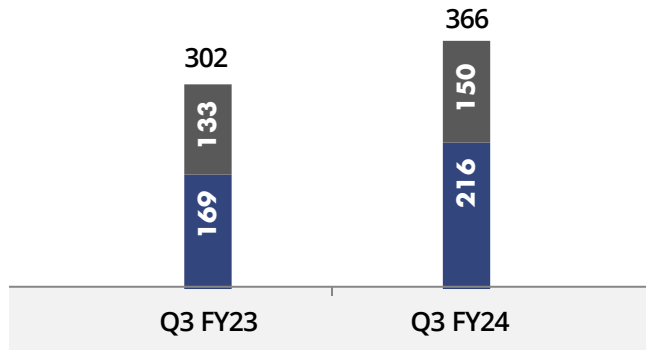


Q3FY24 : YoY Segment Analysis



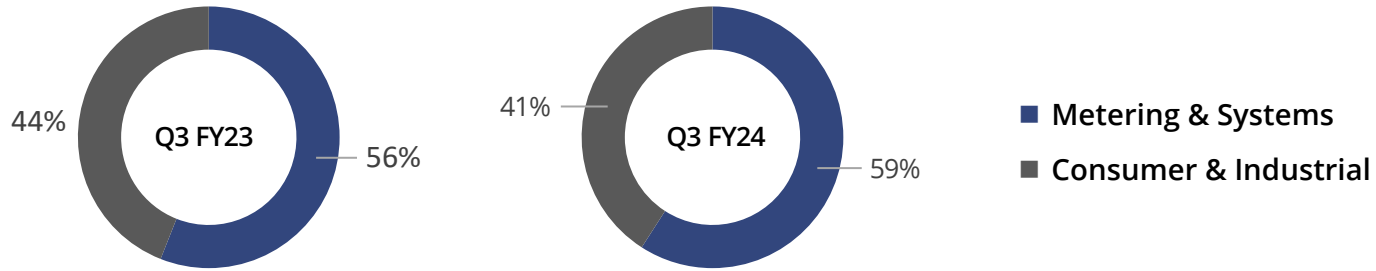
(in ₹ crore)

Segment Net Revenue & EBIT Margin



% EBIT Margin	Q3 FY23	Q3 FY24
■ Metering & Systems	13.92%	15.15%
■ Consumer & Industrial	11.55%	11.62%

Segment Revenue Share %

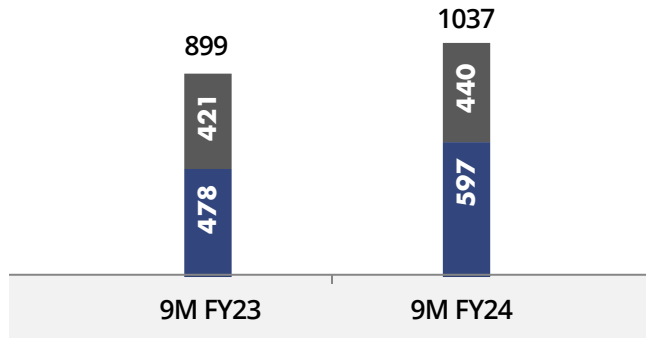


9MFY24 : YoY Segment Analysis



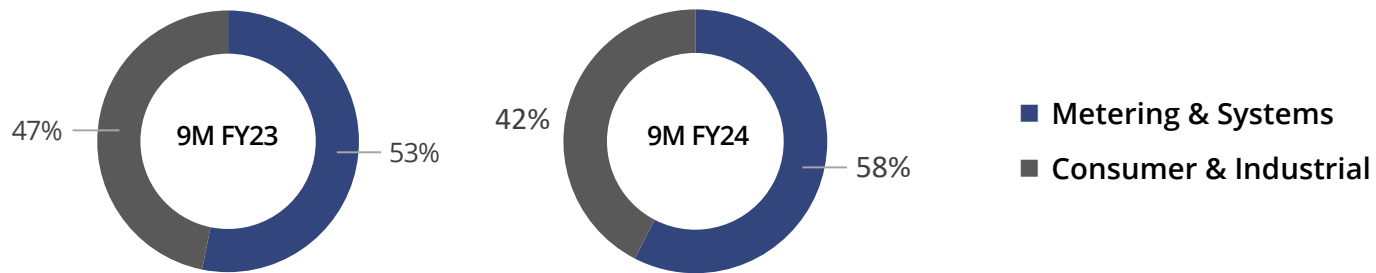
(in ₹ crore)

Segment Net Revenue & EBIT Margin



% EBIT Margin	9M FY23	9M FY24
■ Metering & Systems	13.43%	14.85%
■ Consumer & Industrial	11.79%	11.58%

Segment Revenue Share %



Q3FY24 & 9MFY24: Company Performance Analysis



- The Company registered a robust performance YoY with revenue growth of 21.22% in Q3 FY24 to ₹ 366 crore as compared to ₹ 302 crore in Q3 FY23.
- The Company has delivered revenue growth of 15.27% YoY in 9M FY24 at ₹ 1036.77 crore up from ₹ 899.46 crore in 9M FY23.
- Gross profit improved by 25.79% and stood at ₹ 128.33 crore in Q3 FY24 as compared to ₹ 102.02 crore in Q3 FY23. 9M FY24 has shown YoY Gross Profit growth of 16.96%
- EBITDA grew by 35.16% YoY in Q3 FY24 where EBITDA is ₹ 49.71 crore as compared to ₹ 36.78 crore in Q3 FY23. EBITDA margin expanded by 140bps and stood at 13.60% in Q3 FY24 as compared to 12.20% in Q3 FY23. EBITDA Margin for 9M FY24 has shown an improvement of 72bps as well.
- PBT stood at ₹ 18.97 crore in Q3 FY24 as compared to ₹ 9.81 crore in Q3 FY23. In Q3 FY24 PBT grew by 93.48% YoY.

Metering & Systems

- In the Metering & Systems segment revenue grow by 28% YoY to ₹ 215.92 crore in Q3 FY24 from ₹ 168.79 crore in Q3 FY23.
- Metering & Systems 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

- Consumer & Industrial segment revenue increased by 13% YoY to ₹ 149.65 crore in Q3 FY24 from ₹ 132.79 crore in Q3 FY23.
- Steady growth in switchgear and wire & cables in the Consumer & Industrial segment in 9MFY24 at 22% YoY, with switchgear up 28% YoY for 9M FY24, with wire & cables growth upwards of 13% YoY for 9M FY24.
- Although volumes have been consistent and growing in the Consumer & Industrial 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 Q4FY24.

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.



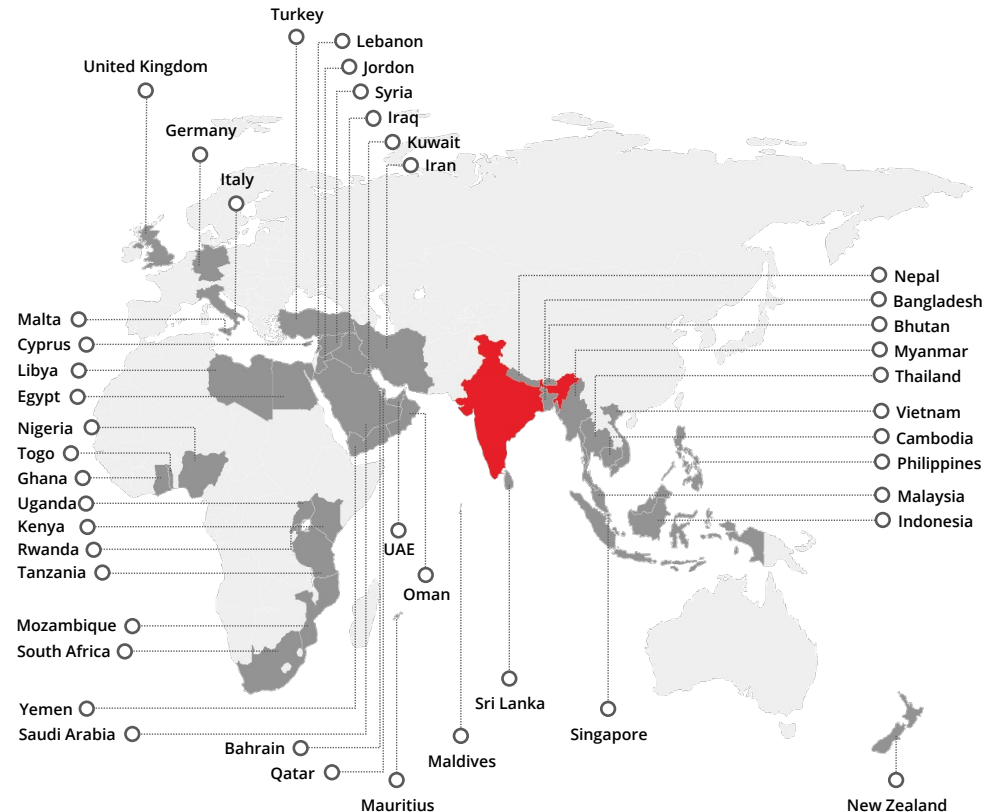
- **Smart Meters are the next game changer in the growth-building process.**
 - ❖ The Company has positioned itself very well in the smart meter market and is receiving good traction from customers. The current meter order book has 87% Smart Meters and it is expected to further rise. Smart meters attract higher realizations, thereby resulting to increased revenue and enhanced profitability.
 - ❖ Overall, there is positive performance in the Consumer & Industrial 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. This is expected to stabilise in Q4FY24.
- **Overall strong order book of ₹ 2400+ crores ensures revenue visibility for the short and medium term.**
 - ❖ Meter & systems contributes 87% of the order book, with smart meters comprising of more than 88% of these orders.
 - ❖ Consumer and Industrial segment contributes 13% 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.**

Expanding its Global Footprint



HPL exports has shown a growth in orders by 11% in 9MFY24.

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



- **HPL is present in 42+ countries** across the globe, with a substantial growth in export orders in Metering & Systems as well as Consumer & Industrial segments.
- **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



Participated in "Power Bangladesh", Bangladesh from 7th -9th Dec'2023

Performance Update

Q3FY24 & 9MFY24 Consolidated Profit & Loss Statement



Particulars (In ₹ Crore)	Q3 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue from Operations	365.57	301.59	21.22%	1,036.77	899.46	15.27%
COGS	237.24	199.56	18.88%	682.05	596.17	14.40%
Gross Profit	128.33	102.02	25.79%	354.72	303.28	16.96%
Gross Margin (%)	35.10%	33.83%	128 bps	34.21%	33.72%	50 bps
Employee Expenses	45.74	36.37	25.74%	126.81	105.82	19.84%
Other Expenses	32.88	28.87	13.91%	90.98	85.18	6.80%
EBITDA	49.71	36.78	35.16%	136.93	112.28	21.95%
EBITDA Margin (%)	13.60%	12.20%	140 bps	13.21%	12.48%	72 bps
Finance Costs	22.02	19.17	14.86%	65.65	55.34	18.62%
Depreciation	9.28	8.35	11.13%	27.08	29.99	-9.71%
Other Income	0.57	0.55	2.64%	2.50	2.26	10.78%
Profit Before Tax	18.97	9.81	93.48%	46.70	29.20	59.92%
PBT Margin (%)	5.2%	3.3%	194 bps	4.5%	3.2%	126 bps
Taxes	7.03	3.42	105.29%	16.79	10.22	64.28%
Profit After Tax	11.95	6.38	87.14%	29.91	18.98	57.57%
PAT Margin (%)	3.27%	2.12%	115 bps	2.88%	2.11%	77 bps
Earnings Per Share (EPS)	1.86	0.99	NA	4.64	2.94	NA

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

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Events & Exhibitions



Participated in **REI'23** - Expo Centre, Greater Noida (4th Oct. - 6th October '23)

Wires & Cable Expo'23 – Pragati Maidan, New Delhi (6th Oct. - 8th Oct.'23)



Events & Exhibitions

Participated in "Power Bangladesh"- Bangladesh (7th-9th Dec, 2023)



Electrician/Retailer Meets



Electrician Meet, Chennai



Electrician Meet, Kerala



Electrician Meet, Nagpur



Electrician Meet, Telangana



Electrician Meet, Mumbai

Q3FY24 & 9MFY24 Performance Update

Electrician/Retailer Meets & Channel Connects



Stall at central India's biggest Vidut expo, organised by The Electric contractor association, Nagpur

Stall at Annual Conference of Kerala Wiremen Association, Kottayam District



Electrician/Retailer Meets & Channel Connects



Organised PWD contractor meeting at Amravati



Organised Technical Seminar for Surat Municipal Cooperation (SMC)



Q3FY24 & 9MFY24 Performance Update Spreading the Brand Presence

Official Partner with Haryana Steelers for Pro Kabaddi League Season 7



OFFICIAL CONSUMER ELECTRICALS PARTNER



HPL KA BUDDY AA KHELE KABADDI

CONSUMER COMMERCIAL INDUSTRIAL RETAIL OUTDOOR

HPL ELECTRIC IS ALL SET TO CHARGE UP HARYANA STEELERS WITH ITS WORLD-CLASS LED PRODUCTS FOR A POWER-PACKED PERFORMANCE. BUDDY BUDDY BUDDY... BAN HPL KA BUDDY

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MCB DB / PCB

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HPL ELECTRIC IS ALL SET TO CHARGE UP HARYANA STEELERS WITH ITS WORLD-CLASS WIRES & CABLE PRODUCTS FOR A POWER-PACKED PERFORMANCE. BUDDY BUDDY BUDDY... BAN HPL KA BUDDY

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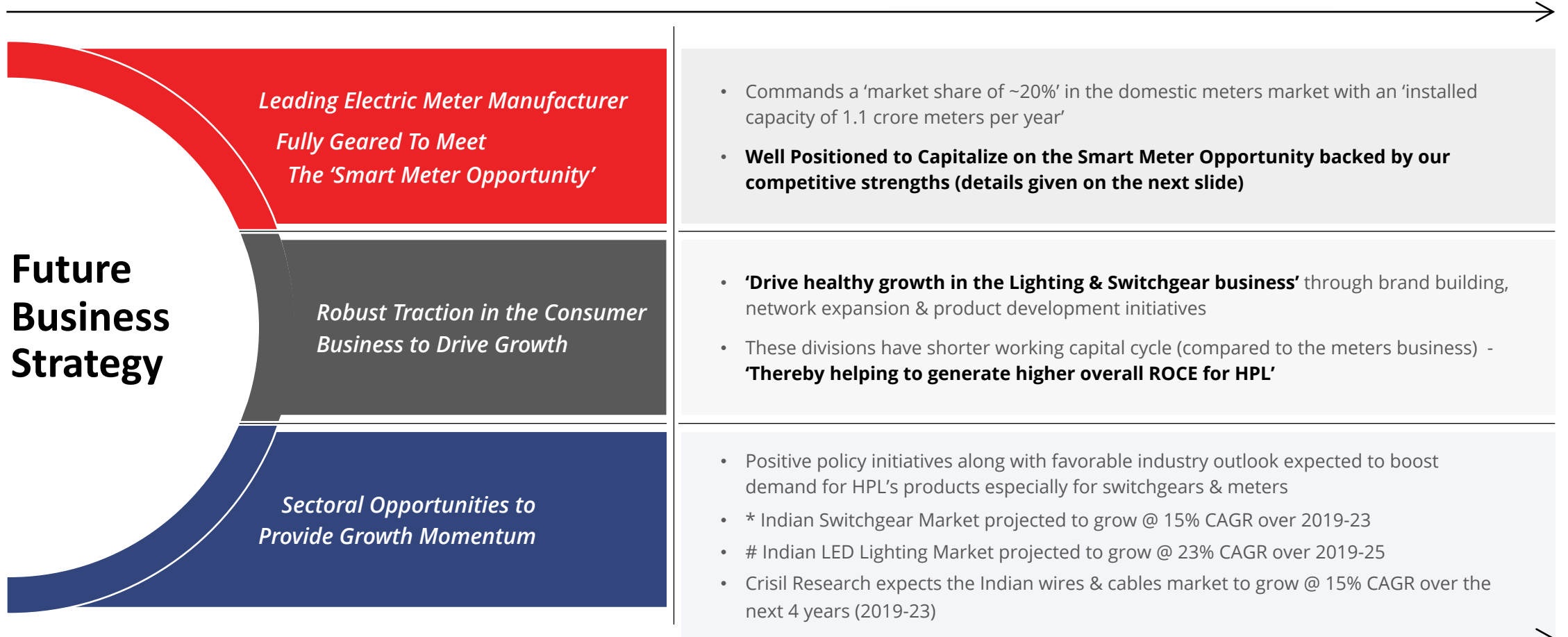




03

Business Strategy

Future Business Strategy for Value Creation



Smart Meters – “Gamechanging Initiative” With Enormous Potential

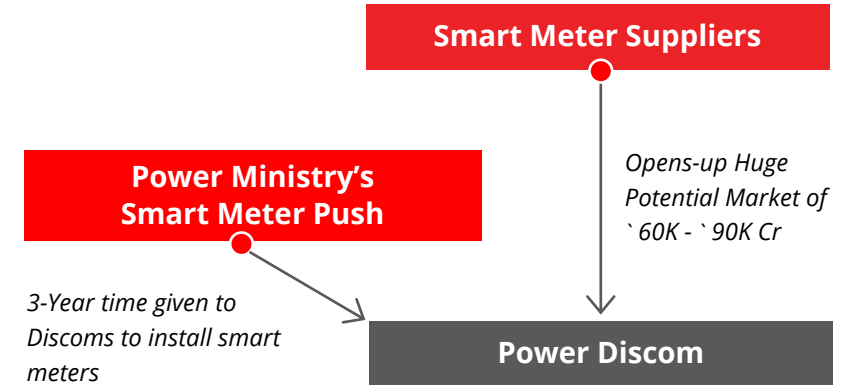


- **What is the opportunity size?**

- ❖ 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

✓ Market Leading Player	• Commands a ‘market share of ~20%’ in the domestic meters market with an ‘installed capacity of 1.1 crore meters per year’
✓ 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 (launched 3 new products in FY21) • 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 form 87% of our order book at ₹ 2400+ crore as on 13th February 2024.

Capacity Expansion in Metering plant, Gurgaon



✓ RDSS Schemes

- HPL benefits from Revamped Distribution Sector Schemes (RDSS), which optimize resource utilization, operational efficiency, and sustainability towards reducing A&T losses

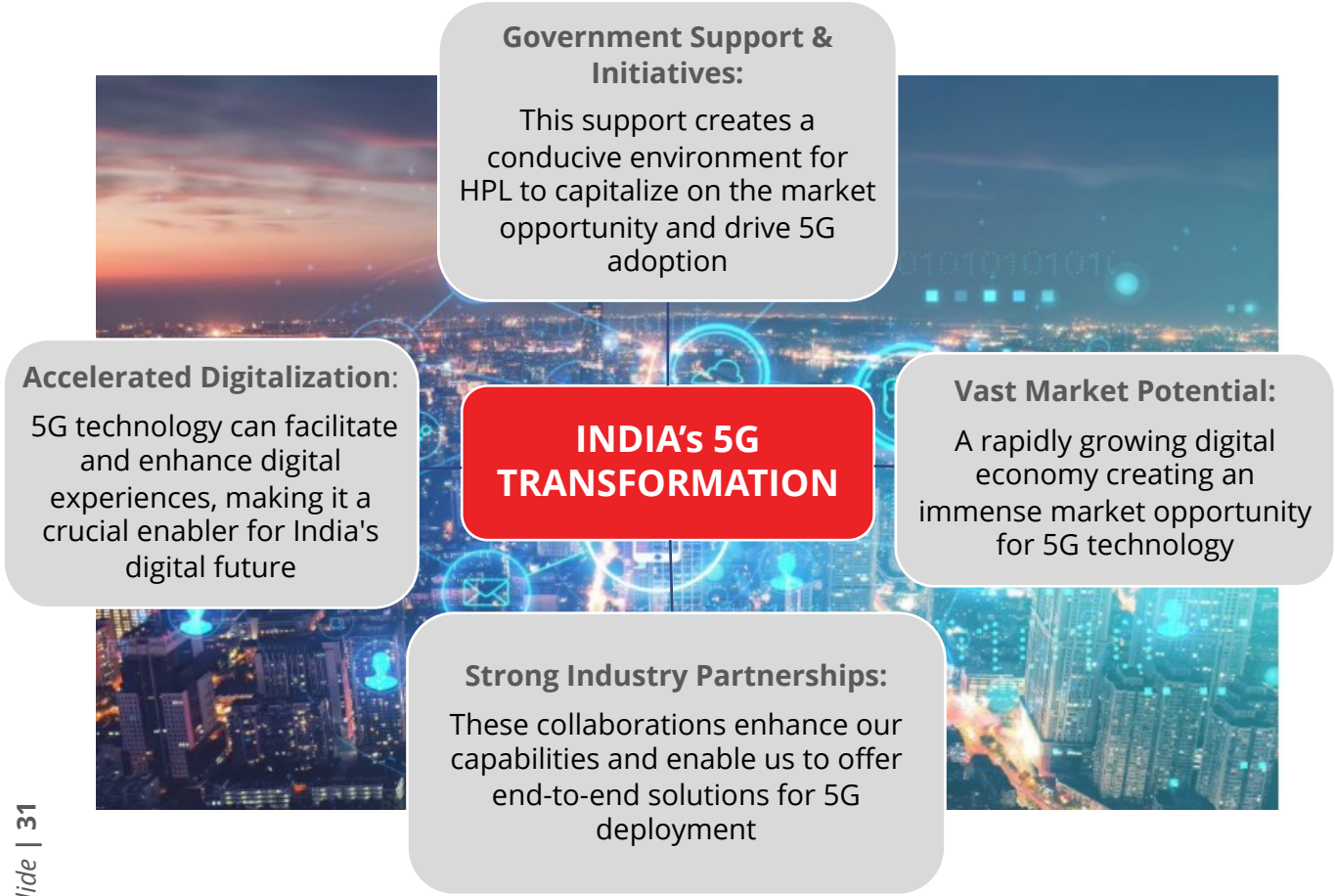
✓ AMISP Contracts

- Advanced Metering Infrastructure Service Provider (AMISP) contracts (including DBFOOT basis) induce cost-efficiency, high product quality, and on-time deliveries, enhancing HPL's competitiveness

✓ R&D Capabilities

- HPL's R&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

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



HPL's Competitive Edge

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



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

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