



## **HPL Electric & Power Limited**

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12<sup>th</sup> August, 2019

The Manager,  
Listing Department,  
  
"Exchange Plaza", C-1, Block G,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051

25<sup>th</sup> Floor, New Trading Ring, Rotunda  
Building, Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400 001

Dear Sir,

Please find enclosed a copy of the communication being released to Press today.

Thanking You

For HPL Electric & Power Limited

Vivek Kumar  
Company Secretary

Encl: As above



For Immediate Release

Aug12, 2019

## HPL Electric and Power Ltd reports its Q1 FY2019-20 Results

### *Q1 FY20 EBITDA Rises 11% driven by Robust Growth in Meter Business*

**New Delhi, India, August 12, 2019 HPL Electric and Power Ltd**

Symbol;HPL, BSE: Scrip Code;540136), an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment, announces their financial results for the quarter ended June 30, 2019.

#### Consolidated Performance Highlights

Particulars (In Rs Cr)	Q1FY20	Q1FY19	YoY %	FY19	FY18	YoY %
Revenue from Operations	248.2	260.0	-4.6%	1,158.5	1,036.3	11.8%
EBITDA	30.2	27.3	10.9%	133.5	109.9	21.5%
EBITDA Margin %	12.2%	10.5%	169 bps	11.5%	10.6%	92 bps
Reported PAT	5.1	5.6	-10.4%	32.7	27.6	18.6%
PAT Margin %	2.0%	2.2%	-13 bps	2.8%	2.7%	16 bps

The performance during the first quarter was marked by double-digit revenue growth in the metering segment (+10% YoY), and steady performance in switchgear revenue (2% YoY)

Lighting and wires & cables revenues remained muted during the quarter

Q1 FY20 EBITDA Margins expanded by 170 bps to 12.2% (10.5% in Q1 FY19) driven by increased revenue contribution from higher margin metering and switchgear business.

EBIT Margins in the Metering Business expanded by 60 bps to 14.1% (13.5% in Q1 FY19) led by superior product mix and strong operating cost control

**Mr. Gautam Seth, Joint Managing Director said,** *“During the quarter, we reported resilient financial performance along with an improvement in operating profitability, despite being faced with weak industry demand and a challenging economic environment. Our metering business continued to post robust growth backed by timely execution of orders.*

*On the product innovation front, we recently launched new innovative range of products in the lighting segment "The seven wonders" and new "TechnoN MCBs & DBs" in Switchgears. Both these product ranges have received very good dealer response. We also continued our focus on brand building by undertaking various marketing initiatives. Building upon our successful campaign with the Delhi Capitals Team in IPL, we have now tied-up with the "Haryana Steelers Pro Kabaddi Team". We believe this gives us an effective platform to create strong brand visibility in the Tier 2 & 3 cities and rural areas enabling us to drive aggressive growth in these regions.*

*Going forward, we expect our lighting and metering segments to see strong growth on a sequential basis in Q2. We are also optimistic of seeing good traction across our business segments in the second half of this year as the economic conditions gradually improve. Further, the company is fully geared up to meet the Govt's ambitious target of smart meters which can truly be a gamechanger providing enormous growth potential.*

**HPL Electric & Power Ltd.**

1/20, Asaf Ali Road, New Delhi-110002, Tel.: 011-23236811/4411, website: [www.hplindia.com](http://www.hplindia.com)



## Robust Order Book & Strong Revenue Visibility

Consolidated order book was Rs 508.4cr (Net of GST) as on 9<sup>th</sup> August 2019

- Metering orders of Rs 486.5cr
- Switchgear orders of Rs 10.0cr
- Lighting orders of Rs 9.3cr
- Wires & Cables orders of Rs 2.6cr
- Enquiry base for Metering tenders are at a healthy level, which provides good visibility and positive outlook for the coming quarters

## About HPL Electric and Power Ltd

HPL is an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment, including, metering solutions, switchgears, lighting equipment and wires and cables, catering to consumer and institutional customers in the electrical equipment industry. HPL had the largest market share in the electricity energy meters market in India, with one of the widest portfolios of meters in India and the fifth largest market share for LED lamps during the corresponding period (Source: Frost &

distribution network with a pan-India presence. HPL currently manufactures and sells its products under the

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*Concept PR*

For further information on HPL Electric & Power Limited see [www.hplindia.com](http://www.hplindia.com)

## Safe Harbour

implementation of strategic initiatives, and other statements relating to HPL Electric and Power Ltd future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. HPL Electric and Power Ltd undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

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