



HPL Electric & Power Limited

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20th May, 2019

The Manager,
Listing Department,

“Exchange Plaza”, C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051

25th 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

May20, 2019

HPL Electric and Power Ltd reports its Q4 FY2018-19 Results

Q4 FY19 Net Profit Grows by 73% driven by Robust Business Growth

New Delhi, India, May 20, 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 March 31, 2019.

Consolidated Performance Highlights

Particulars (In Rs Cr)	Q4FY19	Q4FY18	YoY %	FY19	FY18	YoY %
Revenue from Operations	352.5	314.6	12.1%	1,158.5	1,036.3	11.8%
EBITDA	40.7	30.3	34.5%	133.5	109.9	21.5%
EBITDA Margin %	11.6%	9.6%	193 bps	11.5%	10.6%	92 bps
Reported PAT	12.6	7.2	73.3%	32.7	27.6	18.6%
PAT Margin %	3.6%	2.3%	126 bps	2.8%	2.7%	16 bps

The performance during the fourth quarter was marked by YoY growth of 37% in metering, 30% in lighting, partially offset by YoY decline in switchgear and wires & cables business.

The performance during the full financial year was marked by higher double-digit growth in all three major businesses YoY growth of 16% in metering, 17% in switchgear and 15% in lighting business.

Operating margins improved in metering and switchgear business, driving the overall EBITDA margin.

Mr. Gautam Seth, Joint Managing Director said, *“We recorded robust financial performance in FY19 with a positive growth trajectory across all three major businesses – metering, switchgear and lighting. We successfully delivered on our commitment of double-digit growth, operational cost control and lower working capital days in FY19. Metering business clocked highest quarterly revenues with improved operating margin. The current metering order book gives us good revenue visibility for the coming year. Switchgear and lighting business continued to witness strong traction in the trade business. Our brand building and marketing initiatives significantly picked up during last year as we doubled our advertising & promotion spend. We received an overwhelming response as the ‘Official LED and Switchgear Partner’ of Delhi Capitals IPL team. We aim to leverage on our brand building efforts to aggressively grow our consumer businesses over coming years”.*

Robust Order Book & Strong Revenue Visibility

Consolidated order book was Rs 575.4cr (Net of GST) as on 14th May 2019

- Metering orders of Rs 554.6cr
- Lighting orders of Rs 9.9cr
- Switchgear orders of Rs 9.5cr
- Wires & Cables orders of Rs 1.4cr

HPL Electric & Power Ltd.

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



New Metering Orders:

- Rs 62.5cr orders for meters with smart communication technologies
 - 1P Static Energy Meters with 6-LowPanTechnology for effective two-waycommunication
 - 3P Trivector Meter with in-built communication technology and Modem
- Rs 156.8cr orders for meters with RF and IRDA communication
- 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 market for electricity energy meters 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 manufacture and sell its products under the

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For further information on HPL Electric & Power Limited see 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.