



## **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](mailto:hpl@hplindia.com) | website: [www.hplindia.com](http://www.hplindia.com)

21<sup>st</sup> May, 2018

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**  
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 scheduled to be held on Wednesday, 23<sup>rd</sup> May, 2018 at 4:00 PM IST 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

## METERING

Intelligent measurement solutions for Industrial & Commercial application.



## LIGHTING

Best in class luminaries with latest technology, unique designs and lighting trends.



## WIRES & CABLES

Comprehensive solutions for optimum performance.



## PROTECTION DEVICES

'Electric Safety' is our Top Mantra



**HPL ELECTRIC & POWER LIMITED**

*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.*



QUARTERLY  
UPDATE

COMPANY  
OVERVIEW

INDUSTRY  
OUTLOOK

SHAREHOLDING  
STRUCTURE



**A TRUSTED BRAND**  
World Over



- SWITCHGEAR
- METERING
- LIGHTING
- WIRE & CABLES

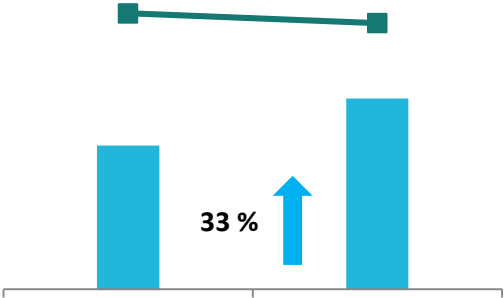
# FY18 RESULT HIGHLIGHTS

## POSITIVE BUSINESS MOMENTUM DURING H2 FY18

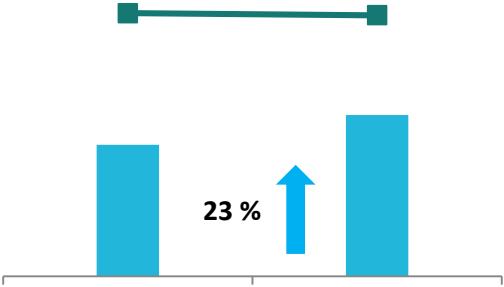


In Rs Crore

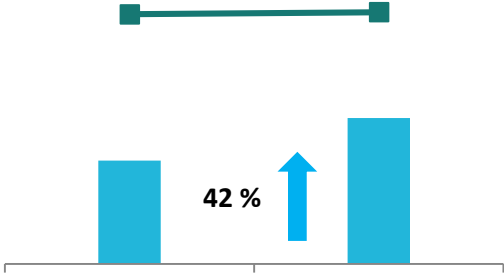
NET REVENUES \* & GROSS MARGIN



EBITDA & EBITDA MARGIN



PAT & PAT MARGIN



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# FY18 RESULT HIGHLIGHTS

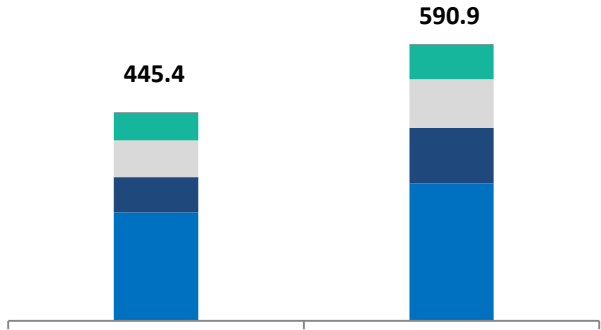
## POSITIVE BUSINESS MOMENTUM DURING H2 FY18



In Rs Crore

### SEGMENT REVENUE AND EBIT MARGIN ANALYSIS

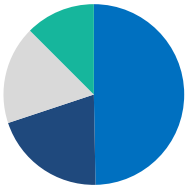
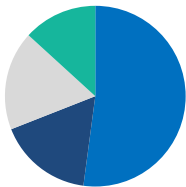
EBIT MARGIN %	H1 FY18	H2 FY18
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### REVENUE SHARE %

H1 FY18

H2 FY18



- All business segments have displayed strong growth during H2 FY18 compared to H1 FY18
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# Q4 & FY18 RESULT HIGHLIGHTS

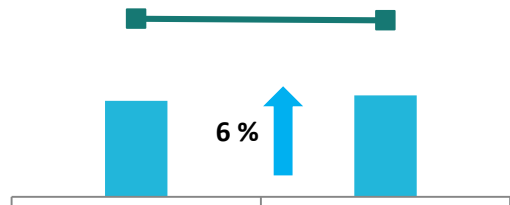
## YoY ANALYSIS



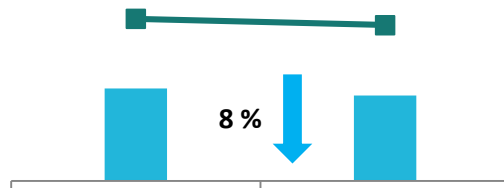
### Q4 FY18 YoY Analysis

In Rs Crore

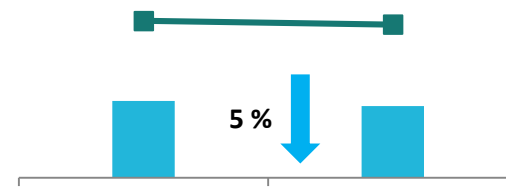
#### NET REVENUES \* & GROSS MARGIN



#### EBITDA & EBITDA MARGIN

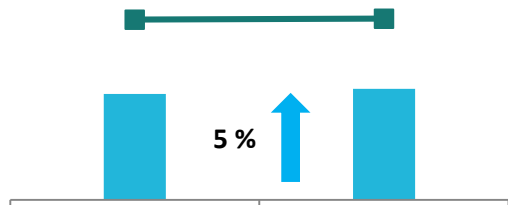


#### PAT & PAT MARGIN

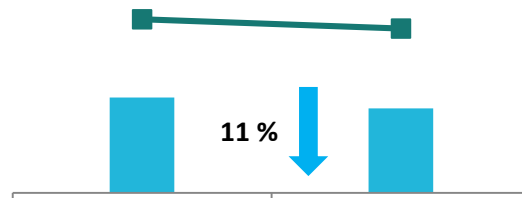


### FY18 YoY Analysis

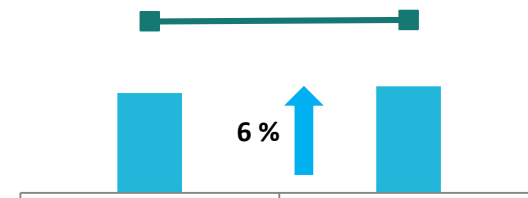
#### NET REVENUES \* & GROSS MARGIN



#### EBITDA & EBITDA MARGIN



#### PAT & PAT MARGIN



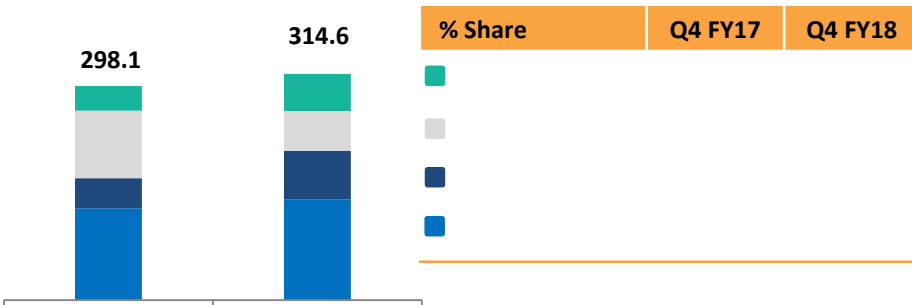
# Q4 & FY18 RESULT HIGHLIGHTS

## YoY ANALYSIS



Q4 FY18 YoY Analysis

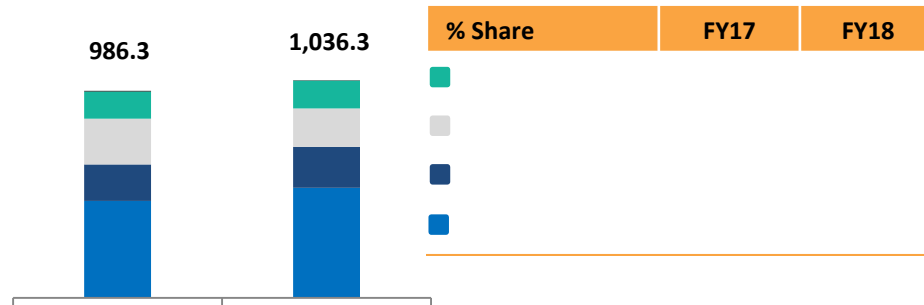
### SEGMENT REVENUE AND EBIT MARGIN ANALYSIS



FY18 YoY Analysis

In Rs Crore

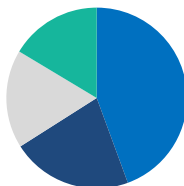
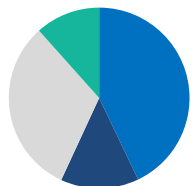
### SEGMENT REVENUE AND EBIT MARGIN ANALYSIS



### REVENUE SHARE %

Q4 FY17

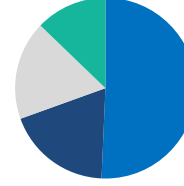
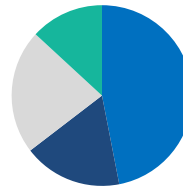
Q4 FY18



### REVENUE SHARE %

FY17

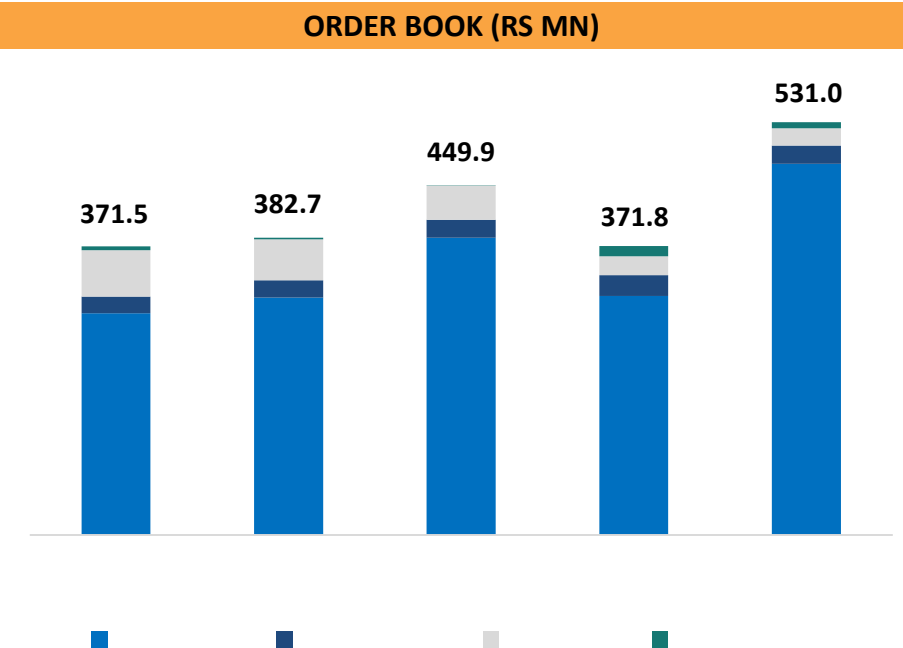
FY18





# Q4 & FY18 RESULT HIGHLIGHTS

## ROBUST ORDER BOOK & OUTLOOK



# Q4 & FY18 RESULTS

## CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (in Rs. Cr.)	Q4 FY18	Q4 FY17	YoY%	Q3 FY18	QoQ%	FY18	FY17	YoY%
Net Revenue from Operations (Net of Excise Duty)	314.6	298.1	5.5%	276.3	13.8%	1,036.3	986.3	5.1%
Gross Profit	93.8	90.3	3.9%	95.4	-1.6%	353.7	333.2	6.1%
Gross Margin (%)	29.8%	30.3%	-47 bps	34.5%	-468 bps	34.1%	33.8%	35 bps
EBITDA	30.3	32.8	-7.7%	30.3	0.1%	109.9	123.9	-11.3%
EBITDA Margin (%)	9.6%	11.0%	-139 bps	11.0%	-132 bps	10.6%	12.6%	-196 bps
PBT	12.7	11.8	7.9%	11.9	6.5%	40.5	36.9	9.7%
Reported PAT	7.2	7.7	-5.3%	8.8	-17.9%	27.6	25.9	6.3%
PAT Margin (%)	2.3%	2.6%	-26 bps	3.2%	-89 bps	2.7%	2.6%	3 bps
Earnings Per Share (EPS)	1.12	1.18	-5.1%	1.37	-18.2%	4.27	4.65	-8.2%

# Q4 & FY18 RESULTS

## CONSOLIDATED BALANCE SHEET



Particulars (In Rs Cr)	FY18	FY17
Equities & Liabilities		
Shareholder's Funds	703.9	688.1
Minority Interest	1.3	1.2
Non-Current Liabilities	41.4	32.8
Current Liabilities	774.2	704.9
<b>Total Equity &amp; Liabilities</b>	<b>1,520.8</b>	<b>1,427.0</b>

Particulars (In Rs Cr)	FY18	FY17
Assets		
Non-Current Assets	498.7	449.0
Current Assets	1,022.1	978.0
<b>Total Assets</b>	<b>1,520.8</b>	<b>1,427.0</b>





**India's First Smart City 'Bhopal' powered by Intelligent Street Lighting technology by HPL**



# Q4 FY18 BUSINESS UPDATES

## MARKETING CAMPAIGNS & ACTIVATIONS



HPL is the 'Official LED & Switchgear Partner' with Royal Challengers Bangalore

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HPL and its Top Dealers Meet & Greet with RCB team at Ritz Carlton, Bangalore



# Q4 FY18 BUSINESS UPDATES

## MARKETING CAMPAIGNS & ACTIVATIONS



### Digital / Social Media Campaigns





# Q4 FY18 BUSINESS UPDATES

## MARKETING CAMPAIGNS & ACTIVATIONS



### Outdoor Campaigns

**Outdoor Activity During  
Elecrama Exhibition 2018, Noida**



**Outdoor Activity during IPL -  
Over 400 sites have been  
installed in 56 cities**



**Radio Activity during IPL  
Sport coverage on top 3 channels  
in 56 cities of across India**





## Q4 FY18 BUSINESS UPDATES

### MARKETING CAMPAIGNS & ACTIVATIONS



#### Retail Campaigns



HPL branding with IPL  
RCB players

HPL Products

## Q4 FY18 BUSINESS UPDATES

### MARKETING CAMPAIGNS & ACTIVATIONS



#### National / International Exhibitions

**Elecrama Exhibition 10-14 March 2018, Noida**



**MEEE Exhibition 6-8 February 2018, Dubai**



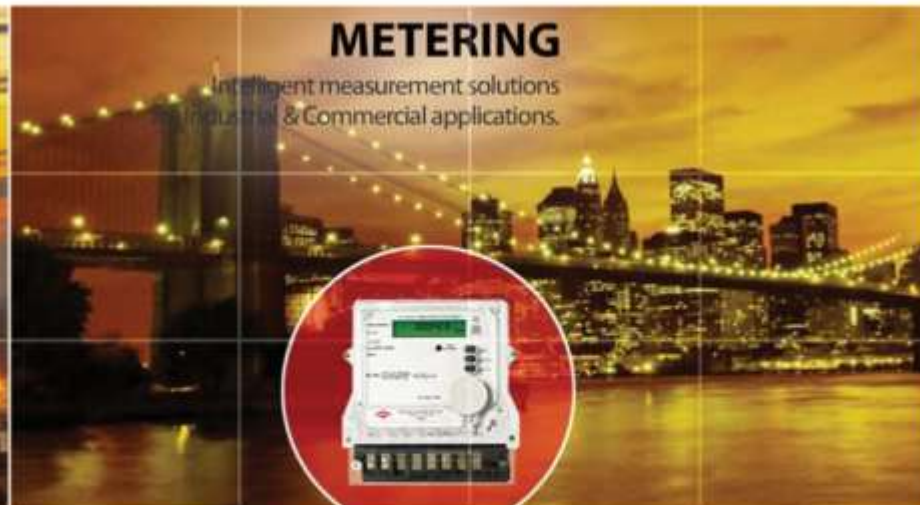


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# COMPANY OVERVIEW

## BRIEF PROFILE



40+

More than 4 decade old established brand in the electrical equipment space.



20%+

Second Largest Player in the Electric Meter market with a 20%+ share.



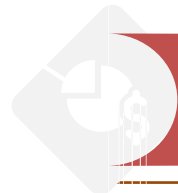
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State-of-the-art manufacturing facilities in  
Gurgaon, Haryana, Himachal Pradesh and Sikkim.



2,700+

Authorized Dealers



Present across 4 business segments – Electric Meters, Switchgears, Lighting Equipment and Wires & Cables.



switches market with a 50% share.



# COMPANY OVERVIEW

## KEY MILESTONES





2017



2016

wires & cables



2014

meters



2010

energy meters

electronic/ static



1998

2016



Repaid Rs 3,200 mn debt

2015



LED products

2011



switchgears

2008



equipment

lighting

1992



on-load changeover switches



# COMPANY OVERVIEW

## WIDE-RANGING PRODUCT PORTFOLIO



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



#### Group Metering



#### Prepaid Meter



**emfis**

### Switchgears

#### Industrial Applications

ACB MCCB Changeover Switch



#### Domestic Applications

Osafé MCB Techno MCB RCCB



#### Modular Switch & Accessories

Toggle Switches Plug Sockets Push Bells



**TAB™** **intelliPROTECT**  
**intelliCONTROL** **Osafé**

### Lighting Equipment

#### Consumer LED Products

Aries LED LED Glow 9W



#### Commercial LED Products

Mitered CRCA Panel



#### Outdoor LED Products

Street Light LED Flood Light



**Pathlite**  
**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



FOCUS ON CONTINUOUS R&D TO LAUNCH AND MARKET EXCITING NEW INNOVATIVE PRODUCTS LOADED WITH IMPROVED FEATURES, ENERGY EFFICIENCY, AUTOMATION AND COMMUNICATION



### SOLAR ELECTRICAL PRODUCTS

#### IN-HOUSE R&D CAPABILITIES:

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#### Metering Solutions

##### Solar Net Meter



#### Lighting Equipment

##### Solar Batten



##### Solar LED Street Light



##### Solar LED Bulb



#### Switchgears

##### Solar AC Distribution Box



##### Solar DC Distribution Box



##### Solar Main Junction Box



##### Solar Array Junction Box



#### Wires and Cables

##### Solar Cables



# COMPANY OVERVIEW

## STATE OF ART MANUFACTURING FACILITIES



8 ROBUST MANUFACTURING FACILITIES ACROSS NORTH INDIA

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QUALITY & COMPLIANCE CERTIFICATIONS



SUFFICIENT AVAILABLE CAPACITY  
TO ACHIEVE REVENUES OF ~ Rs 2,500 CRORE  
WITHOUT ANY MAJOR CAPEX IN NEAR FUTURE





# COMPANY OVERVIEW

## STATE OF ART MANUFACTURING FACILITIES



### GURGAON



#### Gurgaon Facility I:

- Products:
- Capacity:

#### Gurgaon Facility II:

- Products
- Capacity:

### JABLI



#### Facility I:

- Products:

- Capacity:

#### Himachal Energy Facility:

- Products
- Capacity:

### GUWAHATI



#### Facility I:

- Products:
- Capacity:



# COMPANY OVERVIEW

## STATE OF ART MANUFACTURING FACILITIES



**KUNDLI**



- Products:
- Capacity:

**SONEPAT**



- Products:
- Capacity:

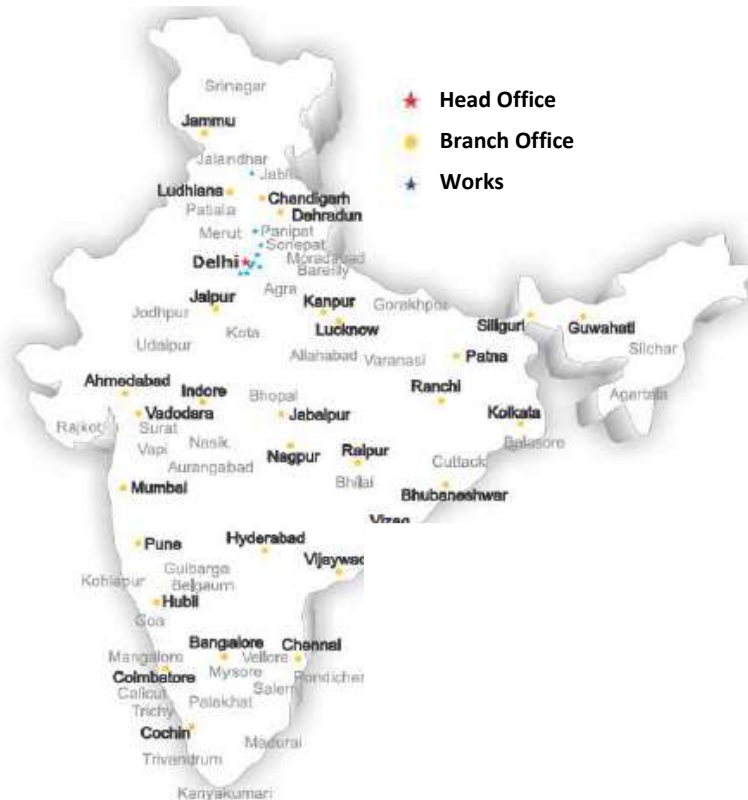
**GHARAUNDA**



- Products:
- Capacity:

# 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 Offices  
21 Warehouses across India**

**2,000+ Authorized Dealers and  
20,000+ Retailers**

**Carrying and forwarding agents 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 PRE-QUALIFICATION CREDENTIALS



## EXTENSIVE EXPERIENCE

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## ESTABLISHED RELATIONSHIPS

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## STRONG PRE-QUALIFICATION CREDENTIALS

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## LIGHTING

Best in class luminaires with latest technology,  
unique designs and lighting trends.





THE ELECTRIC EQUIPMENT INDUSTRY IS EXPECTED TO GROW AT A CAGR OF 8% - 12% OVER 2016 – 2020

HPL CAN EFFECTIVELY LEVERAGE ITS STRONG R&D & MANUFACTURING CAPABILITIES AND LONG STANDING RELATIONSHIPS WITH GOVERNMENT AGENCIES, POWER UTILITIES AND INSTITUTIONAL CUSTOMERS TO CAPITALISE ON ELECTRIC EQUIPMENT INDUSTRY TAILWINDS

### UDAY (UJWAL DISCOM ASSURANCE YOJANA)

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### SMART CITIES MISSION

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### HOUSING FOR ALL

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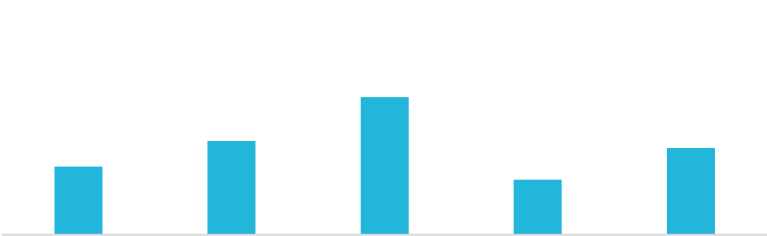
SHAREHOLDING  
STRUCTURE



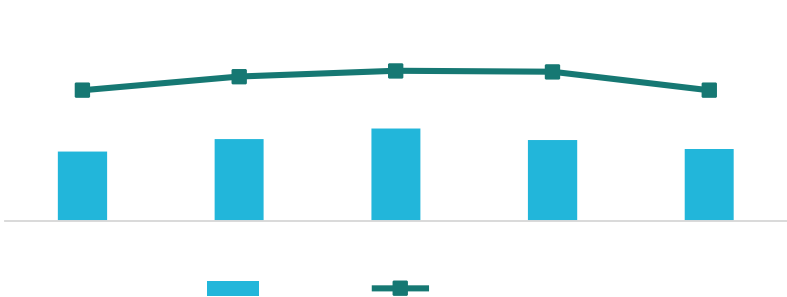
# FINANCIAL SUMMARY



REVENUES



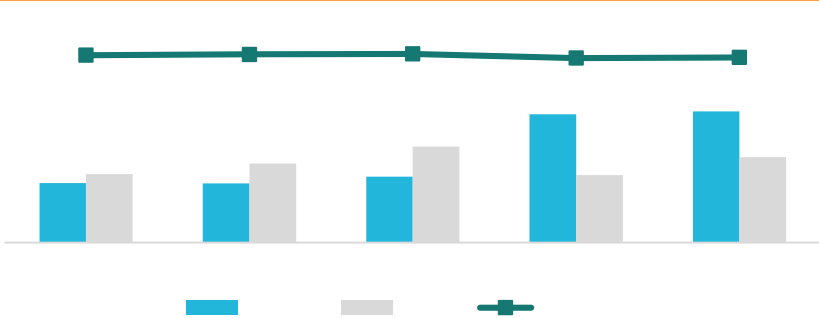
EBITDA & EBITDA MARGIN



PAT & PAT MARGIN



LEVERAGE ANALYSIS







## SHARE PRICE PERFORMANCE



## MARKET DATA

AS ON 21<sup>st</sup> MAY 2018

## SHAREHOLDING – 31<sup>st</sup> MARCH 2018



## KEY INVESTORS – 31<sup>st</sup> MARCH 2018

% Holding

