



HPL Electric & Power Limited

CIN : L74899DL1992PLC048945

Corporate Office: 76-B, Phase-IV, Sector-57, HSIIDC Industrial Estate,
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Website: www.hplindia.com

August 10, 2026

The Manager,
Listing Department,
National Stock Exchange of India Ltd.
"Exchange Plaza", C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051

The Secretary
BSE Limited
25th Floor, New Trading Ring, Rotunda
Building, PhirozeJeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Symbol: HPL

Scrip Code: 540136

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation

Dear Sir(s)/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Earnings Presentation proposed to made during conference call for investors meet scheduled to be held on **Tuesday, August 11, 2026 at 12.00 Noon.**

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 stated above



HPL ELECTRIC & POWER LIMITED

Results Update

Q1FY27





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 the 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

- 01 Company Overview

- 02 Q1FY27 Performance Update

- 03 Two Growth Engines

- 04 Strategy, Capacity and Outlook

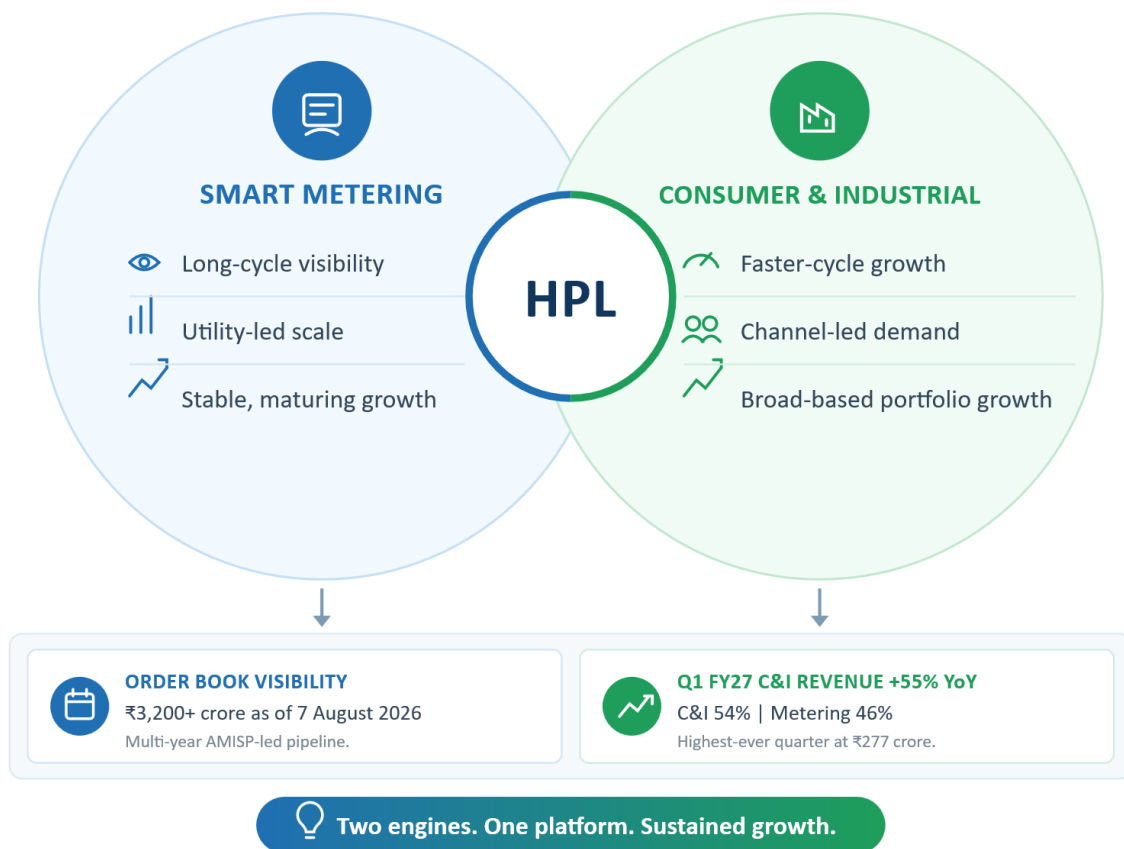
Q1FY27:

Two Scalable Growth Engines Now Visible



HPL: A Two-Engine Electrical Platform

Powered by scale today. Built for sustainable growth tomorrow.



- **Revenue from operations grew 34% YoY to ₹515 crore, the Company's highest-ever first quarter.**
- **Consumer & Industrial delivered its highest-ever quarterly revenue of ₹277 crore, up 55% YoY.** Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing. C&I now accounts for ~54% of revenue against ~46% for Metering, giving HPL a more diversified revenue mix.
- **Smart Metering sustained steady momentum, growing 16.53% YoY to ₹237.65 crore.** The sector has matured from a high-growth, policy-uncertain phase into a stable growth trajectory, with an order book of ₹3,200+ crore as of 7 August 2026 underpinning the long-term opportunity.
- **Management's FY27 focus is to scale both verticals while restoring margins.** Near-term EBITDA margin moderation reflects input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions and is expected to be temporary.



01

Company **Overview**



01 Trusted Electric Equipment Manufacturer

- **'One-stop shop'** offering a wide range of low-voltage electric products –with **Consumer & Industrial (C&I) Electricals Platform (Compounding Engine)** & **Metering & Industrial Systems Segment (Growth Driver)**
 - ❖ Metering Solutions
 - ❖ Switchgears
 - ❖ Lighting Products
 - ❖ Wires & Cables
 - ❖ Fans

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 *
- **'Neeram Pulse'** smart water meter launched in Jan 2026

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 centres housing 100+ expert engineers** having rich experience in the electrical industry and a proven track record of product innovation

Company Overview

Our Investment Rationale



04 Established Pan-India Distribution Presence

- Established Pan-India Distribution network consisting of –
 - ❖ **90+ Branch & Representative Offices**
 - ❖ **900+ Authorised Dealers**
 - ❖ **85,000+ Retailers**

05 Long-standing Customer Relationships, Experienced Leadership Team, and Strong Pre-qualification Credentials

- **69 years 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

Company Overview

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**



Product Portfolio

Metering Solutions

Smart Meter



Net Meter



Prepaid Meter



Trivector Meter



emfis

Industrial Switchgears

Industrial Applications



ACB



MCCB



Automatic Transfer Switch



Onload Changeover Switch

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

Solar



Solar Net Meter



Solar AC Distribution Box



DC Disconnect



Solar Array Junction Box



Solar Cables

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

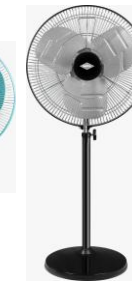
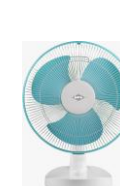


Fans

Decorative Series



Table Fans



Exhaust Fan

Customers

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

**Gharaunda**

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

KEMA

CB



CE



ISO-27001:2005



Company Overview

New Product Launch

HPL's advanced R&D drives innovation in energy-efficient, market-ready solutions.



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

Modular Switches – Launch New Range – KYRO

HPL

INTRODUCING

KYRO

Designed to Endure

One ◀FIT▶

for Every Standard Switch Plate

A PREMIUM SWITCH RANGE THAT BRINGS ELEGANCE TO EVERY CORNER.

Pearl White Cool Grey Stealth Black Kandy Red

Web: www.hplindia.com | Email: sales@hplindia.com

Meters | Switchgear | Wires & Cables | Solar Solutions | Lighting | Fans | Modular Switches

Industrial Products



ATS-370

Trade Lighting



KASPER INVERTER BULB
15W



APEX-E PC CYLINDER



LUMINO PLUS 10W

Company Overview

Established Pan-India Distribution Network & Brand Presence



Established Pan-India Distribution Network & Brand Presence
To Capture Significant Growth Potential In The Electrical Equipment Industry



- Head Office
- Branch Office
- C&F Agents

90+ Branch & Representative Offices

6 Master Warehouses across India

900+ Authorised Dealers and

85,000+ 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 & Industrial’ 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, delivering steady growth.



02

Q1FY27
**Performance
Update**

Q1FY27 Salient Highlights



Record first-quarter revenue: highest ever: Revenue from operations stood at ₹515.24 crore, up 34.52% YoY from ₹383.03 crore, the Company's highest-ever first quarter and effectively at Q4 FY26 levels despite Q1 being seasonally lighter.

Highest-ever quarterly C&I revenue of ₹277 crore, up 55% YoY: Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing, supported by continued channel expansion. C&I now contributes ~54% of revenue against ~46% for Metering, giving HPL a more diversified revenue mix.

Wires & Cables sustaining volume-led momentum: Wires & Cables delivered ₹145.75 crore, up 78.6% YoY, achieving over 40% of the full FY26 figure of ₹340.74 crore in a single quarter. Demand remains broad-based across builders, OEMs, solar OEMs, telecom and institutional channels, and increasingly volume-led rather than commodity-price-led.

Growth across the C&I portfolio: Lighting & Electronics grew 78.1% YoY to ₹56.19 crore, with Industrial Switchgear up 19.0% and Domestic Switchgear up 6.9%, confirming the C&I scale-up is broad-based across categories.

Smart Metering maintaining steady momentum: Metering & Systems revenue grew 16.53% YoY to ₹237.65 crore. The sector has matured from a high-growth, policy-uncertain phase into a stable growth trajectory, with the structural long-term opportunity intact.

Operating performance: Gross profit grew 7.21% YoY to ₹156.15 crore. EBITDA grew 8.94% YoY to ₹63.18 crore, with EBITDA margin at 12.3% against 15.1%, reflecting input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions, which is expected to be a short-term scenario.

Profitability and cash generation: Cash profit grew 20.92% YoY to ₹35.77 crore and cash EPS to ₹5.56 from ₹4.59, underlying earnings strength. PAT at ₹18.69 crore and EPS at ₹2.90 absorb higher depreciation of ₹18.09 crore. Finance cost declined 2.32% YoY to ₹22.08 crore.

Order book visibility: The order book stands at ₹3,200+ crore as of 7 August 2026, led by Smart Metering at ~96% of the pipeline, providing healthy revenue visibility over the short to medium term.



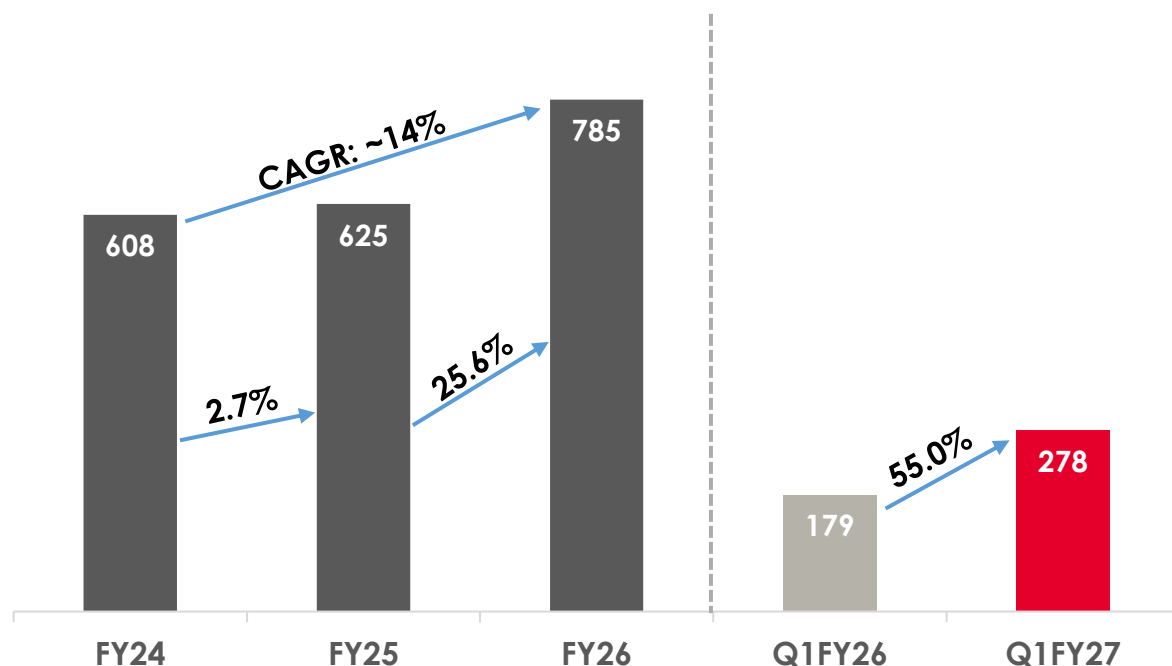
Note: based on consolidated figures

Note: Cash Profit = PAT + Depreciation & Amortisation + Deferred Tax

Consumer & Industrial: Broad-Based Growth Across the Portfolio



Highest-ever quarterly C&I revenue of ₹277 crore, up 55% YoY. Growth was broad-based, with Wires & Cables, Lighting and Switchgear all contributing, supported by continued channel expansion. This builds on FY26, when C&I revenue grew 25.62% to ₹784.67 crore and every quarter exceeded the corresponding FY25 quarter. C&I now contributes ~54% of revenue, giving HPL a more diversified revenue mix.



Q1 FY27 was the strongest C&I quarter on record at ₹277.59 cr.
FY26 quarterly average ₹196 cr vs FY25 ₹156 cr.

Key Metric

FY26 C&I revenue

₹784.67 cr +25.62% YoY

Q1 FY27 C&I revenue

₹277.59 cr +55% YoY

Q1FY27 revenue share

~54% vs 47% in FY26

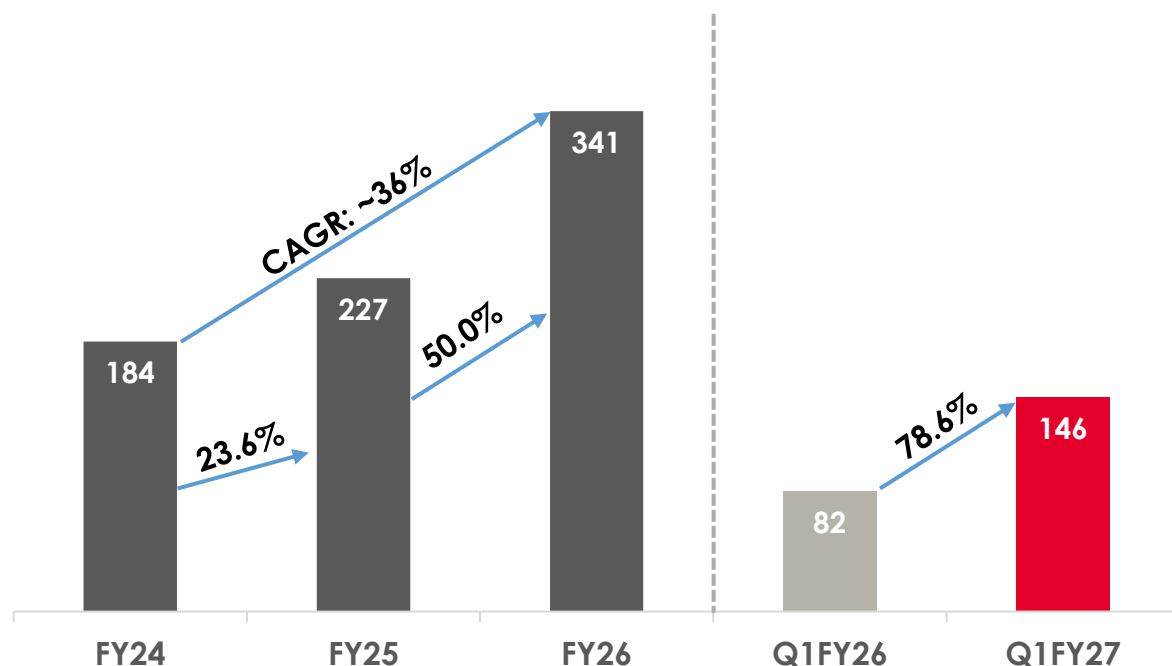
The moderation in EBIT margin reflects input-cost volatility in metals and industrial plastics amid geopolitical and commodity market conditions and is expected to be temporary. Pricing actions were taken across Wires & Cables, Lighting and Switchgear.

Note: based on consolidated figures

Wires & Cables: From Strong Growth to Structural Scale-Up



Q1 FY27 revenue grew 78.6% YoY to ₹145.75 crore, over 40% of the full FY26 figure in a single quarter. Revenue has nearly doubled in three years, from ₹183.79 cr in FY24 to ₹340.74 cr in FY26 (+85% cumulative, ~36% CAGR). Demand is broad-based across five customer channels, and growth is volume-led rather than commodity-price-led. Wires & Cables is one of several C&I categories scaling, alongside Lighting, Industrial Switchgear and Domestic Switchgear.



3-year cumulative growth +85.4% · CAGR ~36%.
Volume-led, with demand across five customer channels.

Key Metric

FY26 W&C revenue

₹340.74 cr +50.0% YoY

Q1 FY27 W&C Revenue

+145.75 Crore +79% YoY

Q1FY27 revenue share

~28% vs 19% in FY26

Demand for W&C is well diversified across real estate, industrial OEMs, solar, telecom & 5G, and institutional channels, reducing reliance on telecom-led demand and supporting sustainable, volume-led growth for HPL's W&C business.

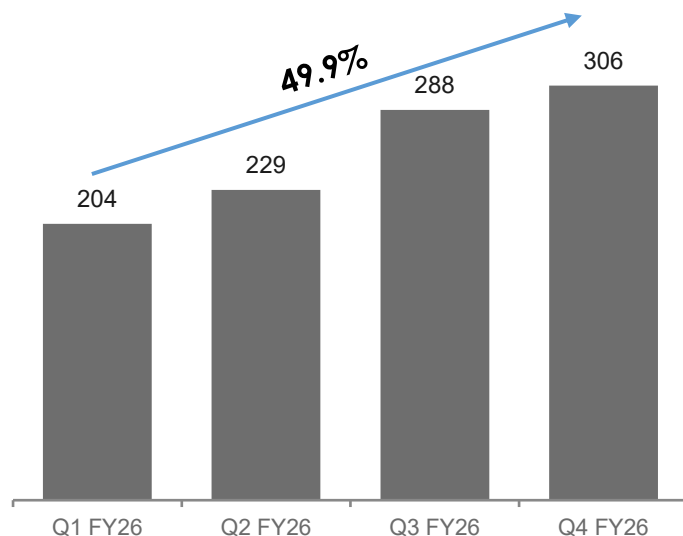
Note: based on consolidated figures

Smart Metering: A Maturing Market With Long-Term Visibility



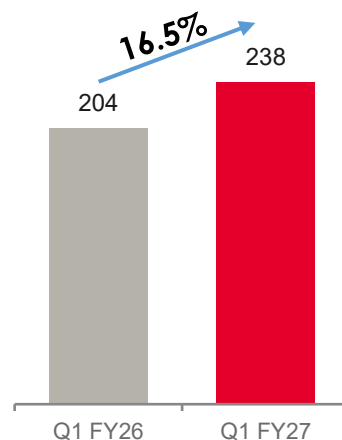
Smart Metering maintained steady momentum, with Q1 FY27 revenue of ₹237.65 crore, up 16.53% YoY. The sector has transitioned from a high-growth, policy-uncertain phase to a more mature, stable growth trajectory, where around 15% growth remains healthy for an industry of this scale. AMISP dispatch schedules drive quarter-to-quarter variability. The order book of ₹3,200+ crore as of 7 August 2026 underpins the structural long-term opportunity.

FY26: recovery through the year (₹ cr)



Q1 to Q4 FY26: +49.9% cumulative

Q1 like-for-like (₹ cr)



+16.53% YoY

Key Metric

FY26 Metering revenue

₹1026.43 cr

Q1 → Q4 FY26 recovery

+49.9% sequential, 4 quarters

Q1FY27 Metering revenue

₹237.65 cr 16.53% YoY

Q1 FY27 is 16.53% ahead of Q1 FY26 on a like-for-like basis. The order book covers roughly three years of segment revenue at the current run rate, providing visibility through a maturing industry cycle.

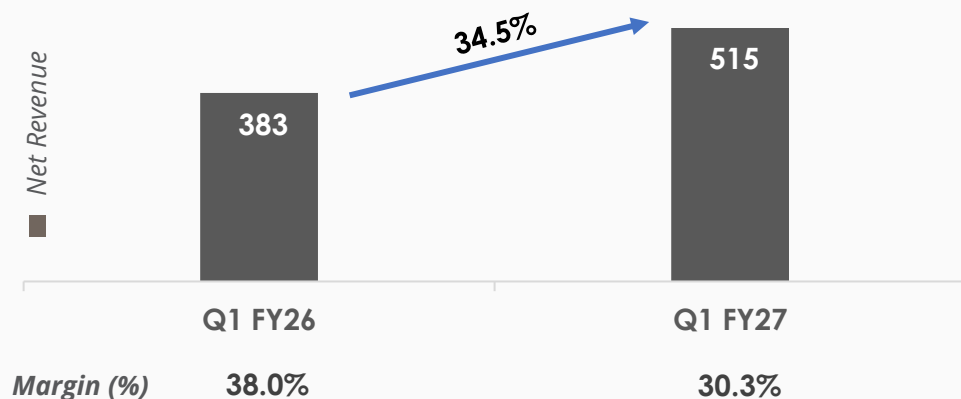
Note: based on consolidated figures

A maturing market with a stable growth trajectory. Q1 FY27 revenue of ₹237.65 cr was 16.53% ahead of Q1 FY26 on a like-for-like basis.

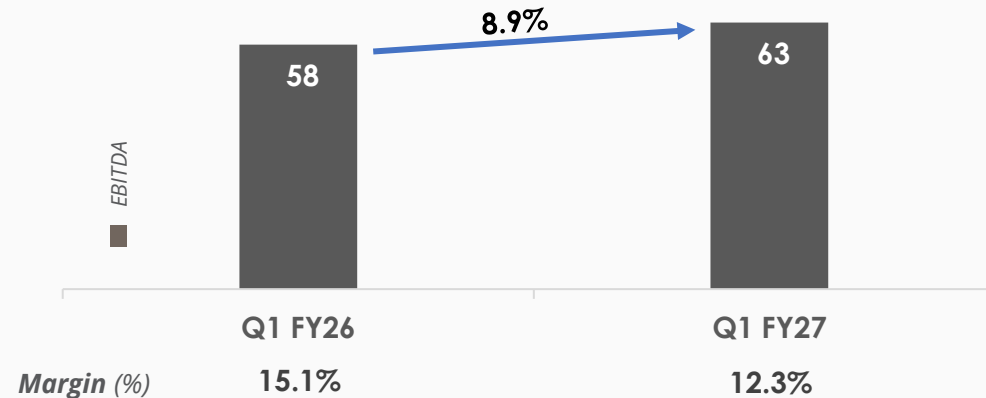
Q1 FY27: YoY Performance Analysis



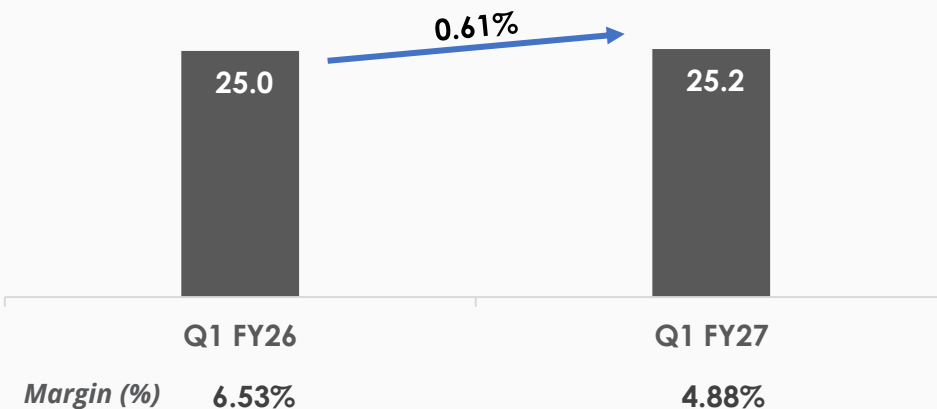
Net Revenues & Gross Margin (%)



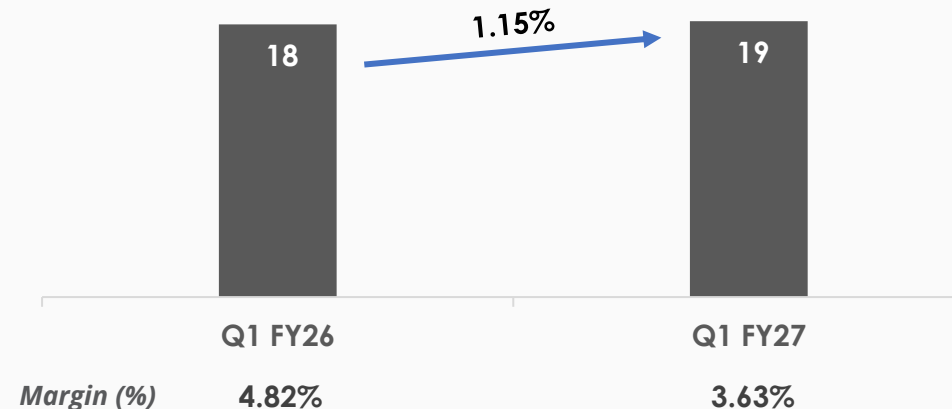
EBITDA & EBITDA Margin %



PBT & PBT Margin (%)



PAT & PAT Margin (%)



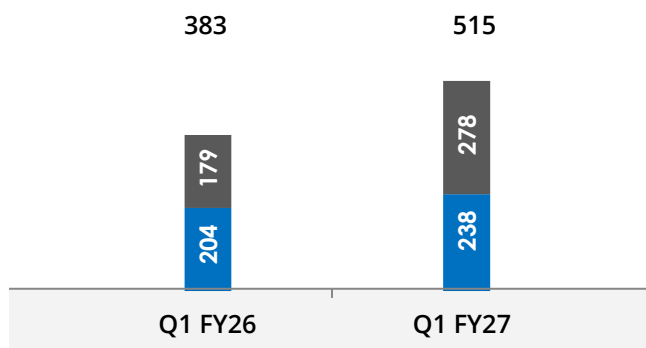
Note: based on consolidated figures

Q1FY27: YoY Segment Analysis



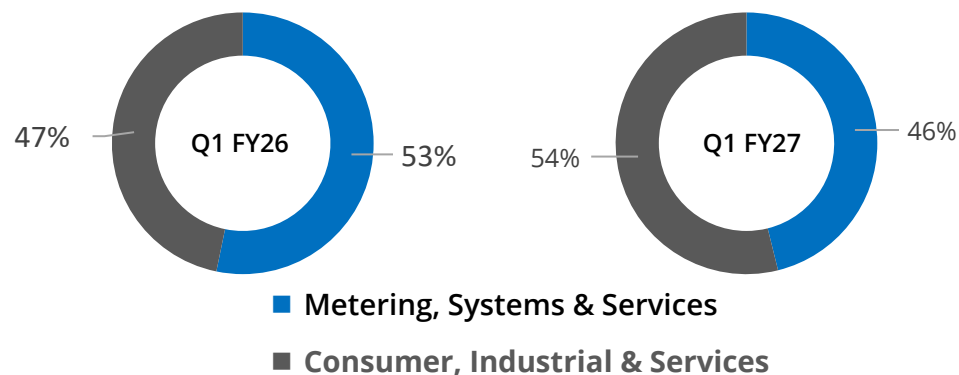
(in ₹ crore)

Segment Net Revenue & EBIT Margin



% EBIT Margin	Q1FY26	Q1FY27
■ Metering, Systems & Services	17.67%	14.18%
■ Consumer, Industrial & Services	11.25%	8.40%

Segment Revenue Share %



Q1 FY27 confirms a more diversified revenue mix. C&I revenue grew 55.0% YoY to ₹277.59 cr, taking its revenue share from 47% to 54%. Smart Metering maintained steady momentum, up 16.53% YoY to ₹237.65 cr, continuing to provide long-cycle visibility. Segment EBIT margins reflect input-cost volatility in metals and industrial plastics, which is expected to be a short-term scenario.

Note: based on consolidated figures



Q1 FY27 Consolidated Profit & Loss Statement

Particulars (In ₹ Crore)	Q1 FY26	Q1 FY27	YoY%
Revenue From Operation	383.03	515.24	34.52%
COGS	237.38	359.09	51.27%
Gross Profit	145.65	156.15	7.21%
Gross Margin %	38.03%	30.31%	-772 bps
Employee Expenses	53.08	58.08	9.42%
Other Expenses	34.58	34.89	0.91%
EBIDTA	57.99	63.18	8.94%
EBIDTA Margin %	15.14%	12.26%	-288 bps
Finance Cost	22.61	22.08	-2.32%
Depreciation	11.55	18.09	56.55%
Other Income	1.18	2.16	82.56%
Profit before exceptional items and tax	25.02	25.17	0.61%
Exceptional Items	-	-	-
Profit Before Tax	25.02	25.17	0.61%
PBT Margin %	6.53%	4.88%	-165 bps
Taxes	6.54	6.48	-0.92%
Profit after Tax*	18.48	18.69	1.15%
PAT Margin %	4.82%	3.63%	-120 bps
<i>Earnings Per Share (EPS) in Rs.</i>	<i>2.87</i>	<i>2.90</i>	<i>1.05%</i>
Cash Profit	29.58	35.77	20.92%
Cash EPS in Rs.	4.59	5.56	21.13%

*Includes Other Comprehensive Income

Q1FY27 Performance Update

Marketing Campaigns – Amplifying Our “Social Media” Presence



Over 1,00,000+ followers



Over 70,000+ followers



HPL Electric & Power Ltd

13 Apr · 🌐

Big things are on the way and we're taking them global. 🌍⚡ ... more

STALL NO. C69 B&D
HALL NO. 1220th-24th
APRIL 2026HANOVER EXHIBITION
& TRADE CENTER,
GERMANY

Web: www.hplindia.com | Email: sales@hplindia.com

Meters | Switchgear | Wires & Cables | Solar Solutions | Lighting | Fans | Modular Switches



62



5



4



81



9



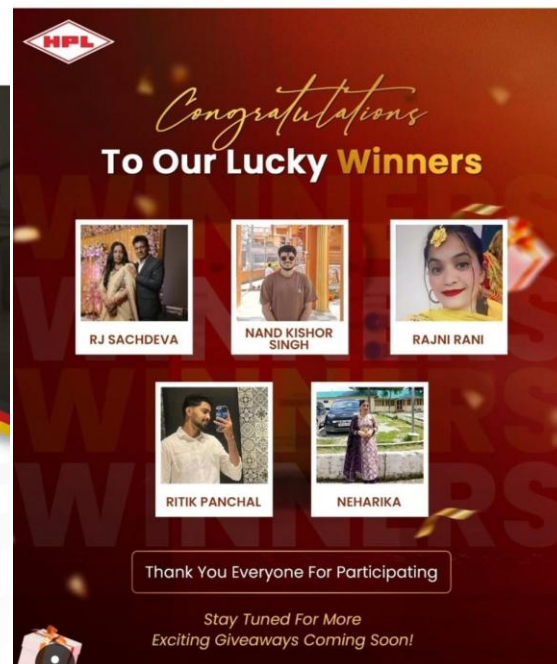
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2.5K · View Insights

Boost Post

“Garnered Reach of Over 21 Million”

Amplified our Brand Presence Through
Social Media Handles



Conducted as well as Sponsored various
Industrial Webinars and Virtual
Exhibitions



HPL Electric & Power Ltd @H... · 6d

☀️ Sunlight powers the panels.
HPL Solar Cables power the connection. ⚡
Built for durability, efficiency, and reliable
performance, they ensure seamless energy
flow for every solar installation. 🌱
#HPLSolar #SolarEnergy #SolarPower



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Meters | Switchgear | Wires & Cables | Solar Solutions | Lighting | Fans | Modular Switches



3



234



3



234



3



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HPL Electric & Power Ltd

146,549 followers

3w · 🌐

Smarter Energy Management Starts Here

Take control of power consumption with HPL Smart Meters—engineered for accuracy, reliability, and real-time monitoring. Featuring two-way communication, tamper detection, load control, and support for 4G/2G & NB-IoT technology, HPL Smart Meters help utilities and consumers build a smarter, more efficient energy future.

#HPLSmartMeter #SmartMetering #EnergyManagement #SmartGrid
#PowerDistribution



SMART METER

Features:

- ✓ Available in Class I accuracy as per IS:16444:2015 Part 1 & Class 0.5s as per IS:16444:2015 Part 2.
- ✓ Meter rating available in Single Phase 5-30A/10-60A, 3Ph 10-60A/20-100A.
- ✓ LCD type display with backlight & Separate LED for relay status.
- ✓ Internal latching relays for Demand & Load Control.
- ✓ Two way communication between Meters & Server for cellular communication and DCU & Server for LPRF communication.
- ✓ Tamper event detection, recording & reporting.
- ✓ Cellular communication supports 4G/2G & NB-IOT Technology.



Web: www.hplindia.com | Email: sales@hplindia.com

Meters | Switchgear | Wires & Cables | Solar Solutions | Lighting | Fans | Modular Switches

BHABESH KUMAR ACHARYA and 201 others

4 comments · 5 reposts

Q1FY27 Performance Update

International Exhibitions



Participated in Hannover Messe 2026
(April 20 to 24, 2026)



Participated in JIMEX 2026, Jordan
(June 15 to June 18, 2026)



Feen Electro Tech 2026 in Nepal
(June 5 to June 8, 2026)



Q1FY27 Performance Update

Domestic Exhibitions

Participated in- RenewX at Chennai
(22nd – 24th April 2026)



Participated in - ElAsia at Bangalore
(14th – 17th May 2026)



HPL - "One Consumer Meet"
(10th April 2026)



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Jaipur Dealer Meet
(9th May 2026)



Q1FY27 Performance Update

KYRO Launch

KYRO, HPL's new-generation modular switch range, was launched under the proposition "Designed to Endure."

**Patna****Nagpur**

KYRO
Designed to Endure



Electrician Meet / Branding Activities



Electrician Meet



Branding Activities

In-shop Branding





03

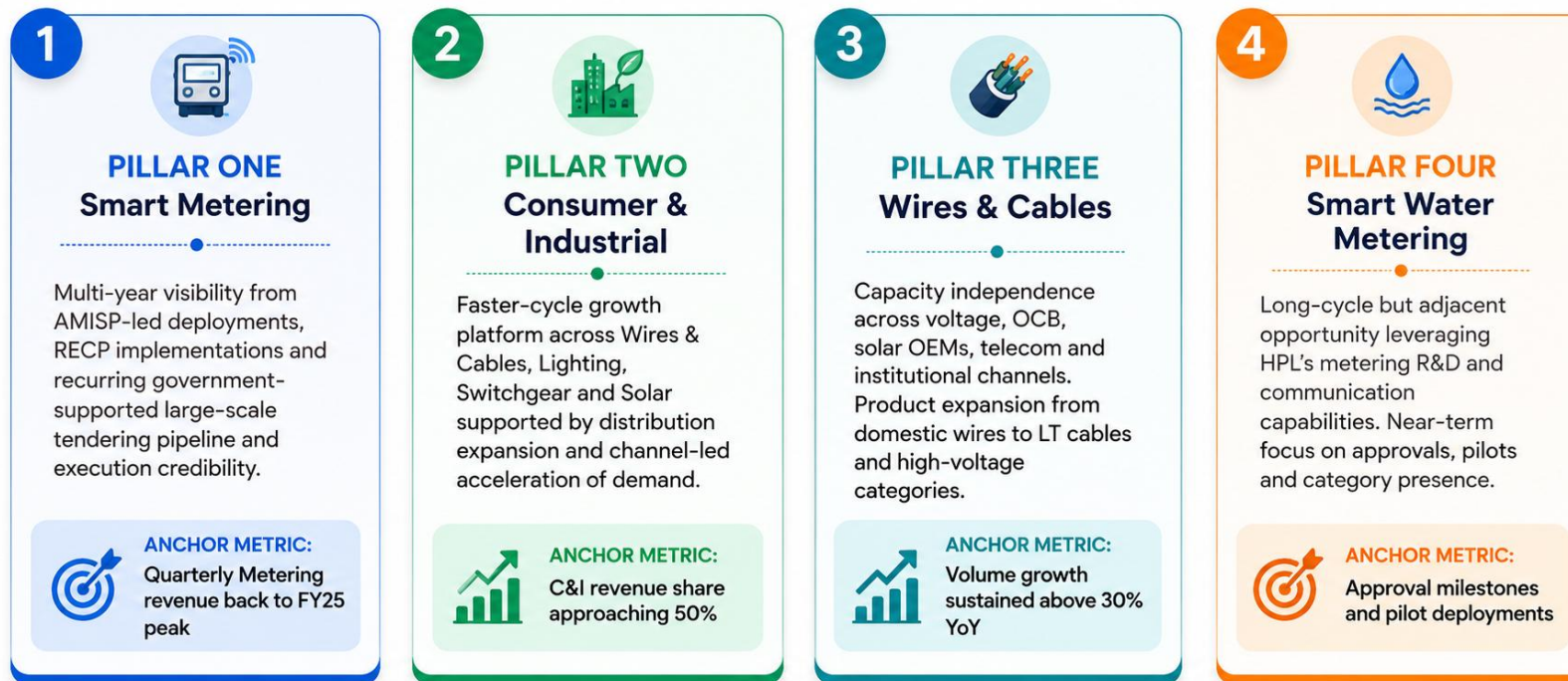
Business **Strategy**

Future business strategy for value creation



HPL's FY27 value-creation strategy rests on four growth pillars, each with defined growth drivers, capacity readiness and a monitorable anchor metric. The pillars are supported by shared platforms, manufacturing & R&D, distribution & channel, and balance sheet discipline, which enable execution at scale.

FOUR GROWTH PILLARS FOR FY27



FY27 success will be measured on each pillar's anchor metric. The strategy emphasises monitorability over ambition, defined growth drivers, supportive enabling platforms and clear progress markers that align management execution with investor expectations.

Smart Meters – “A Game Changing Initiative” With Enormous Potential

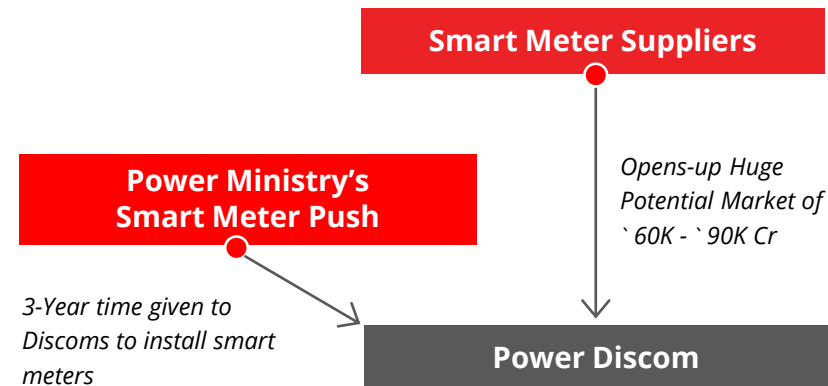


- **What is the opportunity size?**

- ❖ The Government of India has announced a ₹3.03 trillion smart metering initiative, aimed at large-scale deployment to improve billing efficiency and reduce distribution losses.
- ❖ India has installed ~4.7 crore smart meters, with over 20 crore connections sanctioned under RDSS, creating a large, long-term demand pipeline.

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

- ❖ AMI-enabled and prepaid smart meters are enabling better revenue realisation, lower receivables, and real-time consumption monitoring, driving higher utility adoption.
- ❖ India's transition from a power-deficient to a power-surplus market is reinforcing investments in advanced grid infrastructure, including smart metering solutions.



- **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 & Services account for 96%+ of our order book, totalling ₹3,200+ crore as of 07th August 2026.



**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**



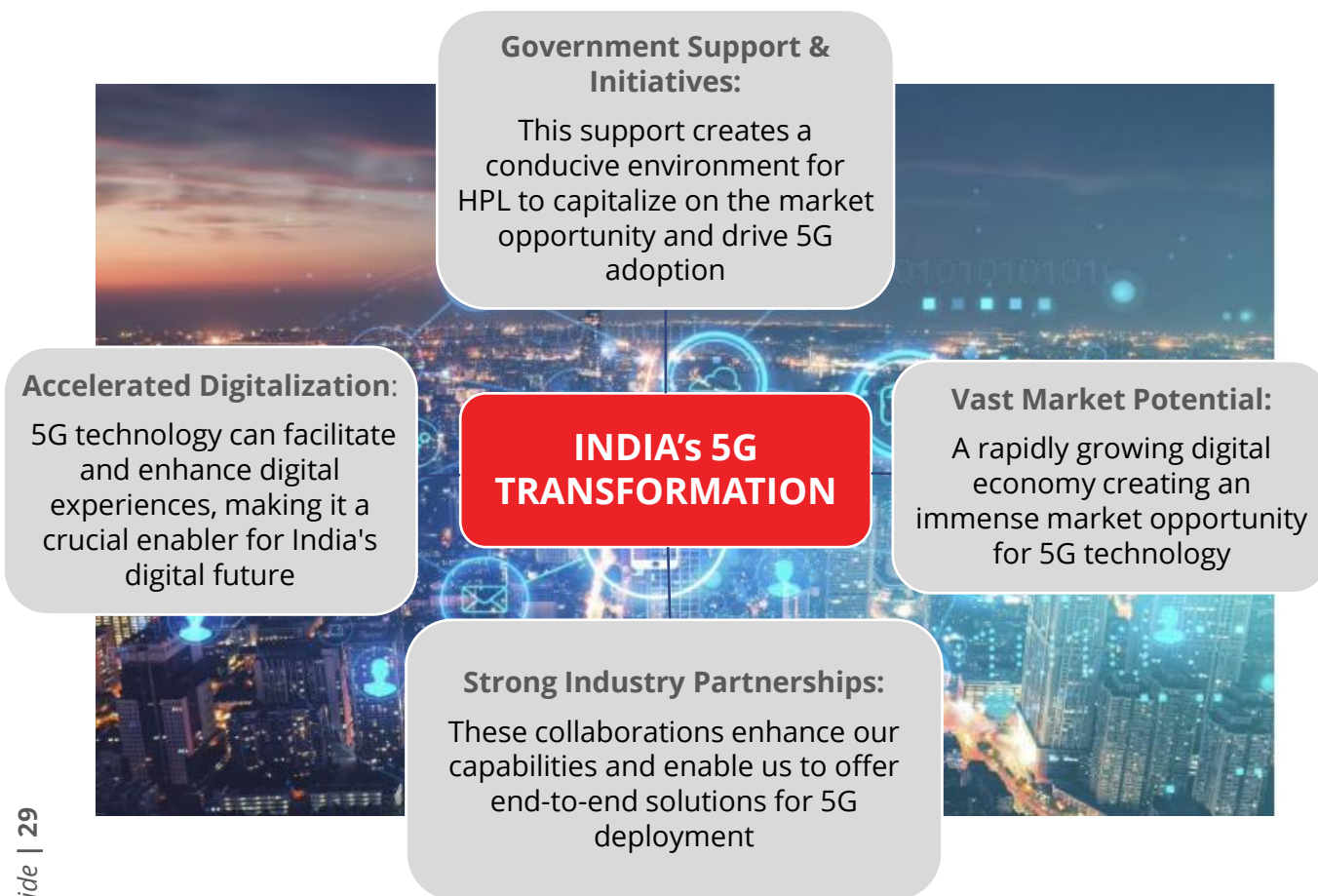
HPL's R&D capabilities position the company at the forefront of smart meter evolutions with cutting edge technology upgrades in a sector where advancements occur every few years



Web: www.hplindia.com | Email: sales@hplindia.com

Meters | Switchgear | Wires & Cables | Solar Solutions | Lighting | Fans | Modular Switches

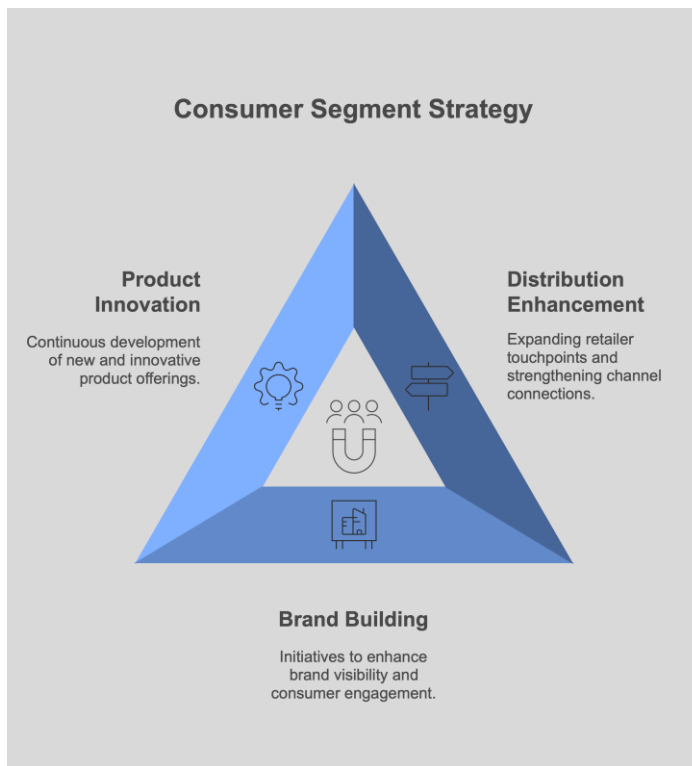
Fuelling Innovation Across Industries: The “Transformative Potential” of 5G



HPL's Competitive Edge

- | | |
|--|--|
| ✓ Extensive Expertise & Product Portfolio | <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 |
| ✓ Technological Innovation | <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 |
| ✓ Strong Partner Network | <ul style="list-style-type: none"> Forging strategic partnerships with leading telecommunications companies and infrastructure providers |
| ✓ Reliability & Quality | <ul style="list-style-type: none"> Adhering to stringent quality standards and establishing robust quality control processes meeting the highest industry benchmarks |
| ✓ Sustainable and future-proof solutions | <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 |

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

- Enhancing distribution reach & relations
- Undertaking brand building initiatives and
- 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

During FY26, HPL expanded its product portfolio through focused R&D across lighting, switchgear, solar and wiring solutions.

- ✓ **Switchgear & Industrial Products:** Launched new industrial and domestic switchgear, including ATS 310/360, AFDDs, Mini MCBs and RCBOs, addressing growing safety, automation and compliance needs.
- ✓ **Lighting & Solar Solutions:** Expanded the portfolio with LED streetlights (15W-350W), modular and high-power flood lights, glass-frame luminaires, along with integrated and standalone solar street and flood lights.

• Enhancing Distribution Reach & Relations

- ❖ The Company has built a strong nationwide distribution network comprising 900+ authorised dealers and over 85,000 retailers, significantly enhancing market reach and product availability.
- ❖ 620+ full-time employees are dedicated to sales, promotion and brand-building initiatives, supporting sustained channel engagement across regions.
- ❖ HPL continues to strengthen channel relationships through regular dealer meets, retailer meets and technical seminars, driving deeper market penetration and brand recall.

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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