



HPL Electric & Power Limited

**“Smart &
Sustainable
Growth...”**



Contents

CORPORATE OVERVIEW

- 01 Corporate Information
- 02 Smart and Sustainable Growth
- 04 HPL Electric & Power
Redefining Industry Smartly
and Sustainably
- 06 Powering Ahead with
Established Competencies
- 08 Establishing a Wide and
Winning Product Range
- 10 The Year as it Was
- 12 Chairman's Message
- 14 Focussing on Smart
Metering Opportunities
- 16 Consolidating
Consumer Business
- 18 Expanding Global Footprint
- 20 Empowering the Community
- 22 A Brand Recall which Resonates
Sustained Growth
- 23 Board of Directors

STATUTORY REPORTS

- 24 Management Discussion and Analysis
- 32 Directors' Report
- 61 Corporate Governance Report

FINANCIAL STATEMENTS

- 81 Standalone Financial Statements
- 130 Consolidated Financial Statements
- 179 Notice



To view our report online,
please visit: www.hplindia.com



Forward-looking statement

This report may contain some statements on the Company's business or financials which may be construed as forward-looking based on the management's plans and assumptions. The actual results may be materially different from these forward-looking based statements although we believe we have been prudent in our assumptions.

Corporate Information

Board of Directors

Mr. Lalit Seth

Chairman and Whole-time Director

Mr. Rishi Seth

Managing Director

Mr. Gautam Seth

Jt. Managing Director & CFO

Mr. Hargovind Sachdev

Independent Director

Dr. Rashmi Vij

Independent Director

Mr. Dhruv Goyal

Independent Director

Company Secretary

Mr. Vivek Kumar

Corporate Identification No.

CIN: L74899DL1992PLC048945

Registered & Corporate Office

Registered Office

1/20, Asaf Ali Road, New Delhi - 110 002

Tel.: +91-11-23234411

Fax: +91-11-23232639

Corporate Office

Windsor Business Park, B-1D, Sector-10,

Noida - 201 301 (UP)

Email: hpl@hplindia.com

Website: www.hplindia.com

Tel.: +91-120-4656300

Fax: +91-120-4656333

Statutory Auditors

M/s. Kharabanda Associates

Chartered Accountants, New Delhi

Internal Auditors

PricewaterhouseCoopers Services LLP,
Gurugram (Haryana)

Cost Auditors

M/s. M.K. Singhal & Co.,
Cost Accountants, Noida

Secretarial Auditors

M/s. AVA Associates
Practicing Company Secretaries,
New Delhi

Registrar & Transfer Agent

KFin Technologies Limited
Selenium Tower B, Plot 31-32,
Gachibowli Financial District,
Nanakramguda, Hyderabad - 500 032
Toll Free No: 1800-345-4001
Fax: 040-23001153
Email: einward.ris@kfintech.com
Website: www.kfintech.com

Bankers/Lenders

State Bank of India
Punjab National Bank (e-Oriental
Bank of Commerce)
IDBI Bank Ltd.
DBS Bank India Ltd.
Axis Bank Ltd.
HDFC Bank Ltd.
Karnataka Bank Ltd.
Canara Bank
Bank of Bahrain & Kuwait B.S.C.
Bank of Baroda
Yes Bank Ltd.
The South Indian Bank Ltd.
Union Bank of India
The Federal Bank Limited
TATA Capital Financial Services Ltd.
DCB Bank
SBM Bank (India) Ltd.

Works

- ♦ Plot No. 132-133, Pace City-I,
Sector-37, Gurugram, Haryana
- ♦ Plot No. 357-Q, Pace City-II,
Sector-37, Gurugram, Haryana
- ♦ Vill: Shavela, P.O. Jabli, Distt.
Solan, Himachal Pradesh
- ♦ Vill: Bigan, Dhaturi Road, Tehsil
Gannaur, Sonapat, Haryana
- ♦ Plot No. 76-B, Phase IV, Sector-57,
HSIIDC Industrial Area,
Kundli - 131 028, Sonapat, Haryana
- ♦ Main GT Karnal Road,
Village- Bastawa, Tehsil Gharonda,
District- Karnal, Haryana



SMART AND SUSTAINABLE GROWTH


The pandemic brought with it several challenges. Economic activities had slowed down and infrastructure creation was put on back foot.

Two years since, the scenario is now changing. COVID-19 has entered endemic stage, and Indian economy is recovering well to move towards pre-pandemic normal levels. All sectors are buoyant and the outlook is strong.

The euphoria is even more evident in the power and electric industry, which is amongst the most critical sectors for the country's development. The government's ambitious efforts to modernise electrical infrastructure by transforming to smart grid and smart meters, has once again been in focus. Favourable policies have been launched, ₹225 billion earmarked for installing 25 Crore smart prepaid meters and tangible progress is happening in tendering activities.

A similar positiveness is being witnessed in the consumer electric segment, with revival in real estate and market sentiments.

For HPL Electric & Power, this is a moment to accelerate and consolidate our market leading position. We have diversified portfolio and large manufacturing capacities, competencies in most advanced technologies and solid track record, established pan-India distribution and a rapidly growing export presence.



WE HAVE ORDER BOOK OF ₹748 CRORE AS ON 30TH JUNE 2022, WHICH GIVES US STRONG REVENUE VISIBILITY. WE ARE CONFIDENT THAT A COMBINATION OF MARKET OPPORTUNITIES AND OUR CAPABILITIES, WILL POWER A SMARTER AND SUSTAINABLE GROWTH AND LEAD TO MULTIPLE VALUE CREATION OPPORTUNITIES.

HPL Electric & Power Redefining Industry Smartly and Sustainably

HPL ELECTRIC & POWER IS A FORMIDABLE PLAYER IN THE ELECTRIC EQUIPMENT INDUSTRY. FOR MORE THAN FIVE DECADES, WE HAVE BEEN REVOLUTIONISING THE INDUSTRY BY USING OUR TECHNOLOGY EXPERTISE TO MANUFACTURE A WIDE RANGE OF CUTTING-EDGE AND INNOVATIVE PRODUCTS AND SOLUTIONS.

TODAY, WITH OFFERINGS RANGING ACROSS METERING SOLUTIONS, SWITCHGEARS, MODULAR SWITCHES, LED LIGHTING, WIRES & CABLES AND SOLAR SOLUTIONS, WE HAVE EMERGED AS A ONE-STOP SHOP. OUR ABILITY TO ENSURE HIGHEST QUALITY AND DELIVER ON THE EMERGING NEEDS MAKES US A PREFERRED BRAND FOR BOTH CONSUMERS AND UTILITIES GLOBALLY.



HPL Reputation

Undisputed Market Leader in Electric Meters and On-load Change-over Switches

50%

Market share in the on-load change-over switches market*

20%

Market share in electric meters market*

5%

Market share in low-voltage switchgear market*

5th

Largest LED lighting manufacturer*

50+

Years of experience

45+

Countries where we are a trusted brand

1185

Satisfied employees

*(Source: As per Frost and Sullivan Report 2016)

Powering Ahead with Established Competencies



Integrated Manufacturing Capabilities

We have seven manufacturing units across Haryana and Himachal Pradesh. Equipped with robust infrastructure, they have capabilities ranging across design & product development, component designing, tool making and commercial production. Following global best practices and a culture of zero tolerance for quality deviation, our plants have highest operational and quality standards, scalable and robust portfolio and customisation capabilities.

LARGE CAPACITIES

11 million units
Electronic Meters

26 million units
Lighting Equipment

16 million units
Switchgear

194 million units
Wires and Cables



Strong R&D capabilities

Driven by the continuous thrust of innovation, HPL have been always committed to deliver next level of products and quality to its customers. It has undertaken a lot of initiatives to accelerate the customer satisfaction curve in the upward direction. R&D Centres and Testing Laboratories have always been a prime chunk of investment to become as par with emerging technologies and customer expectations.

All the NABL accredited Testing Laboratories and R&D Centres at HPL are dedicated to develop world-class products, meeting stringent quality standards and delivering customer delight. Teams have been focussed to meet the growing market challenges in the field of Switchgear, Lighting, Wiring Accessories and Metering etc. with the early adoption of thriving technologies for our products and processes.

Our R&D centres are recognised by DSIR (Department of Scientific and Industrial Research). Our Gurugram R&D centre is certified for CMMi Level 3 for design and development of state-of-the-art Smart meters, high end energy meters, Pre-paid energy meters, panel meters and centralised system for Street light management system. Our R&D-Jabli centre is going to be recognised by NABL for MCB, RCCB Products testing.

Our MCB & RCCB Products tested as per IEC Standards, we will get the approval from DEKRA – Netherlands for CB Certificate and KEMA which will be a global gateway for International Markets.

Also, we are supporting policies of GOI by design & launch of cutting edge innovative solutions; DC MCB, Smart Prepaid meters to support smart meter rollout policy, Net Energy meters to support Renewable energy generation (e.g. Solar) policy, indigenous technology & product development for Make in India drive.

As a leading organisation in metering, Miniature Circuit Breakers, Residual Current Circuit Breakers, Wiring Accessories segment, we have been participating at various forums like BIS, IEEMA in formation, update & revision of standards for metering products.

The R&D units have been continuously keeping shoulder to the wheel to improve the reliability and life cycle of products being manufactured at our ISO 9001:2015 certified plants. Being a responsible contributor towards health, safety and environment, HPL offers a broad basket of product with “CE” Certification. Moreover, all the plants are RoHS compliant to meet the demands of the new era of business, globally.

ACCREDITATIONS

CMMi Level 3

Gurugram R&D centre is CMMi Level 3 certified for smart / high end energy / prepaid energy / panel meters and centralised street light management system

NABL

Kundi plant laboratory

NABL

ISO/IEC 17025:2005

Kundi plant laboratory

All R&D units are determined to timely delivery of new products under development with the objective of Meet-Beat-Supersede the competition in the market. It works on a cohesive approach to narrow down the gaps in process from concept to customer. This is being achieved by detailed Electronic product design, 3D modelling, Software Simulations, production process centric prototyping and Prototype validation before commencing tool & complete product manufacturing. Thereby, increasing the efficiency of the organisation by cutting down the iteration time and cost during development process.

HPL is continuously working on multiple smart engineering electrical products to meet the future market demands. LEDs being called the fourth generation light source, HPL is keeping itself abreast with innovative lighting products. HPL have been continuously inclined towards achieving the milestones for innovative lighting products, Surge Protection Device, ACCL, RCBO, Higher Rating MCB etc. Multidirectional steps are being taken towards adoption of emerging trends like Smart Switchgears, Smart meters, Industry-4.0 enabled manufacturing facilities, Eco-friendly products and packing, Green and sustainable initiatives etc.



Extensive Distribution Capabilities

We have a well-entrenched distribution and supply chain network enabling extensive product availability across markets to augment B2C sales as well as to cater institutional demand. We continue to strengthen our network through engagement initiatives like retail gatherings, engagement programmes, consistent divulgatory activities, and incentive schemes. Additionally, we have 600+ focussed marketing teams who undertake promotional and brand building activities to strengthen brand equity.



Long-standing Customer Relationships

HPL with a legacy of 40+ years is one of India's most reputed brands across customer segments including retail and institutional customers, power utilities, and Government agencies. We are trusted to deliver innovative, quality and technologically superior products to varied market segments and at different price points. Our niche in technologically advanced Metering and Switchgear products along with a successful track record of supplying electrical equipment, makes us a preferred player for state and central utilities.



Pre-qualification and Competitive Edge

We meet all pre-qualification credentials including industry experience, technological expertise, quality and safety compliances, financial strength, and competitive pricing. This provides us a competitive edge and allows us to directly bid for various power utilities and Government agency projects.



Dynamic Management

We have a highly experienced management team with extensive knowledge and understanding of the electrical industry. This has been instrumental in strengthening the entity, and driving a stable and predictable long-term growth.

90+
Branch and
representative offices

21
Warehouses

900+
Authorised dealers

35,000+
Retailers

50+ years

Domain proficiency of promoters

25+ years

Average industry experience of
senior management



Establishing a Wide and Winning Product Range

At HPL, we have established a leadership position as a one-stop shop for low voltage electrical equipment across market segments and price ranges. Our complementary product offerings enable cross-selling and strengthens brand recall. We are continually widening this extensive portfolio of ours to capture market and power growth.

Our extensive product range

METERING SOLUTIONS



Smart Meter



Net Meter for Solar Roof Top



Prepaid Metering Solutions



Ebrit Digital Panel Meter



Trivector Meter

WIRES & CABLES



Fire Resistant Cable



Co-axial Cable



Submersible Cable



Networking Cable



Solar Cables

SWITCHGEARS

Industrial Applications



ACB



Double Break MCCB



Microprocessor MCCB



AV ATS



Switch Disconnecter (DC)



SOLIDE Range of AC Contactor

Domestic Applications



Osaf MCB



Techno 'N' MCB



Techno RCCB

Modular Switch & Accessories



Bells



Smart Switches



Fan Regulator



Plug Socket



Extension Cord

Solar Solutions



String Combiner Box



LT Panel