



**HPL Electric & Power Limited**

# POWERING PROGRESS



Annual Report  
2022-23



# Contents

01

## Corporate Overview

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- 01 Powering Progress
- 02 About Us
- 08 Chairman's Message
- 10 Metering and Systems
- 12 Consumer & Industrial Segment
- 16 International Business
- 18 Business Responsibility
- 20 Performance Highlights
- 21 Board of Directors
- 22 Corporate Information

02

## Statutory Reports

---

- 23 Management Discussion and Analysis
- 31 Directors' Report
- 53 Corporate Governance Report

03

## Financial Statements

---

- 75 Standalone Financial Statements
- 126 Consolidated Financial Statements
- 175 Notice

## 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.



To view our report online,  
please visit: [www.hplindia.com](http://www.hplindia.com)



# POWERING PROGRESS

AS INDIA EVOLVES INTO AN ADVANCED NATION, HPL ELECTRIC & POWER STANDS ALONGSIDE IT, HELPING SHAPE A COUNTRY THAT IS DETERMINED TO MAKE GOOD ON ITS CLIMATE COMMITMENTS.

Embracing cutting-edge technologies, we are deeply committed to spearheading the adoption of smart metering solutions, a sector in which we enjoy a formidable position. Our end-to-end 5G deployment solutions also position us as a trusted partner to telecom service providers for propelling India's digital economy forward. In parallel, our innovative smart city solutions align with the nation's vision for urban regeneration and transformation.

By fortifying our presence in the renewable energy domain, particularly with our extensive solar portfolio, we're directly contributing to India's net-zero commitments. Our expanding range of energy-efficient lighting and switchgear products, now widely embraced in the market, further reduces carbon footprints. Additionally, our initiatives in electric vehicles and their charging solutions are pivotal in driving India's transition to green mobility, and accelerating the nation's journey to climate neutrality.

The fiscal year 2023 served as a pivotal inflection point for us. Beyond merely achieving commendable financial metrics, we witnessed exponential

growth in our metering domain, launched groundbreaking products across distinct categories, celebrated our inaugural 5G electric product order, and realised superior operational efficiencies. Each of these accomplishments marked a transformative step, signalling our continued ascent in the industry.

Looking ahead, we are poised to power our performance further. Our pillars of in-house research and development, technological excellence, integrated manufacturing prowess, strong pre-qualification credentials, and extensive market reach underpin our growth trajectory. Our international product certifications further bolster our global accessibility, complemented by proactive customer engagement.

In 'Powering Progress,' HPL Electric & Power is not just observing India's change but actively shaping it. From renewables to 5G, our actions mark clear steps towards a sustainable, connected future. As India strides forward, we're in step, driving tangible progress.



HPL Electric & Power Limited

## About Us

# POWERING PROGRESS WITH TRUSTED ELECTRICAL PRODUCTS

Incorporated in 1992, HPL Electric & Power Limited is among India's leading and most trusted electrical equipment manufacturers. Our innovative, high-quality and technologically advanced products have established us as the preferred brand across retail, institutional and utility segments.

Serving as a one-stop destination for low-voltage electrical products, our offerings encompass metering solutions, switchgear, lighting products, and wires & cables. We meet emerging electrical equipment requirements of customers globally, powering shared progress. We proudly lead the market in India's electric meters and on-load change-over switches.

State-of-the-art integrated manufacturing facilities, in-house research and development capabilities, and an extensive distribution network underpin our operations. Our long-standing relationships with customers, international certifications, robust brand recall and strong pre-qualification credentials continue to power our consistent growth across market segments.



# POWERING AHEAD

## Our Progress over the Years

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 \*

5<sup>TH</sup>

Largest LED Lighting Products Manufacturer \*

42+

Export countries

Note: \* Frost & Sullivan 2016

## Our Progress in FY 2022-23

24.48% 

Revenue growth on a year-on-year basis

25.36% 

EBITDA growth on a year-on-year basis

235% 

PBT growth on a year-on-year basis

38 

days Reduction in inventory days over FY 2021-22

₹4.69

EPS (₹ 1.21 in FY 2021-22)

₹1,500+

Crete Order Book as of March 31, 2023

Received the first set of formal orders for supply of 5G electrical products

34

New product innovations

## Enabling our Progress

50+

years of industry experience

7

state-of-the-art manufacturing facilities

2

R&D facilities

90+

branch & representative offices across India

21

warehouses across India

900+

dealers across India

45,000+

retailers across India

1,165

employees



## About Us (Contd.)

# Comprehensive Product Portfolio

We have developed a well-diversified portfolio of electrical equipment catering to various market segments, providing steady growth and business stability.

### Metering Solutions



Smart Meter



Net Meter



Prepaid Meter



Trivector Meter

### Switchgears

#### Industrial Applications



ACB



MCCB



Onload Changeover Switch



Automatic Transfer Switch

#### Solar Applications



Switch Disconnector (DC)



String Combiner Box



Solar Cable



Solar Street Light

#### Domestic Applications



Osafe MCB



Techno (N) MCB



RCCB



Phase Selector

#### Modular Switch & Accessories



Smart Switches



Plug Sockets



Push Bells



Edeno Switches

Lighting Equipment

Consumer LED Products



Aries LED



LED Glow Bulb

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 Cables

Business Segments

During the year, we redefined our reporting segments based on similar economic market and business characteristics: (i) the metering and systems segment and (ii) the consumer and industrial segment. This re-grouping facilitates more insightful reporting and empowers products within each segment to leverage market, manufacturing and cross-selling synergies.

Segment	Metering and Systems	Consumer and Industrial
Product/Solutions	Metering Systems and Projects business	Switchgear, Lighting, Luminaries and Wires & Cables
Customer Type	Largely institutional and B2B	Largely B2C
Revenue Share (FY 2022-23)	53%	47%



## About Us (Contd.)

### Our Competencies

#### World-class manufacturing infrastructure

We operate seven manufacturing facilities for design, product development, component design and commercial production. Our integrated capabilities ensure quality control and efficient supply chain management, resulting in competitive pricing. These facilities in Haryana (Gurugram, Kundli, Gharaunda) and Himachal Pradesh (Jabli) hold international certifications and uphold superior operational and quality standards while offering scalable capacity and product customisation. Our strong focus on automation further enhances operational excellence.

#### Strong R&D thrust

We drive consistent technological advancement and introduce innovative products through our two state-of-the-art R&D centres. Located in Gurugram and Kundli, these centres are powered by the expertise of over 100 skilled engineers. The Gurugram centre holds NABL accreditation, complies with ISO/IEC 17025:2005 standards, and has a dedicated testing facility. Additionally, we operate two tool rooms, specialised in rapid prototyping and component design, catering to our diverse product range.

#### Established pan-India distribution network

Our robust distribution and supply chain network spans the country, ensuring widespread product availability that drives both B2C sales and institutional demand. We are actively expanding this network, emphasising rapidly developing tier two and three cities. We employ engagement strategies such as retail meets, engagement programmes, promotional campaigns and incentive schemes to strengthen our outreach. Furthermore, our dedicated team of 620+ full-time employees focusses on promotional and brand-building activities, enabling us to access a broader customer base.

#### Strong pre-qualification credentials

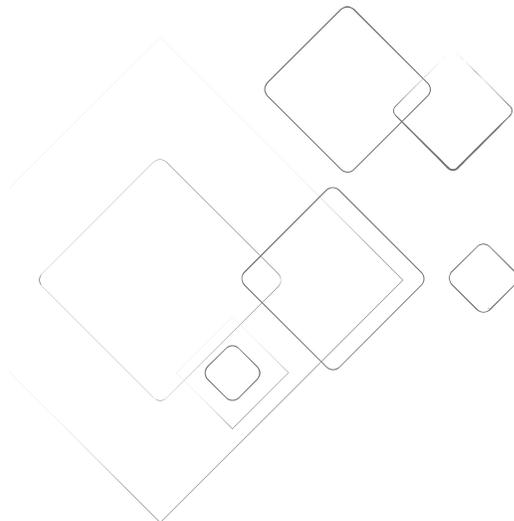
We collaborate with power utilities and government agencies through direct contractual agreements secured by competitive bidding. These contracts demand specific pre-qualification criteria. Our robust pre-qualification credentials, encompassing past experience, technical prerequisites, quality and safety compliance, financial robustness and competitive pricing, provide us with a distinct edge in the market.

#### Established relationships

We have forged strong partnerships with institutional customers, power utilities, and government agencies throughout India. Our Company has carved a strong niche in the realm of technologically advanced products, particularly within the metering and switchgear businesses.

#### Experienced management team

Our Company is guided by a distinguished management team with deep expertise in the electrical equipment industry. With a strong promoter pedigree boasting over 45 years of experience and an average of more than 25 years of experience within our senior management team, their extensive knowledge and profound understanding of the market have played a pivotal role in driving HPL's impressive organisational growth and evolution.



## Our Manufacturing Plants



Gurugram Plant, Haryana



Gurugram Plant, Haryana



Jabli Plant, Himachal Pradesh



Sonipat Plant, Haryana



Kundli Plant, Haryana



Gharaunda Plant, Haryana



HPL Electric & Power Limited

## Chairman's Message

# COMMITTED TO POWERING PROGRESS FOR ALL STAKEHOLDERS



*Our revenue from operations increased by 25% to reach ₹ 1,262 Crore and EBITDA grew by 25.36% to reach ₹ 156.86 Crore. The EBITDA margin stood at 12.43%, compared to 12.34% in the previous year, underscoring our adeptness in navigating challenges posed by high raw material costs.*

Dear Shareholders,

As I reflect on FY 2022-23, I am pleased to share that HPL Electric & Power has showcased its commitment to powering progress for all stakeholders. Our performance has been broad-based, with both our B2B and B2C segments registering strong growth. While attaining new milestones and achievements, we have stayed steadfast to our larger purpose of fostering a future marked by environmental consciousness, technological advancement and energy efficiency. This all-encompassing strategy positions our Company favourably to lead in long-term value creation.

### **Operating environment**

In the midst of a global economic downturn, the Indian economy has emerged as a beacon of stability and growth. Despite the initial half of FY 2022-23 being marked by high inflation and unprecedented volatility in commodity prices, the government's

progressive reforms and initiatives spanning nearly a decade have bolstered the economy's resilience. India's Gross Domestic Product (GDP) expanded by 7.2% in FY 2022-23. Strong domestic consumption and increased private investment in the post-COVID era of rejuvenation and new momentum also contributed to India's growth.

Looking forward, India is positioned to lead the global economy, a feat not witnessed in many decades. A significant driver of this economic transformation is the ongoing focus on infrastructure development. For the Indian electrical industry, flagship initiatives like the Revamped Distribution Sector Scheme (RDSS), National Smart Grid Mission (NSGM) and Integrated Power Development Scheme (IPDS), which aim to modernise and fortify the power distribution infrastructure, offer substantial potential to stimulate demand. The government's commitment to 'Housing for All', 'Power for All', digitalisation of the economy, and the promotion of indigenous manufacturing are also expected to create a positive climate for industry growth.