HPL Electric & Power Limited

CIN : L74899DL1992PLC048945
Corporate Office: 76B, HSIIDC Industrial Estate Phase IV,
Sector 57, Kundli, Sonipat, Haryana-131028, INDIA.
Ph.: 09996600658 | E-mail: hpl@hplindia.com
Website: www.hplindia.com

November 14, 2025

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

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

Scrip Code: 540136

<u>Subject: Press Release</u>

Dear Sir/Ma'am,

Please find enclosed a copy of the communication being released to Press today.

Thanking You
For **HPL Electric & Power Limited**

VIVEK KUMAR

Digitally signed by VIVEK KUMAR
DN: c=IN, o=Personal, postalCode=110095, l=East Delhi, st=Delhi, street=A 125 S-1 DILSHAD COLONY 110095, 2.5.4.20=3eb36823c8b414e7e934f2e0af3da010641437e49524495d66b6b358709bf23f, serialNumber=052767230d5f1c44b1c2164eefdb84f2c760ac7359949d646e7ce9b91f23d372, email=hplcs@hplindia.com, cn=VIVEK KUMAR
Date: 2025.11.14 18:14:21 +05'30'

Vivek Kumar
Company Secretary

Encl: As stated above

HPL ELECTRIC & POWER LIMITED

For Immediate Release

HPL Electric & Power Ltd. Reports Resilient Q2 & H1 FY26 Performance; 30% Growth in Consumer & Industrial Segment;

₹3300+ Crore Smart Meter Order Book Ensures Multi-Year Visibility

Kundli, 14th November, 2025: **HPL Electric & Power Ltd. (NSE: HPL)**, a leading Indian manufacturer of smart metering solutions, switchgear, lighting, and wires & cables, today announced its results for the second quarter and first half of FY26. The Company delivered a resilient performance characterised by **decisive margin expansion, strengthened earnings quality, and sharp growth in the Consumer & Industrial (C&I) franchise**, even as metering revenues moderated temporarily due to project-specific dispatch timing.

- **Revenue for Q2 FY26 grew 3% YoY to ₹434.45 crore**, while **H1 FY26 revenues stood at ₹817.48 crore**, broadly stable compared with last year. More significantly, the Company delivered **strong gross margin expansion (+177 bps YoY in Q2)** and **EBITDA margin improvement (+83 bps YoY to 15.17%)**, demonstrating mix improvement, disciplined procurement, and cost efficiency.

- **Profit After Tax (PAT) increased 3.58% in Q2 FY26** to ₹22.36 crore, while **H1 PAT rose 5.76% YoY**, underscoring stable earnings momentum.

- The **Consumer & Industrial segment remained the standout performer**, recording **30.0% YoY growth in Q2** and **23.14% in H1**, with margin expansion driven by wires & cables, domestic switchgear, and improving product mix. This segment now contributes **47% of consolidated revenue**, strengthening the Company's diversified earnings base and reducing dependence on utility rollout cycles.

- HPL continues to maintain a **robust order book exceeding ₹3,300 crore**, of which approximately **99% comprises smart meters**, ensuring long-term execution visibility and reinforcing the Company's leadership positioning in India's nationwide AMISP-driven smart metering transformation.

Consolidated Financial Performance (₹ crore)

Particulars	Q2 FY26	Q2 FY25	YoY Change (Q2)	H1 FY26	H1 FY25
Revenue from Operations	434.45	422.32	+2.87%	817.48	815.23
Gross Profit	158.83	146.93	+8.10%	304.48	287.22
Gross Margin (%)	36.56%	34.79%	+177 bps	37.25%	35.23%
EBITDA	65.90	60.58	+8.79%	123.90	116.71
EBITDA Margin (%)	15.17%	14.34%	+83 bps	15.16%	14.32%
Profit Before Tax	30.49	29.12	+4.73%	55.51	52.13
PBT Margin (%)	7.02%	6.89%	+12 bps	6.79%	6.39%
Profit After Tax	22.36	21.58	+3.58%	40.84	38.61
PAT Margin (%)	5.15%	5.11%	+4 bps	5.00%	4.74%
EPS (₹)	3.46	3.35	+3.28%	6.33	5.99

Segmental Performance

Metering, Systems & Services

- **Q2 FY26 revenue:** ₹229.20 crore, down 13.32% YoY, and H1 FY26 revenue: ₹433.14 crore, down 13.91% YoY, primarily due to slower project inspections and dispatch clearances during the monsoon season.
- Despite this temporary moderation, EBIT margin in the segment improved to 17.52% in Q2 FY26 (vs. 16.49% in Q2 FY25), supported by pricing discipline, procurement efficiencies and a higher share of smart-meter projects.
- Execution is already normalising, with smart-meter offtake improving by about 12% QoQ in Q2; management expects deliveries to step up further from November 2025 through March 2026 as on-ground inspections and clearances accelerate.

- The enquiry pipeline for upcoming smart-meter tenders remains healthy, and HPL has expanded its manufacturing and component capacity to support the next leg of scale-up in the smart-meter opportunity

Consumer, Industrial & Services (C&I)

- **Q2 FY26 revenue:** ₹205.24 crore, up 30% YoY; H1 FY26 revenue: ₹384.34 crore, up 23.14% YoY.
- EBIT margin expanded from 10.30% to 10.98% in Q2 YoY, reflecting stronger operating leverage and an improved mix.
- The C&I franchise has delivered consistent sequential growth over the last 3–4 quarters, led by switchgear and wires & cables; management expects Q3 and Q4 to broadly mirror or improve upon this trajectory, backed by channel expansion and deeper market penetration.
- Within C&I, the Wires & Cables portfolio continued to scale rapidly, delivering about 24% growth in Q2 and expected to post 35–40% YoY growth in Q3 if current demand trends sustain, reinforcing its role as a key volume and revenue driver.
- Lighting & Electronics has clearly returned to growth after several softer quarters, recording low-20s percentage growth in Q2, which points to healthier channels and improved acceptance of premium and value-added ranges.

Management Commentary

Insights from Mr. Gautam Seth, Joint MD & CFO:

"Our Q2 and H1 FY26 performance underscores the resilience of our model and an unmistakable tilt towards margin-led growth. While revenues were broadly stable, gross and EBITDA margins expanded further, with EBITDA holding above 15 percent and PAT margin around 5 percent. This has been driven by a sharper business mix: the Consumer & Industrial franchise grew 30 percent in Q2 and 23 percent in H1, now accounting for about 47 percent of revenues, with wires & cables and domestic switchgear leading the way and our Lighting portfolio returning to healthy double-digit growth after a softer phase.

Smart metering remains our principal growth engine. We carry an order book of over ₹3,300 crore, more than 98 percent of which is metering and almost entirely smart meters. The moderation in metering revenues this quarter was largely a function of inspection and dispatch timing rather than demand. Execution has already improved sequentially, and we expect a further step-up between November and March as AMISP-led roll-outs gather pace and our expanded assembly and component capacities are fully utilised.

At the same time, we are steadily strengthening the HPL brand and franchise. In the first half, we invested ₹7.7 crore in advertising and promotion (around 2 percent of Consumer & Industrial sales)– across sports partnerships, exhibitions, activations and electrician engagement programmes, and we plan to scale this further in the second half. Our pan-India network of over 900 authorised dealers and 85,000+ retailers, underlines the growing depth of our distribution and the strength of our balance sheet. We remain focused on driving profitable growth, improving cash conversion and enhancing the quality and resilience of our earnings."

About HPL Electric and Power Ltd

HPL Electric & Power Ltd. (NSE: HPL) is a leading Indian manufacturer of low-voltage electrical equipment, offering one of the industry's most comprehensive portfolios across two strong and complementary business verticals: Metering & Systems and Consumer & Industrial. Its Consumer & Industrial segment spans domestic and industrial switchgear, wires and cables, fans, and lighting, offering a balanced mix of B2B and B2C products that serve residential, commercial, and institutional customers. With a robust distribution network of over 900 authorised dealers and 85,000+ retailers, this segment continues to deliver consistent growth and margin stability, benefiting from a shorter working capital cycle and rising brand equity. In the Metering & Systems segment, HPL is a market leader in India's smart metering transformation, with more than 99% of a robust order book dedicated to advanced metering projects, largely under the RDSS/AMISP framework. Supported by in-house R&D, state-of-the-art manufacturing, and proven execution capabilities. Together, these two verticals create a resilient and well-diversified business model, one that aligns with India's electrification and infrastructure growth, mitigates dependence on single-segment cycles, and positions HPL as a trusted partner from the utility grid to the consumer socket. Founded in 1975, the Company operates under the umbrella brand 'HPL' and combines decades of manufacturing expertise with continuous innovation to deliver sustainable, high-quality electrical solutions across India and 40+ international markets.

Contact Details **Shankhini Saha**, (CEO & Director- IR, Dickenson)
E-mail: hpl@dickensonworld.com

For further information on HPL Electric & Power Limited, see **www.hplindia.com**

Safe Harbor