



Gurpreet Oberoi
Chief Business Officer, Kimbal Pvt. Ltd.

India is witnessing rapid growth in smart metering. How do you see this market evolving, and what role is Kimbal playing in this transformation?

India's smart metering journey has reached an inflection point. What began as an initiative to improve billing efficiency is now becoming the foundation of a more intelligent, resilient, and data-driven power distribution ecosystem that can readily support renewable energy integration, EV adoption, and increasingly dynamic load patterns.

Looking ahead, our ambition at Kimbal extends beyond scale. We are building globally relevant technologies that combine strong energy engineering with Edge Intelligence, enabling utilities across diverse markets to accelerate their digital transformation and build more resilient, future-ready grids. Our goal is to make the experience gained from India's energy transition relevant wherever utilities are shaping the next generation of electricity networks.

With technology becoming central to energy management, how is Kimbal helping utilities improve efficiency, reliability, and consumer experience?

At Kimbal, we are investing in technologies that bring intelligence to the grid edge. Our Kimbal EI (Edge Intelligence) platform will enable utilities to support distributed intelligence, faster application deployment, and future-ready energy services, allowing smart meters to evolve into intelligent grid assets rather than data collection devices. We are building a software-defined

foundation that enables utilities to introduce new capabilities over time while adapting to evolving operational requirements. Technology leadership is equally reflected in how we manufacture. At the Kimbal Mega Plant, digital manufacturing powered by our in-house Manufacturing Execution System (MES), advanced SMT lines, automation, and Special Purpose Machines (SPMs) enables consistent quality, end-to-end traceability, and production at scale. This integrated engineering approach allows us to deliver reliable, future-ready technologies that utilities can depend on throughout their digital transformation journey.

Kimbal has built strong capabilities in smart meters and energy solutions. What differentiates your approach from others in the market?

We believe that the future of the power sector will be shaped by intelligent, connected, and software-driven energy systems. Kimbal has a strong, execution-focused delivery team that ensures a 99% SLA across 12 million+ endpoints deployed across the length and breadth of the country while also delivering a structured consumer awareness sessions to the last mile. Our integrated AMI solution brings together a proprietary RF Mesh communication network, in-house developed Network Interface Cards (NICs), and our own Head-End System (HES), enabling greater control, interoperability, reliability, and end-to-end ownership of the AMI ecosystem.

This integrated approach, backed by robust delivery capabilities, allows Kimbal to manage large-scale deployments with consistency and operational excellence. For us, differentiation comes from continuously investing in innovation that enables utilities to build smarter, more resilient, and future-ready energy networks.

On a personal note, what inspired you to enter the energy sector, and what has been your most rewarding experience so far?

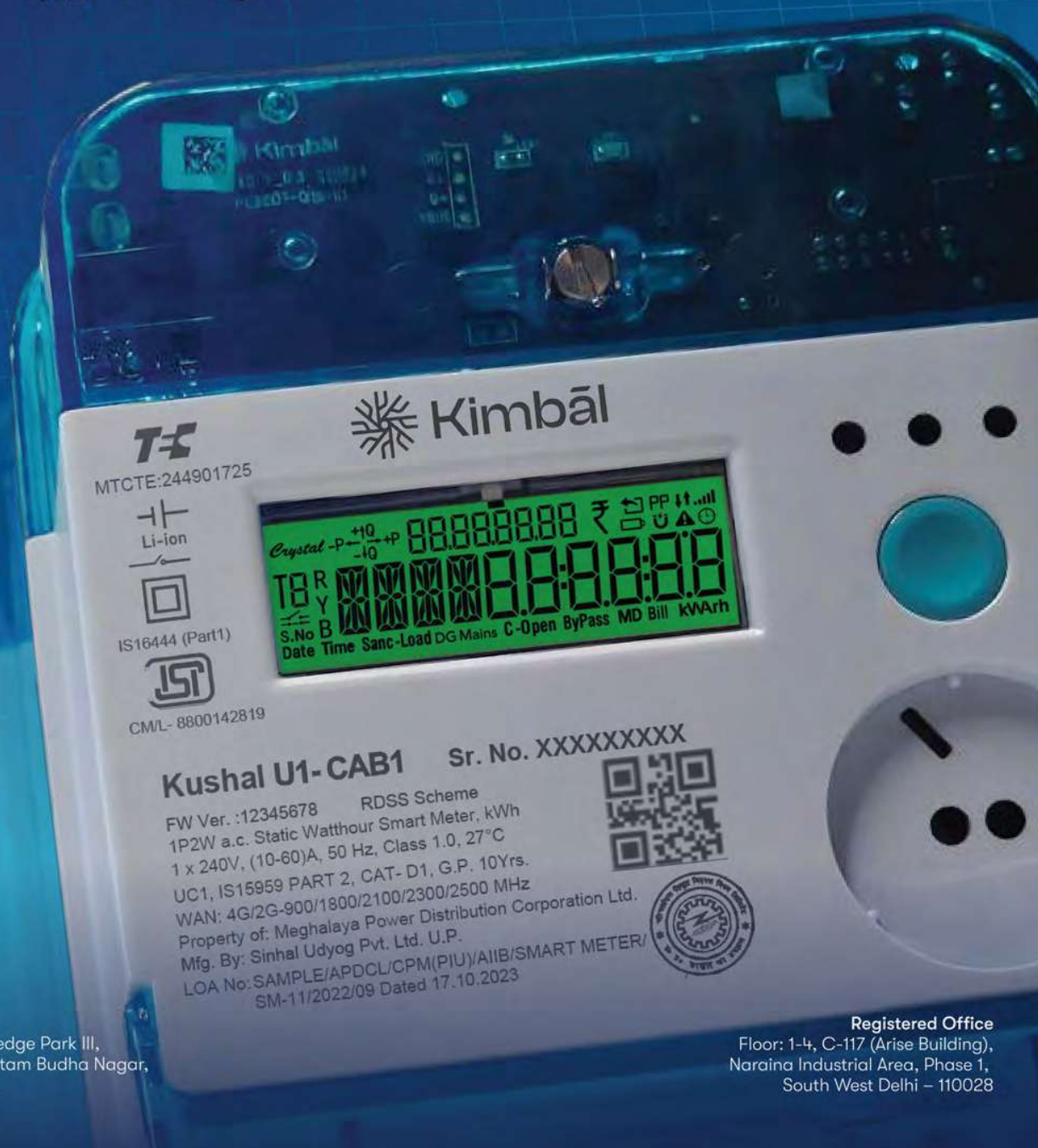
Over the last three decades, what has kept me connected to the energy sector is its constant evolution and its direct impact on people's lives. Every utility, every region, and every project presents a different set of challenges, and that continuous learning has made this journey both engaging and fulfilling. One of the most rewarding aspects of my role is the opportunity to work closely with utilities across the country. Whether it is interacting with utility leaders, visiting project sites with our delivery teams, or participating in industry forums, every conversation offers a new perspective. Those interactions have reinforced an important lesson for me: meaningful innovation begins with understanding real operational challenges and building solutions around them.



We Make Smart Meters Designed For

PRECISION, SECURITY, AND RELIABILITY

with intelligence at the edge.



Manufacturing Unit

Kimbāl Mega Plant: 20, Knowledge Park III,
Gujarpur, Greater Noida, Gautam Budha Nagar,
Uttar Pradesh – 201306, India

Registered Office

Floor: 1-4, C-117 (Arise Building),
Naraina Industrial Area, Phase 1,
South West Delhi – 110028