



The five-year vision focuses on transforming Gloster Cables into a high-margin, technology-driven powerhouse, transitioning deeper into specialized specialty cables and higher voltage segments

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Q-1. India's infrastructure and power sectors are witnessing unprecedented investments. How is Gloster Cables positioning itself to capitalize on these opportunities while maintaining sustainable long-term growth?

Ans. Gloster Cables is strategically aligning with nationwide modernizations - such as RDSS, metro rail networks, and transmission upgrades—by scaling HT and LT manufacturing capacities. Through strong technical approvals with state utilities, central PSUs, and Tier-1 EPC contractors, the company delivers project-critical customized cabling solutions. Sustainable growth is anchored in rigorous raw material hedging, high operating efficiency, and long-term utility framework agreements.

Q-2. The cable industry is becoming increasingly competitive with evolving customer expectations. What differentiates Gloster Cables in terms of quality, innovation, and customer value proposition?

Ans. Gloster stands out through decades of engineering heritage, maintaining stringent in-house testing protocols approved by national and global bodies like CPRI, ERDA, and TÜV. The brand emphasizes zero-defect manufacturing, superior compounding, and customized design for demanding industrial environments. A customer-centric model—backed by rapid turnaround times, dedicated technical field support, and robust after-sales service—creates enduring institutional trust.

Q-3. With rapid advancements in renewable energy, electric mobility, and smart infrastructure, how is your product portfolio evolving to address the changing needs of these emerging sectors?

Ans. The product roadmap has expanded to address green transitions with specialized EN/TÜV-compliant Solar DC cables and high-performance Fire Survival (FS) and zero-halogen (LSZH) cables for urban infrastructure. Gloster is actively engineering customized EV charging station cables, VFD cables, and smart grid instrumentation lines to serve automated industrial and charging ecosystems. Continuous compounding innovation ensures all emerging lines withstand extreme thermal, mechanical, and environmental stress.

Q-4. India is increasingly becoming a global manufacturing hub. What are Gloster Cables' plans for expanding its domestic footprint and strengthening its presence in international markets?

Ans. Domestically, Gloster is deepening its footprint across Tier-2/Tier-3 industrial clusters and strengthening regional warehousing to slash supply lead times. In international markets, the company is capitalizing on the "China+1" tailwind by aligning certifications to IEC, BS, and European standards for exports to the Middle East, Africa, and Southeast Asia. Strategic alliances with EPC exporters and global distribution partners form the core of this export-led expansion.

Q-5. Looking ahead over the next five years, what is your strategic vision for Gloster Cables, and which emerging market trends or technological advancements do you believe will have the greatest impact on the company's future growth?

Ans. The five-year vision focuses on transforming Gloster Cables into a high-margin, technology-driven powerhouse, transitioning deeper into specialized specialty cables and higher voltage segments. Rapid renewable integration, grid digitalization, and stringent fire-safety mandates across commercial real estate will drive the fastest market adoption. Accelerating factory automation, smart supply-chain tracking, and advanced polymer technologies will be the primary operational catalysts ensuring market leadership.