

Date: October 27, 2021

To The Department of Corporate Services –CRD Bombay Stock Exchange Ltd P.J.Towers, Dalal Street MUMBAI – 400 001	To National Stock Exchange of India Limited 5 th Floor, Exchange Plaza Bandra (E), MUMBAI – 400 051
Scrip Code: 509675	Scrip Symbol: HIL

Dear Sir / Madam,

Sub: Investors' presentation for the quarter and half year ended September 30, 2021

Ref: Intimation under Regulation 30 of SEBI (LODR) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirement), Regulation 2015 (the "Regulation"), kindly find enclosed Investors' Presentation for the quarter and half year ended September 30, 2021.

You are requested to kindly take the same on record and acknowledge the receipt.

Thanking You
for HIL LIMITED

Mahesh Thakar



Mahesh Thakar
Company Secretary &
Head of Legal.



3rd YEAR
IN A ROW

Great
Place
To
Work[®]

Certified
APR 2021-MAR 2022
INDIA



TOGETHER, WE BUILD.

Financial Results Presentation

Q2 & HI FY2022

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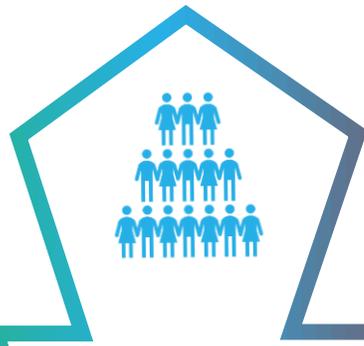
Disclaimer

CK Birla Group – 160+ Years of Rich Legacy

Over **US\$2.4 billion**
Conglomerate



Over **25,000**
Employees



Focus on **Long-term Values, Trust-based**



Present across
Five Continents



Numerous
Patents & Awards



Relationships & Philanthropy



Vision and Mission

Vision



“To be a leading, global, innovative, and eco-friendly, building and infrastructure solutions company and create sustainable value for our stakeholders”

Mission



To deliver a diversified portfolio of eco-friendly products and solutions fueled by innovation

To digitalize processes end-to-end for business excellence

To build a strong corporate brand present across all continents

A diverse workplace that is a preferred employer

.....while continuing to meet our highest standards of, quality corporate social responsibility, safety, health and environment.

Value, Vision and Lineage



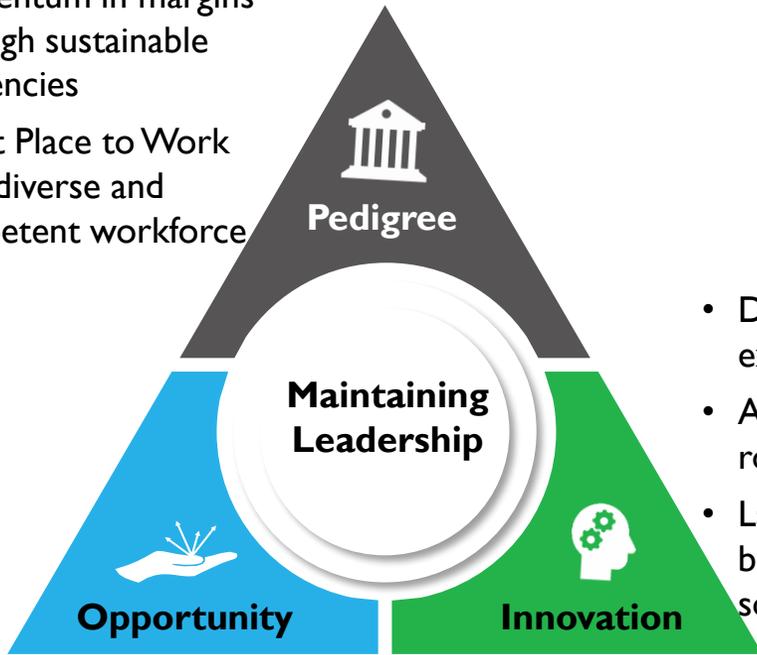
Mr. CK Birla:

Business must be conducted with highest standards of excellence, values, respect for the environment and human health. Business is the means to develop a better society and provide care to all. HIL will play its role in the infrastructure and construction sectors as a leader, shaping the future of this industry with practices and products that are eco - friendly and technologically advanced



HIL's Agenda

- Established brands
- Committed dealership
- Momentum in margins through sustainable efficiencies
- Great Place to Work with diverse and competent workforce

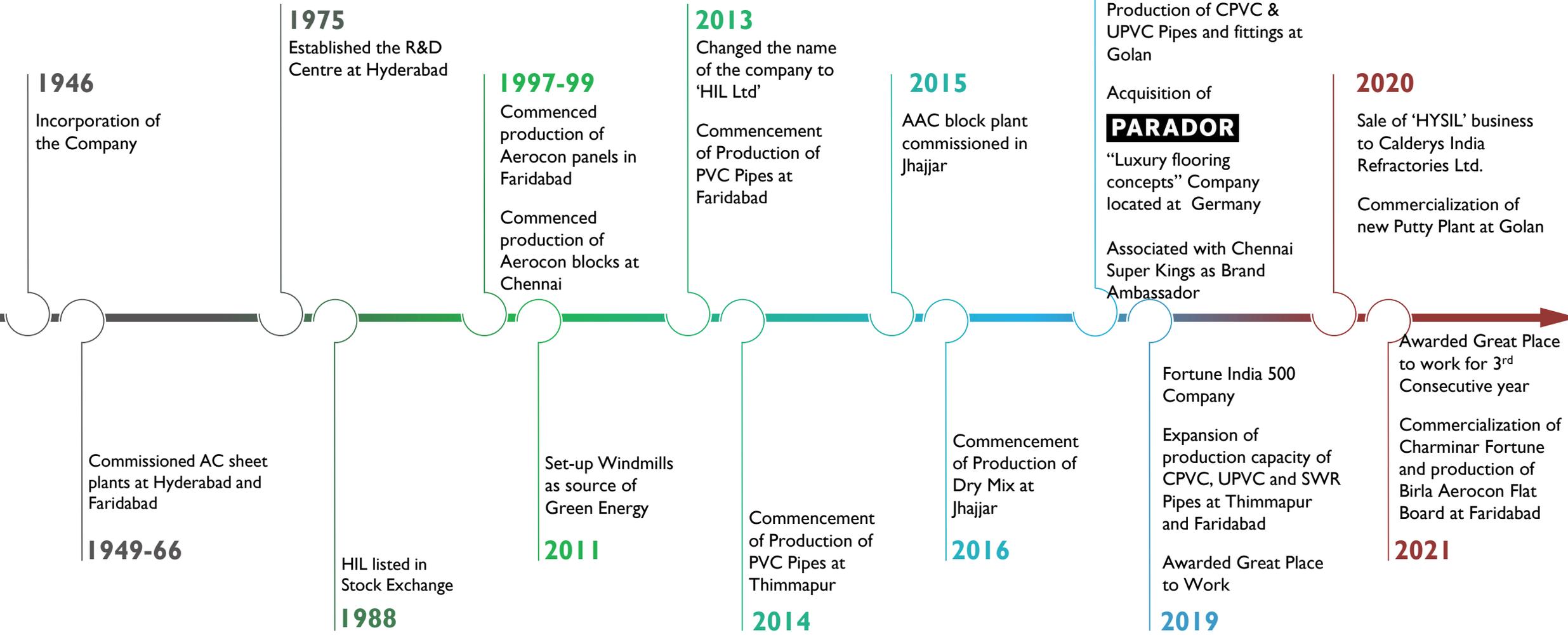


- Drive organic expansion
- Augment non-roofing portfolio
- Launch research based green solutions

- Develop adjacent complementarities
- Diverse and sustainable portfolio
- Harness existing core strengths



75 Years Journey of HIL



Brand and Product Overview



- Fibre Cement Sheets
- “Charminar +” Coloured Fibre Cement Sheets

- Next Gen Non-asbestos Corrugated Roofing Sheets

Dry Wall:

- Solid Wall Panels
- C- Boards
- Flex-O-Boards
- SmartBond
- Designer Board

Wet Wall

- AAC Blocks
- Block Jointing Mortar

Pipes & Fittings:

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting
- SWR Pipes and Fitting
- Column Pipes
- Pressure Pipes

New Products

- Water Tanks
- Gypsum Plaster
- Primers & Stainers
- Water proofing Solutions
- Tile Adhesives

Wall Putty

- Engineered Wood Flooring
- Laminate Flooring
- Resilient Flooring
 - LVT
 - ModularOne
 - SPC
- Skirting, Wall & Ceiling Panel and Accessories

Geographical Presence

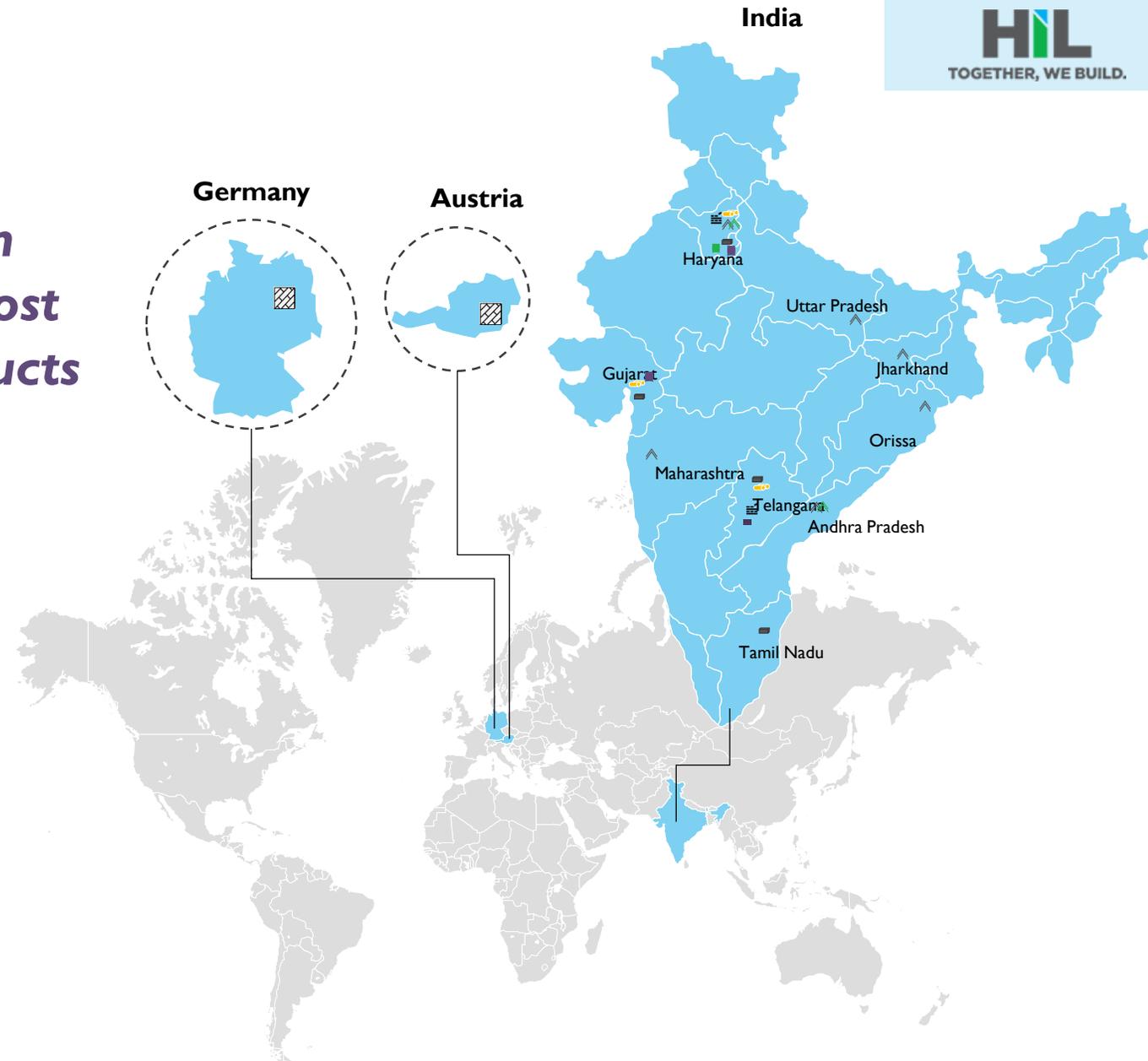
Key competitive advantage

- 22 Manufacturing facilities in India, 1 in Germany and 1 in Austria
- 40 Sales depots
- 3 sales offices
- 2,500 loyal stockiest/distributors
- 6,000+ sub-dealers
- Deeper market penetration – Rural
- Retail network and real estate markets - Urban & Semi-urban
- Green building products
- Low cost, high strength & best quality roofing products
- Presence in 80+ countries

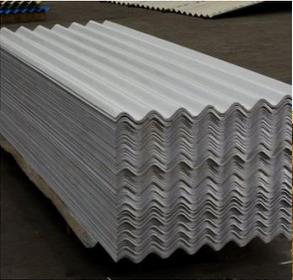
Building the nation through high quality, cost effective products

Manufacturing Units

-  Charminar AC Sheet
-  Charminar Fortune
-  Birla Aerocon Panel
-  Birla Aerocon AAC Blocks
-  Birla HIL Putty
-  Birla HIL Pipes
-  Birla Aerocon Dry Mix
-  Birla Aerocon Fibre Boards
-  PARADOR Flooring



Manufacturing Prowess



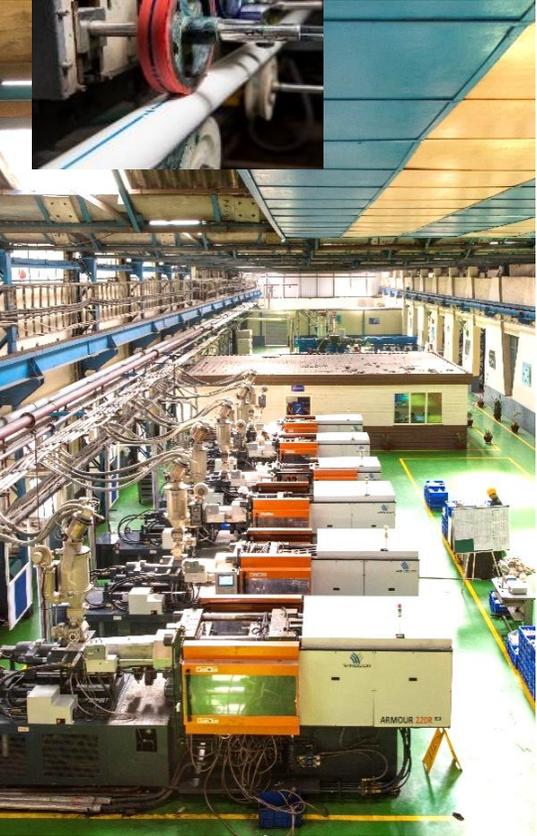
Roofing Solution



Building Solution



Polymer Solution



Flooring Solution



World-class facilities. End-to-end connected shopfloors

Awards Won



Muse Design Award for One Ground Edition



2020-21
Most Promising Business Leaders of Asia, 2021
- The Economic Times



Most Inspiring CEO
2021 - The Economic Times



CEO of the year –
(Bizox Media) 2020



Superbrands
(India) of the year
– 2021

HIL has been enjoying the Superbrand status for the past 4 consecutive years



Iconic Awards
Innovative
Interior - 2021



Fortune The
Next 500



German Innovation Award



"One Ground Design
Edition" in the category
Product Design 2021



**Best Workplaces in
Manufacturing**



**Brand of the year –
CEO magazine**



**Iconic Awards For
Innovative Interior Parador
2021**



**German Design Award
Winner 2021**



**Top
Challenger
Award 2020**



**Best Information Security
Project” & “Best Modern
Technology Infrastructure
Project”**



**Highest innovative
strength – Parador
WELT Magazine**

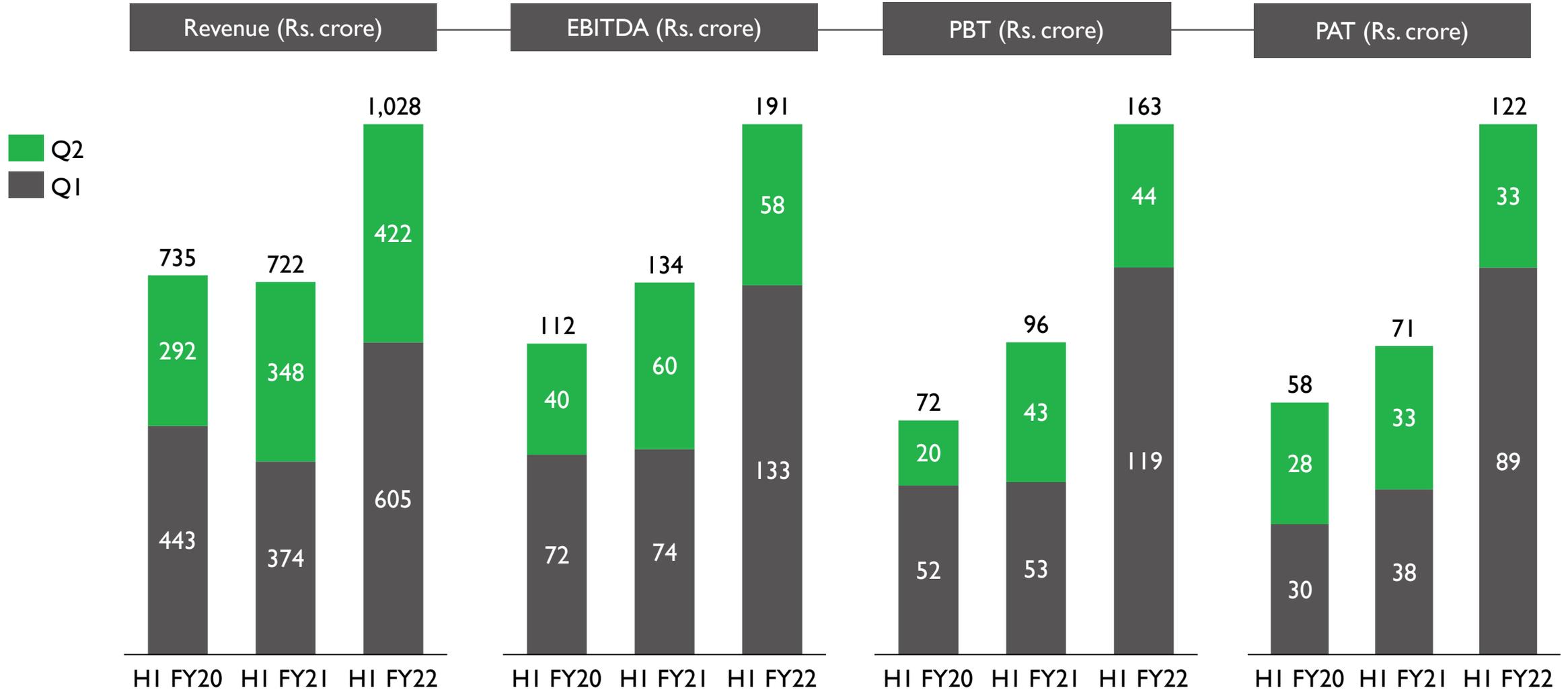


**Germany's Most Popular
Provider - Life & Living –
Parador - ntv and the
German Institute for Service
Quality**



Quarterly Discussion

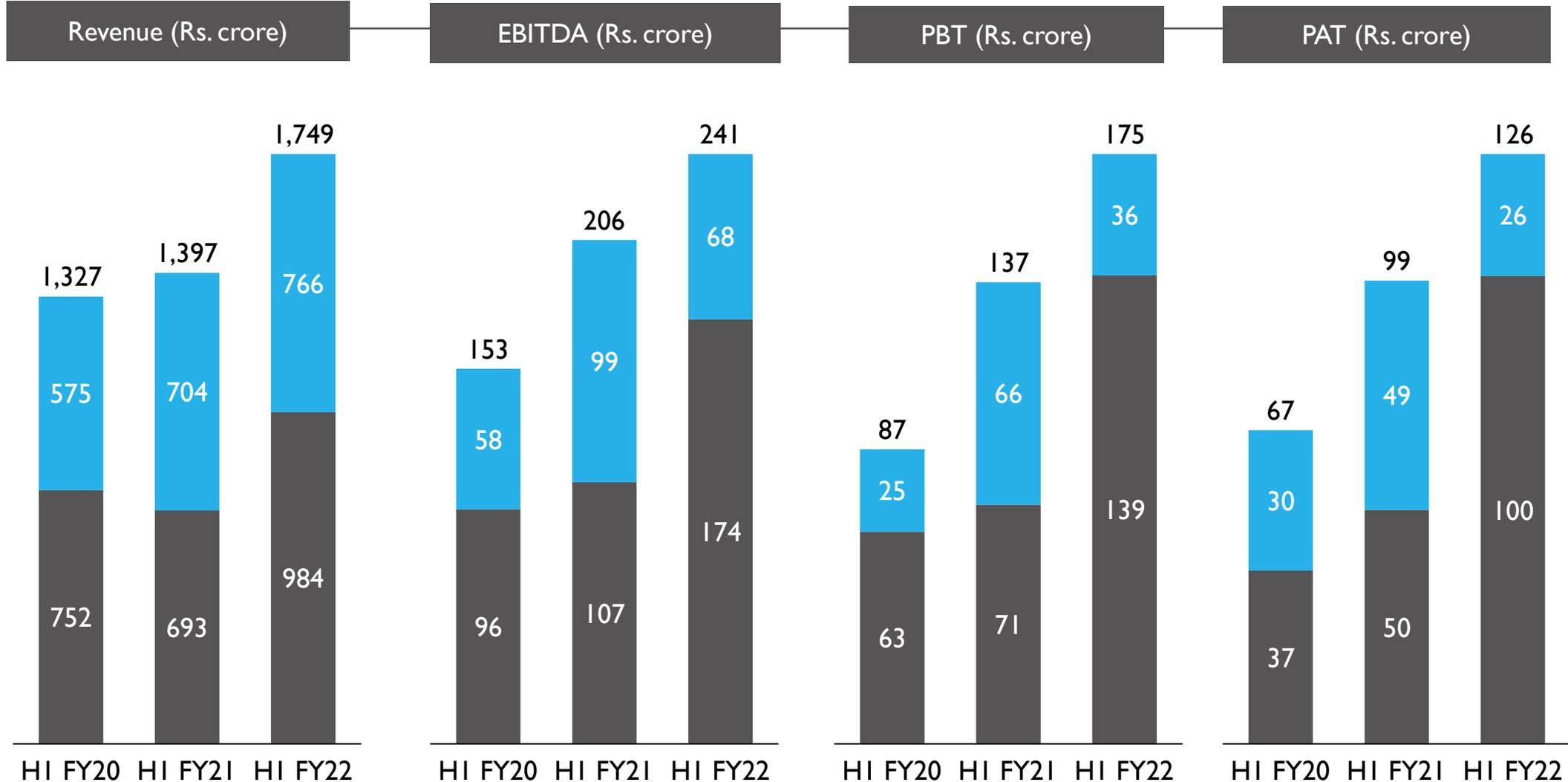
Highlights of Standalone HI FY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

9M FY21 EBITDA is achieved in the first 6 months of FY22

Highlights of Consolidated HI FY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

HI FY22 PBT is higher than full year FY20 PBT

Key Segment Performance



Roofing Solution

↑ 25%

↑ 28%

Building Solution

↑ 85%

↑ 277%

Flooring Solution

↑ 7%

↓ 66%
15

Polymer Solution

↑ 74%

↑ 286%

Progressively advancing towards “One-Stop” Global Building Material & Solution provider

Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	Q2 FY22	Q2 FY21	Y-o-Y	Q2 FY22	Q2 FY21	Y-o-Y
Total Income	429	356	20%	771	710	8%
Total Expenditure	371	296	25%	703	611	15%
EBITDA	58	60	-4%	68	99	-32%
Margins (%)	13%	17%	-336 bps	9%	14%	-515 bps
PBT (for continuing operations)	44	43	2%	36	66	-46%
Margins (%)	10%	12%	-184 bps	5%	9%	-463 bps
PAT (for continuing operations)	33	33	-1%	26	49	-46%
Margins (%)	8%	9%	-167 bps	3%	7%	-347 bps
EPS (for continuing operations)	43.88	44.40	--	34.85	65.09	--

- Focus on ensuring and improving the health of the balance sheet and cash flows
- Increase in key raw material prices are partially offset by strict cost control measures
- Agile, resilient and dedicated teams devise innovative solutions to overcome all kinds of challenges

All numbers are exclusive of discontinued operations of Thermal Insulation business

Financial Statements – Balance Sheet

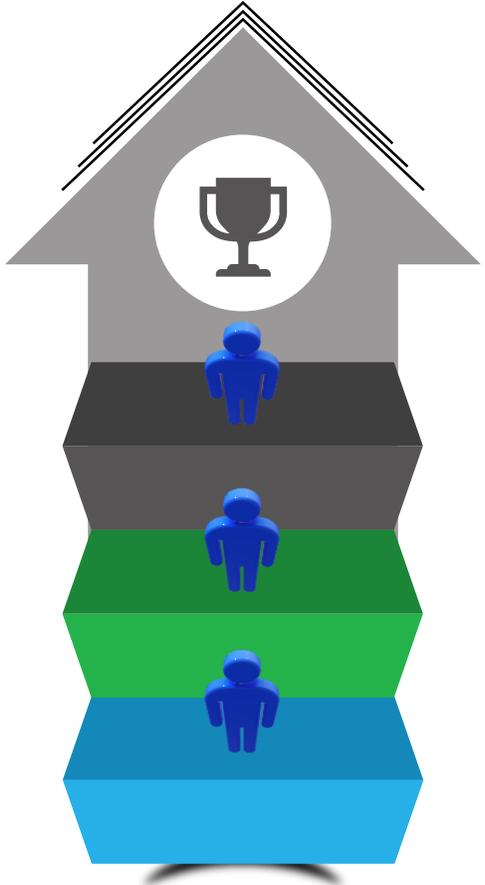
In Rs. Crore

Particular	Standalone			Consolidated		
	30.09.2021	31.03.2021	30.09.2020	30.09.2021	31.03.2021	30.09.2020
A) Equity & Liabilities						
Shareholder's funds	980	876	816	1,104	995	894
Non-current liabilities	86	128	178	362	422	532
Current liabilities	363	397	387	641	696	647
Total Equity & Liabilities	1,429	1,401	1,381	2,107	2,113	2,073
B) Assets						
Non-current assets	1,001	1,003	1,027	1,220	1,226	1,239
Current assets	428	398	354	887	887	834
Total Assets	1,429	1,401	1,381	2,107	2,113	2,073

- Net worth increased to Rs.1,104 crore as on Sept 30, 2021 from Rs.995 crore as on Mar 31, 2021
- Total Debt decreased by Rs. 82 crore during HI
- Total Debt to Equity at 0.28 as on Sept 30, 2021 vs. 0.41 as on Mar 31, 2021
- Strengthening of Balance Sheet remains a priority

HIL ESG Transformation Journey

Become a leading global, innovative and eco-friendly building and infrastructure solutions company and create sustainable value for all stakeholders



External Recognition

- HIL on route to obtain green certifications & ESG Ratings from MSCI, DJSI, Sustainalytics

Sustainability Strategy and Report

- ESG strategy & short & long term roadmap for goals and targets underway.
- Inaugural sustainability report in progress

Materiality Assessment

- Materiality assessment conducted to identify issues that are significant to stakeholders & business

Global disclosures

- HIL will align with global ESG reporting disclosures such as SBTi,TCFD, CDP, IR

ESG Governance Structure

- Corporate Social Responsibility and Sustainability committee, ESG steering committee & ESG working group for holistic ESG oversight across our value chain

Maturity Assessment

- Maturity assessment performed to determine current state scenario, identify and prioritize areas of intervention

GPTW Certified Company – 3rd Consecutive year



Recognized as “India’s Best Companies to Work For 2021”, Ranked at 55



Recognized as Top 30 of India’s best workplaces in Manufacturing 2021



Certified 3rd year in a row with satisfaction score at 86 (from 82 in 2020)



Recognized as Best Workplaces in Cement and Building Materials Industry 2021

Outlook

Investment in creating opportunities for growth in AAC Blocks, Panels and Boards by way of capacity expansion

Growth from leadership roofing business through optimised distribution and stronger marketing

Build a sustainable distribution network by establishing Sales Joint Ventures / subsidiaries in selected markets



Focus on driving non-roofing portfolio comprising Building, Polymer & Flooring Solutions

Established advanced research based non-asbestos roofing solutions to focus on institutional & MNC customers in India and overseas market

Evaluation of launch of adjacent products and inorganic avenues in order to augment existing business mix.

....Steadily progressing towards \$1 billion vision

Message from Managing Director & CEO



Dhirup Roy Choudhary

“Our performance during the first 6 months of the year has been healthy. In the interim, we are navigating transient supply-side challenges, which we are addressing comprehensively in a very methodical manner.

Roofing solutions continues to shine, delivering robust volume and value growth. Our team has brought in predictability and insights into the marketing function and consequently, we are very electively able to both identify and satisfy pockets of demand. I am proud to state the HIL remains a formidable presence in roofing with a leadership position in the market.

Building solutions have reached peak utilization and this is where our fresh capacities in the East will assist. The East project will account for the bulk of our Capex allocation this year. Our products are getting consumed beyond the traditional large cities as we have reached tier 2 and tier 3 cities. Our team is engaged with influencers, developers and construction companies to burnish the credentials of our offering. However, we are facing short term headwinds in availability and prices of key raw materials; primarily on account of rises in the input costs of raw material at suppliers’ end.

Polymer solutions is marking a steep ascent in performance as we continuously add more SKUs to our pipes and fittings portfolio as well as enrich our penetration pan India. We have also launched new products in this segment to broaden our offerings. The market witnesses significant volatility of raw material prices & its availability, which has adversely impacted gross margin during the quarter. Our attempt to pass on part of this rise has been impactful.

Flooring solution is facing huge scarcity of HDF Boards and steep rise in key raw materials prices. To compensate part of the profitability pressure, we have passed on selling price rise to our customers. Committed attempts in developing alternative sources to overcome raw material shortages are in place. We expect the prices to settle down in a phased manner from Q4 onwards.

The company’s focus towards developing an environment conscious product portfolio and eco sustainability continues towards building a 1 billion US\$ “one stop building material solutions” provider. We are deploying industry benchmark models to streamline production and processes. Moreover, we are harvesting rich insights about customers and clients to be better able to tailor productions and solutions. Our teams are making this possible as employees find harmony in their goals with those of the organisation.

We continue to seek active contributions from all our stakeholders towards building HIL 2.0.”

Contact Us

About Us:

Founded in 1946 and having completed 75 glorious years HIL Limited is an integral part of a burgeoning marketplace. It is the flagship company of the C K Birla Group, which is a growing US\$2.4 billion conglomerate with diversified interests. With over 25,000 employees, 41 manufacturing facilities and numerous patents and awards, the Group's businesses operate in five continents.

Today, HIL is the acknowledged leader in the Building Material space in India. HIL has been honored with the title of "Asia's Most Trusted Building Material Company for last 2 consecutive years by IBC INFOMEDIA. HIL also holds two consumer SuperBrand title and ranks amongst the top 20% of all other SuperBrands across all categories in India.

HIL manufactures a comprehensive range of products. Its Charminar brand is an established market leader in roofing solutions. Birla Aerocon, provides Green Building Solutions that includes Dry Walling, Wet Walling and Plumbing solution. Parador, the category leader in design & innovations, covers wooden flooring solutions. These are easy to install, energy efficient along with being superior in quality.

HIL's strength lies in its state-of-the-art manufacturing facilities, an unmatched distribution network and diligent customer care. HIL exports its products and machinery worldwide. The company is committed to support and provide environment- friendly products by following green and safe practices. With reference to the health surveillance records of our employees, HIL can safely claim that our AC sheets do not pose a health hazard to its workers, people who live under them, and the general population at large.

In its quest for excellence, HIL has developed a world-class R&D facility with a team of highly qualified and dedicated professionals to develop and refresh technologies and processes continuously redefining industry standards leading to solutions that are enriched, cost-effective and environmentally friendly.

HIL has surged ahead with a deep commitment to re-greening the world: it has adopted a unique "five- way green" philosophy to ensure that our products and processes are environmentally friendly from end-to-end. Over 30% of our energy needs are met from renewable sources. The company sources green raw materials with a low carbon footprint and processes them using green manufacturing that produces least effluents, byproducts and emissions. Finally, our end products are green, recyclable and have minimal environmental impact.

HIL is truly dedicated to providing smart choices that ensure environmentally sustainable Solutions.

With HIL we can explore a world of possibilities in building our dreams for a greener and safer tomorrow.

Additional information on the Company is available at the following link; <http://www.hil.in>

Ajay Kapadia
Vice President – Finance & Accounts
HIL Limited
Tel: +91 40 68249121
Email: ajay.kapadia@hil.in

Siddharth Rangnekar/Karl Kolah
CDR India
Tel: +91 22 6645 1209/1220
Email: siddharth@cdr-india.com karl@cdr-india.com