

Ref: HIL/SE/2024-25/50

November 7, 2024

To
BSE Limited
P.J.Towers, Dalal Street
Mumbai – 400 001
Scrip Code: 509675
Through: BSE Listing Centre

To
National Stock Exchange of India Limited
5th Floor, Exchange Plaza, Bandra (E),
Mumbai – 400 051
Scrip Symbol: HIL
Through: NEAPS

Sub: Investor Presentation on Q2 & H1 FY25 Financial Results

Ref: Regulation 30 of SEBI LODR Regulations, 2015

Dear Sir/Madam,

Please find enclosed Investor Presentation on unaudited standalone and consolidated financial results of the Company for the quarter and half year ended September 30, 2024.

A copy of the said presentation is uploaded on the website of the Company www.hil.in

Kindly take the same on record.

Yours faithfully,
For HIL Limited

Nidhi Bisaria
Company Secretary & Compliance Officer
Membership No. F5634

Encls. As stated



Financial Results Presentation

Q2 & H1FY25



About HIL

HIL is a pioneer in Home and Building solutions, delivering quality and innovative products catering to the ever-evolving needs of consumers globally. The business is diversified across product categories, customer segments and geographies. With a keen focus on sustainability, innovation & a diverse workforce, the company is seeking to significantly enhance its business footprint in the coming years.



CK Birla Group : 165+ years of rich legacy



~US\$3.0 billion
conglomerate



Over 35,000
employees



Focus on long-term values,
trust-based relationships



52 manufacturing
facilities across India
and the world



Numerous
patents & awards

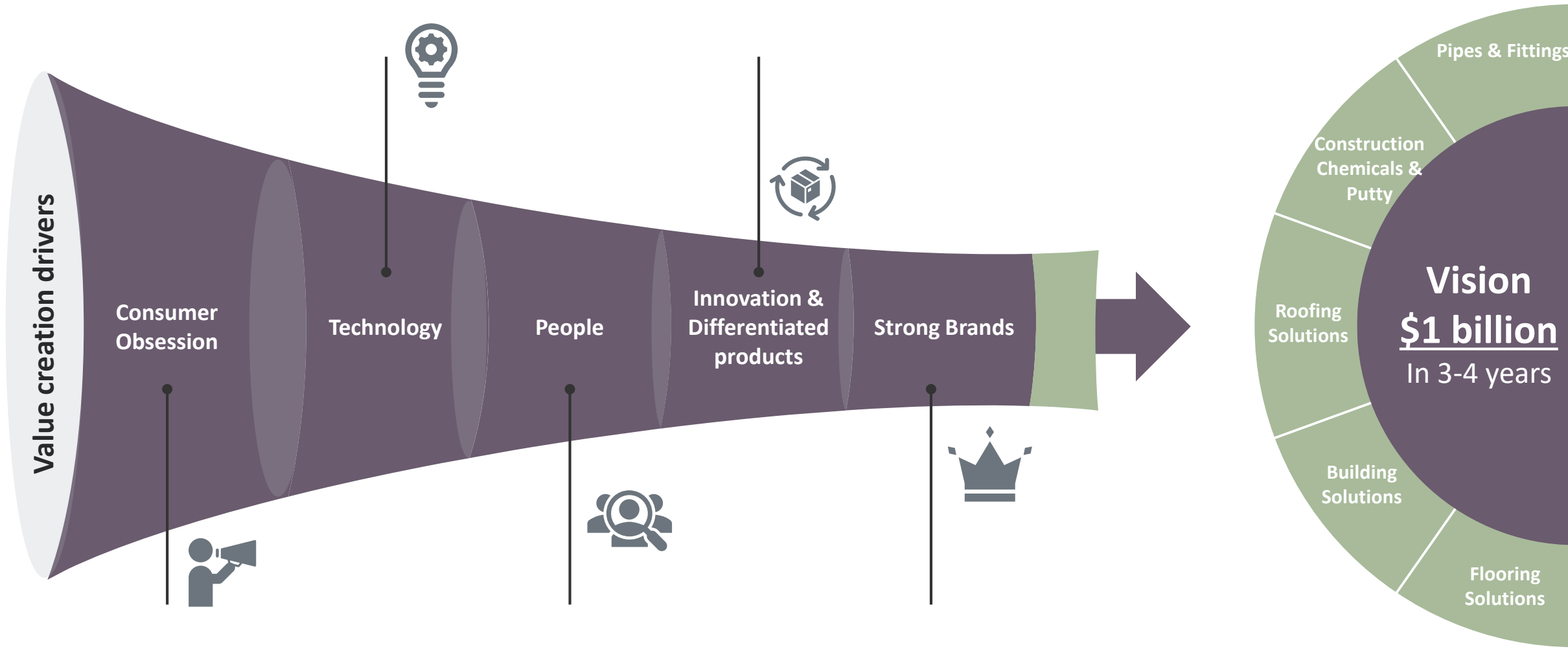


Relationships &
philanthropy

CK Birla Group - Industry Clusters & Key Companies

	Technology and Automotive					
	Home and Building					
	Healthcare					
	Education					

HIL Poised for sustained value creation





Vision

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



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



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

Our beliefs & values



The organisation is boldly 'Reimagining HIL' and executing strategic pivots that will put us on the path of fast paced, value-building growth.

Our People are central to HIL's success, and our vision is to build a future ready organization that is responsible, agile, and innovative.

We remain dedicated to building a culture of excellence, trust, and inclusion.



Our Values



Integrity



Respect



Teamwork



Accountability



Innovation



Excellence



CK Birla

Chairman

HIL's strengths

Distribution



21,000+ retail points. 3,500+ distributors/stockists.

Digitalization and manufacturing



32 manufacturing facilities globally. Digitally-enabled for growth

Innovative product portfolio



Sustainable product development/improvement. own R&D centre

Strong brands



Leading brands in roofing, building solutions, Flooring and emerging power brands in Pipes & construction chemicals

Global presence



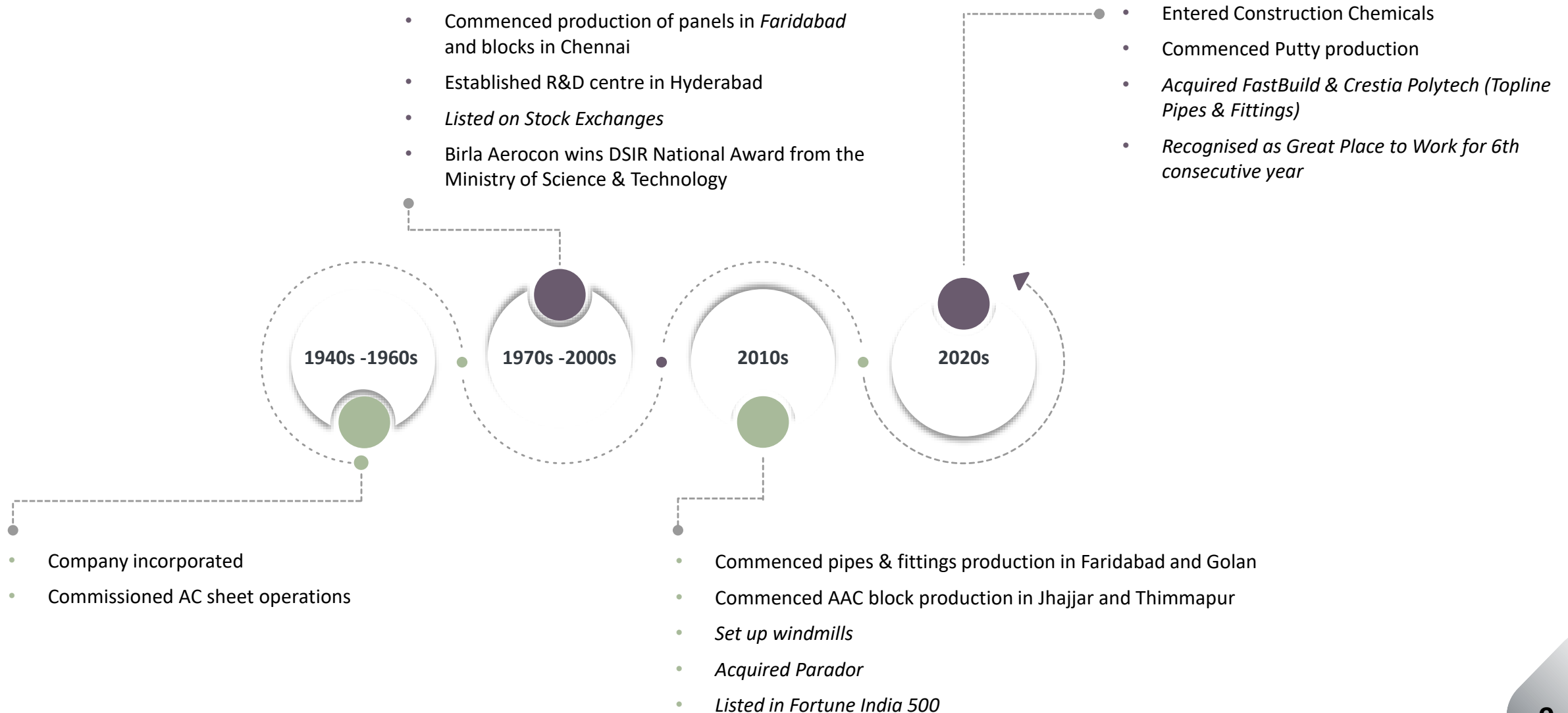
Sales present across 80+ countries

People



2,750+ strong workforce globally. 94 employee engagement score

HIL's journey



Experienced leadership team



- Over 2 decades of professional experience with CK Birla Group & AT Kearney in various roles across India, Europe and the Middle east
- Expertise in scaling up and transforming businesses and building high performing teams
- He is a Chemical Engineer from IIT Delhi and an MBA from IIM Calcutta

Akshat Seth
MD & CEO



- Over 2 decades of experience with METROD (OFHC) Sdn. Bhd., JohnsonDiversey India, ABB, and Alembic Ltd.
- Expertise in M&A, International business, business analysis, controlling & evaluation, including Investor Relations
- He is a Chartered Accountant, CMA, M.Com & DTP

Ajay Madhusudan Kapadia
Chief Financial Officer



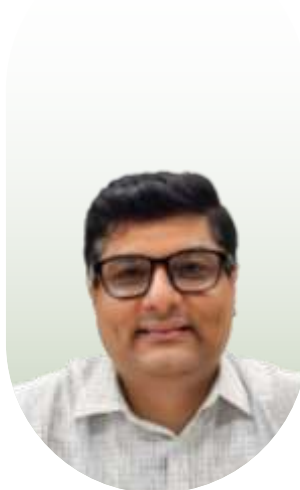
- Over 2 decades of experience with top firms: Mohawk, Interface, and Milliken & Co.
- Expertise in strategic communication and business management across global markets
- He is a B. Communication & MBA

David (Neel) Bradham
MD & CEO of Parador



- Over 2 decades of experience with Gujarat Tea Packer & Processor, Creamline Dairy, Mars International, and Colgate Palmolive
- Expertise in Sales & Distribution, Strategy & RTM, Channel Sales, Key Account Management, and Business Development
- He is B.Com & MBA

Vijay Kumar Lahoti
Business Head - Roofing & Building Solutions



- Over 2 decades of Leadership experience with CK Birla Group, McKinsey & Company, and ITC Ltd
- Expertise in growth, strategy, operations, business transformation,
- He is Chemical Engineer from IIT Delhi & MBA from IIM Ahmedabad

Arun Kumar Magoo
Business Head - Pipes & Fittings



- Over 2 decades of professional experience with Pernod Ricard India(Seagram), PepsiCo India, JP Morgan Chase, and Bharti Enterprises
- Expertise in business HR, organization development and change management
- She is BA (Honours) in Economics & MBA in HR

Surbhi Puri Bist
Chief Human Resources Officer

Experienced leadership team



- Over 2 decades of experience across multiple geographies at Landmark Group, Aditya Birla Group, Deloitte Touche India, KPMG, PwC, and YUM! Restaurants India
- Experienced in different facets of Operations & Strategy including M&A, GTM and Growth Strategy
- He is an Engineer and an MBA from IIM Calcutta

Mudit Agarwal

Head - Strategy



- Over 2 decades of experience across sectors including automobiles, FMCG, telecom, and lifestyle décor (paints) with Aditya Birla, Kansai Nerolac Paints, Aircel Limited, Wrigley India, Maruti Udyog, and Mahindra & Mahindra
- Experienced in Business transformation, brand launch, innovation and consumer centricity
- He is an engineer and MBA

Peeyush Bachlaus

Chief Marketing Officer



- Over 2 decades of professional experience with Nuvoco Vistas Corp, Reliance, Pidilite, and EFGE Consultants
- Experienced in innovation, material science and R&D
- He is a Master of Engineering (Civil) & MBA

Pranav Desai

Head - Innovation



- Over 2 decades of professional experience with RPG Group, Onida, International Mineral Resources Corporation, Indorama Pet, and Protiviti Consulting
- Expertise in corporate governance, compliance and business processes
- He is a Chartered Accountant and MBA

Purav Viren Gala

Head - Internal Audit & Industrial Safety



- Over 2 decades of professional experience with Usha Martin, BOC India, Godrej Group, Vodafone, Shristi Infrastructure, and Zetwerk Manufacturing
- Expertise in corporate governance, compliance and business processes
- He is a Certified Internal Auditor, Chartered Accountant, Fraud Examiner & DISA

Mukesh Agrawal

Asst. Vice President- Internal Audit








- Over 2 decades of professional experience with Nuvoco Vistas Corp Ltd.
- Expertise in Procurement, Supply Chain, Strategy & RTM, Channel Sales, Key Account Management, and Business Development
- He is Bachelors in Mining Engineering. MBA Operations & SCM

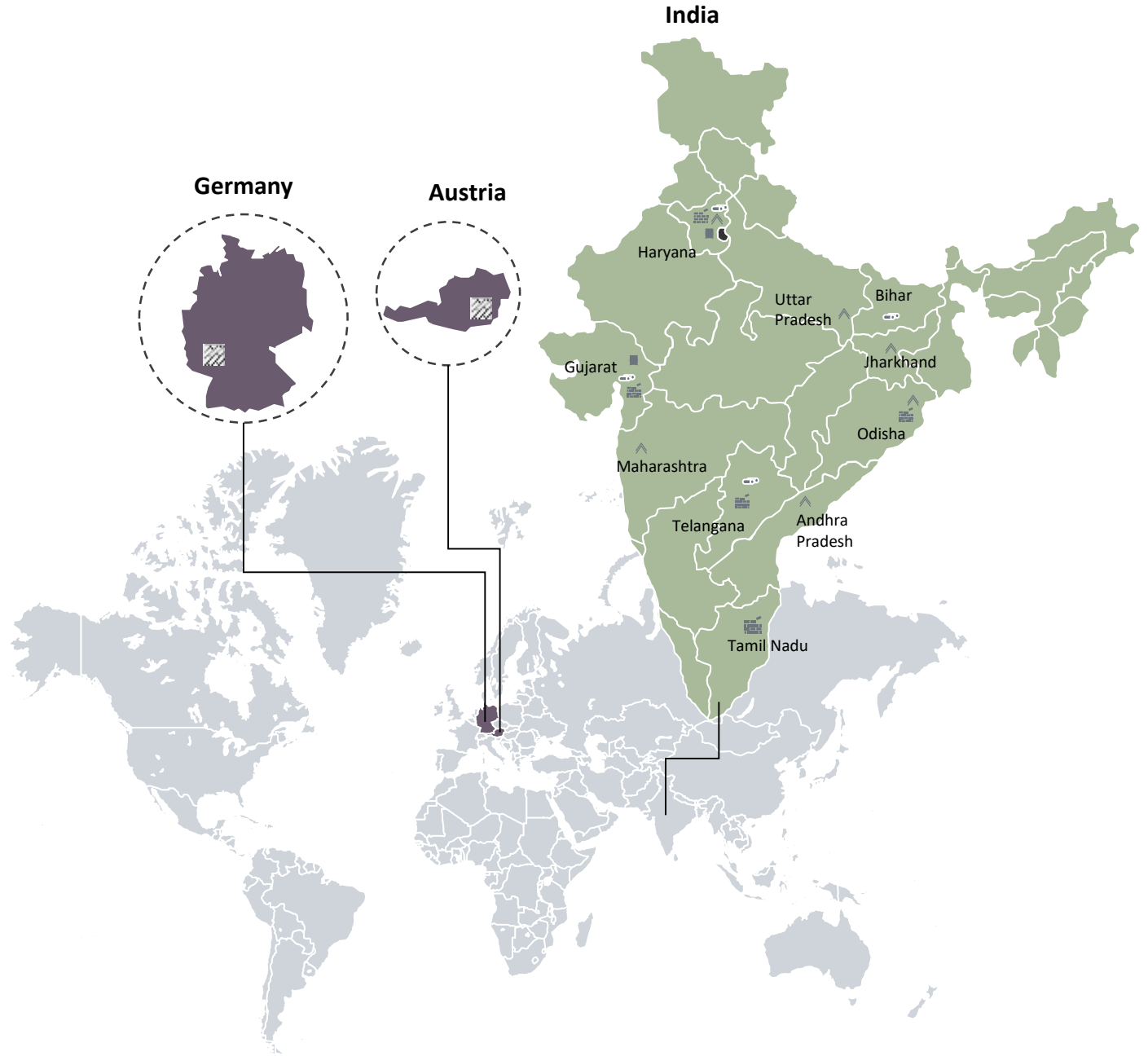
Sunit Kumar Dey

Head - Supply Chain Management

Global manufacturing presence

Manufacturing Units

-  Roofing Solutions
-  Building Solutions
-  Construction Chemicals & Putty
-  Pipes & Fittings
-  Flooring Solutions





Environment

Eco-Footprint minimization

- Initiatives in energy and waste management, raw material sourcing, and innovation.
- Continuous improvement in operational efficiency with the 3R principle.

Waste reduction strategies

- Optimization of manufacturing processes and reduction of packaging materials.
- Promotion of eco-friendly products and engagement with suppliers for sustainable practices.

Product innovation for sustainability

- Focus on developing eco-friendly building materials.
- Hold certifications (GRIHA, IGBC, GreenPro) as a testament to commitment to sustainable construction practices.



Society

CSR commitment to rural empowerment

- Dedicated initiatives aimed at benefiting underprivileged sections in rural India.
- Continuous engagement to promote social equity within these communities.

Adherence to corporate standards

- As responsible corporate citizens, strict adherence to the standards and regulations outlined in the Companies Act 2013 (CSR).

Social value creation for sustainable society

- Commitment to creating social value and providing equitable opportunities for all community members.
- Focused efforts towards fostering a thriving and sustainable society.



Governance

Robust corporate governance for sustainability

- Implementation of a well-structured corporate governance system to effectively address sustainability issues.

Board-Level commitment to sustainability

- Periodic discussions at the board level underscore our commitment to sustainability and its significance in our operations.

Transparency and ethical practices

- Integration of transparency and ethical behavior into our operations.
- Establishment of policies, including a code of conduct, whistleblower awareness policy, and measures to prevent workplace harassment, to uphold these values.

Pioneering ESG Excellence – Focused on Responsible Business Conduct, Sustainable Value Creation, and Innovative Solutions for a Greener Tomorrow.

Making a difference together through CSR initiatives

12,335

beneficiaries;
100% vulnerable/ marginalized group

- **Live Love Laugh Foundation** for rural mental health program at Tangi, Cuttack in Odisha, NTR District (Kondapalli), Rangareddy District (Thimmapur)
- **Child Survival India** for mobile medical unit at 12+ villages in Chennai near our unit
- **School project in Balasore** – 02 additional classrooms benefitting girl students



Training of ASHA workers at Tangi, Cuttack



Behavior Change Communication session

Awareness Meetings at NTR district



World Heart Day



Self-help group meeting at Rangareddy district



Mobile Medical Unit on its round

Rural mental health program by LLL

Mobile Medical Unit at Chennai

Recent awards won



Greenpro award for 2023-25



Harit Bharat Leadership Summit & Awards 2023



Sustainable Organisations for 2023



Most trusted BRANDS of India



Brand of the year



Superbrands 2023 for 5th year in row



India's best brand of the year 2023



Brand of the decade 2023

Brands & Products Overview



Polymer Solutions



Products

Pipes & Fittings

Presence in 20+ segments

- uPVC
- CPVC
- SWR & Silent
- UGD & Foamcore
- Casing & Column
- Agri & Pressure
- Water Tanks
- HDPE, MDPE & Gas
- PPR, GI & Electrofusion
- GI & Spigot Butt Fusion
- PP Compression, FHTC

CC & Putty

- Wall care Putty
- Gypsum Plaster
- Water Proofing solution
- Tile Adhesive
- Primers & Stainers
- Distemper



Pipes & Fittings



Water tanks



Putty



Construction chemicals



Adani Amoga, Gujarat



TVS Emerald Peninsula, Chennai



IIT, Trichy

Installed Capacity

- Pipes & Fittings 100k+ MTPA
- Putty 250k+ MTPA

Developing new capacities and better reach

Roofing Solutions



Products

- 'Charminar' Fibre Cement Sheets
- 'Charminar Fortune' Next Gen Eco-Friendly Roofing Sheets
- 'Charminar +' Coloured Fibre Cement Sheets

Installed Capacity

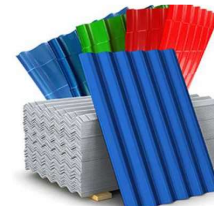
1.1 million MT



Charminar Fibre Cement Sheets



Charminar Fortune

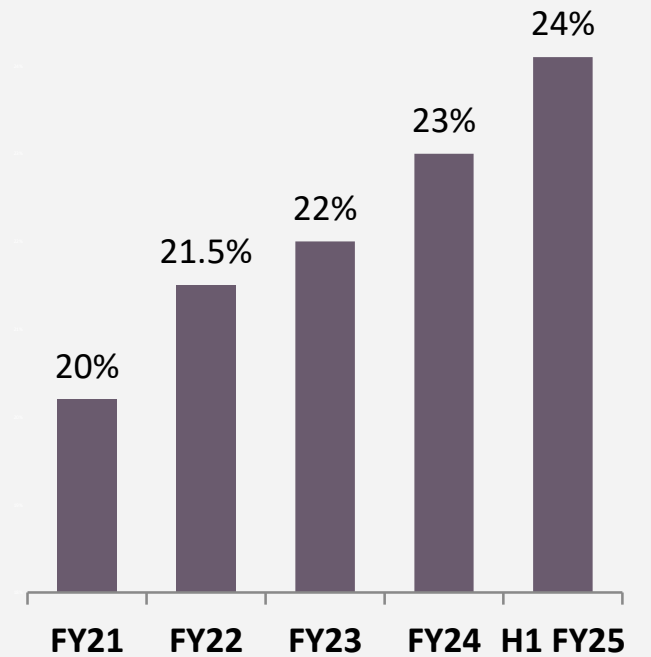


Ultracool



Our Market Share

Market Share (%)



Sustaining leadership for generations



Products

Dry Wall:

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

Wet Wall

- AAC Blocks

Installed Capacity

- Blocks 1.1 million CuM
- Boards & Panels 2.3 lakh MT

BIRLA[®]
AEROCON

AAC Blocks



Designer Boards



Panels



Amrita University, Chennai



World Trade Centre, Delhi



HPCL Refinery, Barmer

Developing new capacities and better reach



Products

- Engineered wood flooring
- Laminate flooring
- Resilient flooring
 - Vinyl flooring
 - Modular One
- Skirting, wall & ceiling panel and accessories

Installed Capacity

15 Million SQM

PARADOR

Engineered wood flooring



Laminate flooring



Vinyl flooring



Modular One



80+ Countries
Global Sales Presence

Giving a global footprint to superior product range

Our social media presence

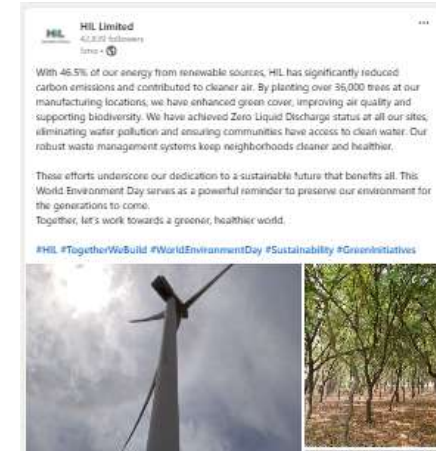
Consumer Connect



Innovation & Technology



Sustainability



Increasing engagement with key stakeholders



**1,000+ Retailers
Connected**

**175,000+ sq.ft Ambient
Branding**

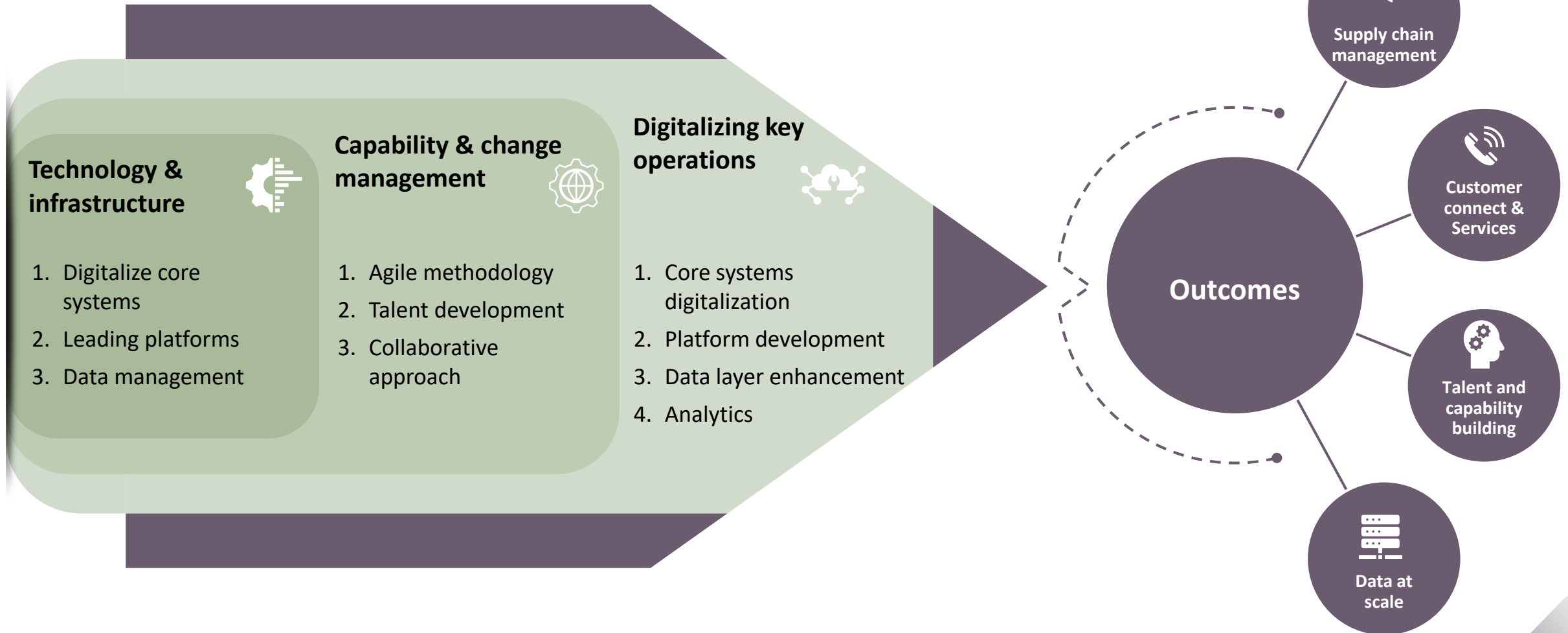
**20,000+ Influencer Met
& Connected**

Scaled outreach amongst key opinion makers



10,000+ Direct connects with leading architects' specifiers, consultants and members of the fraternity

Enablers of Digital Transformation



Ranked #12 Indian best place to work & amongst Top 50 in Asia

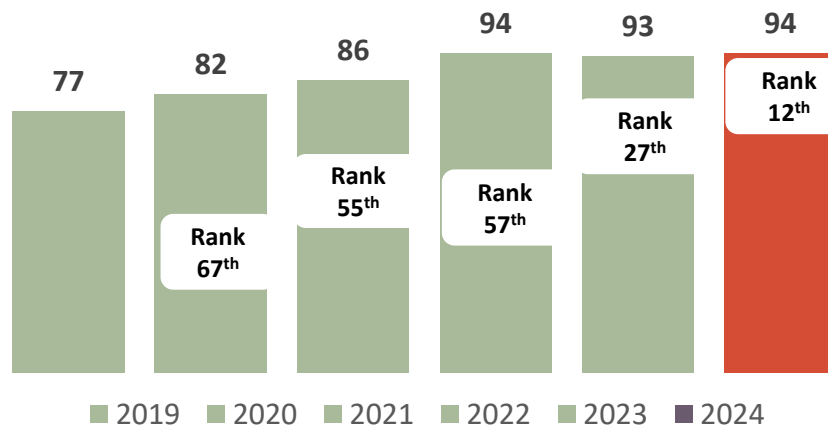


Building diverse talent pool, hiring from FMCG, Manufacturing, Consumers, Retail & various other industries

Strengthening corporate functions across Strategy, Marketing, M&A, Product Management and beyond

1,040+ people trained for 10,100+ hours

Trust Index Score



Awards and accolades

- India's Best Companies to Work for 2024: **Ranked #12 in India**
- Best Workplaces in Asia™ in 2024: **Ranked # 41** in Asia
- Best in industry: Cement & Building Materials, 2024
- Great Place To Work®, India; Re-certified from March 2024 to March 2025
- Top 25 | India's Best Workplaces™ in Manufacturing, 2024
- Top 50 | Large India's Best Workplaces Building a culture of Innovation by All, 2024
- Top 50 | Large India's Best Workplaces for Millennials, 2024

Q2 & H1 FY25 Results Overview



Message from MD & CEO



Akshat Seth

MD & CEO

We, at HIL, have concluded Q2 / H1 of FY25 with a consistent 7-8% growth momentum in a tough external environment marked by weaker macro-economic and demand cues. Across our product categories, we have delivered category-leading volume growth and gained market share both in India and at Parador. With a slew of cost management measures, we have limited the impact of a weak price regime on profitability. Apart from negotiating the current scenario, we have sustained our investments towards a “Reimagined HIL” with intensified efforts towards new products, re-energizing our brand, marketing and technology platforms and strengthening our teams.

Pipes & Fittings segment recorded 63% volume growth, significantly outpacing market / peer performance. We have fully integrated our recent acquisition and expected synergies are being realized. Our scale up of Construction Chemicals business continues with a 25% revenue growth and with introduction of several new products to offer a more comprehensive product portfolio to our customers. In Roofing Solutions, despite an industry de-growth of ~10% we have increased our market share by ~100 bps. Our Building Solutions business is recording steady volume growth (Blocks grew by over 8%).

This performance in India is in the context of lower government spending, inclement weather, weaker demand and adverse raw material price movements (PVC resin is a case in point) – all factors contributing to weaker pricing and margins for our products. However, sustained efforts around material and labor costs as well as working capital & inventory helped limit the impact of these factors. For instance, in Building Solutions and in Construction Chemicals we have expanded our margins by 250—350 bps. Further, ongoing initiatives on logistics and energy costs (in partnership with external experts) will deliver more value impact in the quarters to come.

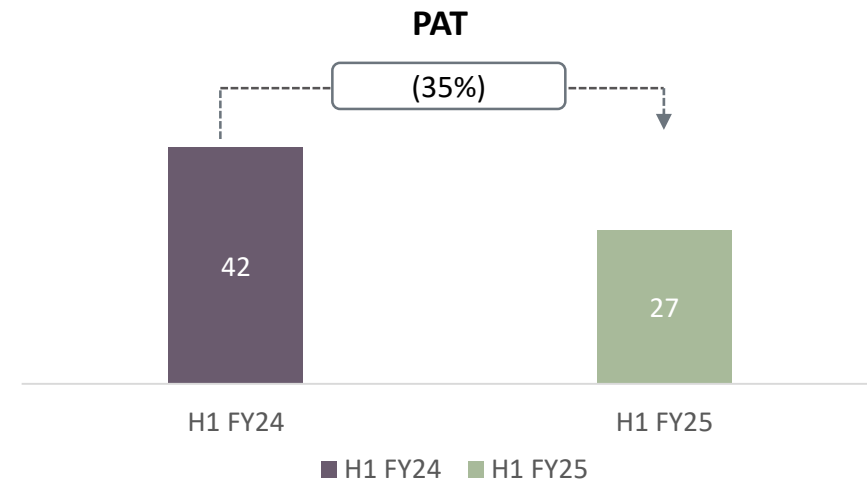
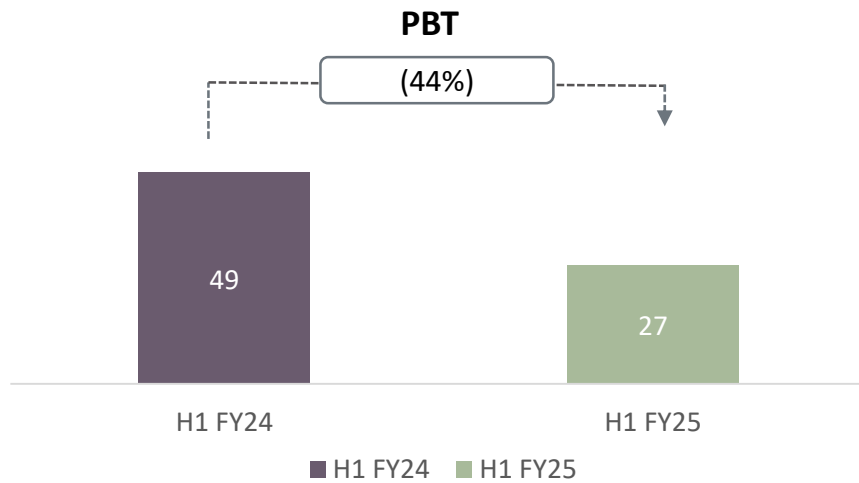
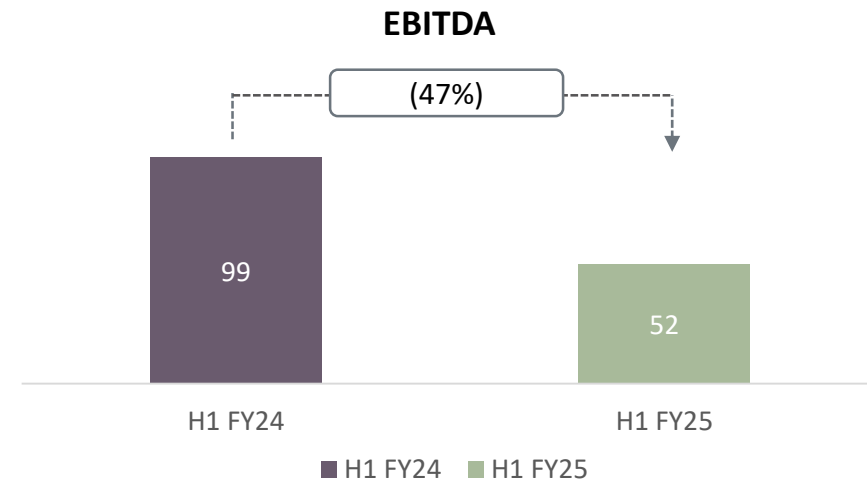
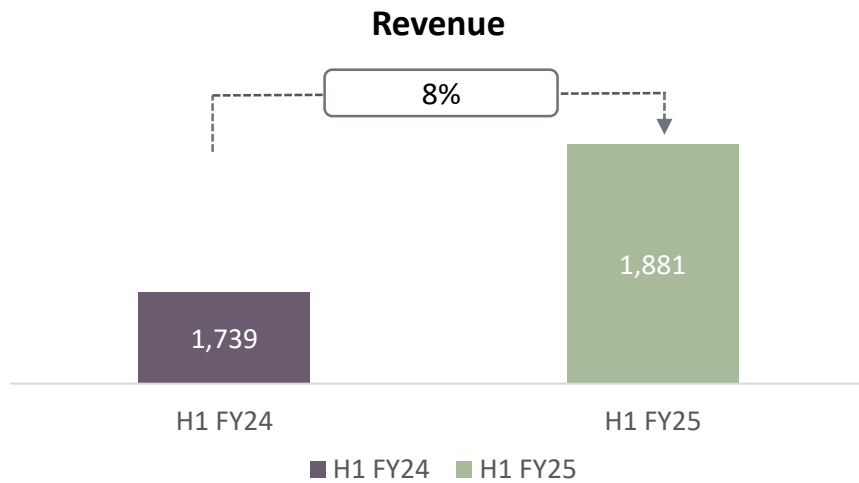
At Parador, we grew our volumes by 12% and revenue by 8% in a market which by all estimates has declined by nearly 10%. This industry beating performance is driven by gain share in the core European markets with new products, new customers (including in Commercial) and renewed sales and marketing efforts. We expect this momentum to become stronger as our geographical expansion to markets such as Americas come to fruition in coming quarters. On cost side, we have undertaken another round of “lean optimization” exercise

Our Digitalization initiatives are leading to not only upgrading the core enterprise and data systems but also building platforms for stronger customer management, data analytics and efficient operations. For instance a key milestone this quarter was Go-live of our SAP-S4 Hana and the launch of our LMS platforms. We have also built strong momentum in our Manufacturing Excellence initiative to drive productivity, efficiency and quality improvement across our operations.

Besides being ranked #12 Best Place to work in India, HIL is now also ranked #41 Best place to work in Asia. As we march towards our goals, we will sustain our enabling work-culture to ensure our teams are inspired to take HIL to the next level.

H1 FY25 Highlights - Consolidated

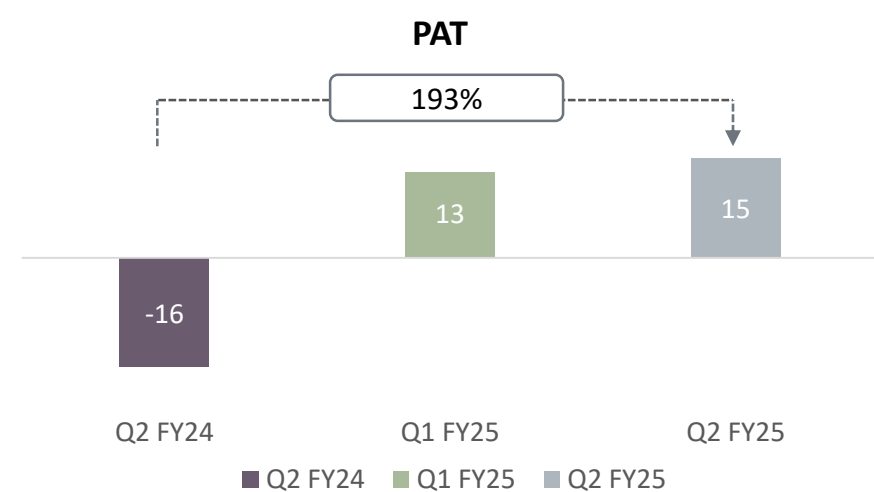
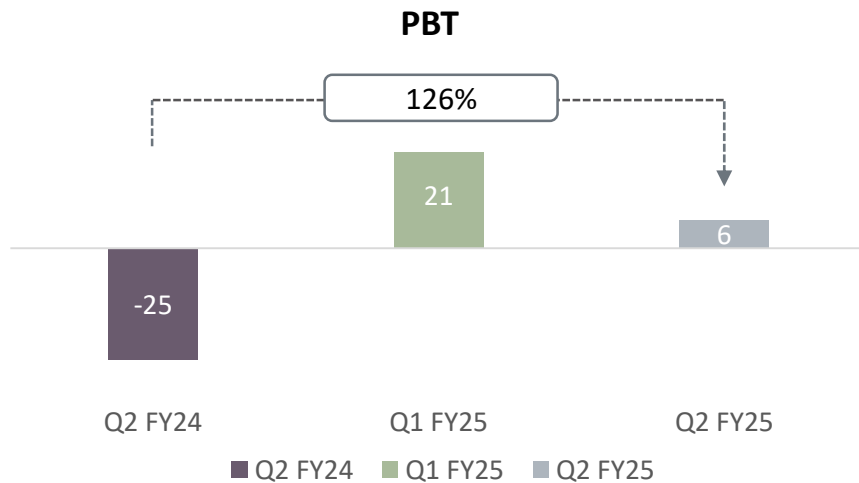
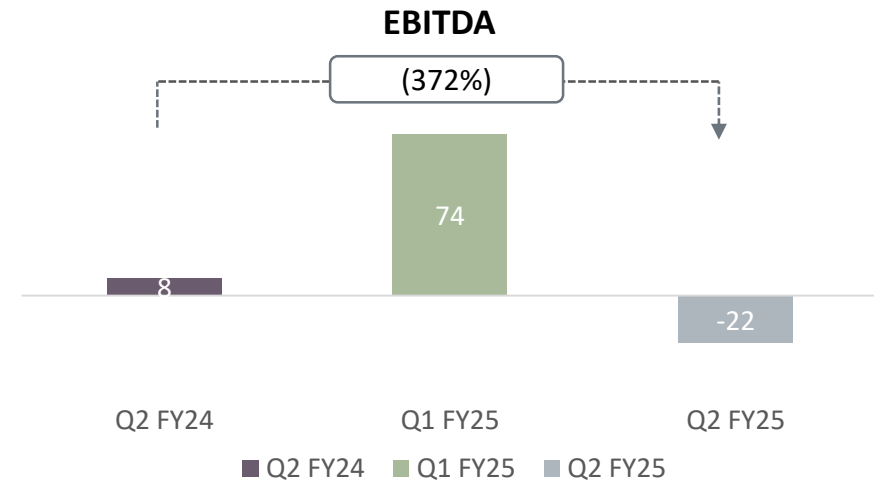
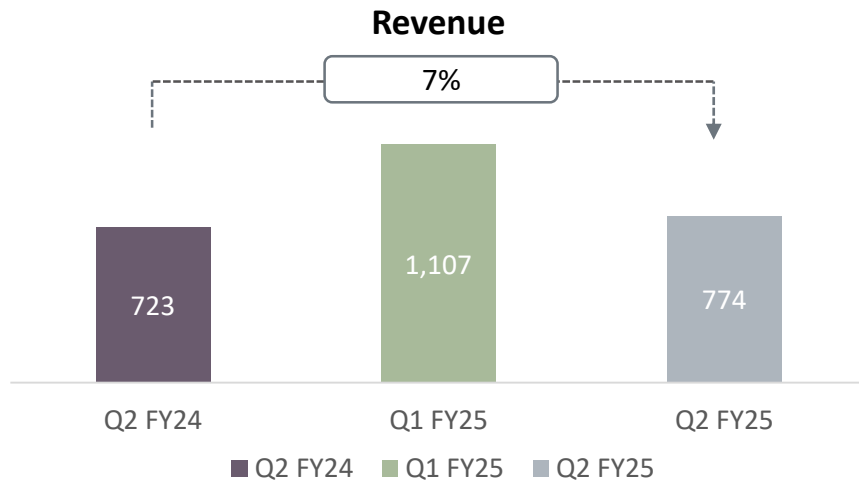
In Rs. Crore



Note: PBT & PAT includes non-operating income of INR 37 Crore in H1FY24 and INR 82 Crore in H1FY25 on account of sale of assets

Q2 FY25 Highlights - Consolidated

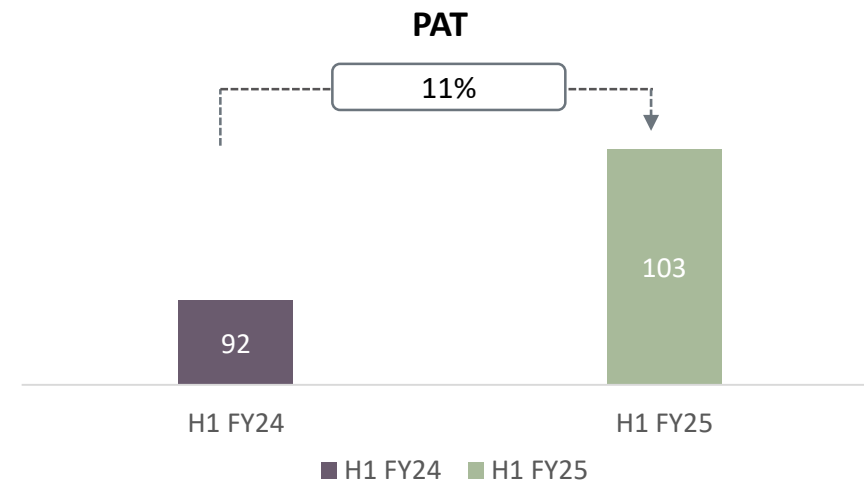
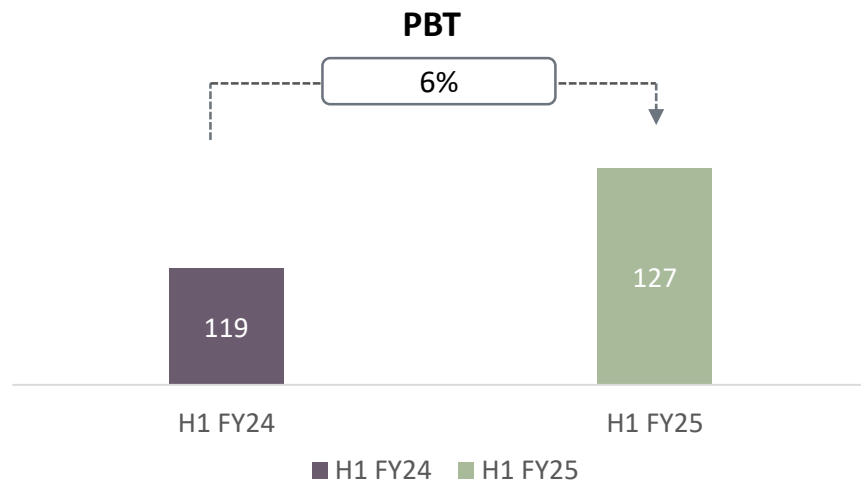
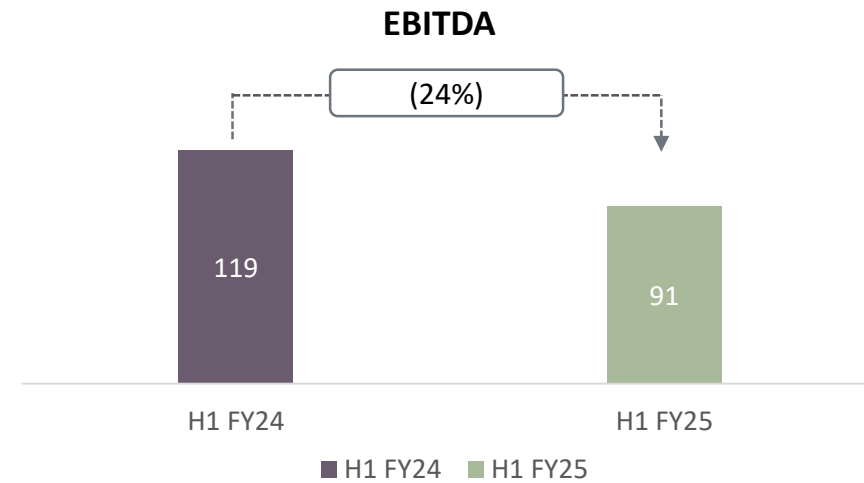
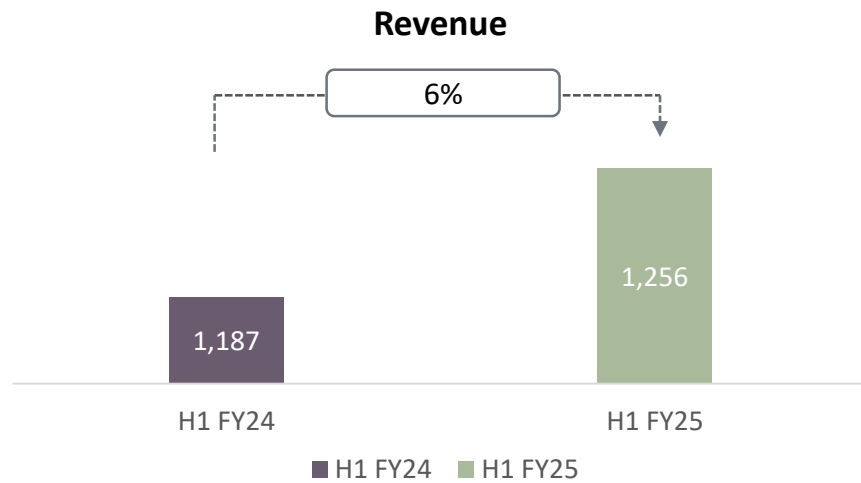
In Rs. Crore



Note: PBT & PAT includes non-operating income of INR 14 Crore in Q2FY24 and INR 82 Crore in Q2FY25 on account of sale of assets

H1 FY25 Highlights - Standalone

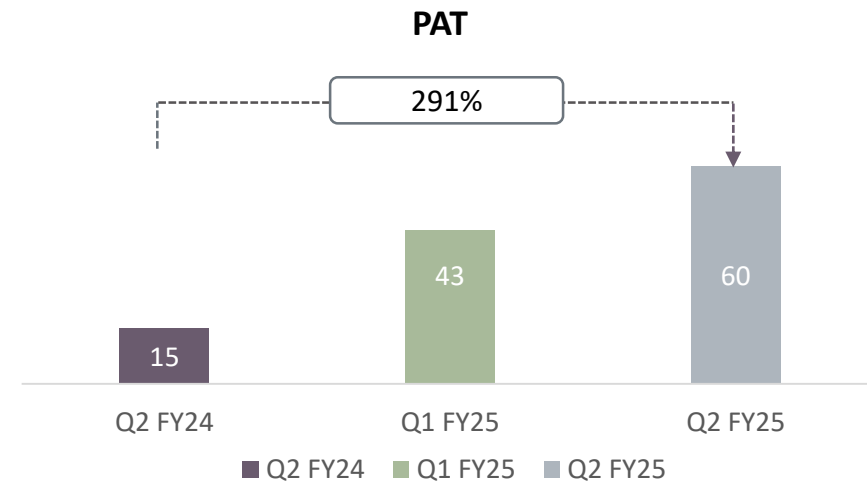
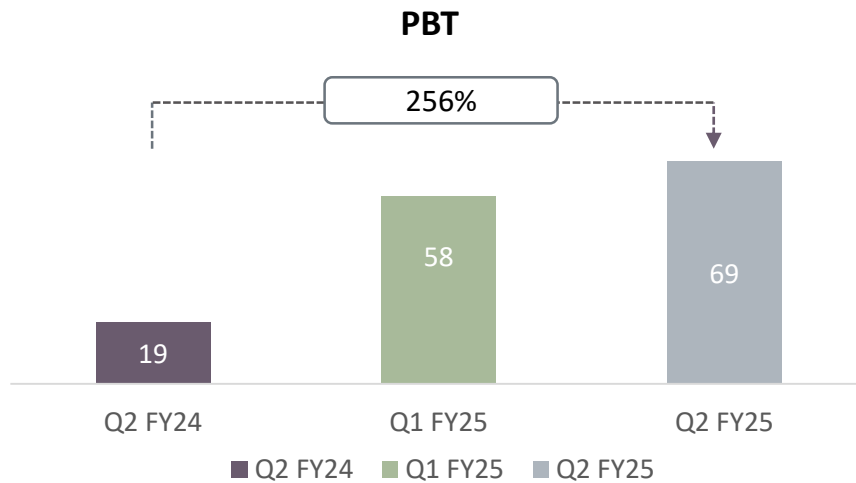
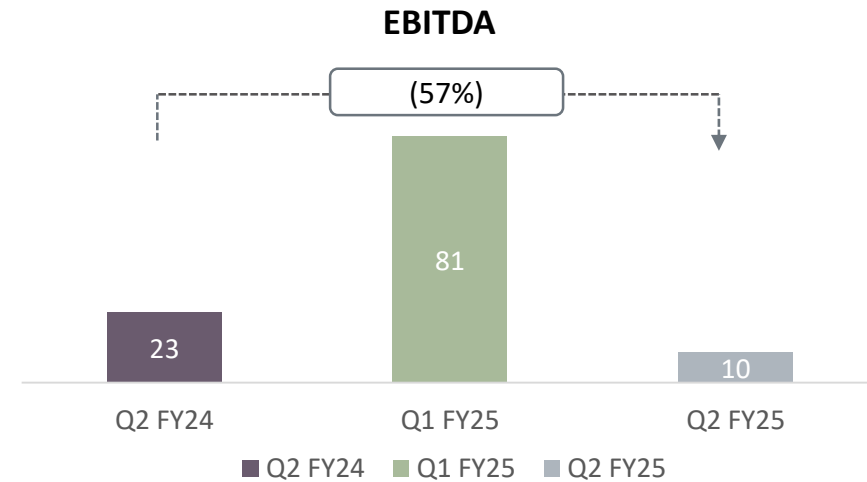
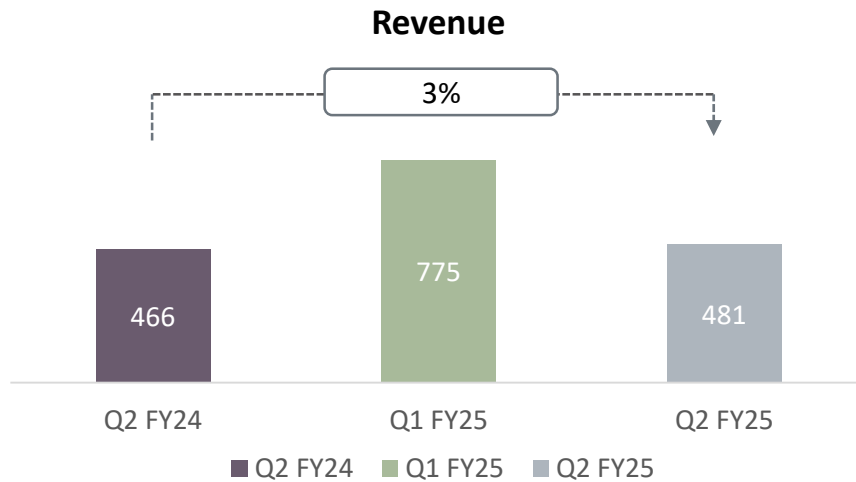
In Rs. Crore



Note: PBT & PAT includes non-operating income of INR 37 Crore in H1FY24 and INR 82 Crore in H1FY25 on account of sale of assets

Q2 FY25 Highlights - Standalone

In Rs. Crore

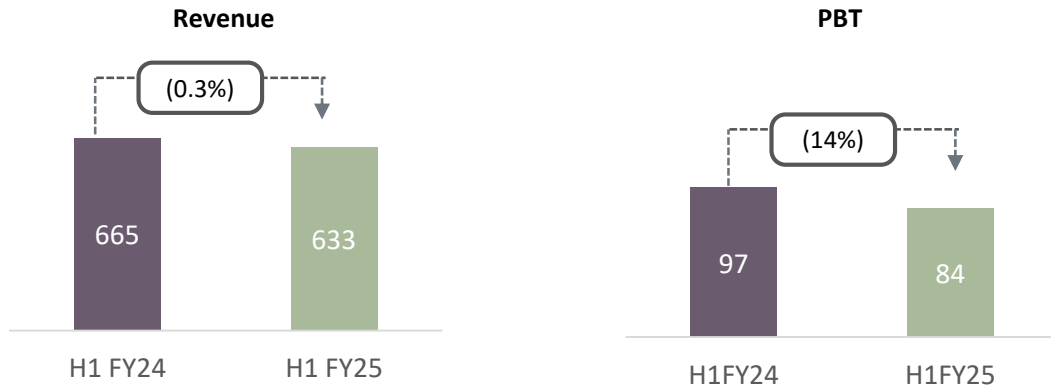


Note: PBT & PAT includes non-operating income of INR 14 Crore in Q2FY24 and INR 82 Crore in Q2FY25 on account of sale of assets

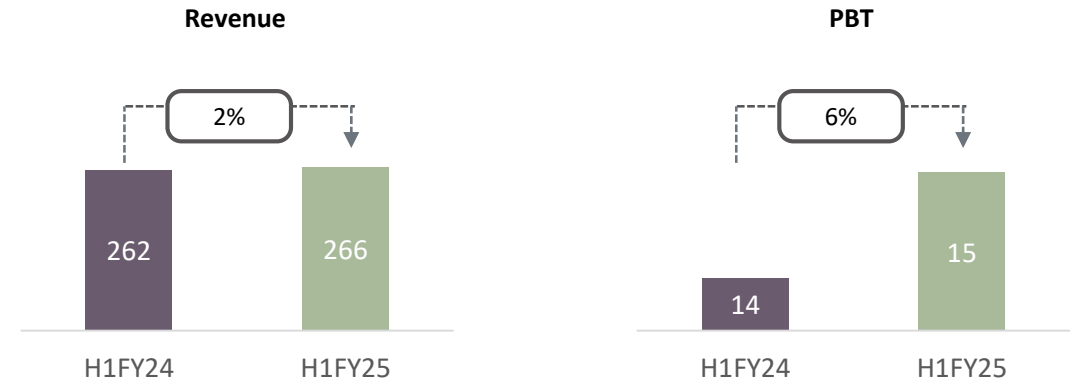
Key segment performance

In Rs. Crore

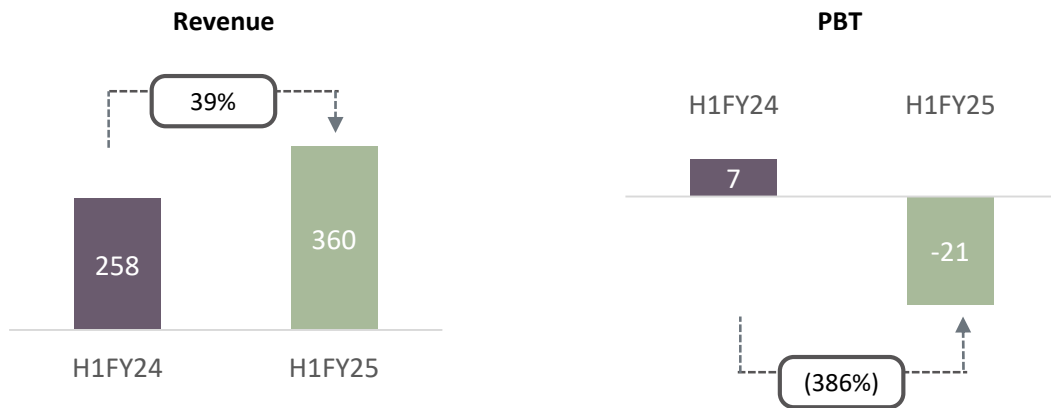
Roofing Solutions



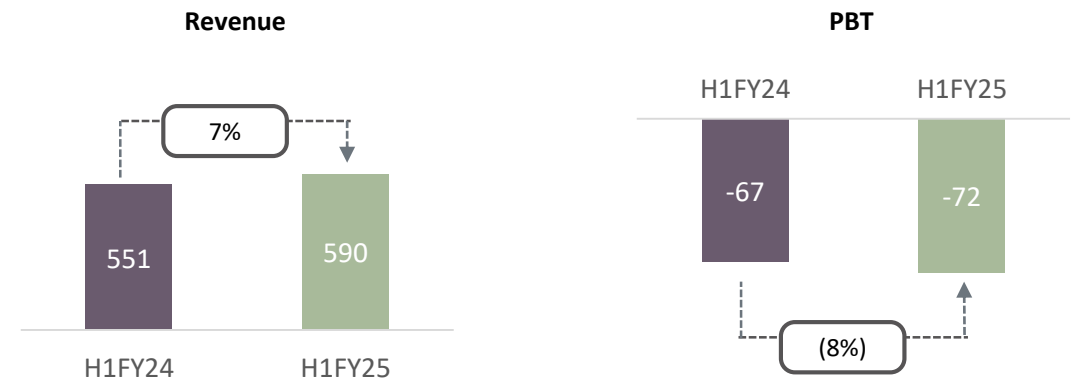
Building Solutions



Polymer Solutions



Flooring Solutions



Financial statements - Balance sheet

In Rs. Crore

Particular	Standalone			Consolidated		
	30.09.2024	31.03.2024	30.09.2023	30.09.2024	31.03.2024	30.09.2023
A) Equity & Liabilities						
Shareholder's funds	1,278	1,191	1,189	1,277	1,253	1,263
Non-current liabilities	88	162	49	609	628	342
Current liabilities	615	599	538	1,048	862	830
Total Equity & Liabilities	1,981	1,952	1,776	2,934	2,743	2,435
B) Assets						
Non-current assets	1,339	1,147	1,132	1,850	1,527	1,293
Current assets	642	805	644	1,084	1,216	1,142
Total Assets	1,981	1,952	1,776	2,934	2,743	2,435

Cautionary statement regarding forward-looking statements

This presentation may contain certain forward-looking statements relating to HIL Ltd. (“HIL”, or “Company”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this presentation. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

Contact Us



Address:

HIL Limited

Office No 1 & 2, Level 7, SLN Terminus, SY No 133, Near Botanical Gardens Gachibowli,
Hyderabad, Telangana India, 500032

CIN No: L74999TG1955PLC000656



Ajay Kapadia



Chief Financial Officer



HIL Limited



Tel: +91 40 68249121



Email: ajay.kapadia@hil.in



Mit Shah / Siddharth Rangnekar



CDR India



Tel: +91 22 6645 1217/1209



Email: mit@cdr-india.com / siddharth@cdr-india.com