

## NEAPS/BSE ONLINE

9<sup>th</sup> August, 2018

The Corporate Relationship Dept.,  
BSE Ltd.,  
Phiroze Jeejeebhoy Towers,  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda, Dalal Street,  
Mumbai - 400 001

The Secretary,  
National Stock Exchange of India Ltd,  
Exchange Plaza, 5th Floor,  
Plot No. C/1, G-Block  
Bandra-Kurla Complex,  
Bandra (E), Mumbai - 400 051

Dear Sirs,

**Sub: Unaudited Financial Results and Limited Review Report for the first quarter ended 30<sup>th</sup> June, 2018 together with Segment wise Revenue, Results, Capital Employed**

In compliance with the requirements of Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith Un-audited Financial Results for the first quarter ended 30<sup>th</sup> June, 2018 including Segment wise Revenue, Results and Capital Employed as on 30<sup>th</sup> June, 2018, duly recommended by the Audit Committee and subsequently considered and approved by the Board of Directors in their meeting held on Thursday, 9<sup>th</sup> August, 2018 along with the Limited Review Report of the Statutory Auditors thereon.

The Meeting of Board of Directors was commenced at 02:00 pm and concluded at 05:00 pm.

This is for your reference and record.

For **HSIL Limited**



(Payal M. Puri)  
Company Secretary

Name: Payal M. Puri  
Address: 301-302, 3<sup>rd</sup> Floor, Park Centra, Sector-30, Gurugram-122001  
Membership No. 16068

Encl: As above  
**HSIL Limited**  
(An ISO 9001 14001 OHSAS 18001 Certified Company)

**Corporate Office:** 301-302, III<sup>rd</sup> Floor Park Centra, Sector-30, NH-8, Gurugram, Haryana - 122 001. T+91-124-4779200, F +91-124-4292898/99

**Registered Office:** 2, Red Cross Place, Kolkata, West Bengal - 700 001. T +91-33-22487406/07, F +91-33-22487045

marketing@hindware.co.in | www.hindwarehomes.com | CIN No. - L51433WB1960PLC024539



India's most awarded & certified bathroom products company

# HSIL LIMITED

REGD. OFFICE: 2, RED CROSS PLACE, KOLKATA-700 001, Tel: 033-22487407/5668

Website: www.hindwarehomes.com

Email: hsilinvestors@hindware.co.in

CIN : L51433WB1960PLC024539

**PART I**

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2018**

(Rs. in crore)

|             |   | Standalone                                    |  |   |  |
|-------------|---|---|--|---|--|
| Particulars |   | 3 months ended<br>30 June 2018<br>(unaudited) | Preceeding<br>3 months ended<br>31 March 2018<br>(Audited) | Corresponding<br>3 months ended<br>in the previous<br>year<br>30 June 2017<br>(Unaudited) | Year ended<br>31 March 2018<br>(Audited) |
| I           | Revenue from operations   | 542.41  | 660.82   | 513.33  | 2,284.51                                 |
| II          | Other income  | 1.55  | 6.33   | 0.79  | 9.71                                     |
| III         | <b>Total income (I+II)</b>  | <b>543.96</b>                                 | <b>667.15</b>  | <b>514.12</b>   | <b>2,294.22</b>                          |
| IV          | <b>Expenses</b>   |   |  |   |  |
|             | a) Cost of materials consumed   | 113.93  | 127.48   | 82.77   | 417.44                                   |
|             | b) Purchases of stock-in-trade  | 85.31   | 166.29   | 108.37  | 546.84                                   |
|             | c) Changes in inventories of finished goods, stock-in-trade and work-in-progress              | 3.00  | (18.84)  | (15.72)   | (75.38)                                  |
|             | d) Excise duty  | -   | -  | 35.00   | 35.00                                    |
|             | e) Employee benefits expense  | 86.82   | 85.68  | 68.40   | 308.87                                   |
|             | f) Finance cost   | 11.21   | 20.28  | 10.45   | 55.76                                    |
|             | g) Depreciation and amortization expense  | 31.56   | 32.01  | 26.16   | 114.04                                   |
|             | h) Power and fuel   | 77.88   | 81.56  | 64.42   | 280.97                                   |
|             | i) Other expenses   | 131.40  | 144.02   | 116.97  | 498.39                                   |
|             | <b>Total expenses (IV)</b>  | <b>541.11</b>                                 | <b>638.48</b>  | <b>496.82</b>   | <b>2,181.93</b>                          |
| V           | <b>Profit before exceptional items and tax (III-IV)</b>                                       | <b>2.85</b>                                   | <b>28.67</b>   | <b>17.30</b>  | <b>112.29</b>                            |
| VI          | <b>Exceptional item</b>   | -   | 0.40   | -   | (6.54)                                   |
| VII         | <b>Profit before tax</b>  | <b>2.85</b>                                   | <b>29.07</b>   | <b>17.30</b>  | <b>105.75</b>                            |
| VIII        | <b>Tax expense</b>  |   |  |   |  |
|             | a) Current tax  | 2.00  | (2.27)   | 7.62  | 27.89                                    |
|             | b) Deferred tax charge/(benefit)  | (1.25)  | 7.43   | (2.08)  | 3.11                                     |
|             | <b>Tax expenses (VIII)</b>  | <b>0.75</b>                                   | <b>5.16</b>  | <b>5.54</b>   | <b>31.00</b>                             |
| IX          | <b>Profit for the period (VII - VIII)</b>   | <b>2.10</b>                                   | <b>23.91</b>   | <b>11.76</b>  | <b>74.75</b>                             |
| X           | <b>Other comprehensive income (net of tax)</b>  |   |  |   |  |
|             | (A)(i) Items that will not be reclassified to profit or loss                                  | 0.28  | 1.52   | 0.20  | 2.13                                     |
|             | (ii) Income tax relating to items that will not be reclassified to profit or loss             | (0.10)  | (0.53)   | (0.07)  | (0.74)                                   |
|             | (B)(i) Items that will be reclassified to profit or loss                                      | -   | -  | -   | -  |
|             | (ii) Income tax relating to items that will be reclassified to profit or loss                 | -   | -  | -   | -  |
|             | <b>Total other comprehensive income (X)</b>   | <b>0.18</b>                                   | <b>0.99</b>  | <b>0.13</b>   | <b>1.39</b>                              |
| XI          | <b>Total comprehensive income for the period (IX+X)</b>                                       | <b>2.28</b>                                   | <b>24.90</b>   | <b>11.89</b>  | <b>76.14</b>                             |
| XII         | <b>Earnings before interest, depreciation, tax and amortization (EBIDTA) [V+IV (f)+IV(g)]</b> | <b>45.62</b>                                  | <b>80.96</b>   | <b>53.91</b>  | <b>282.09</b>                            |
| XIII        | <b>Paid-up equity share capital (face value Rs.2/- per share)</b>                             | <b>14.46</b>                                  | <b>14.46</b>   | <b>14.46</b>  | <b>14.46</b>                             |
| XIV         | <b>Other equity (excluding revaluation reserve)</b>   | -   | -  | -   | <b>1,159.80</b>                          |
| XV          | <b>Earnings per share : (of Rs. 2/- each ) (not annualized)</b>                               |   |  |   |  |
|             | (a) Basic (Rs.)   | 0.29  | 3.31   | 1.63  | 10.34                                    |
|             | (b) Diluted (Rs.)   | 0.29  | 3.31   | 1.63  | 10.34                                    |



## PART II

(Rs. in crore)

| Segment wise revenue, results, assets and liabilities |  | Standalone                                    |   |   |  |
|---|--|---|---|---|--|
|   |  | 3 months ended<br>30 June 2018<br>(unaudited) | Preceding<br>3 months ended<br>31 March 2018<br>(Audited) | Corresponding<br>3 months ended<br>in the previous<br>year<br>30 June 2017<br>(Unaudited) | Year ended<br>31 March 2018<br>(Audited) |
| Particulars   |  |   |   |   |  |
| <b>1</b>  | <b>Segment revenue from operation:</b>   |   |   |   |  |
|   | a) Building products   | 239.57  | 300.22  | 232.85  | 1,044.12                                 |
|   | b) Packaging products (refer note 5 )  | 227.62  | 278.66  | 217.27  | 940.52                                   |
|   | c) Consumer products   | 54.84   | 60.77   | 39.26   | 207.69                                   |
|   | d) Retail business   | 21.62   | 23.53   | 23.83   | 96.18                                    |
|   | e) Others  | 0.77  | 0.09  | 0.68  | 1.48                                     |
|   | <b>Total</b>   | <b>544.42</b>                                 | <b>663.27</b>   | <b>513.89</b>   | <b>2,289.99</b>                          |
|   | Less : Inter segment revenue   | 2.01  | 2.45  | 0.56  | 5.48                                     |
|   | <b>Total income from operations</b>  | <b>542.41</b>                                 | <b>660.82</b>   | <b>513.33</b>   | <b>2,284.51</b>                          |
| <b>2</b>  | <b>Segment results: Profit(+)/ loss(-) (before tax and interest from each segment)</b> |   |   |   |  |
|   | a) Building products   | 31.91   | 44.59   | 31.05   | 167.94                                   |
|   | b) Packaging products (refer note 5 )  | (1.99)  | 17.56   | 16.31   | 66.61                                    |
|   | c) Consumer products   | (6.31)  | (2.08)  | (9.31)  | (16.75)                                  |
|   | d) Retail business   | (1.39)  | 0.13  | (2.84)  | (11.68)                                  |
|   | e) Others  | 0.51  | (0.14)  | 0.46  | 0.58                                     |
|   | <b>Total profit before unallocable expenditure</b>                                     | <b>22.73</b>                                  | <b>60.06</b>  | <b>35.67</b>  | <b>206.70</b>                            |
|   | Less: i) Finance costs   | 11.21   | 20.28   | 10.45   | 55.76                                    |
|   | ii) Loss due to fire in Retail Division  | -   | (0.40)  | -   | 6.54                                     |
|   | iii) Other un-allocable expenditure net off un-allocable income                        | 8.67  | 11.11   | 7.92  | 38.65                                    |
|   | <b>Total Profit before tax</b>   | <b>2.85</b>                                   | <b>29.07</b>  | <b>17.30</b>  | <b>105.75</b>                            |
| <b>3</b>  | <b>Segment assets</b>  |   |   |   |  |
|   | a) Building products   | 1,551.22                                      | 1,552.96  | 1,217.41  | 1,552.96                                 |
|   | b) Packaging products  | 1,438.86                                      | 1,523.27  | 1,389.43  | 1,523.27                                 |
|   | c) Consumer products   | 157.39  | 215.44  | 102.57  | 215.44                                   |
|   | d) Retail business   | 50.50   | 44.25   | 43.74   | 44.25                                    |
|   | e) Others  | 7.94  | 7.32  | 7.11  | 7.32                                     |
|   | f) Unallocated   | 136.70  | 131.66  | 165.39  | 131.66                                   |
|   | <b>Total</b>   | <b>3,342.61</b>                               | <b>3,474.90</b>   | <b>2,925.65</b>   | <b>3,474.90</b>                          |
|   | <b>Segment liabilities</b>   |   |   |   |  |
|   | a) Building products   | 796.31  | 844.94  | 504.25  | 844.94                                   |
|   | b) Packaging products  | 909.16  | 983.22  | 850.97  | 983.22                                   |
|   | c) Consumer products   | 111.32  | 143.57  | 84.96   | 143.57                                   |
|   | d) Retail business   | 46.85   | 26.80   | 33.83   | 26.80                                    |
|   | e) Others  | 0.14  | 0.03  | 0.00  | 0.03                                     |
|   | f) Unallocated (inter segment assets)  | (12.89)                                       | (12.93)   | (10.28)   | (12.93)                                  |
|   | <b>Total</b>   | <b>1,850.89</b>                               | <b>1,985.63</b>   | <b>1,463.73</b>   | <b>1,985.63</b>                          |



Notes:

- (1) The above financials results of HSIL Limited ("HSIL" or "Company") for the quarter ended 30th June 2018 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 9th August 2018.
- (2) The statutory auditors of the Company have carried out a limited review of the unaudited financial results for the quarter ended 30th June 2018 .
- (3) Effective 1st April 2018 the Company has adopted Ind AS 115 'Revenue from contracts with customer'. There is no material impact on the revenue recognised during the quarter ended 30th June 2018.
- (4) Figures for the quarter ended 31st March 2018 represents the balancing figures between the audited figures for the full financial years and published year to date figures upto third quarter of the respective financial years.
- (5) The Packaging Product Division has undertaken major overhaul of part of one glass furnace at its Bhongir plant which resulted in sub-optimal production during the quarter. Another furnace at Bhongir plant is also undergoing scheduled rebuilt and is expected to affect production and sales volume in the forthcoming quarter.
- (6) In the results above, the Revenue from operations for the quarter ended 30th June 2017 is gross of excise duty but net of Goods and Service Tax (GST) which was applicable from 1st July 2017. Accordingly, revenues for the quarter ended 30th June 2018, 31st March 2018 and for the year ended 31st March 2018 are not comparable with the previous periods ended 30th June 2017 presented in above financial results. Had the previously reported respective period Revenue from operations shown net of excise duty, comparative segmentwise Revenue of the Company would have been as follows:

| Segment revenue from operation:     | Quarter ended |               |               | Year ended      |
|-------------------------------------|---------------|---------------|---------------|-----------------|
|                                     | 30 June 2018  | 31 March 2018 | 30 June 2017  | 31 March 2018   |
| a) Building products                | 239.57        | 300.22        | 218.17        | 1,029.45        |
| b) Packaging products               | 227.62        | 278.66        | 196.95        | 920.20          |
| c) Consumer products                | 54.84         | 60.77         | 39.26         | 207.69          |
| d) Retail business                  | 21.62         | 23.53         | 23.83         | 96.18           |
| e) Others                           | 0.77          | 0.09          | 0.68          | 1.47            |
| <b>Total</b>                        | <b>544.42</b> | <b>663.27</b> | <b>478.89</b> | <b>2,254.99</b> |
| Less : Inter segment revenue        | 2.01          | 2.45          | 0.56          | 5.48            |
| <b>Total income from operations</b> | <b>542.41</b> | <b>660.82</b> | <b>478.33</b> | <b>2,249.51</b> |

- (7) The Board of Directors of the Company, in its meeting held on 10th November 2017 had approved a composite Scheme of Arrangement under section 230 to 232, read with section 66 and other applicable provisions of the Companies Act 2013 and the provisions of other applicable laws, amongst the Company, Somany Home Innovation Limited, a wholly owned subsidiary of the Company ("Resulting Company 1") and Brilloca Limited, a wholly owned subsidiary of Resulting Company 1 ("Resulting Company 2") and their respective shareholders and creditors ("Scheme"). The Scheme provides for the demerger of, (i) the Consumer Products Distribution and Marketing Undertaking ("CPDM Undertaking") and Retail Undertaking of the Company into Resulting Company 1, and (ii) the Building Products Distribution and Marketing Undertaking ("BPDM Undertaking") of the Company into Resulting Company 2. The Appointed Date for the Scheme is 1st April 2018 or such other date as directed by the Hon'ble Kolkata Bench of the National Company Law Tribunal ("NCLT"). The Scheme is subject to necessary regulation, approval and sanction by Hon'ble NCLT. The Company has received approval from BSE Limited and the National Stock Exchange of India Limited and Hon'ble NCLT vide its order dated 2nd August 2018 has directed for meeting of shareholder, secured creditors and unsecured creditors respectively on 29th September 2018.
- (8) A portion of the company's Kaharani unit engaged in manufacturing of faucets, a part of building products division, had fire on the night of 12th Nov 2017. The necessary surveys by the insurance company has been conducted and unit is duly covered by insurance including reinstatement value clause. The insurance company is in process of assessing the quantum of claims for settlement. Adjustments pertaining to loss, receipt of interim payments, final settlement due to fire would be accounted for upon its final assessment by the insurance company. In the opinion of management there will not be any material impact on this account on state of affairs and result of the company. The company has received an interim insurance claim of Rs.2.54 crore in July 2018.
- (9) Previous period figures have been regrouped /re-arranged wherever considered necessary to confirm to the current quarter's classification.

Place : Gurugram  
Date: 9th August 2018



*Rajendra Kumar Somany*  
Dr. Rajendra Kumar Somany  
Chairman and Managing Director  
HSIL Limited



**Independent Auditor's Review Report**

**TO**  
**The Board of Directors of**  
**HSIL Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of **HSIL Limited** ('the Company') for the quarter and three months period ended 30<sup>th</sup> June, 2018 ("the Statement"), attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulations"), read with Circular No. CIR/CFD/FAC/62/2016 dated 5<sup>th</sup> July 2016 ("the Circular"). The preparation of the Statement in accordance with the recognition and measurement principles laid down in Ind AS-34, Interim Financial Reporting prescribed u/s 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rule, 2015, as amended, read with the Circular, is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE 2410) "Review of Interim financial information performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to enquiries of the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the applicable Accounting Standards i.e. India Accounting Standards ('Ind AS') prescribed u/s 133 of the Companies Act, 2013 read with relevant rules issued there under and other recognised accounting practices and policies generally accepted in India has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For LODHA & CO.**  
Chartered Accountants  
Firm's Registration No. 301051E



**( N.K. LODHA )**

Partner

M. No. 85155

Place: New Delhi

Date: 9/8/2018

