

Ref: HIL/SE/2023-24/99

February 4, 2024

To
BSE Limited
P.J.Towers, Dalal Street,
Mumbai – 400 001

To
National Stock Exchange of India Limited
5th Floor, Exchange Plaza, Bandra (E),
Mumbai – 400 051

Scrip Code: 509675

Scrip Symbol: HIL

Sub: Investor Presentation on Q3 & 9M FY24 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 nine months ended December 31, 2023.

A copy of this disclosure is being 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.5634

Financial Results Presentation

Q3 FY2024



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.

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CK Birla Group – 165+ Years of Rich Legacy



Over **US\$2.9 billion**
Conglomerate



Over **30,000**
Employees



Focus on Long-term
Values, Trust-based



Present across
Five Continents



Numerous
Patents & Awards



Relationships &
Philanthropy





About HIL

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

Company At A Glance

22%

Compounded Revenue
Growth Last 5 years



8%

Compounded EBITDA
Growth Last 5 years



4%

Compounded PAT
Growth Last 5 years



9%

ROCE



0.33x

Debt Equity



45

Working Capital Cycle



**ICRA
AA/Stable**
Credit rating



1,500+

SKUs



26

Facilities



5

Number of Brands



15

Number of factories



20,000+

Retailers

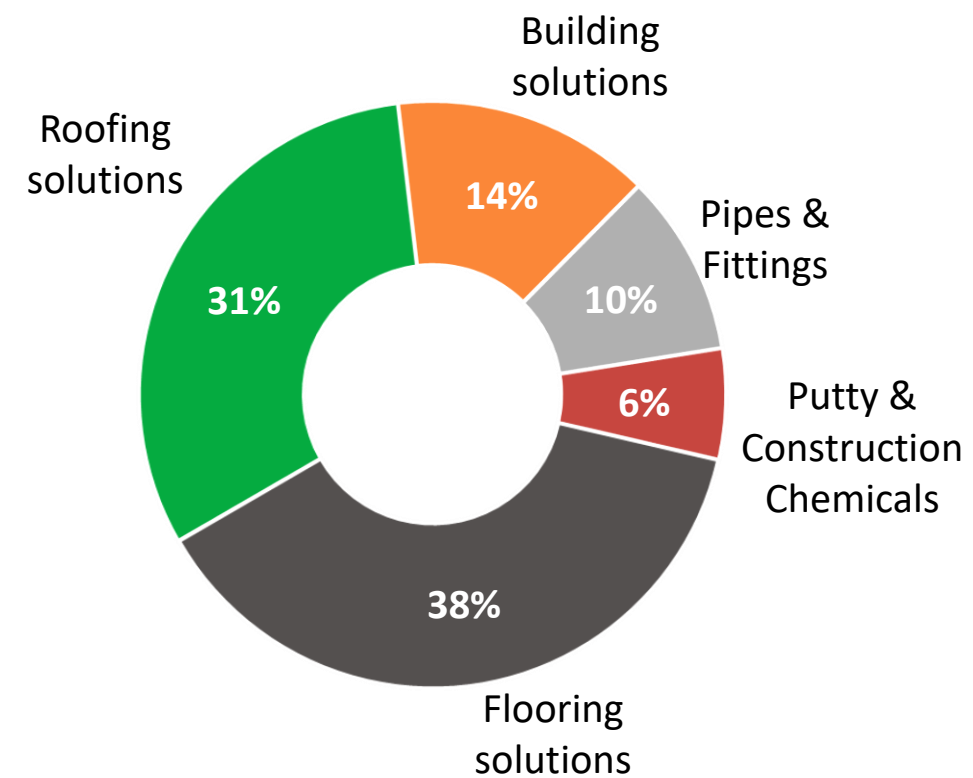
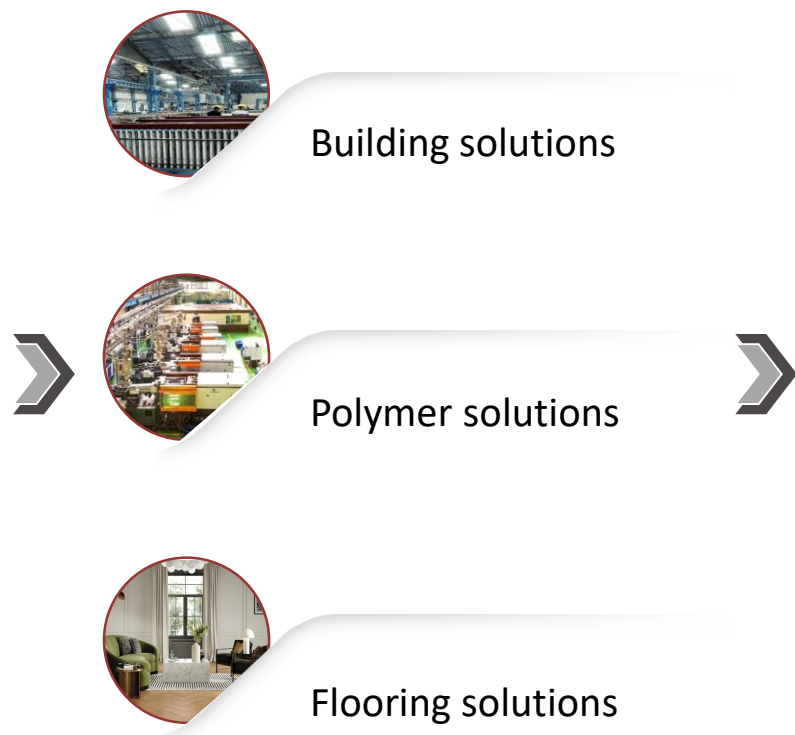
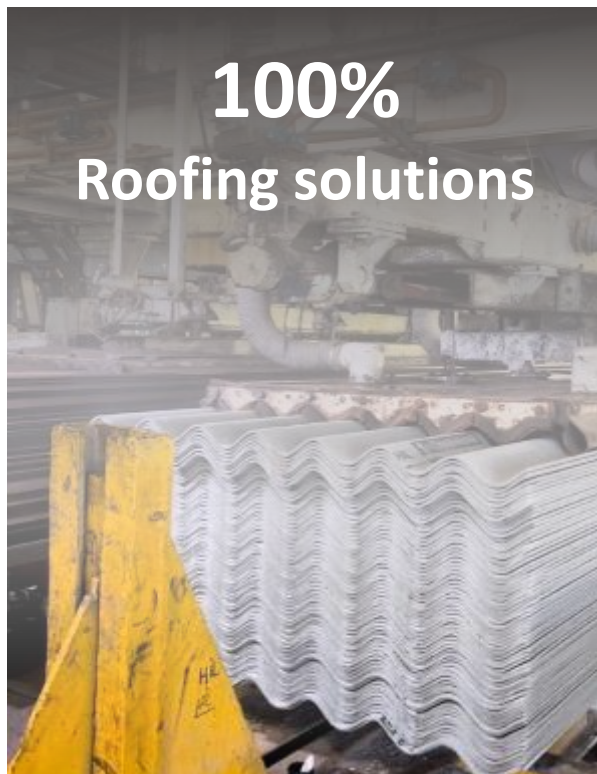


Legacy of consistent value creation

1946

1997-2022

2023



Vision

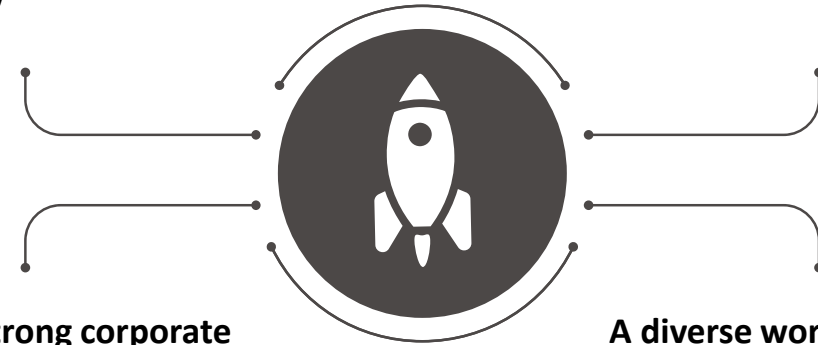


“To be a leading, global, innovative, and eco-friendly, building and infrastructure solutions company and create sustainable value for our stakeholders”

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 & environment.”



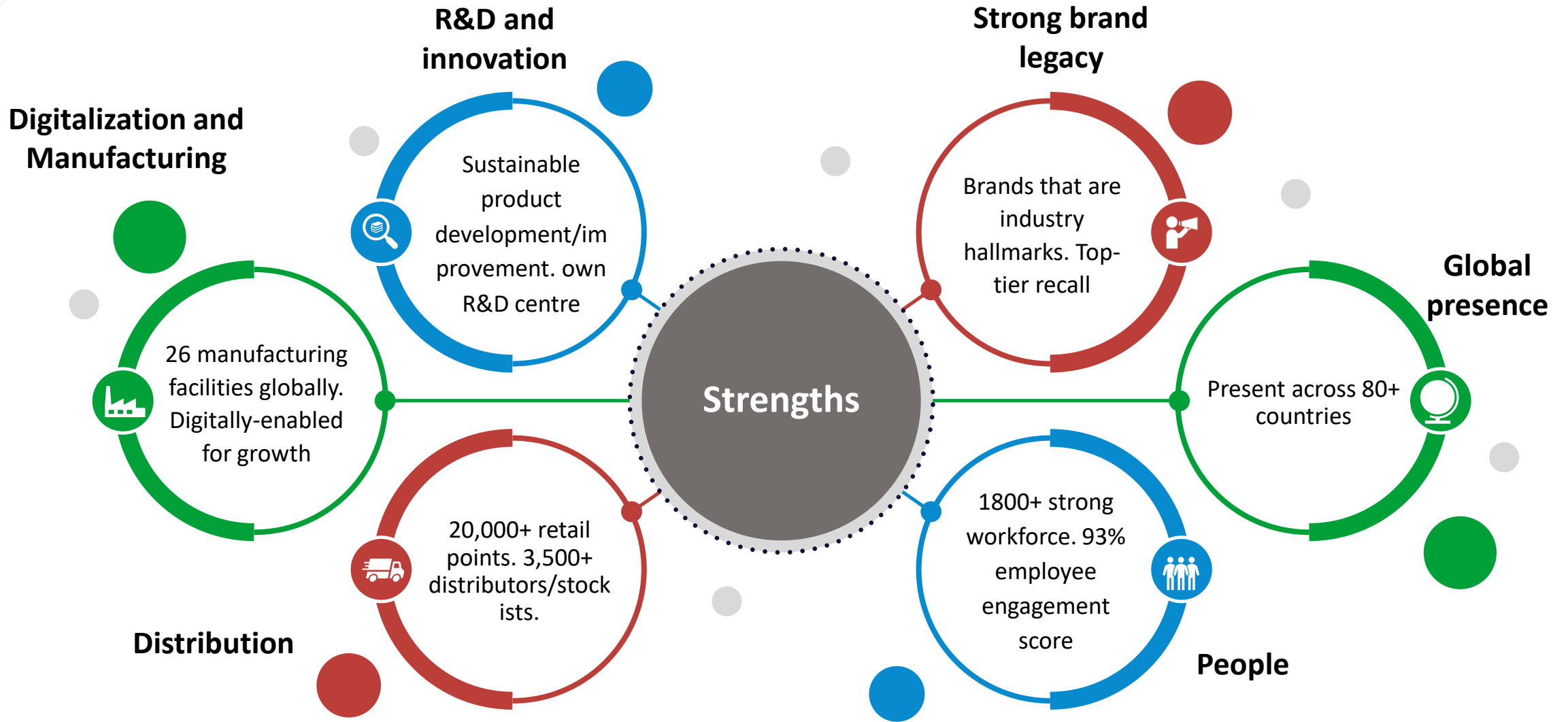
Our Beliefs & Values



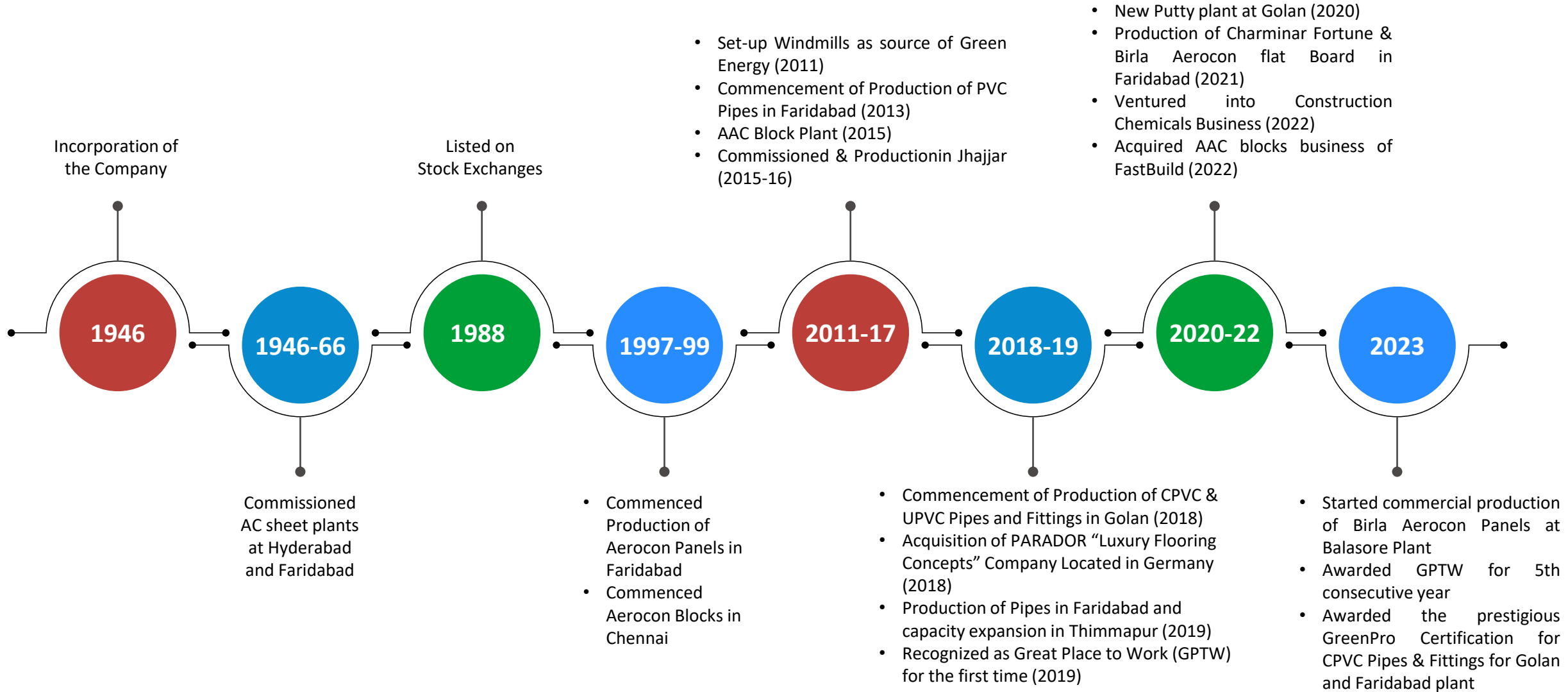
Mr. CK Birla

Business must be conducted with the 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





77 Years Journey of HIL



Recent Awards Won



GreenPro Award for Birla HIL CPVC Pipes- 2023-25



Green Pro Award for Charminar Fortune Roofing Solutions- 2023



Birla Aerocon AAC Blocks Awarded as Harit Bharat Leadership Summit & Awards 2023, under the category Harit Bharat Construction Materials



Sustainable Organisations For 2023



Most trusted Brand Birla HIL Putty



Charminar & Birla Aerocon awarded as Superbrands 2023 for 5th year in row



Charminar awarded as INDIA'S BEST BRAND OF THE YEAR 2023 by IBC



Charminar as Brand Of the Decade 2023 under Infrastructure Roofing Solutions



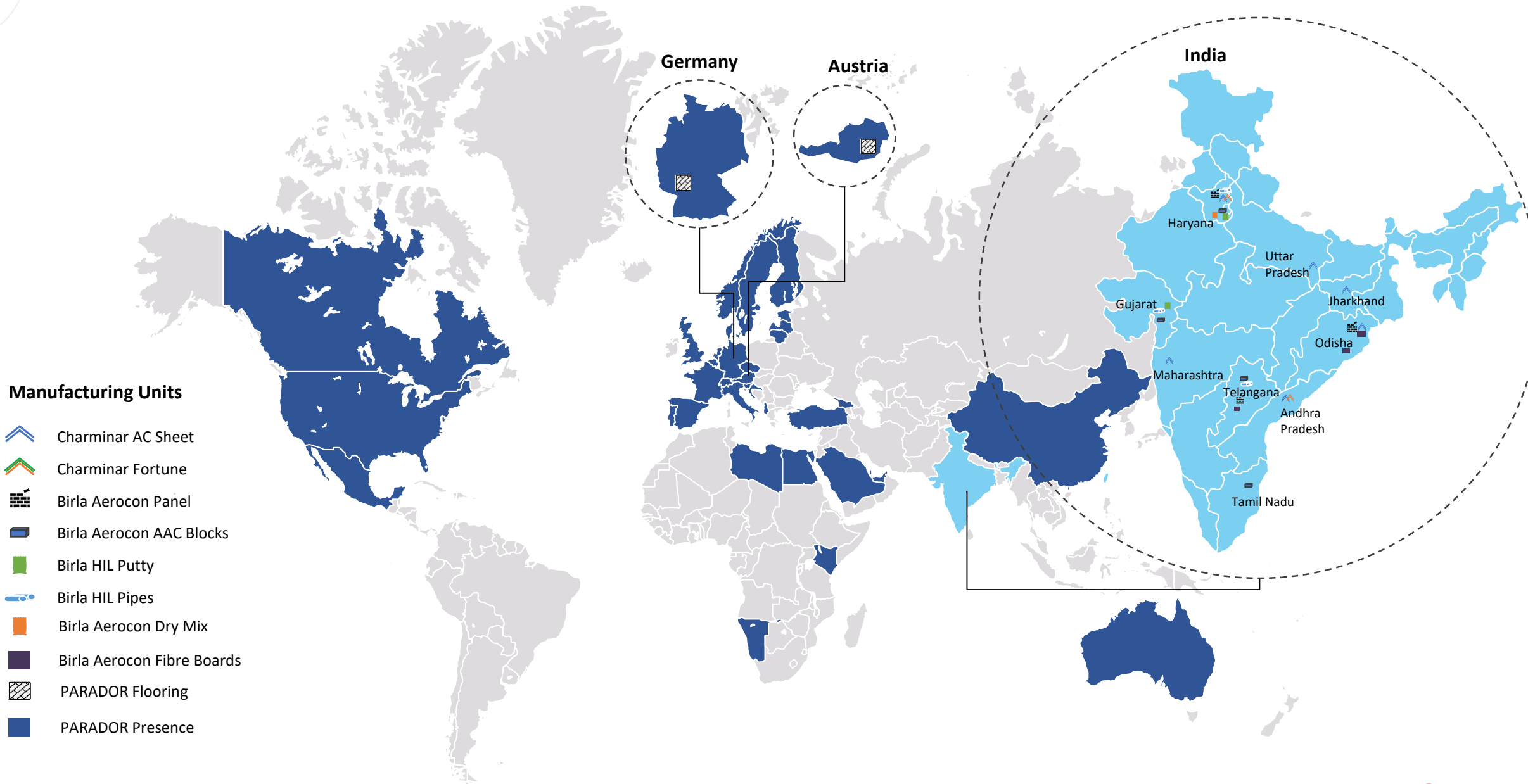
Interior & Exterior Awards 2023





Brands & Products Overview

Global Presence



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
-  PARADOR Presence



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

Most Trusted Roofing Solution



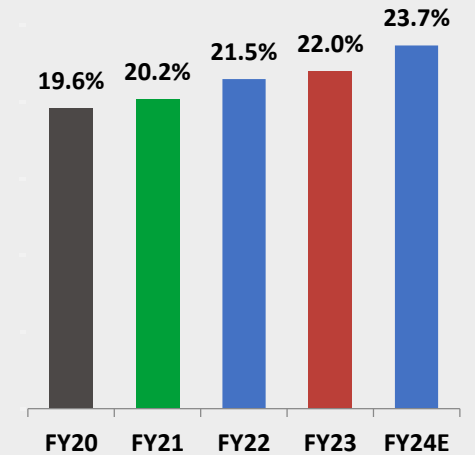
ECO-FRIENDLY ROOFING

BIRLA AEROCON

FIBRE CEMENT BOARDS



Our Market Share



Sustaining leadership for generations



Products

Dry Wall:

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

Wet Wall

- AAC Blocks
- Block Jointing Mortar



Installed Capacity
 Blocks 1.1 million CuM
 Boards & Panels 2.3 lakh MT

Building Heritage



New Parliament House, New Delhi



Bharat Mandapam, New Delhi



Diamond Bourse, Surat

Developing new capacities and better reach



Products

Pipes & Fittings

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting
- SWR Pipes and Fitting
- Column Pipes
- Pressure Pipes
- Foamcore Water Tank

Birla Wall Putty & Construction Chemicals

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

Installed Capacity
Pipes & Fitting 33,000 MT
Putty 274,000 MT

BIRLA | HIL
 — PIPES —



BIRLA | HIL
 — PUTTY —



BIRLA | HIL
 — WATER TANK —



BIRLA | HIL
 — CONSTRUCTION CHEMICALS —



Developing new Capacities



Adani Amoga, Gujarat



TVS Emerald Peninsula, Chennai



IIT, Trichy

Developing new capacities and better reach



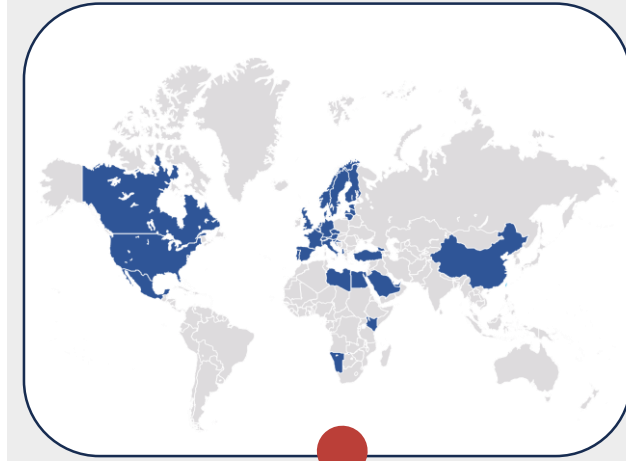
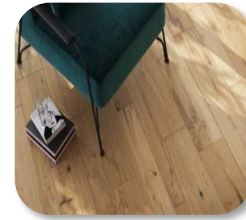
Products

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

Installed Capacity

15 Million SQM

PARADOR



**Global
Presence**

Giving a global footprint to superior product range





Quarterly Performance Updates



Akshat Seth

MD & CEO

Q3 FY24 provided an early glimpse of the ongoing transformation at HIL across segments and geographies. This transformation is anchored around the agenda of growth, value enhancement, building stronger consumer brands and a modern, aspirational workplace. Further, we are cementing our positioning as a comprehensive Home and Building products company and not just a Roofing solutions provider (below 30% of our portfolio).

I am happy to share that in Q3, we have demonstrated a steady march towards growth (volume, revenue & market share) and improving profitability, both on a YoY and QoQ basis. We are aware that we need to build on this momentum, however these early signs are encouraging.

The most significant milestone of this quarter is the positive operating profits at Parador. Sustained efforts on sales, branding and new product launches in our core and new geographies has meant growth in revenue and volume. We are gaining market share in our core European markets and also winning newer business in North America, China and Middle-east, including with Commercial clients. Order intake is outpacing turnover and augurs well for the upcoming quarters. The expected improvement in consumer sentiment in Eurozone will further accelerate this turnaround. The revenue uptick is coupled with a positive margin story driven by a relentless push to manage costs, drive efficiencies and reduce working capital.

In Pipes & Fittings, we have delivered our highest quarterly sales volume in Q3 while also delivering top quartile sales realizations. This has come on the back of our expanding distribution network and an expansive product portfolio. Further, we have significantly expanded our margins compared to last year as we relentlessly drive value enhancing initiatives across material, supply chain, manpower and other costs.

In Roofing solutions, we have further extended our market leadership both in volumes and pricing during the quarter. This performance has been driven by our industry leading market reach and strong brand equity of Charminar brand. Leveraging these assets we are seeking to further improve sales and market share.

Building solutions witnessed robust volume growth as a business - we registered the highest ever quarterly volumes during Q3.

To sustain this push towards robust value enhancing growth, we are intensifying our efforts on enhancing the quality of our distribution network, expanding reach and improving our price positioning. We are further investing in our brands and marketing activities to develop a strong demand generation engine across our businesses. As a testament to our efforts, we received the “Economic Times Best Brand 2023” award for two of our brands “Birla Aerocon” and “Charminar”. There is also exciting work being led by our technology team in pivoting HIL as a “digital first” organization.

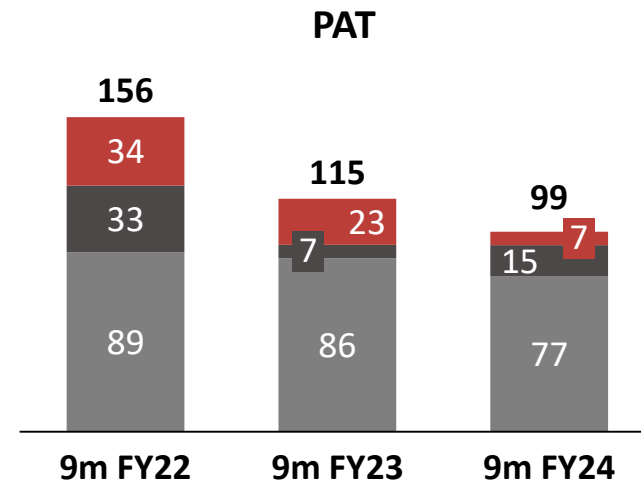
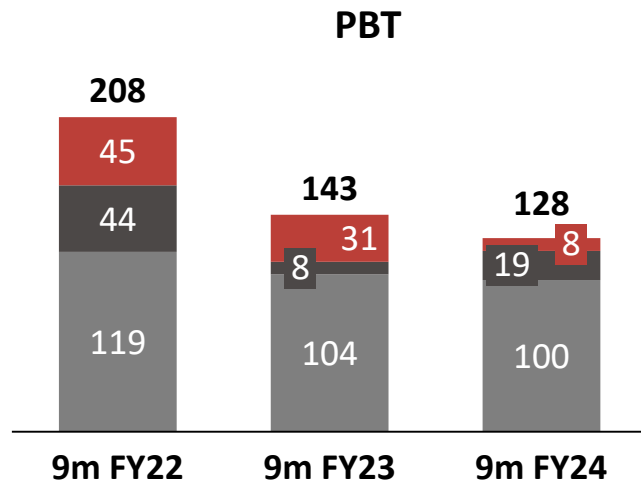
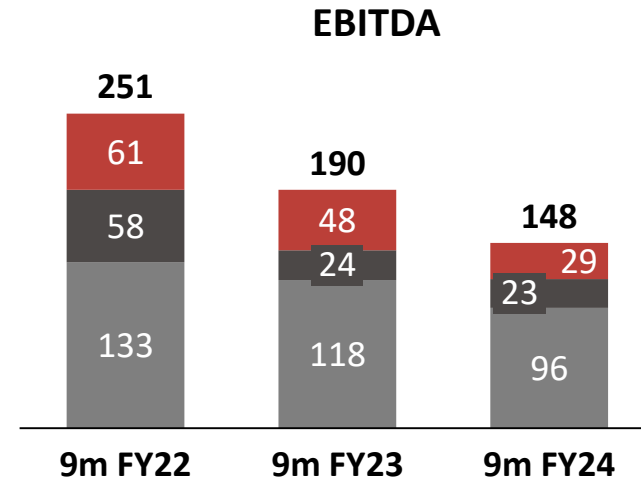
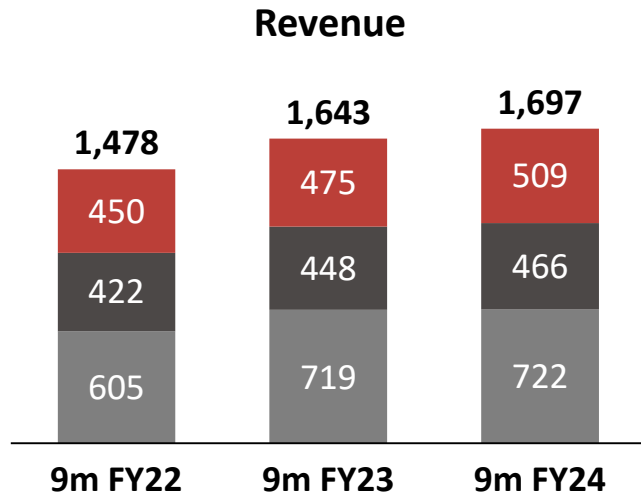
Our people define HIL. Our business achievements are led by the sterling contribution of our teams – on the shop floor, at the frontlines and in our R&D centers. As we march towards our goals, we will sustain our enabling work-culture to ensure our teams are inspired to take HIL to the next level.



9M FY24 Highlights – Standalone

In Rs. Crore

Q3
Q2
Q1

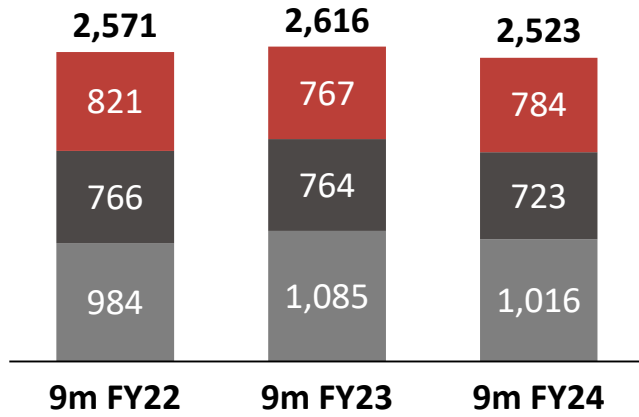


9M FY24 Highlights – Consolidated

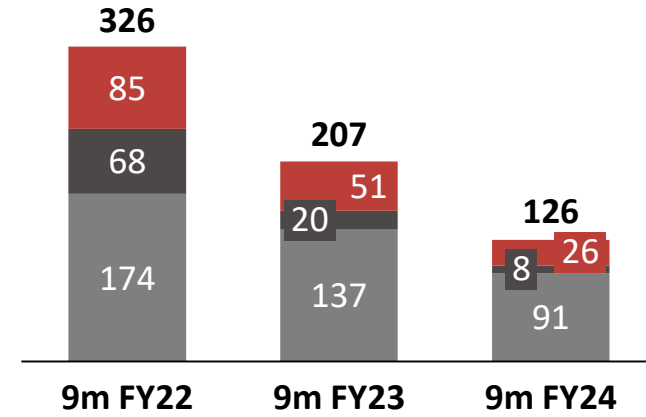
In Rs. Crore

Q3
Q2
Q1

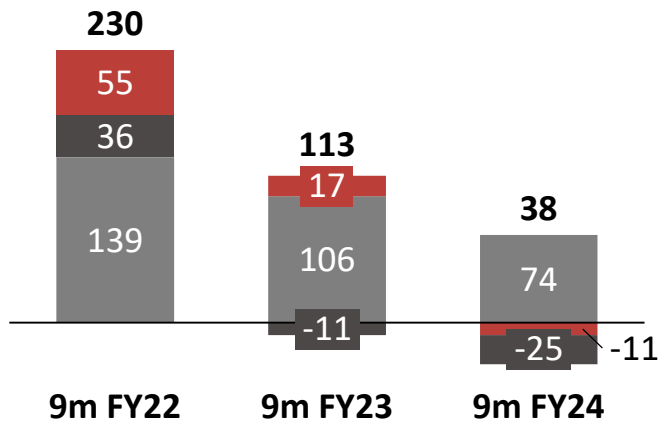
Revenue



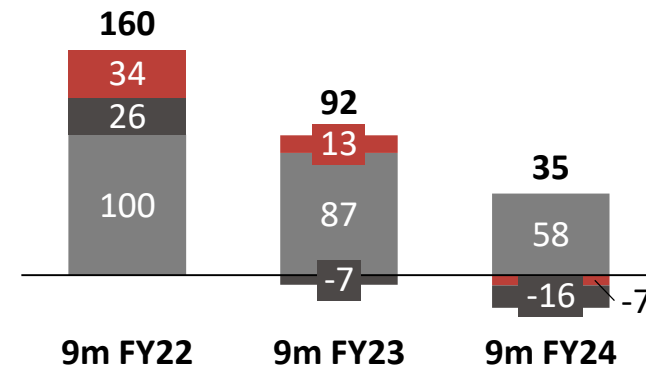
EBITDA



PBT



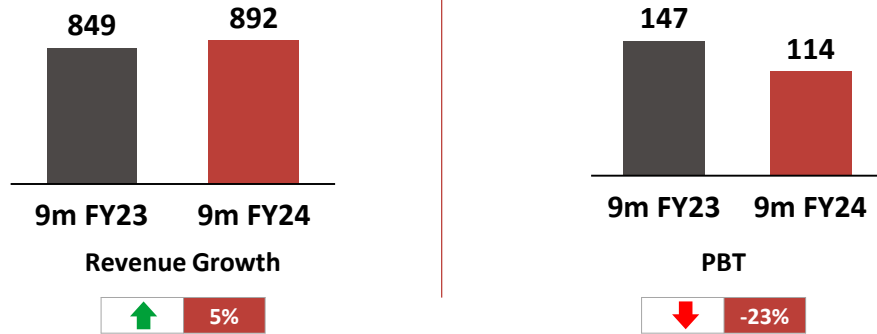
PAT



Key Segment Performance

In Rs. Crore

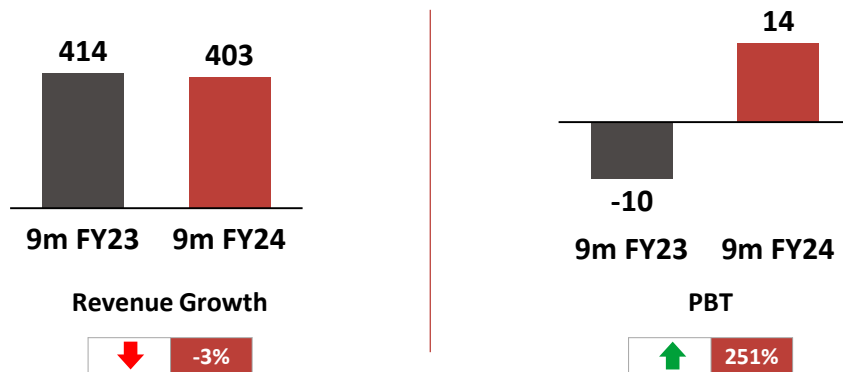
Roofing Solution



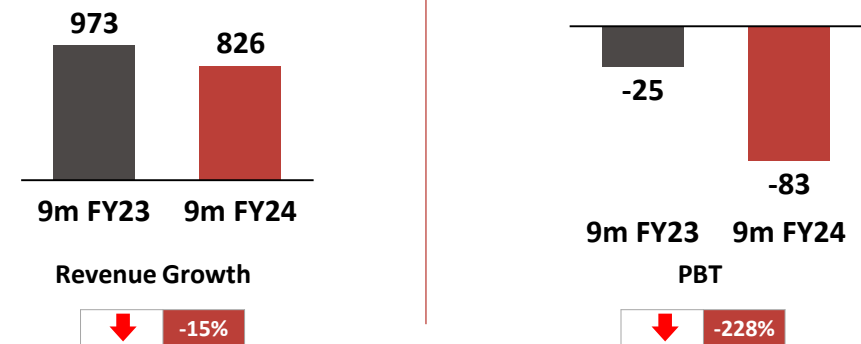
Building Solution



Polymer Solution



Flooring Solution



Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	Q3 FY24	Q3 FY23	Y-o-Y	Q3 FY24	Q3 FY23	Y-o-Y
Total Income	520	480	8%	794	768	3%
Total Expenditure	491	432	14%	768	717	7%
EBITDA	29	48	-41%	26	51	-48%
Margins (%)	6%	10%	-455 bps	3%	7%	-330 bps
PBT	8	31	-73%	(11)	17	-161%
Margins (%)	2%	6%	-486 bps	-1%	2%	-360 bps
PAT	7	23	-71%	(7)	13	-157%
Margins (%)	1%	5%	-345 bps	-1%	2%	-254 bps
EPS	8.91	30.26	--	(9.52)	16.65	--



Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	9M FY24	9M FY23	Y-o-Y	9M FY24	9M FY23	Y-o-Y
Total Income	1,720	1,671	3%	2,542	2,638	-4%
Total Expenditure	1,572	1,481	6%	2,416	2,431	-1%
EBITDA	148	190	-22%	126	207	-39%
Margins (%)	9%	11%	-279 bps	5%	8%	-290 bps
PBT	128	143	-11%	38	113	-66%
Margins (%)	7%	9%	-114 bps	2%	4%	-276 bps
PAT	99	115	-14%	35	92	-62%
Margins (%)	6%	7%	-114 bps	1%	4%	-213 bps
EPS	131.22	153.23	--	46.30	123.03	--



Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	31.12.2023	31.03.2023	31.12.2022	31.12.2023	31.03.2023	31.12.2022
A) Equity & Liabilities						
Shareholder's funds	1,197	1,114	1,120	1,273	1,244	1,247
Non-current liabilities	50	68	63	361	351	346
Current liabilities	556	494	378	774	769	643
Total Equity & Liabilities	1,803	1,676	1,561	2,408	2,364	2,236
B) Assets						
Non-current assets	1,135	1,096	1,081	1,309	1,319	1,275
Current assets	668	580	480	1,099	1,045	961
Total Assets	1,803	1,676	1,561	2,408	2,364	2,236



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.



HIL's Digital Transformative Journey

Ensuring visibility and accountability throughout the supply chain, enabling accurate tracking and tracing of products

Transparency and traceability

Accessing up-to-date information to make data-driven decisions and improve responsiveness

Real-time data for informed decision

Smart manufacturing

Utilizing advanced technologies to enhance efficiency and productivity in manufacturing processes

Process optimization

Streamlining operations and workflows to maximize efficiency and minimize waste

Digitally enabled shop floor - Industry 4.0

Integrating digital technologies into the shop floor to enable automation, connectivity, and data exchange for improved productivity and agility



People-centric within, and for customers



Making a Difference Together



Education and Nutrition Drive in Faridabad:

Successfully provided education and nutritional support to over 1500+ economically backward children aged 3-17, fostering a brighter future for the younger generation.



Infrastructure Development in Wada, Maharashtra:

Contributed to the community by funding infrastructure development, including the construction of a new school building, positively impacting the lives of 270 children in Wada, Maharashtra.



Empowering Underprivileged Girls in Hyderabad:

Initiated a transformative initiative by offering free education to 550 socially and economically underprivileged girls from Nursery to 10th class in Hyderabad



Holistic Support for Orphan and Single Parent Girls:

Ensured a safe and secure environment for 70 orphan and single-parent girls in Hyderabad, providing not just accommodation but also education and nutritious food for a brighter future





Swayam Shakti Project

Spearheaded the Swayam Shakti Project, sponsoring for 30 women in tailoring, beautician skills, & other vocational courses empowering them to become self-reliant members of society



Supporting Nursing Education in Andhra Pradesh:

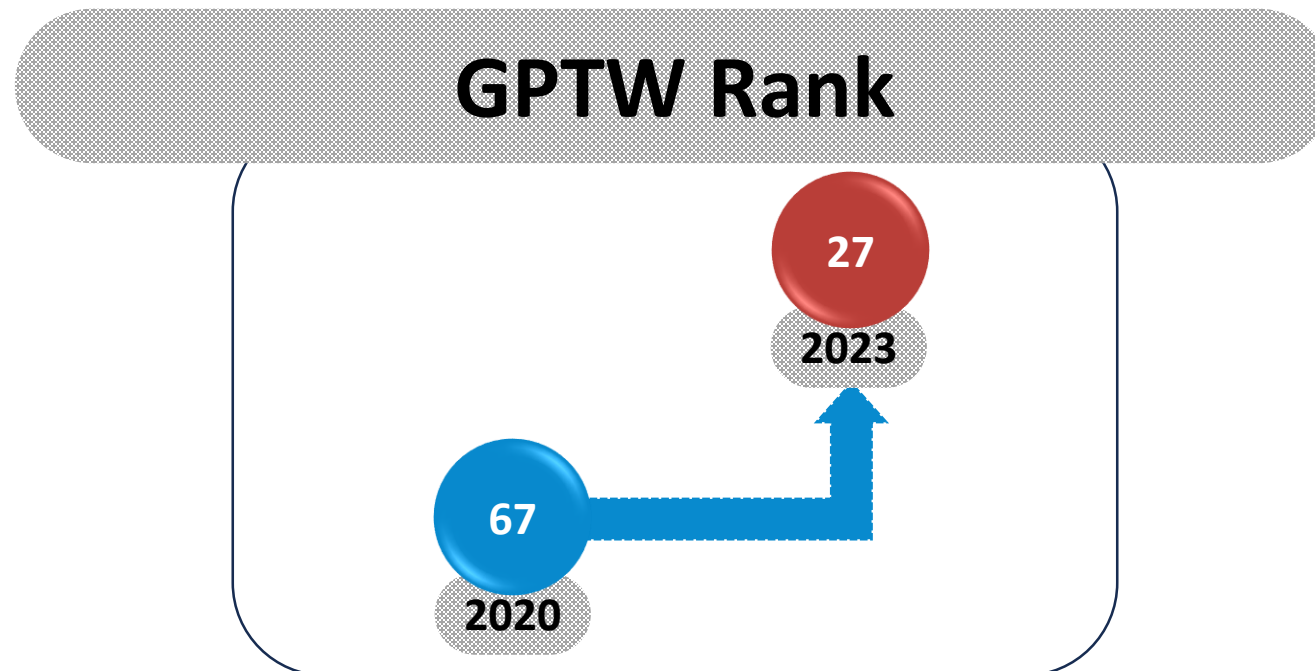
Collaborated with local authorities to construct hostel, which provided shelter and training for tribal girls pursuing nursing education in Andhra Pradesh. Additionally, enhanced safety infrastructure for the Andhra Pradesh Social Welfare Residential Educational Institutions Society.

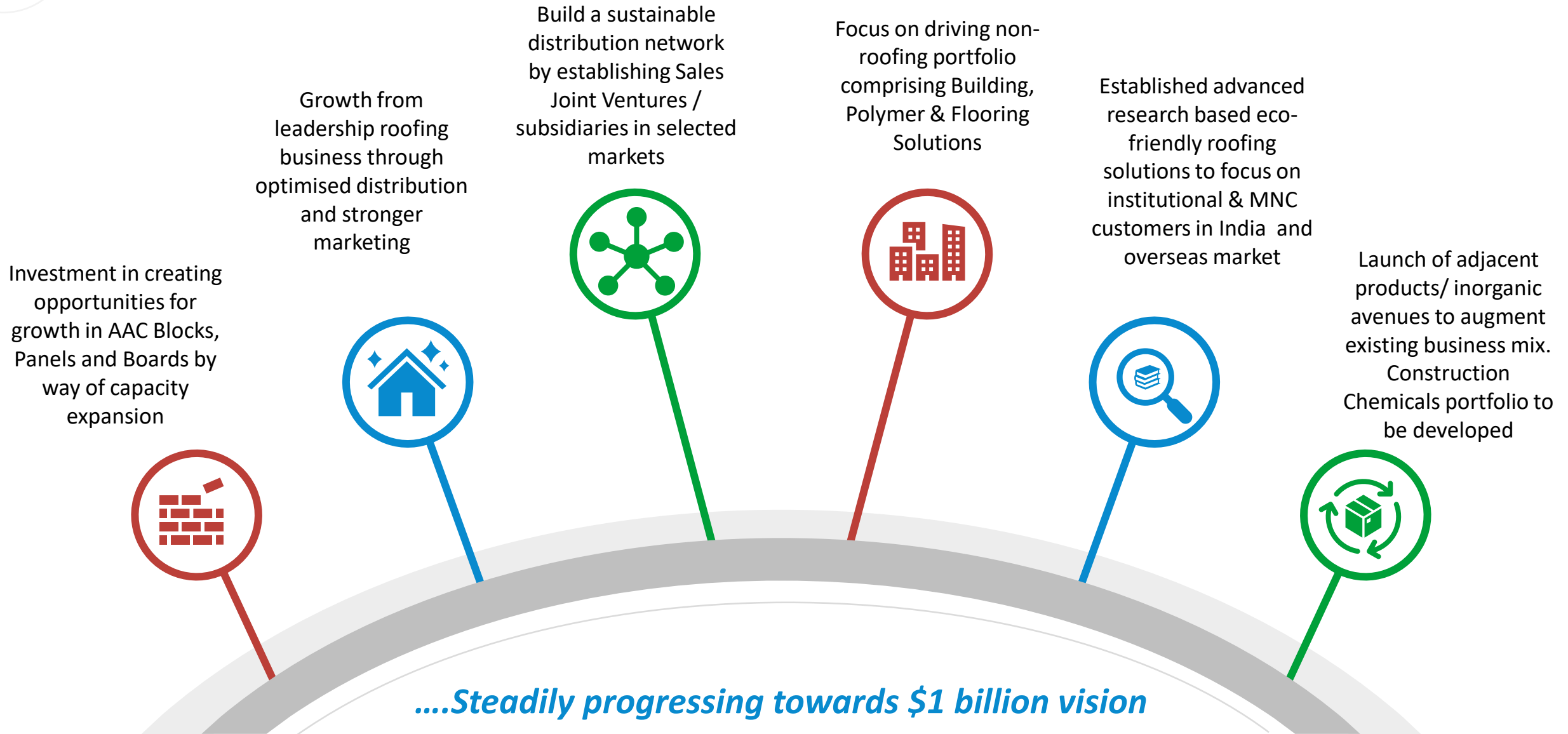


Centre for Learning, Excellence, and Development (LED):

Currently engaged in building a Center for Learning, Excellence, and Development (LED) with a phased approach. The center aims to empower local villagers by providing training and creating suitable livelihood opportunities.

GPTW Certified Company – 5th Consecutive year







Address:

HIL Limited

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Chief Financial Officer



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