

Ref: HIL/SE/2024-25/070

February 6, 2025

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 the unaudited financial results for the quarter and nine months ended December 31, 2024

Ref: Regulation 30 of SEBI LODR Regulations, 2015

Dear Sir/Madam,

Please find enclosed Investor Presentation on the unaudited standalone and consolidated financial results of the Company for the quarter and nine months ended December 31, 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

Q3 & 9M FY25

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

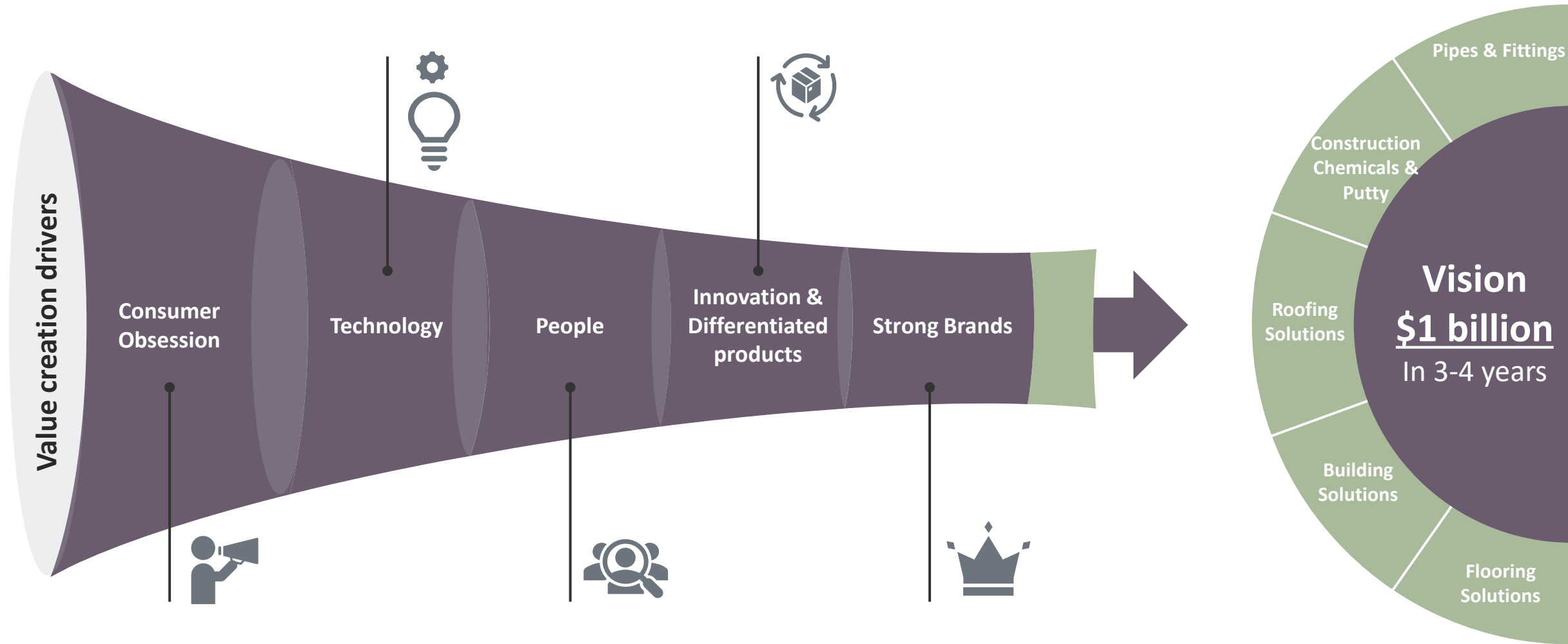


Relationships &
philanthropy

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 and values



CK Birla
Chairman

“*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

HIL's strengths

Distribution



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

Strong brands



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

Digitalization and manufacturing



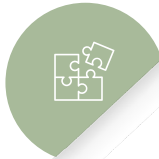
32 manufacturing facilities globally. Digitally-enabled for growth

Global presence



Sales presence across 80+ countries

Innovative product portfolio



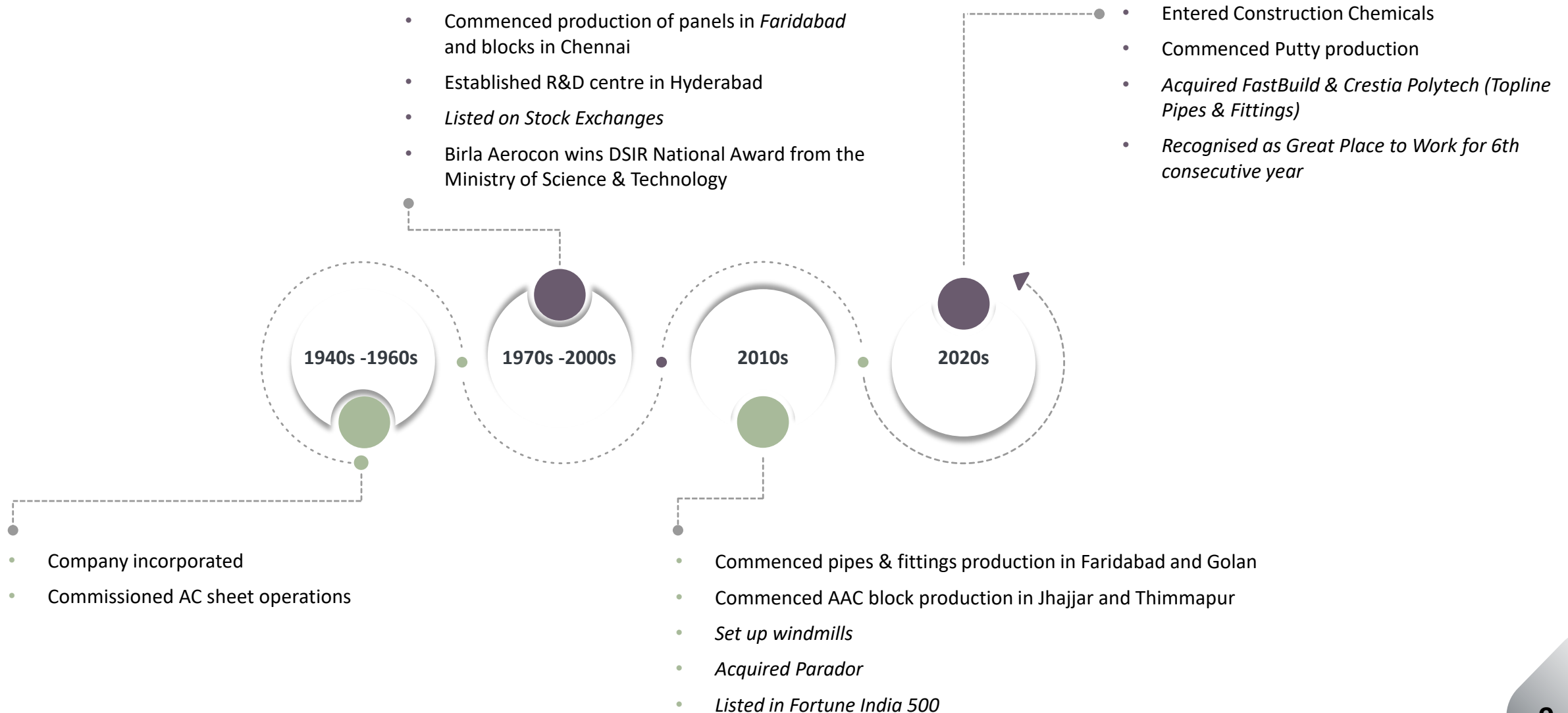
Sustainable product development/improvement. Own Innovation centre

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 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 graduate & 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 a B.Com graduate & 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 a 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 a 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 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
Head - Internal Audit








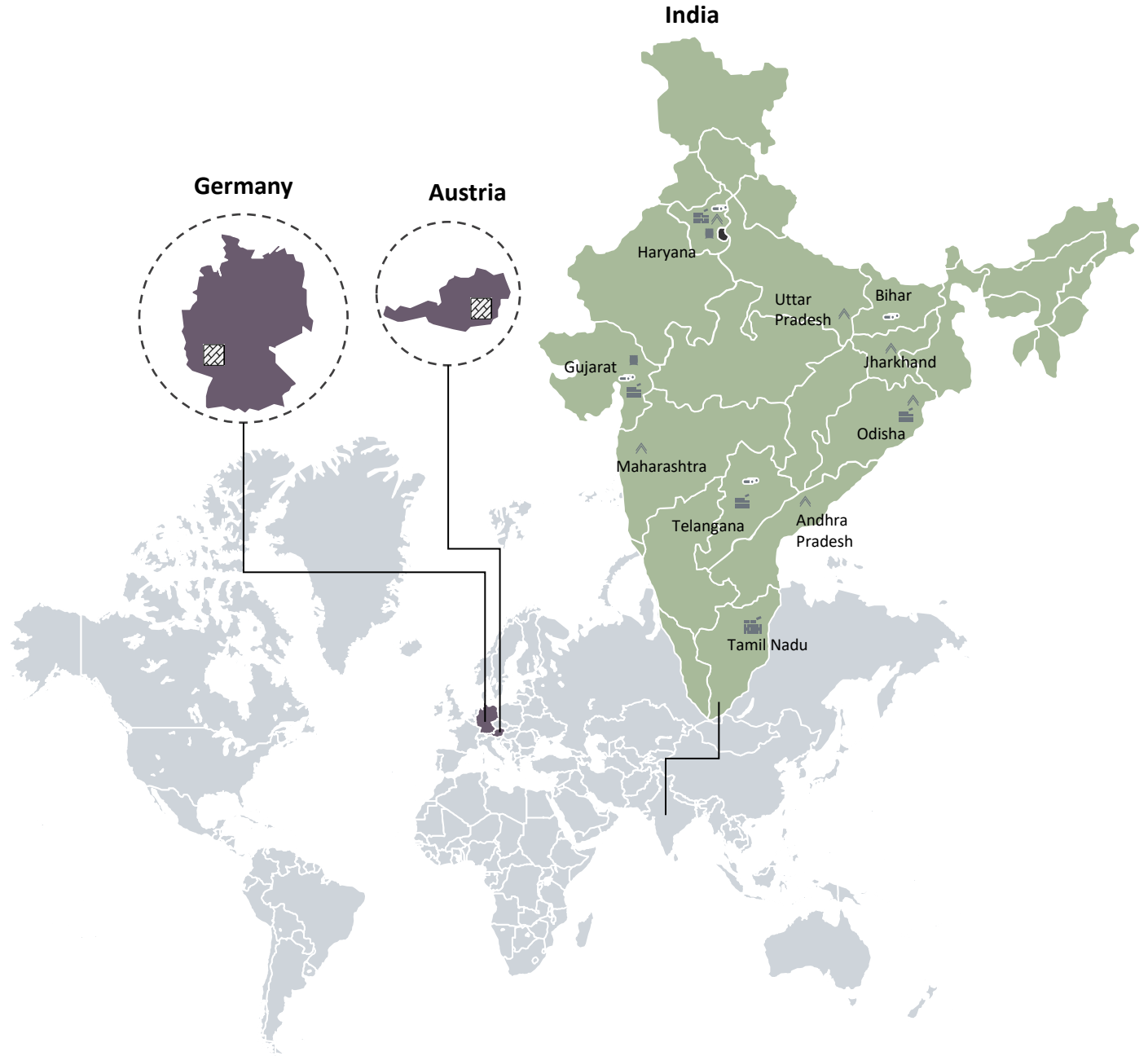
- Over 2 decades of professional experience with Nuvoco Vistas Corp Ltd.
- Expertise in Procurement, Supply Chain, Strategy & RTM, Channel Sales, Key Account Management, and Business Development
- He is a Bachelors in Mining Engineering. MBA Operations & SCM

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

21,000+

beneficiaries;
100% vulnerable/ marginalized group

- **Live Love Laugh Foundation** for rural mental health program at Tangi, Cuttack in Odisha, NTR Dist.(Kondapalli) in AP, Rangareddy Dist.(Thimmapur) in Telangana
- **Child Survival India** for mobile medical unit at 12+ villages in Chennai near our unit
- School project in Balasore benefitting girl students & Faridabad benefitting students
- Skill Development by **Sambhav Foundation** (2500-3000 nos.)



Training for ASHA & AWW at Tangi, Cuttack by LLL



Home visits/ Surveys at Kondapalli by LLL



Awareness activities for community at Thimmapur by LLL



Mobile Medical Unit at Chennai creating stories of hope, by CSI



Construction of 2 classrooms at local school in Balasore



Supported with Computers at local school in Faridabad



Skill development for the working plumbers, masons and painters by M/s Sambhav Foundation

Recent awards won



Greenpro award for 2023-25



"Legacy Leader in Building Material Solutions" 2024



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



Roofing Solutions



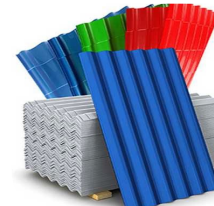
Products



Charminar Fibre Cement Sheets



Charminar Fortune

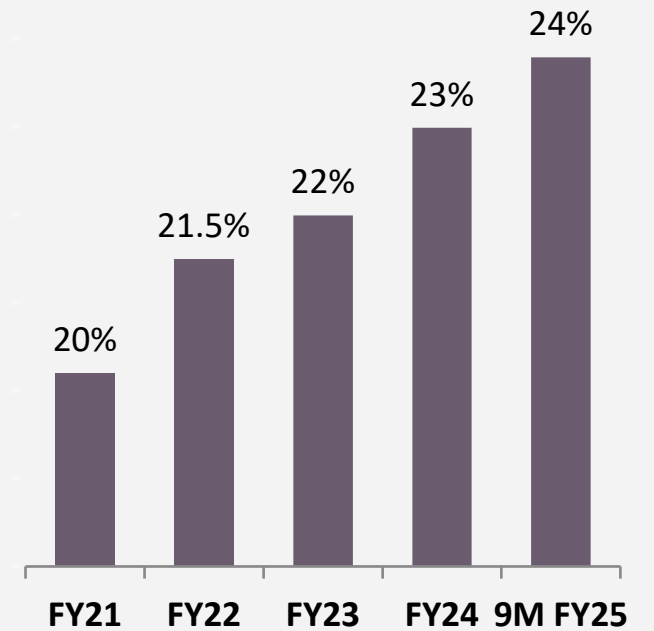


Ultracool



Our Market Share

Market Share (%)



Installed Capacity

- 1.1 million MT

Sustaining leadership for generations



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, FHCT

CC & Putty

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

Installed Capacity

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



Pipes & Fittings



Water tanks



Putty



Construction chemicals



Adani Amoga, Gujarat



TVS Emerald Peninsula, Chennai



IIT, Trichy

Developing new capacities and better reach



Products

Dry Wall:

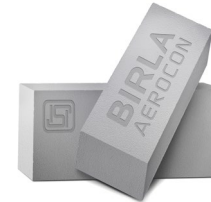
- Solid Wall Panels
- C- Boards
- Flex-O-Boards
- SmartBond
- Designer Board

Wet Wall

- AAC Blocks

BIRLA[®]
AEROCON

AAC Blocks



Designer Boards



Panels



Amrita University, Chennai



World Trade Centre, Delhi



HPCL Refinery, Barmer

Installed Capacity

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

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



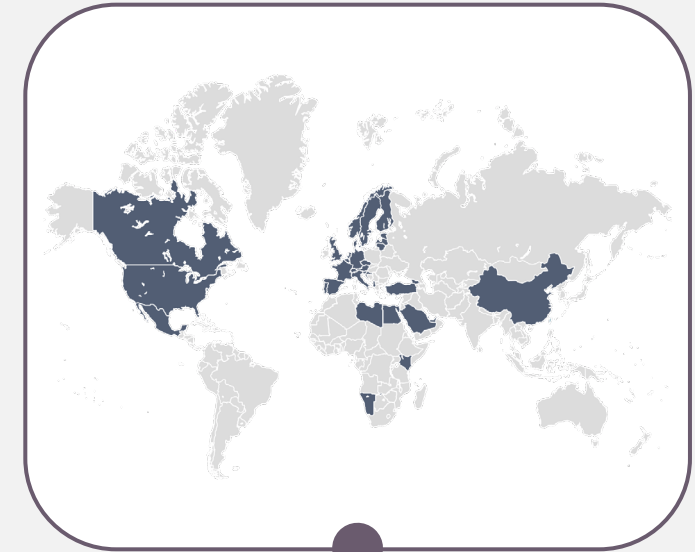
Laminate flooring



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

hil_togetherwebuild Original audio

BIRLA AEROCON PANELS

Industry leader in ready-to-install walls.

- Excellent quality
- Expert services
- Strong & durable

Exceptionally well

View Insights **Boost post**

43 likes, 1 comment

hil_togetherwebuild The lightweight design, acoustic efficiency, and fire-resistant qualities make Birla Aerocon Panels the preferred choice for architect Hiten Sethi of Hiten Sethi & Associates. #HILLimited #Aerocon #buildingsolutions

hil_togetherwebuild

View Insights **Boost post**

100 likes, 6 comments, 3 shares

hil_togetherwebuild HIL Ltd. recently hosted a business partner tour in the stunning Srinagar Valley, reflecting our dedication to fostering strong relationships with our partners. The event offered an opportunity to experience the natural beauty of Dal Lake and the surrounding valleys, coupled with valuable sessions on Charminar and Birla Aerocon products.

hil_togetherwebuild

CK BIRLA GROUP **BIRLA HIL**

IN SILENCE, IDEAS FLOW.

View Insights **Boost post**

34 likes, 2 comments

hil_togetherwebuild No more interrupted thoughts. Hear yourself think better with Silent Pipes. After all, silence is golden. #HILLimited #SilentPipes

hil_togetherwebuild

Charminar Fortune

Cool in harsh weather. Quiet all around.

Roofing sheets that maintain temperature and sound-proof indoors.

- 5°C cooler interiors, energy efficient
- Ensuring noise-less, peaceful indoors
- Cement-based sustainable roofing
- Long-lasting, exceptional quality

View Insights **Boost post**

14 likes

hil_togetherwebuild Cooler rooms, quieter spaces, Charminar Fortune roofing sheets offer top thermal and sound insulation that help maintain temperature and silent indoors. Stay cool, cut the noise, and go green with our Green Pro-certified roofing solutions.

hil_togetherwebuild Original audio

BIRLA HIL

View Insights **Boost post**

71 likes, 6 comments

hil_togetherwebuild Join the flow of sustainability with Birla HIL CPVC Pipes & Fittings. Certified by GreenPro and GRIHA, these pipes are your partner in building a sustainable future. #BirlaHILPipes

hil_togetherwebuild Original audio

BIRLA HIL

View Insights **Boost post**

52 likes, 1 comment, 23 shares

hil_togetherwebuild Birla Aerocon AAC Blocks Build stronger, build smarter with Birla Aerocon AAC Blocks!

What makes us stand out?

1. Lightweight: Reduce structural load and foundation costs.
2. High Strength: Compressive strength up to 4 N/mm².
3. Thermal Insulation: Save energy and reduce heat transfer.
4. Fire Resistant: Non-combustible and fire-resistant.

hil_togetherwebuild

Charminar

Roofing that stands the test of time.

View Insights **Boost post**

43 likes, 4 comments

hil_togetherwebuild Need a roof that can handle it all? Charminar roofs bring strength, eco-friendly design, and Green Pro certification to your home. Built tough for any weather, they're the long-lasting shelter you can trust. #HIL #Charminar #ConstructionSolutions #RoofingSolutions #BuildingMaterials

HIL **CK BIRLA GROUP**

1 CHARMINAR

ULTRACOOL

Fiber Cement Roofing Sheets

Poultry India Expo

HITEX, Hyderabad

hil_togetherwebuild

hil_togetherwebuild We were thrilled to showcase our innovative Charminar Ultracool roofing sheets, which are engineered to reduce indoor temperature upto 8 deg C* and achieve an SRI of 99*. Our Ultracool sheets are a perfect choice for Poultry farms to avoid Heat stress on birds and increase overall farm productivity. With 50,000 visitors and 10,000 HIL stall visits, we had insightful conversations with industry leaders, poultry farm owners, fabricators, and technicians. Thank you to everyone who visited and connected with us! Together, we're shaping a cooler, more productive future for poultry farming. #HILLimited #PoultryExpo

Edited - 5 w

ivikaspayasi Great event, well explained by Bhanu in the

View Insights **Boost Post**

76 likes, 21 December 2024

Add a comment...

HIL **CK BIRLA GROUP** **BIRLA AEROCON**

FIBRE CEMENT BOARDS

ALL WEATHER COMFORT **TIMELESS AESTHETIC**

View Insights **Boost reel**

32 likes, 21 December 2024

Add a comment...

hil_togetherwebuild Original audio

hil_togetherwebuild Built to endure all seasons with superior thermal insulation and timeless elegance! Birla Aerocon Fiber Cement Boards keep your home cool in summer, warm in winter, and stunning all year round. The perfect blend of durability, style, and energy efficiency. 🌿

View Insights **Boost reel**

32 likes, 21 December 2024

Add a comment...

HIL **CK BIRLA GROUP** **BIRLA AEROCON**

AAC BLOCKS

REDUCE COSTS TO THE EARTH AND YOUR POCKET

View Insights **Boost reel**

48 likes, 19 December 2024

Add a comment...

hil_togetherwebuild Original audio

hil_togetherwebuild Building smarter, stronger, and more sustainable! Save costs for the planet and your wallet with Birla Aerocon AAC Blocks. #HILLimited #BuildingSolutions #Aerocon

View Insights **Boost reel**

48 likes, 19 December 2024

Add a comment...

Increasing engagement with key stakeholders

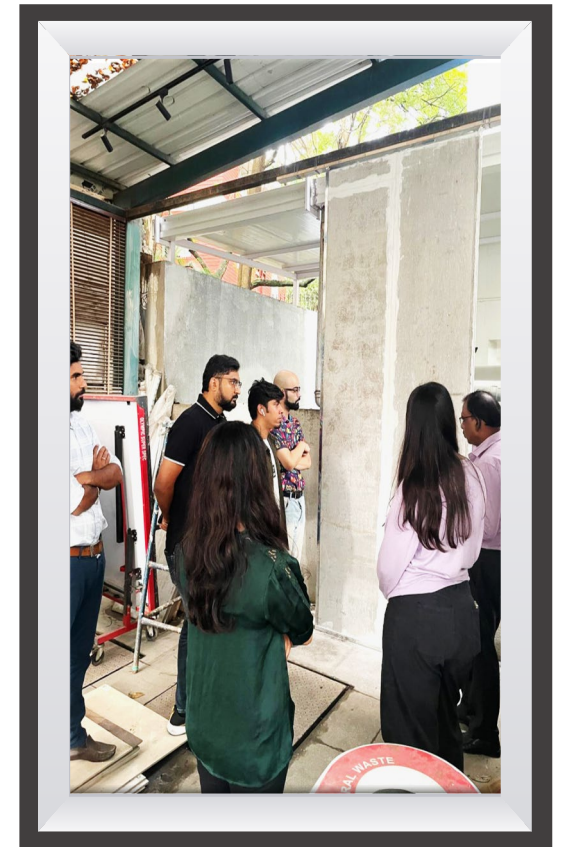


2400+
Retailers
Connected

1200+
Stores branding
Solution focus for
Poultry farming

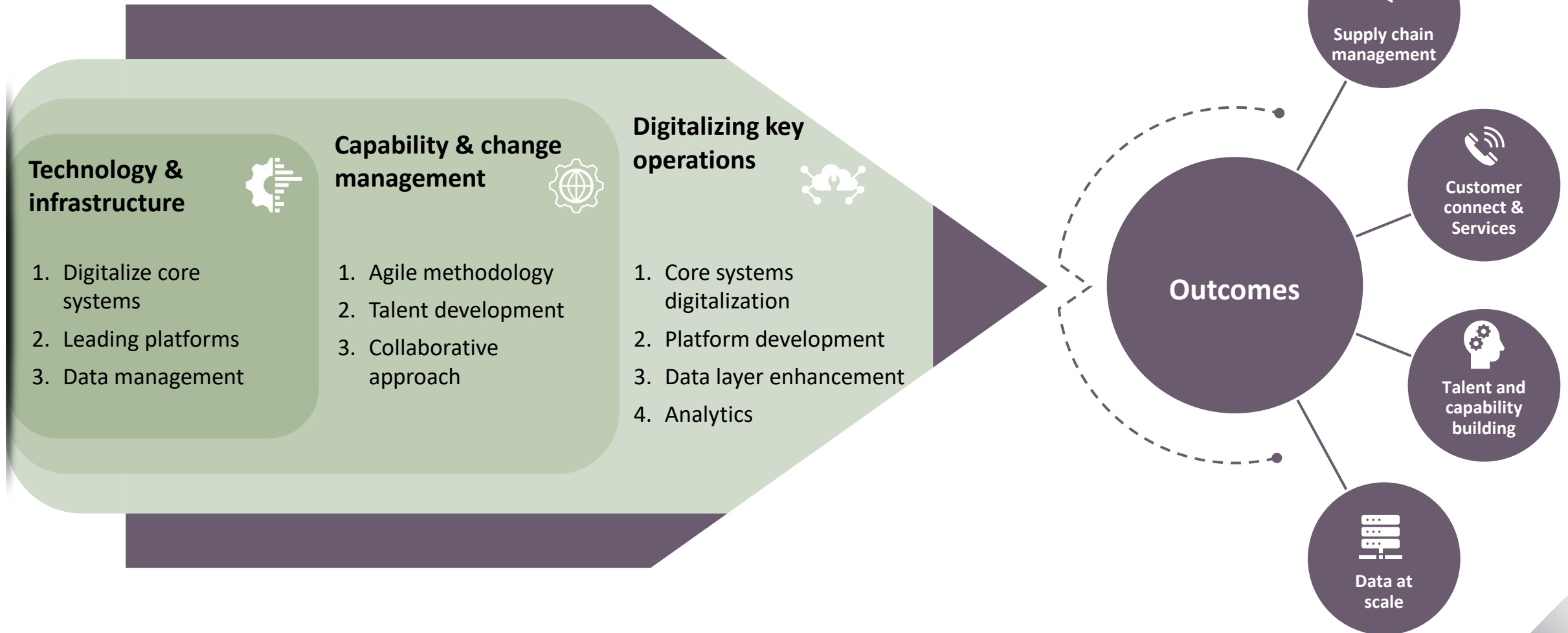
25,000+
Influencers
Connected

Scaled outreach amongst key opinion makers



IGBC expo -Bangalore | Dahej Expo – Dahej | Credai- Latur | IPC- Hyderabad | IWWA- Nagpur
10,000 + influencer, channel partner , interior designer, plumbing contractors, MEP consultants, real estate developers,
urban planners, product specifiers

Enablers of Digital Transformation



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



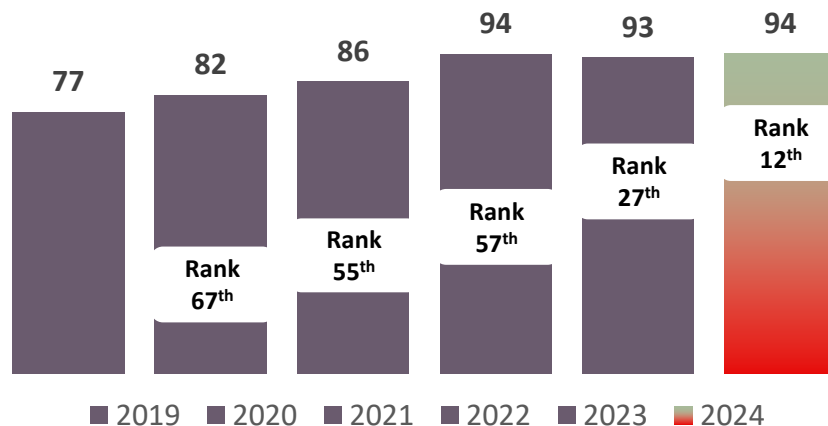
Building diverse talent pool, hiring from FMCG, Manufacturing, Consumers, Retail & various other industries

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 & 2025
- 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

Q3 & 9M FY25 Results Overview



Message from MD & CEO



Akshat Seth

MD & CEO

Q3 was marked by a weak industry demand scenario and the resultant sluggishness on pricing for all of our product categories. Despite this, HIL registered a modest revenue growth (3% over LY, consolidated) and volume growth across most of our product segments.

In Pipes and Fittings, our volumes grew by 57%, significantly outpacing the market and peers. We have successfully integrated our acquisition of Crestia, and I am confident that synergies from this will further strengthen our position in the market. Construction Chemicals business continues to scale up, recording 17% revenue growth, driven by strong push on channel expansion. Both these product segments are key focus areas for us, and we are committed to further enhancing their contribution to our overall portfolio.

In Roofing Solutions, we maintained our market share despite a decline in market size, reflecting our strong brand and channel strength. Building Solutions segment, especially Blocks faced a challenging quarter due to subdued demand and lower infrastructure spends by Government. Boards and Panels however displayed volume growth compared to last year. To tide over the current demand and price scenario; we are taking several steps such as expanding our distribution network, ramping up our sales with newer customer segments & in newer geographies and increasing share of value added products.

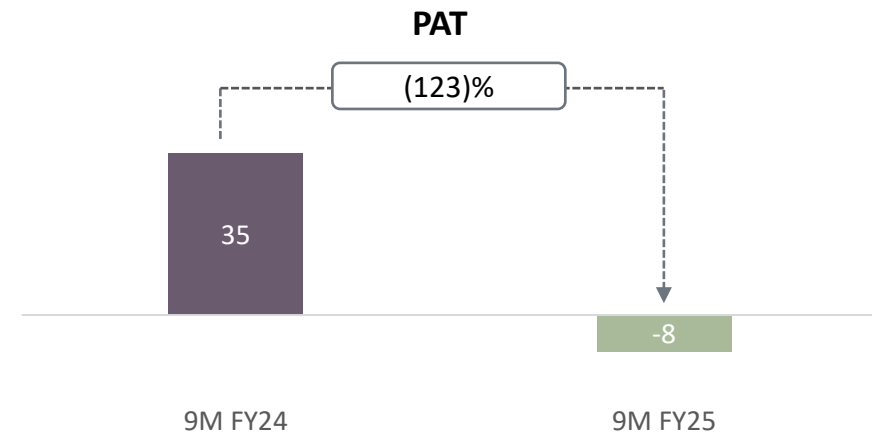
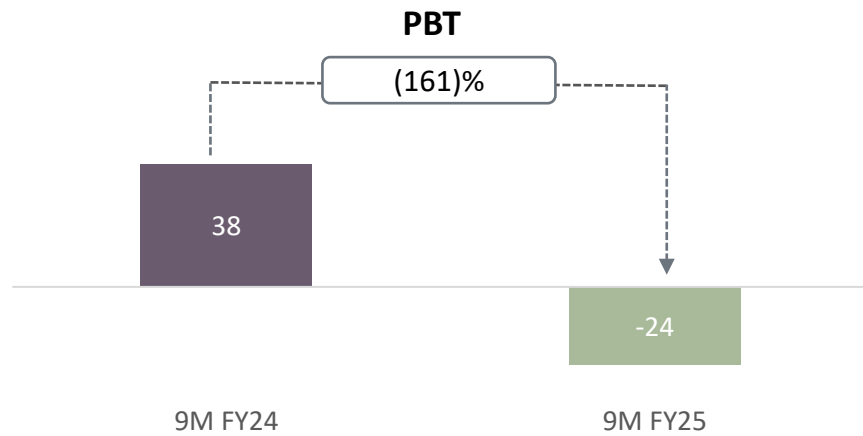
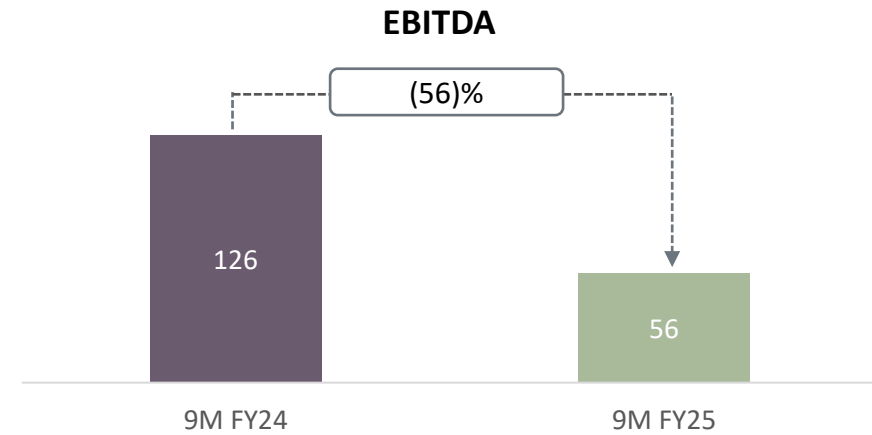
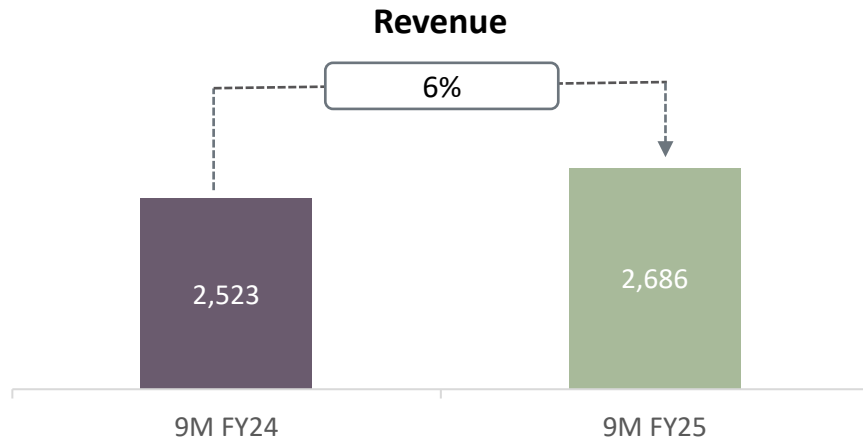
We believe that the external scenario especially over the near term will continue to offer headwinds in the form of weaker customer demand, lower Government spending, depreciating rupee and volatile input costs. We are therefore working on a slew of cost management measures to ensure profitability. Over the last several months we have initiated specific “Missions” to enhance profitability across our product segments. For instance, in Building Solutions we have expanded our margins by 120—150 bps over last year. Further, ongoing initiatives on logistics and energy costs will deliver more value impact in the coming quarters.

At Parador, we grew our volumes by 4% and revenue by 5% in Q3, in a market which has seen a double digit decline. This industry beating performance is driven by gain share in core European markets through new products, new customers (including in Commercial segment) and renewed sales and marketing efforts. We expect this momentum to become stronger as our geographical expansion to markets such as Americas and Asia come to fruition in coming quarters. On cost side, we have started realizing benefit of the cost optimization exercise that we had undertaken last quarter.

In line with our strategic plan, we are continuing to take bold steps towards a “Reimagined HIL” – one key element of which is refreshing our brand. Our NPD engine is also gathering significant momentum with various new products to be launched over the next few quarters. In addition we continue to intensify our efforts on marketing, technology & digital initiatives and to strengthen our teams. 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 FY25 Highlights - Consolidated

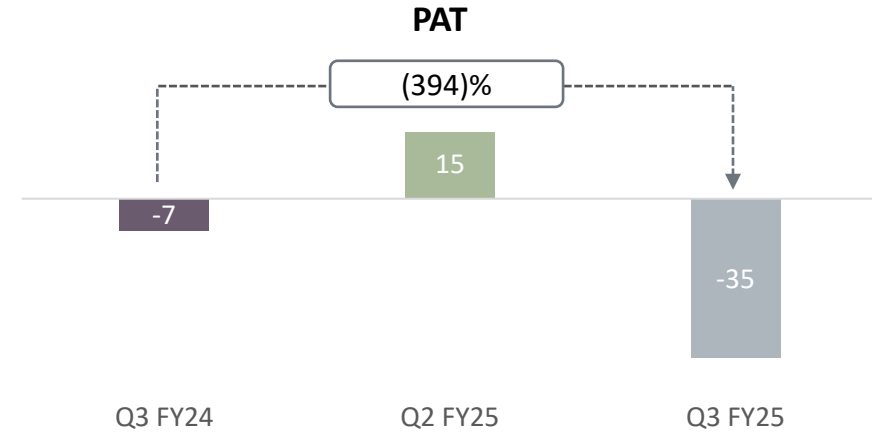
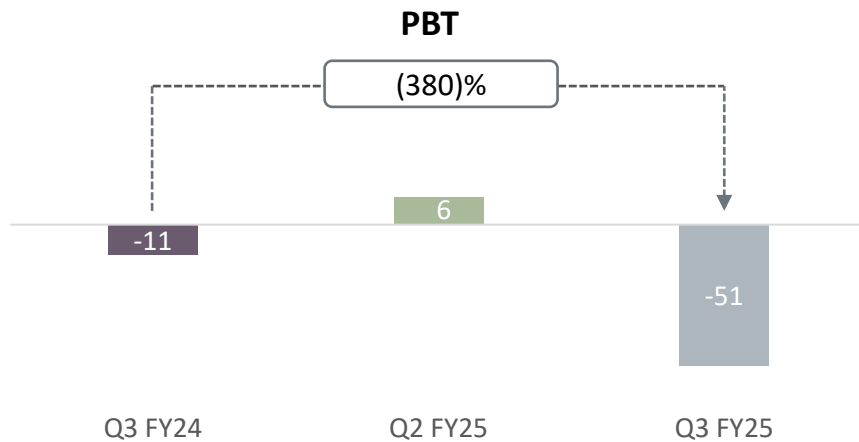
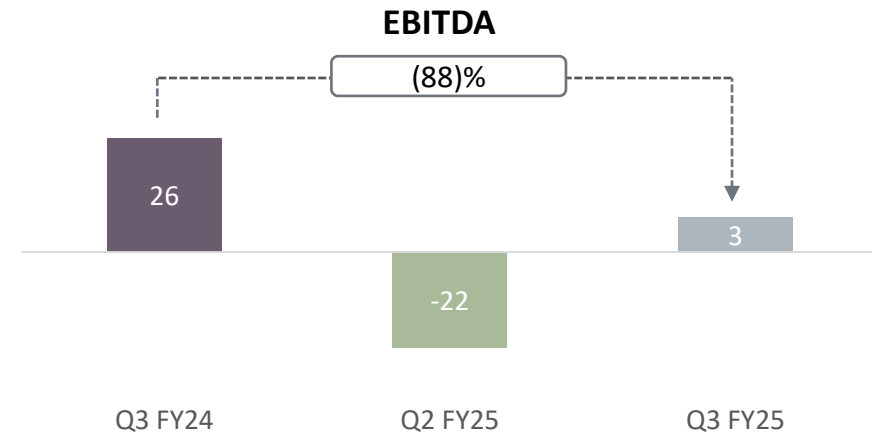
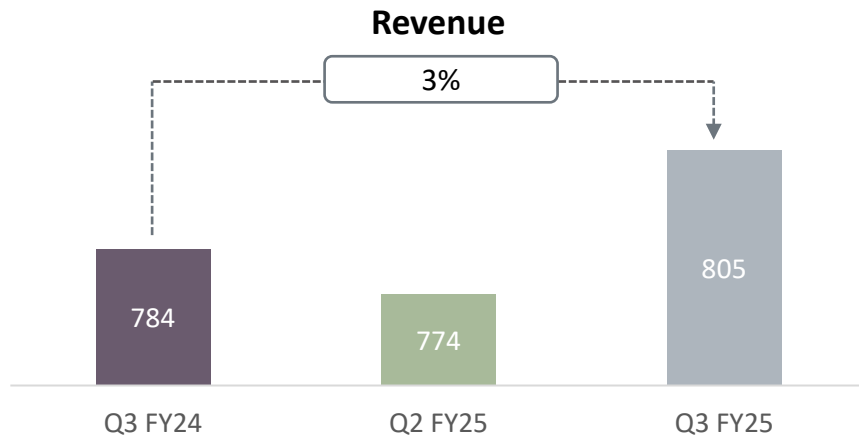
In Rs. Crore



Note: PBT & PAT includes non-operating income of INR 37 Crore in 9MFY24 and INR 82 Crore in 9MFY25 on account of sale of assets

Q3 FY25 Highlights - Consolidated

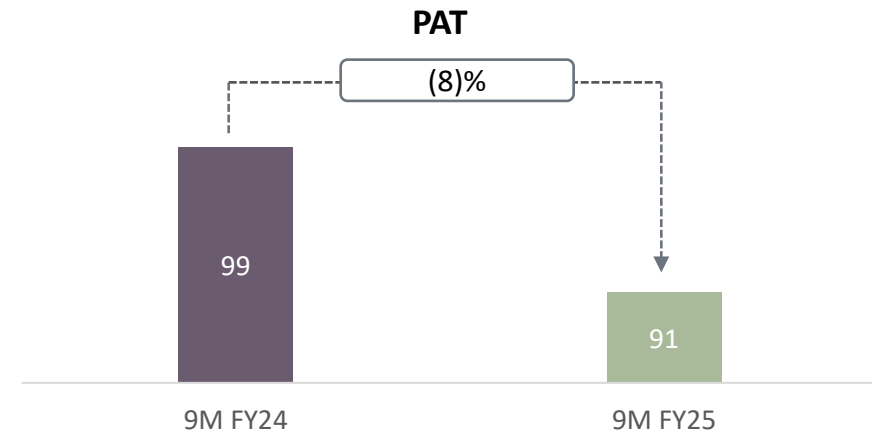
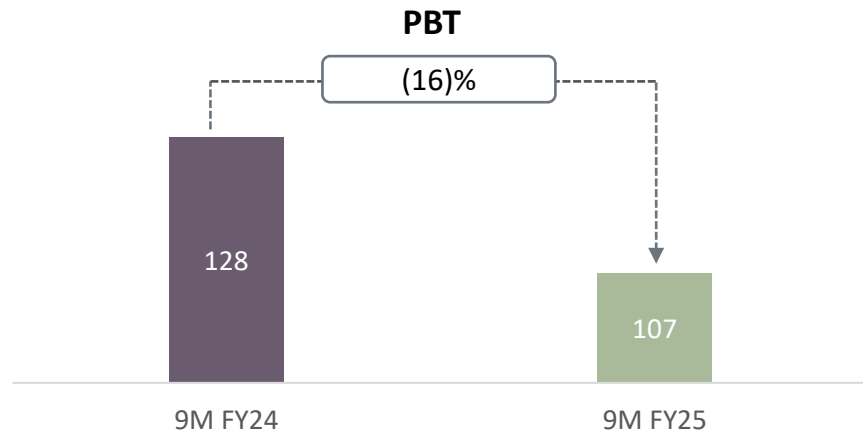
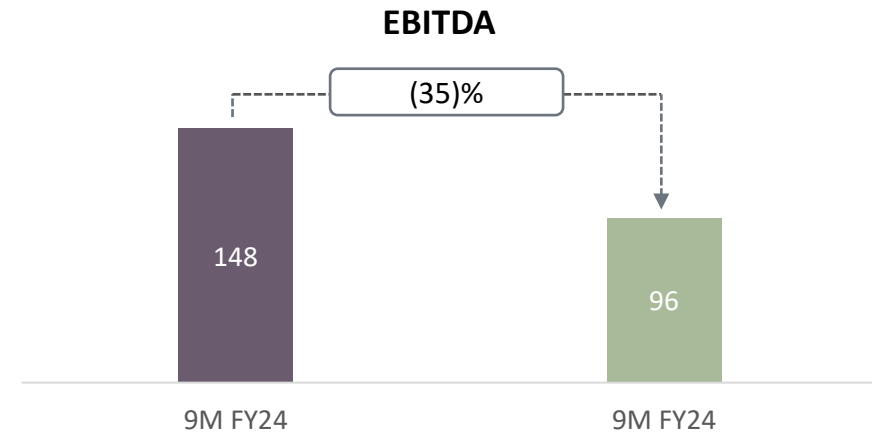
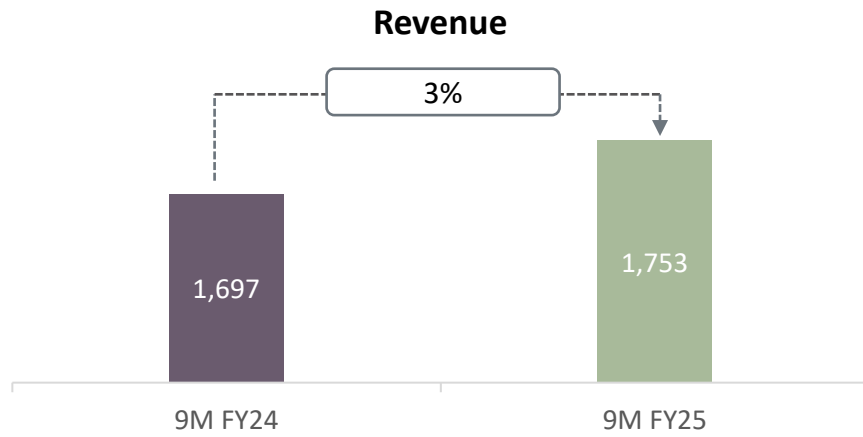
In Rs. Crore



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

9M FY25 Highlights - Standalone

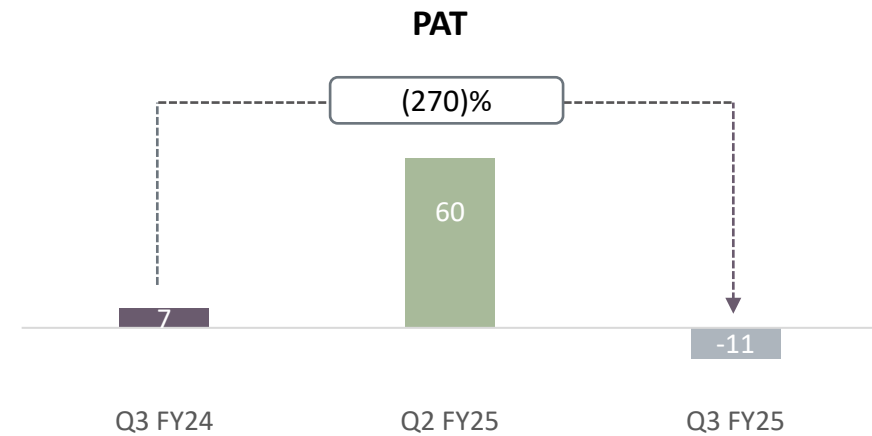
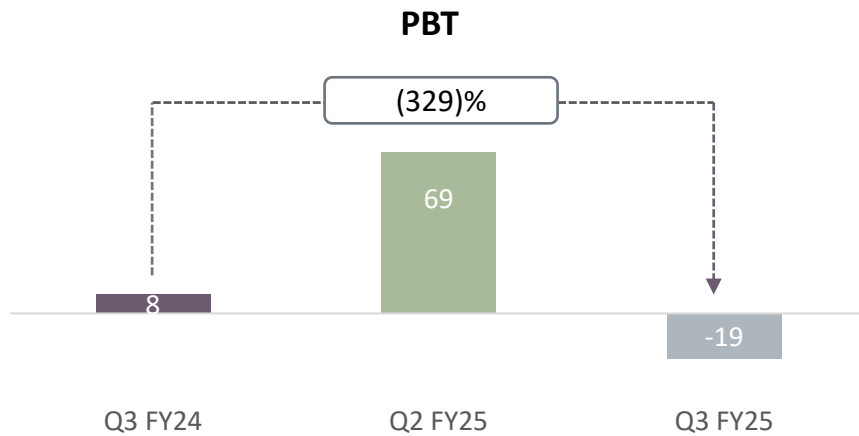
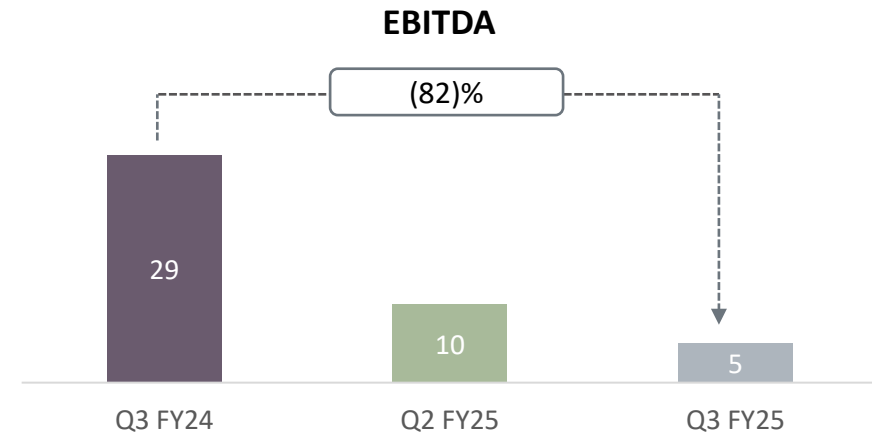
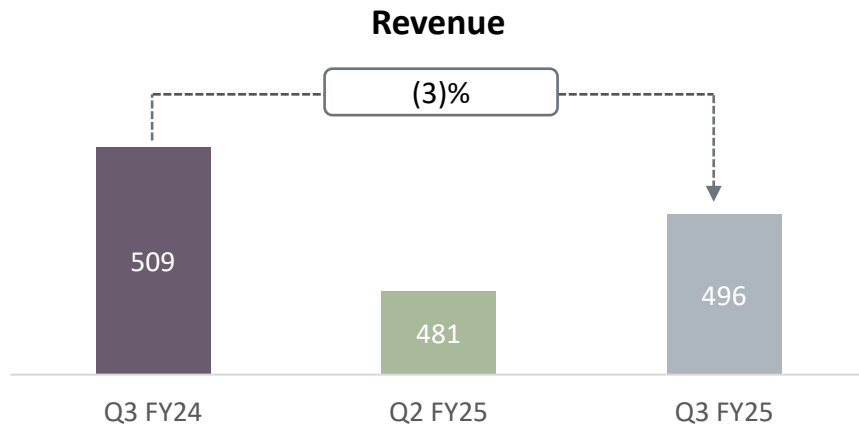
In Rs. Crore



Note: PBT & PAT includes non-operating income of INR 37 Crore in 9MFY24 and INR 82 Crore in 9MFY25 on account of sale of assets

Q3 FY25 Highlights - Standalone

In Rs. Crore

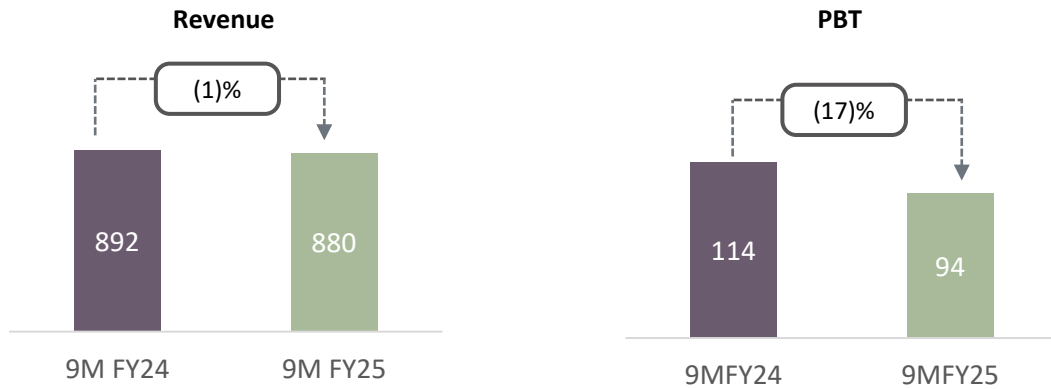


Note: PBT & PAT includes non-operating income of INR 82 Crore in Q2FY25 on account of sale of assets

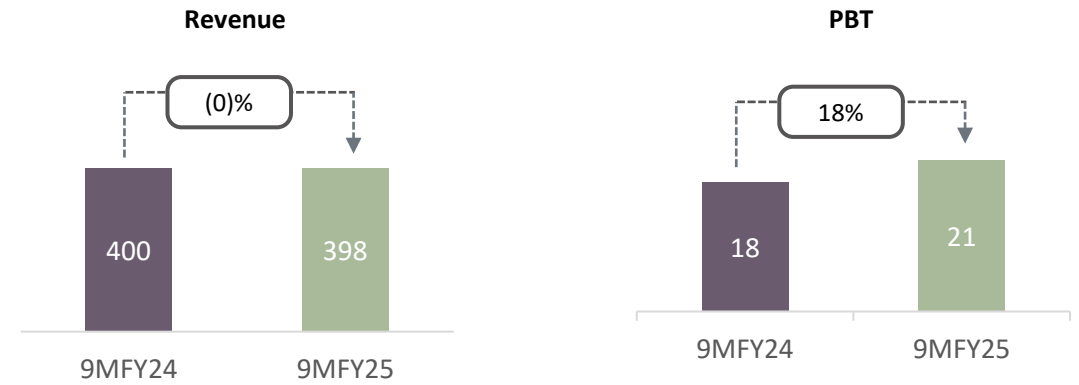
Key segment performance

In Rs. Crore

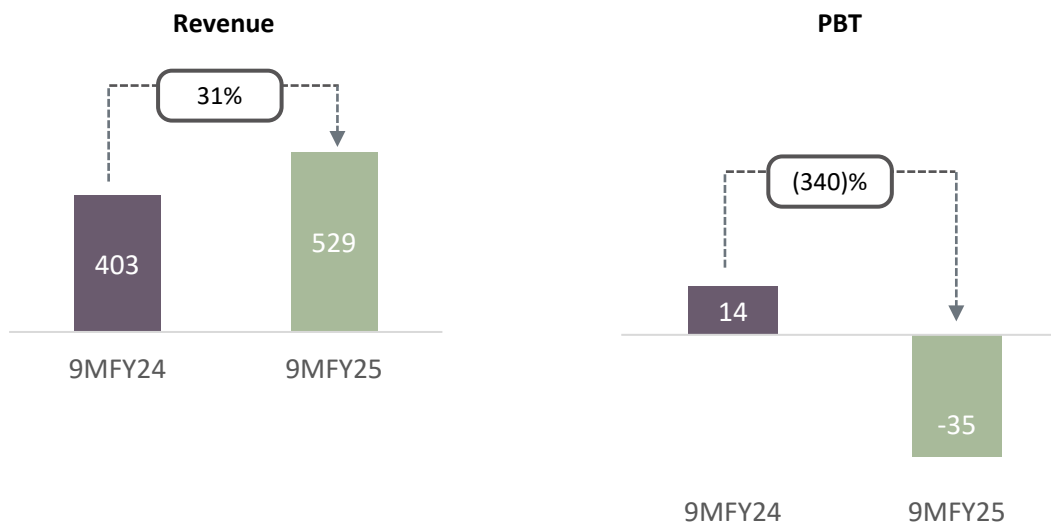
Roofing Solutions



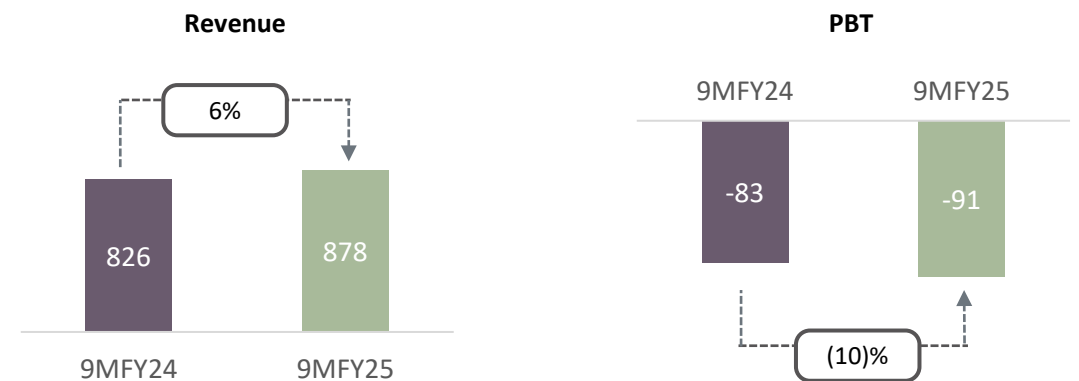
Building Solutions



Polymer Solutions



Flooring Solutions



Financial statements - Balance sheet

In Rs. Crore

Particular	Standalone			Consolidated		
	31.12.2024	31.03.2024	31.12.2023	31.12.2024	31.03.2024	31.12.2023
A) Equity & Liabilities						
Shareholder's funds	1,268	1,191	1,197	1,228	1,253	1,273
Non-current liabilities	124	162	50	594	628	361
Current liabilities	637	599	556	1,028	862	774
Total Equity & Liabilities	2,029	1,952	1,803	2,850	2,743	2,408
B) Assets						
Non-current assets	1,359	1,147	1,135	1,803	1,527	1,309
Current assets	670	805	668	1,047	1,216	1,099
Total Assets	2,029	1,952	1,803	2,850	2,743	2,408

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