

Ref: HIL/SE/2024-25/35

August 21, 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 Q1 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 ended June 30, 2024.

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

Enabling the Future

Financial Results
Presentation

Q1 FY2025



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

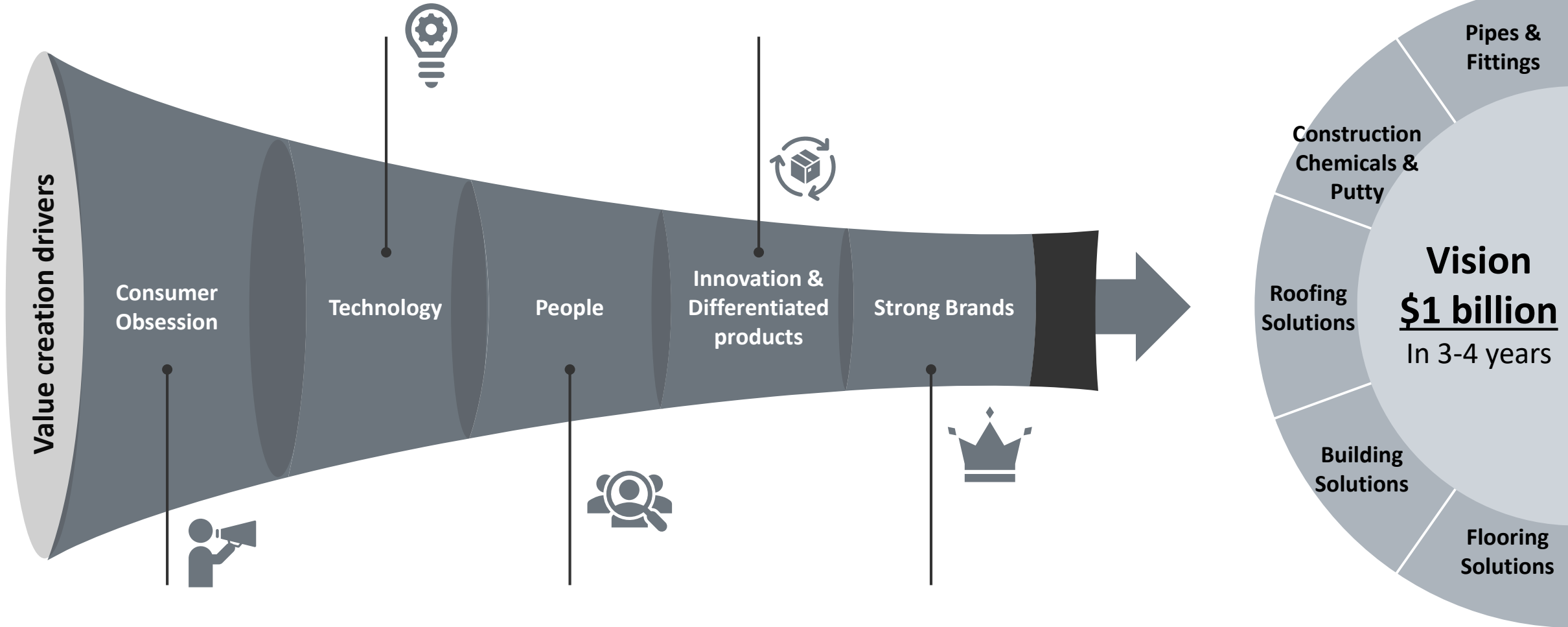


Numerous
patents & awards



Relationships &
philanthropy

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



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.

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



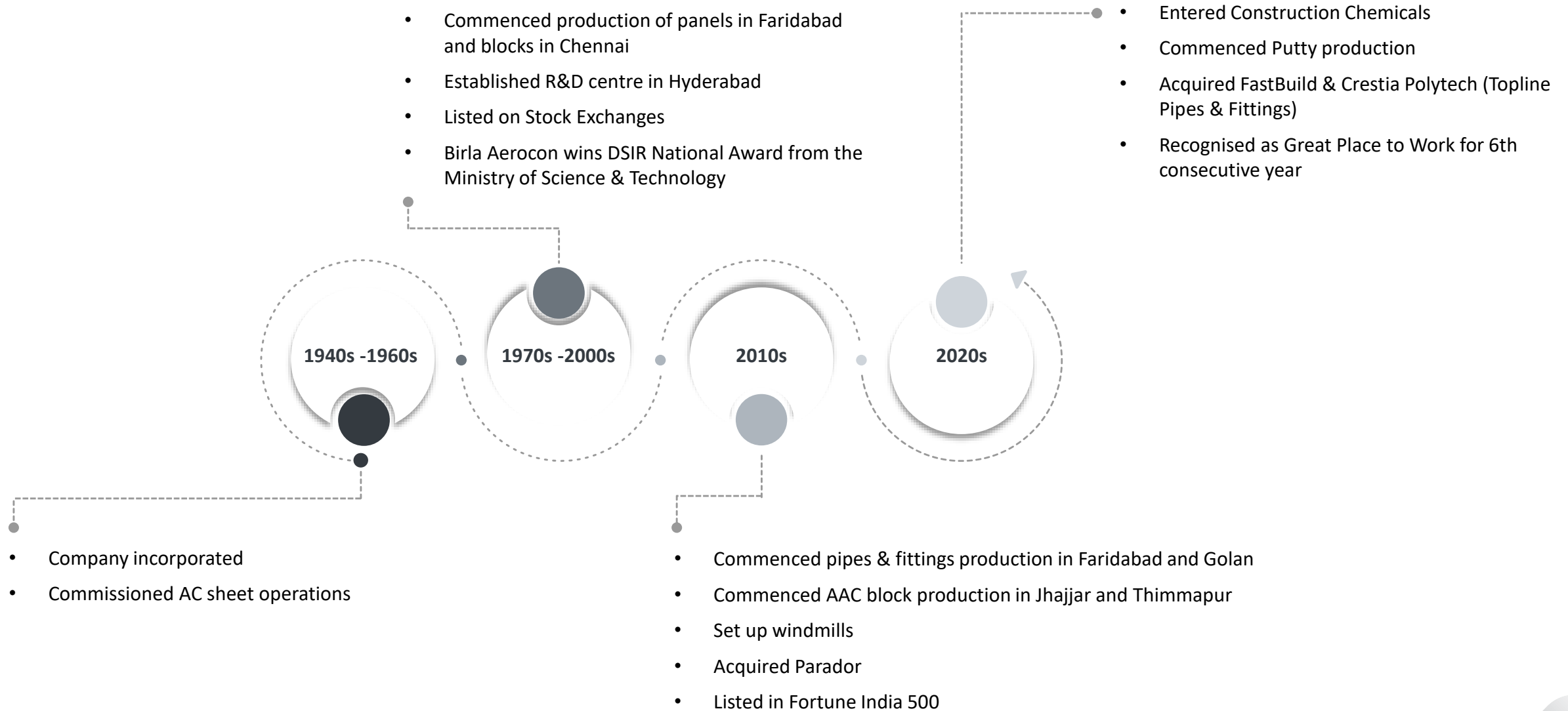
Sales present across 80+ countries

People








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

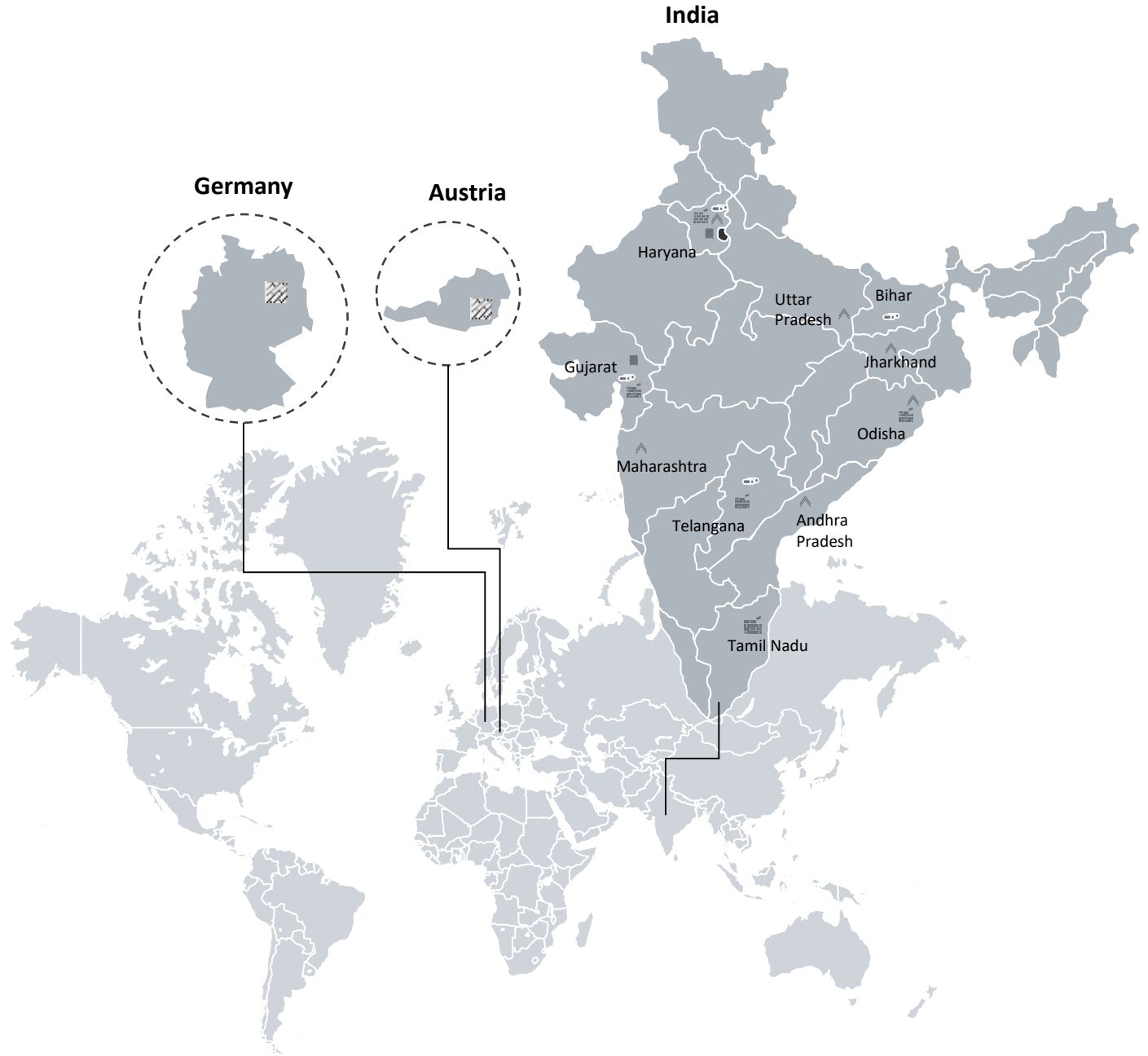
HIL's journey



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

5,806

beneficiaries;

100% vulnerable/ marginalized group



LLL - Rural mental health program at Tangi, Cuttack



Care giver group formation



Gram Panchayat meeting



CSI - Mobile Medical Unit at the village for the treatment of under-privileged



Behaviour Change Communication Session



Govindpur Girls High School, Balasore

- Live Love Laugh Foundation for rural mental health program at Tangi, Cuttack in Odisha
- Child Survival India for mobile medical unit at 10+ villages in Chennai near our unit
- School project in Balasore – 02 additional classrooms benefitting girl students

Our Partners

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



Pipes and Fittings | Construction Chemicals & Putty



Products

Pipes & Fittings

- 'UPVC Pipes and Fittings
- CPVC Pipes and Fittings
- SWR Pipes and Fittings
- Column Pipes
- Pressure Pipes
- Foamcore Water Tanks

CC & Putty

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

Installed Capacity

- Pipes & Fittings 100K+ MT
- Putty 274K+ MT



Pipes & Fittings



Water tanks



Putty



Construction chemicals



Adani Amoga, Gujarat



TVS Emerald Peninsula, Chennai



IIT, Trichy

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



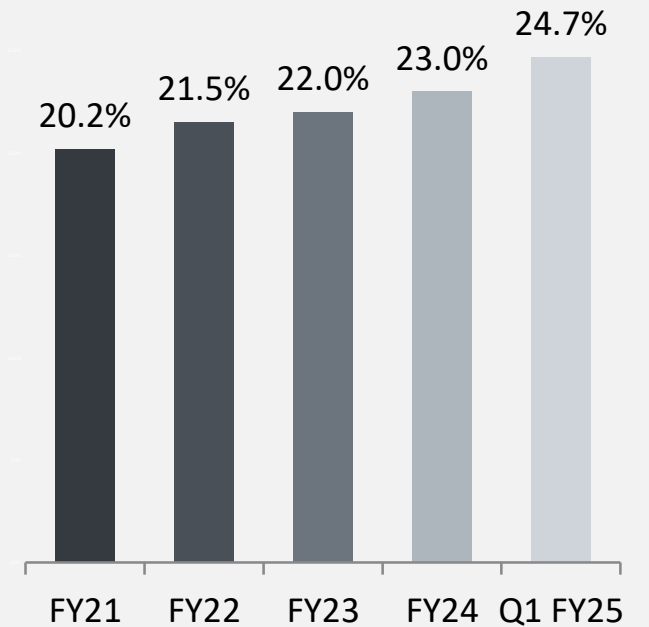
Charminar Fortune



Ultracool



Our Market Share



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



Global Sales Presence

Giving a global footprint to superior product range

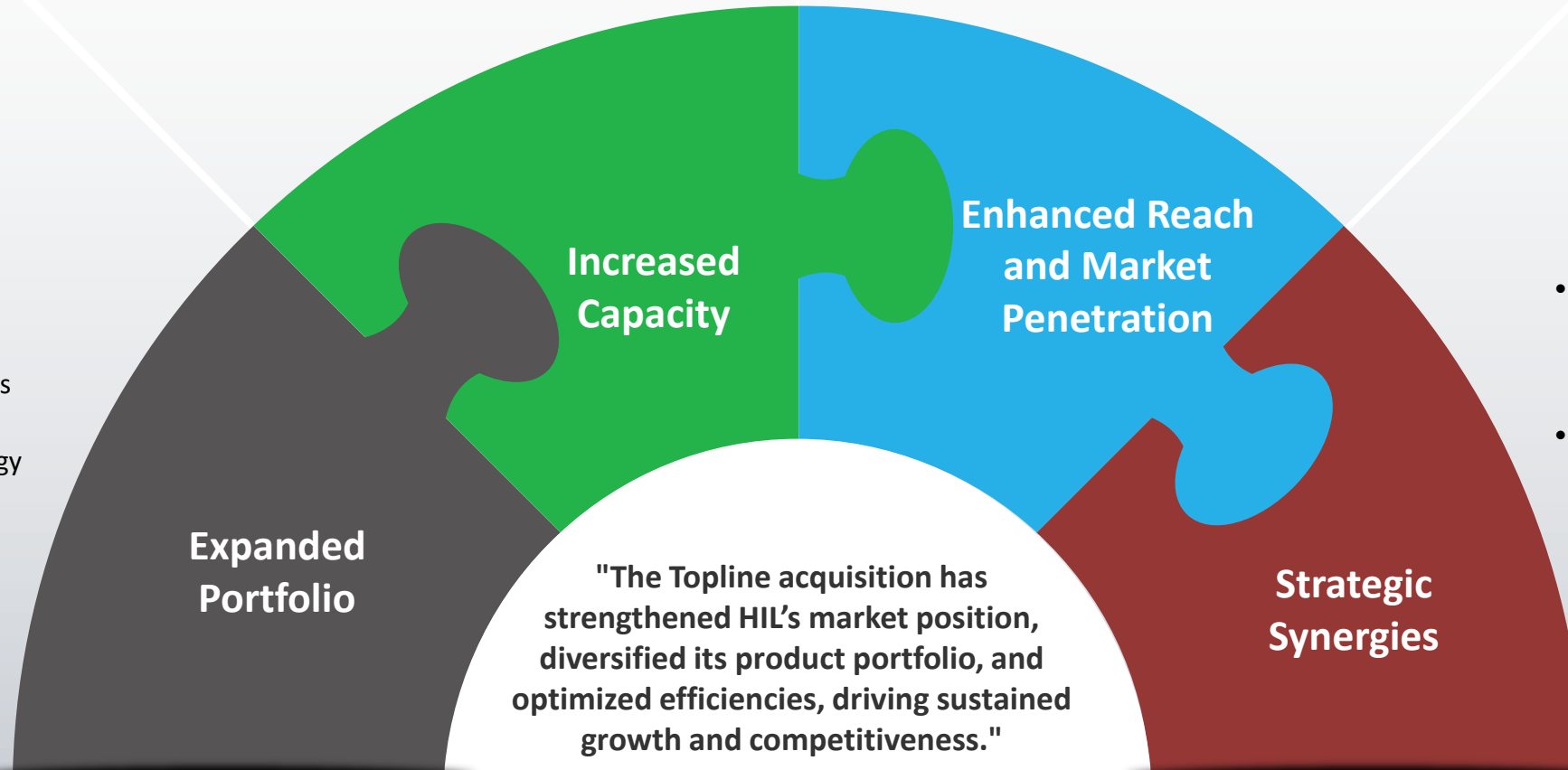
Update on Key Strategic Initiatives



Augmenting Pipes & Fittings through Topline acquisition

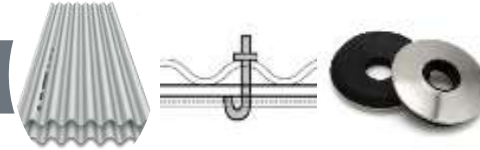
- One of the widest ranges of products with 3,000+ SKUs.
- Coverage in North, South, East, West with a total capacity of 1 Lakh+ MTPA.
- Immediate access to new and existing markets with high growth potential.
- Strengthened presence in the East

- Entry into HDPE & Electro-fusion Fittings
- Access to patented products & technology



- Achieved cost efficiency through better local sourcing & reduced logistics expenses.
- Entry into Government Projects space including access to JJM, etc.

Ultracool Roofing Solutions



- **Revolutionary Cooling Solution**
 - Advanced technology.
 - Energy-efficient and eco-friendly.
 - Residential and commercial applications.
- **Key Features**
 - High solar reflectance index (SRI).
 - Cost-effective and sustainable.
 - Easy installation and maintenance.
- **Consumer Benefits**
 - Reduced indoor temperature.
 - Increased comfort.
 - Reduced energy bills.
 - Positive environmental impact.

Roofing Accessories

- **Headless Bolt Fasteners and EPDM with SS washer**
 - **J-Bolts** - Zinc Coating
 - **J- Bolts** -Open hook design
 - **EPDM** – UV resistant
 - Suitable for fiber cement roofing sheets
- **Key Features**
 - Anti Corrosive
 - Superior chemical resistance
 - Temperature tolerance
- **Consumer Benefits**
 - Provides structural support
 - Extended durability & low maintenance
 - Leak prevention

Putty Plus



- **Advanced premium putty**
 - Advanced technology
 - Eco-friendly
 - Residential and commercial applications
- **Key Features**
 - Superior quality
 - Superior adhesion
 - Ease of application
- **Consumer Benefits**
 - Lesser paint consumption
 - Better wall-color outcomes
 - Smooth wall finish

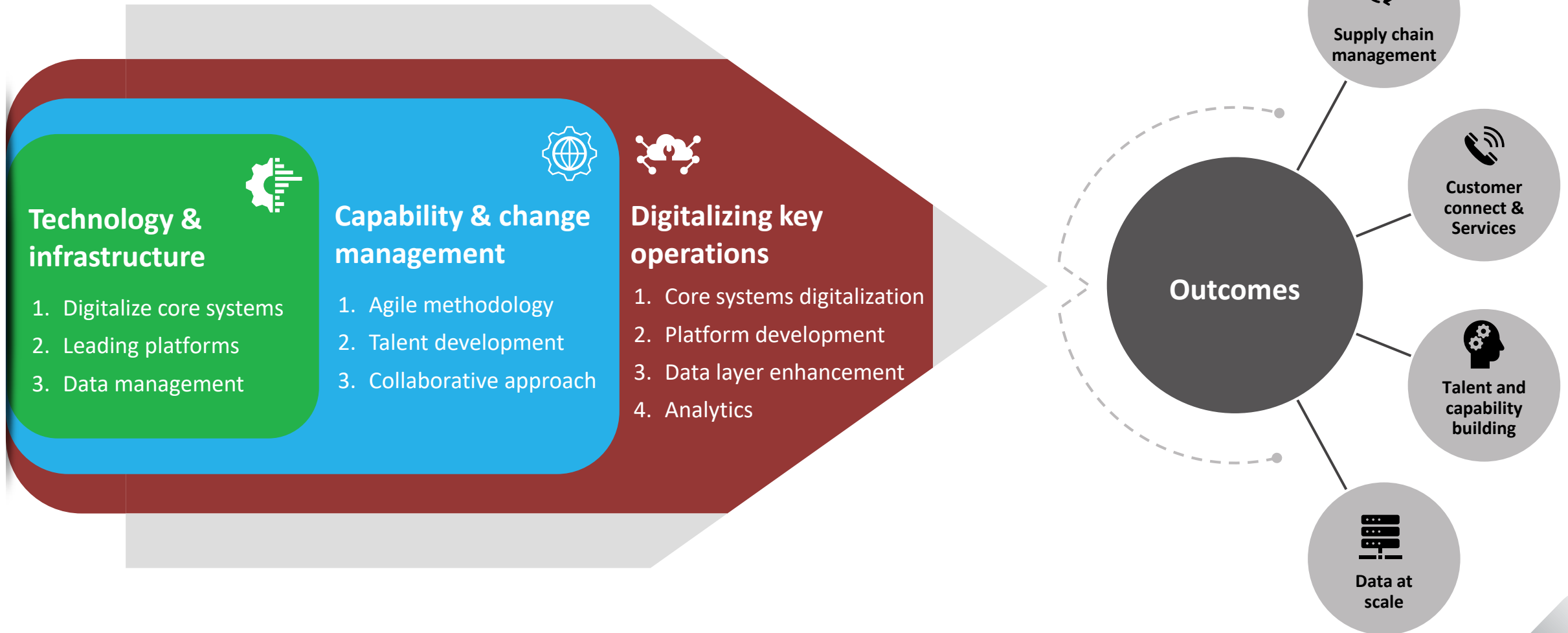


Silent Pipes

- **Next-Generation Plumbing Solution**
 - Emphasis on noise reduction
 - Long lasting
- **Key Features**
 - Noise-canceling technology
 - Easy integration with existing systems
- **Consumer Benefits**
 - Minimal maintenance baked in
 - Elevates building ambience

HIL's digital transformative journey

Enablers of Digital Transformation



GPTW Certified Company – 6th Consecutive year



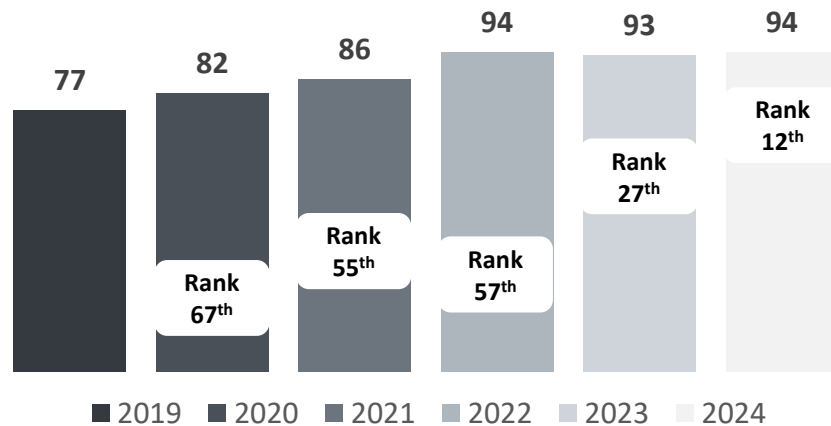
Building diverse talent pool, hiring from FMCG, Manufacturing, Consumers, Retail & various other industries

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

700+ people trained for 5,500 hours +



Trust Index Score



Awards and accolades

- India's Best Companies to Work for 2024: **Top 50 – Ranked at 12**
- 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

Q1 FY25 Results Overview



Message from MD & CEO



Akshat Seth

MD & CEO

In Q1 FY25 we continued our momentum towards a “Reimagined HIL” in line with our strategic plan. We delivered steady performance with revenue growth of 9% (consolidated) driven by volume growth across most of our product segments. This was despite a modest to sluggish demand scenario, intensifying competition and adverse price trends, both in India and for Parador.

Pipes & Fittings segment had a breakthrough quarter with overall revenue exceeding Rs 150 crore and volumes of 10K MT – representing a 2x volume growth YoY, significantly outpacing market growth and that of other large players. We rapidly scaled up the Construction Chemicals business with 35% YoY growth. Specifically, Tiling segment which has been a core focus area for us grew 2x over last year. In Roofing Solutions, we sustained our leadership with a sustained market share of 25%, thereby recording the highest ever Q1 volumes. Our Blocks & Boards business recoded robust volume growth despite strong competitive pressures.

Parador clocked 7% revenue growth and 12.5% volume growth, even as the market across key geographies declined by 5-10%. As a result, we gained significant market share across product segments and channels. This is now the third straight quarter of positive momentum on both billings and order bookings.

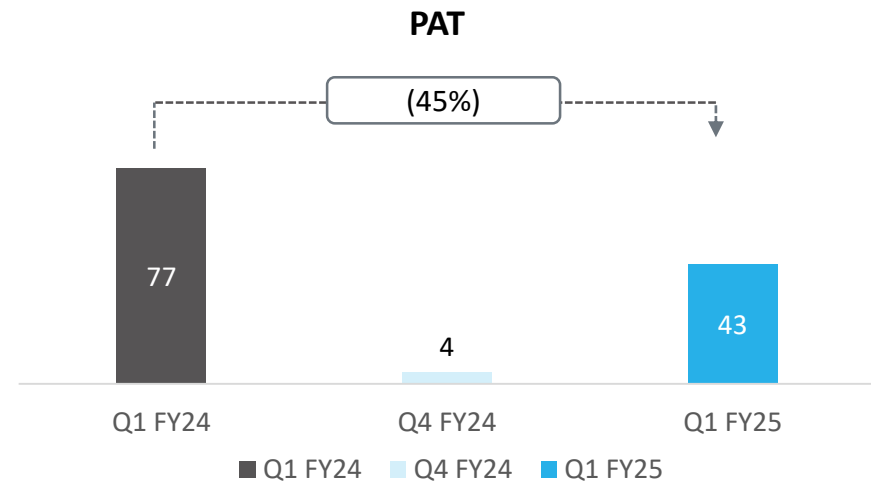
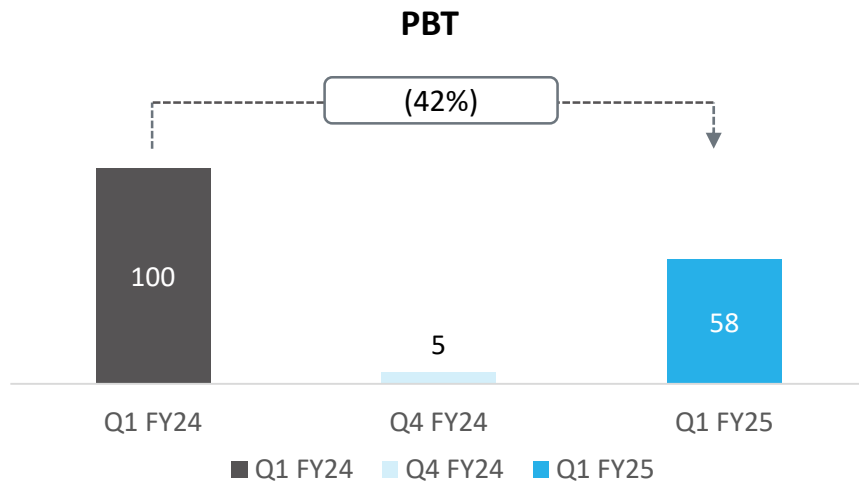
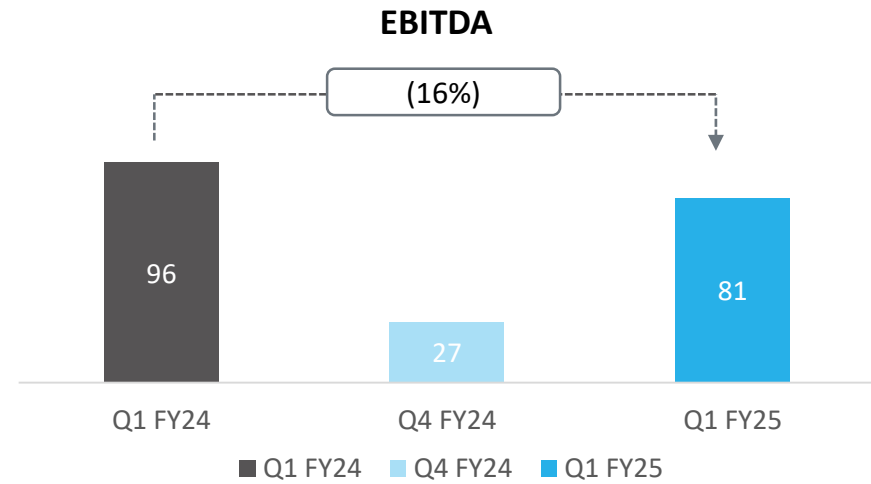
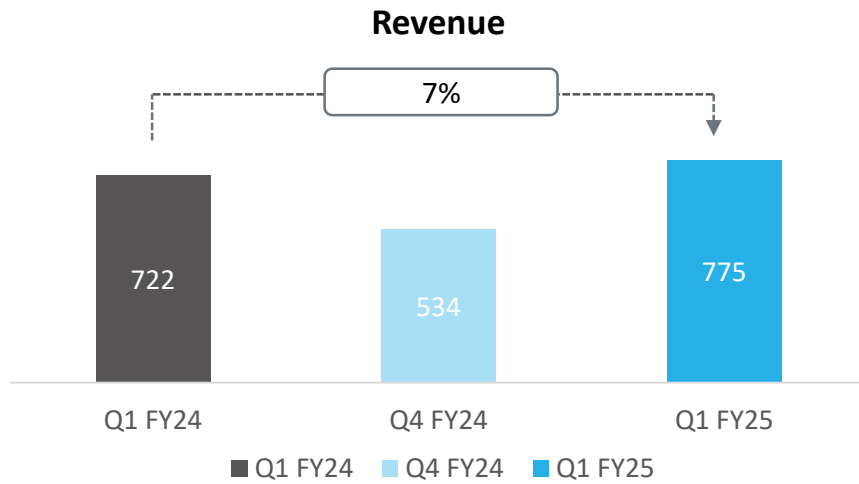
Despite the price-demand headwinds from the markets, the margin performance is on planned trajectory. The external headwinds were offset by a range of value enhancement initiatives targeting material and contract labor cost, logistics and energy costs as well as working capital & inventory, recording improved Contribution Margin across all segments.

The performance also reflects our continued “ahead of the curve” investments for Growth, Products, Brands, Technology and People.

Successful acquisition and integration of Crestia (Topline) was a major milestone and augurs well for our future inorganic pursuits. Our NPD engine is rolling with several new product launches (UltraCool roof, Roofing accessories, Silent pipes, Putty Plus, 160+ new SKUs at Parador) during the quarter and a strong pipeline of developments for rest of the year. 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 suite of products around product barcoding, WMS, mobile apps for SKU counting amongst others has helped reduce loading and dispatch errors for our Pipes & Fittings segment. We have also launched a focused Manufacturing Excellence initiative to drive productivity, efficiency and quality improvement across our operations.

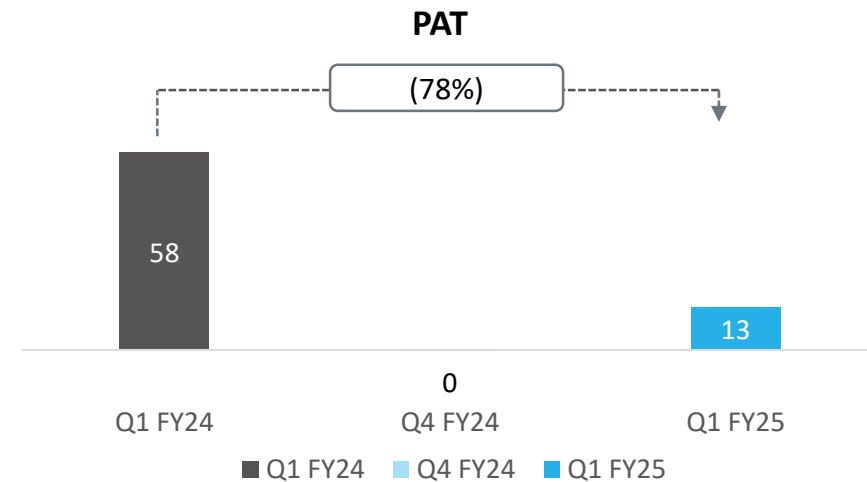
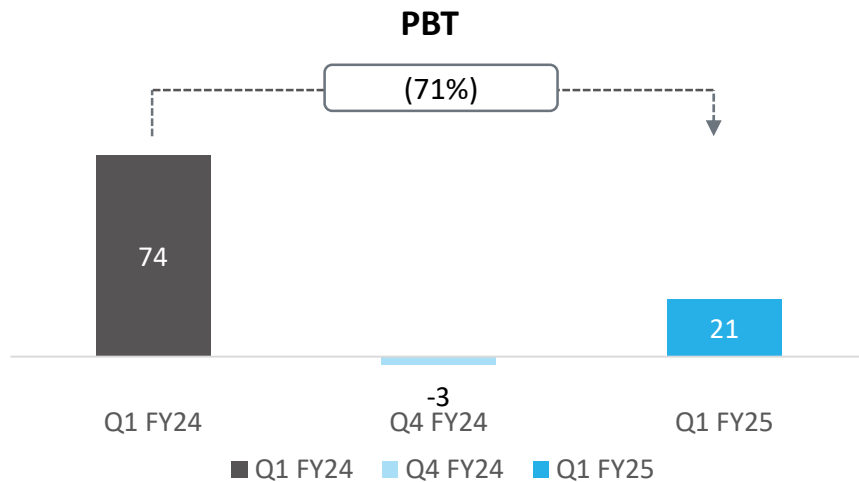
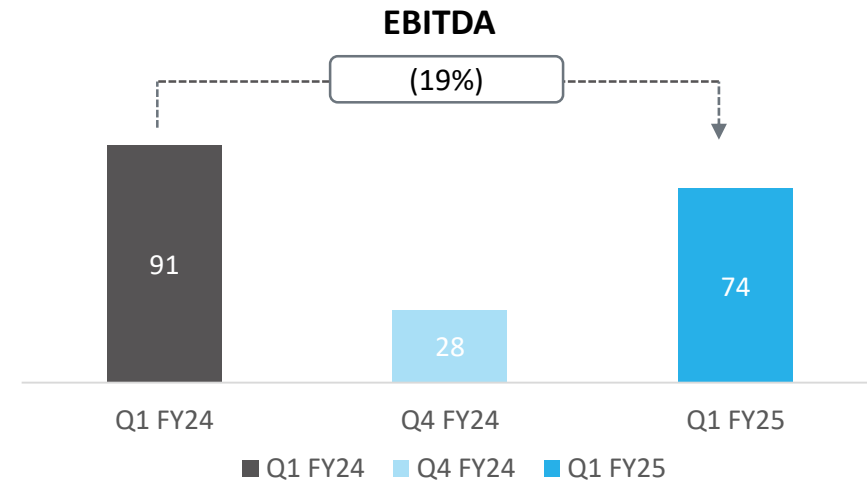
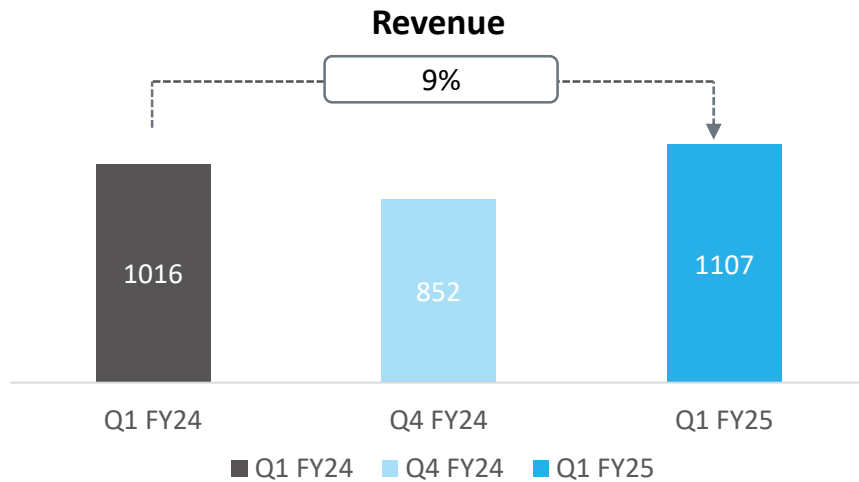
In the last 12 months, we have invested in our leadership and frontline teams in both India and at Parador, injecting agility and empowerment to win in our defined product-markets. As a result, HIL is now ranked #12 amongst the 100 Best Places to Work in GPTW 2024 and #1 amongst Manufacturing companies. 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.

Q1 FY25 Highlights – Standalone



Note: Q1FY24 PBT & PAT includes non-operating income of Rs. 23 Crore on account of sale of assets

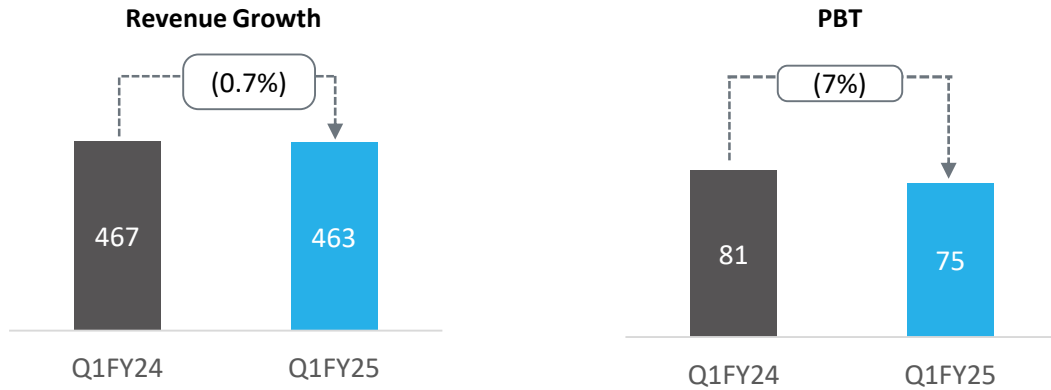
Q1 FY25 Highlights – Consolidated



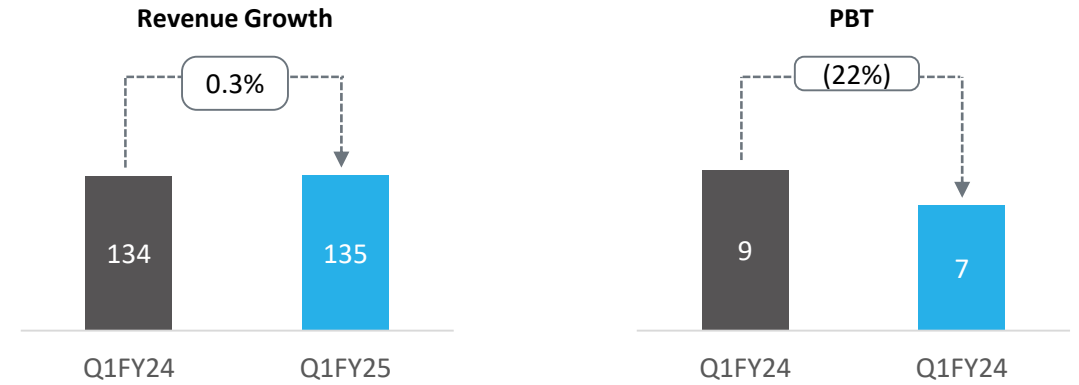
Note: Q1FY24 PBT & PAT includes non-operating income of Rs. 23 Crore on account of sale of assets

Key segment performance

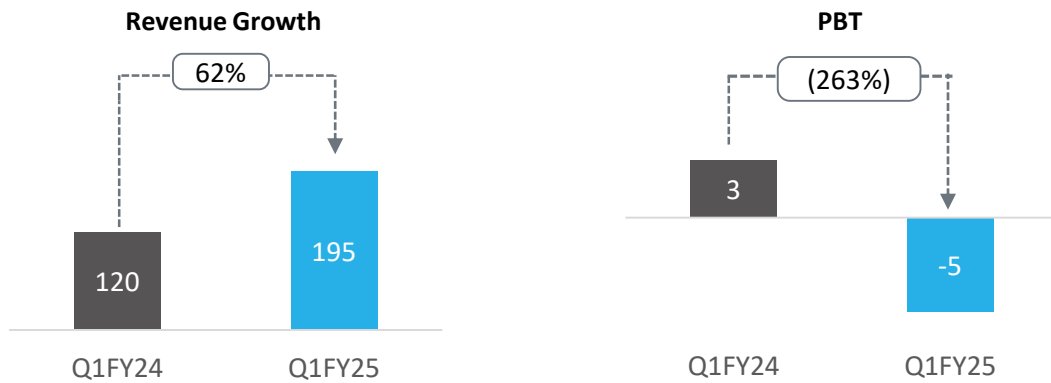
Roofing Solution



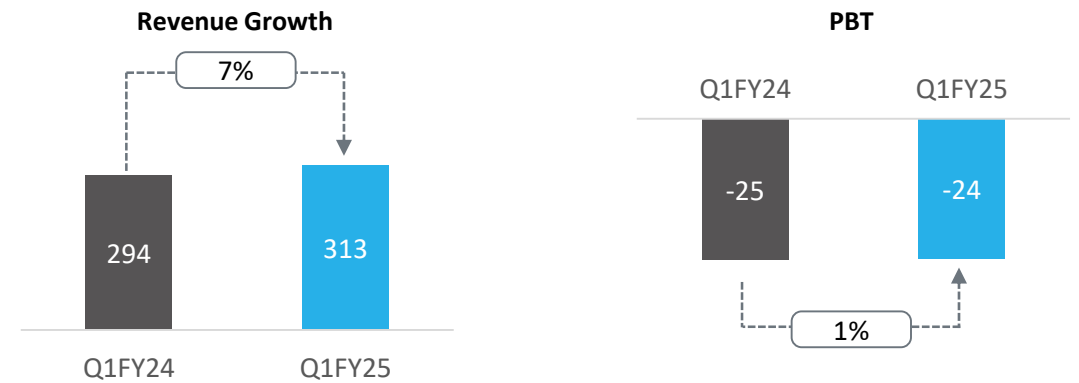
Building Solution



Polymer Solution



Flooring Solution



Financial statements – P&L

Particular	Standalone			Consolidated		
	Q1 FY25	Q1 FY24	Y-o-Y	Q1 FY25	Q1 FY24	Y-o-Y
Total Income	782	728	7%	1,112	1,020	9%
Total Expenditure	701	632	11%	1,038	929	12%
EBITDA	81	96	-16%	74	91	-19%
<i>Margins (%)</i>	10%	13%	-290 bps	7%	9%	-227 bps
PBT *	58	100	-42%	21	74	-71%
<i>Margins (%)</i>	7%	14%	-634 bps	2%	7%	-531 bps
PAT *	43	77	-45%	13	58	-78%
<i>Margins (%)</i>	5%	11%	-510 bps	1%	6%	-454 bps
EPS	56.48	101.90	--	16.74	76.76	--

* Q1FY24 PBT & PAT includes non-operating income of Rs. 23 Crore on account of sale of assets

Financial statements – Balance sheet

Particular	Standalone		Consolidated	
	30.06.2024	31.03.2024	30.06.2024	31.03.2024
A) Equity & Liabilities				
Shareholder's funds	1,235	1,191	1,264	1,253
Non-current liabilities	123	162	640	628
Current liabilities	584	599	980	862
Total Equity & Liabilities	1,942	1,952	2,884	2,743
B) Assets				
Non-current assets	1,327	1,147	1,808	1,527
Current assets	615	805	1,076	1,216
Total Assets	1,942	1,952	2,884	2,743

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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Thank You