

Ref: HIL/SE/2024-25/010

May 8, 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**  
5<sup>th</sup> Floor, Exchange Plaza, Bandra (E),  
Mumbai – 400 051  
*Scrip Symbol: HIL*  
*Through: NEAPS*

**Sub: Investor Presentation on Q4 & FY24 Audited Financial Results**  
**Ref: Regulation 30 of SEBI LODR Regulations, 2015**

Dear Sir/Madam,

Please find attached Investor Presentation on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended March 31, 2024.

A copy of the said presentation is uploaded on the website of the Company [www.hil.in](http://www.hil.in)

Kindly take the same on record.

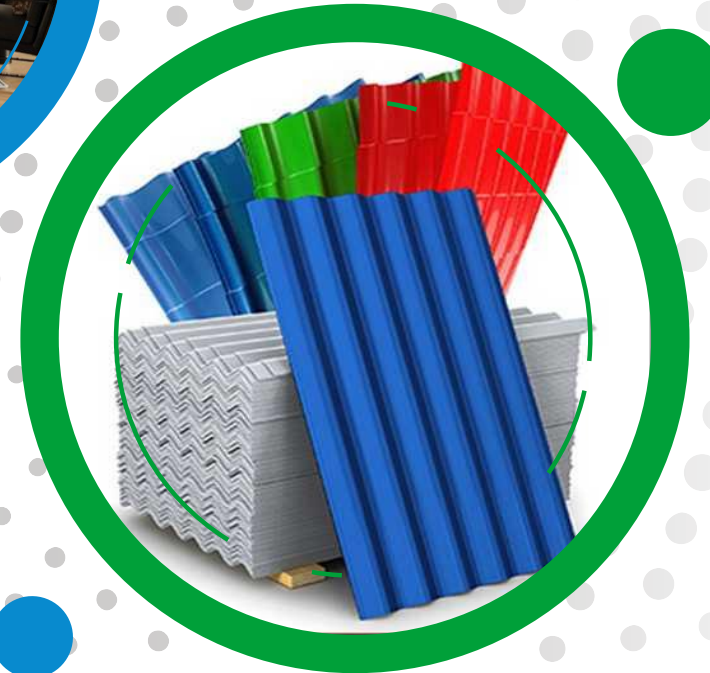
Yours faithfully,  
**For HIL Limited**

**Nidhi Bisaria**  
**Company Secretary & Compliance Officer**  
**Membership No. 5634**

Encls. As stated

# Financial Results Presentation

## Q4 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.

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.



# CK Birla Group – 165+ Years of Rich Legacy



Over **US\$2.9 billion**  
Conglomerate



Over **35,000**  
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

**9%**

Compounded Revenue  
Growth Last 5 years



**-11%**

Compounded EBITDA  
Growth Last 5 years



**-19%**

Compounded PAT  
Growth Last 5 years



**5%**

ROCE



**0.44x**

Debt Equity



**46 Days**

Working Capital Cycle



**ICRA AA(-ve)**

Credit rating



**3,500+**

SKUs



**31**

Facilities



**6**

Number of Brands



**21**

Number of factories



**20,000+**

Retailers



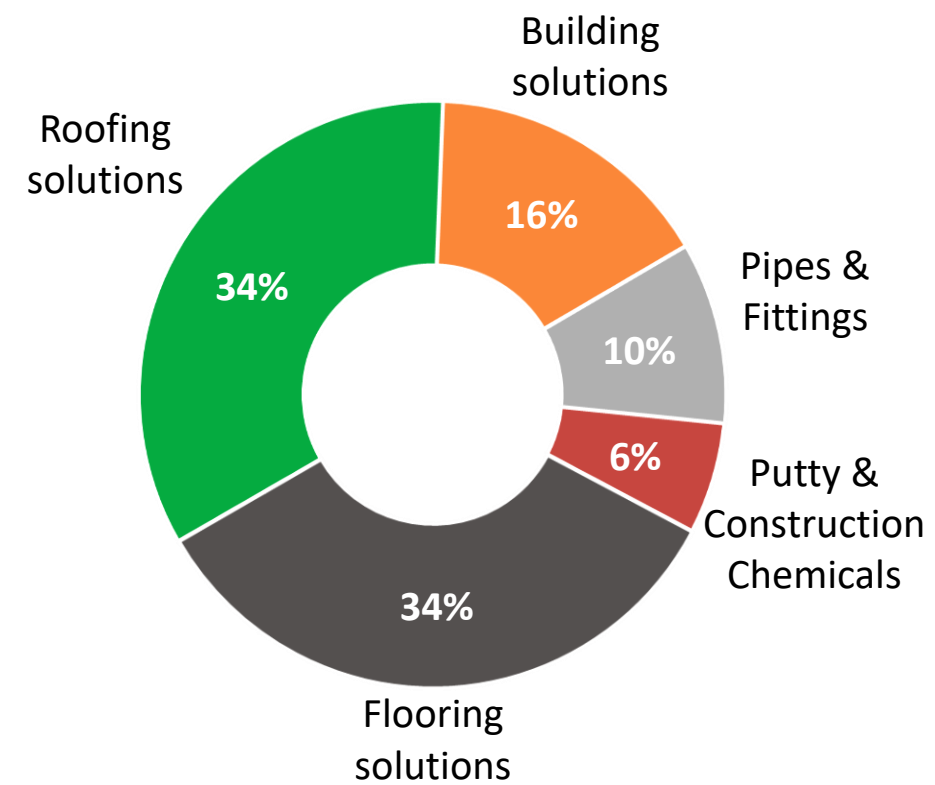
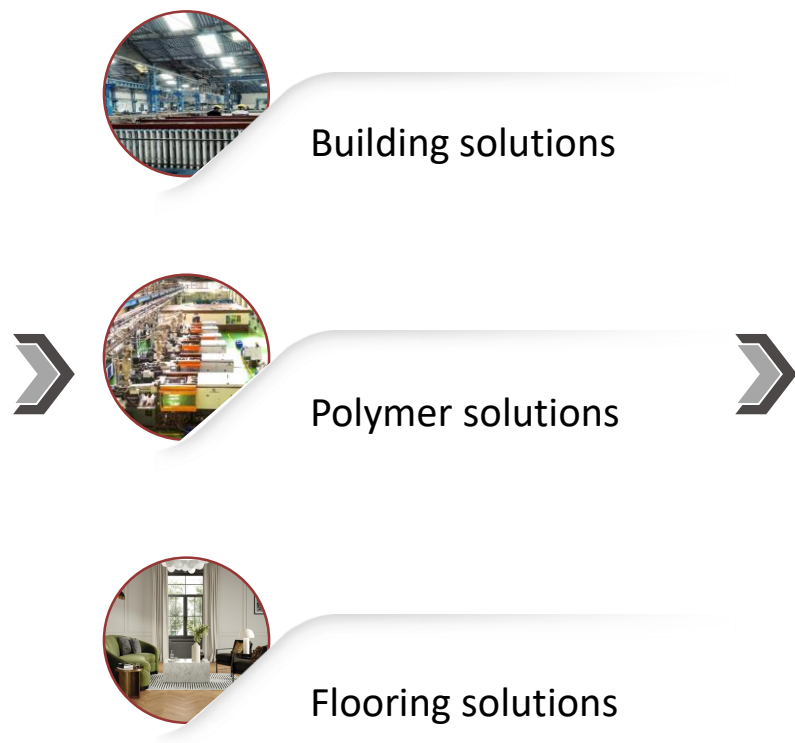
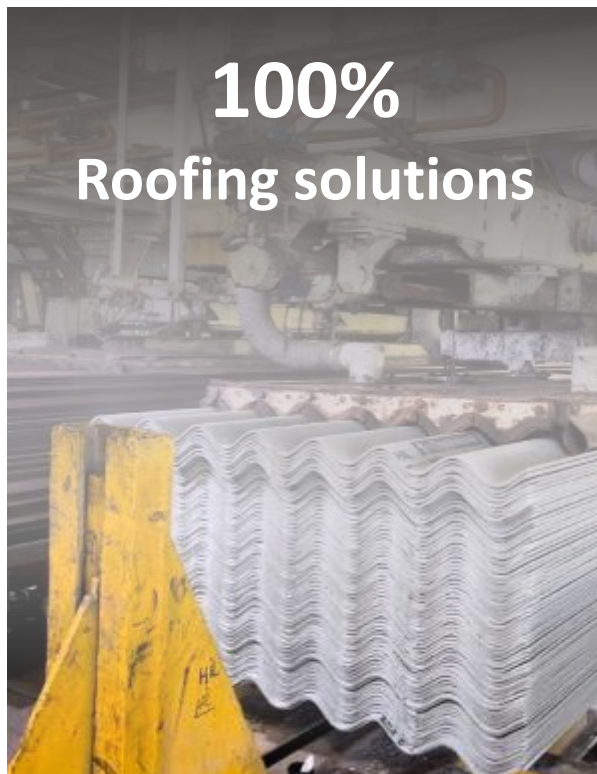


# Legacy of consistent value creation

1946

1997-2023

2024



## Vision

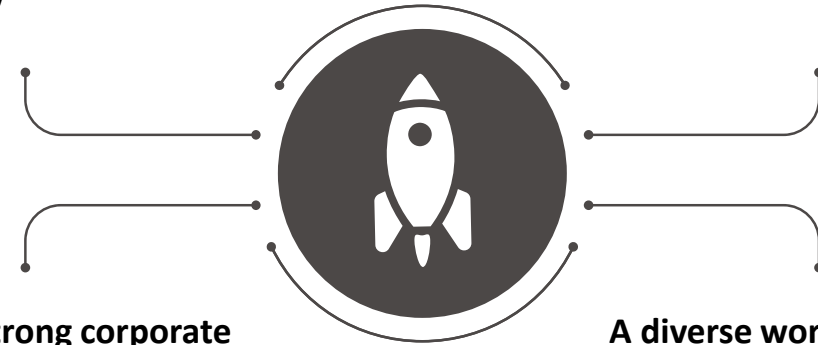


**“To be a leading, global, innovative, and eco-friendly, building and infrastructure solutions company and create sustainable value for our stakeholders”**

## 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.”**





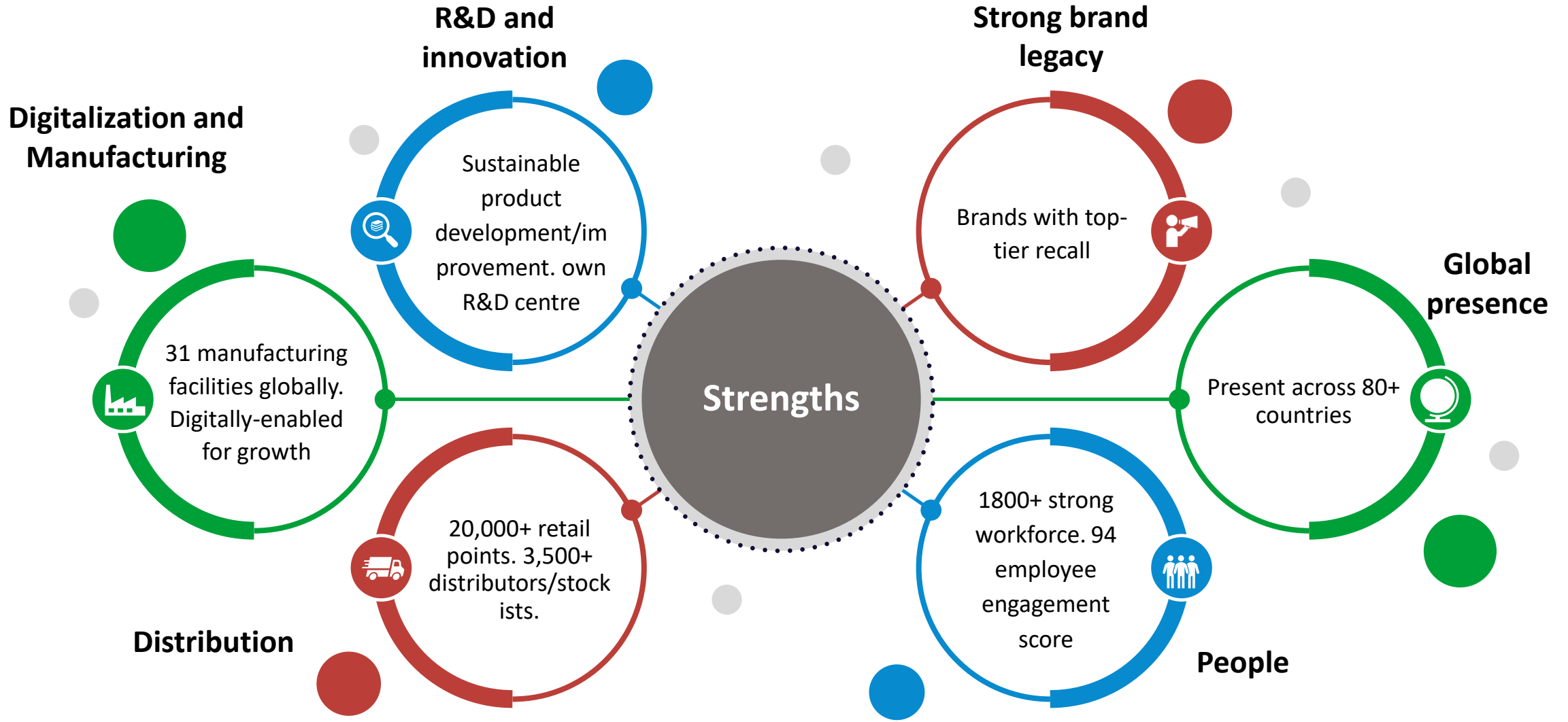
# Our Beliefs & Values



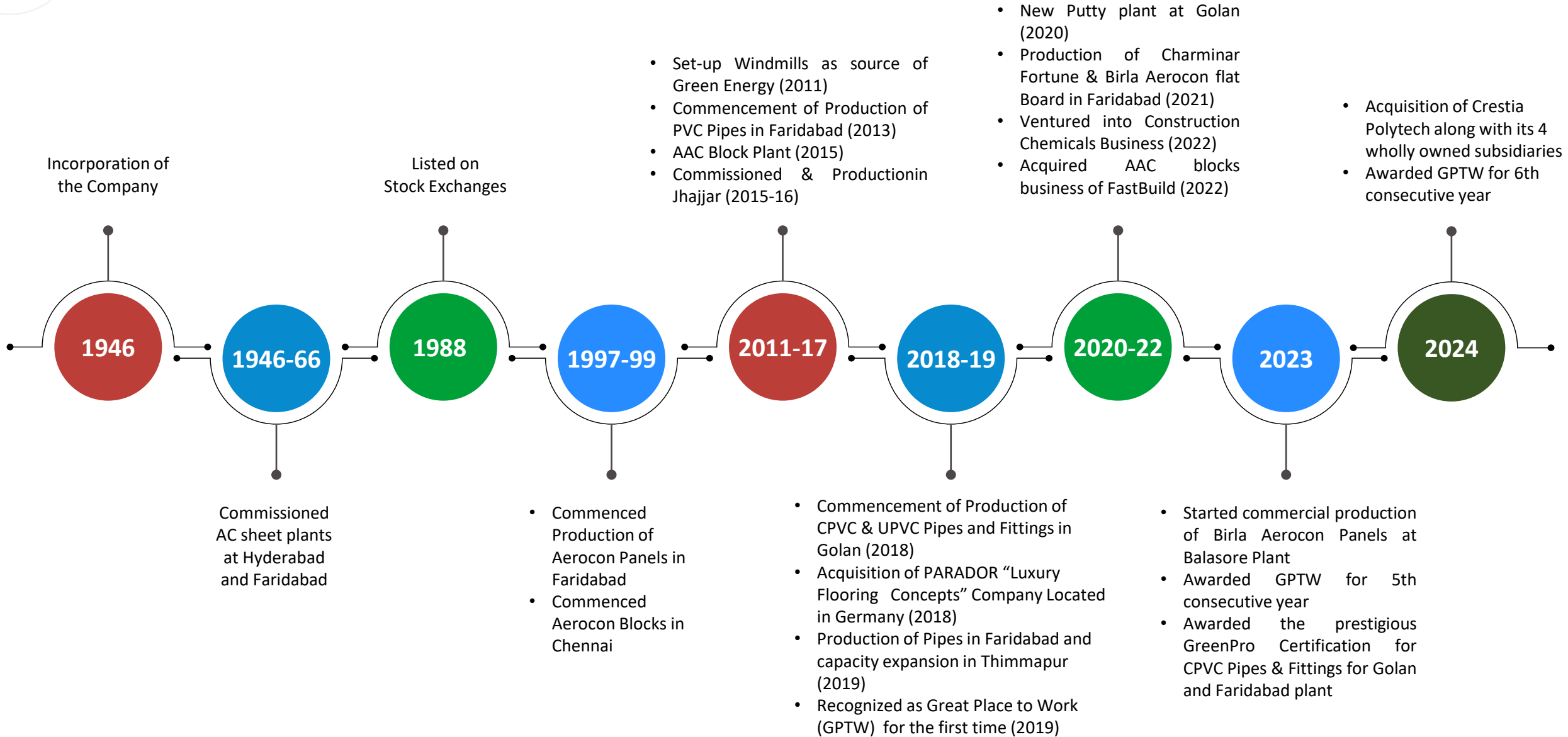
**Mr. CK Birla**

*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



BIRLA HIL Pipes as Most Trusted BRANDS of India, 2024 via Team Marksmen



BIRLA HIL Construction Chemicals as Brand of the year category at 8th Realty plus INEX Awards, 2024



Charminar & Birla Aerocon awarded as Superbrands 2023 for 5<sup>th</sup> year in row



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



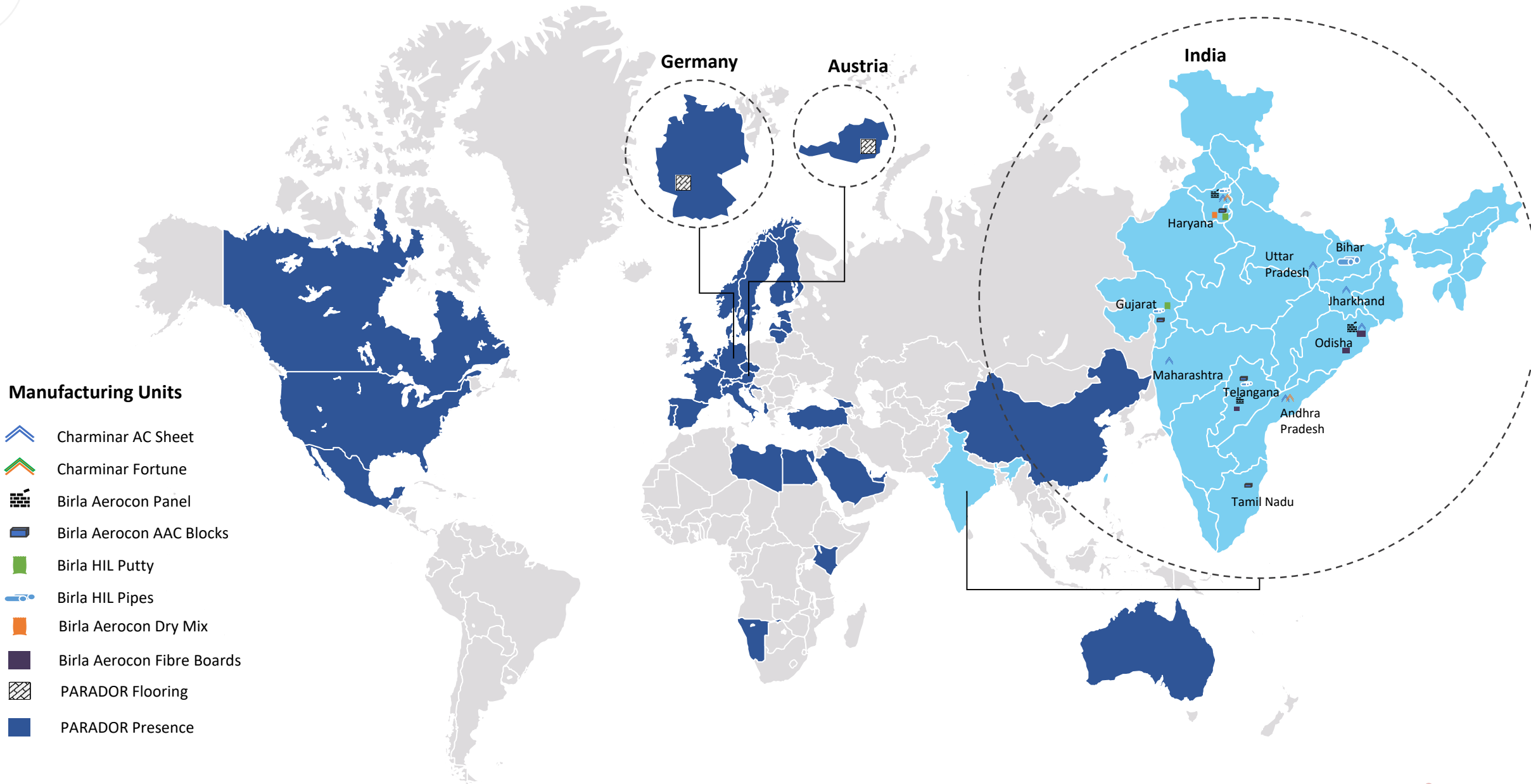
Charminar as Brand Of the Decade 2023 under Infrastructure Roofing Solutions





# Brands & Products Overview

# Global 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**



Most Trusted Roofing Solution



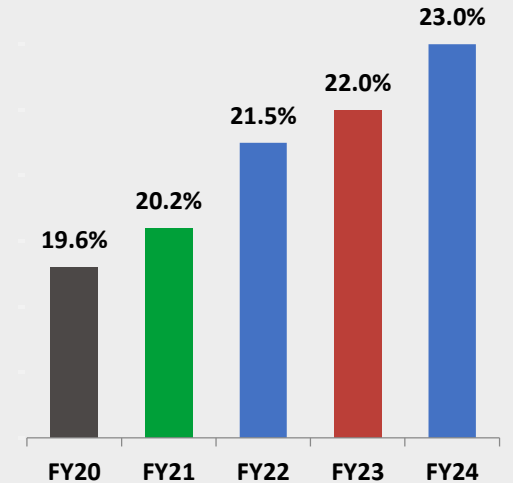
ECO-FRIENDLY ROOFING



FIBRE CEMENT BOARDS



## Our Market Share



## 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 100,000+ MT

Putty 274,000 MT

BIRLA | HIL<sup>®</sup>  
PIPES



BIRLA | HIL<sup>®</sup>  
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*





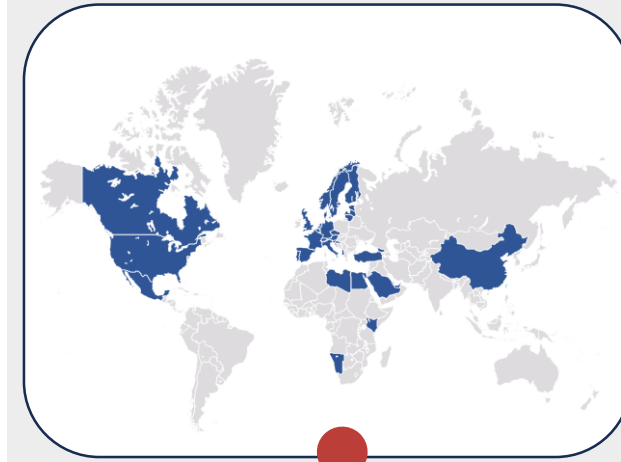
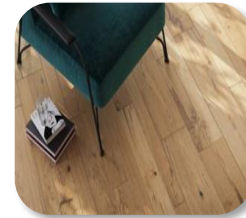
## Products

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

Installed Capacity

**15 Million SQM**

## PARADOR



**Global Presence**

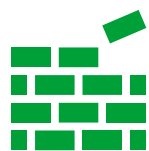
*Giving a global footprint to superior product range*





## Roofing Solutions

- Heat mapping to target white spaces
- Sustaining price premium over peers
- Adept at seamlessly covering cost inflation via pricing strategy



## Building Solutions

- Internal cost optimization initiatives to drive margin improvement
- Headroom to enhance capacity to meet additional demand
- Focusing on alternate supply sources to lower input cost



## Polymer Solutions

- Augmenting SKUs and distribution reach via Topline acquisition
- Developing new products in Construction Chemicals
- Brand building through marketing initiatives



## Flooring Solutions

- New designs, multi-channel selling and geographic expansion
- Focus on working capital optimization / cost rationalization
- Positive traction in order book





# Quarterly Performance Updates



# Message from CEO



**Akshat Seth**

MD & CEO

FY24 will be remembered as the year where we laid the foundation for a “Reimagined HIL”. We renewed our growth push in line with our strategic plan and ambition to be a USD 1 Bn company over the next 3-4 years. The acquisition of Topline, and the resultant doubling of our Pipes & Fitting business, was a major milestone. We have changed the paradigm of our branding efforts and reenergized our product innovation engine. Value mining for enhanced profitability has been established as a key organizational priority. Our most decisive steps have been towards building the organization for tomorrow. We have strengthened our leadership team, moved towards a digital led way of working and are building a culture of excellence. These steps, I am sure, points to an exciting FY25 and beyond for HIL.

Overall, we delivered steady performance in FY24, with robust volume growth across most product segments. This was achieved in the context of a modest demand scenario and intensifying competition. Hence pricing pressures remained throughout the year, including in our polymer business where record low PVC prices presented a additional complexities. Our relentless focus on driving operational efficiencies and continuous improvement in cost structure meant our profitability improved across most of segments.

Roofing Solutions continued to scale new heights and delivered highest ever sales volume. The Charminar brand that carries a 75+ years legacy of trust, further strengthened market leadership, price positioning and deepened its distribution reach. The Building Solutions business had a steady performance during the year with volume growth across most categories coupled with margin pressures.

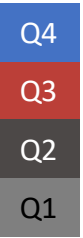
Pipes & Fittings business has built a strong momentum for volume growth – delivered ~23% volume growth in Q4 (vs previous year). This is driven by driven by targeted distribution expansion efforts in the retail segment, as well as a focused approach to technical sales in the institutional segment. Despite significant pricing pressure due to intensifying competition and multi-year low PVC resin prices; the profitability of the Polymer Solutions business improved significantly compared to last year due to several initiatives across supply chain and material costs.

Parador in 2024 presented a story of opportunity amidst adversity. Recessionary macro-economic conditions and weak consumer sentiments resulted in a near-meltdown in construction activity and flooring demand in our core European markets. In this environment, we doubled down on our efforts to gain market share by expanding our playfield to commercial segments, agile pricing, re-structuring our sales teams, seeding new markets and through product innovation. We also maintained relentless discipline on cost and working capital to ensure lean operations. As result, we have maintained QoQ revenue growth for the last two quarters and also achieved positive operating margins. As macro-economic indicators show signs of a turnaround, we are confident of a smart recovery at Parador in FY25.

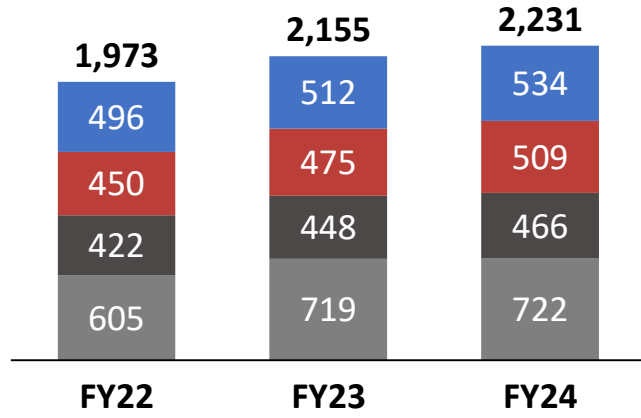
Our people define HIL. Our business achievements are led by the sterling contribution of our teams – on the shop floor, at the frontlines and in our R&D centers. As we march towards our goals, we will sustain our enabling work-culture to ensure our teams are inspired to take HIL to the next level.

# FY24 Highlights – Standalone

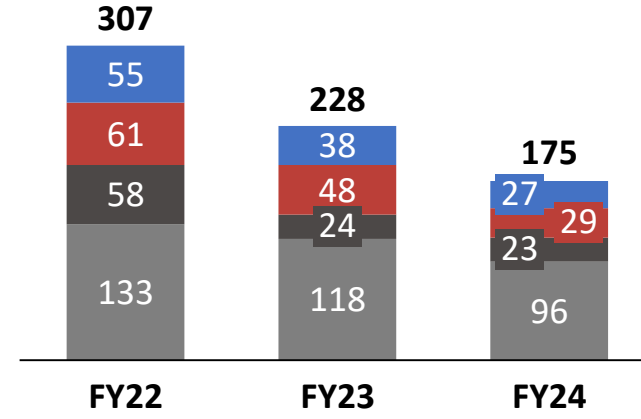
In Rs. Crore



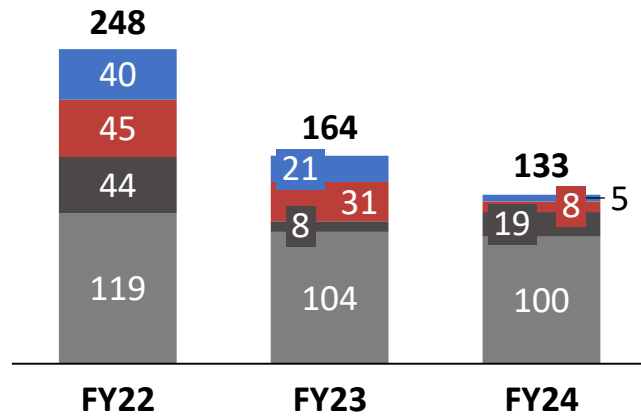
### Revenue



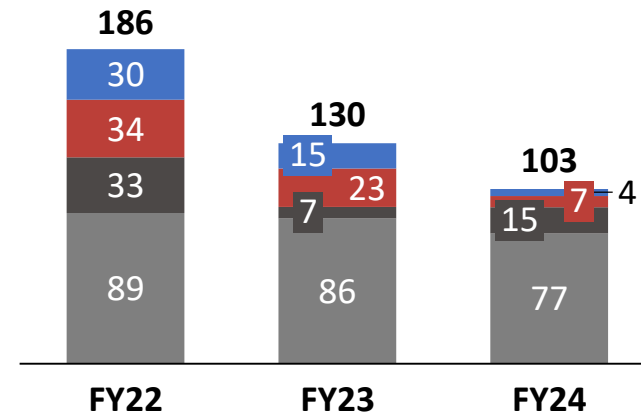
### EBITDA



### PBT



### PAT

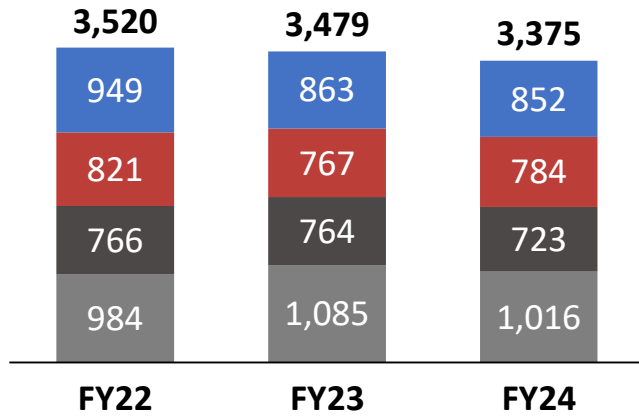


# FY24 Highlights – Consolidated

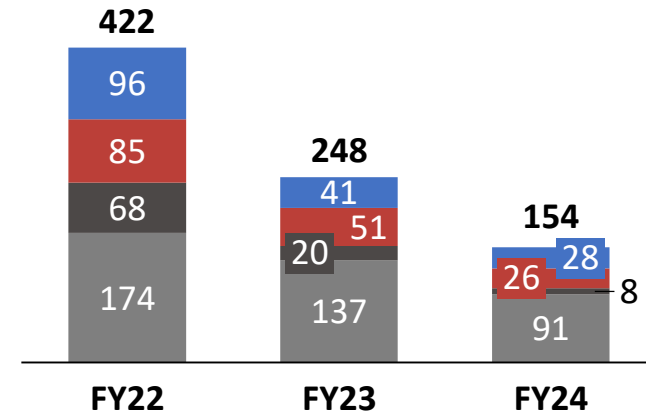
In Rs. Crore

- Q4
- Q3
- Q2
- Q1

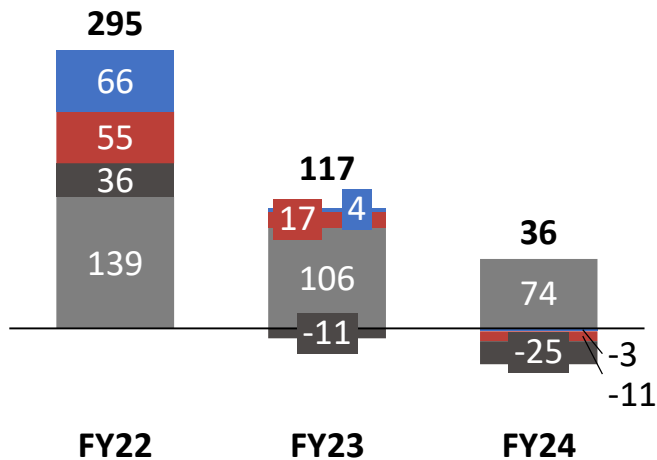
### Revenue



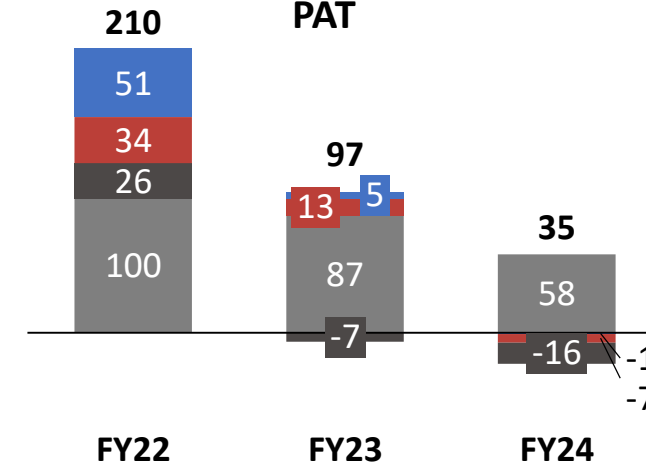
### EBITDA



### PBT



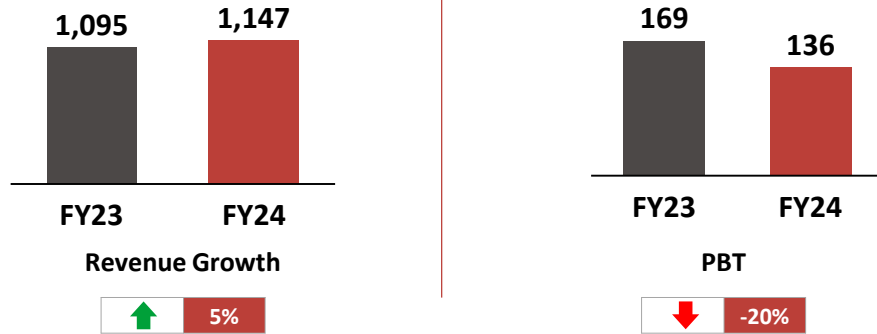
### PAT



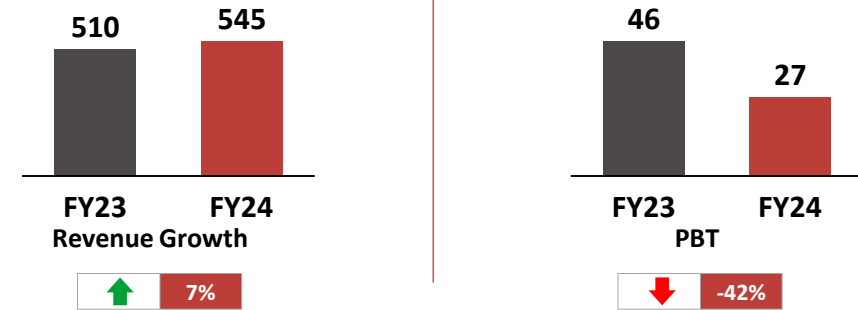
# Key Segment Performance

In Rs. Crore

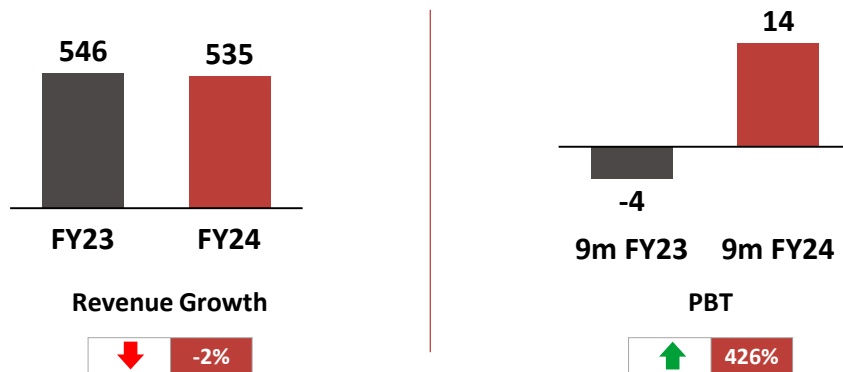
## Roofing Solution



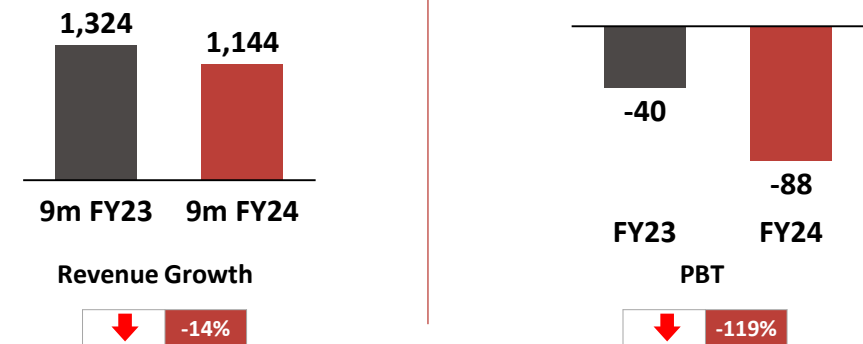
## Building Solution



## Polymer Solution



## Flooring Solution



# Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	Q4 FY24	Q4 FY23	Y-o-Y	Q4 FY24	Q4 FY23	Y-o-Y
<b>Total Income</b>	547	517	6%	863	867	-0.4%
<b>Total Expenditure</b>	520	479	9%	834	826	1%
<b>EBITDA</b>	27	38	-30%	28	41	-31%
<b>Margins (%)</b>	5%	7%	-249 bps	3%	5%	-144 bps
<b>PBT</b>	5	21	-75%	(3)	4	-176%
<b>Margins (%)</b>	1%	4%	-301 bps	-0.3%	0.4%	-79 bps
<b>PAT</b>	4	15	-73%	(1)	5	-102%
<b>Margins (%)</b>	1%	3%	-214 bps	(0.01%)	1%	-55 bps
<b>EPS</b>	5.38	19.79	--	(0.15)	6.13	--



# Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	FY24	FY23	Y-o-Y	FY24	FY23	Y-o-Y
<b>Total Income</b>	2,267	2,188	4%	3,405	3,504	-3%
<b>Total Expenditure</b>	2,092	1,959	7%	3,251	3,256	-0.2%
<b>EBITDA</b>	175	228	-24%	154	248	-38%
<b>Margins (%)</b>	8%	10%	-274 bps	5%	7%	-255 bps
<b>PBT</b>	133	164	-19%	36	117	-70%
<b>Margins (%)</b>	6%	8%	-161 bps	1%	3%	-229 bps
<b>PAT</b>	103	130	-21%	35	97	-64%
<b>Margins (%)</b>	5%	6%	-140 bps	1%	3%	-175 bps
<b>EPS</b>	136.59	172.95	--	46.15	129.09	--





# Financial Statements – P&L

In Rs. Crore

Particular	Standalone		Consolidated	
	31.03.2024	31.03.2023	31.03.2024	31.03.2023
<b>A) Equity &amp; Liabilities</b>				
Shareholder's funds	1,191	1,114	1,253	1,244
Non-current liabilities	162	68	628	351
Current liabilities	599	494	862	769
<b>Total Equity &amp; Liabilities</b>	<b>1,952</b>	<b>1,676</b>	<b>2,743</b>	<b>2,364</b>
<b>B) Assets</b>				
Non-current assets	1,147	1,096	1,527	1,319
Current assets	805	580	1,216	1,045
<b>Total Assets</b>	<b>1,952</b>	<b>1,676</b>	<b>2,743</b>	<b>2,364</b>



## Acquisition Update

- On April 5, 2024, HIL completed the 100% acquisition of Crestia Polytech Pvt Ltd (Holding Company for Topline brand) for a total cash consideration of Rs. 158 crore (after adjustment of net debt and working capital as per SSPA)
- Subsequently, Crestia has acquired Topline Industries Pvt. Ltd., Aditya Polytechnic Pvt. Ltd. And Prabhu Sainath Polymers Pvt. Ltd. Acquisition of Aditya Industries has not been completed since the conversion of said partnership firm into Private Limited Company is under process
- HIL has taken over full management and operational control from April 6, 2024.

CPVC Pipes & Fittings



UPVC Pipes and Fittings



Casing Pipes



MDPE Pipes



Agri Pipes



Column Pipes



SWR Pipes & Fittings



HDPE Pipes and Fittings



Roto Mould Tanks



Blow Mould Tanks



Integrated Electrofusion Service Saddle



## 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



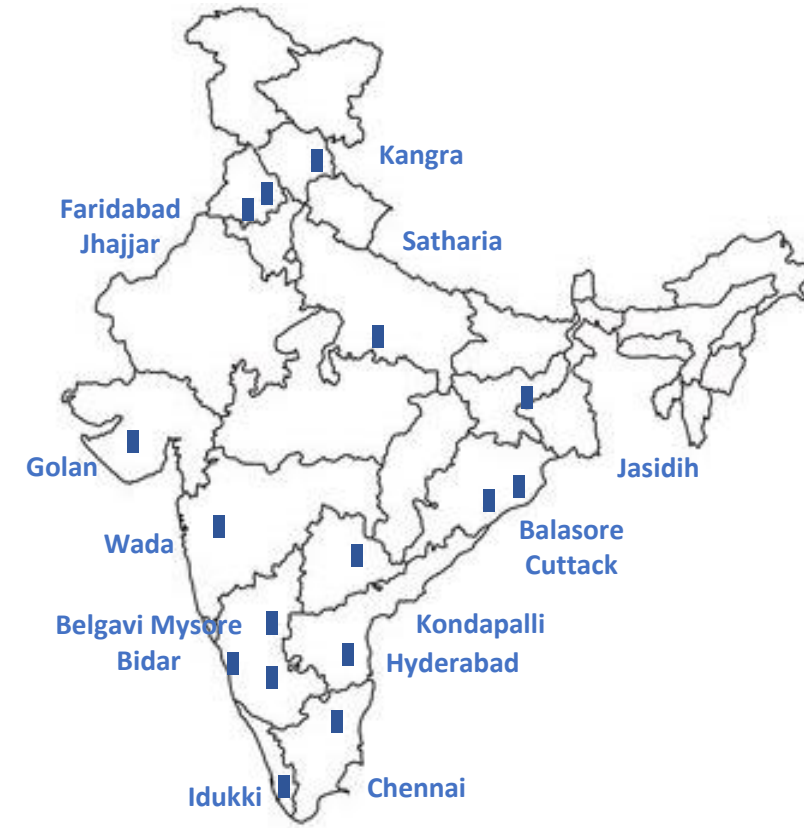
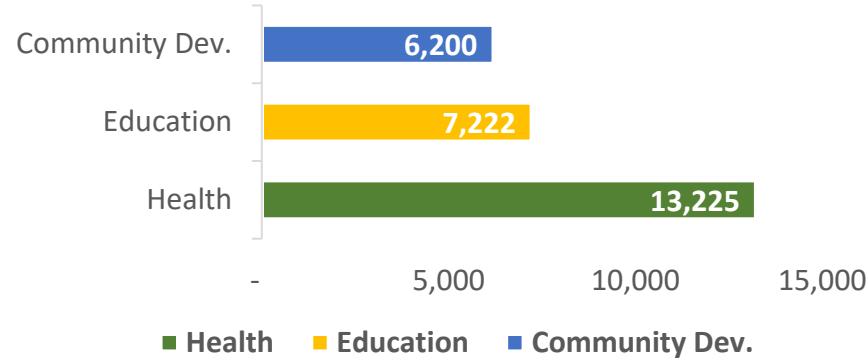


# Making a Difference Together



**26,647**  
beneficiaries;  
100% vulnerable/  
marginalized group

## Beneficiaries – Theme wise



Menstrual Hygiene for 1002+girls at Chennai



Community awareness - Mental health at Belgavi, Mysore



Life skills training for girls at Hyderabad



Sports development for girls at Chennai



Mobile Medical Unit at Tiruvallur



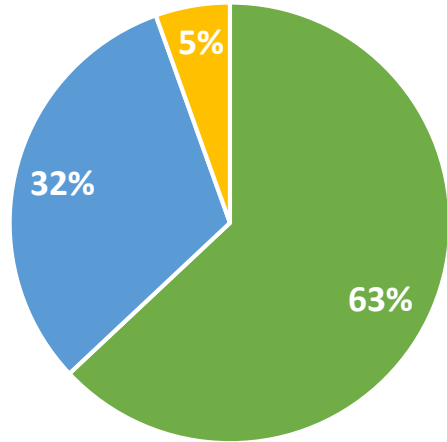
Mal-nutrition project - Wada



# Making a Difference Together

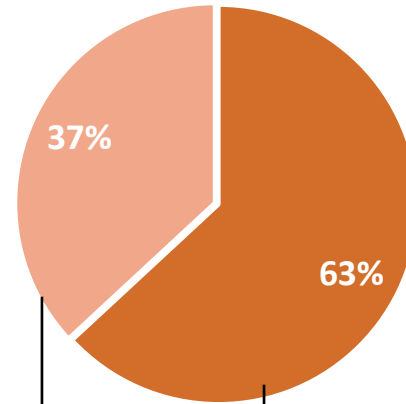
Fund Spent – Thematic Areas

■ Health ■ Education ■ Community Dev.

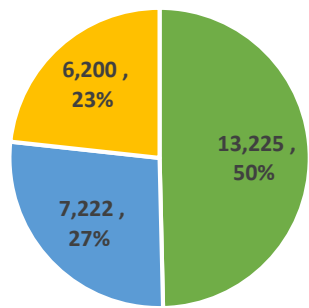


Fund Spent – National & Local

■ Local Community ■ National

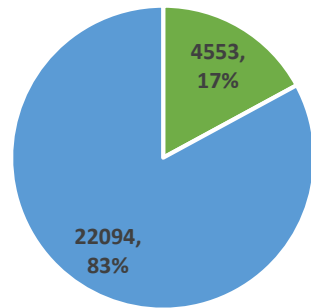


Beneficiaries – Theme wise



■ Health ■ Education ■ Community Dev.

Beneficiaries – National & Local



■ National ■ Local Community

Thematic	No. of projects
Health*	06

\* Partnership with Live, Love, Laugh

**Total Projects - 33**

Thematic	No. of projects
Health	10
Education	13
Community Dev	04
<b>Total</b>	<b>27</b>

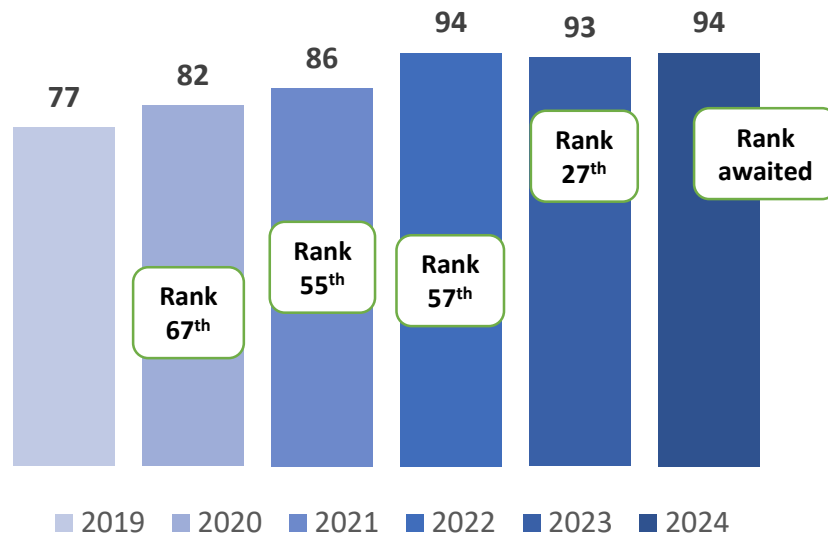
Unit Locations	No. of Projects	No. of Beneficiaries
Balasore	01	5000
Chennai*	03	2449
Cuttack*	01	2868
Faridabad	04	1807
Golan	03	580
Hyderabad*	03	5946
Jasidih	02	24
Jhajjar	01	1200
Kondapalli	04	180
Sanathnagar	01	25
Satharia	02	100
Wada	02	1915
<b>Total</b>	<b>27</b>	<b>22094</b>

\* Partnership with external NGO partners

# GPTW Certified Company – 6th Consecutive year



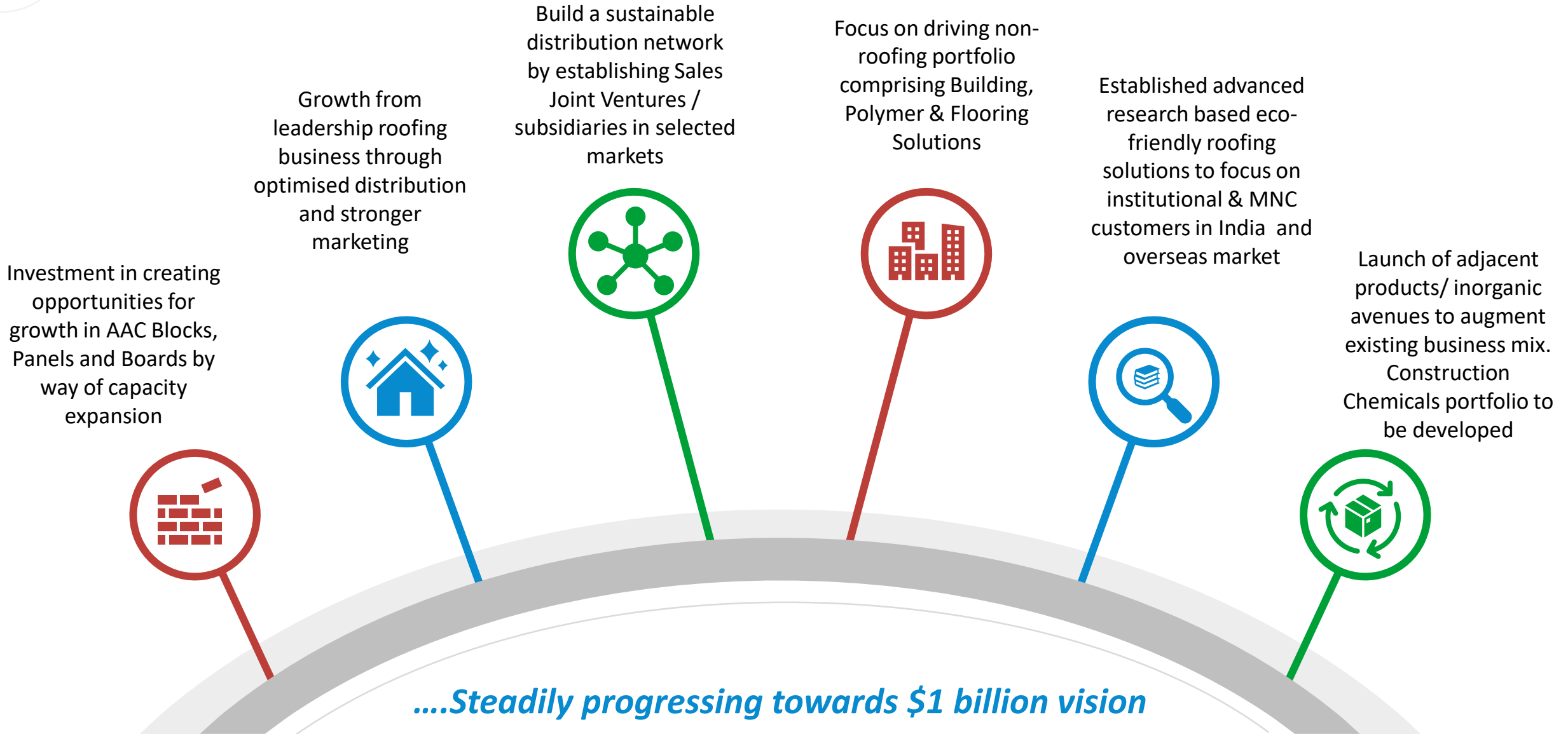
## Trust Index Score



## Awards and accolades

- India's Best Companies to Work for 2023: Top 50 – Ranked at 27
- 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
- Best in industry: Cement & Building Materials, 2023
- Top 50 | India's Best Workplaces™ for Millennials, 2023







## 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](mailto:ajay.kapadia@hil.in)



Siddharth Rangnekar/ Mit Shah



CDR India



Tel: +91 22 6645 1209/1217



Email: [siddharth@cdr-india.com](mailto:siddharth@cdr-india.com) / [mit@cdr-india.com](mailto:mit@cdr-india.com)

