

November 01, 2017

To The Department of Corporate Services –CRD Bombay Stock Exchange Ltd P.J.Towers, Dalal Street MUMBAI – 400 001	To National Stock Exchange of India Limited 5 th Floor, Exchange Plaza Bandra (E), MUMBAI – 400 051
Scrip Code: 509675/HIL	Scrip Symbol: HIL

Dear Sir/Madam,

Sub: Intimation of Schedule of Analyst/Investor Call on Financial Results for the quarter and half ended September 30, 2017–Reg.

Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations)

This is to inform that, a Conference Call for Analyst/Investor with respect to the Unaudited Financial Results of the Company for the quarter and half ended September 30, 2017 is scheduled to be held as follows:

Date	Friday, November 03, 2017
Time	11:00 AM
Location	Hyderabad
Dial in details	Enclosed

The call will begin with a brief discussion by the Company's management on quarter's performance followed by interactive Question & Answer session.

Pursuant to Regulation 46, the aforesaid intimation and Transcript of the Investor Call will be uploaded on the Company's website i.e www.hil.in/investors

You are requested to take on record the above said information.

Thanking you
For HIL LIMITED



G. Manikandan
Company Secretary
& Financial Controller.

HIL Limited

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CIN: L74999TG1955PLC000656

HIL Limited Q2 & H1 FY18 Results Conference Call

Friday, November 3, 2017 at 11:00 am IST

Hyderabad, 1st November, 2017:

HIL Limited, a leader in the Building Material space in India, will be hosting a conference call for investors and analysts on Friday, November 3, 2017 at 11:00 am IST.

The conference call will be initiated with a brief management discussion on the Q2 & H1 FY2018 results declared on Monday, October 30, 2017 followed by an interactive Question & Answer session. The management team will be represented by:

- Mr. Dhirup Roy Choudhary: MD & CEO
- Mr. KR Veerappan: CFO

Details of the conference call are as follows:

Please dial the below number 5-10 minutes prior to the scheduled start to ensure that you are connected to the call in time.

Timing	11:00 am IST on Friday, November 03, 2017
Conference dial-in	
Primary number	+91 22 3960 0735
Singapore Toll Free Number	800 101 2045
Hong Kong Toll Free Number	800 964 448
USA Toll Free Number	1 866 746 2133
UK Toll Free Number	0 808 101 1573
Replay Facility	Available until November 10, 2017 on + 91 22 3065 2322 Play Back ID – 19757# Replay will be available 2 hours after the call ends

- ENDS -

About Us:

Founded in 1946 and having completed 70 glorious years HIL Limited is an integral part of a burgeoning marketplace. It is the flagship company of the C K Birla Group, which is a growing US\$1.8 billion conglomerate with diversified interests. With over 20,000 employees, 24 manufacturing facilities and numerous patents and awards, the Group's businesses operate in five continents

Today, HIL is the acknowledged leader in the Building Material space in India. HIL has been honoured with the title of "Asia's Most Trusted Building Material Company for 2016 by IBC INFOMEDIA. HIL also holds the SuperBrand title and ranks amongst the top 20% of all other SuperBrands across all categories in India.

HIL manufactures a comprehensive range of products. Its Charminar brand is an established market leader in roofing solutions. HYSIL, an industrial thermal insulation is used in a range of applications in energy-intensive industries. Birla Aerocon, provides Green Building Solutions that includes Dry Walling, Wet Walling and Plumbing solution. These are easy to install, energy efficient along with being superior in quality.

HIL's strength lies in its state-of-the-art manufacturing facilities, an unmatched distribution network, and diligent customer care. HIL exports its products and machinery worldwide. The company is committed to support and provide environment-friendly products by following green and safe practices. With reference to the health surveillance records of our employees, HIL can safely claim that our AC sheets do not pose a health hazard to its workers, people who live under them, and the general population at large.

In its quest for excellence, HIL has developed a world-class R&D facility with a team of highly qualified and dedicated professionals to develop and refresh technologies and processes continuously redefining industry standards leading to solutions that are enriched, cost-effective and environmentally friendly.

HIL has surged ahead with a deep commitment to re-greening the world: it has adopted a unique "five-way green" philosophy to ensure that our products and processes are environmentally friendly from end-to-end. Over 30% of our energy needs are met from renewable sources. The company sources green raw materials with a low carbon footprint and processes them using green manufacturing that produces least effluents, byproducts and emissions. Finally, our end products are green, recyclable and have minimal environmental impact.

HIL is truly dedicated to providing smart choices that ensure environmentally sustainable Solutions. With HIL we can explore a world of possibilities in building our dreams for a greener and safer tomorrow.

For further information on the Company, please visit www.hil.in

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DISCLAIMER:

Certain statements that may be made or discussed at the conference call may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, import duties, litigation, labour relations etc. Actual results might differ substantially from those expressed or implied. HIL Ltd will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

HIL Limited

Q2 & H1 FY18 Results presentation

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 of 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.

Strategic Overview

A RICH LEGACY

- A **US\$1.8** billion conglomerate
- Over **20,000** employees
- Numerous **Patents** and **Awards**
- Presence across **Five** continents
- Focus on **Long-term value, Trust-based Relationships** and **Philanthropy**

CK Birla Group



Home and Building

HIL Limited

Orient Cement

Orient Electricals

Orient Paper & Industries



Technology and Automotive

AVTEC Limited

Birlasoft Limited

GMMCO Limited

National Engineering Industries Limited (NBC Bearings)

Neosym Limited



Healthcare and Education

BMBHRC

The Calcutta Medical Research Institute

BIT, Mesra

Modern High School for Girls, Kolkata

Rukmani Birla Modern High School, Jaipur

In Rs. Crore

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets



Dry Wall:

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

Wet Wall:

- AAC Blocks
- Wall Putty
- Block Jointing Mortar

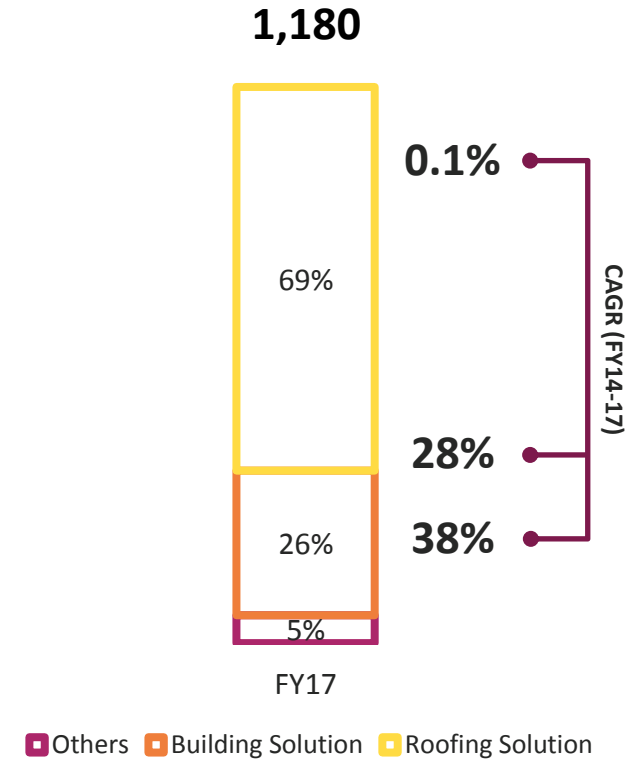
Plumbing :

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting



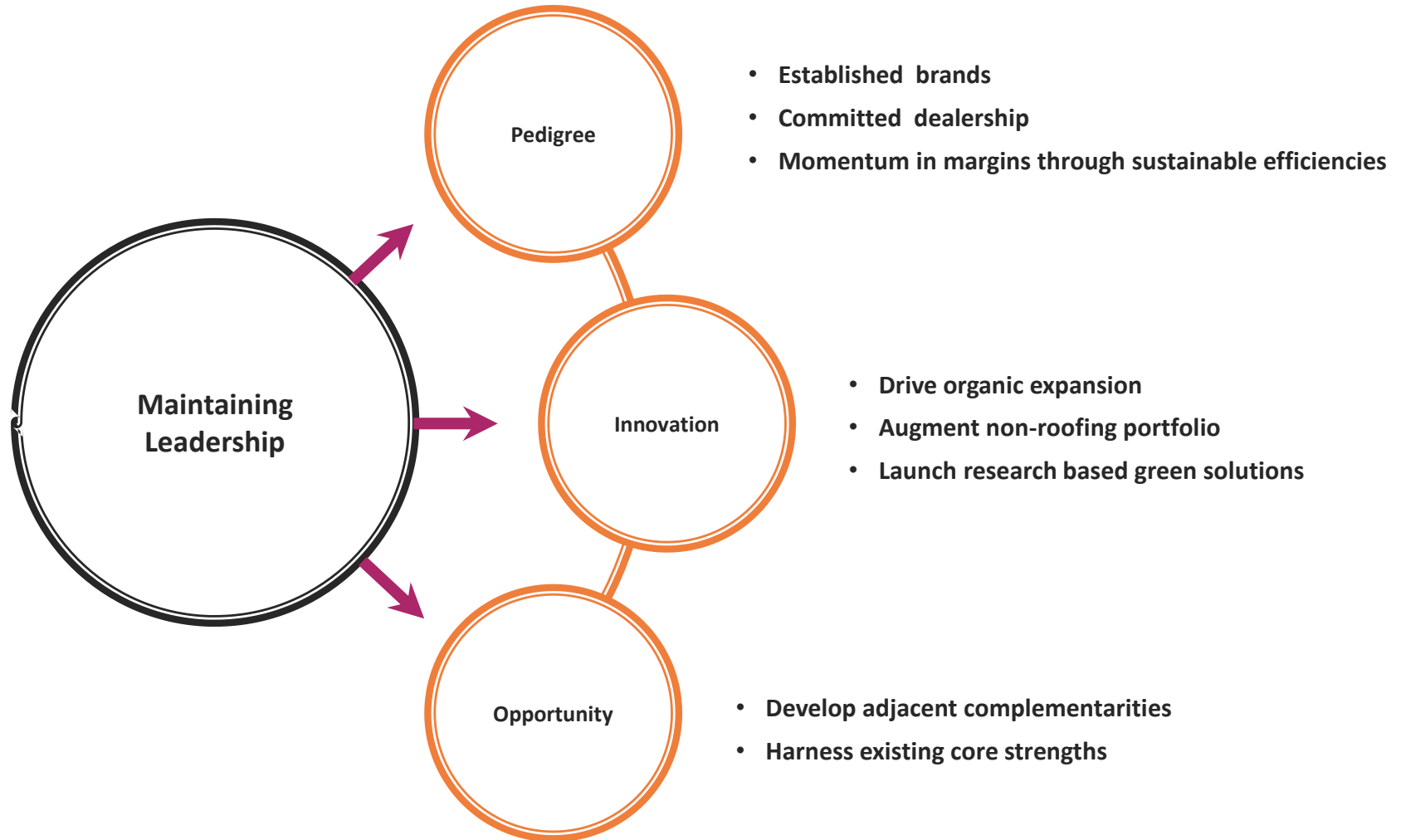
- Revolutionary High Temperature Insulation

HIL's revenue breakup



Over 7 decades experience in handling of Chrysotile: Blemish-free health & safety record

Unique product attributes driving competitive advantage: Highest strength, Least breakage, Durable across lifetime





Key competitive advantage

- 20 Manufacturing facilities
- 43 Sales depots
- 8 sales offices
- 2500 loyal stockiest/distributors
- 6500 sub-dealers
- Deeper market penetration – Rural
- Urban real estate markets & green building products
- Low cost, high strength & best quality roofing products



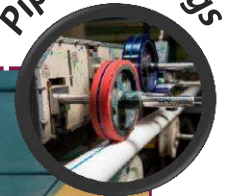
Roofing Solutions

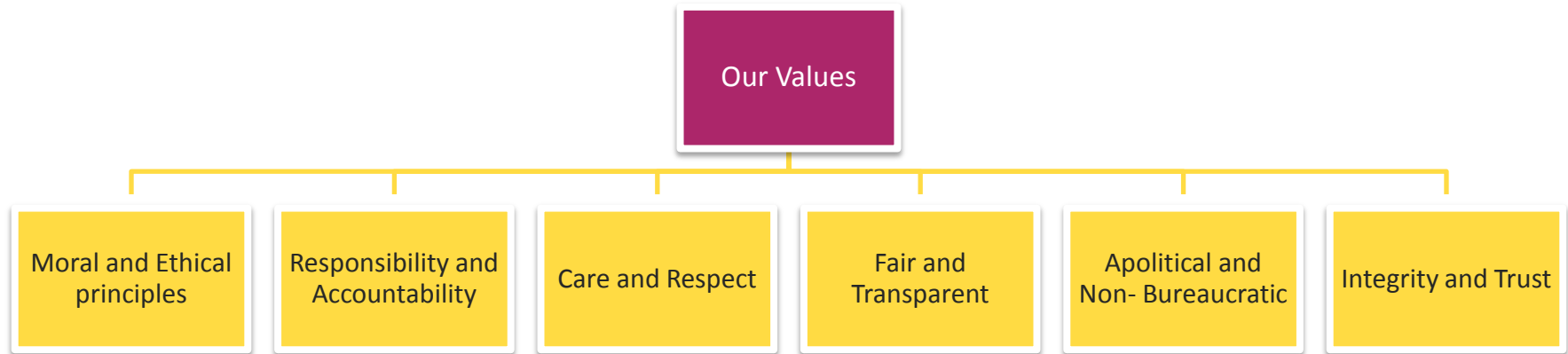


Building Solutions



Pipe & Fittings





Mr. CK Birla:

Business must be conducted with 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



Multi Purpose hall constructed @ Kondapalli Gram Panchayat Office (Polio camps, Skill Development Classes, Health camps, meetings)



Toilet complex constructed near Sathariya unit



Sanitation facility constructed at Manav Kalyan Trust (Primary School for Tribal People) in Gujarat

- Drinking water facility provided at School near Faridabad Unit
- Contribution of INR 5 lakhs for Rural Sports Facility at Jasdih



Adopted the "Round Table High & Primary Government School" in Sanathnagar, Hyderabad



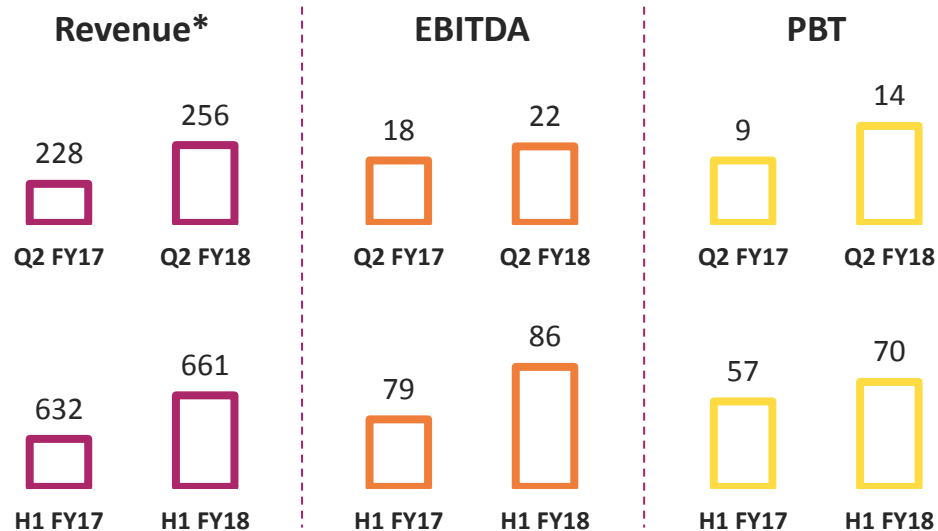
Toilet Renovation in School at Kannigaiper Village, Chennai

Financial Discussion

In Rs. Crore

Finance

- HIL reported growth for first time in 8 quarters
- Strong orientation on realising growth, optimisation of costs and improvement in productivity resulting in enhanced margins momentum
- 95% of FY17 PBT achieved in H1 FY18 itself



*Revenue shown net of duties and taxes on sale of goods, for comparison

Developments

- Realised strong momentum in ‘Charminar’ brand roofing portfolio –key beneficiary of upgradation of rural housing/infrastructure.
- Continued focus on driving sales across ex-roofing portfolio; seeing strong momentum for Birla AEROCON branded products. Maintained gains in AAC blocks, panels and boards
- Rs. 1.3 Bn capacity augmentation under ‘Pipes & Fittings’ proceeding as per plan
- Achievements in manufacturing excellence; Faridabad plant won the NAMC Silver award. NAMC Gold Award received by Sataria unit and NAMC Silver Award received by Balasore unit in the recent past

Rs. Crore	Q2 FY17	Q2 FY18	Y-o-Y	H1 FY17	H1 FY18	Y-o-Y	FY17*
Total Revenue	228	256	12%	632	661	5%	1,054
Total Expenditure	222	251	13%	576	604	5%	998
EBITDA	18	22	20%	79	86	8%	102
PBT	9	14	55%	57	70	23%	73
PAT	9	9	-2%	40	46	13%	55
EPS	11.75	12.64		53.78	62.04		73.12

Complied as per Ind AS

Total Revenue and Total Expenditure are shown net of duties and taxes on sale of goods for comparison

**FY17 result is complied as per IGAAP*

Particular (Rs. Crore)	30.09.2017	31.3.2017
A) Equity & Liabilities		
Shareholder's funds	540	501
Non-current liabilities	121	108
Current liabilities	275	267
TOTAL EQUITY & LIABILITIES	936	876
B) Assets		
Non-current assets	524	530
Current assets	412	346
TOTAL ASSETS	936	876

30.09.2017 balance sheet complied as per Ind AS whereas 31.03.2017 balance sheet complied as per IGAAP

Net worth increased to Rs. 540 Crore. as on Sep 30 2017 from Rs. 501 Crore as on March 31, 2017

Nil interest bearing debt since past 6 quarters. Net Debt to Equity at 0.12x as on Sep 30, 2017 vs. 0.12x as on March 31, 2017

Optimised working capital intensity; driven by aggressive reduction in inventory period from 75 days to 45 days

Rs. Crore	Q2 FY17	Q2 FY18	Y-o-Y	H1 FY17	H1 FY18	Y-o-Y
Revenues						
Roofing Solutions	136	153	13%	450	461	2%
Building Solutions	77	88	14%	152	173	14%
Others	16	16	-3%	31	28	-9%

Complied as per Ind AS

Total Revenue are shown net of duties and taxes on sale of goods for comparison

Q2 revenues for HIL delivered 12% growth on back of gains in roofing segments where Charminar continued to lead the space ahead of the key monsoon period.

Roofing Solutions delivered growth for the first time in past 8 quarters.

Strong contribution continues to come from Building Solutions.

Roofing Solutions comprises: Fibre Cement Sheets and Coloured Steel Sheets.

Building Solutions: Dry/Wet walling products and Thermal Insulation materials

Others comprises: Pipes & Fittings, Wind Power and Material Handling and Processing Plant and Equipment

Rs. Crore	Q2 FY17	Q2 FY18	Y-o-Y	H1 FY17	H1 FY18	Y-o-Y
EBITDA	18	22	20%	79	86	8%
EBITDA Margin	8%	9%	54bps	13%	13%	41bps

Q2 earnings are aligned to growth initiatives taken to streamline the operations, prudent procurements and profitable business drivers all across segments.

Organisation-wide measures on cost optimization have created a base to realise further efficiencies in manufacturing and business processes, resulting in high profitabilities.

Rs. Crore	Q2 FY17	Q2 FY18	Y-o-Y	H1 FY17	H1 FY18	Y-o-Y
PBT	9	14	55%	57	70	23%
PBT Margin	4%	5%	139bps	9%	10%	147bps

HIL posted a steady set of profitability numbers.

Several initiatives to reduce inventories, working capital, interest bearing debts and augmenting profitable business initiatives have helped the Company achieve 95% of last full year's PBT in first half of this year.

Dhirup Roy Choudhary



“The 12% growth shown in earnings during H1 truly brings out our priorities of driving profitable business growth. Roofing segment has grown by 13%, a growth seen first time in last 8 quarters while Building solution continue to report robust growth. Government initiatives like demonetization & GST implementation is bringing in transparency and market consolidation which is bound to help HIL growth. Contribution from the Pipes & Fittings business is at an inflection point and should see higher traction next financial year owing to our expansion initiatives.

While we are immensely proud of the legacy created by our leadership business in roofing we are excited about unleashing the full potential of our capabilities to scale up new businesses with an advanced building material solutions portfolio.

Being a leader in the infrastructure and construction space, we seek to pioneer the development of an eco-friendly and technologically superior product profile. We are strengthening our distribution and marketing footprint across key brands and expect to strongly leverage the equity of our leadership brands.

Drawing on our strong lineage we are concurrently pursuing measures to drive an agile, growth-oriented enterprise reflecting global virtues and values. Programs are underway to educate and re-skill employees in order to raise collective productivity and infuse passion towards a common goal.

As these initiatives gather traction one will witness a commensurate improvement in the quality and sustainability of our growth model.”

Growth form leadership roofing business through optimised distribution and stronger marketing.

Investment in creating opportunities for growth in Pipes & Fittings by way of capacity expansion

Focus on driving non-roofing portfolio comprising Building Panels and Thermal Insulation

Launching advanced research based products to harness existing business strengths and capture emergent growth opportunities - focus on developing non-asbestos roofing solutions

Opportunistic assessment of inorganic avenues in order to augment existing business mix

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Thank You