

Date: July 30, 2021

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; Through Listing Centre	Scrip Symbol: HIL: Through NEAPS

Dear Sir / Madam,

Sub: Investors' presentation for the quarter ended June 30, 2021

Ref: Intimation under regulation 30 of SEBI (LODR) Regulation, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirement), Regulation 2015 (the "Regulation"), kindly find enclosed Investors' Presentation for the quarter ended June 30, 2021.

You are requested to kindly take the same on record and acknowledge the receipt.

Thanking You
for HIL LIMITED

Mahesh Thakar
Company Secretary &
Head of Legal.

Financial Results Presentation

Q1 FY2022



TOGETHER
WE BUILD

HIL progressively advancing towards “One-Stop” Global Building Material & Solution provider

Disclaimer



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Strategic Overview



CK Birla Group – 160+ Years of Rich Legacy

Over **US\$2.4 billion**
Conglomerate



Present across
Five Continents

Over **30,000**
Employees



Focus on **Long-term**
Values, Trust-based

Numerous
Patents & Awards



Relationships &
Philanthropy



HIL Overview

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets
- “Charminar +” Coloured Fibre Cement Sheets



- Dry Wall:**
- Solid Wall Panels
 - C- Boards
 - Flex-O-Boards
 - SmartBond
 - Designer Board
- Wet Wall**
- AAC Blocks
 - Block Jointing Mortar



- Pipes & Fittings:**
- UPVC Pipes and Fitting
 - CPVC Pipes and Fitting
 - SWR Pipes and Fitting
 - Column Pipes
 - Pressure Pipes
 - Water Tanks
- Wall Putty**
- Gypsum Plaster**
- Primers & Stainers**
- Water proofing Solutions**
- Tile Adhesives**



- Next Gen Non-asbestos Corrugated Roofing Sheets



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

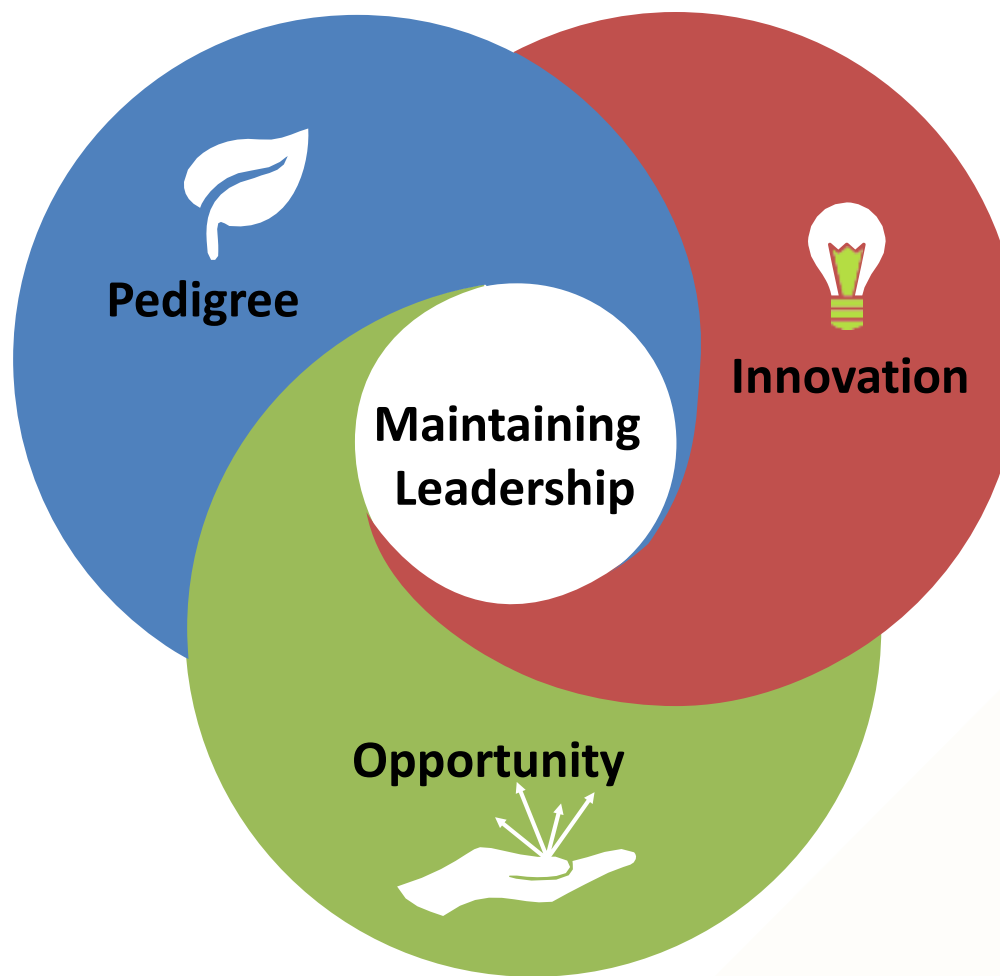
Over 7 decades experience in handling of Chrysotile: Blemish-free health & safety record

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

Leader in Transformation

HIL's Agenda for Growth

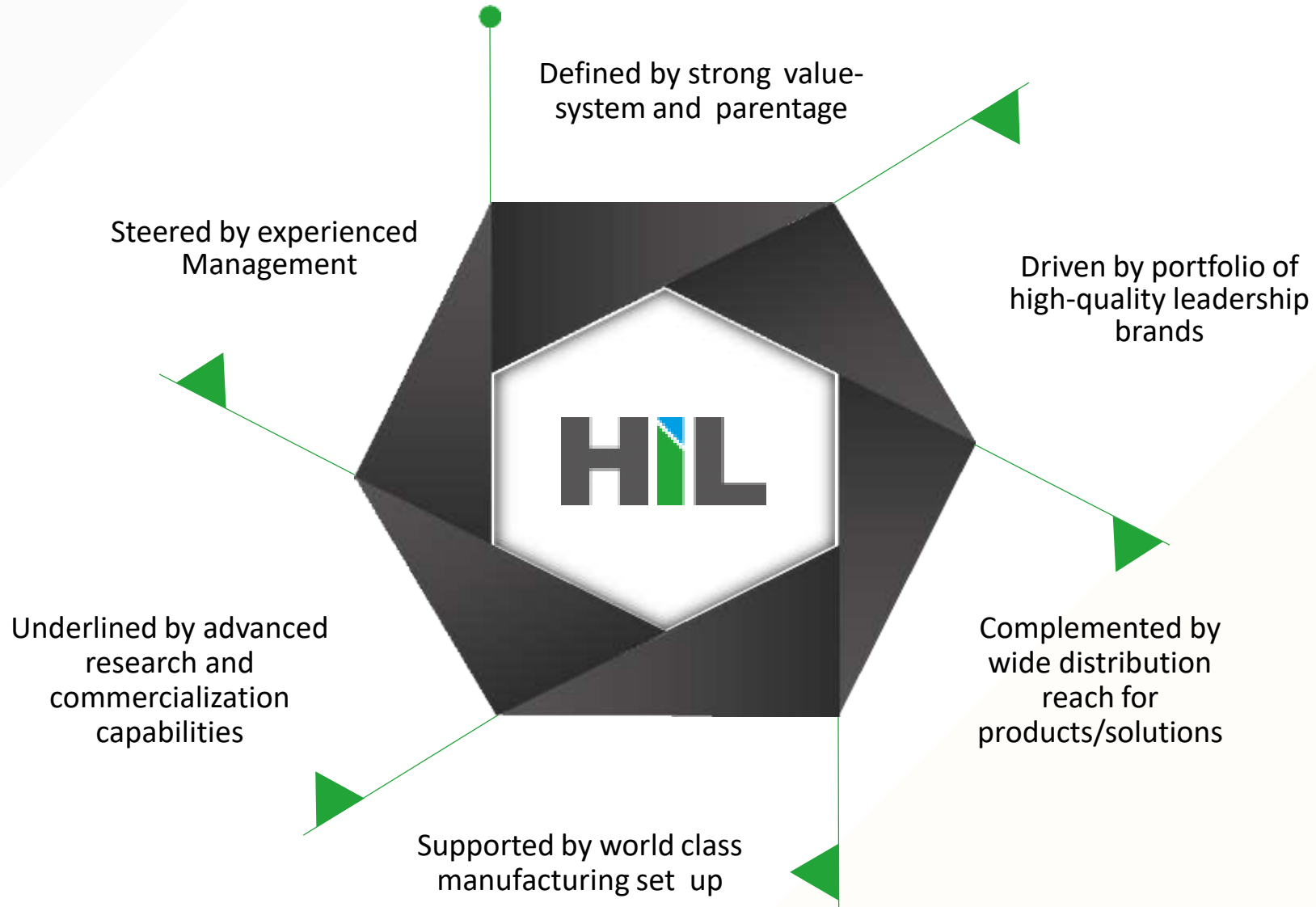
- Established brands
- Committed dealership
- Momentum in margins through sustainable efficiencies
- Great Place to Work with diverse and competent workforce



- Drive organic expansion
- Augment non-roofing portfolio
- Launch research based green solutions

- Develop adjacent complementarities
- Diverse and sustainable portfolio
- Harness existing core strengths

HIL's Strengths



The Superbrands

HIL has been enjoying the Superbrand status for the past 4 consecutive years



A Superbrand is a recognition of a brand's commitment to quality and excellence of products and services.

Birla Aerocon and Charminar of HIL have been bestowed upon with the status of 'CONSUMER SUPERBRAND' this year. Both have been ranked one of the top brands across all categories in India.

Both Birla Aerocon and Charminar offer customer advantages and benefits over its competitors and also contribute to the development of the society promoting eco-friendly products.

HIL a Trendsetter

Trendsetter in the building material industry by creating new benchmark in Quality, Processes and Products

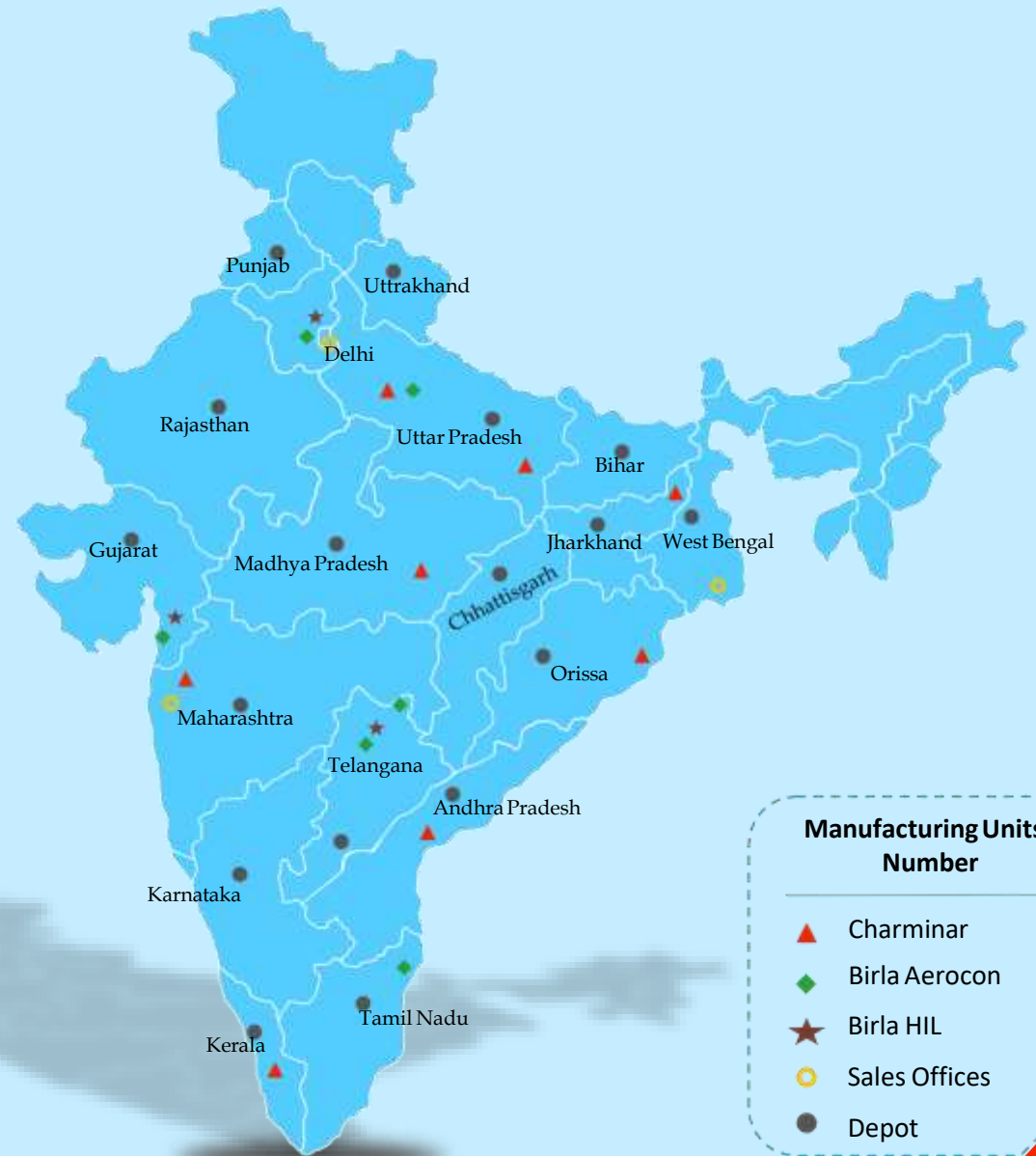


Distribution Spread

Building the nation through high quality, cost effective products

Key competitive advantage

- 22 Manufacturing facilities
- 40 Sales depots
- 3 sales offices
- 2,500 loyal stockiest/distributors
- 6,500 sub-dealers
- Deeper market penetration – Rural
- Urban real estate markets & green building products
- Low cost, high strength & best quality roofing products



Manufacturing Prowess

Roofing Solution



Building Solution



Polymer Solution



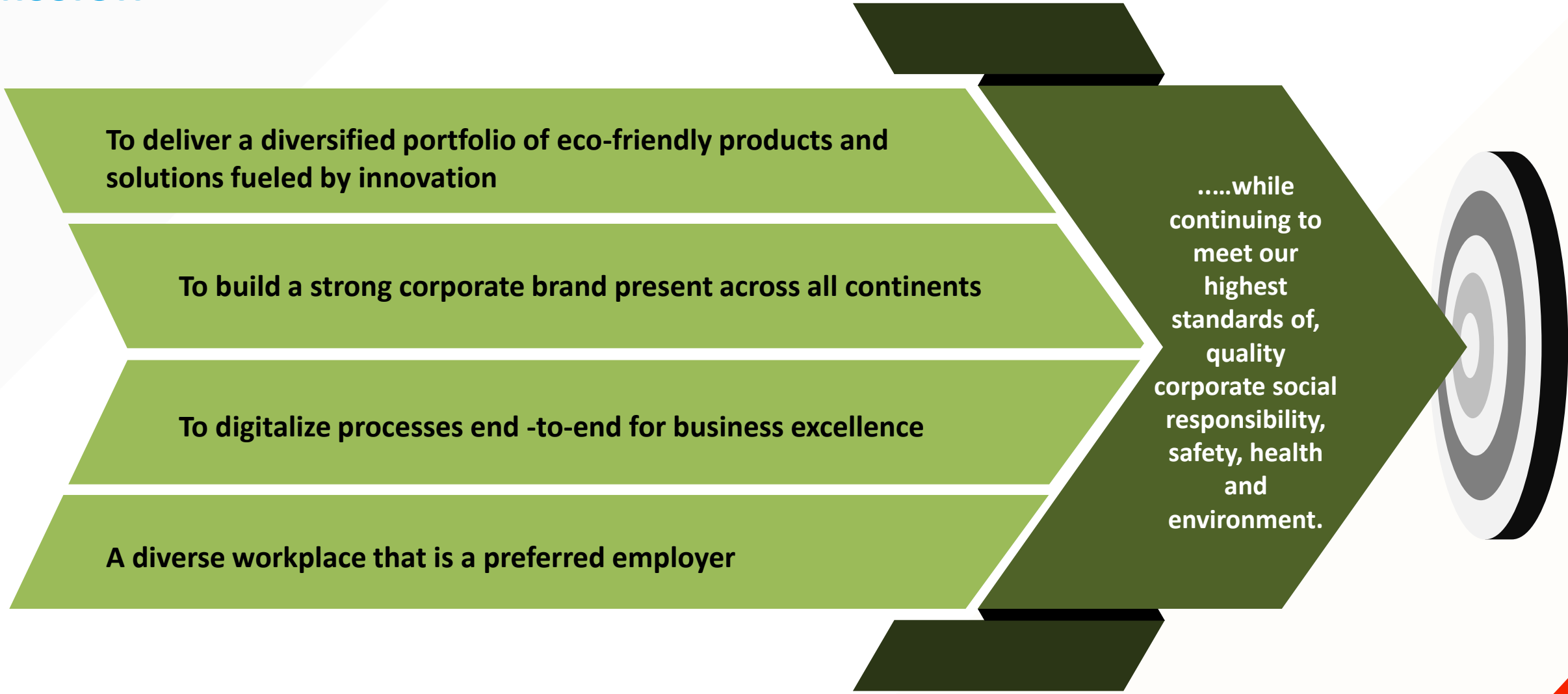
World-class facilities. Transparent operations

Vision

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



Mission



Value, Vision and Lineage

Our Values

Accountability

Integrity

Respect

Teamwork

Excellence

Innovation



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

Awards Won Recently



Superbrands
(India) of the year
– 2021



"One Ground Design
Edition" in the category
Product Design 2021



Muse Design Award for
One Ground Edition



Most Promising
Business Leaders of
Asia , 2020
- The Economic Times



Fortune
The Next 500



Award Won Recently

Best Workplaces
in Manufacturing

ICONIC
AWARDS FOR
INNOVATIVE
INTERIOR
PARADOR
2020

Brand of the year
– CEO magazine

Top Challenger
Award 2020

Best Information Security
Project” & “Best Modern
Technology Infrastructure
Project”

Highest innovative
strength – Parador
WELT Magazine

Germany's Most Popular
Provider - Life & Living –
Parador - ntv and the
German Institute for
Service Quality

Parador: Suite of Products

Laminate Flooring



Engineered wood flooring



Resilient Floor Covering



ModularOne Flooring

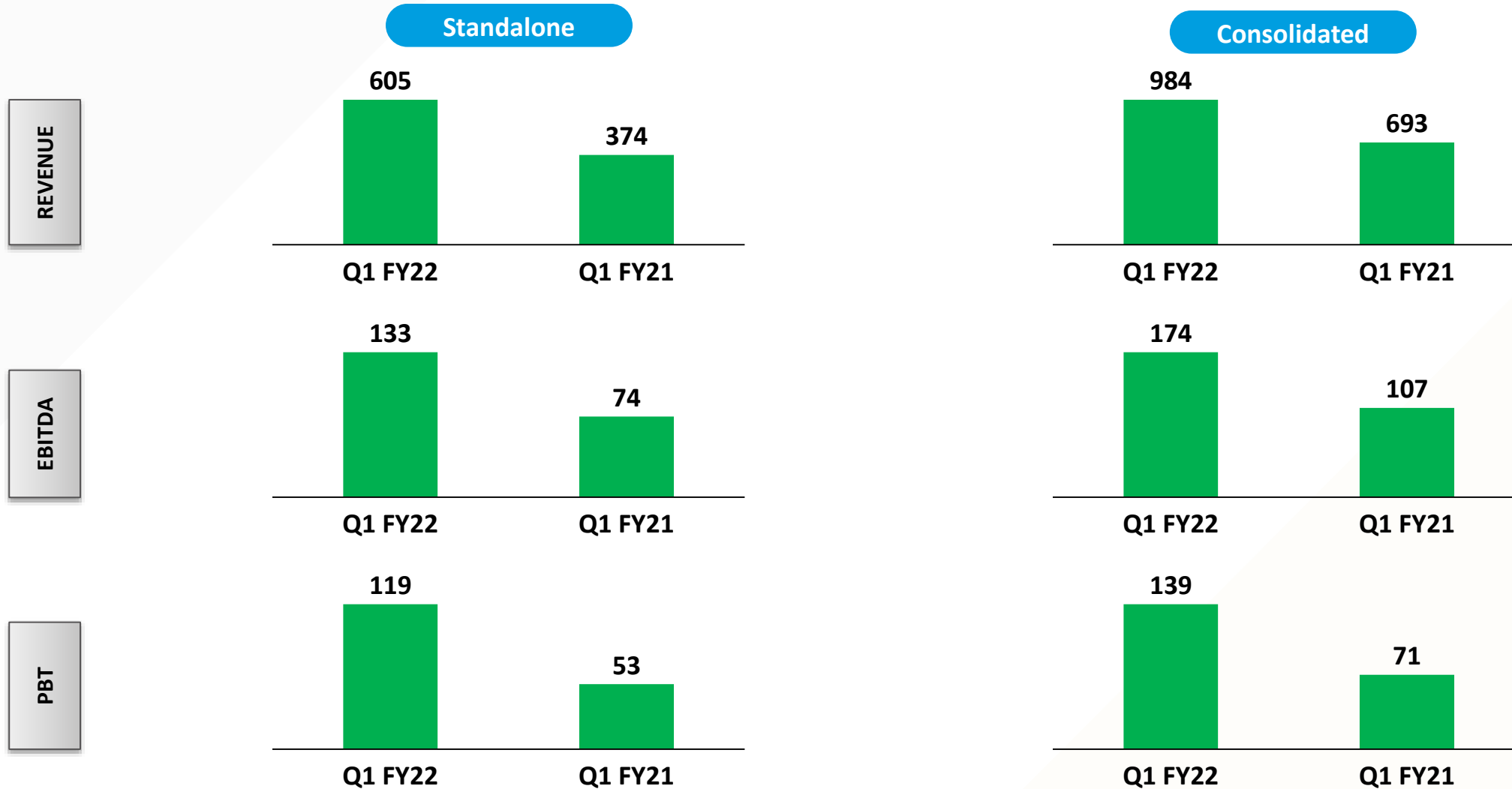


Quarterly Discussion



Highlights of Q1 FY22 Performance

In Rs. Crore



Financial Statements – P&L

In Rs. Crore



	Standalone			Consolidated		
	Q1 FY22	Q1 FY21	Y-o-Y	Q1 FY22	Q1 FY21	Y-o-Y
Total Income	613	383	60%	995	699	42%
Total Expenditure	480	309	55%	821	592	39%
EBITDA	133	74	79%	174	107	62%
PBT (for continuing operations)	119	53	123%	139	71	95%
PAT (for continuing operations)	89	38	134%	100	50	98%
EPS (for continuing operations)	118.57	50.76	--	132.84	67.37	--
Total PBT	119	53	123%	139	71	95%
Total PAT	89	38	134%	100	50	98%
EPS (for continuing & discontinued operations)	118.57	50.64	--	132.84	67.25	--

Complied as per Ind AS

Results discussion - Segmental

In Rs. Crore

Particulars	Q1 FY22	Q1 FY21	Y-o-Y
Revenue			
Roofing Solutions	412	295	40%
Building Solutions	84	29	185%
Polymer Solutions	108	48	124%
Flooring Solutions	379	320	18%
Others	1	1	14%

Complied as per Ind AS

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

Building Solutions: Dry/Wet walling products

Polymer Solutions: Pipes and Fittings and Wall Putty

Flooring Solutions: Laminate Flooring, Engineered Wood Flooring, Resilient Flooring, Skirtings and Accessories

Others comprises: Wind Power and Material Handling and Processing Plant and Equipment

All numbers are exclusive of discontinued operations of Thermal Insulation business

- Meticulous planning & disciplined execution of “OneHIL” team helped us to gain significant increase in market share in Roofing Solutions
- Building Solutions continues to deliver healthy performance. The proposed new plant in Odisha will help expand market share in the coming years
- Polymer Solutions continues to grow on the back of a strong brand, superior quality, improving reach and new products offering
- Parador sales improved substantially since the acquisition, giving confidence on the future

Progressively advancing towards “One-Stop” Global Building Material & Solution provider

Results discussion

In Rs. Crore

Standalone

Consolidated

	Q1 FY22	Q1 FY21	Y-o-Y	Q1 FY22	Q1 FY21	Y-o-Y
EBITDA	133	74	79%	174	107	62%
EBITDA Margin	22%	19%	236 bps	17%	15%	215 bps
PBT	119	53	123%	139	71	95%
PBT Margin	19%	14%	546 bps	14%	10%	378 bps
PAT	89	38	134%	100	50	98%
PAT Margin	14%	10%	459 bps	10%	7%	280 bps

HIL continues to deliver robust performance despite disruptions from the continuing pandemic

- Focus on ensuring and improving the health of the balance sheet and cash flows
- Maintain strict cost control to enhance margins
- Continue to provide medical aid to our employees leading to minimal instances of infection during the quarter
- Agile, resilient and dedicated teams devise innovative solutions to overcome all kinds of challenges
- A healthy customer mix, cost control measures and increasing efficiency helped HIL overcome both the COVID waves

Financial Statements – Balance Sheet

Particular (Rs. Crore)	Standalone		Consolidated	
	30.06.2021	31.03.2021	30.06.2021	31.03.2021
A) Equity & Liabilities				
Shareholder's funds	966	877	1,107	995
Non-current liabilities	89	128	376	422
Current liabilities	363	397	660	696
TOTAL EQUITY & LIABILITIES	1,418	1,402	2,143	2,113
B) Assets				
Non-current assets	1,003	1,003	1,243	1,226
Current assets	415	399	900	887
TOTAL ASSETS	1,418	1,402	2,143	2,113

- Net worth increased to **Rs.1,107 crore** as on Jun 30, 2021 from Rs.995 crore as on Mar 31, 2021 – Doubled in 4 years
- Net Debt reduced by **Rs.106 crore** during Q1
- Interest bearing debt at HIL India is **NIL** as on June 30, 2021
- Net Debt to Equity at **0.27** as on Jun 30, 2021 vs. 0.41 as on Mar 31, 2021
- Strengthening of Balance Sheet remains a priority

Covid implications and measures

- Country wide lockdown and Covid infection spread posing severe headwinds on employee health and business
- Huge resilience displayed by the team in keeping all the manufacturing plants, both in India and Europe, continuously running despite severe challenges posed by Covid
- Plants are operated under Govt. guidelines with fullest social distancing & restricted manpower
- Central Response Team (CRT) and Local Response Team (LRT) are active 24x7 advocating proactive measures and guidelines
- Doctors are available 24x7 for all employees and their families: counseling and supporting with hospitals and other necessities from time to time – a thorough vigilance
- Financial support being provided by insurance and medical advance for the employees and their families who have been hospitalized – as also one time allowance for covering the domiciliary medical expenses
- Smart Videos of 120 sec, to capture various do's & don'ts in a much user friendly manner for easy grasp of employees
- “Your Dost”, a counselling support services for employees and their family members are available for 24x7 where they can connect with 900+ experienced psychologists
- 90% of permanent employees are vaccinated. 7% of them are unable to take the vaccine due to Covid & other infection
- “Free doctor consultation” initiative for all channel partners in collaboration with Call Health platform

Building a Covid-19 proof, robust Business Model

- The second wave of COVID-19 in various parts of the country was handled well by HIL, without any major impact on operations or sales
 - The business has already begun to regain whatever momentum was lost due to the second wave and is expected to get back to normal in the coming months
 - Learning from the past, our teams implemented the various initiatives that were undertaken during the first wave, like the Zero Based Planning, daily huddle meets, digital connect with the customers and daily cash-flow monitoring. These proved to be impactful in ensuring minimal damage to business
- HIL continues to explore newer markets and opportunities to grow and to reduce the risk to business in case of further lockdowns with the threat of a third wave
- With minimal-to-no lockdowns in Europe, Parador has grown significant. With international trade picking up, the plan to make it a global brand is back on track

Commitment and Passion from employees continue to drive business sustenance under several adverse condition

Message from Managing Director & CEO



Dhirup Roy Choudhary

“The healthy performance delivered during the first quarter reflects the diversified revenue base of the Company, where we have continued to push brands and relied on processes and deep learning. Margins remain a core focus and the efforts of the team are at play. As the adverse impacts of the second wave of the pandemic leave us, the operation is gearing up to reclaim lost momentum.

Roofing solutions remain an attractive opportunity, where, as leaders on realisations, market share and growth we have aligned our model to the modern era. Charminar is brand sought and championed by the consumer and we have enabled that by overseeing the transformation of our sales approach from a distribution push to a retail pull. The team has diligently improved on the manufacturing recipe to accommodate dearness in fibre cost and that continues to benefit us.

Parador has proven its mettle, with brand sales has improved since we acquired it. The seamless transition to omni-channel selling has enlarged the addressable footprint in the core markets. Emphasising on productivity techniques and management of cost, the teams have transformed the operation inside out, setting the stage for attractive margin expansion. The template for growth is ready and we are about to embark on a grand mission to establish our premier, global brand in new markets.

Building solutions is poised to deliver a substantive expansion in capacities over the next couple of years. Our new Odisha facility will enable the business to better capture the opportunity in the East for blocks and panels. This will run concurrently with stepped-up technical selling, which is crucial to establish the category as a concept. Birla Aerocon is top-seeded in terms of quality and will help the business further gain share from the un-organised space.

Polymer solutions finds us on a strong wicket with a salient brand, superior quality and expanding reach. R&D is hard at work to expand the utility of the offering while containing costs. The objective set for the business is very much attainable as we innovate our selling approach to create buzz and pull for the product. The complementarities with putty and our roofing segment in distribution are an added advantage.

Charminar Fortune will be a green-roofing option but at the foremost it will be a home-grown solution that HIL will bring to the world. As ‘humid-cure’ gets trialed across geographies, climates and use-case scenarios we are confident of our second global offering making headway in select international markets. Our dedicated factory at Faridabad being the keystone to success.

As the nation navigates this global pandemic we have incorporated learnings from last years lockdown and created resilience in operations and opportunity. As soon as the situation permits, wherever we have experienced any cutback we will attempt to set right.

All of this is possible not without due engagement of the workforce enterprise wide. The process of moving higher is very organic and there is so much talent that is driving ”

Outlook



Committed to driving profitability momentum in coming quarters

GPTW Certified Company – 3rd Consecutive year



Recognized as “India’s Best Companies to Work For 2021”, **Ranked at 55**



Recognized as Top 30 of India's best workplaces in Manufacturing 2021



Certified 3rd year in a row with satisfaction score at 86 (from 82 in 2020)



Recognized as Best Workplaces in Cement and Building Materials Industry for 2 consecutive years

Contact Us

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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\$2.4 billion conglomerate with diversified interests. With over 30,000 employees, 41 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 honored with the title of "Asia's Most Trusted Building Material Company for last 2 consecutive years by IBC INFOMEDIA. HIL also holds two consumer 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. Birla Aerocon, provides Green Building Solutions that includes Dry Walling, Wet Walling and Plumbing solution. Parador, the category leader in design & innovations, covers wooden flooring solutions. 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.

Additional information on the Company is available at the following link; <http://www.hil.in>

Thank You

