

February 2, 2023

To
BSE Limited
P.J.Towers, Dalal Street,
Mumbai – 400 001

Scrip Code: 509675
Through: Listing Centre

To
National Stock Exchange of India Limited
5th Floor, Exchange Plaza, Bandra (E),
Mumbai – 400 051

Scrip Symbol: HIL
Through: Neaps Portal

Sub: Investor Presentation on Q3 F23 Financial Results
Ref: Regulation 30 of SEBI LODR Regulations, 2015

Dear Sir/Madam,

Please find the attached Investor Presentation on the financial results of the Company for the third quarter & nine months ended December 31, 2022.

A copy of this disclosure is being uploaded on the website of the Company www.hil.in

Kindly take the same on record and disseminate on the website.

Thanking You.

For HIL Limited

Saikat Mukhopadhyay
Chief Financial Officer



4th YEAR
IN A ROW

Great
Place
To
Work[®]

Certified
MAR 2022 - MAR 2023
INDIA

CK BIRLA GROUP | HIL

Financial Results Presentation

Q3 & 9M FY2023



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Disclaimer

CK Birla Group – 165+ Years of Rich Legacy

Over **US\$2.8 billion**
Conglomerate



Over **30,000+**
Employees



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



Present across **Five** Continents



Numerous **Patents & Awards**



Relationships & Philanthropy

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 build a strong corporate brand present across all continents



To digitalize processes end-to-end for business excellence

A diverse workplace that is a preferred employer

.....while continuing to meet our highest standards of, quality corporate social responsibility, safety, health and environment.

Value, Vision and Lineage



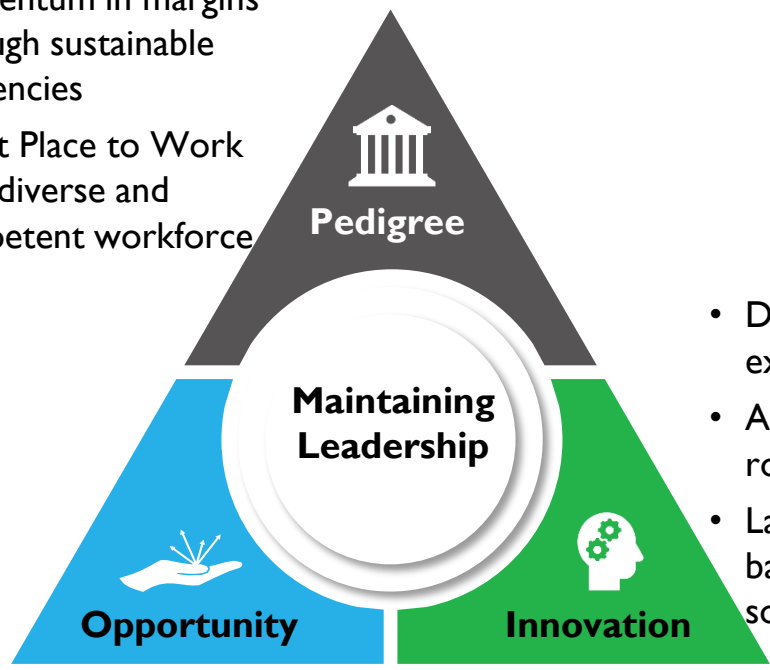
Mr. CK Birla:

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



HIL's Agenda

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

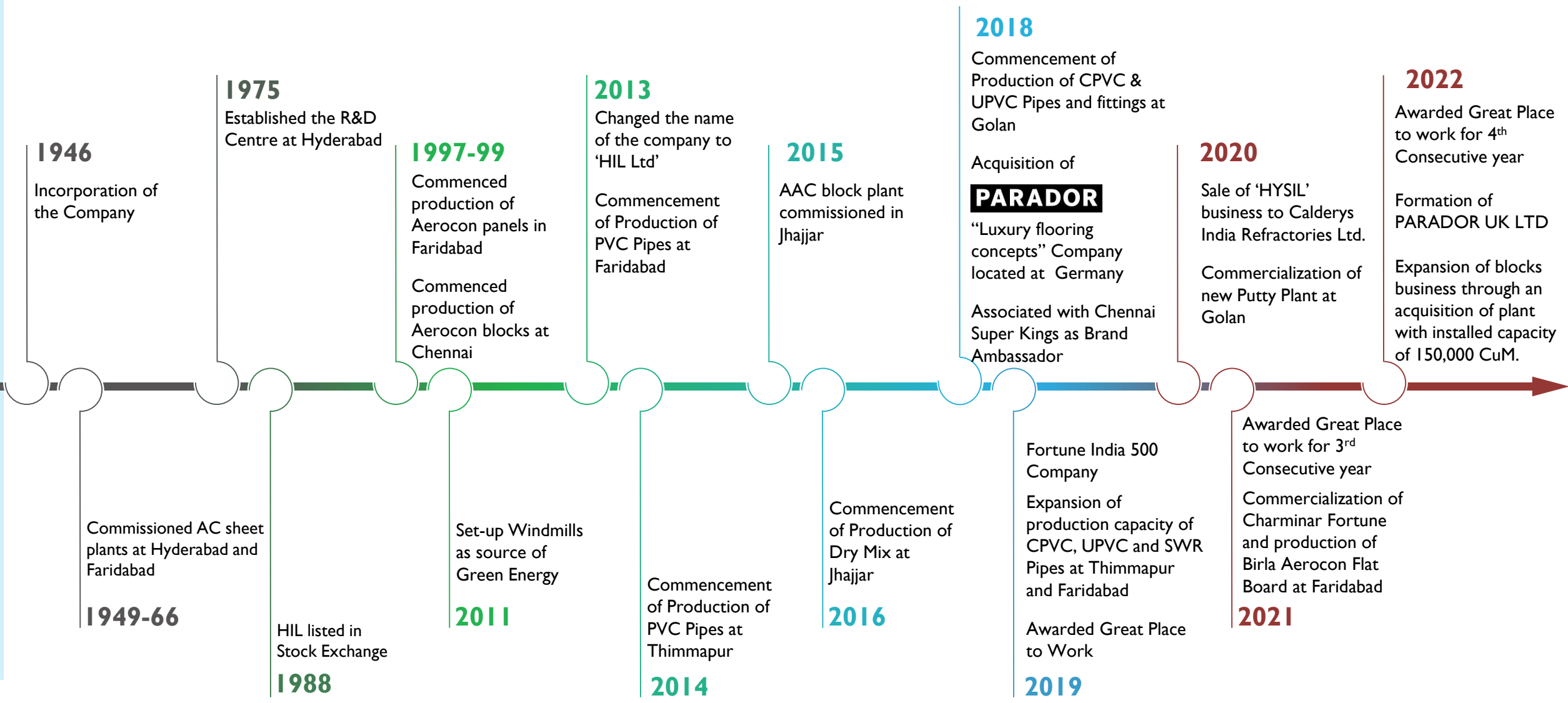


- Drive organic expansion
- Augment non-roofing portfolio
- Launch research based green solutions

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



75 Years Journey of HIL



1946

Incorporation of the Company

1975

Established the R&D Centre at Hyderabad

1997-99

Commenced production of Aerocon panels in Faridabad

Commenced production of Aerocon blocks at Chennai

2013

Changed the name of the company to 'HIL Ltd'

Commencement of Production of PVC Pipes at Faridabad

2015

AAC block plant commissioned in Jhajjar

2018

Commencement of Production of CPVC & UPVC Pipes and fittings at Golan

Acquisition of

PARADOR

"Luxury flooring concepts" Company located at Germany

Associated with Chennai Super Kings as Brand Ambassador

2022

Awarded Great Place to work for 4th Consecutive year

Formation of PARADOR UK LTD

Expansion of blocks business through an acquisition of plant with installed capacity of 150,000 CuM.

Commissioned AC sheet plants at Hyderabad and Faridabad

1949-66

HIL listed in Stock Exchange

1988

Set-up Windmills as source of Green Energy

2011

Commencement of Production of PVC Pipes at Thimmapur

2014

Commencement of Production of Dry Mix at Jhajjar

2016

Fortune India 500 Company

Expansion of production capacity of CPVC, UPVC and SWR Pipes at Thimmapur and Faridabad

Awarded Great Place to Work

2019

2020

Sale of 'HYSIL' business to Calderys India Refractories Ltd.

Commercialization of new Putty Plant at Golan

Awarded Great Place to work for 3rd Consecutive year

Commercialization of Charminar Fortune and production of Birla Aerocon Flat Board at Faridabad

2021

Brand and Product Overview



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

- Next Gen Non-asbestos Corrugated Roofing Sheets

Dry Wall:

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

Wet Wall

- AAC Blocks
- Block Jointing Mortar

Birla Construction Chemicals

- Water Proofing Solution
- Tile Adhesive
- Primer
- Distemper

Pipes & Fittings:

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting
- SWR Pipes and Fitting
- Column Pipes
- Pressure Pipes

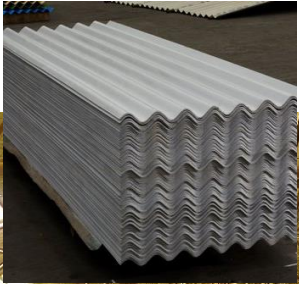
Wall Putty

New Products

- Water Tanks
- Gypsum Plaster
- Primers & Stainers
- Water proofing Solutions
- Tile Adhesives

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

Manufacturing Prowess



Roofing Solution



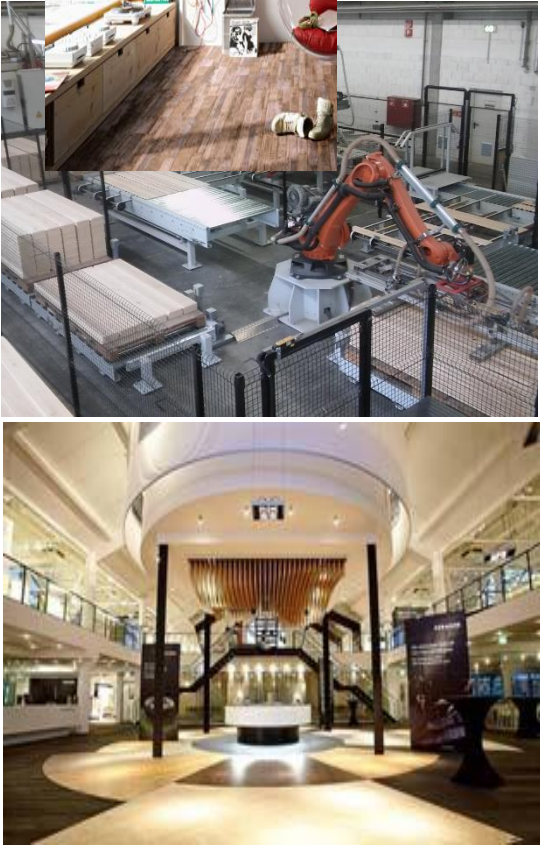
Building Solution



Polymer Solution



Flooring Solution



World-class facilities. End-to-end connected shopfloors

Awards Won



Most Promising Business Leaders of Asia , 2022
- The Economic Times



Top-Innovator 2022
- Top 100



Good Design Award 2022



Interior & Exterior Awards 2022



India's Most Trusted Brand Awards 2022



Best Brands in the Building Materials and Fittings Industry



Reddot Design Award



German Design Award 2022



HIL LIMITED India's most ethical award Nov'21



Most trusted Brand_Birla HIL Putty



**Best Workplaces in
Manufacturing**



**Brand of the year –
CEO magazine**



**Iconic Awards For
Innovative Interior Parador
2021**



Best of Content Marketing



**Top
Challenger
Award 2020**



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



**Annual Multimedia
Award 2022**



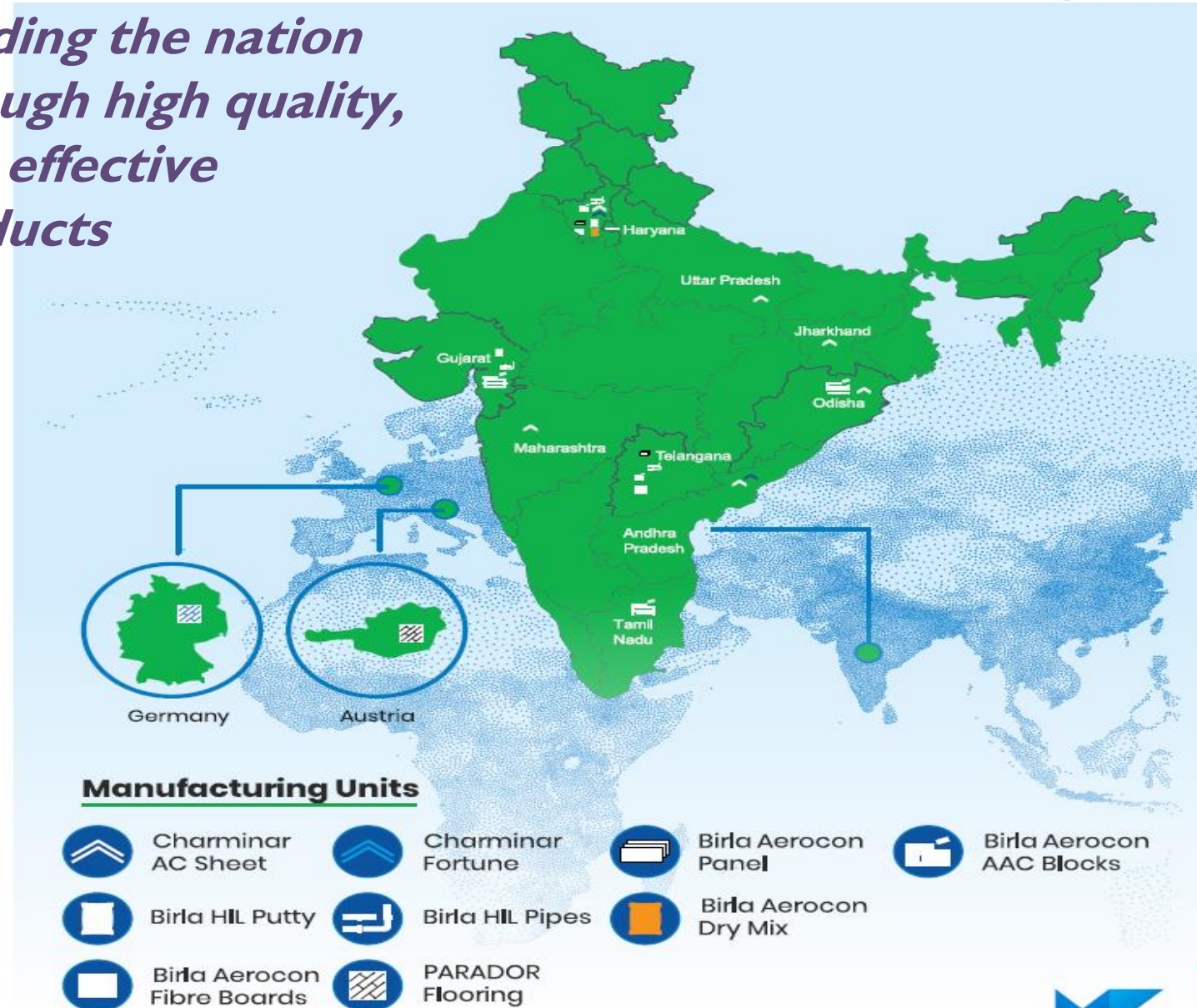
**Germany's Most Popular
Provider - Life & Living –
Parador - ntv and the
German Institute for Service
Quality**

Geographical Presence

Key competitive advantage

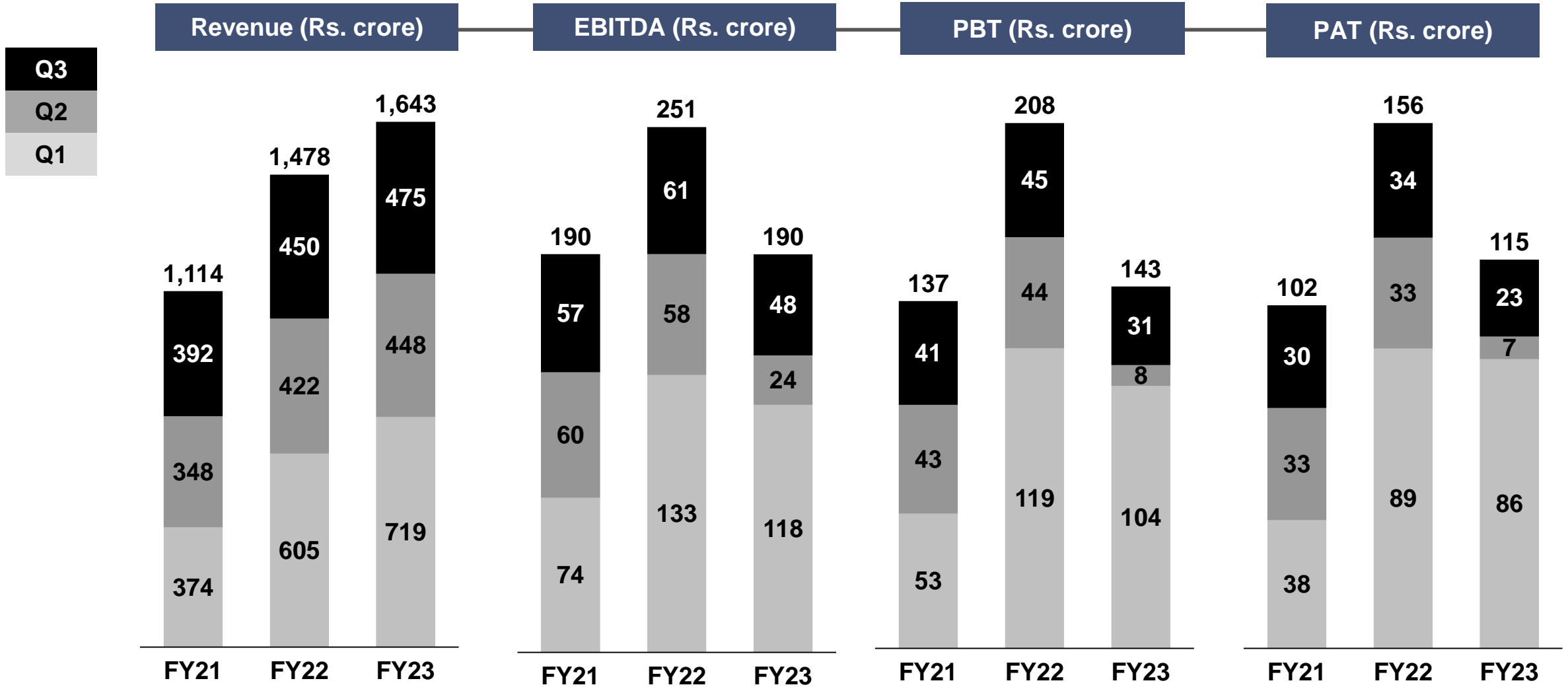
- 24 Manufacturing facilities in India, 1 in Germany and 1 in Austria
- 41 Sales depots
- 4 sales offices
- 2,500 loyal stockiest/distributors
- 6,000+ sub-dealers
- Deeper market penetration – Rural
- Retail network and real estate markets - Urban & Semi-urban
- Green building products
- Low cost, high strength & best quality roofing products
- Presence in 80+ countries

Building the nation through high quality, cost effective products



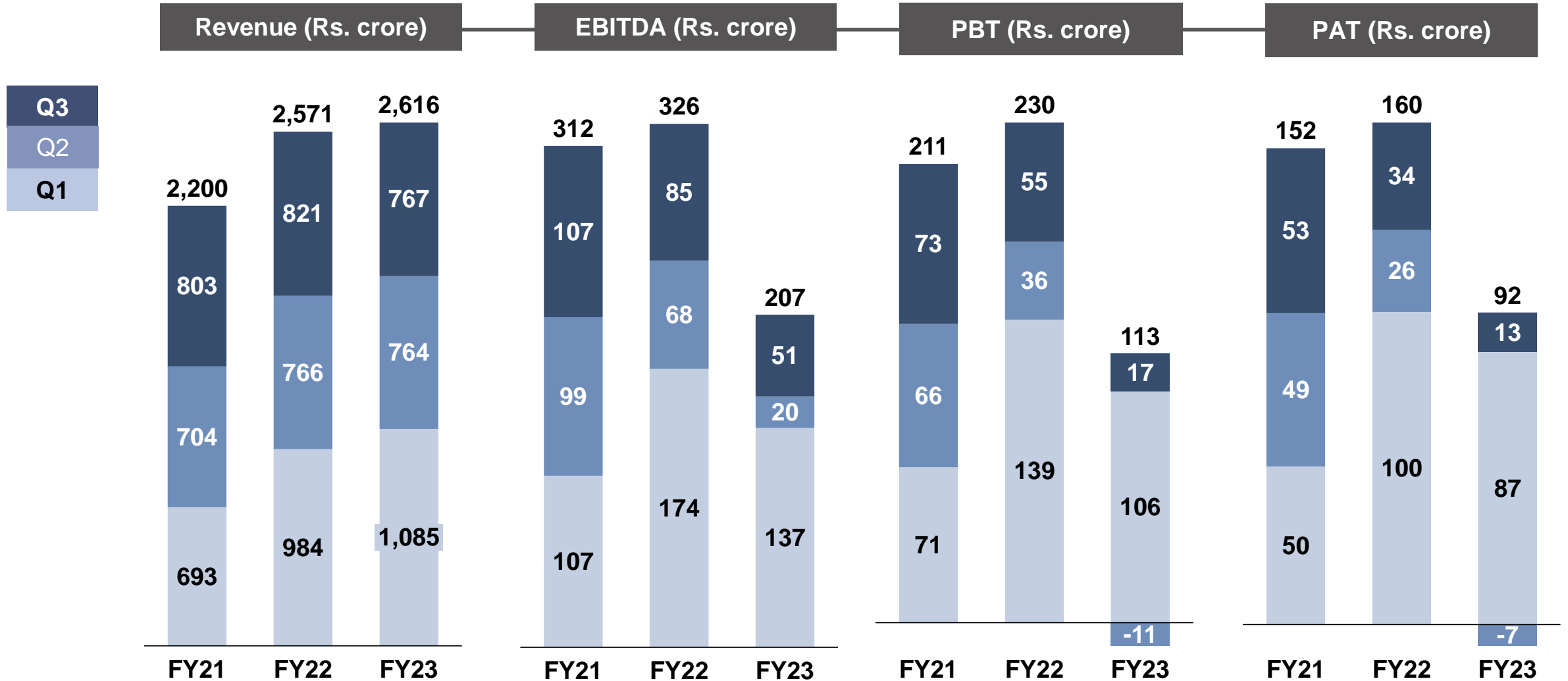
Quarterly Discussion

Highlights of Standalone 9M FY23 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

Highlights of Consolidated 9M FY23 Performance




All numbers are exclusive of discontinued operations of Thermal Insulation business


Key Segment Performance

9M FY23 Revenue Growth


9M FY23 PBT


Roofing Solution

861
 7%
 803


187
 -22%
 145


Building Solution

377
 32%
 285


37
 130%
 16

Flooring Solution

1,095
 -11%
 973

26
 -197%
 -25

Polymer Solution

401
 5%
 384

30
 -124%
 -7

Note: all figures in Rs. Crore

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

Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	Q3 FY23	Q3 FY22	Y-o-Y	Q3 FY23	Q3 FY22	Y-o-Y
Total Income	480	464	3%	768	834	-8%
Total Expenditure	432	403	7%	717	749	-4%
EBITDA	48	61	-21%	51	85	-40%
Margins (%)	10%	13%	-303 bps	7%	10%	-358 bps
PBT	31	45	-31%	17	55	-68%
Margins (%)	6%	10%	-325 bps	2%	7%	-431 bps
PAT	23	34	-33%	13	34	-63%
Margins (%)	5%	7%	-256 bps	2%	4%	-246 bps
EPS	30.26	45.20	--	16.65	45.49	--

- Despite continuing raw material price inflation, measures taken to control costs have proven to partially compensate the negative impact.
- Another successful quarter delivered against severe headwinds on the back of the agile model and dedicated teams

Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	9M FY23	9M FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
Total Income	1,671	1,506	11%	2,638	2,599	1%
Total Expenditure	1,481	1,255	18%	2,431	2,273	7%
EBITDA	190	251	-24%	207	326	-36%
Margins (%)	11%	17%	-529 bps	8%	13%	-470 bps
PBT	143	208	-31%	113	230	-51%
Margins (%)	9%	14%	-523 bps	4%	9%	-455 bps
PAT	115	156	-26%	92	160	-42%
Margins (%)	7%	10%	-344 bps	4%	6%	-264 bps
EPS	153.23	207.61	--	123.03	213.13	--

- High inflation in European Countries led to low sentiments amongst the consumers. This has resulted into lower demand in the market.
- Q-o-Q gross margin in Parador is improved on account of reduction in key raw material prices and sea freight.

Financial Statements – Balance Sheet

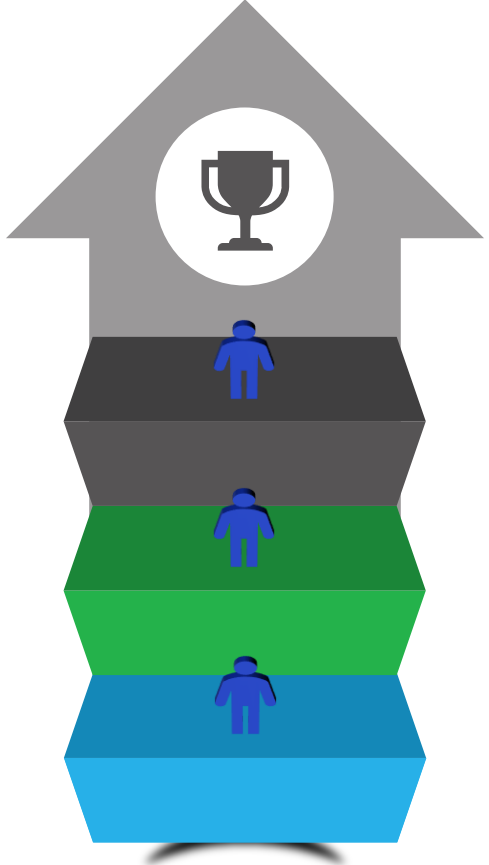
In Rs. Crore

Particular	Standalone			Consolidated		
	31.12.2022	31.03.2022	31.12.2021	31.12.2022	31.03.2022	31.12.2021
A) Equity & Liabilities						
Shareholder's funds	1,115	1,030	1,016	1,247	1,167	1,131
Non-current liabilities	65	64	70	346	315	321
Current liabilities	379	439	408	643	741	678
Total Equity & Liabilities	1,559	1,533	1,494	2,236	2,223	2,130
B) Assets						
Non-current assets	1,079	1,014	1,011	1,275	1,212	1,213
Current assets	480	519	483	961	1,011	917
Total Assets	1,559	1,533	1,494	2,236	2,223	2,130

- Net worth increased to Rs.1,247 crore as on December 31, 2022 from Rs.1,167 crore as on March 31, 2022
- Total Debt to Equity at 0.27 as on Dec 31, 2022 vs. 0.25 as on Mar 31, 2022
- Focus on enhancing the health of the balance sheet and cash flows continues.

HIL ESG Transformation Journey

Become a leading global, innovative and eco-friendly building and infrastructure solutions company and create sustainable value for all stakeholders



External Recognition

- HIL on route to obtain green certifications & ESG Ratings from MSCI, DJSI, Sustainalytics

Global disclosures

- HIL will align with global ESG reporting disclosures such as SBTi, TCFD, CDP, IR

Sustainability Strategy and Report

- ESG strategy & short & long term roadmap for goals and targets underway.
- Inaugural sustainability report in progress

ESG Governance Structure

- Corporate Social Responsibility and Sustainability committee, ESG steering committee & ESG working group for holistic ESG oversight across our value chain

Materiality Assessment

- Materiality assessment conducted to identify issues that are significant to stakeholders & business

Maturity Assessment

- Maturity assessment performed to determine current state scenario, identify and prioritize areas of intervention

GPTW Certified Company – 4th Consecutive year



- **GPTW Best Employers: Top 100 - Rank improved from 67 in 2020 to 57 in 2022 (this year's ranking is awaited)**
- **Enhanced Engagement Scores from 86 (2021) to 94 (2022)**
- **Best in Manufacturing: India Top 30 – 3 times in a row**
- **Best in Cement and Building materials – 2 times in a row**
- **GPTW Certification four years in a row & ranked Top 100 - 3 times in a row**

Outlook

Investment in creating opportunities for growth in AAC Blocks, Panels and Boards by way of capacity expansion

Growth from leadership roofing business through optimised distribution and stronger marketing

Build a sustainable distribution network by establishing Sales Joint Ventures / subsidiaries in selected markets



Focus on driving non-roofing portfolio comprising Building, Polymer & Flooring Solutions

Established advanced research based non-asbestos roofing solutions to focus on institutional & MNC customers in India and overseas market

Evaluation of launch of adjacent products and inorganic avenues in order to augment existing business mix.

....Steadily progressing towards \$1 billion vision

Contact Us

About Us:

Founded in 1946 and having completed 75 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\$2.8 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>

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