

NEAPS/BSE ONLINE

29th January, 2021

The Corporate Relationship Dept.,
BSE Ltd.,
Phiroze Jeejeebhoy Towers,
1st Floor, New Trading Ring
Rotunda, Dalal Street,
Mumbai - 400 001.

Listing Department
National Stock Exchange of India Ltd.,
Exchange Plaza,
Plot No. C/1, Block-G,
Bandra-Kurla Complex,
Bandra (E) Mumbai - 400 051

Dear Sir/Madam,

Sub.: Investors' Release - Un-Audited Financial Results – 31st December, 2020

This is in continuation of our earlier letter dated 28.01.2021 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investors' Release on the Un-Audited Financial Results of the Company for the quarter and period ended 31st December, 2020.

Investors' Release will also be available on the website of the Company, www.hsilgroup.com.

You are requested to take the enclosed document on your record.

Thanking you,

For HSIL LIMITED



(Pulkit Bhasin)
Company Secretary

Name: Pulkit Bhasin
Address: 301-302, 3rd Floor, Park Centra, Sector-30, Gurugram-122001
Membership No.: 27686

HSIL Limited

Corporate Office: 301-302, 3rd Floor, Park Centra, Sector-30, NH 8, Gurugram, Haryana-122 001, India. T. +91 124 477 9200
Registered Office: 2, Red Cross Place, Kolkata-700001, West Bengal, India. T. +91 33-22487407/5668

hsilinvestors@hsilgroup.com | www.hsilgroup.com | CIN: L51433WB1960PLC024539

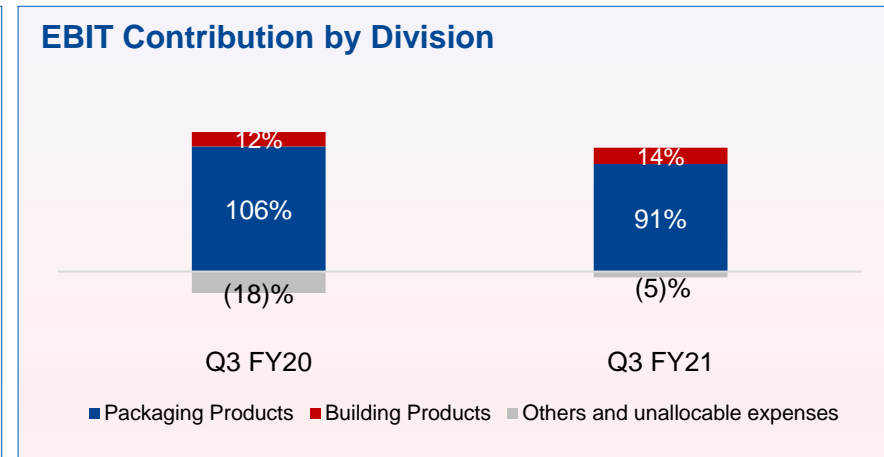
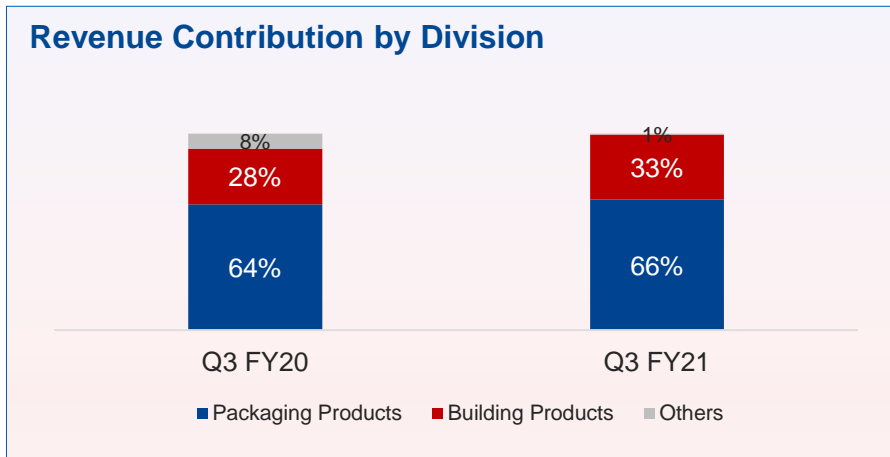
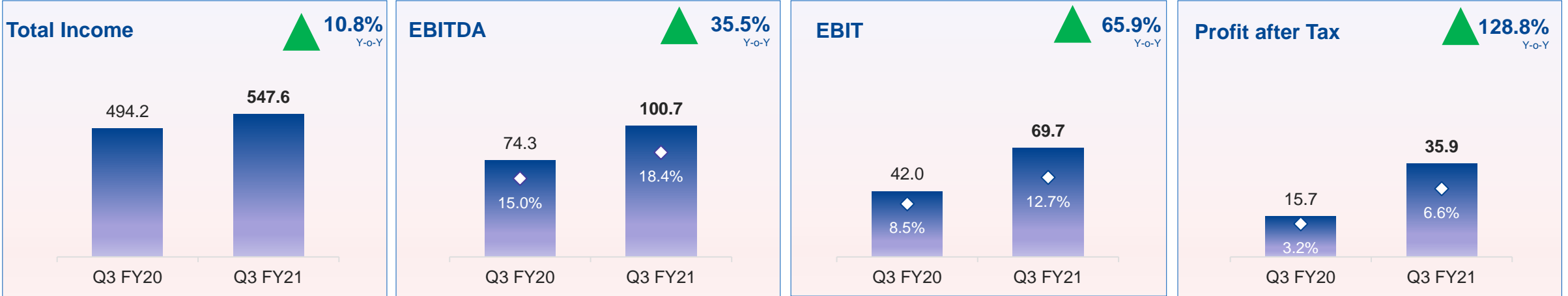
The HSIL logo is positioned in the top right corner. It features the letters 'HSIL' in a bold, white, sans-serif font. A red horizontal line is positioned above the letter 'S', extending from the left edge of the 'H' to the right edge of the 'S'.The text 'Earnings Presentation Q3 FY2021' is centered within a red diamond-shaped graphic. The text is white and uses a bold, sans-serif font. The diamond is oriented with its points towards the top-left and bottom-right corners of the slide.The website address 'www.hsilgroup.com' is located in the bottom left corner. It is written in a white, sans-serif font and is set against a blue diamond-shaped background that points towards the bottom-left corner of the slide.The text 'EXCELLENCE IN PACKAGING: CONTAINER GLASS PET BOTTLES SECURITY CAPS AND CLOSURES' is located in the bottom right corner. It is written in a white, sans-serif font and is set against a dark background that shows a glass bottle production line. The text is arranged in four lines, with the first line being the largest and the subsequent lines being smaller.

Q3 FY2021 Highlights – Year on Year



HSIL continues to deliver strong y-o-y performance driven by both improved volumes and realizations

(₹ in crore)



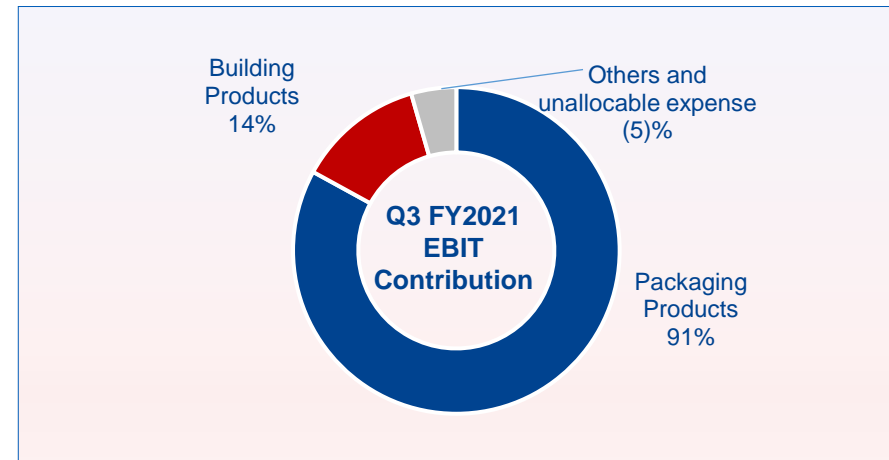
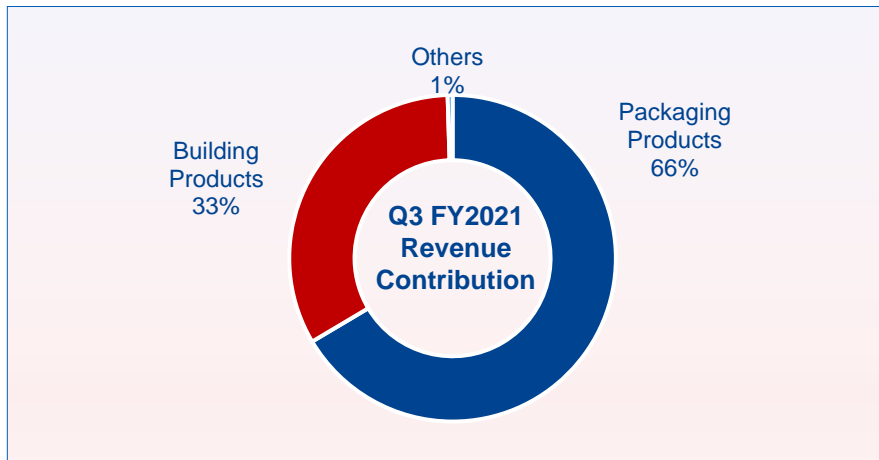
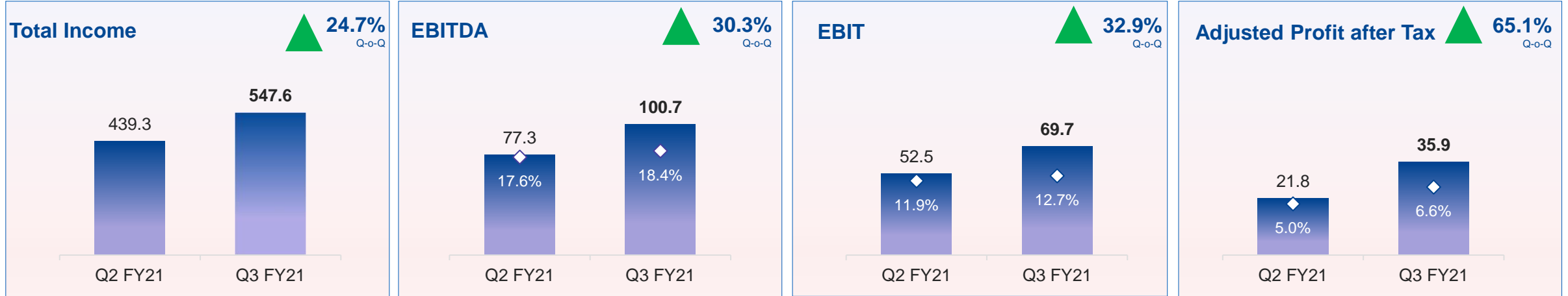
Note: All margins are calculated on Total Income



Q3 FY2021 Highlights – Quarter on Quarter

EBITDA and PAT margins further improved to 18.4% and 6.6% respectively

(₹ in crore)



Notes:

- All margins are calculated on Total Income
- Adjusted PAT is calculated after adjusting income tax writebacks of ₹ 14.7 crore in Q2 FY2021



HSIL strategically well positioned to drive revenue growth and cash flows led by packaging division

- Total income growth of 24.7% on Q-o-Q and 10.8% on Y-o-Y basis was driven by improved average realizations and strong recovery in volumes underpinned by robust demand from alcoholic beverage industry
- EBITDA margins improved to 18.4% as compared to 15.0% in Q3 FY2020. The margin improvement was driven by improved capacity utilization levels coupled with optimized sourcing of key raw materials
- Adjusted PAT margins were 6.6% in Q3 FY2021 as compared to 3.2% in Q3 FY2020 and 5.0% in Q2 FY2021. The income tax writebacks of ₹ 14.7 crore in Q2 FY2021 resulted in higher profit after tax during that period
- Packaging division volume growth was primarily driven by strong demand from beer, food and beverage industry
- Net Debt position at the end of the quarter was ~ ₹ 970 crore
- During the quarter, HSIL completed the Buy Back of 7.59 million shares for an amount aggregating to ₹ 63.93 crore. The Company has utilized 91.32% of the Maximum Buy Back Size excluding the transaction costs



Q3 FY2021 Highlights – By Division



Packaging Products

66% Revenue
Contribution

87% EBIT
Contribution

Revenue from Operations

₹ 361.0 Cr

▲ 15.2% Y-o-Y

EBIT

₹ 63.6 Cr

17.6% Margins

Building Products

33% Revenue
Contribution

13% EBIT
Contribution

Revenue from Operations

₹ 179.4 Cr

▲ 29.8% Y-o-Y

EBIT

₹ 9.6 Cr

5.4% Margins

Key Highlights:

- Revenue growth was driven by improvement on account of improved realizations, better product mix and higher sales volumes
- Volumes largely driven by beer and food & beverage industry
- EBIT margins improved from 14.2% in Q3 FY2020 to 17.6% in Q3 FY2021 as a result of optimized sourcing of key raw materials and higher capacity utilization
- Glass container capacity utilization during the quarter was 83% as compared to 72% in the previous quarter
- During the quarter, AGI glaspac purchased 3 high technology narrow neck press and blow (NNPB) machines having advanced controls. Customers prefer NNPB bottles which are lighter and particularly specified by beer industry clients
- New Product Launches: 46 new products developed, and 13 new products commercialized

Key Highlights:

- Post Covid-19 lockdowns, all our plants are now operational and the capacity utilization levels also improved



HSIL is a leading packaging and building products manufacturing company



Excellence is Our Value Proposition

Dynamic Management

Qualified and experienced management

Robust Governance Framework

Transparency and strong internal controls

Purpose-Driven People

Exceptional commitment to Company's values



Operating Platform



11

State of the Art
Manufacturing Facilities



500+

Institutional Clients



2,800+

Employees



FY2020 Key Financials

₹ 1,879 Cr

Total Income

₹ 291 Cr | 15.5%

EBITDA and Margin

₹ 48 Cr | 2.6%

PAT and Margin

₹ 890 Cr | 1.03x

Net Debt and
Net Debt to Equity Ratio

CARE A+; Stable Outlook

Long Term Debt

CARE A1+

Short Term Debt

Packaging Products

67% Revenue
Contribution

Building Products

33% Revenue
Contribution

Packaging Products

88% EBIT
Contribution

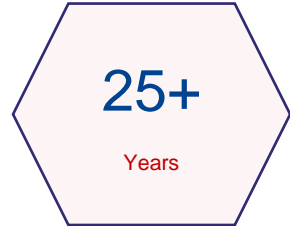
Building
Products

11% EBIT
Contribution

* All information as of FY2020



Glass Container Packaging – 2nd largest manufacturer of glass containers in India



Expanded capacity from **150 tonnes** to **1600 tonnes** per day over last twenty five years



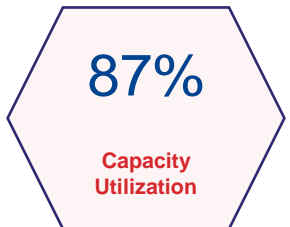
2nd largest glass container manufacturing capacity in India. Operates at 2 plants situated in Telangana



~19% market share in Indian organized glass packaging industry



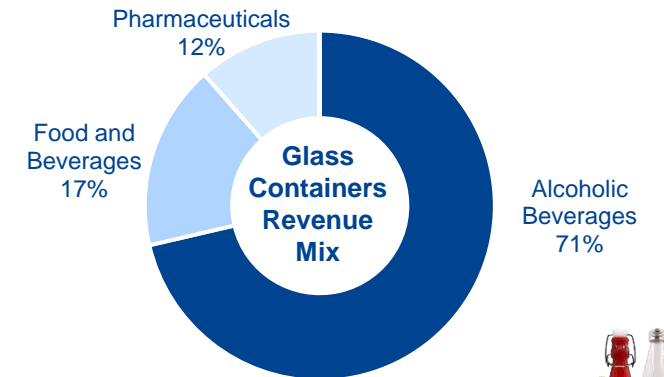
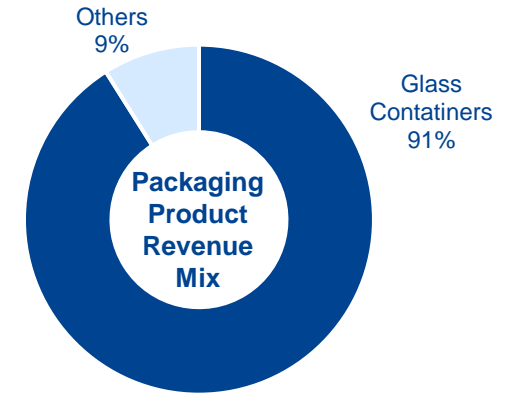
Strong relationship with end customers with **selected pass through arrangements**



Consistently **increasing capacity utilization** over the last three years



60% contribution to FY2020 total revenue



* All information as of FY2020

Packaging Products – Our Customers

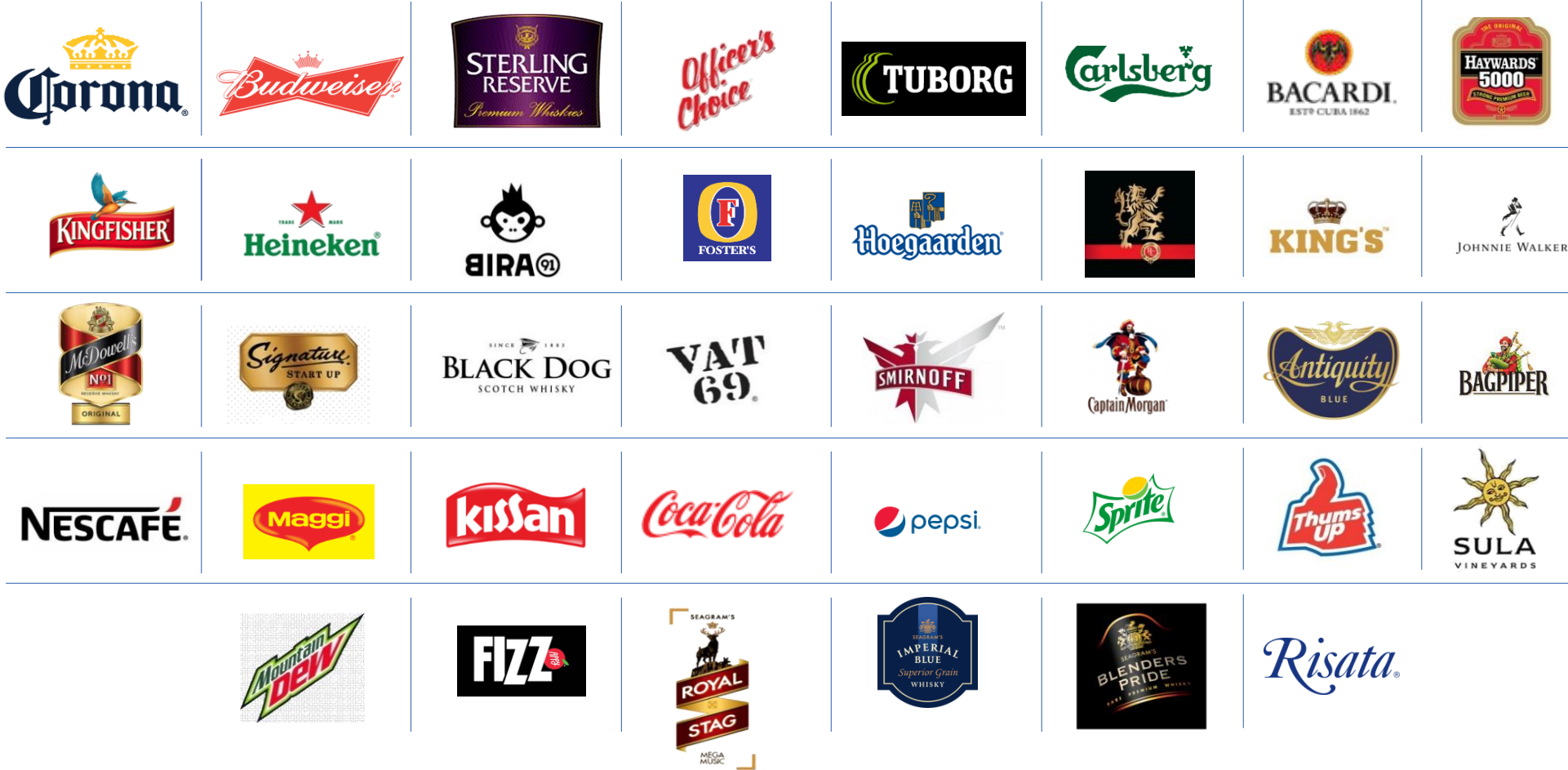
Diversified institutional clients across industries



Packaging Products – Our Customers



Diversified institutional clients across industries



HSIL growth dynamics are fully aligned with the fundamental underlying growth profile of its customers

HSIL Growth Drivers

Total size of India container Glass market is ₹ 7,000 crore and same is expected to grow at a 7% CAGR to over next 5 years



Growing consumption of spirits and beer resulting in increased demand for glass bottles



Higher usage of glass packaging in Food & Beverage industry



Increased preference for product security with Counterfeit-resistant products

Alcoholic Beverages



Market Size and Growth:

- Liquor segment has witnessed a growth of 3% in FY2020 and is expected to grow at a CAGR of 5-6% during next 5 years

Growth Drivers:

- Growing preference for spirits
- Increasing disposable income resulting in higher spending on alcoholic beverages
- Expanding beer market including craft beers

Pharmaceuticals



Market Size and Growth :

- India's domestic pharmaceutical market turnover reached ₹ 1.4 lakh crore in 2019, growing 9.8% year-on-year

Growth Drivers:

- Growing infrastructure and support from government to make India global leader in drug manufacturing
- Increasing private investment in this sector
- Government initiatives for the sector

Food and Soft Drink



Market Size and Growth :

- Spending on food in India is expected to grow at 9-10% CAGR matching the expansion rate in 2019
- Indian organic food market to grow at a CAGR of 20% reaching a value of ₹ ~15,276 crore

Growth Drivers:

- Evolving consumer preferences, rising income & growing rural opportunity
- Rural slowdown has bottomed out, demand is expected to stabilize



HSIL is committed in adopting and investing in environment friendly technology and initiatives
Aim to build a long-term sustainable business for all stakeholders

Green Building Design

Plastic pipes and fittings plant is certified with the 'Green Company' IGBC platinum rating, and the manufacturing process is GreenCo platinum-certified, making HSIL one of the very few companies in India to accomplish this coveted feat. Our counterfeit-resistant security caps and closures manufacturing plant at Telangana is also a platinum rated by the Indian Green Building Council (IGBC).

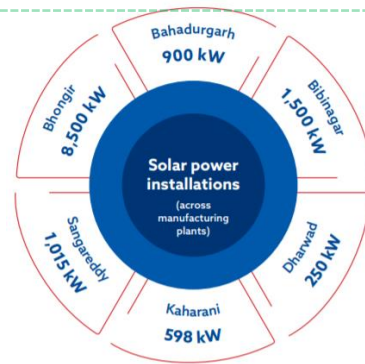
Only container glass manufacturer in India to set up electrostatic precipitators for air pollution control

Light Saving Building Design

Designed all facilities, especially shop floors to ensure no artificial lighting is required during daytime & LED lighting is extensively used to reduce energy usage

Renewable Energy

Increasing share of renewable power in overall energy consumption, with the help of on-site rooftop solar power plants installations of 12.7 MW



Environment Friendly Certified Manufacturing Process

DMF – Quality Assurance for supply to US pharmaceutical market. ISO 14001:2015 – Environment Management System. OHSAS 18001: 2007 Occupational Health and Safety Management System. ISO 15378:2011 and 2017 – Quality Management System to provide primary packaging material for medicinal products.

Waste Treatment

Effluent and Sewage treatment plants installed, and waste generated while processing is almost 100% recycled by regrinding and reprocessing
 Zero liquid discharge at all 11 plants and focus on substantial reduction in water usage through water treatment facilities, rainwater harvesting and RO systems

Environment-friendly Product

Large number of SKU's in sanitaryware and faucets certified as green products on account lower water usage
 Greendrop Glassware - Promoting 'glass packaging' which is environment-friendly product as an alternative to single-use plastic

Helps in attracting and engaging with ESG conscious institutional clients

Cost saving due to usage of natural light and energy saving equipments

Increased efficiency and productivity

High morale among stakeholders – clients and employees

Sustainable business



56% of the Board is Independent

Experienced senior management team with dedicated executives to professionally manage business operations

Board of Directors

- **Mr. Nand Gopal Khaitan** (Independent Director)
Attorney-at-Law and a Notary Public appointed by the Government of India
- **Mr. Vijay Kumar Bhandari** (Independent Director)
Fellow Chartered Accountant with over 38 years of experience in the Banking Industry
- **Mr. Anil Wadhwa** (Independent Director)
Ex-Member of the Indian Foreign Services. Served as Indian Ambassador to Poland, Lithuania, Sultanate of Oman, Thailand, Italy and San Marino over the course of 38 years
- **Ms Himalyani Gupta** (Independent Director)
Advocate with over 30 years of experience Standing Counsel for the Union of India in the Hon'ble Supreme Court of India
- **Mr. Rakesh Sarin** (Independent Director)
43 years of experience in the field of distributed energy, policy advocacy and development of large renewable energy platform
- **Ms. Sumita Somany** (Non-Executive Non-Independent Director)
Over a decade of experience in the retail industry
- **Mr. Girdhari Lal Sultania** (Non-Executive Non-Independent Director)
Fellow Chartered Accountant, Fellow Company Secretary and consultant by profession



Dr. Rajendra Kumar Somany
Chairman And Managing Director



Mr. Sandip Somany
Vice-Chairman And Managing Director



Mr. Sandeep Sikka
Group CFO



Mr. RB Kabra
President and CEO,
Building Products



Mr. Rajesh Khosla
President and CEO,
AGI Glaspac and Garden Polymers



Mr. Om Prakash Pandey
Chief Financial Officer



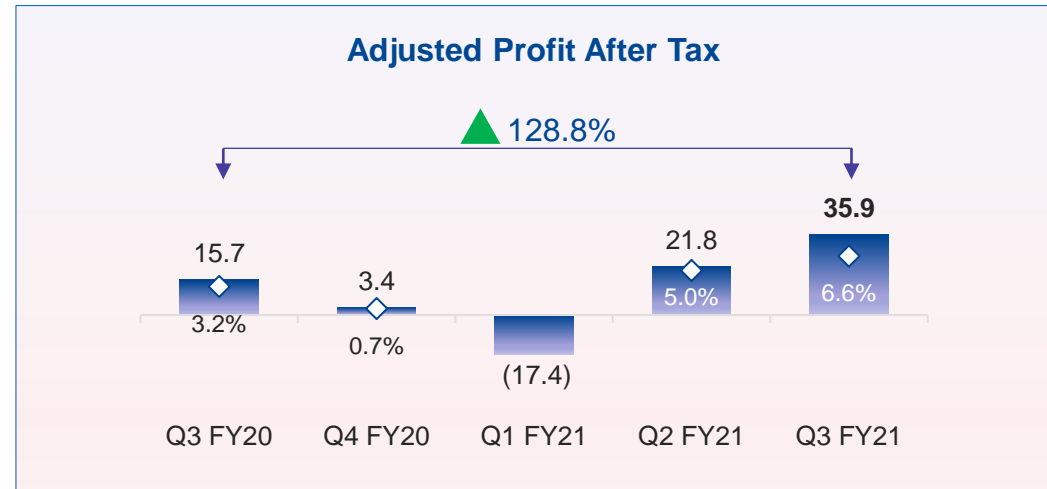
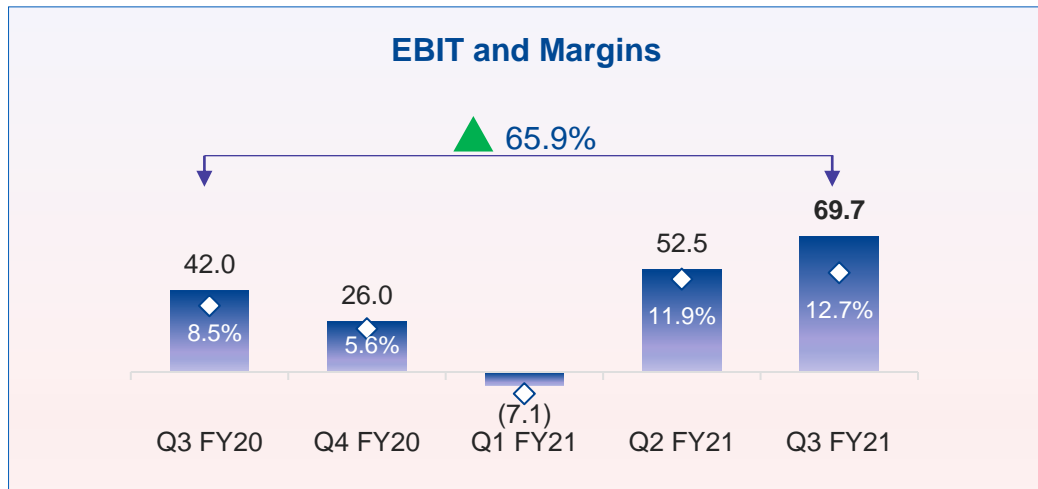
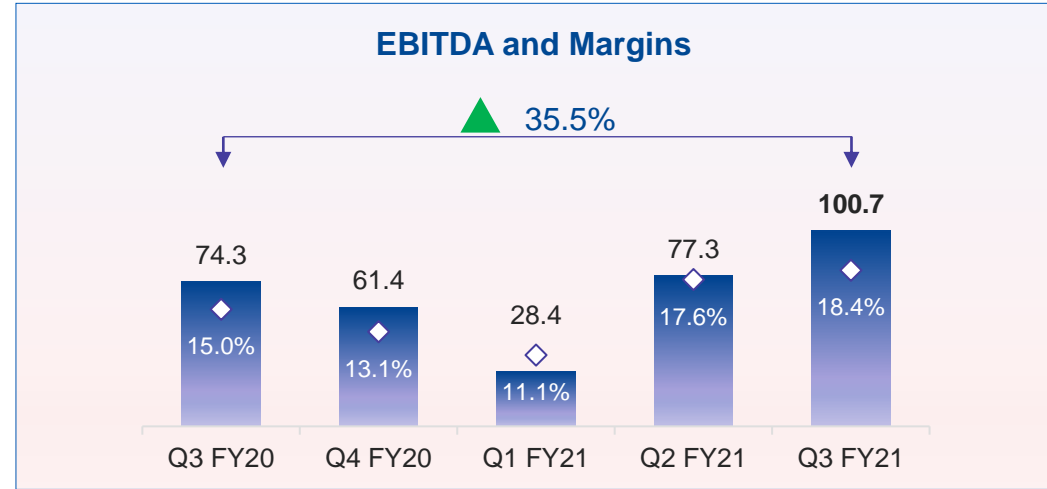
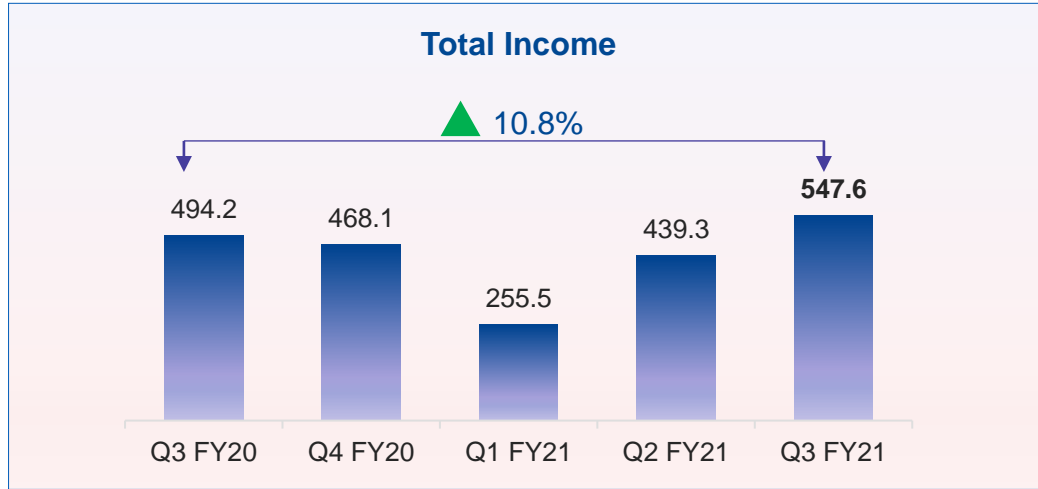
₹ in crore)	Q3		Y-o-Y	Q2	Q-o-Q	Nine Months		Y-o-Y
	FY2021	FY2020	Growth (%)	FY2021	Growth (%)	FY2021	FY2020	Growth (%)
Income from Operations	541.5	489.1	10.7%	426.4	27.0%	1,219.4	1,398.0	(12.8)%
Other Income	6.1	5.1	20.3%	12.9	(52.7)%	22.9	13.2	
Total Income	547.6	494.2	10.8%	439.3	24.7%	1,242.3	1,411.2	(12.0)%
EBITDA	100.7	74.3	35.5%	77.3	30.3%	206.4	229.9	(10.2)%
Margins (%)	18.4%	15.0%		17.6%		16.6%	16.3%	
EBIT	69.7	42.0	65.9%	52.5	32.9%	115.1	122.5	(6.0)%
Margins (%)	12.7%	8.5%		11.9%		9.3%	8.7%	
PAT	35.9	15.7	128.8%	36.5	(1.5)%	55.0	45.0	22.3%
Margins (%)	6.6%	3.2%		8.3%		4.4%	3.2%	
Adjusted PAT*	35.9	15.7	128.8%	21.8	65.1%	40.3	45.0	(10.4)%
Margins (%)	6.6%	3.2%		5.0%		3.2%	3.2%	
EPS on reported PAT (in ₹)	5.08	2.17	134.1%	5.05	0.6%	7.78	6.23	24.9%

Notes:

1. All margins are calculated on Total Income
2. Adjusted PAT is calculated after adjusting income tax writebacks of ₹ 14.7 crore in Q2 FY2021



(₹ in crore)



Notes:

1. All margins are calculated on Total Income
2. Adjusted PAT is calculated after adjusting income tax writebacks of ₹ 14.7 crore in Q2 FY2021

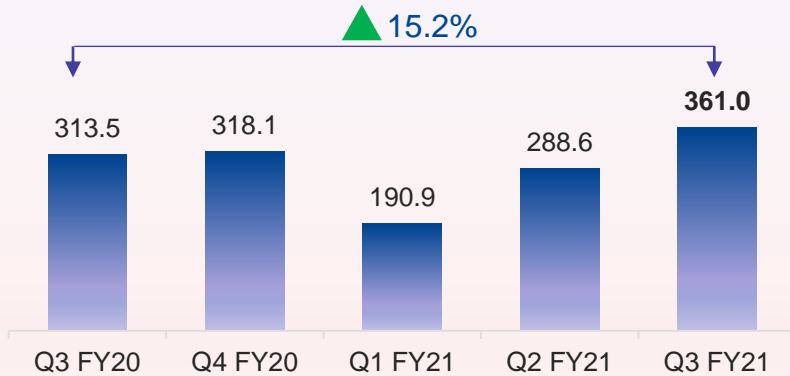


Financial Performance Trend – By Division

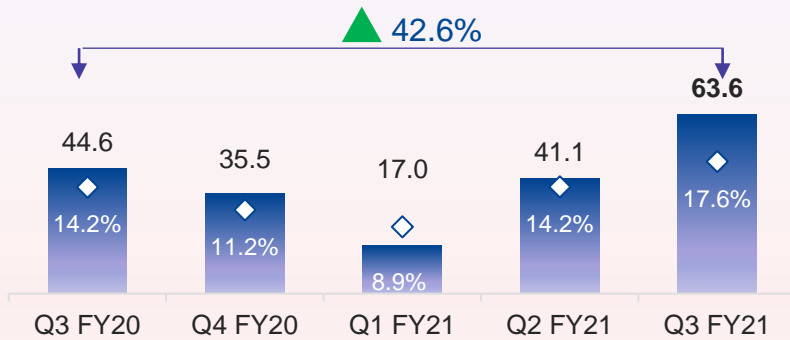
(₹ in crore)

Packaging Products

Revenue from Operations

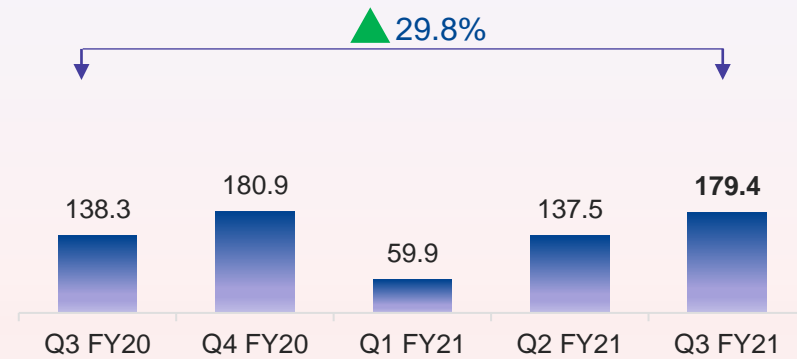


EBIT and Margins

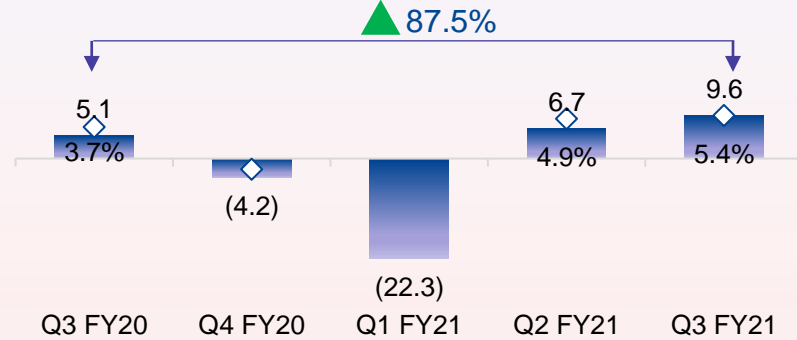


Building Products

Revenue from Operations



EBIT and Margins



Note: All margins are calculated on Total Income



Disclaimer and Forward Looking Statements



- This presentation is strictly confidential and may not be copied, published, distributed or transmitted. The information in this presentation is being provided by HSIL Limited (also referred to as the 'Company'). By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by the following limitations:
- The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company.
- This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended.
- This presentation and its contents are strictly confidential to the recipient and should not be further distributed, re-transmitted, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person or press, for any purposes. In particular, this presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. No person is authorised to give any information or to make any representation not contained in or inconsistent with this presentation or/and if given or made, such information or representation must not be relied upon as having been authorised by us. Receipt of this presentation constitutes an express agreement to be bound by such confidentiality and the other terms set out herein. Any failure to comply with this restriction may constitute a violation of applicable securities laws.
- No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither the Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.
- This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.
- THIS PRESENTATION IS NOT AN OFFER FOR SALE OF SECURITIES IN INDIA, THE UNITED STATES OR ELSEWHERE.





Corporate Office
301-302, III Floor, Park Centra,
Sector 30, N.H-8, Gurgaon,
Haryana – 122001

Phone
+91 124 4779200

Website
<https://www.hsilgroup.com>

Investor Relations Advisor

Ravi Gothwal / Vikas Luhach
Churchgate Partners

Phone
+91 22 6169 5988

Website
<https://www.churchgatepartners.com/>