

Date: October 26, 2018

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 and half year ended September 30, 2018

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 and half year ended September 30, 2018.

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

Thanking You
for HIL LIMITED


KR Veerappan
Chief Financial Officer.



HIL Limited

Q2 & H1 FY19 Results presentation

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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.

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Strategic Overview

A RICH LEGACY

- A **US\$1.8 billion** conglomerate
- Over **20,500** 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

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets
- Non-asbestos Cement based Corrugated 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
- SWR Pipes and Fitting



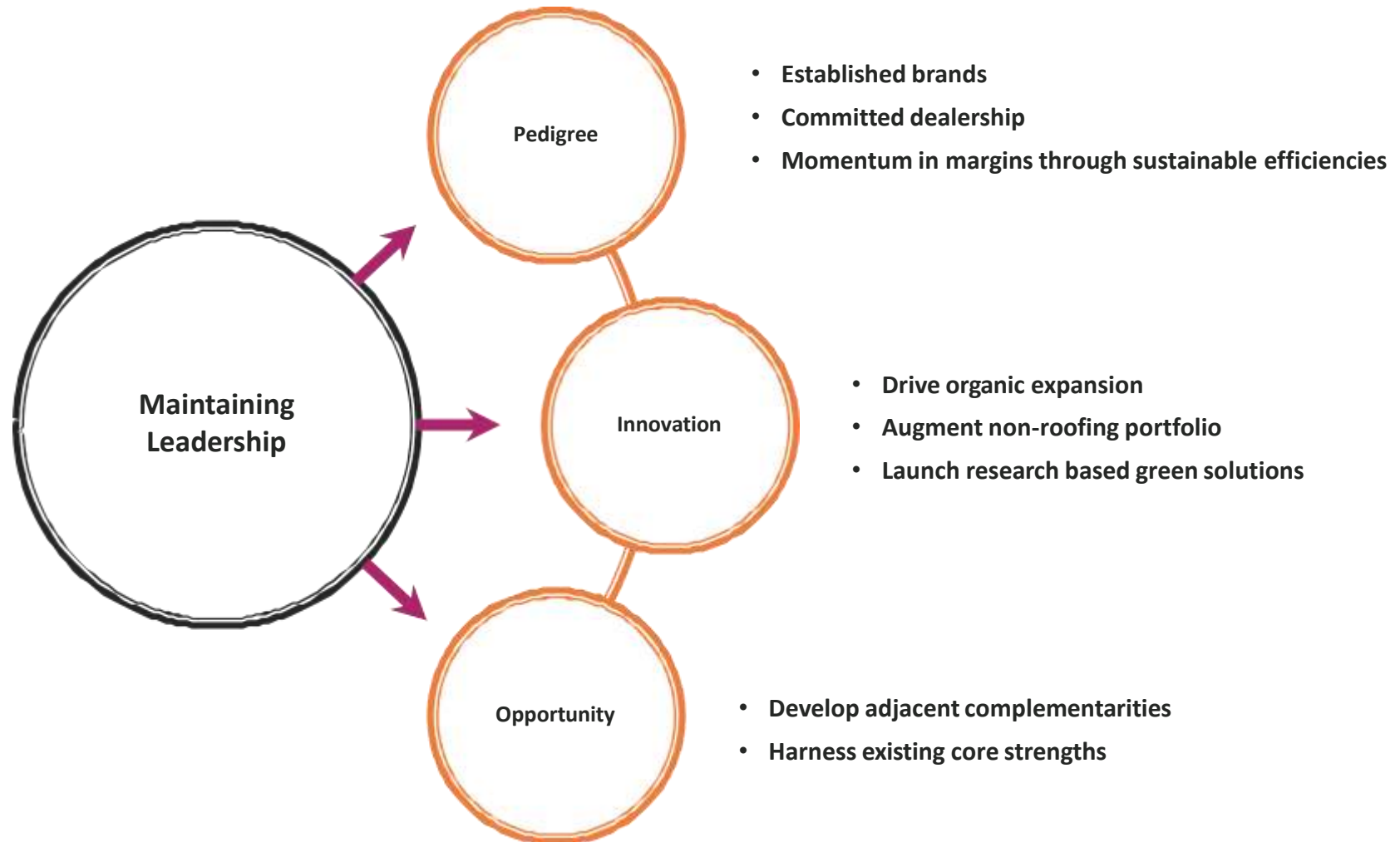
- Revolutionary High Temperature Insulation

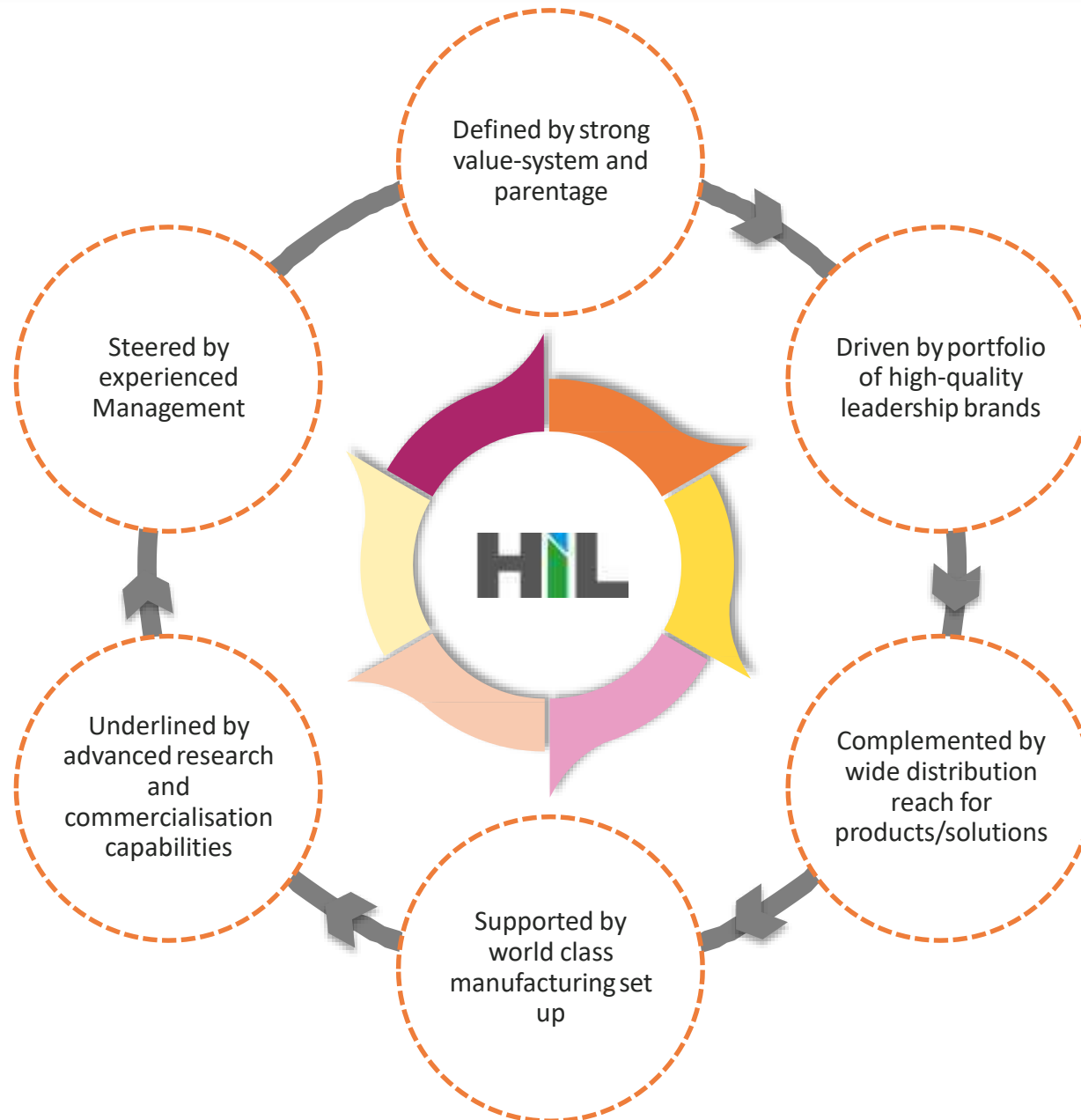


- Engineered Wood Flooring
- Laminate Flooring
- Resilient Flooring
- Skirting and Accessories

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





Out of 4500 existing brands, only 263 brands have been able to secure the 'Superbrand' status



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 amongst the top 20% of all 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.

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

One amongst only three companies in the world making AC Steel templates.

First company in India to manufacture autoclaved flat sheets and sandwich panels.



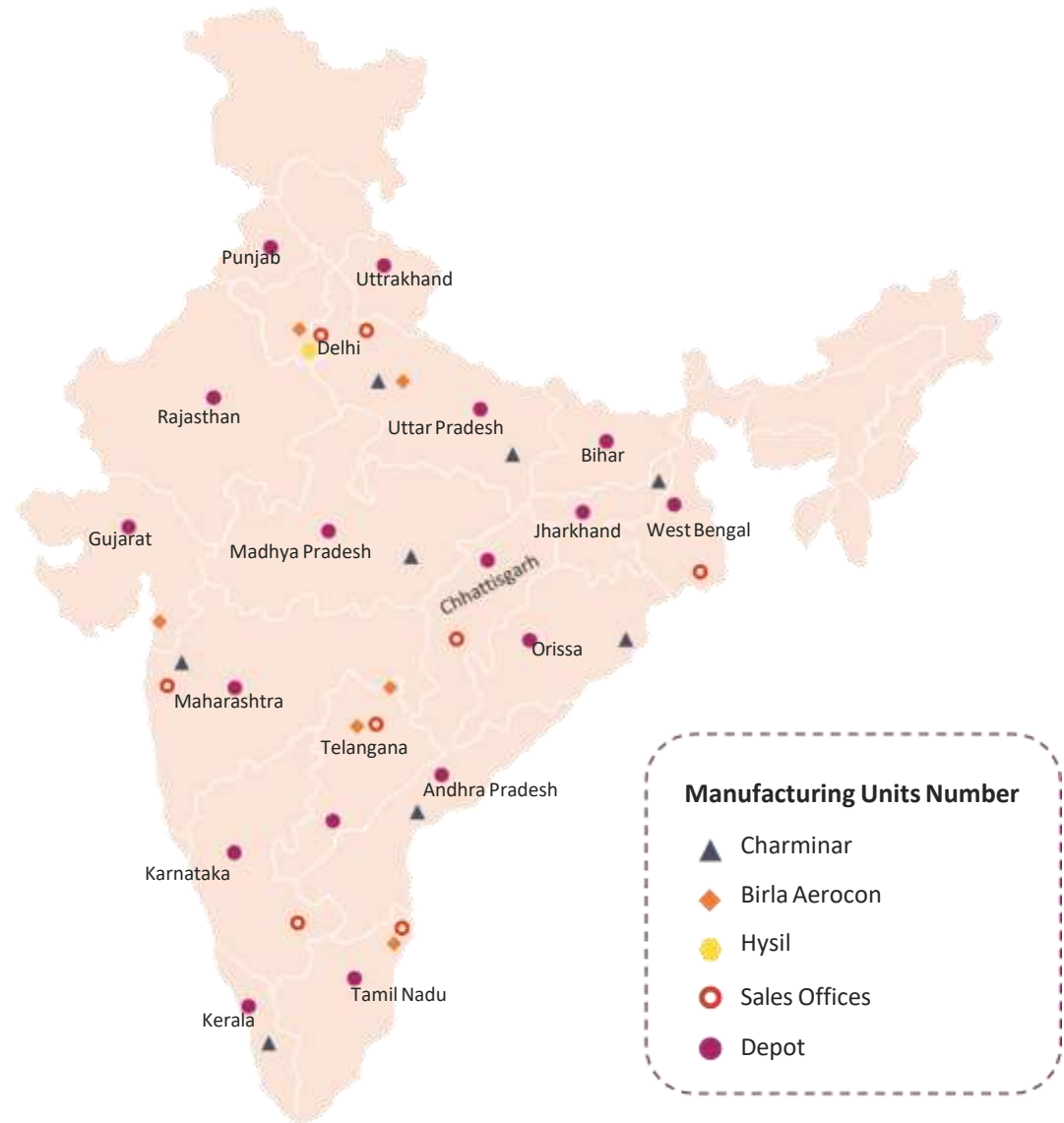
Only Company in the industry to have Environment, Health and Safety wing to monitor health of each employee and participating in global Chrysotile forum

First to set-up an Engineering Division (ED) to develop in-house state-of-the-art capability to manufacture plant and machinery for flat and corrugated sheets

First in industry to have state-of-the-art research center to continuously develop latest technology product

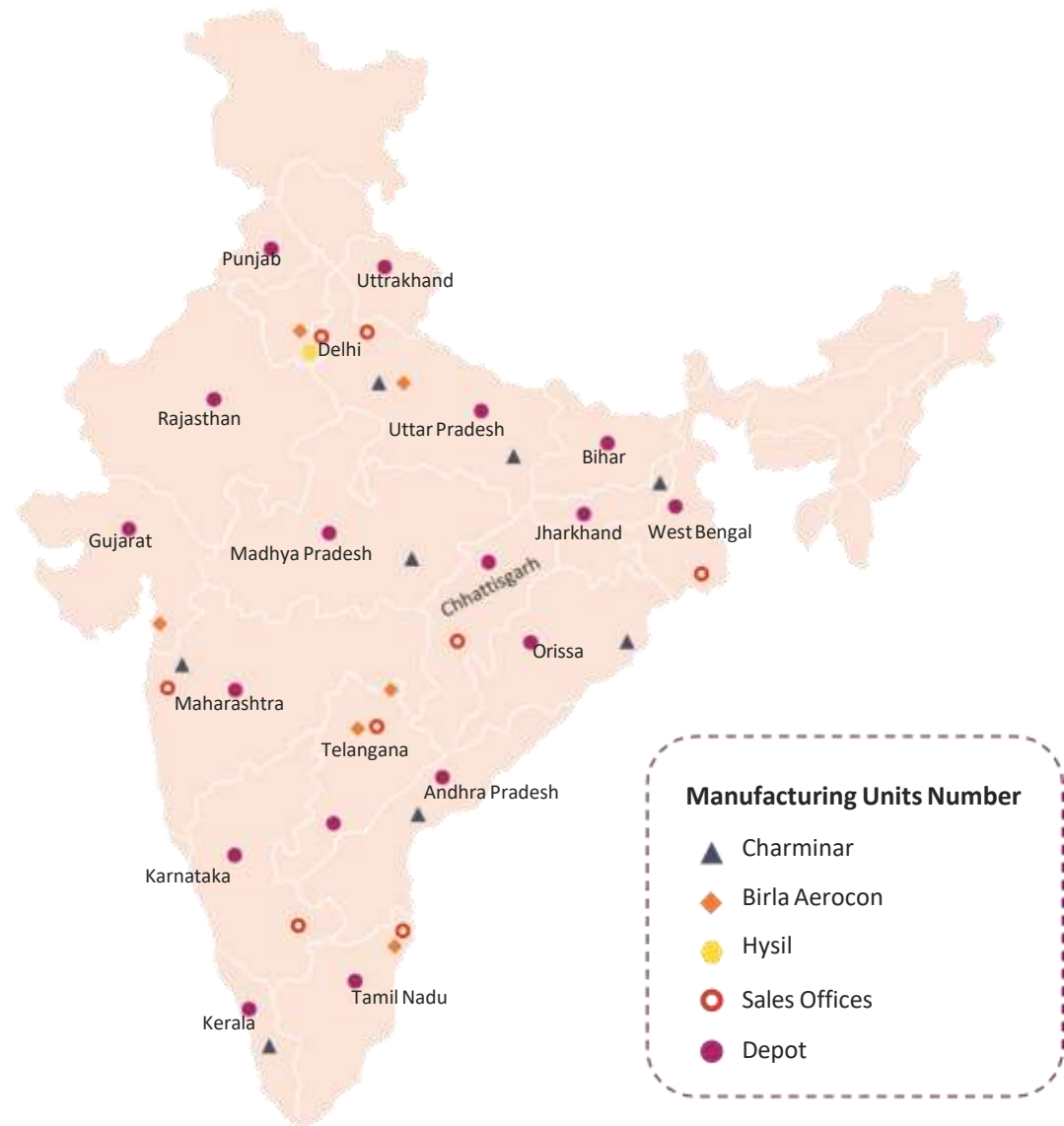
Key competitive advantage

- 22 Manufacturing facilities
- 39 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



Key competitive advantage

- 20 Manufacturing facilities
- 40 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

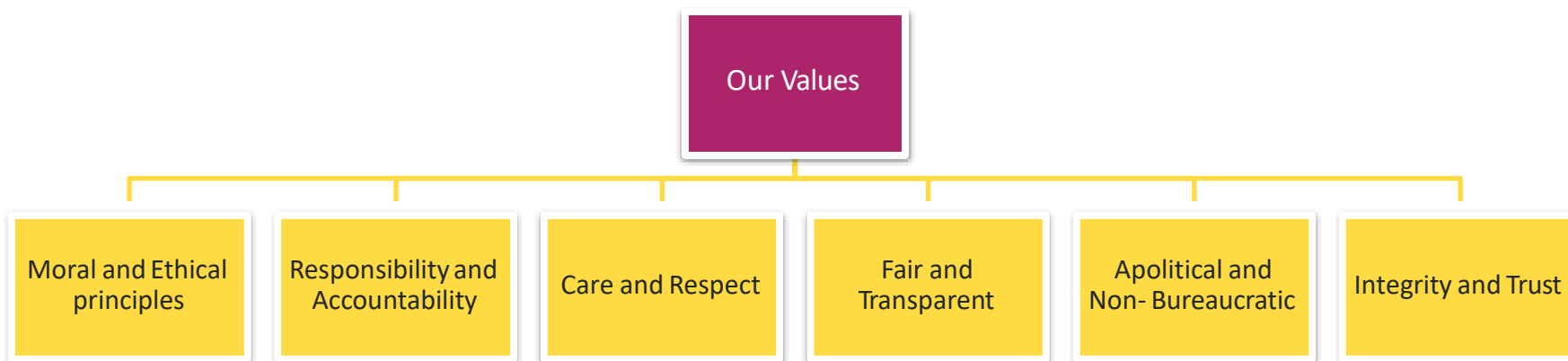


Building Solutions



Pipes & 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



*Best rural activation for Sales Volume
Most Effective use of Sponsorship Young Marketing
Leader of the year*



Super Brands Award – Charminar and Birla Aerocon



Asia's Most Trusted Award



Factory – Best Greenery Award



Distributed School Benches to ZP Girls and boys School



Reconstruction of hostel facility and school for tribal students with Manav Kalyan Trust



Provided AAC Blocks to construct floor to govt. School



Donation of 3 PC's to Uchat Shikshan Sanstha, Uchat



Renovation of Primary Govt School at Faridabad



Construction of public Toilet at Nare village near Wada plant



Installed LED streetlights on the way to timmapur village

PARADOR now part of HIL

Parador Holdings GmbH, founded in 1977, is a Germany based, vertically integrated, full-range supplier which designs, manufactures and distributes a wide range of flooring solutions including resilient flooring, laminate and engineered wood floors, wall & ceiling panels, skirtings and related accessories

Has one factory each in Coesfeld, Germany and Güssing, Austria

Parador has been a partner of the "Plant-for-the-Planet" Foundation, which is active worldwide for afforestation and climate protection

For outstanding product design, Parador was awarded international prizes, including the red dot design award, the Interior Innovation Award and the German Design Award

Parador, is the category leader in design and innovation with all products developed internally and produced with "Made in Germany" and "Made in Austria" quality

Its net revenue rose to €142.2 million in CY2017 from €134.8 million the year before

The Company has long-standing relationships with all major customers and exports more than 50% of its sales to over 80 countries



Laminate Flooring



Engineered wood flooring



Resilient Floor Covering

Germany



Key Facts

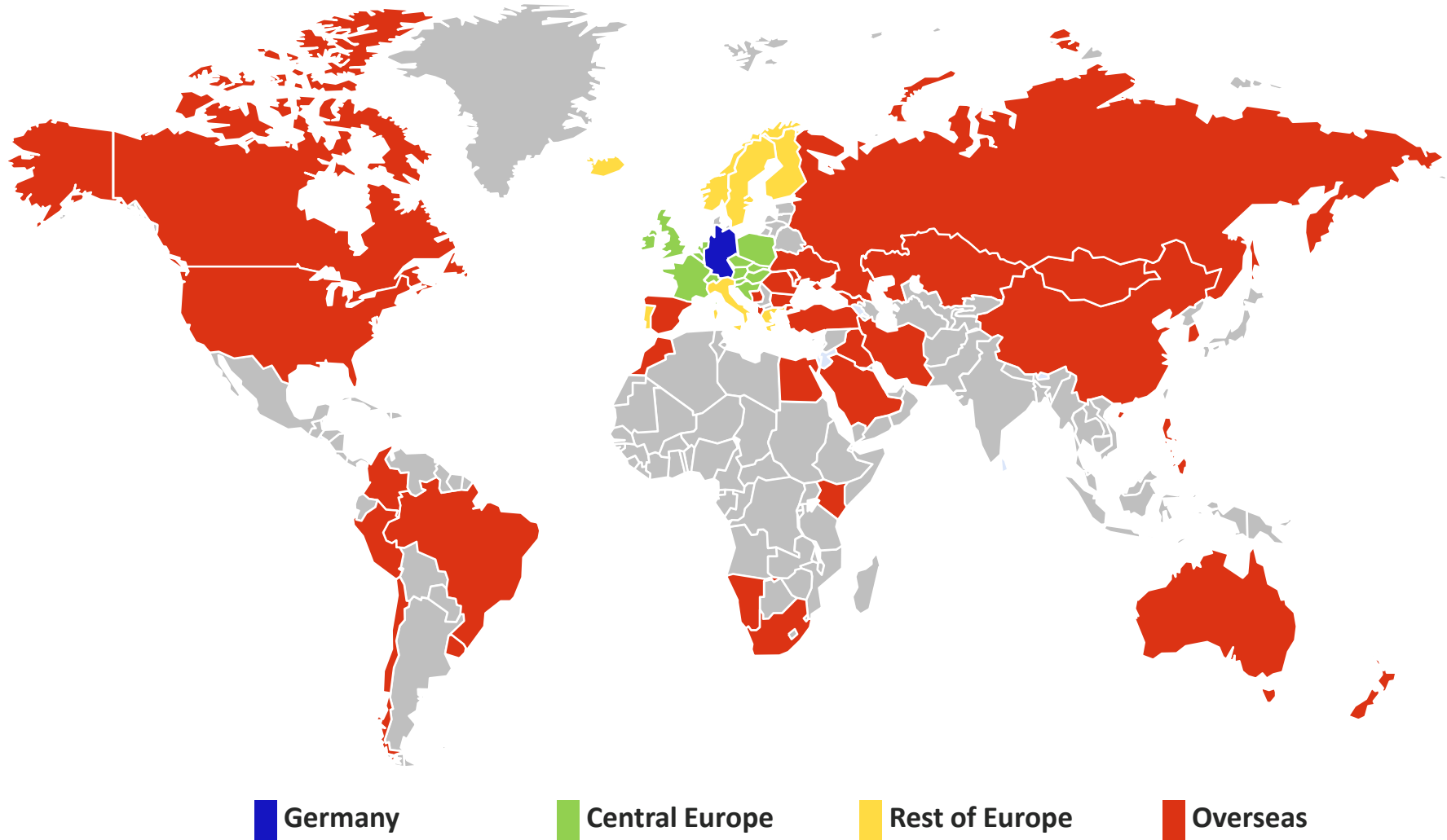
Manufacturing of resilient and laminate

Austria



Key Facts

Manufacturing of engineered wood



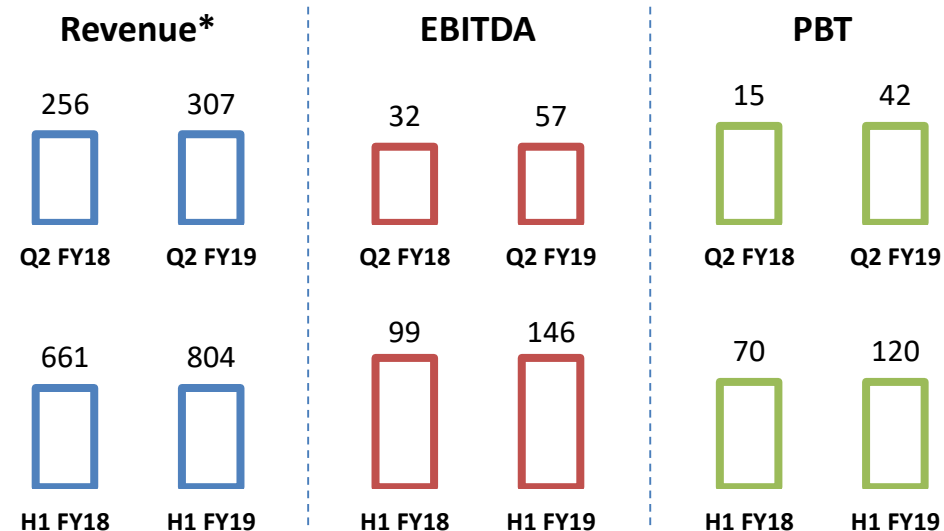
Though the business in Germany is growing faster than the over all economy growth, Central Europe and Overseas business are the main growth drivers in last 4 years

Quarterly Discussion

In Rs. Crore

Highlights

- Parador Holdings acquisition completed, focus on realising synergies towards a full-line global presence in building materials space. Parador results will be consolidated with HIL Limited from annual year ending 31st March 2019
- Underlying trends in core roofing solutions maintained. Business momentum in building solutions now extends to Plumbing. Non-asbestos roofing sees strong headway
- Business primed for sustained growth against identified opportunities, planned capex and investments made towards image building



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

Developments

- Plumbing business showing strong growth and high utilisation as business attracts volumes in high potential market. Concurrent capex at Thimmapur and Golan to bring additional capabilities to the offering
- Charminar Fortune poised for sustained uptake from identified institutional customers. Patent applied for in key markets in order to seek opportunities worldwide
- Roofing solutions sees marked improvement in volumes in line with high visibility brand initiatives and streamlined processes. Continues to report market momentum
- Birla Aerocon branded dry-walling line showing strong uptake in target community

Rs. Crore	Q2 FY18	Q2 FY19	Y-o-Y	H1 FY18	H1 FY19	Y-o-Y	FY18
Total Revenue	256	307	20%	661	804	22%	1,279
Total Expenditure	251	281	12%	604	704	17%	1,182
EBITDA	32	57	80%	99	146	48%	171
PBT	15	42	185%	70	120	71%	120
PAT	9	27	185%	46	79	70%	81
EPS	12.64	35.96		62.04	105.69		108.21

Complied as per Ind AS

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

Particular (Rs. Crore)	30.09.2018	31.03.2018
A) Equity & Liabilities		
Shareholder's funds	636	566
Non-current liabilities	388	117
Current liabilities	323	336
TOTAL EQUITY & LIABILITIES	1,347	1019
B) Assets		
Non-current assets	1,023	573
Current assets	324	446
TOTAL ASSETS	1347	1,019

Net worth increased to Rs. 636 Crore as on Sep 30 2018 from Rs. 566 Crore as on March 31, 2018

Net Debt to Equity at 0.5x as on Sep 30, 2018 vs. 0.1x as on March 31, 2018

Optimised working capital intensity; driven by aggressive reduction in inventory period from 56 days to 48 days

Rs. Crore	Q2 FY18	Q2 FY19	Y-o-Y	H1 FY18	H1 FY19	Y-o-Y
Revenues						
Roofing Solutions	153	159	4%	461	511	11%
Building Solutions	88	114	30%	173	231	33%
Others	16	35	119%	28	64	124%

Complied as per Ind AS

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

Volume growth maintained in roofing solutions in line with brand position and initial contribution from Charminar Fortune line. H1 growth at 11%

Strong YoY gains in building solutions, benefiting from brand strength and business approach; revenues 33% higher YoY in H1

Growing size of Plumbing business reflected in increased segmental growth of 'others' at 124% in H1

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

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

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

Rs. Crore	Q2 FY18	Q2 FY19	Y-o-Y	H1 FY18	H1 FY19	Y-o-Y
EBITDA	32	57	80%	99	146	48%
EBITDA Margin	12%	18%	571bps	15%	18%	306bps

Q2 earnings are aligned to profitable 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 FY18	Q2 FY19	Y-o-Y	H1 FY18	H1 FY19	Y-o-Y
PBT	15	42	185%	70	120	71%
PBT Margin	6%	13%	752bps	11%	15%	414bps

HIL posted a steady set of profitability numbers.

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

State-of-the-art eco-friendly roofing solution aimed at growing the market

Incubated, developed and manufactured, completely in-house. R&D spend of only Rs. 13 crore

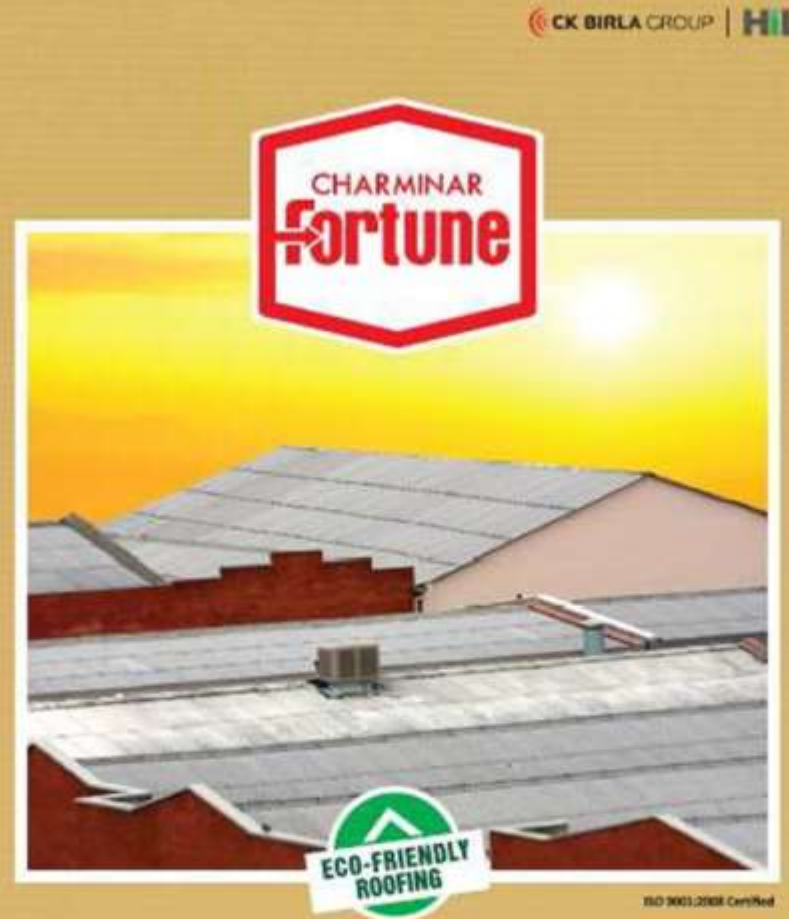
Offers superior product attributes vis-à-vis complimentary product at competitive prices

Tailored to requirements of institutional customers – launched initially with few customers

Commenced commercial production at Kondapalli Plant, Andhra Pradesh with a capacity of 33,600 MT PA

Initial focus on seeding this product, product education and mindshare gains

Response from target segment has been encouraging, expect meaningful contribution H2 FY19 onwards



LIGHT WEIGHT



AUTOCLAVED PRODUCT



HIGH IMPACT STRENGTH



SOUND INSULATION



THERMAL INSULATION



EXCELLENT FIRE RESISTANCE



Dhirup Roy Choudhary



“Growth has been the hallmark of our performance during the past couple of quarters and I am extremely pleased to be reporting another set of excellent results today with strong underlying improvement in the core roofing solutions business complemented very well by gains in building solutions and piping through targeted initiatives.

Not ones to rest on our laurels we are committed to driving a very sustainable model for HIL, mapping to a global and diversified product profile. Parador Holdings, which we acquired post regulatory and shareholder approvals is an immediate milestone. We are keen to leverage the capabilities of both companies to lead a thriving cross-country business in line with the ample opportunity that lies before us.

The country this year has seen sufficient rainfall although certain cropping districts were excluded from consistency in precipitation. Charminar has continued to perform extremely as a brand and maintains its leadership by virtue of its superior and distinct product attributes. Charminar Fortune meanwhile is also showing good offtake from a market where we were absent for years. Whereas the process of on boarding institutional customers is intricate as it prolonged, we are witnessing encouraging results from the initial trial orders from our target audience. The intention is to progressively scale up the business as we believe the product is one of its kind and offers all the advantages of the Charminar while comprehensively addressing apprehensions of the market. And over the next few quarters one will get to see more traction on this front.

With our wet-walling and dry-walling franchise under Birla AEROCON we are reaping the benefits of a solutions centric approach that priorities meeting requirements of customers over merely pushing through SKUs. The embedded relationships we have with the builder, developer, architect community is truly an asset that we seek to nurture and develop now through a more complete offering from roofing to flooring.

Piping, where there is lots of excitement in the market with numerous brands and offerings we are proud to assert that our product line has shown better than projected results on the strength of our nameplate and of course the innovation and quality that is associated with our line-up.

As we steer the business to greater heights, as an organisation we are committed to moving the levers for greater productivities, tighter cost management and workplace fervour in order to fuel our entrepreneurial spirit forward more responsibly.”

Growth from 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 Solutions & Flooring Solutions

Launched advanced research based non-asbestos roofing solutions to harness existing business strengths and capture emergent growth opportunities - focus on institutional customers

To become one stop shop for all Building Materials and products

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karl@cdr-india.com

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.

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

Thank You