

Date: January 27, 2022

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

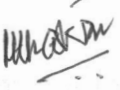
**Sub: Investors' presentation for the quarter and nine months ended December 31, 2021**

**Ref: Intimation under Regulation 30 of SEBI (LODR) Regulations, 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 nine months ended December 31, 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.



Encl: As above



3<sup>rd</sup> YEAR  
IN A ROW

Great  
Place  
To  
Work<sup>®</sup>

Certified  
APR 2021–MAR 2022  
INDIA



TOGETHER, WE BUILD.

# Financial Results Presentation

Q3 & 9M FY2022



## 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.

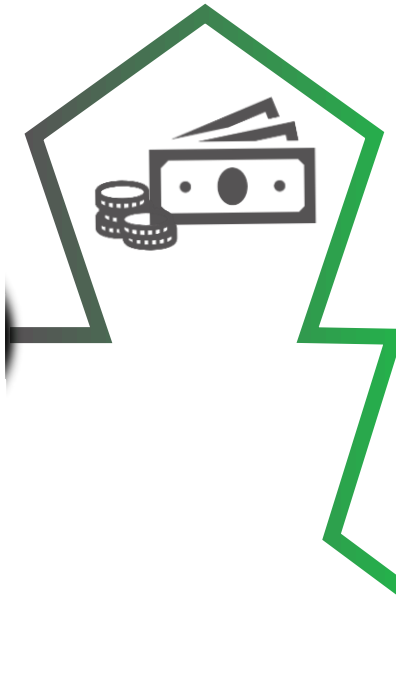
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# Disclaimer

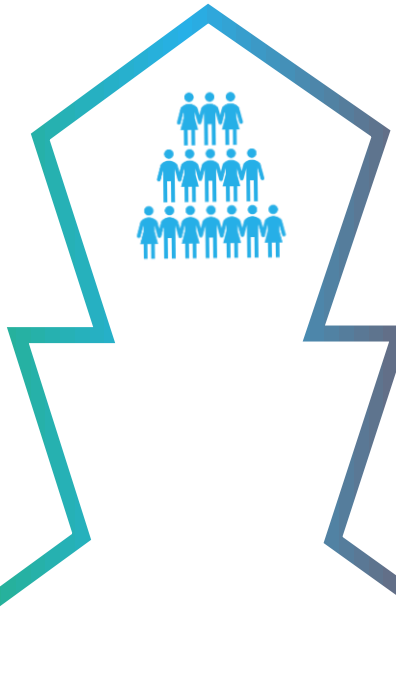
# CK Birla Group – 160+ Years of Rich Legacy

Over **US\$2.4 billion**  
Conglomerate



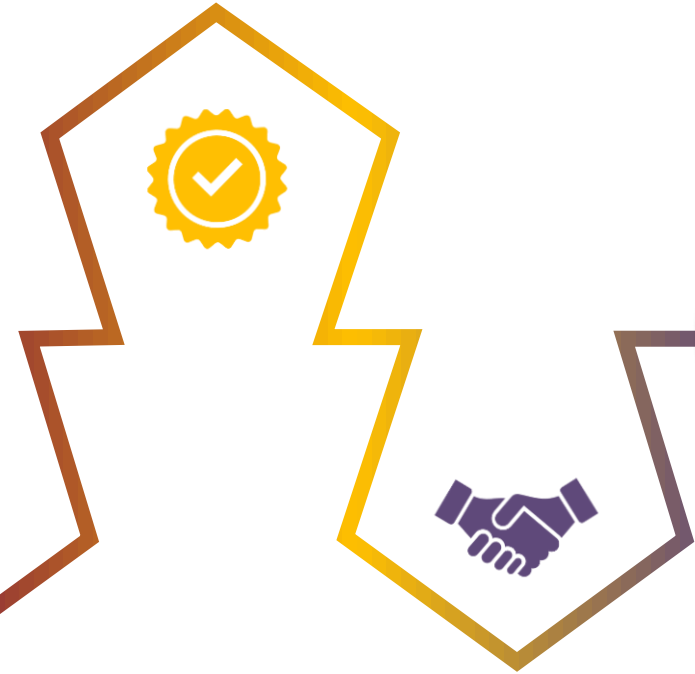
Present across  
**Five** Continents

Over **25,000**  
Employees



Numerous  
**Patents & Awards**

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



**Relationships &**  
**Philanthropy**

# Vision and Mission

## 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 digitalize processes end -to-end for business excellence**

**To build a strong corporate brand present across all continents**

**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



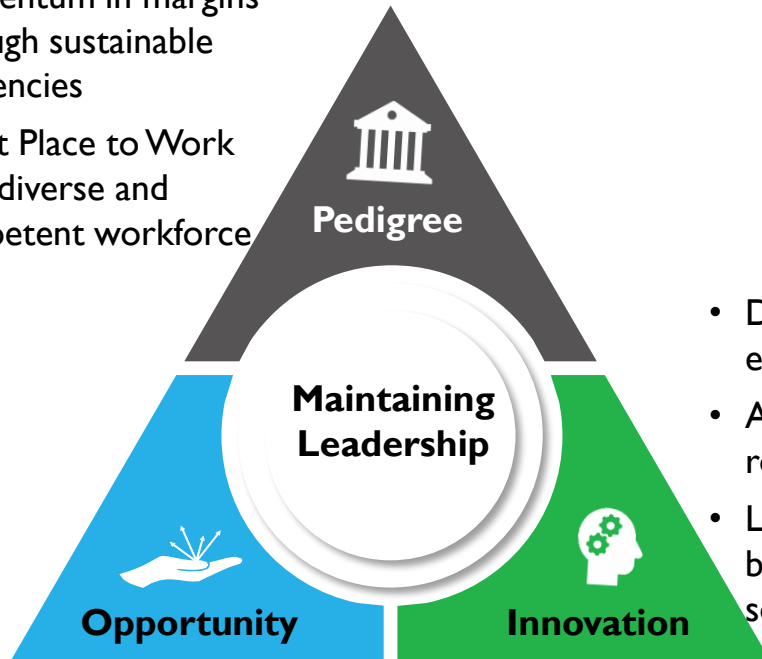
## Mr. CK Birla:

*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*



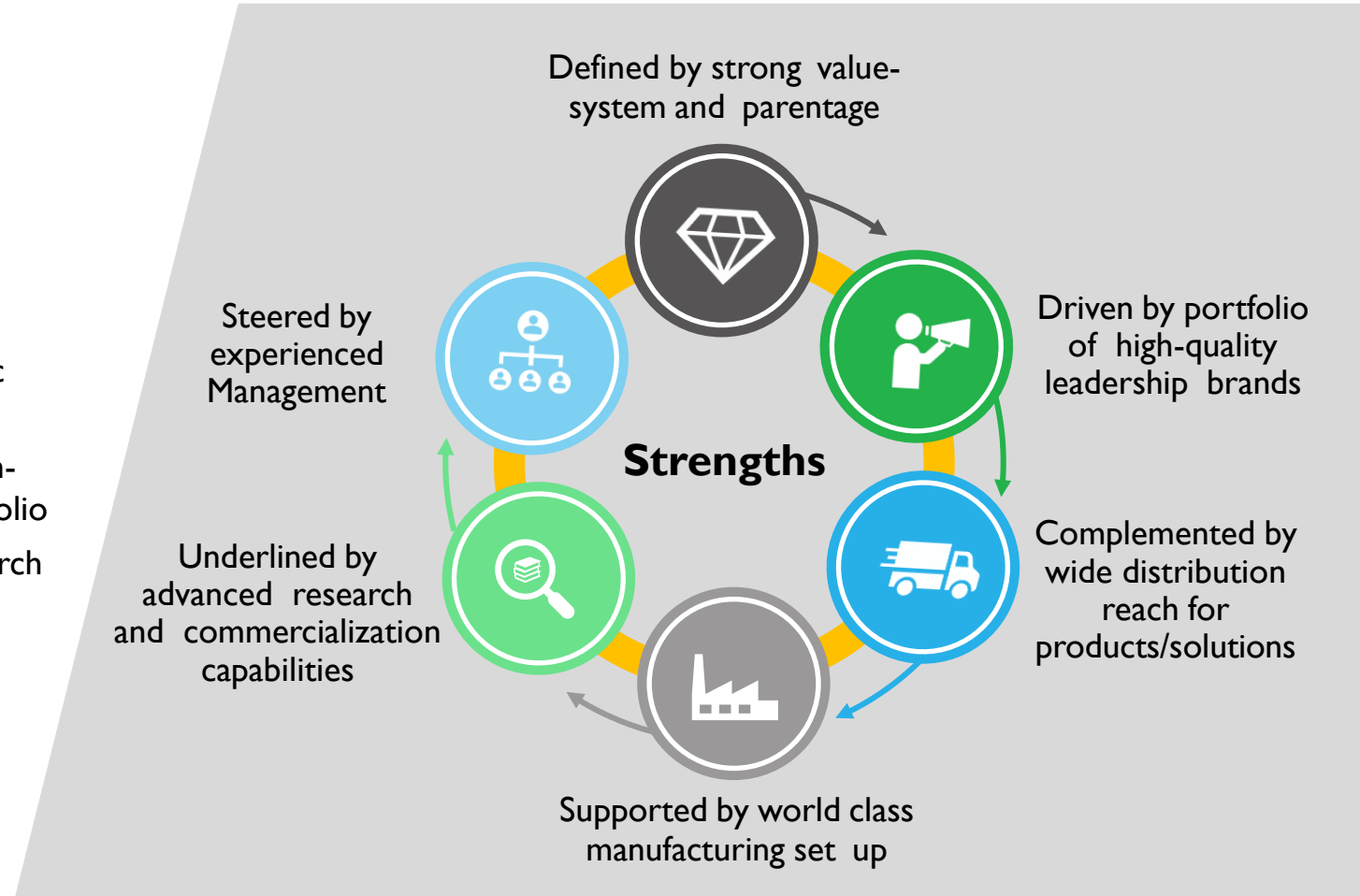
# HIL's Agenda

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

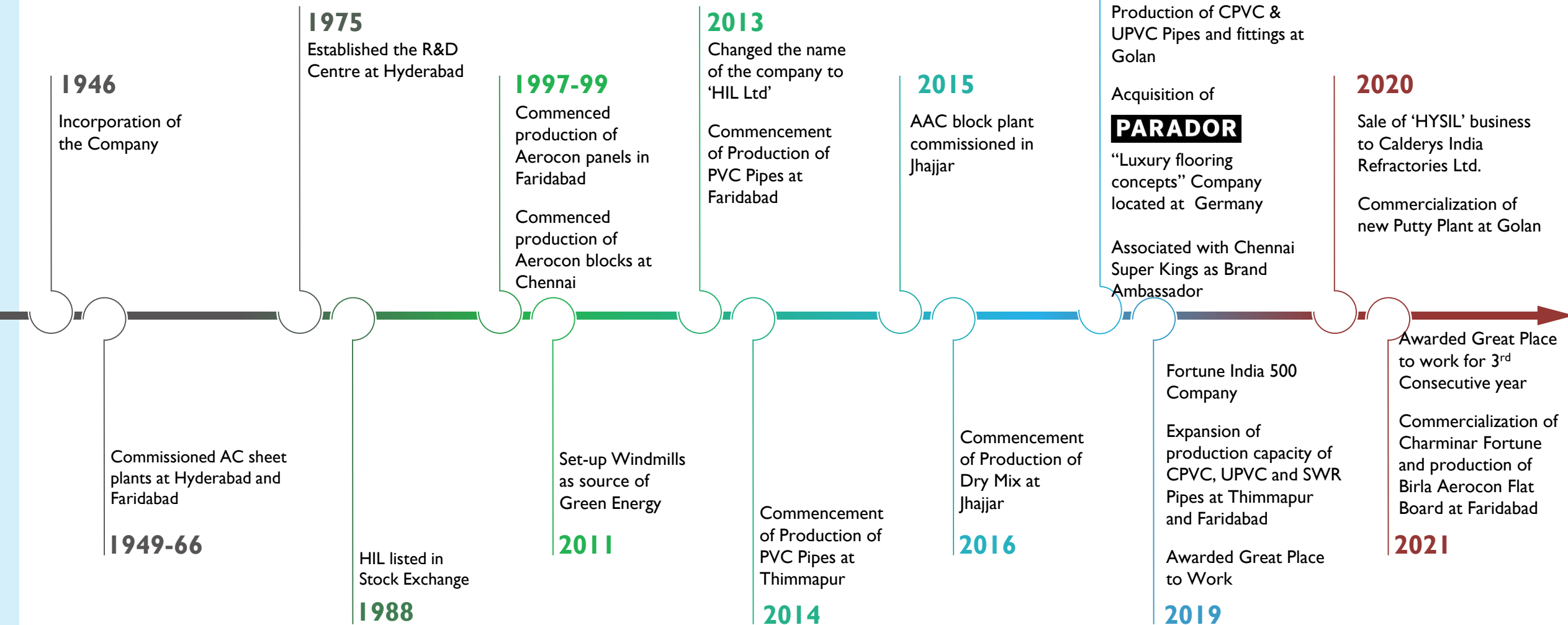


- Drive organic expansion
- Augment non-roofing portfolio
- Launch research based green solutions

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



# 75 Years Journey of HIL





# 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

## 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










# Geographical Presence

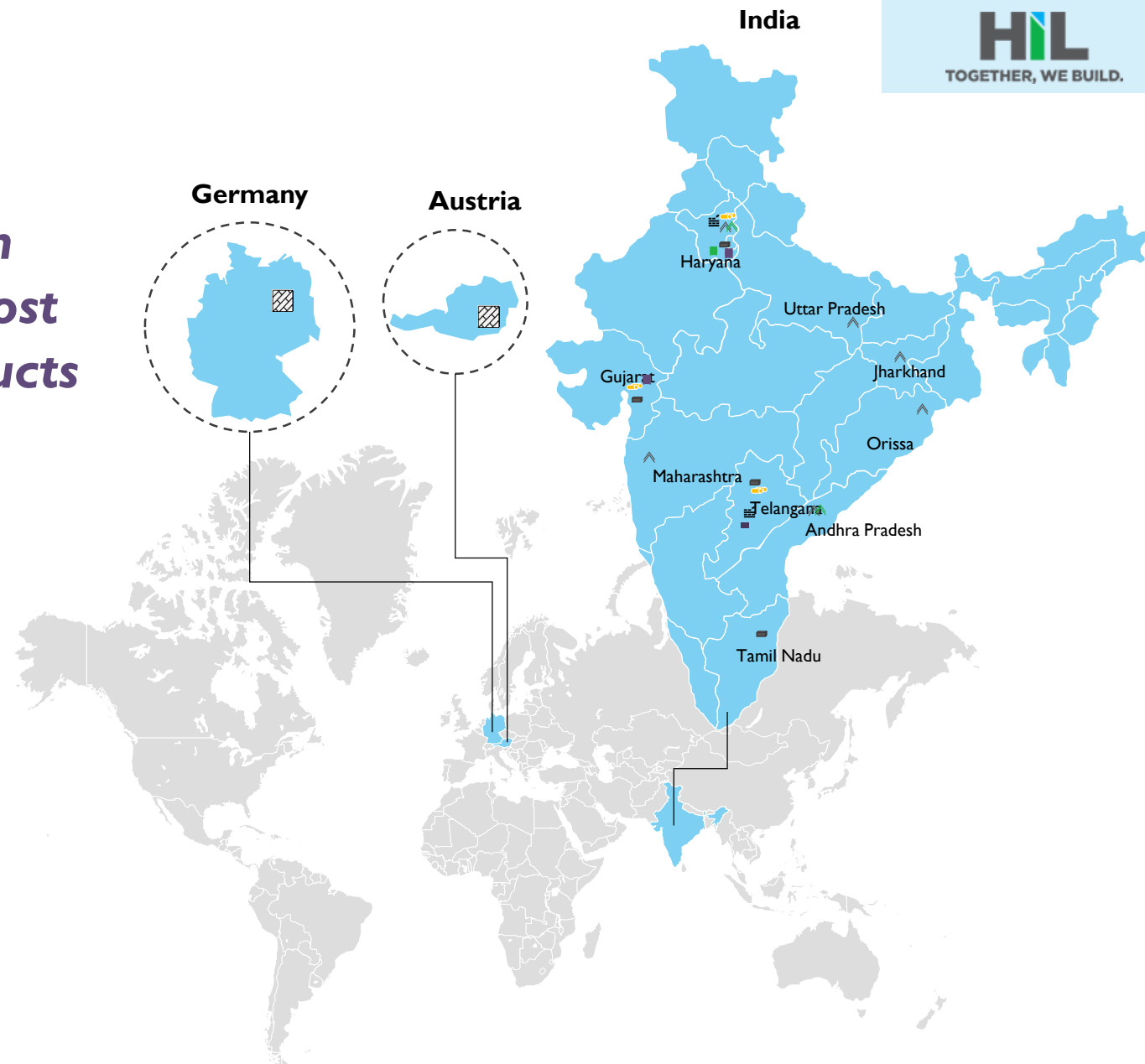
## Key competitive advantage

- 22 Manufacturing facilities in India, 1 in Germany and 1 in Austria
- 40 Sales depots
- 3 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

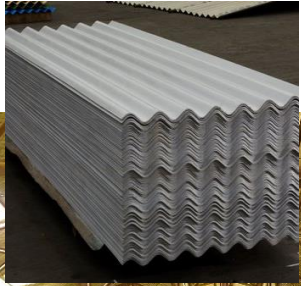
### Manufacturing Units

-  Charminar AC Sheet
-  Charminar Fortune
-  Birla Aerocon Panel
-  Birla Aerocon AAC Blocks
-  Birla HIL Putty
-  Birla HIL Pipes
-  Birla Aerocon Dry Mix
-  Birla Aerocon Fibre Boards
-  PARADOR Flooring

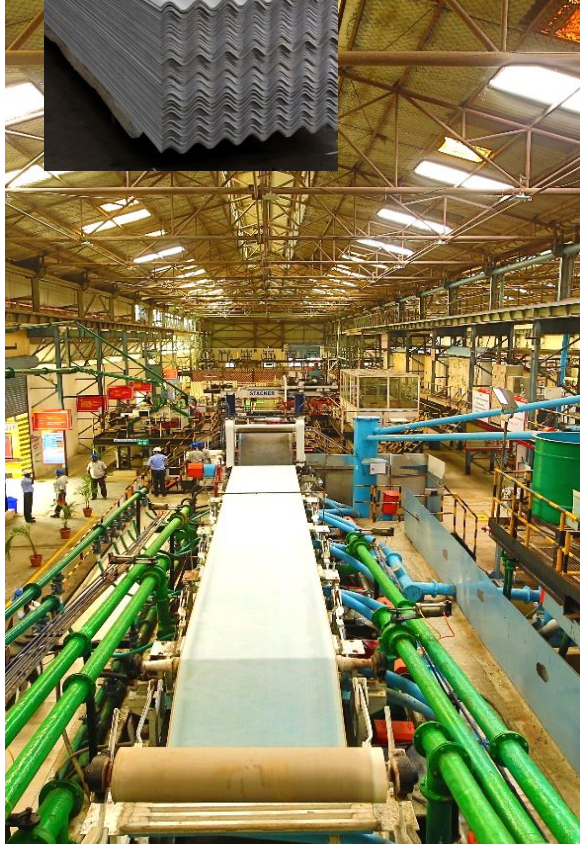




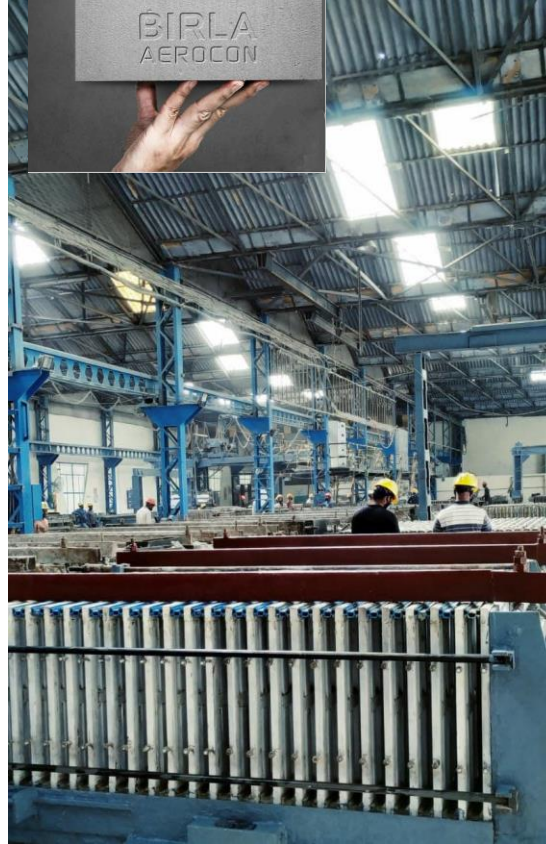
# Manufacturing Prowess



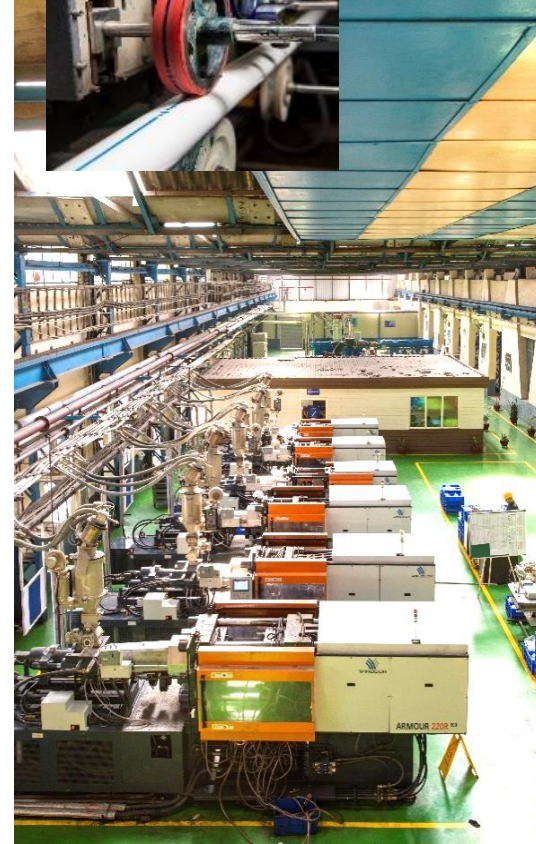
**Roofing  
Solution**



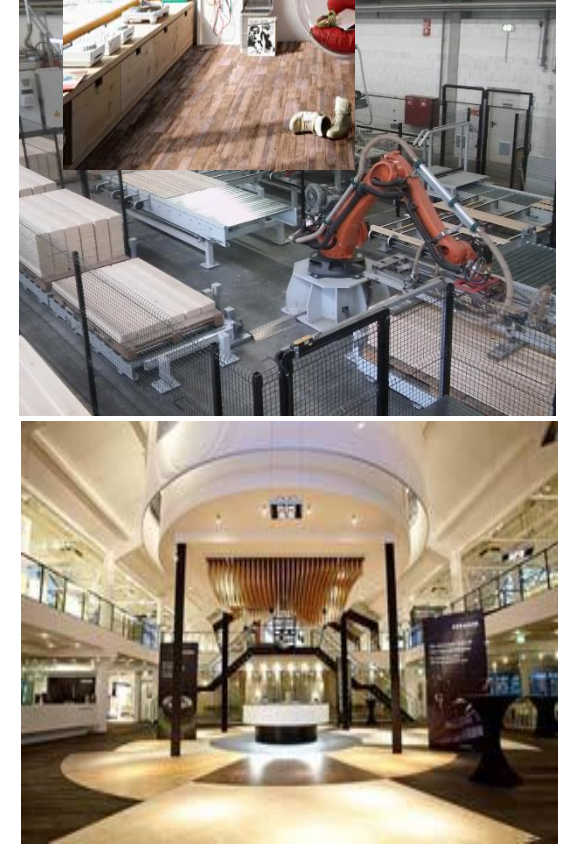
**Building  
Solution**



**Polymer  
Solution**



**Flooring  
Solution**



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



# Awards Won



India's Most Ethical Company' Award for the 'Ethical Company in Construction & Building Materials' category.



Best brand in Building Materials & Fittings industry – The Economic Times



Iconic Awards Innovative Interior - 2021



Most Promising Business Leaders of Asia , 2021 - The Economic Times



Most Inspiring CEO 2021 - The Economic Times



CEO of the year – (Bizox Media) 2020



Superbrands (India) of the year – 2021



Muse Design Award for One Ground Edition



Fortune The Next 500



German Innovation Award



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

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



**Best Workplaces in  
Manufacturing**



**Brand of the year –  
CEO magazine**



**Iconic Awards For  
Innovative Interior Parador  
2021**



**German Design Award  
Winner 2021**



**Top  
Challenger  
Award 2020**



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



**Highest innovative  
strength – Parador  
WELT Magazine**



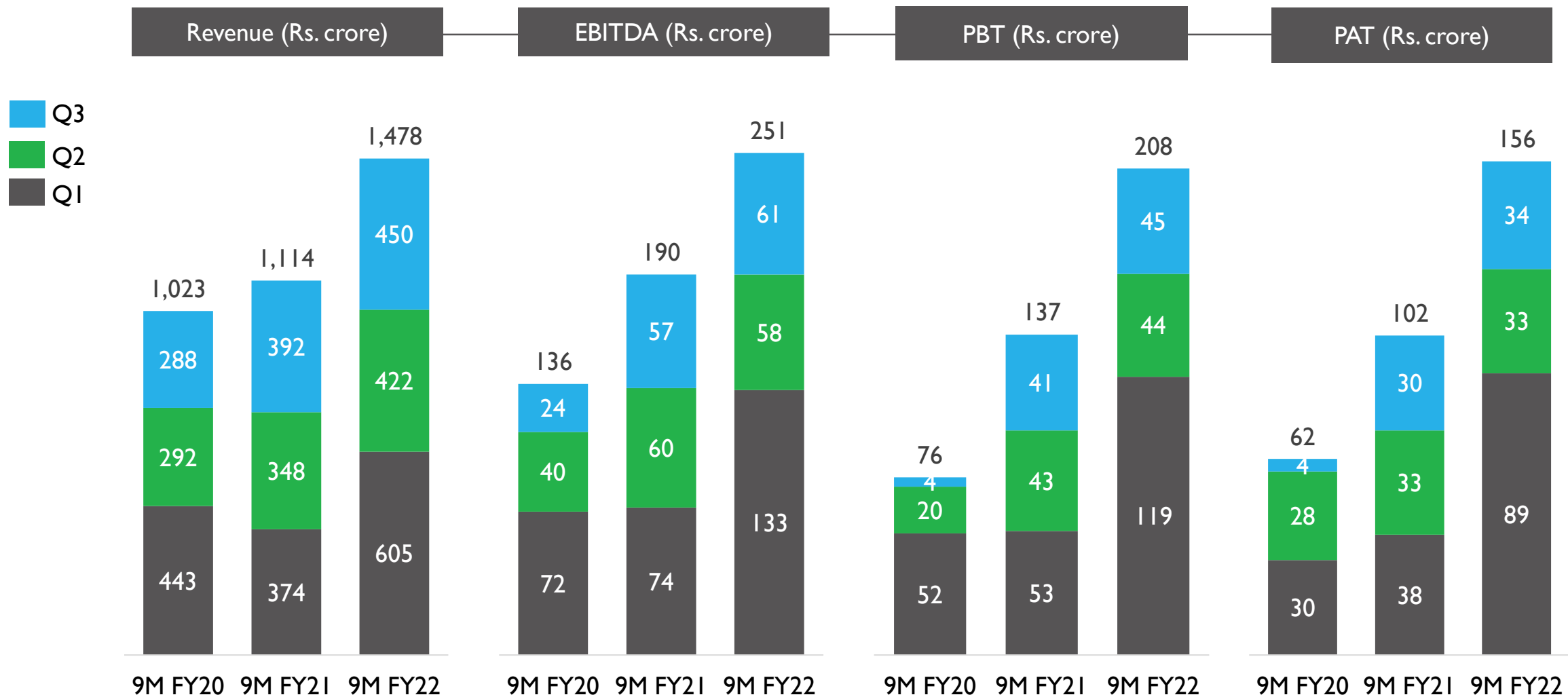
**Germany's Most Popular  
Provider - Life & Living –  
Parador - ntv and the  
German Institute for Service  
Quality**





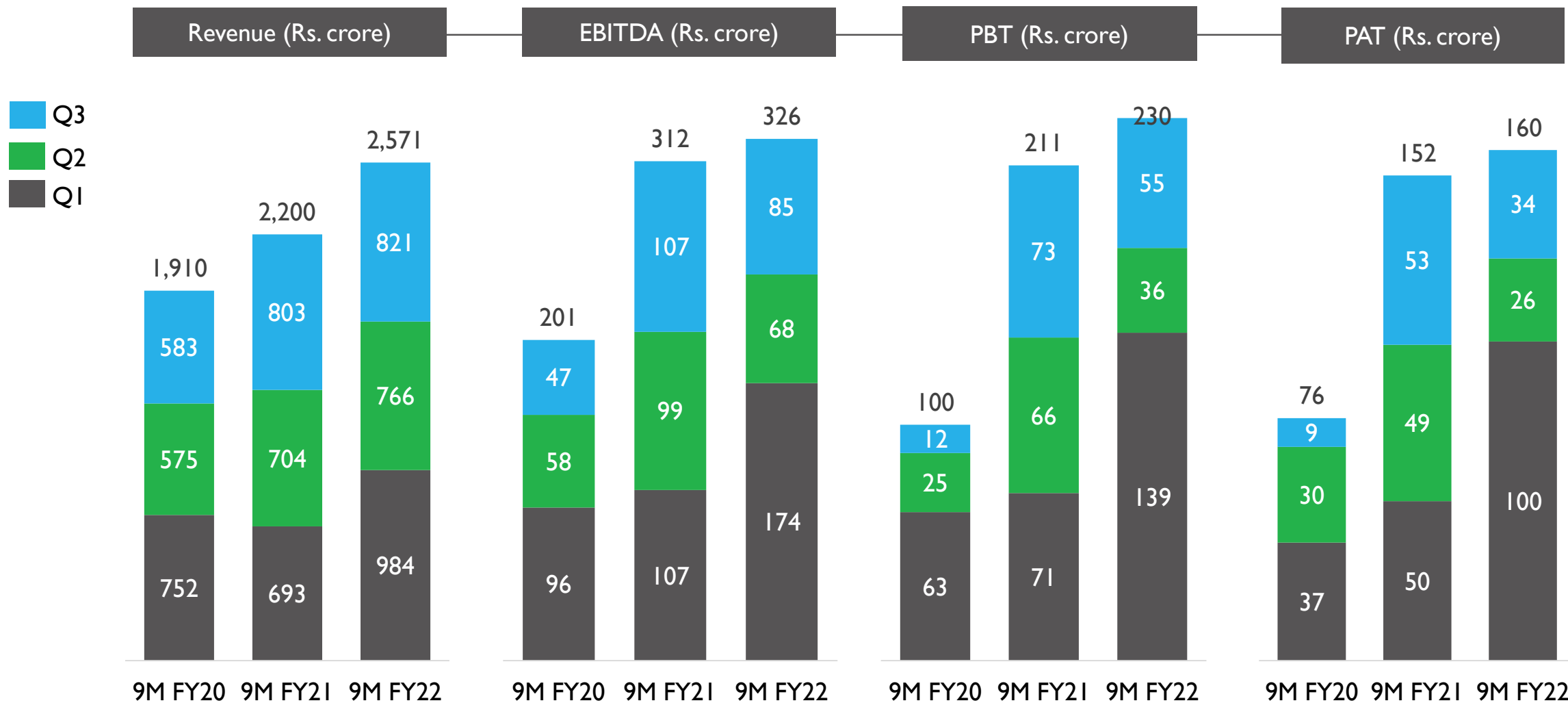
# Quarterly Discussion

# Highlights of Standalone 9MFY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

# Highlights of Consolidated 9MFY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

# Key Segment Performance



Roofing Solution

↑ 21%

↑ 20%

Building Solution

↑ 57%

↑ 267%

Flooring Solution

↑ 1%

↓ 26  
-67%

Polymer Solution

↑ 46%

↑ 80%

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

# Financial Statements – P&L

In Rs. Crore

Particular	Standalone			Consolidated		
	Q3 FY22	Q3 FY21	Y-o-Y	Q3 FY22	Q3 FY21	Y-o-Y
Total Income	464	400	16%	834	809	3%
Total Expenditure	403	343	18%	749	702	7%
EBITDA	61	57	8%	85	107	-20%
<b>Margins (%)</b>	13%	14%	-105 bps	10%	13%	-297 bps
PBT	45	41	10%	55	73	-25%
<b>Margins (%)</b>	10%	10%	-54 bps	7%	9%	-251 bps
PAT	34	30	11%	34	53	-35%
<b>Margins (%)</b>	7%	8%	-32 bps	4%	6%	-240 bps
EPS	45.20	40.69	--	45.49	70.11	--

- Raw material prices remain inflated but strong focus on cost control measures coupled with price increase help to counter impact
- Agile model and dedicated teams continue to help overcome challenges
- Continue to maintain emphasis on enhancing the health of the balance sheet and cash flows

All numbers are exclusive of discontinued operations of Thermal Insulation business



# Financial Statements – Balance Sheet

In Rs. Crore

	Standalone			Consolidated		
Particular	31.12.2021	31.03.2021	31.12.2020	31.12.2021	31.03.2021	31.12.2020
<b>A) Equity &amp; Liabilities</b>						
Shareholder's funds	1,016	876	847	1,131	995	961
Non-current liabilities	70	128	173	321	422	509
Current liabilities	408	397	376	678	696	656
<b>Total Equity &amp; Liabilities</b>	<b>1,494</b>	<b>1,401</b>	<b>1,396</b>	<b>2,130</b>	<b>2,113</b>	<b>2,126</b>
<b>B) Assets</b>						
Non-current assets	1,011	1,003	1,013	1,213	1,226	1,250
Current assets	483	398	383	917	887	876
<b>Total Assets</b>	<b>1,494</b>	<b>1,401</b>	<b>1,396</b>	<b>2,130</b>	<b>2,113</b>	<b>2,126</b>

- Net worth increased to Rs.1,131 crore as on Dec 31, 2021 from Rs.995 crore as on Mar 31, 2021
- Total Debt decreased by Rs. 135 crore during 9M
- Total Debt to Equity at 0.24 as on Dec 31, 2021 vs. 0.41 as on Mar 31, 2021
- Continue to prioritize balance sheet health

# 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

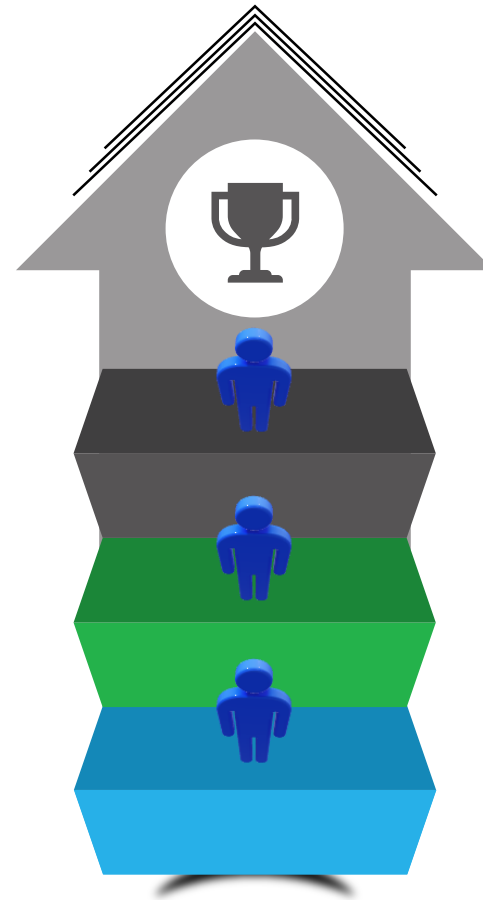
- HIL on route to obtain green certifications & ESG Ratings from MSCI, DJSI, Sustainalytics

## Sustainability Strategy and Report

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

## Materiality Assessment

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



## Global disclosures

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

## ESG Governance Structure

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

## Maturity Assessment

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

# GPTW Certified Company – 3<sup>rd</sup> 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 3<sup>rd</sup> year in a row with satisfaction score at 86 (from 82 in 2020)



Recognized as Best Workplaces in Cement and Building Materials Industry 2021

# 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*

# Message from Managing Director & CEO



Dhirup Roy Choudhary

“We have successfully grown through the first nine months of FY22. While the supply-side issues continues to provide huge headwind, we have escalated our sales across verticals to drive our growth. We also continue to produce innovative ways to overcome the challenges faced.

The Roofing Solutions business continues to deliver a strong performance, with robust volumes. As testimony to the salience of our brand, despite increasing input costs, we continue to further improve our market share. Moreover, Fortune, which continues to garner customer appreciation, is well poised for growth, supported by its superior quality.

The Building Solutions business has done well despite raw material pressures. HIL has robustly expanded sales across regions, and this instils us with the confidence of regaining lost margins. The capacity expansion in the East will significantly contribute to growth in the business.

The Polymer Solutions business saw a challenging quarter owing to the volatility of cPVC and PVC resin prices and supply-side constraints in the market. We strongly pushed sales in the piping business to benefit from strong volumes and pricing. We are driving growth in the business on the back of new SKUs, improving quality, increasing manufacturing efficiency and increasing influencer activity.

The Flooring Solutions business, housed in Parador is continuing to face severe headwinds owing to raw material costs. The teams effort made in the last two quarters has ensured availability of materials to a great extent. This has enabled expansion of sales in European countries and we are confident to witness Q-o-Q improvement, matching our aggressive aspirations of this business. Though the availability issues of HDF and MDF are resolved to some extent, the prices are still at the highest level. We expect the prices may come down in a phased manner from next financial year.

We continue persistently on our goal to achieve 1 billion US\$ and transform HIL 2.0 into a successful “one-stop building material solutions” conglomerate. We are firing all cylinders and constantly optimizing our portfolio and pricing to match the needs of the market. Our robust cost control measures are helping us sustain profitability despite input costs being inflated. Our teams are constantly working on improving our offerings and overcoming all the challenges we face. We have immense confidence in the entire team at HIL and will certainly meet all our goals.”



# 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\$2.4 billion conglomerate with diversified interests. With over 25,000 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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