

Date: May 06, 2022

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 year ended March 31, 2022

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 year ended March 31, 2022.

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.



3rd YEAR
IN A ROW

Great
Place
To
Work[®]

Certified
APR 2021–MAR 2022
INDIA



TOGETHER, WE BUILD.

Financial Results Presentation

Q4 & 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.

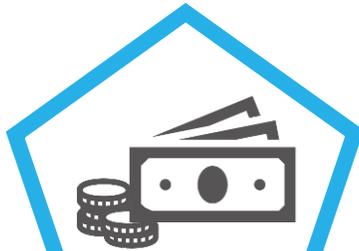
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Disclaimer

CK Birla Group – 165+ Years of Rich Legacy

Over **US\$2.4 billion**
Conglomerate



Over **25,000**
Employees



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



Present across
Five Continents



Numerous
Patents & Awards



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 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



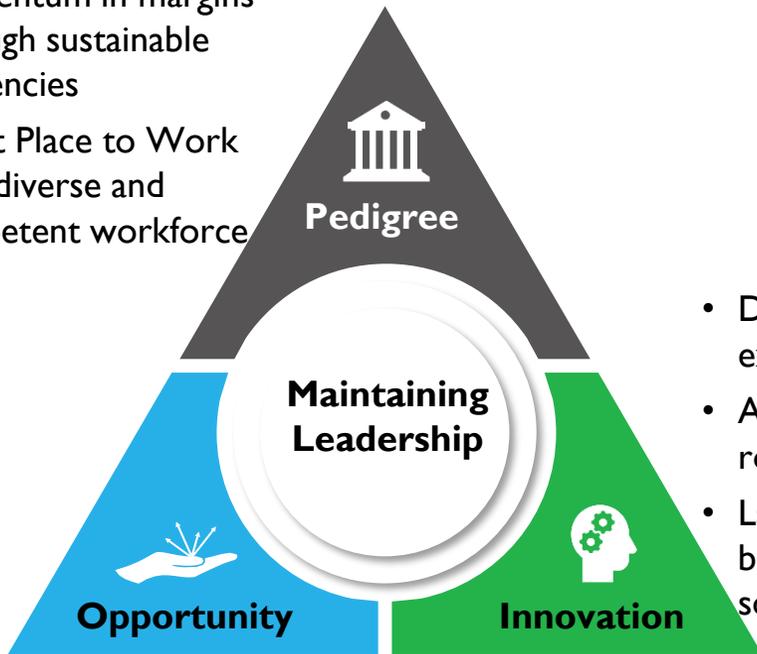
Mr. CK Birla:

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



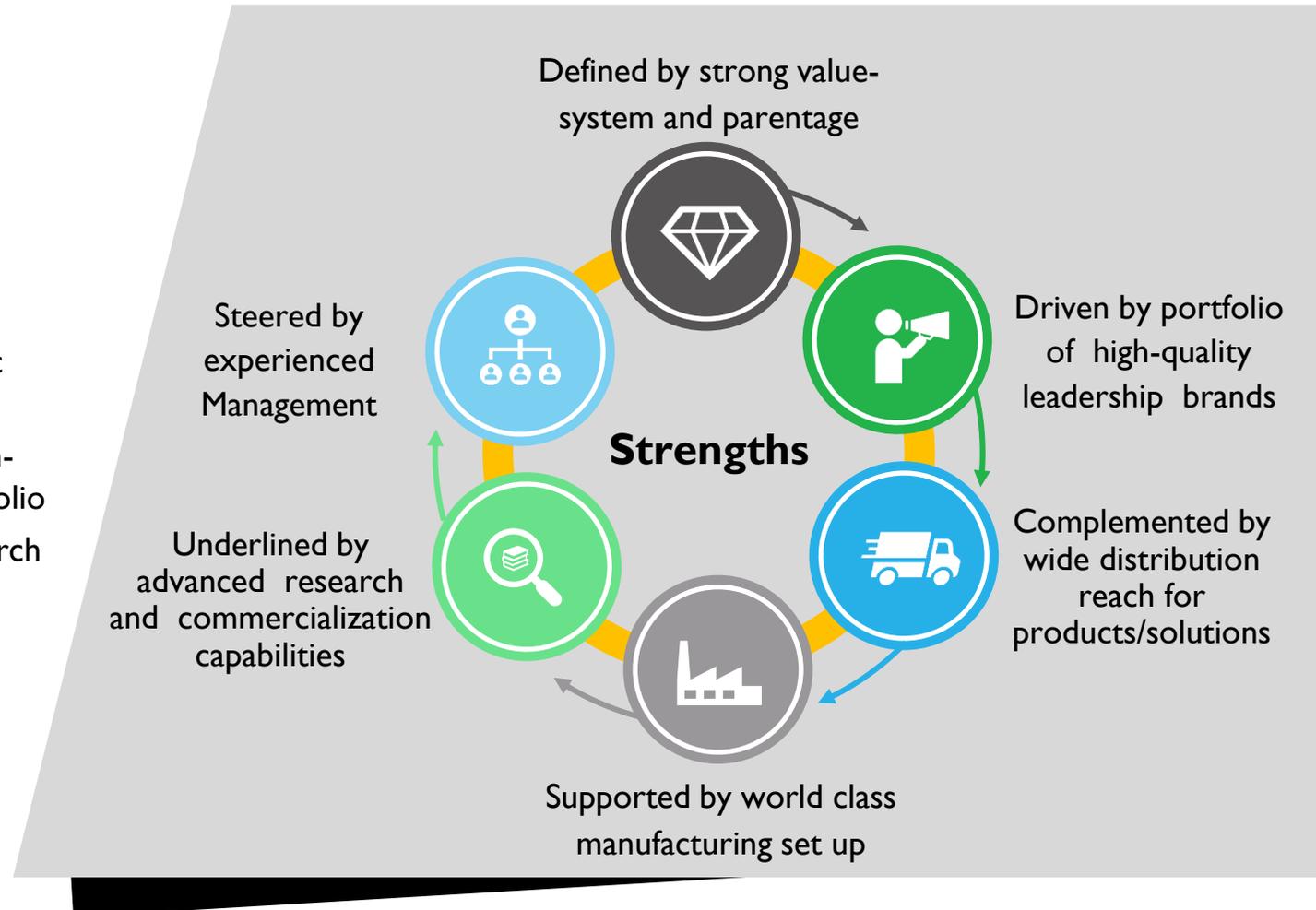
HIL's Agenda

- 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

Commissioned AC sheet plants at Hyderabad and Faridabad

1949-66

1975

Established the R&D Centre at Hyderabad

HIL listed in Stock Exchange

1988

1997-99

Commenced production of Aerocon panels in Faridabad

Commenced production of Aerocon blocks at Chennai

2011

Set-up Windmills as source of Green Energy

2013

Changed the name of the company to 'HIL Ltd'

Commencement of Production of PVC Pipes at Faridabad

Commencement of Production of PVC Pipes at Thimmapur

2014

2015

AAC block plant commissioned in Jhajjar

Commencement of Production of Dry Mix at Jhajjar

2016

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

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 Calders 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

Pipes & Fittings:

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

New Products

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

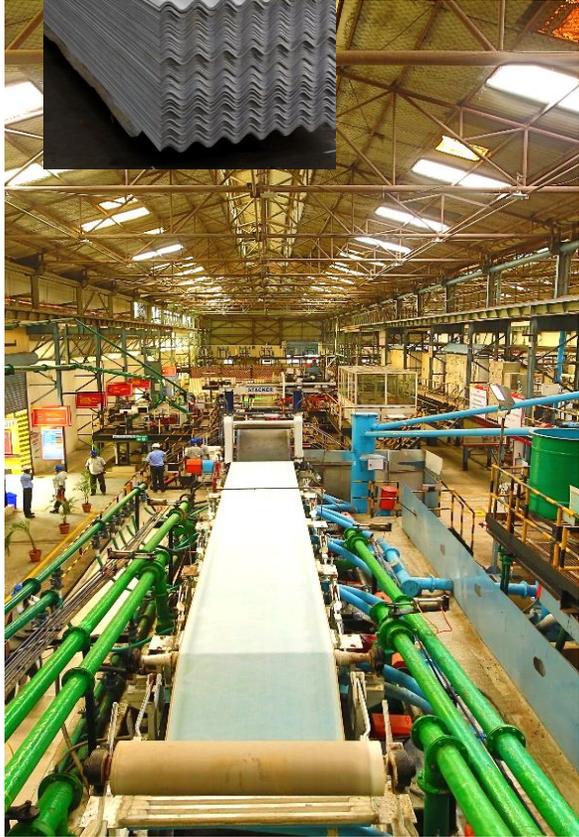
Wall Putty

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

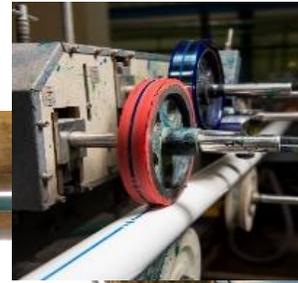
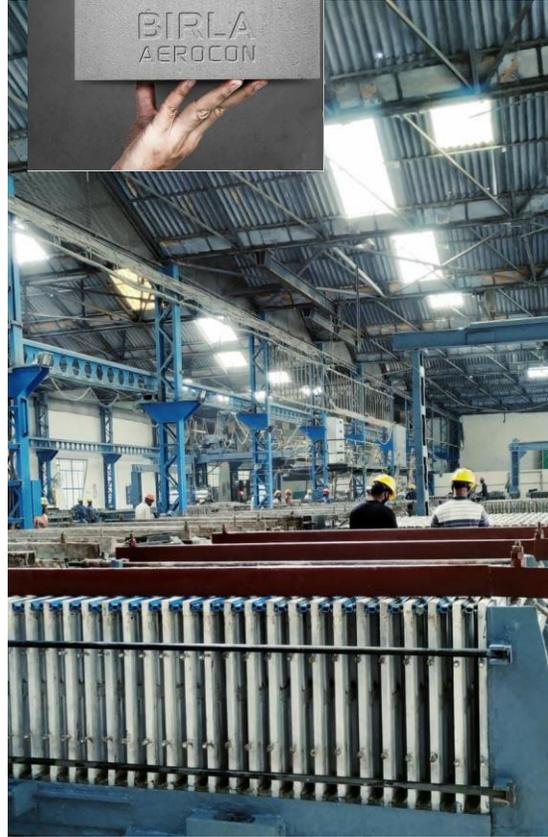
Manufacturing Prowess



**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



One of the Most Trusted Brands of India 2022



Interior & Exterior Awards 2022



India's Most Trusted Brand Awards 2021



Best brands award black bg



Certificates Brand of the Year Water Technologies



Certificates Trusted Brand of Year



HIL LIMITED India's most ethical award Nov'21



Most trusted brand_event logo_2022 2-01



Good Design Award 2022

**Awards
Won**



**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**

Geographical Presence

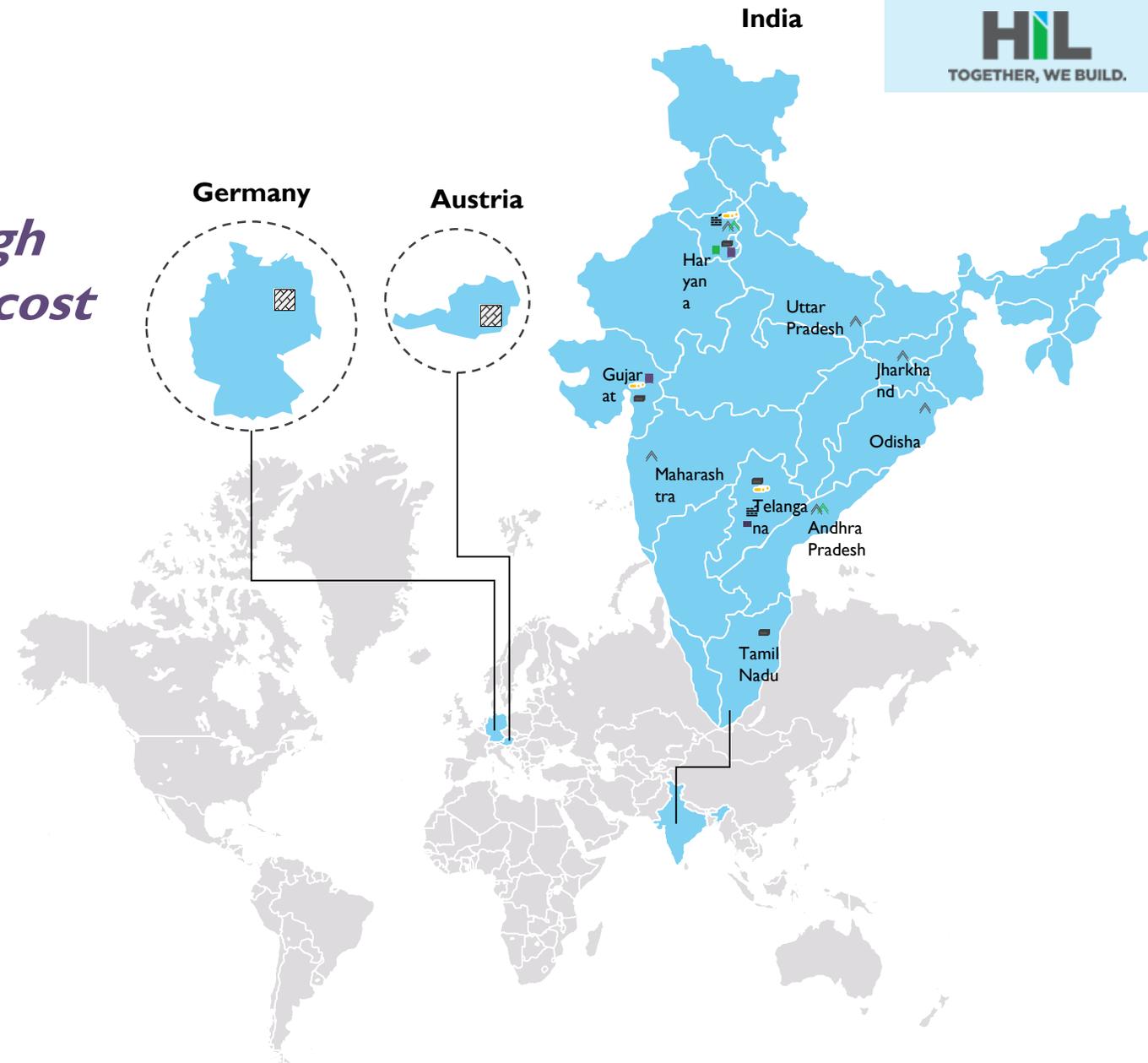
Key competitive advantage

- 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

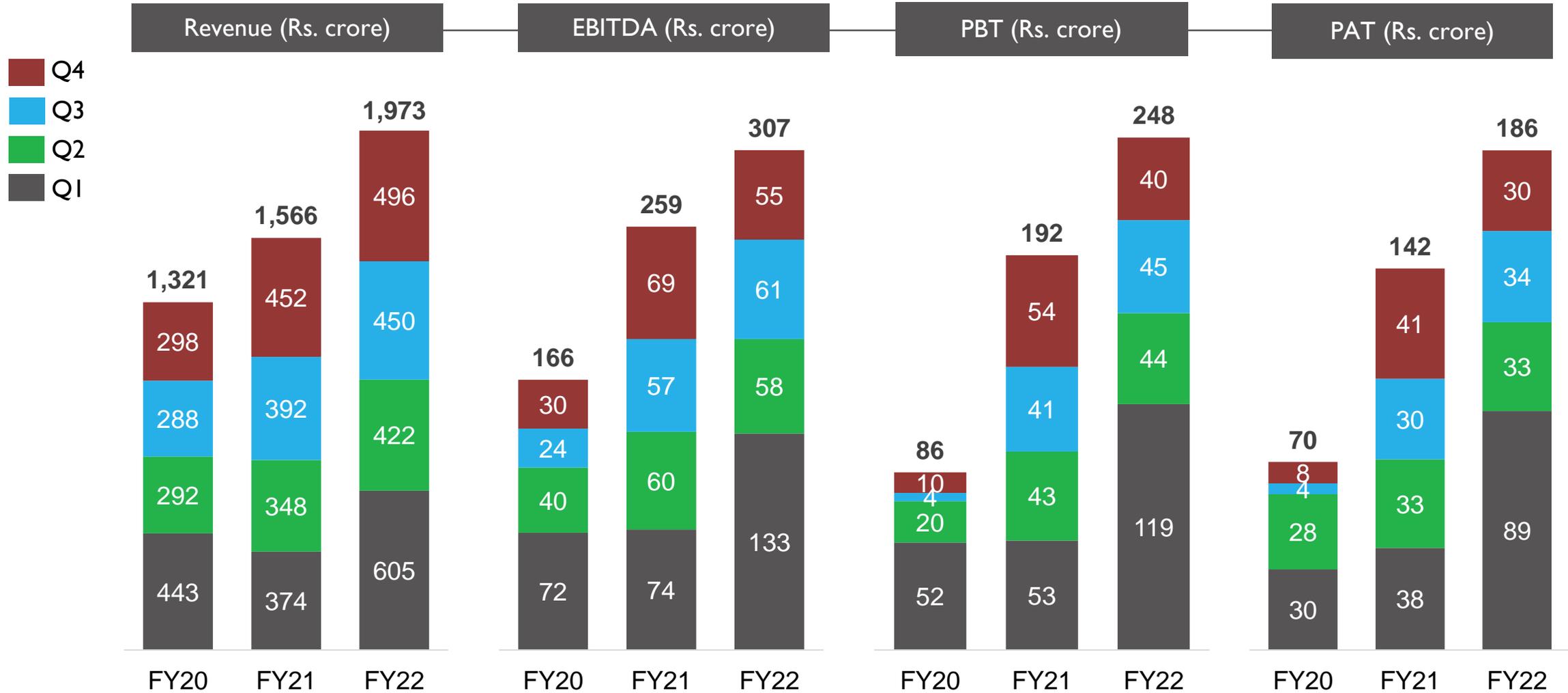
-  Charminar AC Sheet
-  Charminar Fortune
-  Birla Aerocon Panel
-  Birla Aerocon AAC Blocks
-  Birla HIL Putty
-  Birla HIL Pipes
-  Birla Aerocon Dry Mix
-  Birla Aerocon Fibre Boards
-  PARADOR Flooring





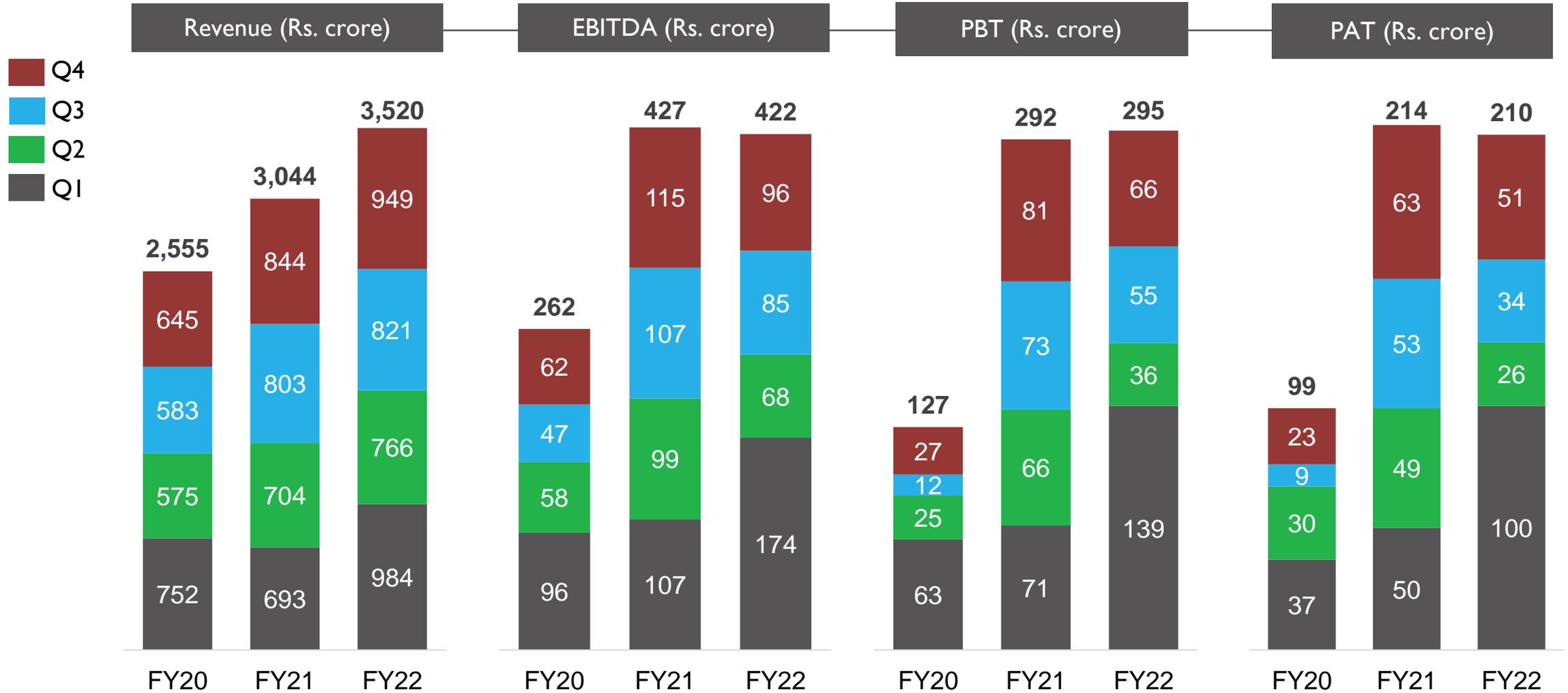
Quarterly Discussion

Highlights of Standalone FY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

Highlights of Consolidated FY22 Performance



All numbers are exclusive of discontinued operations of Thermal Insulation business

Key Segment Performance



Roofing Solution

1,045
 17%
 894

225
 8%
 208

Building Solution

400
 44%
 277

29
 86%
 16

Flooring Solution

1,549
 5%
 1,481

107
 -51%
 53

Polymer Solution

521
 36%
 384

35
 29%
 27

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		
	FY22	FY21	Y-o-Y	FY22	FY21	Y-o-Y
Total Income	2,005	1,592	26%	3,551	3,062	16%
Total Expenditure	1,699	1,332	27%	3,129	2,634	19%
EBITDA	307	259	18%	422	427	-1%
Margins (%)	15%	16%	-101 bps	12%	14%	-208 bps
PBT	248	192	30%	295	292	1%
Margins (%)	12%	12%	35 bps	8%	10%	-121 bps
PAT	186	142	31%	210	214	-2%
Margins (%)	9%	9%	33 bps	6%	7%	-107 bps
EPS	247.73	189.97	--	280.54	286.12	--

- Highest ever Revenue in Q4 and highest ever Revenue & PBT for the year
- Despite continuing raw material price inflation, measures taken to control costs have proven to be effective, helping preserve margins
- Another successful year delivered against severe headwinds on the back of the agile model and dedicated teams

Financial Statements – Balance Sheet

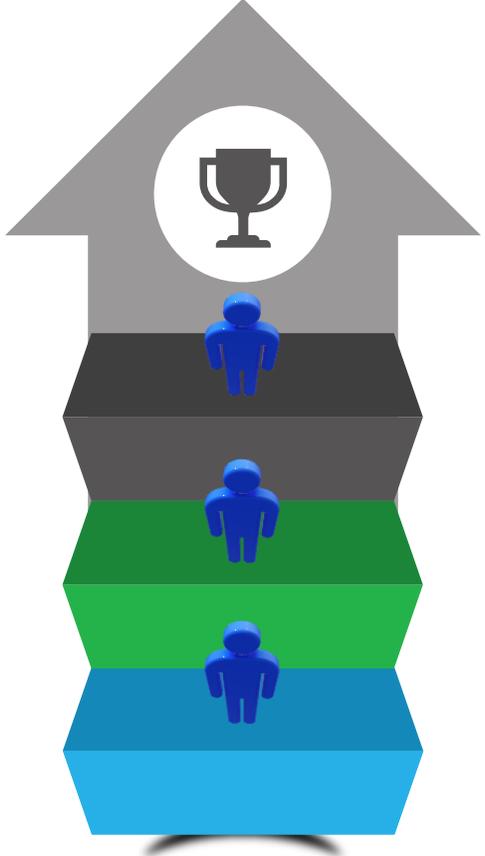
In Rs. Crore

Particular	Standalone			Consolidated		
	31.03.2022	31.03.2021	31.03.2020	31.03.2022	31.03.2021	31.03.2020
A) Equity & Liabilities						
Shareholder's funds	1,030	876	705	1,166	995	743
Non-current liabilities	64	128	256	315	422	606
Current liabilities	439	397	576	742	696	805
Total Equity & Liabilities	1,533	1,401	1,537	2,223	2,113	2,154
B) Assets						
Non-current assets	1,014	1,003	1,049	1,212	1,226	1,214
Current assets	519	398	488	1,011	887	940
Total Assets	1,533	1,401	1,537	2,223	2,113	2,154

- Net worth increased to Rs.1,166 crore as on Mar 31, 2022 from Rs.995 crore as on Mar 31, 2021
- Total Debt decreased by Rs.122 crore during FY22
- Total Debt to Equity at 0.25 as on Mar 31, 2022 vs. 0.41 as on Mar 31, 2021
- 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

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 – 4th Consecutive year



- **GPTW Best Employers: Top 100 - Rank improved from 67 in 2020 to 55 in 2021 (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 twice 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

Message from Managing Director & CEO



Dhirup Roy Choudhary

“Amidst headwinds of enormous material cost increase, HIL has ended FY22 with a consistent performance. Your Company has stayed strong in the face of adversity and delivered healthy growth on the back of an agile business model and hard-working and dedicated teams.

The Roofing Solution business could further strengthen market share during the year. Lean manufacturing and digital implementation helped us to stay focused on cost reduction. Our asbestos-free roofing product, Charminar Fortune, remains a coveted product in the market and we see great scope for it.

In the Building Solutions business, highly inflated raw material prices have been a significant challenge for the entire industry, but we have been able to deliver profitable top line growth. The ongoing capacity expansion in East is on track and is expected to contribute to the business.

The Polymer Solutions business too has seen volatility in resins prices and significant increase in other polymer and chemicals prices. Our strategy of driving sales on the back of strong brand and penetration proved promising.

The challenges were far more in the European context where PARADOR faced huge scarcity of raw materials and doubling of key raw material costs. Other challenges like increase in energy costs and tripling of sea freight impacted the operations. Yet PARADOR registered growth in top line over last year. Our European team has taken determined effort towards augmenting multiple selling price escalations across product categories, entering long-term supply contracts with key dependable raw material suppliers, improving product mix and continuously working on cost base, which have all supported towards partially offsetting the impact of cost adversities.

Amidst all challenges, I am happy to share that your Company is well on track towards a US\$ 1 billion conglomerate, which will serve as a one-stop shop for building materials solutions. We remain committed to growing our influence in the market without compromising on our profitability. Together, we build an even enriched value!”

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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