

Date: 24th January, 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	Scrip Symbol: HIL

Dear Sir/Madam,

Sub: Investors' Presentation for the quarter ended 31st December, 2017

Ref: Intimation under regulation 30 of SEBI (LODR) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Regulations"), kindly find enclosed Investors' Presentation for the quarter ended 31st December, 2017.

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

Thanking you
For HIL LIMITED




G Manikandan
Company Secretary &
Financial Controller

HIL Limited

Q3 & 9M FY18 Results presentation

Cautionary statement regarding forward-looking statements

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Strategic Overview

A RICH LEGACY

- A **US\$1.8 billion** conglomerate
- Over **20,000** 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

In Rs. Crore

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets



Dry Wall:

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

Wet Wall:

- AAC Blocks
- Wall Putty
- Block Jointing Mortar

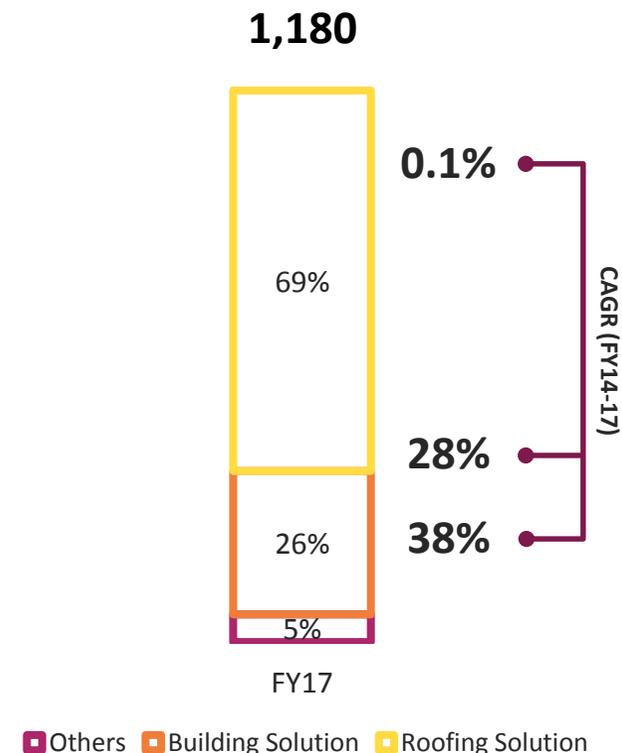
Plumbing :

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting



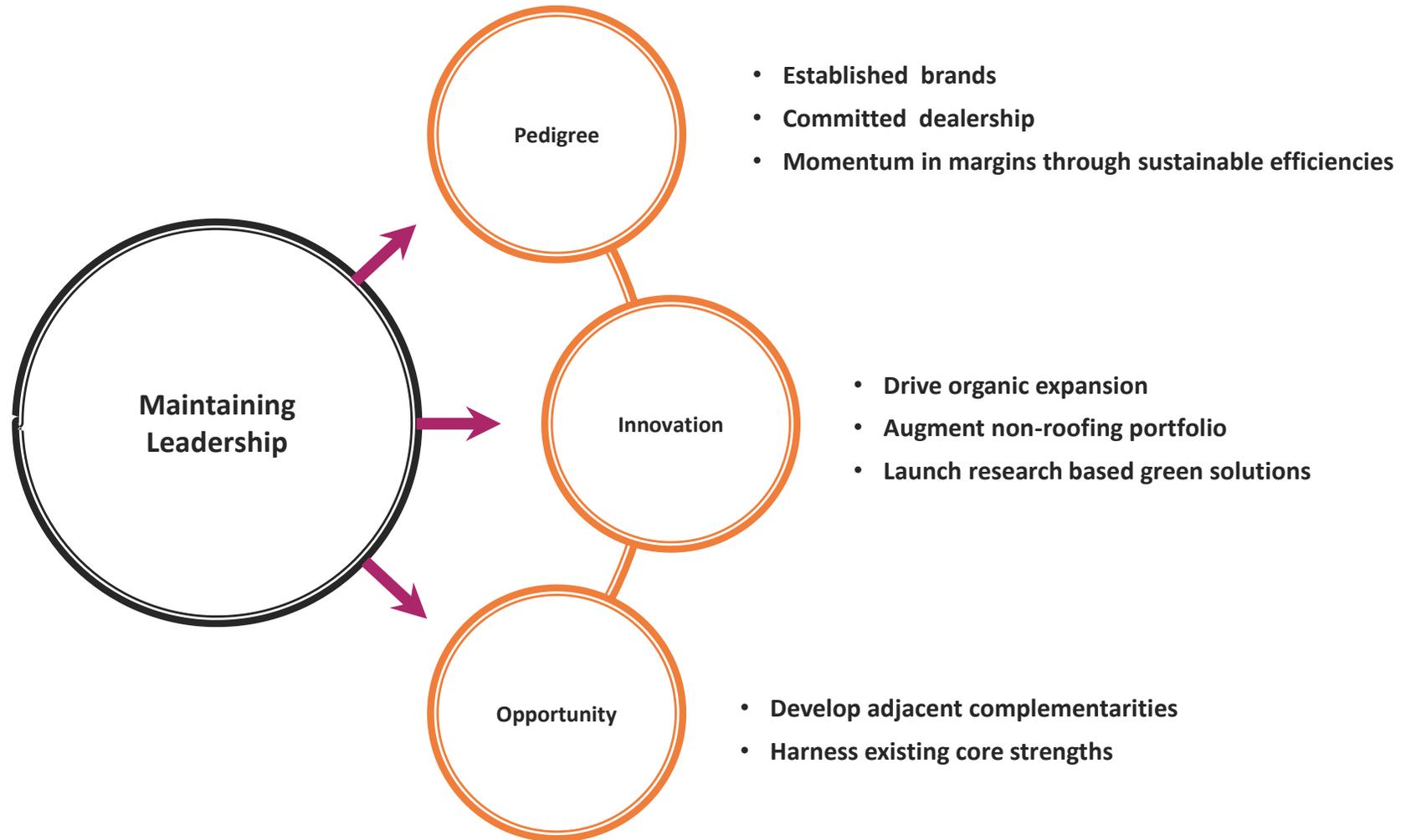
- Revolutionary High Temperature Insulation

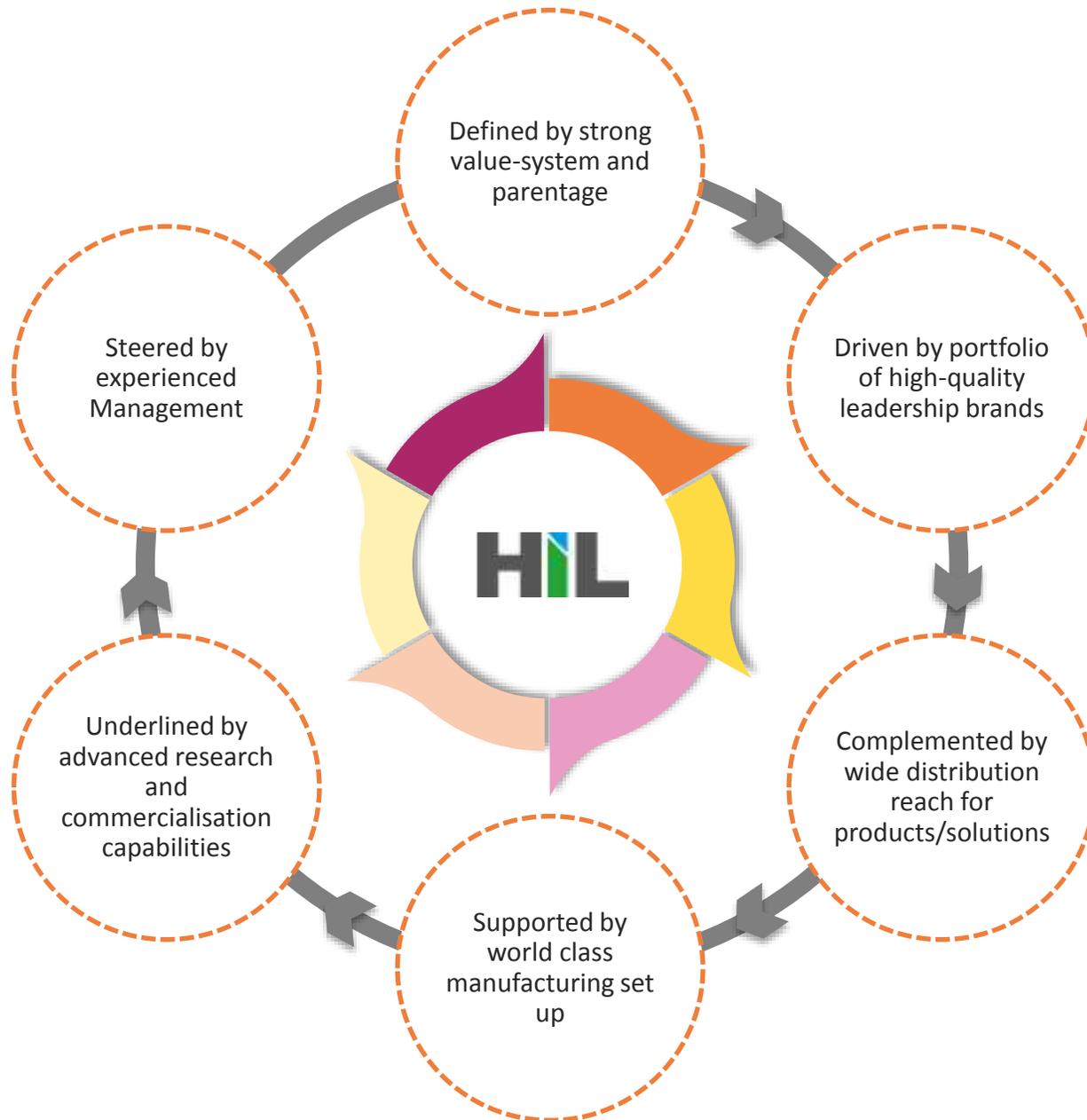
HIL's revenue breakup



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

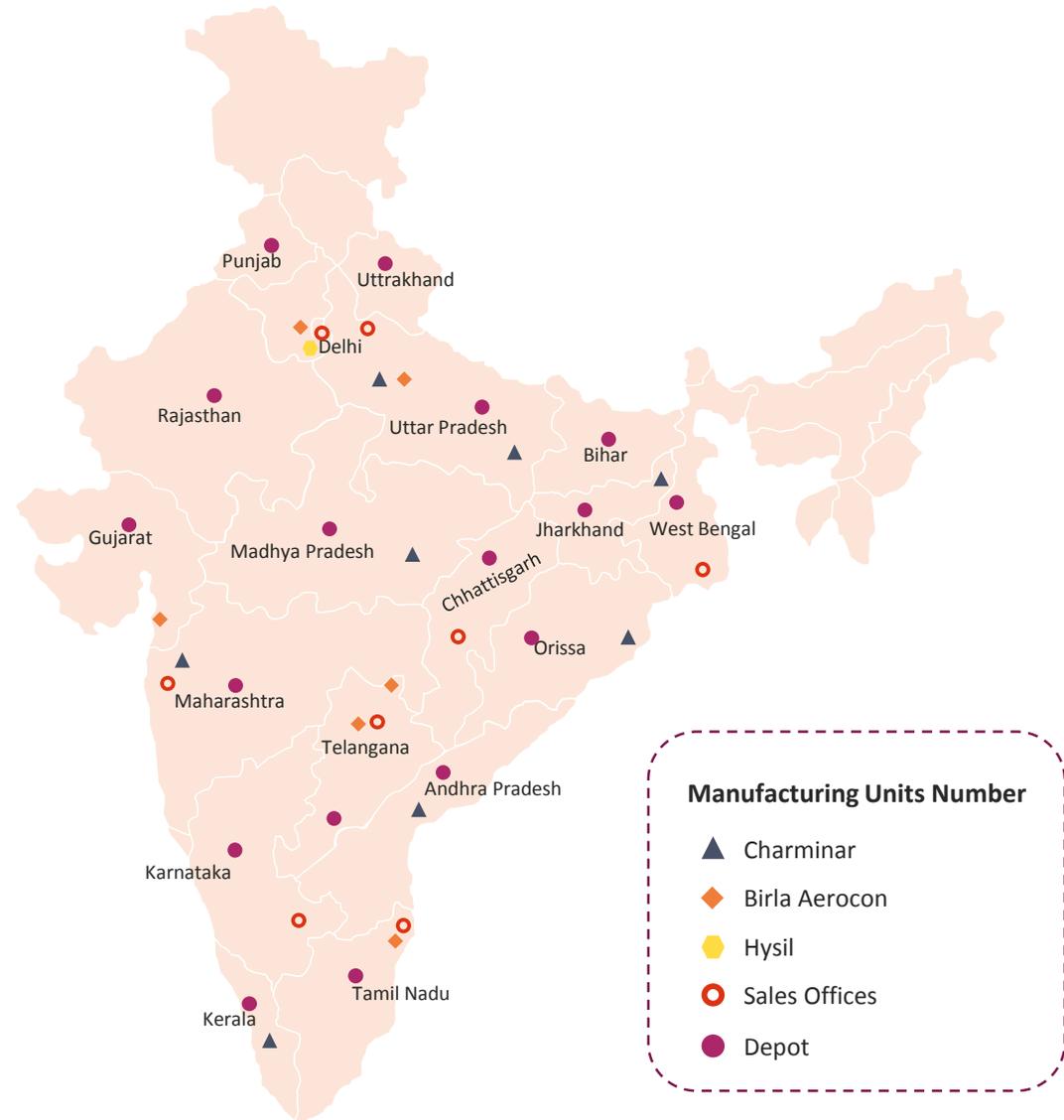


First to set-up an Engineering Division (ED) to develop in-house state-of-the-art capability to manufacture plant and machinery for flat and corrugated sheets

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

Key competitive advantage

- 20 Manufacturing facilities
- 43 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

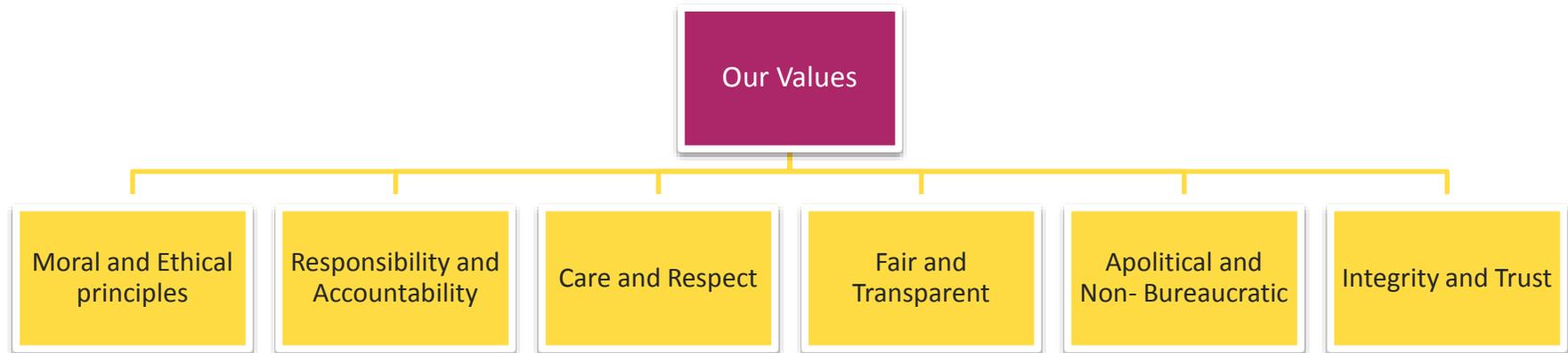


Building Solutions



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



Renovation of Govt. primary school in Faridabad Unit



Chennai – Dengue Awareness and Preventive Medicine for community



Golan – Sanitization facility at Manav Kalyan Trust



Swachh Bharat Abhiyan
Kondapally: Construction of 26 Individual Home toilets
Faridabad: Construction of toilet block in school
Kannigaiper: Girls Toilet at Government High School



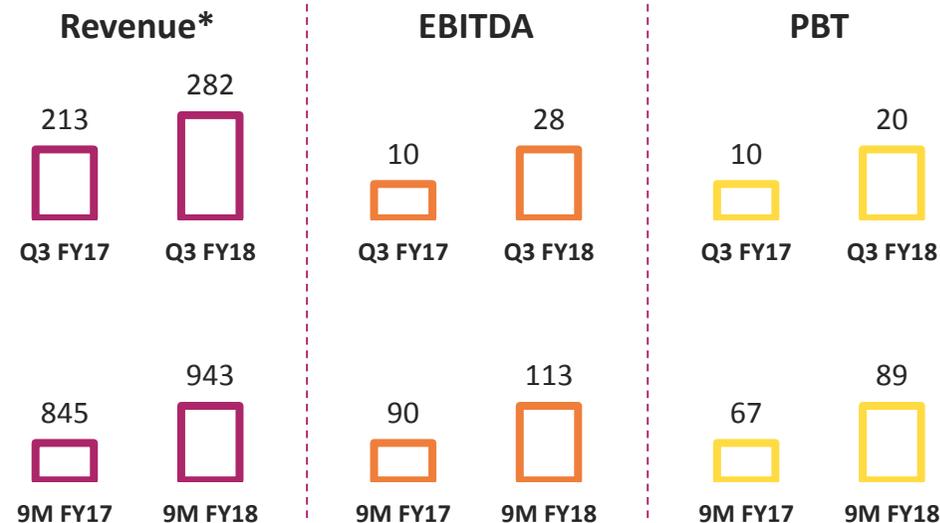
Jhajjar – Boundary wall at Village Plant

Quarterly Discussion

In INR Crore

Highlights

- Growth trend continues in sales with roofing solutions leading growth
- Margins capturing enhanced product mix and initiatives to drive operational efficiencies
- Q3FY18 PBT doubled over Q3FY17



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

Developments

- Maintained focus on retail segment with leadership portfolio in roofing under Charminar brand
- Witnessing traction in **BIRLA AEROCON** range given emphasis on solutions based approach
- Launched Charminar Fortune –an advanced research based non-asbestos eco-friendly roofing solution
- Announced association with Chennai Super Kings during IPL Season 2018 as part of long-term commitment to enhance brand salience of HIL and associated brands
- Pipes & Fittings capabilities being augmented, with products mapped to growth segments within market

INR Crore	Q3 FY17	Q3 FY18	Y-o-Y	9M FY17	9M FY18	Y-o-Y	FY17*
Total Revenue	213	282	32%	845	943	12%	1,054
Total Expenditure	214	265	24%	790	870	10%	998
EBITDA	10	28	166%	90	113	26%	102
PBT	10	20	102%	67	89	34%	73
PAT	8	14	79%	48	60	24%	55
EPS	10.7	19.1		64.5	81.2		73.1

Complied as per Ind AS

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

**FY17 (full year) result is complied as per IGAAP*

Rs. Crore	Q3 FY17	Q3 FY18	Y-o-Y	9M FY17	9M FY18	Y-o-Y
Revenues						
Roofing Solutions	124	160	28%	575	621	8%
Building Solutions	77	105	36%	229	278	22%
Others	12	18	47%	43	46	7%

Complied as per Ind AS

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

Momentum in roofing maintained, 28% growth realised in segment during Q3, YoY. Affinity for Charminar brand continues to grow

Building solutions recorded growth of 36% during Q3, YoY as HIL focused on a solutions orientation to drive usage of product range

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

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

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

INR Crore	Q3 FY17	Q3 FY18	Y-o-Y	9M FY17	9M FY18	Y-o-Y
EBITDA	10	28	166%	90	113	26%
EBITDA Margin	5%	10%	493 bps	11%	12%	135 bps

Margins tracking expanded base of operation and improvement in product mix. Initiatives to optimise process and costs yielding traction in terms of higher efficiencies
Pursuit of value-added product portfolio adding to earnings growth

INR Crore	Q3 FY17	Q3 FY18	Y-o-Y	9M FY17	9M FY18	Y-o-Y
PBT	10	20	102%	67	89	34%
PBT Margin	4%	7%	256 bps	8%	9%	157 bps

Supported by growth in sales across board, initiatives taken to drive higher productivities from operations driving earnings
Emphasis on enhancing financial parameters resulting in expansion of pre-tax earnings. Contained borrowings and optimal working capital management to allow transmission of growth realised into higher net profits going forward

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

Incubated, developed and manufactured, completely in-house

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

INTRODUCING

CHARMINAR Fortune

ECO-FRIENDLY ROOFING

ISO 9001:2008 Certified

- LIGHT WEIGHT
- AUTOCLAVED PRODUCT
- HIGH IMPACT STRENGTH
- SOUND INSULATION
- THERMAL INSULATION
- EXCELLENT FIRE RESISTANCE

CK BIRLA GROUP | HIL



Logos of HIL, Charminar and Birla AEROCON

“The brand recall, loyalty, followers of HIL’s products are quite symbolic to what CSK has...is a champion in its respective segments

INVESTING FOR SUSTAINED GROWTH

HIL Ltd to debut as sponsor of Chennai Super Kings (CSK) from the forthcoming season of IPL

To connect brands to a wider customer base

To activate series of commercials and events on the cards involving star players for dealers, retailers, plumbers and employees

Dhirup Roy Choudhary



“HIL is entering an era of sustainable growth. For consecutive quarters we have demonstrated improvement in roofing solutions backed by initiatives to strengthen distribution and marketing apparatus. The Charminar brand continues to stand for superior user attributes and lead the affordable roofing industry.

We are also witnessing continuing upsides from the building solutions segment, where our extensive product range finds preference within the community of architects, builder-developers and interior designers. Besides the solid usage proposition of Birla Aerocon branded products, our ability to support specific requirements of the trade on a solutions basis gives the business an edge.

Our plans to create a broader basket of products in pipes & fittings by investing towards capacity creation remains on track. Whereas the opportunity to grow ahead of the market is apparent our focus will be on scaling up the business by extending the reach and range of our offering.

The journey of HIL’s transformation will always prioritise earnings sustainability in step with the measures outlined and introduction of game changing range of products. Charminar Fortune non-asbestos roofing solution has seen commercial activation to an exciting initial response. This novel product, aimed at the institutional end of the market offers all the attributes of our flagship offering but with the added benefit of being eco-friendly and a more attractive alternative to RCC and Steel based solutions. As the uptake builds up we will be fully geared to scale up manufacturing.

HIL’s pantheon of brands rates highly on dependability and performance against promised attributes; we are projecting our brand message by way of sponsorship of the erstwhile IPL champion, Chennai Super Kings. Our association with the team and its players is part of the long-term thinking to bring salience to our company and brands. A consistent pursuit of operating discipline and a strong balance sheet will support our intent to chart an enhanced performance.”

Growth form 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

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

Opportunistic assessment of inorganic avenues in order to augment existing business mix

Ajay Kapadia
GM Finance
HIL Ltd
Tel: +91 40 30999121
Email: ajay.kapadia@hil.in

Siddharth Rangnekar/Vikram Rajput
CDR India
Tel: +91 22 6645 1209/1223
Email: siddharth@cdr-india.com
vikramr@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