

Date: May 27, 2019

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,

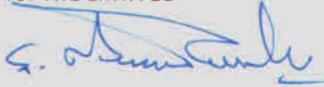
Sub: Investors' presentation for the quarter and Year ended March 31, 2019

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, 2019.

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

TOGETHER WE BUILD

Q4 & FY19 Result Presentation

Disclaimer

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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STRATEGIC OVERVIEW

CK BIRLA GROUP – 160+ YEARS OF RICH LEGACY

Over **US\$2.5 billion**
Conglomerate



Present across
Five Continents



Over **20,000**
Employees

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



Numerous
Patents & Awards



Relationships &
Philanthropy

FLAGSHIP COMPANIES OF CK BIRLA GROUP

Home and Building

HIL

ORIENT
CEMENT

orient
electric

ORIENT
PAPER

Technology and Automotive

AVTEC

Birlasoft®

Gmmco

nbc
flexible solutions

neosym

Healthcare and Education

BMB

CMRI

RBH



HIL Overview

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets
- Non-asbestos Cement based Corrugated Sheets



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



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

Wall Putty

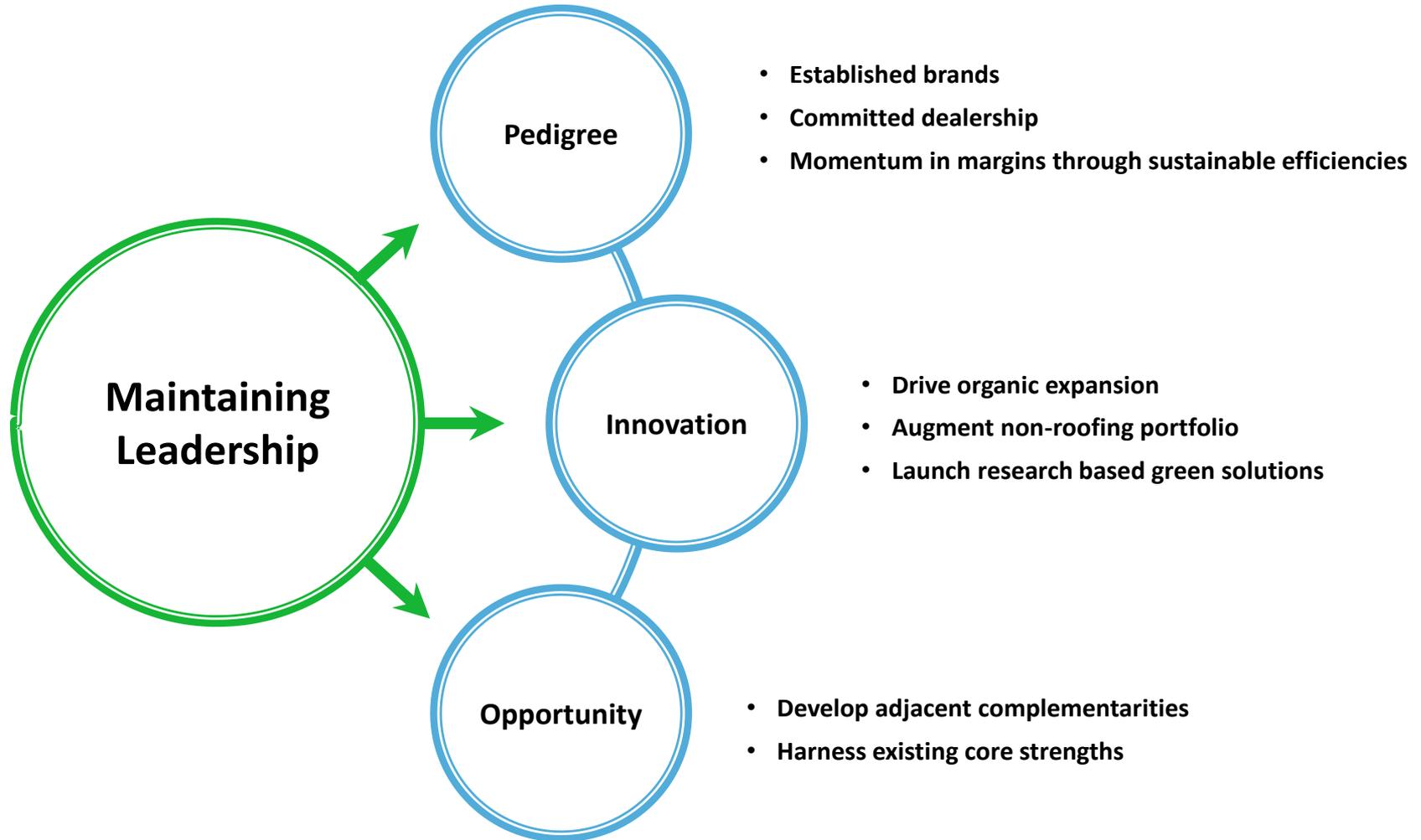


- Revolutionary High Temperature Insulation

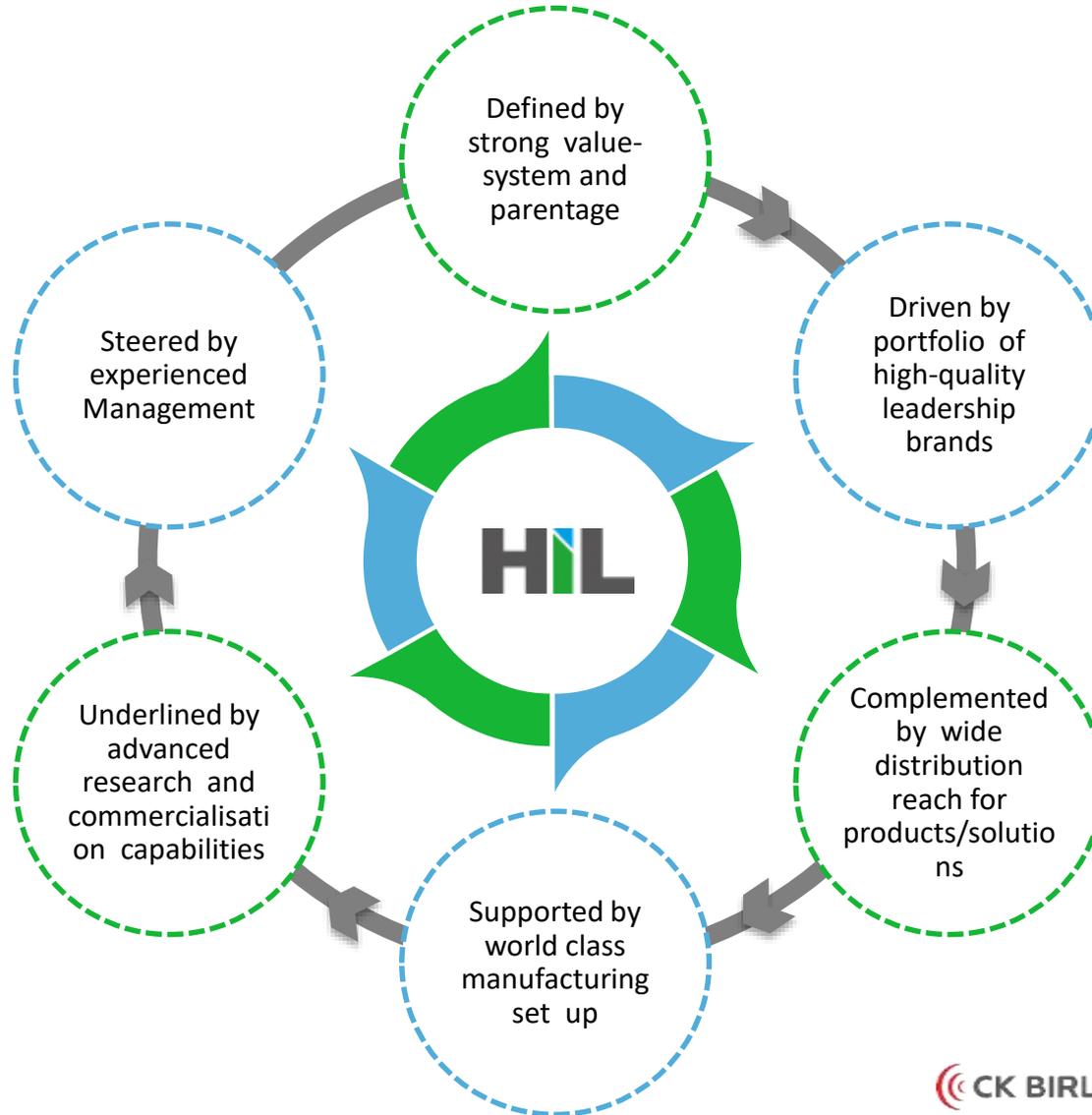
Unique product attributes driving competitive advantage: Highest strength, Least breakage, Durable across lifetime

Together, We Build.

HIL's Agenda for Growth



HIL's Strengths



The Superbrands

Out of 2043 brands evaluated, only 36 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.

HIL a Trendsetter

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

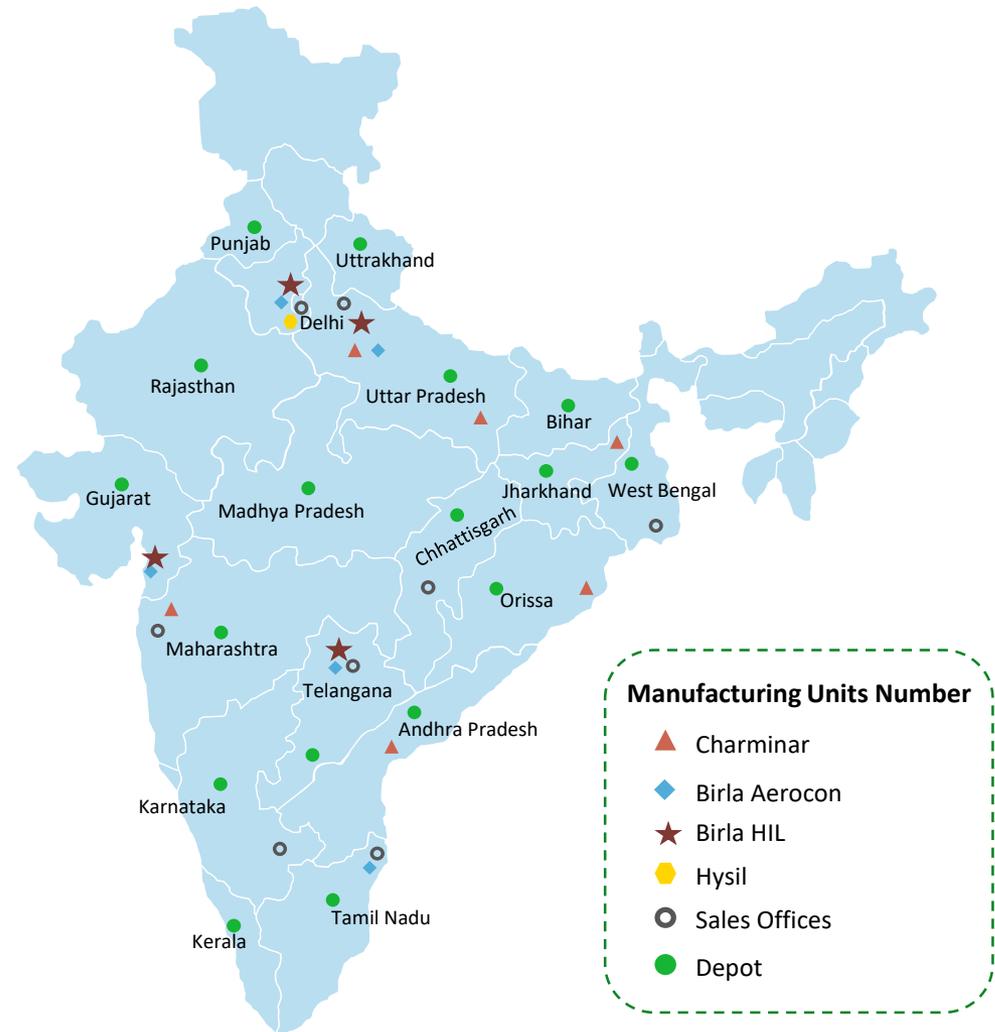
First to set-up an Engineering Division (ED) to develop in-house state-of-the-art capability to manufacture plant and machinery for flat and corrugated sheets

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

Distribution Spread

Key competitive advantage

- 21 Manufacturing facilities
- 38 Sales depots
- 8 sales offices
- 2,500 loyal stockiest/distributors
- 6,500 sub-dealers
- Deeper market penetration – Rural
- Urban real estate markets & green building products
- Low cost, high strength & best quality roofing products



Building the nation through high quality, cost effective products

Manufacturing Prowess

Roofing Solution



Building Solution

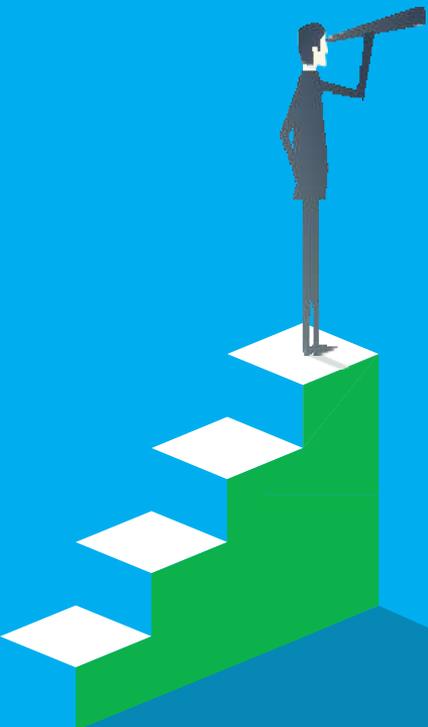


Pipe & Fittings



World-class facilities. Transparent operations

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.





“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.”

Mr. CK Birla, Chairman

Awards



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



NAMC Award – Kondapalli Factory



Golden Peacock Award – Manufacturing Excellence



Asia's Most Trusted Award



Best Company of the Year -2018



Economic Times Most Promising Business Leaders Of Asia Award to MD and CEO of HIL

AWARDS WON RECENTLY



Superbrand (India) of the year, 2019



India's Best Company of the Year, 2018
- IBC, USA



Asia's Most Trusted Brand, 2018
- IBC, USA



Iconic Brand
- The Economic Times



Most Promising Business Leaders of
- The Economic Times

AWARDS WON RECENTLY

**NAMC
A W A R D
KONDAPALLI**

**NATIONAL
PEACOCK AWARD
FOR
QUALITY, INNOVATION
AND BUSINESS
EXCELLENCE**

**ASIA'S BEST
EMPLOYER
BRAND AWARD**

**UNNATI
CUSTOMER LOYALTY
AWARD**

**BEST GREENERY
MAINTENANCE
AWARD
- KONDAPALLI**

**ABBY AWARDS
DIRECTION
VIDEO CRAFT CATEGORY
BIRLA HIL PIPES TVC
2019**

**ABBY AWARDS
CASTING
VIDEO CRAFT CATEGORY
BIRLA HIL PIPES TVC
2019**

**ABBY AWARDS
AUDIO VISUAL
CINEMA/TV
CONSUMER DURABLE
CATEGORY
BIRLA HIL PIPES TVC
2019**

Corporate Social Responsibility



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

Progress for everyone – contribution to society



HIL GOES GLOBAL

Acquisition Rationale



Global provider of Building Products and Solutions

- HIL Limited, acquires Parador Holdings GmbH (“Parador”) for ~ €82.8 million
- Transaction provides a compelling value proposition and underscores HIL’s aspiration of one stop shop for all Building Products & Solutions
- To enhance HIL’s position as a leader in building material solutions in India with strong capabilities in Europe
- To enable HIL’s transition into a global player, expanding the product sales into India and South-East Asean Nations
- It facilitates HIL’s entry into Flooring Solutions, a highly complementary to its current product portfolio & also provide a renowned brand with strong R&D & design capabilities
- The strong leadership team at the helm, at Parador to continue to be responsible for day to day operations and drive the business forward

Parador: Business Overview



Parador: Suite of Products



Laminate Flooring



Engineered wood flooring



Resilient Floor Covering



Designer Flooring

Parador: Manufacturing Expertise

Germany



Coesfeld

Key Facts

Manufacturing of resilient and laminate
Installed capacity: **12m sqm**
Capacity utilization: **68%**
Facility area: **135k sqm**
Utilized area: **55k sqm**
Employees: **367**

Austria



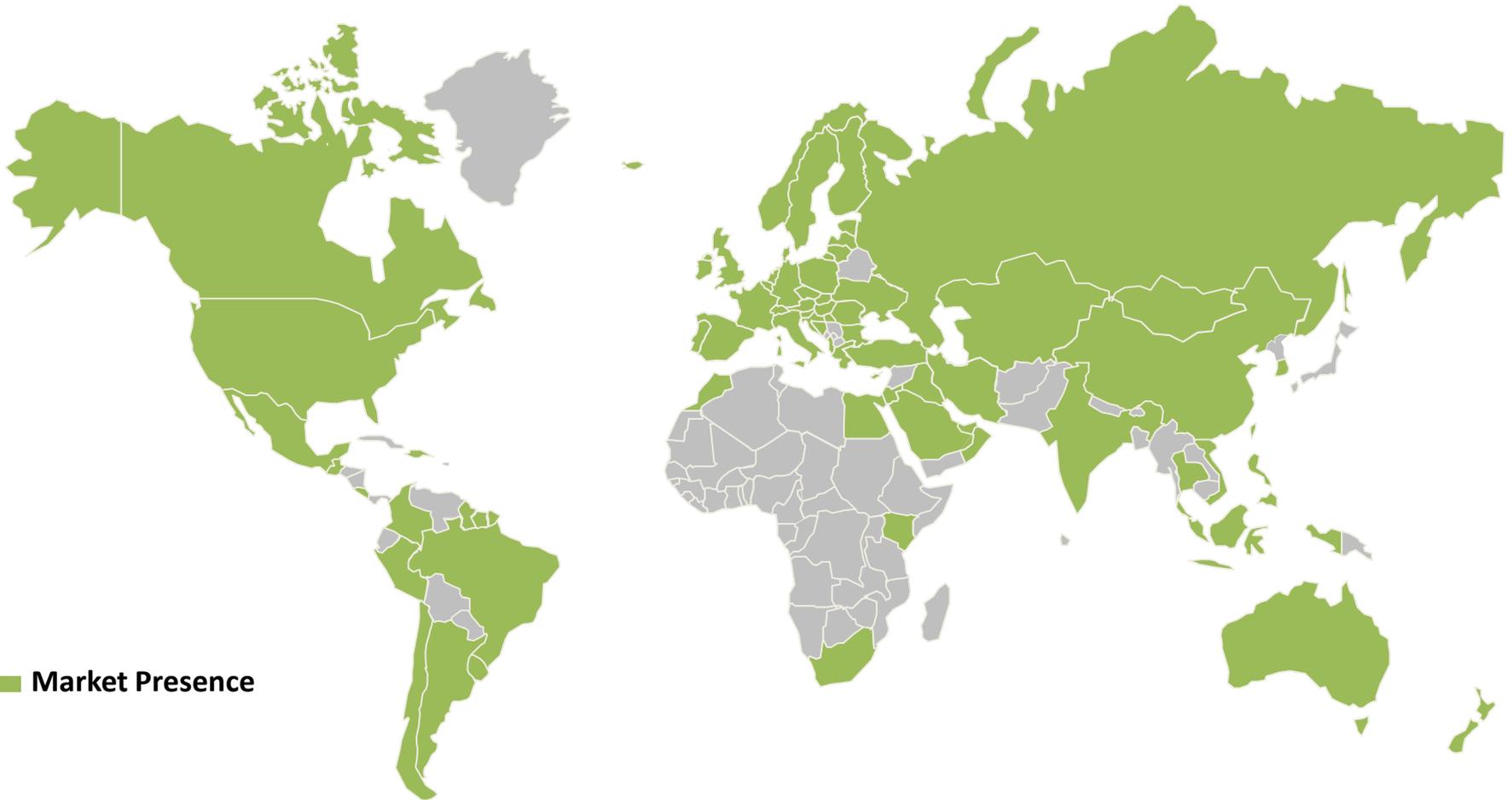
Gussing

Key Facts

Manufacturing of engineered wood
Installed capacity: **3m sqm**
Capacity utilization: **66%**
Facility area: **90k sqm**
Production area: **15k sqm**
Employees: **116**

State-of-the-art production facilities

Parador: Global Footprint



Though our 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

A Strong Fit



Key Strategic Objectives

Transform towards becoming a global player in Building Material industry

Entry into adjacent categories in building materials for future growth

Maximise cross-selling opportunity by leveraging strong network in India

Stay ahead of the curve: be a technology pioneer in the Building Material industry

Leverage CK Birla group strengths

PARADOR

A Unique Proposition

Enable HIL's transition into a global player in Building Materials segment

Facilitates entry into Flooring Solutions segment - highly complementary to HIL's product portfolio

Parador is vertically integrated and comes with a renowned brand, strong R&D and design capabilities

Developmental capabilities to build products suited to markets such as India and South East Asia

Strong organizational setup led by experienced and capable management

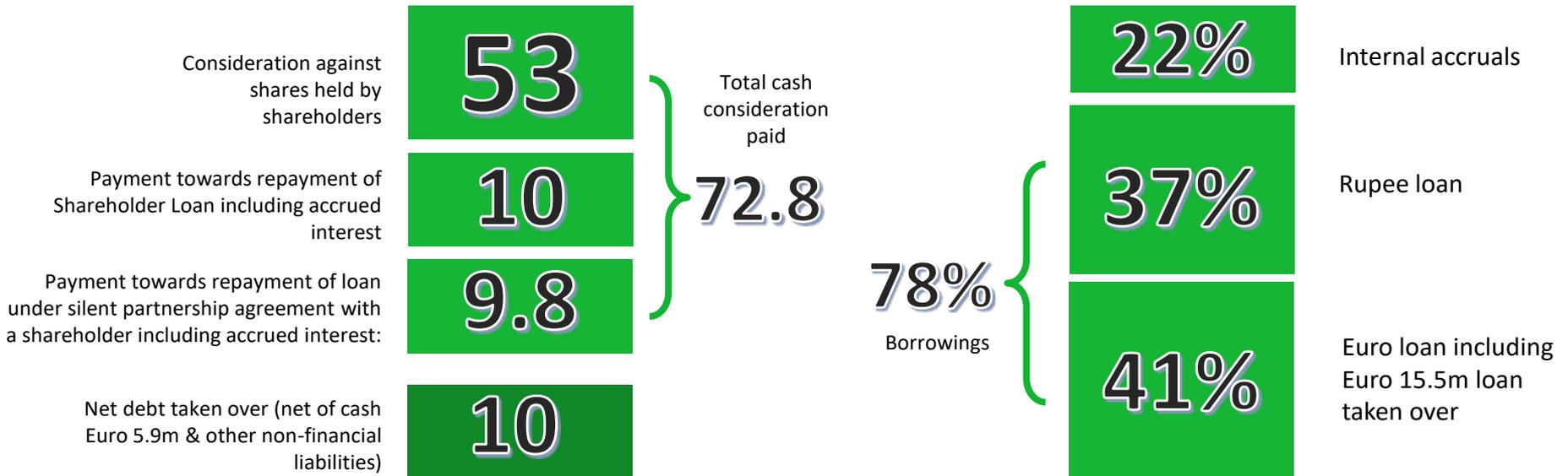
Parador: Financing Rationale

In € MN

Enterprise Value – 82.8

Consideration Paid

Sources of Funding



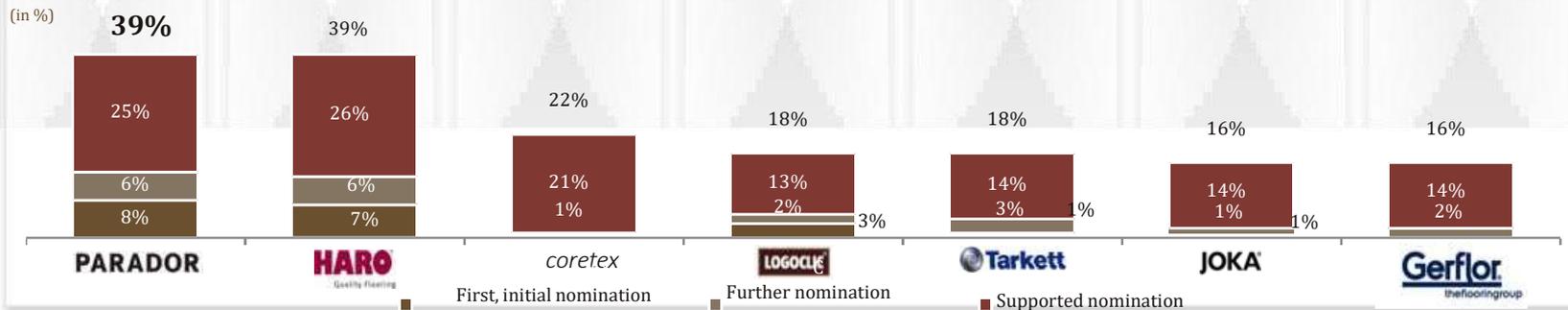
- Euro 34 million is repayable in 20 equal quarterly instalments starting from Nov'2019
- Euro 22 million is repayable in 14 instalments of which 13 equal semi annual instalments of euro 1.5 million starting from Dec'2018 and last instalment of Euro 2.5 million falling due on 30th June 2025
- Euro 10 million is repayable on termination date on 30th June 2025
- Average cost of borrowings: 5%

Internationally Renowned Brand with Strong R&D

Select Impressions of PARADOR Edition Designers



Awareness Level of Select Flooring Brands in Germany 2018



Parador: Way Forward

- Our growth strategy for Parador:
 - To drive growth in existing markets
 - To seek growth from new markets viz. MEA, North America, China & India
 - To achieve operational efficiencies by utilizing excess capacities for requirements in existing and newer market

Parador has opened its first showroom in Shanghai with its state of art the digitally led distribution system for Premium Wooden Products.

Parador has a robust product portfolio that is well established in its home market and is showing good growth potential as we expand to newer geographies like China. The underlying fundamentals of Parador are very strong and the business will contribute meaningfully to the overall growth of HIL internationally.





QUARTERLY DISCUSSION

Highlights of Q4 & FY19 performance

In Rs. Crore

Quarter Ended
(Standalone)



Year Ended
(Standalone)



Year Ended
(Consolidated)



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

Highlights

Consolidated PBT for FY19 is lowered by Rs. 21.2 Crore on account of one time legal, professional cost & real estate transfer tax paid for acquisition of Parador Holdings GmbH

High focus on profitability in building solutions

High focus on brand visibility for HIL & its products brand through various activities

Focused cost and productivity initiatives enhancing overall performance. Margin trajectory to remain confident

Financial statements Consolidated – P&L

INR Crore	Q4 FY18	Q4 FY19	Y-o-Y	FY18	FY19	Y-o-Y	Parador FY19**	Consolidated FY19
Total Revenue	336	351	5%	1,280	1,482	16%	726	2,208
Total Expenditure	314	336	7%	1,182	1,354	14%	698	2,047
EBITDA	42	45	7%	171	222	30%	64	282
PBT (Before Exceptional items)	30	26	-12%	120	160	34%	28	188
PBT	30	26	-12%	120	160	34%	6	167
PAT	20	16	-23%	81	102	26%	(0)	101
EPS	27.0	20.9		108.2	135.9		---	135.8

Complied as per Ind AS

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

**Pertains to results from Sept. 1st, 2018 to March 31st, 2019

Exceptional items include Rs. 21.2 Crore on account of one time legal, professional cost & real estate transfer tax paid for acquisition of Parador Holdings GmbH

Financial statements – B/S

Particular (Rs. Crore)	31.03.2019	31.3.2018	Consolidated 31.03.2019
A) Equity & Liabilities			
Shareholder's funds	647	566	637
Non-current liabilities	355	117	673
Current liabilities	451	336	665
TOTAL EQUITY & LIABILITIES	1,453	1,019	1,975
B) Assets			
Non-current assets	1,064	573	1,168
Current assets	389	446	807
TOTAL ASSETS	1,453	1,019	1,975

Net worth increased to Rs. 637 Crore. as on Mar 31 2019 from Rs. 566 Crore as on March 31, 2018

Net Debt to Equity at 1.0 as on Mar 31, 2019 vs. 0.1 as on March 31, 2018

Balance sheet size doubled in FY19 over FY18

Results discussion - segmental

Rs. Crore	Q4 FY18	Q4 FY19	Y-o-Y	FY18	FY19	Y-o-Y
Revenues						
Roofing Solutions	199	188	-6%	820	874	7%
Building Solutions	91	94	4%	334	363	9%
Polymer Solutions	40	65	63%	112	233	108%
Flooring Solutions	--	--	--	--	726	--
Others	6	4	-39%	16	15	-8%

Complied as per Ind AS

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

Robust trends continue in roofing solutions during the year. FY sales show 7% YoY improvement

Banking on brand and quality to drive higher sales

Building solutions reports healthy momentum with service centric approach. 9% growth seen YoY in FY

Polymer solutions reports strong growth of 108% YoY on account of aggressive branding

Roofing Solutions: Fibre Cement Sheets and Coloured Steel Sheets

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

Polymer Solutions: Pipes & Fittings and Wall Putty

Flooring Solutions: Laminate Flooring, Engineered Wood Flooring, Resilient Flooring, Skirtings & Accessories

Others : Wind Power and Material Handling and Processing Plant and Equipment

Results discussion

Rs. Crore	Q4 FY18	Q4 FY19	Y-o-Y	FY18	FY19	Y-o-Y	Parador FY19**	Consolidated FY19
EBITDA	42	45	7%	171	222	30%	64	282
EBITDA Margin	12%	12%	20 bps	13%	15%	158 bps	9%	13%

Strong orientation on costs and streamlined operations translating into higher margin momentum. Brand strength remains the key to higher sales YoY

Sharp focus on working capital allocation together with optimization in borrowing costs supporting enhanced profitability

Rs. Crore	Q4 FY18	Q4 FY19	Y-o-Y	FY18	FY19	Y-o-Y	Parador FY19**	Consolidated FY19
PBT (Before exceptional items)	30	26	-12%	120	160	34%	28	188
PBT Margin	9%	7%	-145 bps	9%	11%	137 bps	4%	8%
PBT	30	26	-12%	120	160	34%	6	167
PBT Margin	9%	7%	-145 bps	9%	11%	137 bps	1%	7%

Exceptional items include Rs. 21.2 Crore on account of one time legal, professional cost & real estate transfer tax paid for acquisition of Parador Holdings GmbH

Charminar Fortune – Non-asbestos, Green Roofing Launched

State-of-the-art eco-friendly futuristic roofing solution

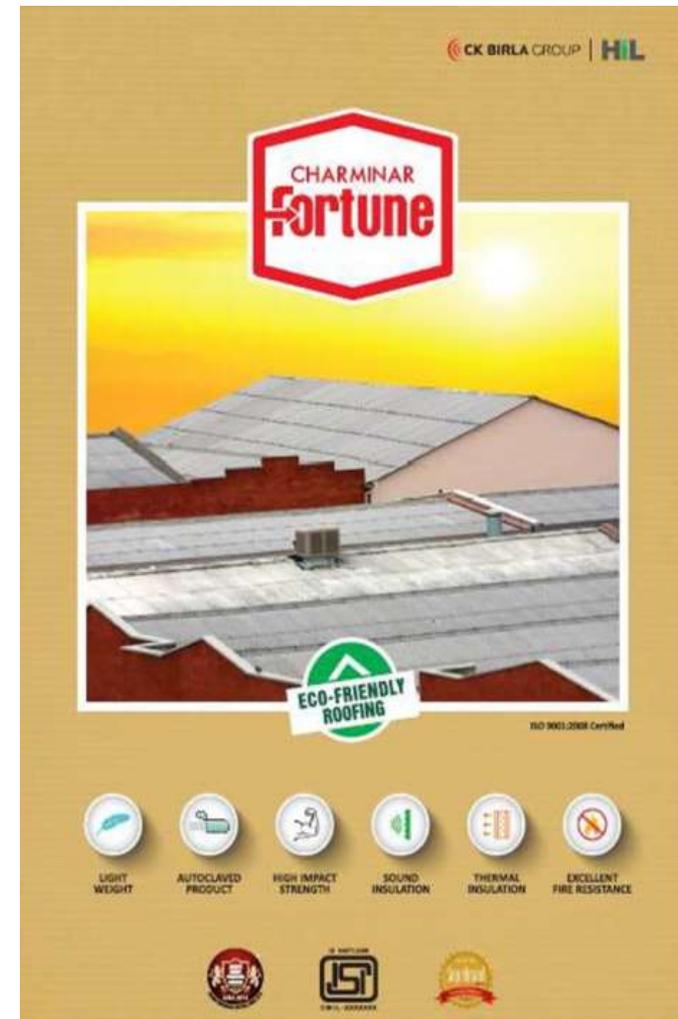
Incubated, developed and manufactured, completely in-house with R&D spend of only Rs. 13 crore

Offers superior product attributes vis-à-vis competing products at competitive prices which includes multiple sizes with 10 eye catching colors

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

Among prestigious institutional clients serviced are Chhtrapati Shivaji Terminal (CST), Mumbai, which is a world heritage site, IOC, CWC, BHEL and Indian Railways



Successful campaigning for 2nd consecutive year with Chennai Super Kings



“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 debuted as sponsor of Chennai Super Kings (CSK) in the latest season of IPL

Launched first ever TVC introducing the new positioning for HIL, ‘Together, we Build’ which highlights the presence of the company in various building materials with its brands Birla Aerocon and Charminar with products for roofing, pipes and fittings, smart putty, panel, blocks and flooring.



Accredited with Great Place to Work Certification

Great Workplaces are built on :

Employee experiences (Trust Index): Five dimensions are Credibility, Respect, Fairness, Pride & Camaraderie – covered all employees engagement survey (Staff and Workmen) - 92% response rate

People practices (Culture Audit): 15 practice areas are there - Hiring, Welcoming, Developing, Thanking, etc. – submitted 200 page document on all people policies and practices at HIL

HIL Limited has been awarded **Great Place to Work -Certified™**. (Apr 2019 to Mar 2020) – Gold standard of definition

–77% employees share that HIL is a great place to work (Trust Index Score). We are better than industry but some catching up with best in class

–3/5 score on Culture Audit

–In 6 areas, HIL is better than the average score of the Top 100 Best Companies to work for in India. These are Celebrating, Thanking, Balancing, Speaking, Supporting and Rewarding



Message from Managing Director & CEO

Dhirup Roy Choudhary



“As we take review of the year gone by I am filled with pride at what HIL has been able to achieve. We have the best teams running the operations, a very competent product line and customers who enshrine trust and confidence in us.

With Charminar Fortune we have created a distinct platform for growth, while de-risking reliance on a single category of customer. The maiden commercial installation of this wonderful product is underway at Mumbai’s CSMT railway terminus. Similarly we are trialing with other prominent institutions and intend to progressively scale up contribution from this offering. I would like to share that as on date, we have plans to introduce this innovative product in multiple international markets. Meanwhile the asbestos roofing product continues to gain traction in its target market, where we have demonstrated both gains in volume and value.

Our building solutions business continues to do extremely well and very shortly we should be planning for augmenting our capacities. A combination of strong product range, well-oiled marketing & distribution and championed by the Birla Aerocon nameplate we have seen consistent expansion in volume across sub segments here.

We are enthused also that our pipes and fittings business is scaling up exactly like we wanted. Post the recent round of capacity expansion and range extension we now have products matching every requirement in the market. Our emphasis on product, brand and distribution is driving this performance.

Parador very recently strengthened presence in Asia through our JV in China. We see immense potential for a premium and pedigreed flooring solution in a market as important as China.

In the background we are working continually to integrate people and processes as we take a leap in terms of outreach into newer geographies. Given its canvas Parador is destined to play a very crucial role in our global make up. I compliment the teams at home and at Parador for the seamless transition. We earnestly hope to deliver and exceed expectations of stakeholders as we are confident of an attractive payback on our investment.

HIL stands for blending modern with the traditional. As we take on a more broad based role within the industry we continue to encourage our internal stakeholders to march in step towards the common goal of progress and prosperity through performance.”

Outlook

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 and Flooring Solutions

Focused growth strategy around advanced research based non-asbestos roofing solutions to harness existing business strengths & capture emergent growth opportunities - focus on institutional customers

Continuous focus on growing flooring business in different parts of the world

To become one stop shop for all Building Materials and products

Committed to driving profitability momentum in coming quarters



Contact Us

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\$2.5 billion conglomerate with diversified interests. With over 20,000 employees, 43 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. Birla HIL includes Pipes & Fittings and Wall Putty. 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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THANK YOU