

Date: May 25, 2020

<p>To The Department of Corporate Services –CRD Bombay Stock Exchange Ltd P.J.Towers, Dalal Street MUMBAI – 400 001</p>	<p>To National Stock Exchange of India Limited 5th Floor, Exchange Plaza Bandra (E), MUMBAI – 400 051</p>
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, 2020

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, 2020.

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

Financial Results Presentation

Q4 & FY2020

HIL
TOGETHER, WE BUILD.



 **CK BIRLA GROUP**

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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

CK Birla Group – 160+ Years of Rich Legacy

Over **US\$2 billion**
Conglomerate



Present across
Five Continents



Over **25,000**
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



Dry Wall:

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

Wet Wall:

- AAC Blocks
- Block Jointing Mortar

Tile Adhesive



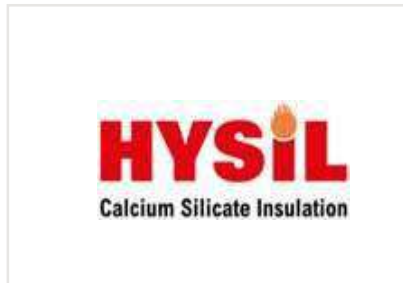
Pipes & Fittings:

- UPVC Pipes and Fitting
- CPVC Pipes and Fitting
- SWR Pipes and Fitting

Wall Putty



- Next Gen Non-asbestos Corrugated Roofing Sheets



- Revolutionary High Temperature Insulation



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

HIL's Agenda for Growth

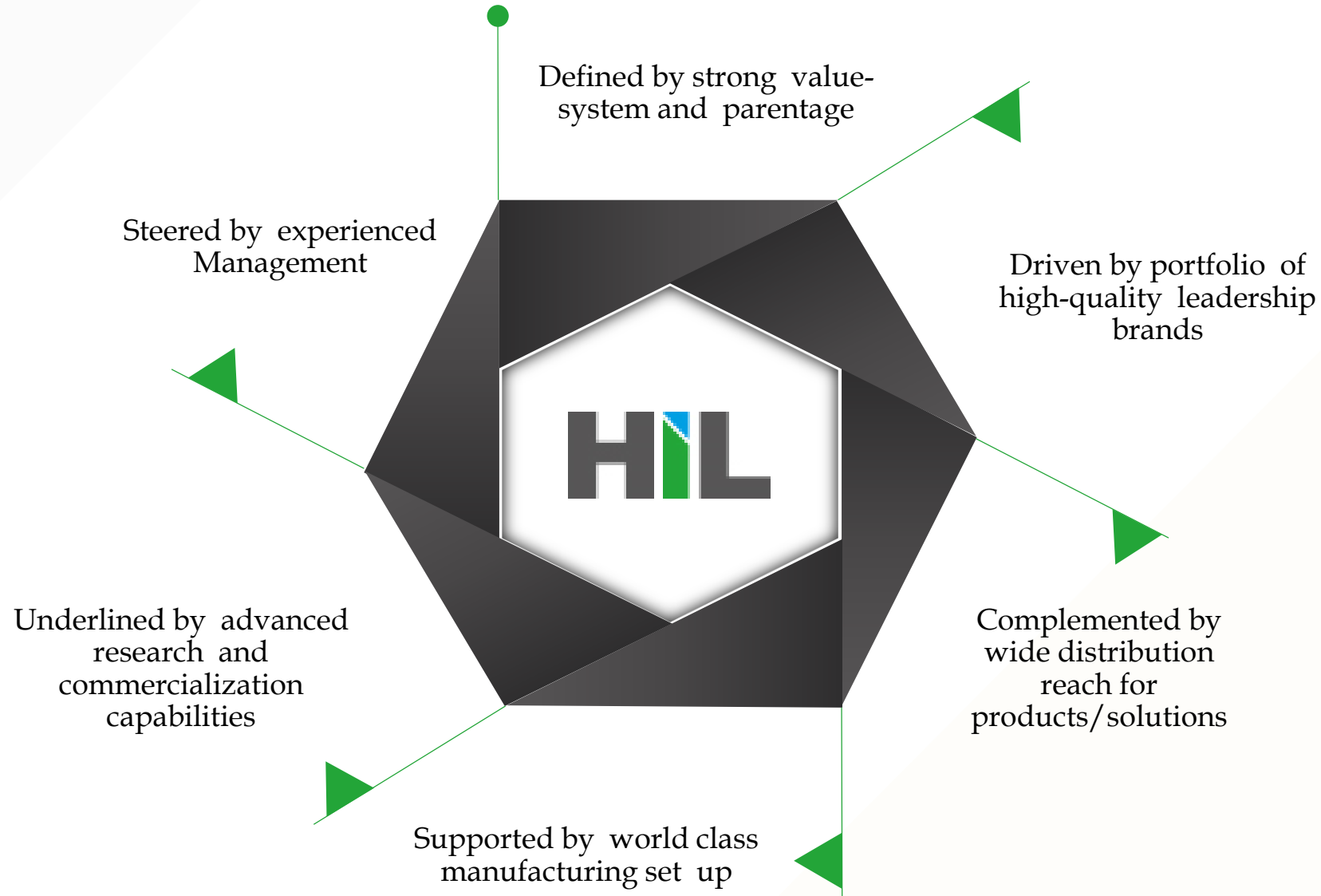
- Established brands
- Committed dealership
- Momentum in margins through sustainable efficiencies



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

- Develop adjacent complementarities
- Harness existing core strengths

HIL's Strengths



The Superbrands

HIL has been enjoying the Superbrand status for the past 5 consecutive years



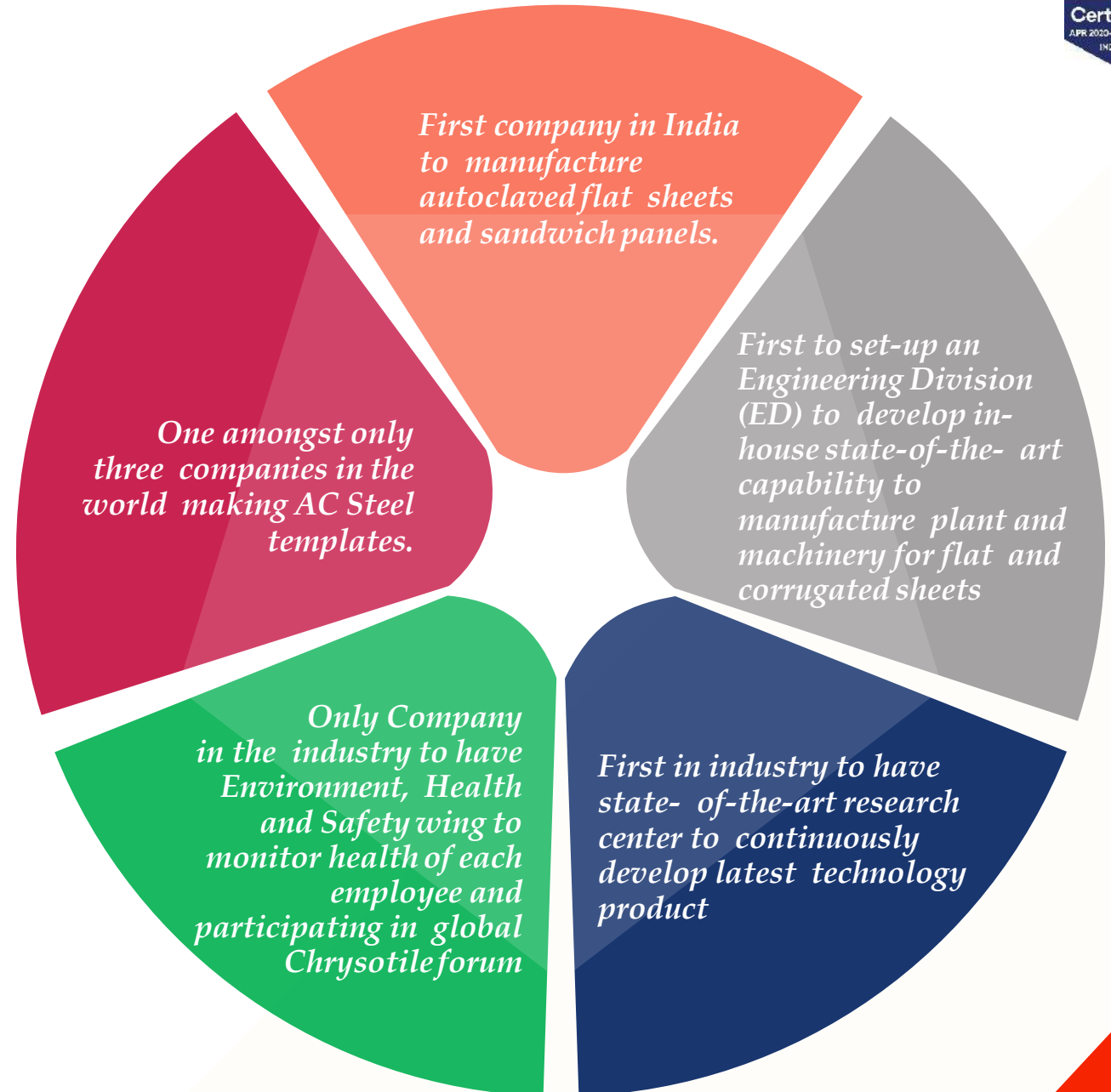
A Superbrand is a recognition of a brand's commitment to quality and excellence of products and services.

Birla Aerocon and Charminar of HIL have been bestowed upon with the status of 'CONSUMER SUPERBRAND' this year. Both have been ranked one of the top 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



Distribution Spread

Key competitive advantage

- 21 Manufacturing facilities
- 38 Sales depots
- 7 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

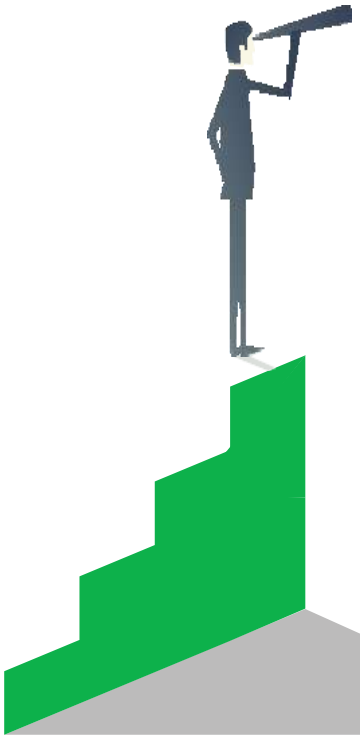


Polymer Solution



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.

Value, Vision and Lineage

Our Values

Accountability

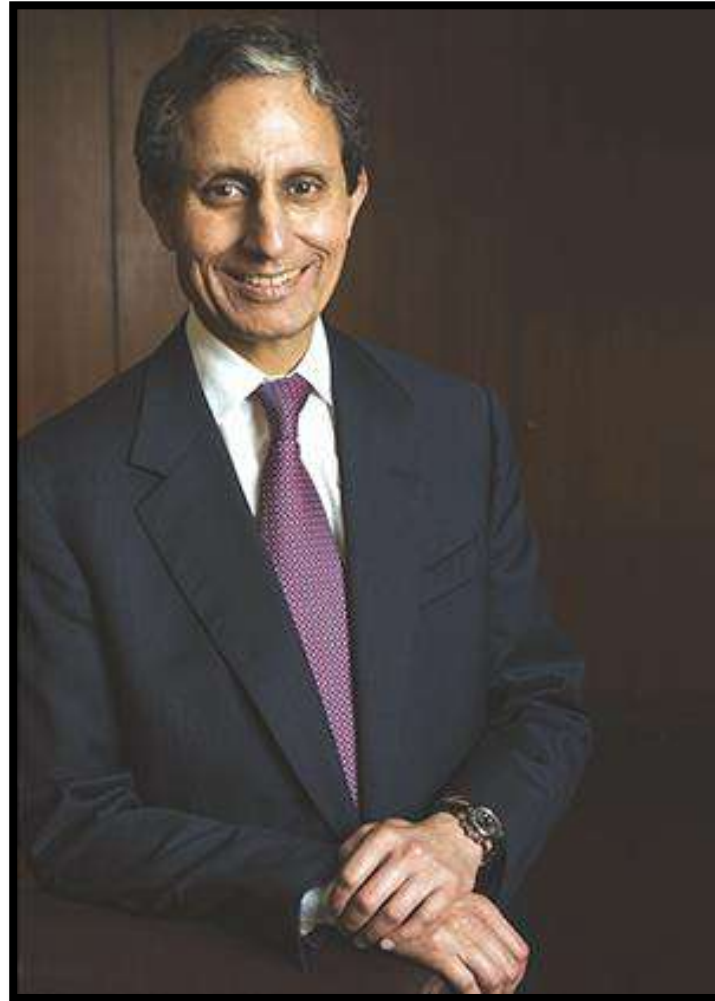
Integrity

Respect

Teamwork

Excellence

Innovation



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

Award Won Recently



Asia's Most Trusted
Company, 2019
- IBC, USA



2019-20
Most Promising
Business Leaders of
Asia , 2019-20
- The Economic Times



Fortune
The Next 500



Iconic Award
for Parador,
2019



Design Award
for Parador,
2019

Award Won Recently



HIL Legal team
won "BEST TEAM
OF THE YEAR"
award in UBS
Forum



ICONIC AWARDS
FOR INNOVATIVE
INTERIOR PARADOR
2020



GERMAN DESIGN
AWARD WINNER
2020



EFFIES AWARD
2019-20 for TVC
"NAAM DEKHKE
LENA"



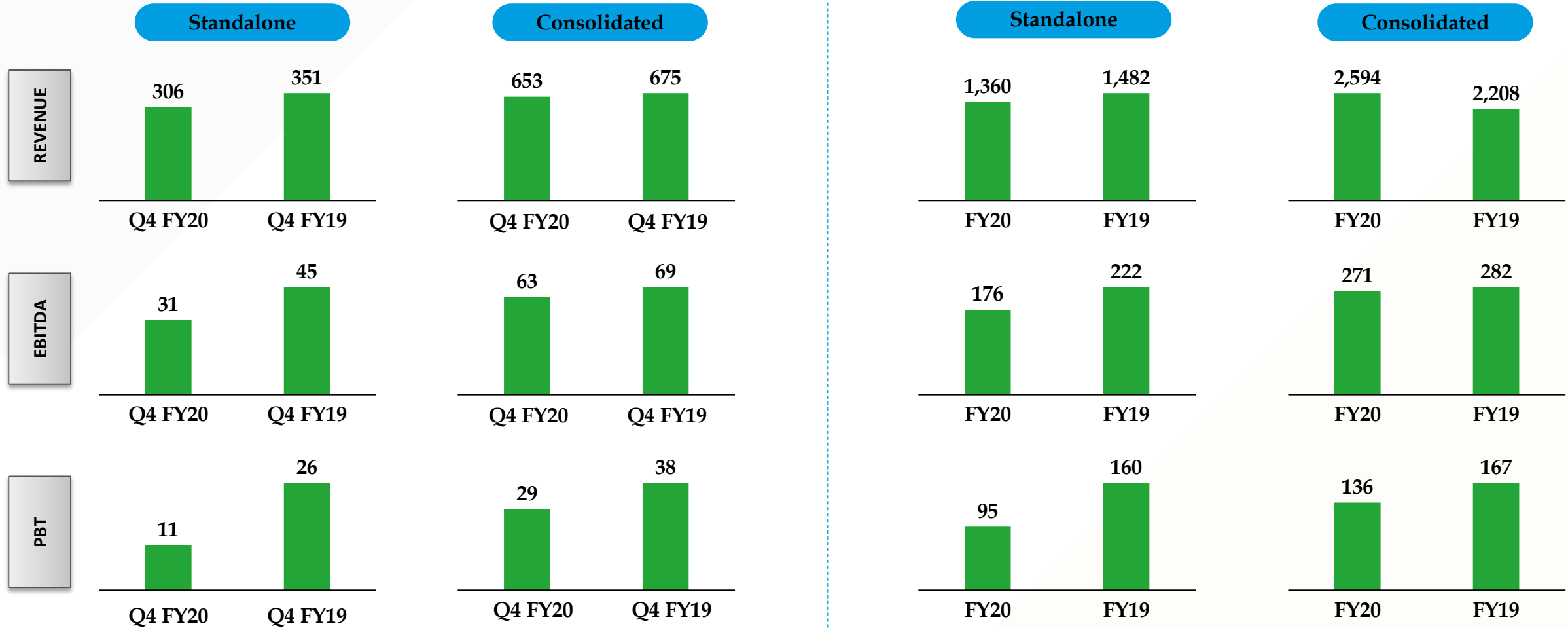
TECHNOLOGY
SENATE AWARD
Received by IT team for
INDUSTRY 4.0



Quarterly Discussion

Highlights of Q4 & FY20 Performance

In Rs. Crore



All numbers are inclusive of discontinued operations of Thermal Insulation business

Financial Statements – P&L

In Rs. Crore

INR Crore	Standalone		Y-o-Y	Consolidated		Y-o-Y
	Q4 FY20	Q4 FY19		Q4 FY20	Q4 FY19	
Total Revenue	317	359	-12%	659	681	-3%
Total Expenditure	286	314	-9%	596	612	-3%
EBITDA	31	45	-30%	63	69	-9%
PBT	11	26	-58%	29	38	-25%
PAT	9	16	-43%	24	27	-12%
EPS	11.98	20.91	--	31.78	36.34	--

Complied as per Ind AS

All numbers are inclusive of discontinued operations of Thermal Insulation business

Financial Statements – P&L

In Rs. Crore

INR Crore	Standalone		Y-o-Y	Consolidated		Y-o-Y
	FY20	FY19		FY20	FY19	
Total Revenue	1,397	1,514	-8%	2,619	2,235	17%
Total Expenditure	1,221	1,292	-5%	2,348	1,953	20%
EBITDA	176	222	-21%	271	282	-4%
PBT	95	160	-41%	136	167	-19%
PAT	77	102	-24%	106	101	5%
EPS	102.62	135.94	--	141.73	135.78	--

Complied as per Ind AS

All numbers are inclusive of discontinued operations of Thermal Insulation business

Results discussion - Segmental

Q4 Revenue impacted due to CAA protest in several parts of the country and CoVID-19 impact in the later part of March

In Rs. Crore

Rs. Crore	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y
Revenues						
Roofing Solutions	153	188	-18%	733	874	-16%
Building Solutions	86	94	-9%	359	363	-1%
Polymer Solutions	63	65	-4%	254	233	9%
Flooring Solutions	350	324	8%	1,244	726	71%
Others	3	4	-19%	13	15	-15%

Complied as per Ind AS

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

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

Polymer Solutions: Pipes and Fittings and Wall Putty

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

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

- Roofing Solutions witnessed challenging market conditions with focus continuing on conserving margins
- Building Materials and Polymers Solutions are witnessing headwinds of a prolonged the real estate slowdown
- Polymer Solutions and Flooring Solutions growth duly supported by the attractive product portfolio and well targeted promotional initiatives
- Parador's performance has improved since the acquisition and the business is self-sustaining, even during CoVID-19, despite Europe being one of the worst hit geographies

Results discussion

In Rs. Crore

INR Crore	Standalone			Consolidated		
	Q4 FY20	Q4 FY19	Y-o-Y	Q4 FY20	Q4 FY19	Y-o-Y
EBITDA	31	45	-30%	63	69	-9%
<i>EBITDA Margin</i>	10%	12%	-264 bps	10%	10%	-62 bps
PBT	11	26	-58%	29	38	-25%
<i>PBT Margin</i>	3%	7%	-386 bps	4%	6%	-125 bps
PAT	9	16	-43%	24	27	-12%
<i>PAT Margin</i>	3%	4%	-157 bps	4%	4%	-39 bps

- EBITDA lost on account of lower revenue due to liquidity constraints in the rural economy, staggered elections leading to crunch in the market demand, availability of labour, CAA protest in several parts of the country and lockdown due to CoVID-19 as well as increase in prices of raw material during the year
- However Focus is on driving efficiencies and productivity in the system to conserve margins

INR Crore	Standalone			Consolidated		
	FY20	FY19	Y-o-Y	FY20	FY19	Y-o-Y
EBITDA	176	222	-21%	271	282	-4%
<i>EBITDA Margin</i>	13%	15%	-210 bps	10%	13%	-224 bps
PBT	95	160	-41%	136	167	-19%
<i>PBT Margin</i>	7%	11%	-380 bps	5%	7%	-227 bps
PAT	77	102	-24%	106	101	5%
<i>PAT Margin</i>	6%	7%	-123 bps	4%	5%	-51 bps

All numbers are inclusive of discontinued operations of Thermal Insulation business

Financial Statements – Balance Sheet

Particular (Rs. Crore)	Standalone		Consolidated	
	31.3.2020	31.03.2019	31.3.2020	31.03.2019
A) Equity & Liabilities				
Shareholder's funds	705	647	743	637
Non-current liabilities	256	355	606	673
Current liabilities	576	451	805	665
TOTAL EQUITY & LIABILITIES	1,537	1,453	2,154	1,975
B) Assets				
Non-current assets	1,049	1,064	1,214	1,168
Current assets	488	389	940	807
TOTAL ASSETS	1,537	1,453	2,154	1,975

- Net worth increased to Rs. 743 crore as on Mar 31, 2020 from Rs. 637 crore as on March 31, 2019
- Net Debt to Equity at 0.99x as on Mar 31, 2020 vs. 1.04x as on March 31, 2019
- Continue to take measures to strengthen the Balance Sheet

CHALLENGES FORSEEN DUE TO COVID-19

- Q1 is the best quarter for HIL in view of seasonal demand for its high yielding margin product, Fibre Cement Sheets
- Country wide lockdown and restrictions on movement impacted the demand scenario for the month of April.
- Uncertainty in revival of Real Estate Sector will have cascading effect in Building Solution & Polymer Solution businesses throughout the year – owing to our focus mainly in Mega cities which have all come under containment area / red zones.
- Migration of workers and non-availability of entire workforce are continue to pose an ongoing challenge for logistic and manufacturing.
- Change in spending pattern of the consumers may further impact the business scenarios.
- Overall the exact impact of Covid-19 yet to be assessed though HIL is prepared fully to combat this situation.

CHALLENGES FORSEEN DUE TO COVID-19

HIL team together started preparing for handling the “Unknown Future” with a clear focus on :

- Challenging each cost line item – ZERO based approach
- Convert crisis into opportunity – Re-imagine the organization towards a lean and efficient model
- Formation of 10 work streams with clear charters towards a common goal of protecting profitability and people’s health
- Enhance customer centricity and connect utilizing digital media effectively
- Maximize operational efficiencies
- Review external risks (e.g. reduction in volume, NSRs, Forex, etc.)
- Day 0 planning to be ready to enhance business impact as soon as market opens up

....While improving “*One HIL*” bonding and agreeing to share the pain

Committed to convert this crisis to an opportunity

- Precautions were taken across all plants from early on. Hygiene conditions were maintained and sanitization was increased. Employees were tested for temperatures and other symptoms
- An enhanced cash-flow management (cross border) strengthening company's sustainability during this unprecedented time
- Credit policy make ever more stringent – helping towards reduction in working capital and risks
- Costs re-imagine to enhance ongoing profitability as operations settled down
- Digital employee connect & cohesion far better impactful working from home
- Digital connect through lead generation & management portal and individual sessions with customers bringing good results
- 60-70% of Building Solution and Polymer Solution businesses now focus to greener pastures
- Grass root district planning and mapping of secondary and tertiary showing good results in these testing times
- Manufacturing IoT 4.0, RPA, Ariba and many such Digital initiatives now fully operational to enhance transparency, efficiency and cost out

Message from Managing Director & CEO



Dhirup Roy Choudhary

This past year marks the first stage in the strategic transformation of HIL. Whereas we have balanced our generational leadership in roofing with sustainable green solutions in the form of Charminar Fortune we have also ventured strongly into the flooring segment. Building a durable presence in key world markets through an expanding portfolio will be the next step in this process of evolution. With that context the performance reported during Q4 and FY20 is very much hitting the right milestones.

The CoVID-19 pandemic that continues to occupy our collective mindscape today is something each one of us will have to endure. For the business it represents a transient impact and an opportunity to further build in efficiencies. The entire CK Birla group and HIL stands with humanity in this very crucial hour and has initiated a host of initiatives to support the needs of fellow countrymen. CK Birla group has together contributed close to Rs. 35 crore (of which HIL contributed Rs. 3 crore) into PM Care fund for the service of the nation and fellow countrymen. Most of our employees have willingly donated their 1 day salary which we have used to provide financial support to plumbers, masons, and carpenters.

Heading into Q4 each of our SBUs was tracking good momentum. Our roofing solutions brands continue to stand for the best in industry. Together with our peers in business we are working towards mitigating the sudden disruption to seamless availability of the fibre and during the present year one will see greater stability on that front. We have sufficient stocks in the system and are continuing to work through the initial roadblocks in reaching the SKUs to where the demand lies.

Building Materials and Polymers Solutions are witnessing a prolonged impact as the real estate industry is deeply affected as the supply of labour is imperilled. The disruption could be protracted; as long as the underlying dynamics around construction activity on one hand and demand offtake on the other, do not normalise.

Our Parador operations is hardly impacted in Q4 despite Europe being one of the worst hit geographies during CoVID-19. In the parent geographies of Germany and Austria, we modified our sales approach through DIY and e-business, where we safely provided the deliveries, and the customers took responsibility of installations. It worked well and helped us maintain momentum during tough times. Given that some countries are talking about a phased lifting of those lockdown conditions, we will be in a position to drive sales gradually. With things going back to normal, we will also go back to expanding this business in geographies like China, Spain, France, UK, North America, Nordic countries and so on.

At the corporate level we have formed dedicated teams to oversee operating salience during the lockdowns and chart out a Day-0 plan. We are fortunate that we have focussed hard towards conserving capital and being prudent with our working capital and debt financing. The divestiture of certain non-core assets is on track and we shall have favourable reduction in the debt that we have assumed in the Indian entity towards Parador.

We are addressing a diversified basket of segments within the building materials space and there isn't an iota of doubt as regards the long-term opportunity in each of them. If one parks aside the short-term impediments that we are witnessing I am truly confident of reverting to our strategic pathway sooner rather than later.

Outlook

Growth from leadership roofing business through optimised distribution and stronger marketing

Investment in creating opportunities for growth in AAC Blocks & Panels by way of capacity expansion

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

Build a sustainable distribution network by establishing Sales Joint Ventures / subsidiaries in selected markets

Committed to driving profitability momentum in coming quarters

Corporate Social Responsibility



New Classroom building in
Somnathpur Girls high school



Distributed books and notebooks in
Center of Social services, Hyderabad



Toilet in Chennai,
Thiruvalluvar District



Hearing aid distributed to Divyangas
Akshay Akruti Foundation, Hyderabad



वनवासी रक्षा परिवार फाउण्डेशन

(वनबंधुओं के उत्थान को समर्पित)

Address:- B-4, 2nd Floor, Housing Society South Ext-1, New Delhi-110049
Contact us :- 011-4798-0066, +91-96672-60911, www.vrpf.org.in, info@shss.org.in,

Vanvasi Raksha Pariwar Foundation,
Sponsored Rural development

Corporate Social Responsibility



Narendra Modi
@narendramodi

Outstanding gesture by
[@TheCKBirlaGroup](#). Thank
you to their entire team.
[#IndiaFightsCorona](#)

The CK Birla Group @TheCKBirlaGro... · 11h
The CK Birla Group, Amita and CK Birla, commit ₹35 Crores to support the Government in the fight against COVID-19.
@narendramodi
#COVID19...



The CK Birla Group pledges its support for the fight against COVID-19

The CK Birla Group, Amita and CK Birla, have made a commitment of ₹35 crores to support the Government in the fight against COVID-19. ₹25 crores will be contributed to the PM-CARES Fund, and the remaining amount is being directed towards State Government funds and supplying equipment, masks, PPE's.

The hospitals of the Group in Kolkata and Jaipur are working with the respective state governments in mitigating this crisis. In the same spirit of solidarity with the nation, the employees of each of the Group companies are making voluntary personal contributions towards this fund, which will be added to this corpus.

The COVID-19 crisis is the defining crisis of our times, and our response, support

**HIL contributed INR 3 crore
towards PM Care fund**



**Distributed grocery to
migrant laborers**



**Distributed hand sanitizers
to front line warriors**



GPTW Certified Company – 2nd Consecutive year



Contact Us

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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 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. 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. Paradior, 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>

Thank You