

Date: February 8, 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 nine months ended December 31, 2018

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 nine months ended December 31, 2018.

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

Q3 & 9M FY19 Result Presentation

Disclaimer

Cautionary statement regarding forward-looking statements

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STRATEGIC OVERVIEW

CK Birla Group – A 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

Entwined with modern history of India

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



BIMB



CMRI



RBH



HIL Overview

Strong brand equity



- Fibre Cement Sheets
- Coloured Steel Sheets
- Non-asbestos Cement based Corrugated 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
- SWR Pipes and Fitting



- Engineered Wood Flooring
- Laminate Flooring
- Resilient Flooring
- Skirting and Accessories



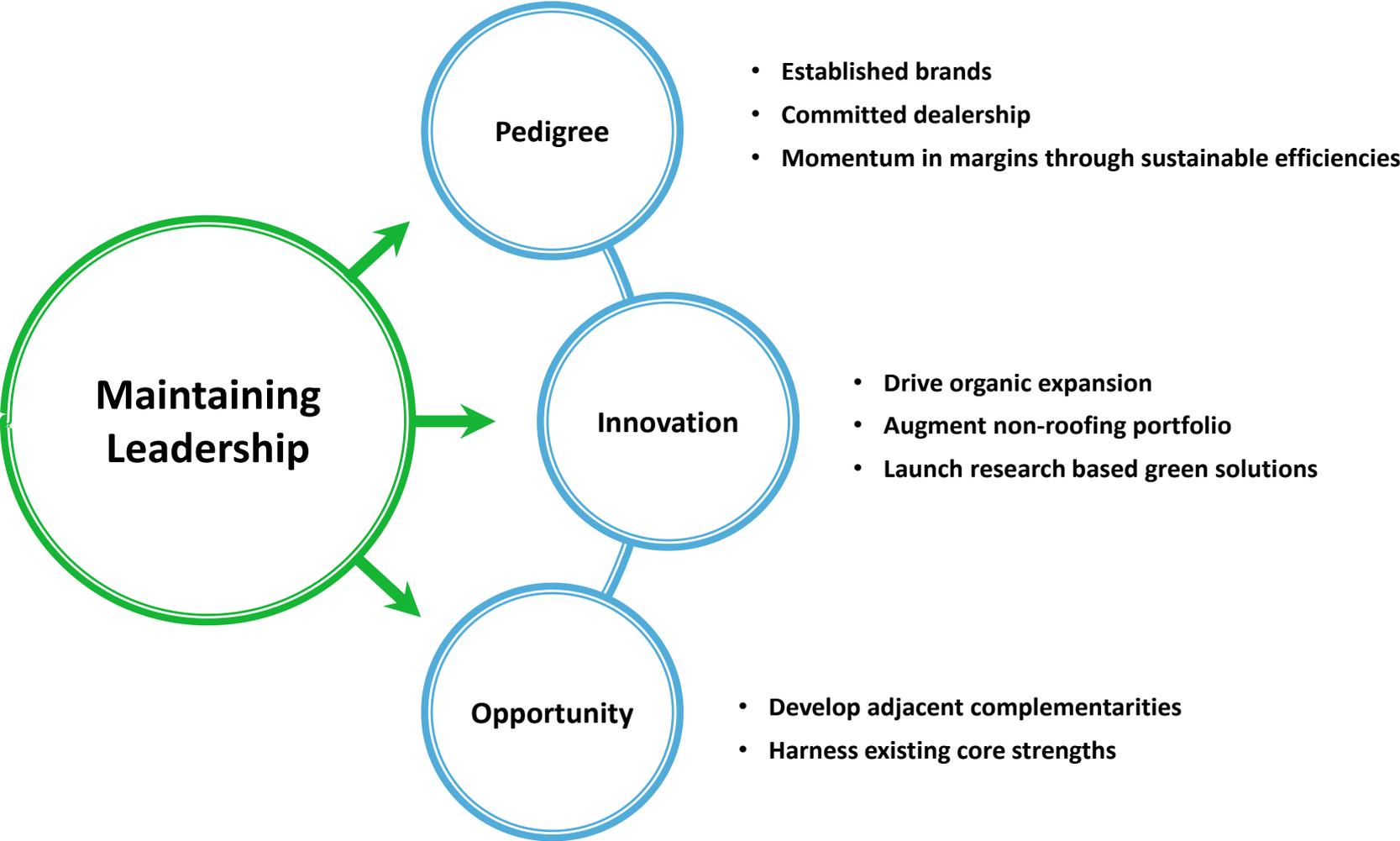
- Revolutionary High Temperature Insulation

Over 7 decades experience in handling of Chrysotile: Blemish-free health & safety record

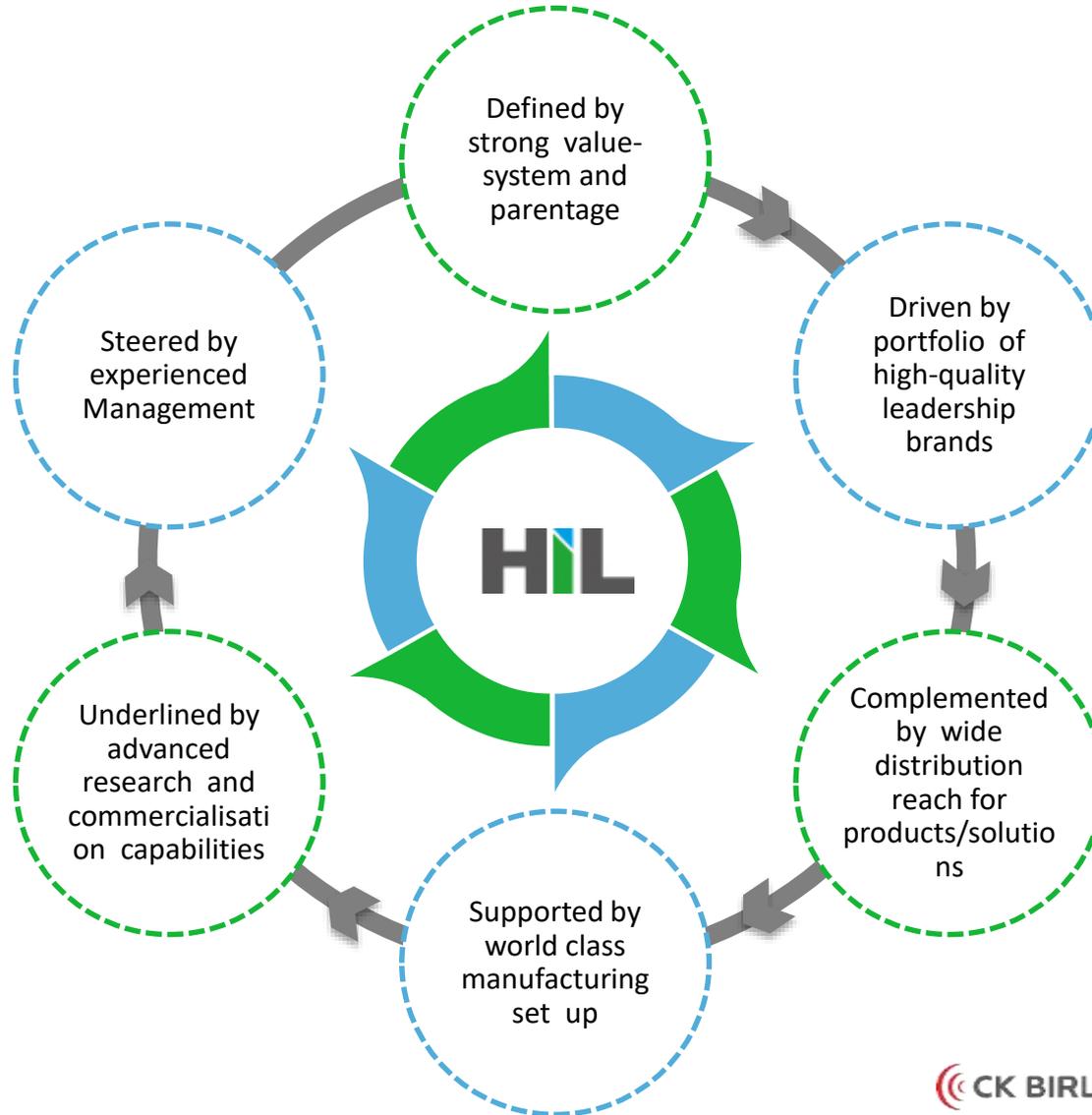
Unique product attributes driving competitive advantage: Highest strength, Least breakage, Durable across lifetime

Leader in Transformation

HIL's Agenda for Growth



HIL's Strengths



The Superbrands

Out of 4,500 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.

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

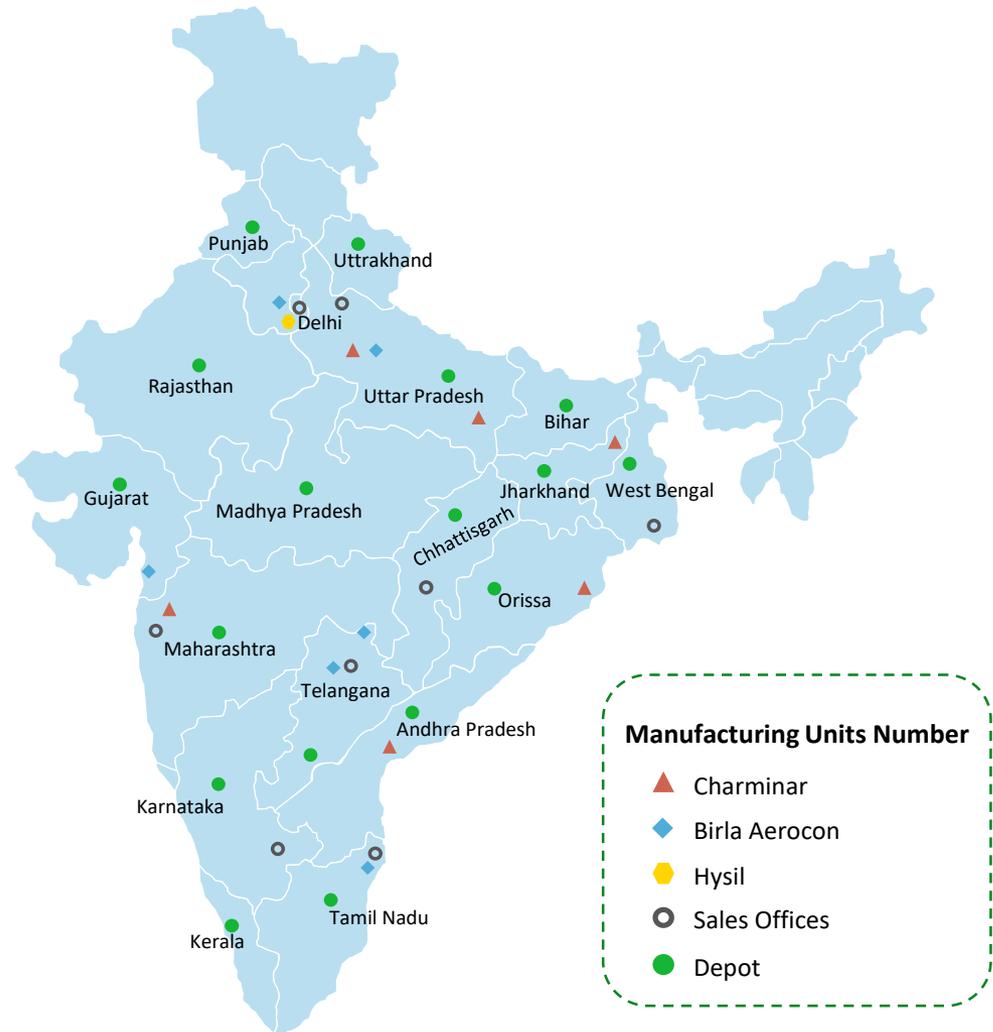
First to set-up an Engineering Division (ED) to develop in-house state-of-the-art capability to manufacture plant and machinery for flat and corrugated sheets

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

Distribution Spread

Key competitive advantage

- 22 Manufacturing facilities
- 39 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

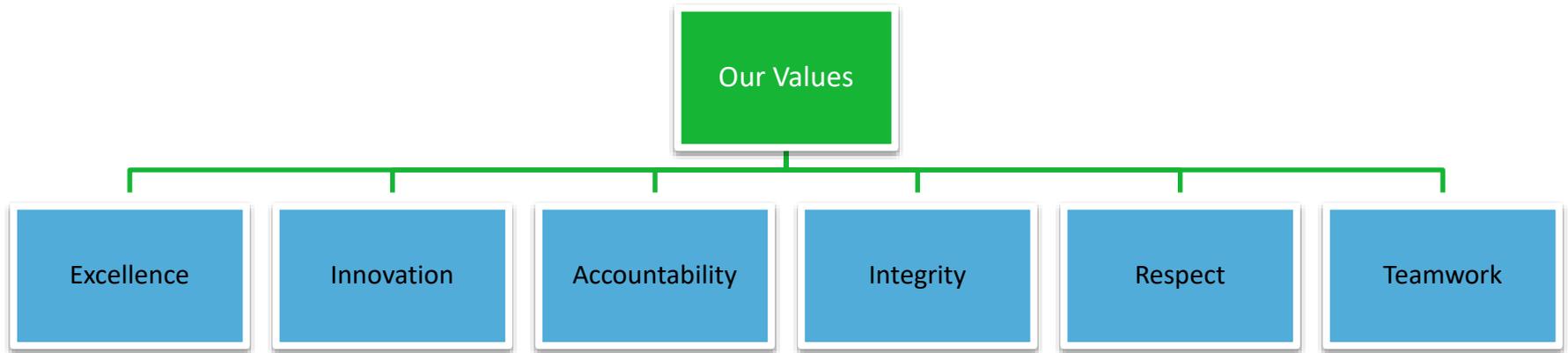
Vision and Mission

**“To be a leading, global, innovative, and eco-friendly,
building and infrastructure solutions company
and
create sustainable value for our stakeholders”**

- a) To deliver a diversified portfolio of eco-friendly products and solutions fueled by innovation**
- b) To build a strong corporate brand present across all continents**
- c) To digitalize processes end -to-end for business excellence**
- d) 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 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

Awards



Economic Times – Our MD & CEO recognized as Most Promising Business Leader of Asia



Kondapalli Factory – Best Greenery Award



Balasore plant – MSME Award



Asia's Most Trusted Brand Award



Economic Times – Iconic Brand



Kondapalli Factory – Best CSR Partner Award

Corporate Social Responsibility



RENOVATION OF A RESIDENTIAL UNIT AT SARAS KUNJ,
JASIDIH UNDER CSR 2018-19



INSTALLATION OF HAND TUBE WELL AT SANTHALI VILLAGE,
Jharkhand UNDER CSR 2018-19

PARADOR NOW PART OF HIL

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 Holdings GmbH, founded in 1977, is a Germany based, vertically integrated, full-range supplier which designs, manufactures and distributes a wide range of flooring solutions including resilient flooring, laminate and engineered wood floors, wall & ceiling panels, skirtings and related accessories

Has one factory each in Coesfeld, Germany and Güssing, Austria

Parador has been a partner of the "Plant-for-the-Planet" Foundation, which is active worldwide for afforestation and climate protection

For outstanding product design, Parador was awarded international prizes, including the red dot design award, the Interior Innovation Award and the German Design Award

Parador, is the category leader in design and innovation with all products developed internally and produced with "Made in Germany" and "Made in Austria" quality

Its net revenue rose to €142.2 million in CY2017 from €134.8 million the year before

The Company has long-standing relationships with all major customers and exports more than 50% of its sales to over 80 countries

Parador: Suite of Products



Laminate Flooring



Engineered wood flooring



Resilient Floor Covering

Parador: Manufacturing Expertise

Germany



Key Facts

Manufacturing of resilient and laminate

Facility area: **136k sqm**

Production area: **55k sqm**

Employees: **366**

Capacity Utilization: **68%**

Austria



Key Facts

Manufacturing of engineered wood

Facility area: **90k sqm**

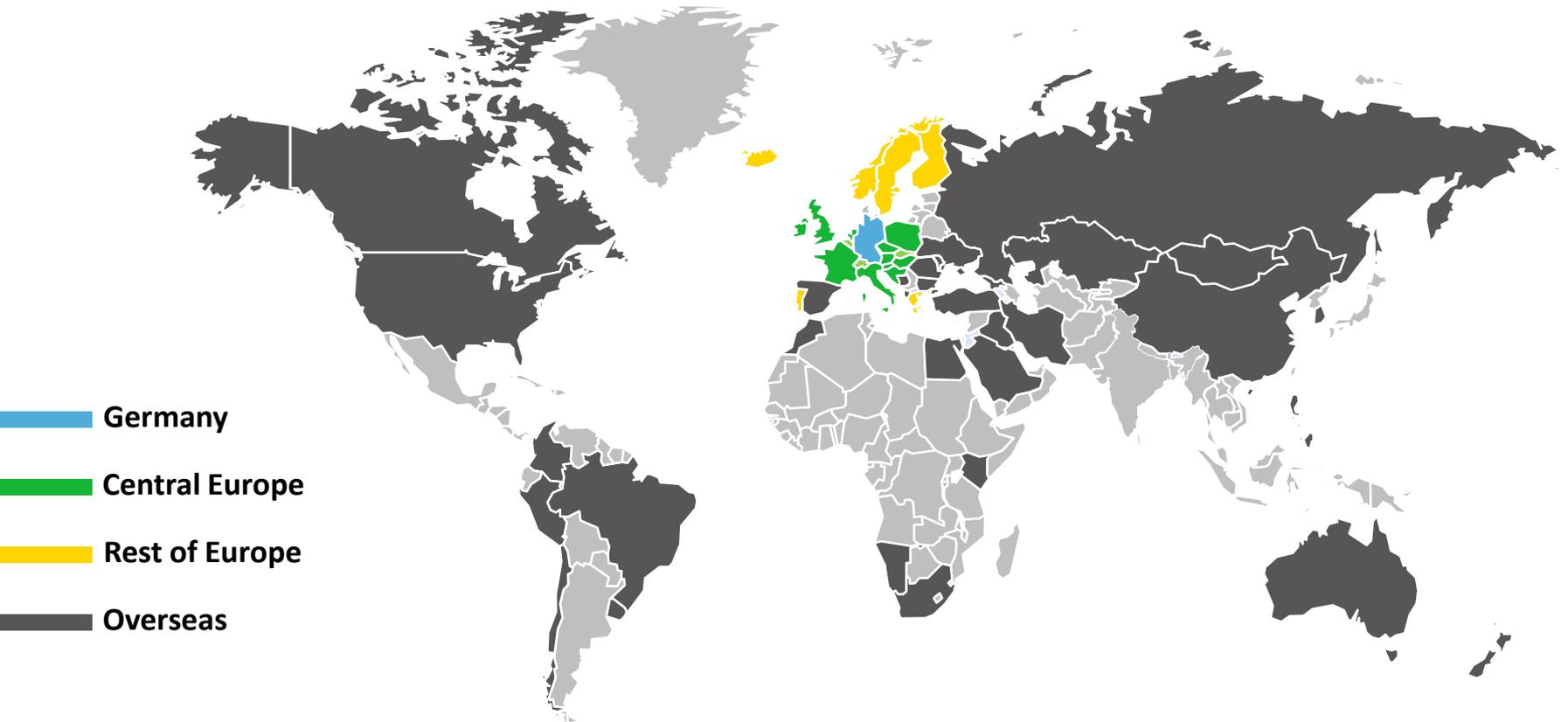
Production area: **15k sqm**

Employees: **128**

Capacity Utilization: **65%**

State-of-the-art production facilities

Parador: Global Footprint



Though the 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

Evaluate 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

QUARTERLY DISCUSSION

Highlights of Q3 & 9M FY19 performance

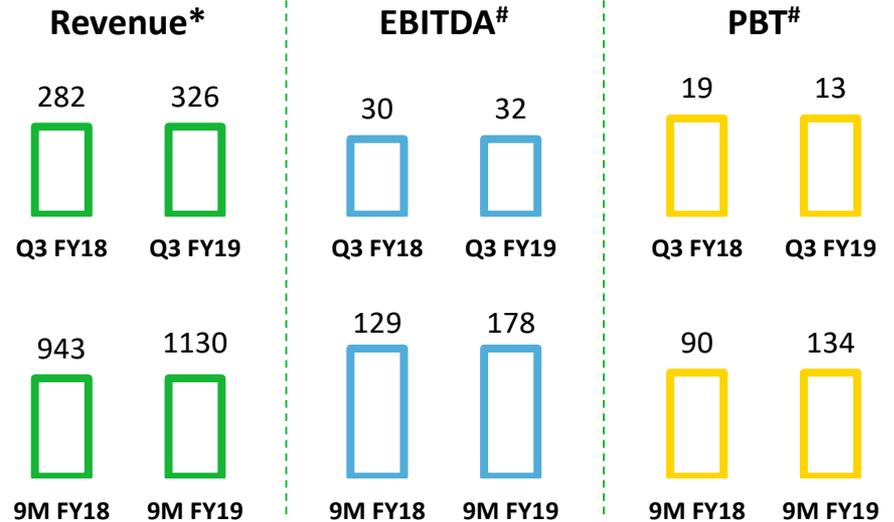
In Rs. Crore

Highlights

Continued growth traction in piping solutions backed by extensive –brand, product range and network. Building on gains in roofing solutions and building solutions

Enhanced operating leverage through optimisation of processes and costs; to produce sustained improvement in earnings

Driving gains in Pipes & Fittings business through common synergies, new strategies and streamlined operations



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

Developments

- # EBITDA and PBT are lowered during the quarter on account of reversal of Forex gain of Rs.7.5 Crore booked in Q2FY19 on Euro 20 million loan given to wholly owned subsidiary in Germany for purchase of shares of Parador Holdings GmbH. The underlying EBITDA for the quarter is Rs.39 crore thereby registering a growth of 29% Y-O-Y
- Charminar Fortune making headway in the institutional segment on small base; repeat orders being generated
 - Focus on developing product awareness and product availability
- Roofing solutions seeing enhanced connect with dealer base accompanied by step up in marketing initiatives. Business maintains leadership trajectory
- Building solutions registers continuing gains in volumes in key segments of panels, boards, smart mix and thermal insulation

Financial statements – P&L

Rs. Crore	Q3 FY18	Q3 FY19	Y-o-Y	9M FY18	9M FY19	Y-o-Y	FY18
Total Revenue	285	327	15%	959	1,151	20%	1,349
Total Expenditure	265	314	18%	869	1,018	17%	1,182
EBITDA*	30	32	4%	129	178	38%	171
PBT*	19	13	-31%	90	134	49%	120
PAT	14	7	-51%	61	86	42%	81
EPS	19.14	9.38		81.18	115.04		108.21

Complied as per Ind AS

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

* EBITDA and PBT are lowered during the quarter on account of reversal of Forex gain of Rs.7.5 Crore booked in Q2FY19 on Euro 20 million loan given to wholly owned subsidiary in Germany for purchase of shares of Parador Holdings GmbH. The underlying EBITDA for the quarter is Rs.39 crore thereby registering a growth of 29% Y-O-Y

Results discussion - segmental

Rs. Crore	Q3 FY18	Q3 FY19	Y-o-Y	9M FY18	9M FY19	Y-o-Y
Revenues						
Roofing Solutions	160	174	9%	621	685	10%
Building Solutions:						
- Wet Wall	69	83	20%	113	151	34%
- Dry Wall	26	29	11%	44	58	31%
- Thermal Insulation Materials	10	9	-8%	26	30	19%
Others:						
Pipes & Fittings	13	29	121%	36	85	132%
Others	5	3	-39%	10	11	10%

Complied as per Ind AS

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

Consistent gains in roofing solution volumes captured in segmental improvement. Q3 revenues up 9% YoY with YTD revenues up 10%

Increase in business in building solutions (15% in Q3 and 26% in 9M) a result dedicated strategy to drive sales of product as a service. Contribution of dry mix to growth gaining momentum

Robust expansion in Pipes & Fittings business follows expected scale up on a wider SKU base

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

Results discussion

Rs. Crore	Q3 FY18	Q3 FY19	Y-o-Y	9M FY18	9M FY19	Y-o-Y
EBITDA	30	32*	4%	129	178	38%
EBITDA Margin	11%	10%	-97bps	13%	15%	197bps

* EBITDA is lowered during the quarter on account of reversal of Forex gain of Rs.7.5 Crore booked in Q2FY19 on Euro 20 million loan given to wholly owned subsidiary in Germany for purchase of shares of Parador Holdings GmbH. The underlying EBITDA for the quarter is Rs.40 crore thereby registering a growth of 29% Y-O-Y

HIL locked onto a pathway of cost containment, realising an enhanced margin profile. Key product lines able to pass on cost variances to customers translating into higher earnings YoY

Optimised process efficiencies and targeted improvement in working capital requirement/funding supporting sustained gains in profitability

Results discussion

Rs. Crore	Q3 FY18	Q3 FY19	Y-o-Y	9M FY18	9M FY19	Y-o-Y
PBT	19	13*	-31%	90	134	49%
PBT Margin	7%	4%	-272bps	9%	12%	224bps

* PBT is lowered during the quarter on account of reversal of Forex gain of Rs.7.5 Crore booked in Q2FY19 on Euro 20 million loan given to wholly owned subsidiary in Germany for purchase of shares of Parador Holdings GmbH. The underlying EBITDA for the quarter is Rs.21 crore thereby registering a growth of 8% Y-O-Y

Robust gains in key profitability metrics seen

Focus on creating profitable growth at the heart of enhanced profitability footprint. Consolidation of businesses of Parador and HIL being achieved on contained balance sheet

Operational break-up

Sales Volume (in '000)		Q3 FY18	Q3 FY19	9M FY18	9M FY19	Installed Capacities
Roofing Solutions						
Fibre Cement Sheets	Tons	151	163	584	630	1,080
Coloured Steel Sheets	Tons	2	1	6	4	28
Eco-friendly, Non-asbestos Roofing	Tons	0	1	0	1	34
Building Solutions						
AAC Blocks	cubic metres	176	178	506	541	825
Panels	tons	17	19	47	55	78
Boards	tons	4	4	12	13	54
Thermal Insulation	tons	2	1	4	5	6
Others						
Pipes & Fittings	tons	1	2	2	5	18

Charminar Fortune – Non-asbestos, Green Roofing Launched

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

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

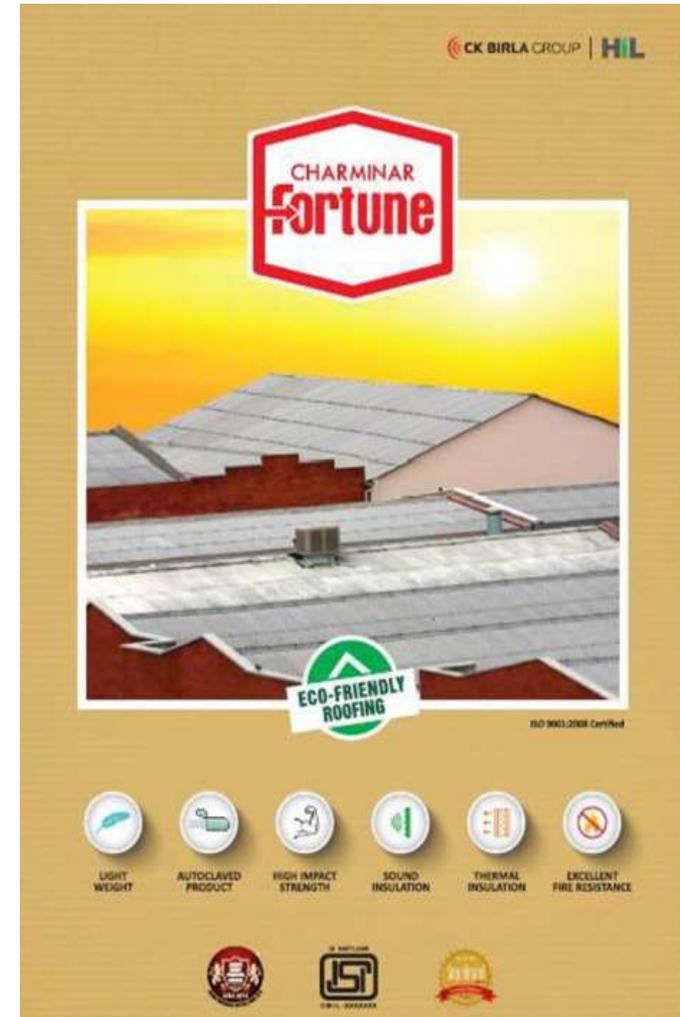
Offers superior product attributes vis-à-vis complimentary product at competitive prices

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

Initial focus on seeding this product, product education and mindshare gains

Response from target segment has been encouraging, expect meaningful contribution FY20 onwards



Focus on building the brand recall and presence in the most promising business segment

Birla Aerocon Pipes and Fittings



52.0% lift in Ad Recall

(best in class, based on studies from ALL vertical(s) in IN)

39.1% lift in Consideration

(best in class, based on studies from ALL vertical(s) in IN)

हिन्दी
ತೆಲುಗು
ಕನ್ನಡ
ತಮಿಝ್
বাংলা
മലയാളം

Message from Managing Director & CEO

Dhirup Roy Choudhary



It is great to be addressing you through this communication. We have done quite well for ourselves in Q3, with performance marked by consistency and momentum.

With a defined roadmap for driving operating leverage with optimisation of distribution infrastructure and dealer activations the roofing solutions business is showing healthy improvement in volumes. Consistent market feedback suggests that there is a lot of goodwill towards the 'Charminar' brand amongst the trade and customers and that truly is a market advantage that we are benefiting from.

There is similar momentum that one is witness to in the Birla Aerocon range. Our products are renowned for quality and longevity. We have supplemented that USP by offering a consultative, solutions-based approach to sales. Consequently in an industry marked by numerous players from the un-organised segment our portfolio not only stands out but has also delivered attractive performance Y-o-Y.

The investments that have been made towards augmenting presence in piping yielded results. Our products stand for great quality and offer lasting solutions for diverse requirements. By virtue of being so entrenched across the building materials value chain the business has progressively scaled up with the expansion in the product range. We are satisfied with the pace of improvement in business and are geared to do even better with the investment cycle coming to a close.

Over the last year and half HIL has stepped up brand building both as a corporate and individually for the brands. This again is resulting in enhanced traction with the intended and relative audiences. The team is also geared to run a lean and efficient operation fiscally and this will continue. As we move to the next phase of growth we are also supporting our talented and skilled employee base to move in step with the pace of progress.

Towards the end of the current financial year we would have completed the integrated exercise with Parador, adding yet another attractive product line. The initial grounds work to drive strategy is showing expected results and we are aiming to steer flooring solutions towards an even greater performance from an operating and financial perspective.

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

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

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, 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 Companies for 2018 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>

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THANK YOU