

Date: 26th April, 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 and year ended 31st March, 2018

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 and year ended 31st March, 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 Limited

Q4 & FY18 Results presentation

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.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

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

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 :

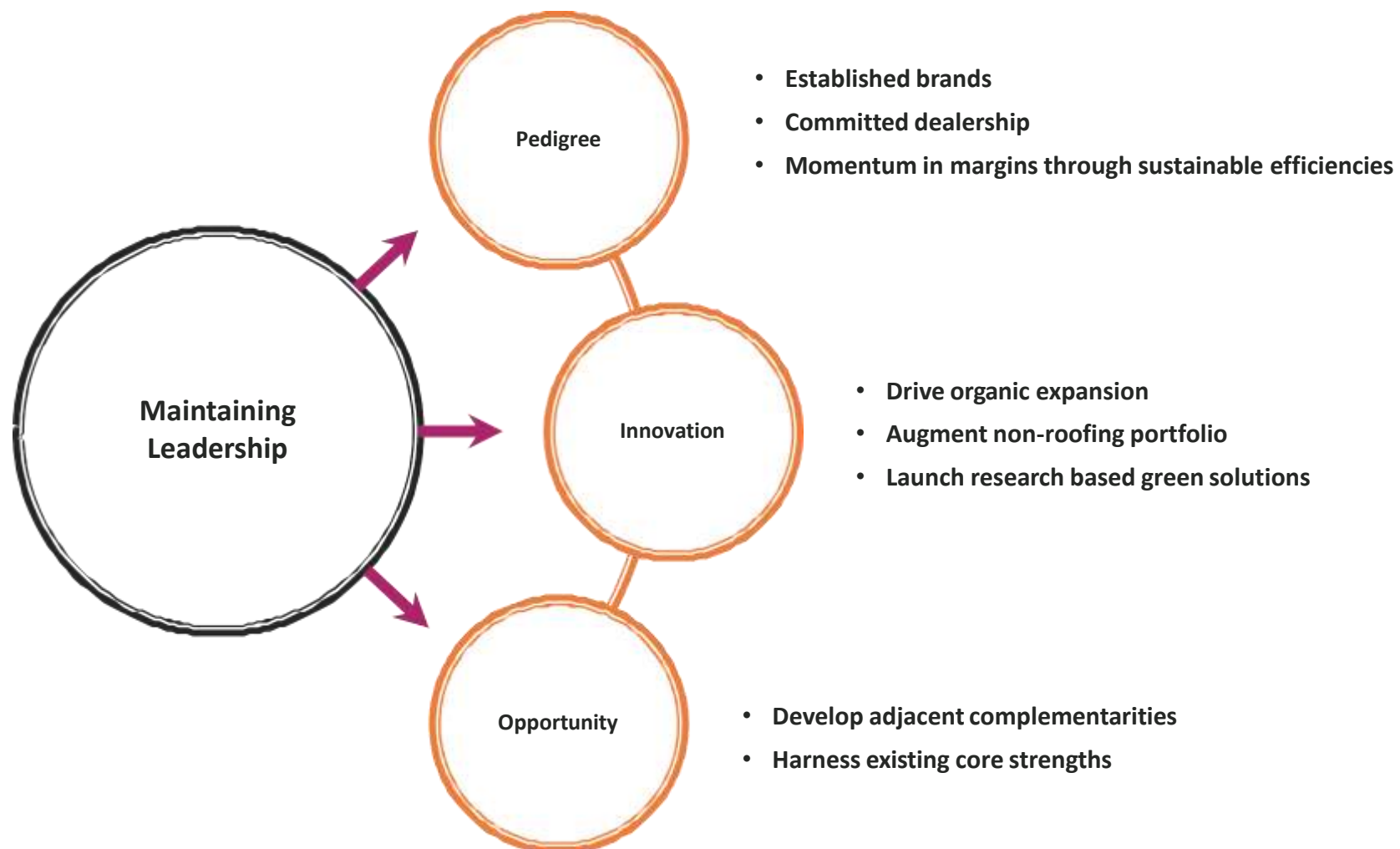
- UPVC Pipes and Fitting
- CPVC Pipes and Fitting
- SWR Pipes and Fitting

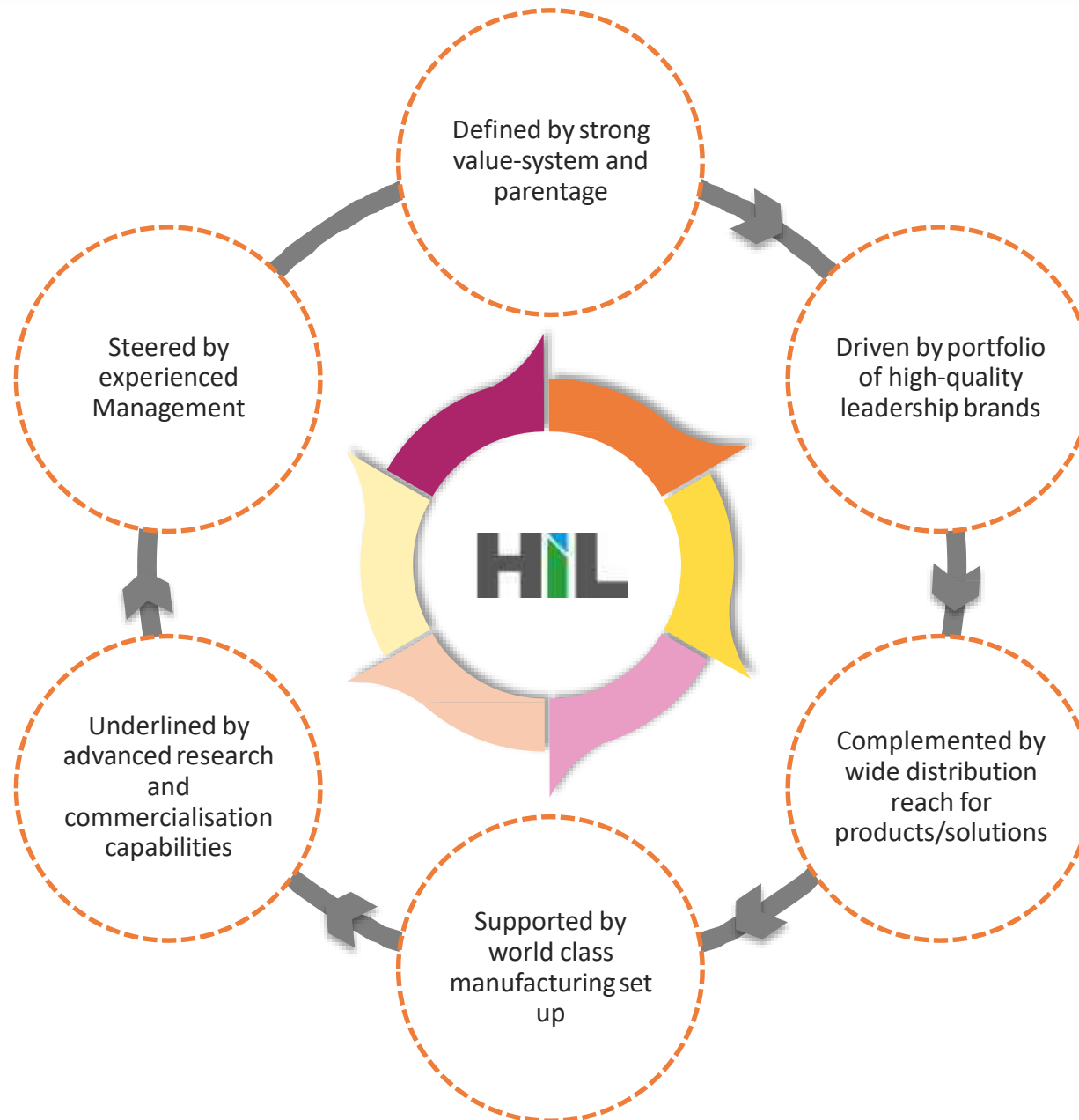


- Revolutionary High Temperature Insulation

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





Award recognizes the success & ingenuity of the fastest growing company across India & the unique brains behind them

Recipient of **"INDIA'S BEST COMPANY OF THE YEAR, 2017"** award as well as **"INDIA'S MOST TRUSTED BRAND OF THE YEAR, 2017"** award by International Brand Consulting Corporation (IBC), USA in the category of Building Material Company.

The selection was based on overall market share, innovation, workplace culture, leadership, business ethics, governance, corporate social responsibility, reputation & other such factors of the company. Most important thing is that the companies awarded here have worked hard to achieve excellence.



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.



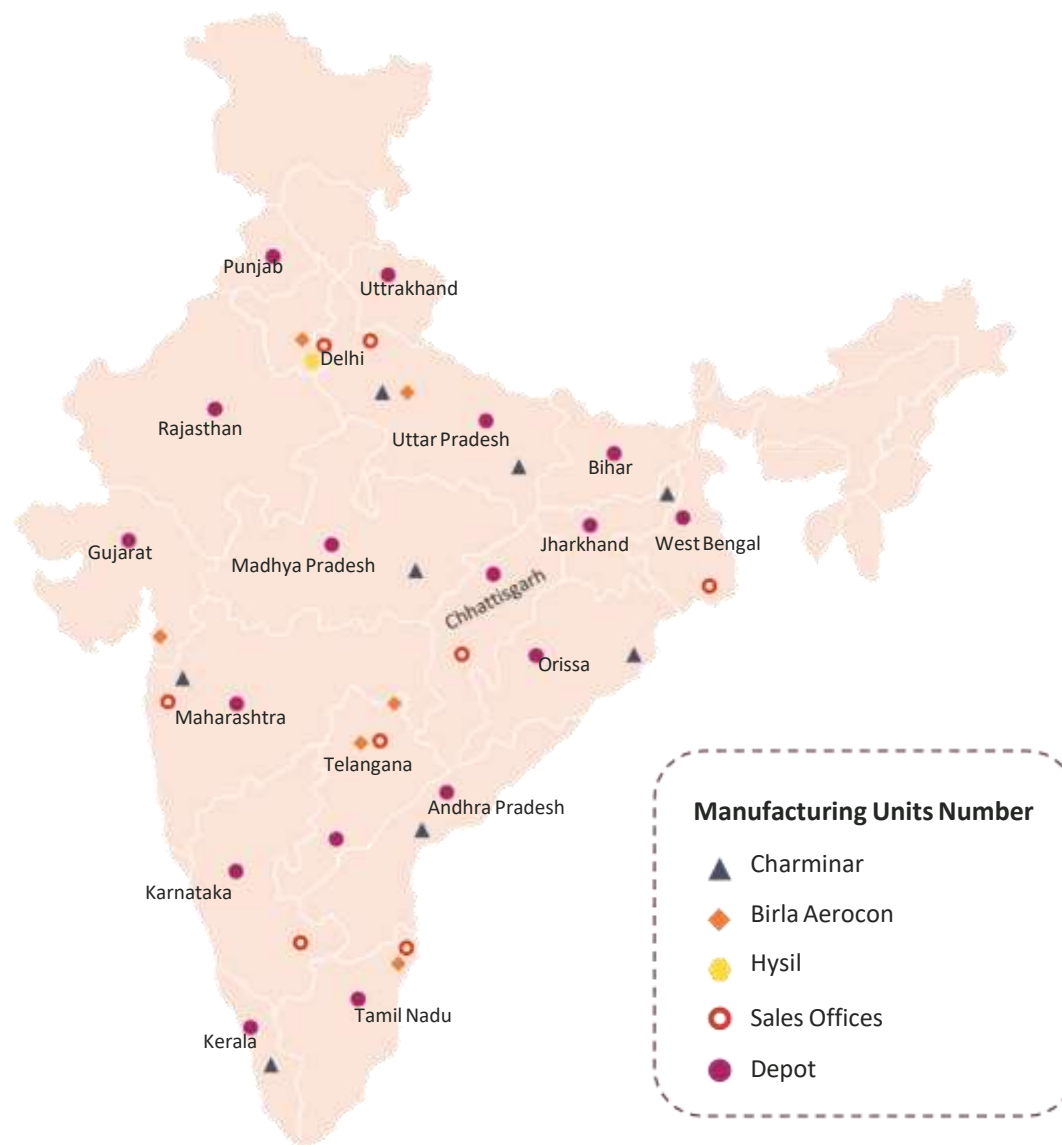
Only Company in the industry to have Environment, Health and Safety wing to monitor health of each employee and participating in global Chrysotile forum

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
- 40 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

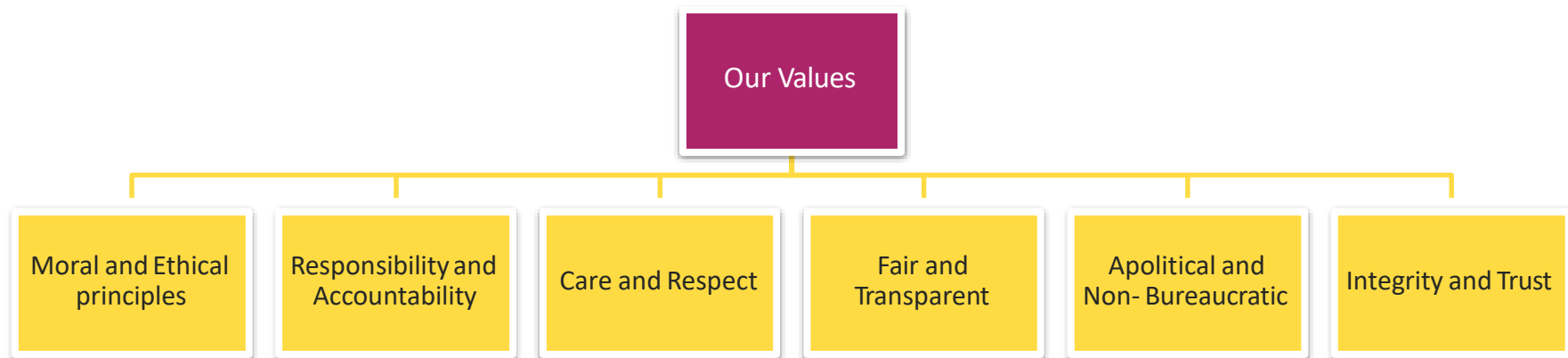


Building Solutions



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

BEST RELATIONSHIP MARKETING PROGRAM



Charminar UNNATI was adjudged the winner in the category "Best use of Relationship marketing in a loyalty program"

'TPM EXCELLENCE AWARD' FOR THREE ROOFING MANUFACTURING PLANTS



Kondapalli Plant in AP and Sathariya Plant in UP conferred with "category A" and Balasore Plant in Odisha conferred with "category B" award by Japan Institute of Plant Maintenance (JIPM) for 'Excellence in Operational Manufacturing'

BEST MANAGEMENT AWARD



Kondapalli Plant in AP conferred Best Management Award by Government of Andhra Pradesh

These recognitions underline HIL's commitment to driving a world-class operation in the field of building material solutions. The awards are also a testament to the dedication of the personnel associated with the respective facilities towards production excellence.



Chennai – Dengue
Awareness and Preventive
Medicine for community



Toilet Renovation, Kannigaiper
Village, Chennai

Sanitation Facility at Manav
Kalyan Trust (Primary School for
Tribal People) Buhari, Gujarat



Renovation of Sanitary facilities
at Govt. School under CSR activity



Construction of water Bore well
in a school in Balasore



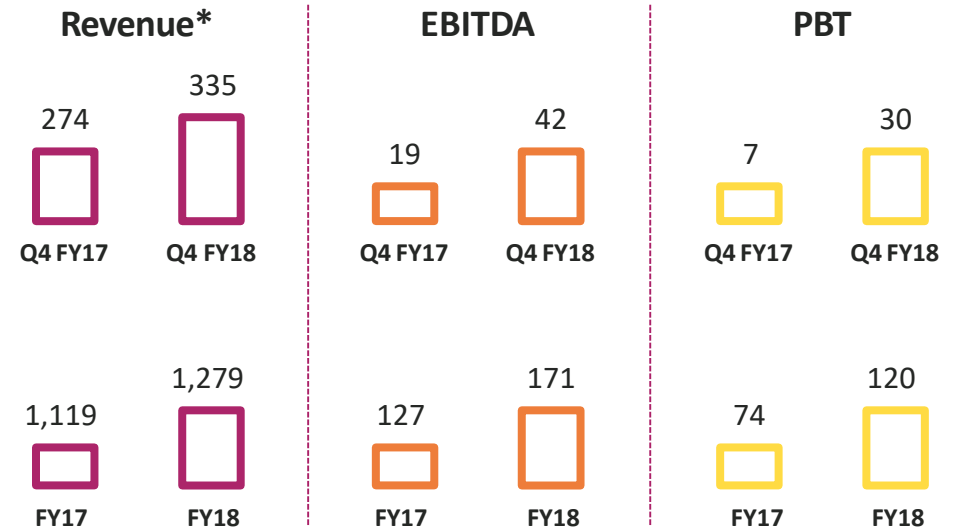
Swachh Bharat Abhiyan
Construction of 63 Individual Home toilets and
construction of public toilet at Kondapalli

Quarterly Discussion

In INR Crore

Highlights

- Continuing momentum in roofing solutions business, augmented by initial uptake for green solution
- Linear improvement seen in margins consequent to higher value realised and cost containment measures taken by the enterprise
- Board announces 125% dividend



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

Developments

- Addressing roofing market comprehensively with Charminar, Charminar Fortune and coloured steel roofing solutions. Seeing healthy build-up in order booking for green roofing solution
- Pursuing 'product plus solutions' strategy in building materials, creating opportunities for longer term engagement with key customers
- Signature association with CSK driving visibility in run up to peak demand season. Generating excitement around flagship brands
- Commenced the commercial production of SWR (Soil, Waste & Rain) Pipes, Pressure Pipes at Faridabad plant in Haryana. This augmentation of the Pipes & Fittings Business portfolio will further strengthen HIL's relationships with the trade channel, plumbers, influencers and builders/developers
- Commissioned ₹100-crore Pipes & Fittings facility at Golan, Surat, to provide strength to foray in a high-potential segment - production capacity to expand from existing 7,500 TPA to about 20,000 TP

INR Crore	Q4 FY17	Q4 FY18	Y-o-Y	FY17	FY18	Y-o-Y
Total Revenue	274	335	22%	1,119	1,279	14%
Total Expenditure	271	314	16%	1,061	1,182	11%
EBITDA	19	42	120%	127	171	35%
PBT	7	30	302%	74	120	63%
PAT	7	20	210%	55	81	48%
EPS	8.7	27.0		73.2	108.2	

Complied as per Ind AS

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

Particular (INR Crore)	31.3.2018	31.3.2017
A) Equity & Liabilities		
Shareholder's funds	566	503
Non-current liabilities	117	109
Current liabilities	336	268
TOTAL EQUITY & LIABILITIES	1,019	880
B) Assets		
Non-current assets	573	535
Current assets	446	345
TOTAL ASSETS	1,019	880

Complied as per Ind AS

Net worth increased to Rs. 566 Crore. as on March 31 2018 from Rs. 503 Crore as on March 31, 2017

Nil interest bearing debt since past 8 quarters. Net Debt to Equity at 0.12x as on March 31 2018 vs. 0.12x as on March 31, 2017

Aggressive drive on working capital management; NWC has come down to 4% of revenue from 12% in FY17

INR Crore	Q4 FY17	Q4 FY18	Y-o-Y	FY17	FY18	Y-o-Y
Revenues						
Roofing Solutions	172	199	15%	747	820	10%
Building Solutions	89	113	27%	318	392	23%
Others	14	24	75%	57	70	23%

Complied as per Ind AS

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

Marked improvement in business volumes in roofing , delivered 15% increase in Q4. Targeting both retail and institutional segments

Solutions centric approach in building solutions driving 27% growth in Q4. Markets attuned strongly to Birla Aerocon brand

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	Q4 FY17	Q4 FY18	Y-o-Y	FY17	FY18	Y-o-Y
EBITDA	19	42	120%	127	171	35%
EBITDA Margin	7%	12%	530 bps	11%	13%	202 bps

Registered highest ever EBITDA in the history of HIL. EBITDA growth in line with broad-based gains in revenue line. Expansion in product and customer matrix opening up opportunities for further leverage in margins
Sustained improvement underlined by disciplined cost optimisation measures

INR Crore	Q4 FY17	Q4 FY18	Y-o-Y	FY17	FY18	Y-o-Y
PBT	7	30	302%	74	120	63%
PBT Margin	3%	9%	604 bps	6%	9%	277 bps

Judicious capital allocation complemented by initiatives to enhance enterprise productivities is setting stage for superior returns

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 INR 13 crore

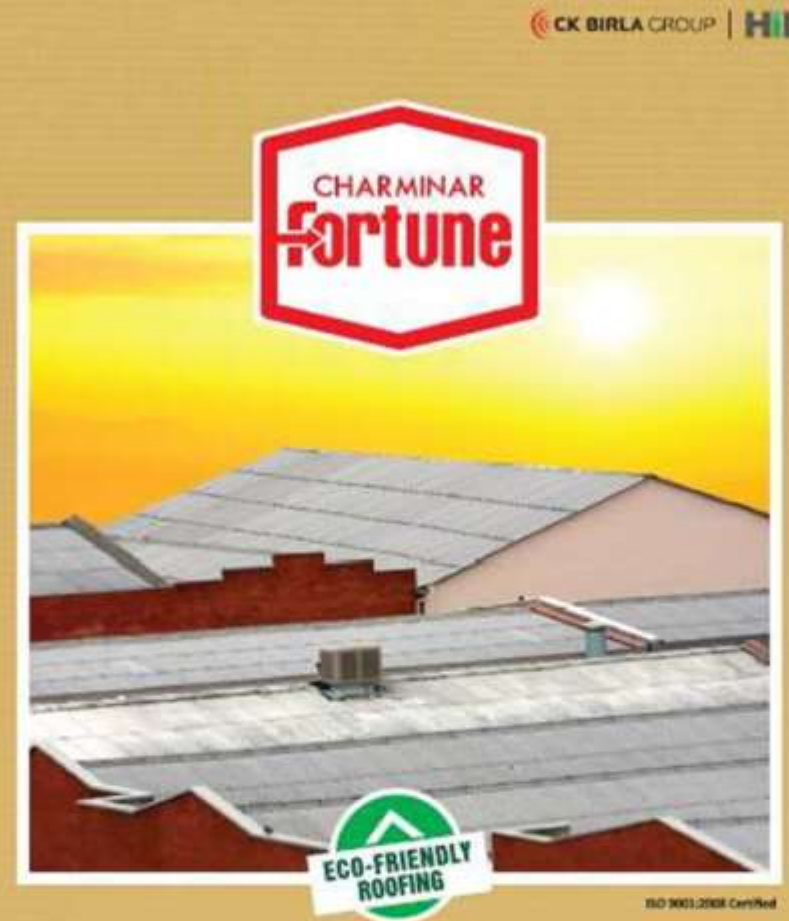
Offers superior product attributes vis-à-vis complimentary product at competitive prices

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 Q2 FY19 onwards



LIGHT WEIGHT



AUTOCRAVED PRODUCT



HIGH IMPACT STRENGTH



SOUND INSULATION



THERMAL INSULATION



EXCELLENT FIRE RESISTANCE





"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 debuts as sponsor of Chennai Super Kings (CSK) from the forthcoming 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, smartputty, panel and blocks.

Dhirup Roy Choudhary



“FY18 has been a seminal year for HIL, where the business charted a strong trajectory underlined by volume improvement in roofing solutions and we were able to seed multiple platforms for sustaining a robust growth narrative. Our brands, Charminar and Birla Aerocon have access to tremendous goodwill both from the trade and the end customers. We have been successful in leveraging the more immediate opportunities across both roofing & building solutions and this has translated into a good increase in the revenue line during the year.

The focus is graduating to building on the gains in margins that we have seen YoY and this will be a function of enhanced presence in through distribution channels in asbestos roofing, the solutions centric approach to growing the building solutions segment, scaling up of the green roofing solutions product and the momentum we are creating in pipes & fittings by way of adding to the profile of products.

Our excitement for the future is underlined by the visibility we are creating around our flagship brands. HIL's association with CSK is intended to showcase our brands to a larger audience through the ever-popular cricket tournament. The loyalty and faith reposed by our business partners and customers in the business and brands makes us identify as champions, much like the team's winning attributes.

Charminar Fortune has been tasked with widening the sales footprint into the institutional category. The way the pipeline has been building up I am glad to share that this has been a timely investment. At present we are committing a single facility to the segment but have full intentions of backing growth as and when required. The beauty of the model is that it is relatively inexpensive to scale up as we are utilising the existing apparatus and capabilities. I must also mention that the growth we have charted up for the pipes & fittings business is closer to being realised as we operationalise plans through new product lines.

It is the vigor within the organisation that enthuses even us, and I am confident that we will be able to deliver a very consistently good set of performances in the coming periods through the articulated objectives.”

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

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

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>

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

Thank You