



Press Release

HSIL Announces Financial Results for the Quarter Ended 30th September 2016

Excellent Q2 performance

| Highlights |
|---------------------------------------------------------|
| Sales grew by 18.5% |
| Profit after taxes (PAT) up by 8.4% |
| Building products sales up by 17.5% |
| Packaging products sales up by 12.5% |
| Excellent performance by new consumer products business |

New Delhi, November 8th 2016: HSIL Limited, a leading building products company and second biggest in packaging products (Container Glass and PET), announced its 2nd quarter results with strong overall performance of its business for the quarter ending September 2016.

The company's revenues from operation in Q2 of FY'16-17 grew to Rs.507 Cr, representing growth of 18.5% over Rs.427 Cr in the corresponding quarter in last fiscal. Profit after taxes of the company of Rs.31.5 crore grew by 8.4% over previous year corresponding figure of Rs.29.1 crore. Previous year net profits has transitioned from Indian GAAP to now applicable IndAS & without adjustment of these transition provisions, the comparable Profit after taxes growth for quarter is around 26%.

The Building Products Division as well as Packaging Products Division have shown excellent growth during the quarter both in terms of Sales and profitability. The sales of building products division grew to Rs.286 crore representing growth of 17.5% over previous year corresponding figures and the packing product division sales grew to Rs.224 crore representing growth of 12.5%.

Mr Sandip Somany, Vice Chairman and Managing Director, HSIL, said *"During the first half of the current financial year, both the Building products division as well Packaging products division have significantly consolidated their respective market shares. Our focus over years has been to provide quality value products, which consumers have well appreciated and we endeavour to further enhance our product basket & service levels."* He further added, *"Our initiative into consumer products business has also shown significant distribution reach growth of 100% over last year and well accepted products portfolio. We have strategically garnered edge in the competitive container glass packaging market through proactive sales growth initiatives & cost optimisations, which have contributed both towards top- line as well as bottom-line growth for the packaging product segment. The caps and closure project is being implemented as per schedule. With improved financials, stronger market positioning in the all major businesses, our initiative to also drive growth through new businesses like consumer products, CPVC/UPVC pipes, security caps & closure products etc. will augment the sustained long term profitable growth for the company."*

About HSIL Limited:

HSIL Limited constitutes two primary business divisions, Building Products and Packaging Products. Within the 'Building Products Division', the product line includes sanitaryware, faucets, wellness and other allied products, and consumer products. The product basket is available in the market under the



brands; Queo, Hindware Italian Collection, Hindware Art, Hindware, Amore, Vents and Benelave. The “Packaging Products Division”, constitutes of container glass business (2nd largest in India) & PET bottles, available under AGI and Garden Polymers respectively.

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