birlanu

Ref: BIRLANU/SE/2026-27/29

August 6, 2026

To
**BSE Limited**
P.J. Towers, Dalal Street,
Mumbai – 400 001
*Scrip Code: 509675*
*Through: BSE Listing Centre*

To
**National Stock Exchange of India Limited**
5th Floor, Exchange Plaza, Bandra (E),
Mumbai – 400 051
*Scrip Symbol: BIRLANU*
*Through: NEAPS*

**Sub: Investor Presentation on the unaudited standalone and consolidated financial results of the Company for the quarter ended June 30, 2026**
**Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")**

Dear Sir/Madam,

Please find enclosed the Investor Presentation on the unaudited standalone and consolidated financial results of the Company for the quarter ended June 30, 2026.

The said presentation is also available on the website of the Company at www.birlanu.com.

Kindly take the same on record.

Yours faithfully,
**For BirlaNu Limited**
*(formerly HIL Limited)*

NIDHI BISARIA Digitally signed by NIDHI BISARIA Date: 2026.08.06 16:13:42 +05'30'

**Nidhi Bisaria**
**Company Secretary & Compliance Officer**
**Membership No. F5634**

Encl. as stated

CKA Birla Group


birlanu

Financial Result Presentation - Q1 FY27

# Contents

# Welcome to BirlaNu

birlanu

BirlaNu represents a bold evolution of HIL's legacy, blending innovation with heritage. The "Nu" stands for reinvention and fresh perspectives, symbolizing a modern, global reboot while staying rooted in trust and quality.

Inspired by creativity and sustainability, it embodies the spirit of self-expression, encouraging people to build their world in their own way. With a commitment to lasting design and a future-forward mindset, BirlaNu is more than a name, it is a promise to innovate, inspire, and create meaningful spaces for generations to come.

# Who are we ?

For nearly 80 years, BirlaNu Limited (formerly HIL Limited), has been a pioneer in redefining the art of creating home and building solutions.

Our portfolio spans Pipes, Construction Chemicals, Putty, Roofs, Walls and Floors. As a global leader in home and building solutions, BirlaNu integrates purpose and innovation into every offering, ensuring we meet evolving customer needs.

# Brand story

Since 1946, we've been on a journey of continuous evolution and today, we are proud to announce a new chapter in our legacy: HIL is now BirlaNu.

BirlaNu is inspired by the people we serve and driven by a passion for continuous growth. Rooted in connection, creativity and sustainability, we empower homeowners, builders and designers to bring a vision to life, crafting innovative buildings and structures that stand the test of time. As the world evolves, we remain committed to shaping spaces where life unfolds and inspiring beautiful, lasting design with our customers at the heart of everything we do.

BirlaNu isn't just a name. It reflects our renewed purpose and promise to be the partner you trust in building the future.

# And we have begun our change journey – HIL is now BirlaNu

Click the YouTube icon above to view the video

# Message from Chairman

BirlaNu reflects who we are at our core - a company driven by purpose, progress and a deep commitment to those we serve. We believe in building with integrity, pushing the boundaries of innovation, and creating materials and ideas that endure. Our renewed identity is more than a name; it’s a promise to be the trusted partner in shaping spaces that last.

**CK Birla**
Chairman

# About CKA Birla Group

# CKA Birla Group : 165+ years of rich legacy

US$ ~3 billion conglomerate

Over 35,000 employees

Focus on long-term values, trust-based relationships

More than 50 manufacturing facilities across India and the world

Numerous patents & awards

Relationships & philanthropy

# CKA Birla Group - Industry clusters & key companies

| | |
|---|---|
| Technology and Automotive | AVTEC, birlasoft, neosym, nbc |
| Home and Building | birlanu, orient electric, ORIENT PAPER, Gmmco CAT, IMS |
| Healthcare | CK BIRLA HOSPITAL, Birla Fertility & IVF, CK Birla Hospitals CMRI, CK Birla Hospitals RUKMANI BIRLA HOSPITAL, CK Birla Hospitals BM BIRLA HEART HOSPITAL |
| Education | बिरला प्रौद्योगिकी संस्थान Birla Institute of Technology Mesra, Ranchi (India) - 835215; Modern High School for Girls ESTD. 1952; MODERN HIGH SCHOOL INTERNATIONAL; RUKMANI BIRLA Modern High School |

# About BirlaNu

# BirlaNu poised for sustained value creation

A five-category portfolio across the building envelope, built on five enduring drivers

Pipes

Roofs

Construction chemicals and putty

Walls

Floors

POWERED ACROSS EVERY CATEGORY BY

Customer focused

Innovation

Excellence

Sustainability

Technology and people

# Our vision

"To be a leading global provider of innovative, sustainable Home & Building solutions"

## Our mission

BirlaNu's Mission is to empower homeowners, builders and designers to bring their vision to life – a promise to be the trusted partner in building their future.

Our passion for creating sustainable and innovative products, guides us in shaping spaces where life happens.

We inspire timeless, beautiful design with our customers at the core of every decision we make.

We are powered by a modern, technology led, inclusive and safe work culture.

# Our values

Customers at the heart of everything we do

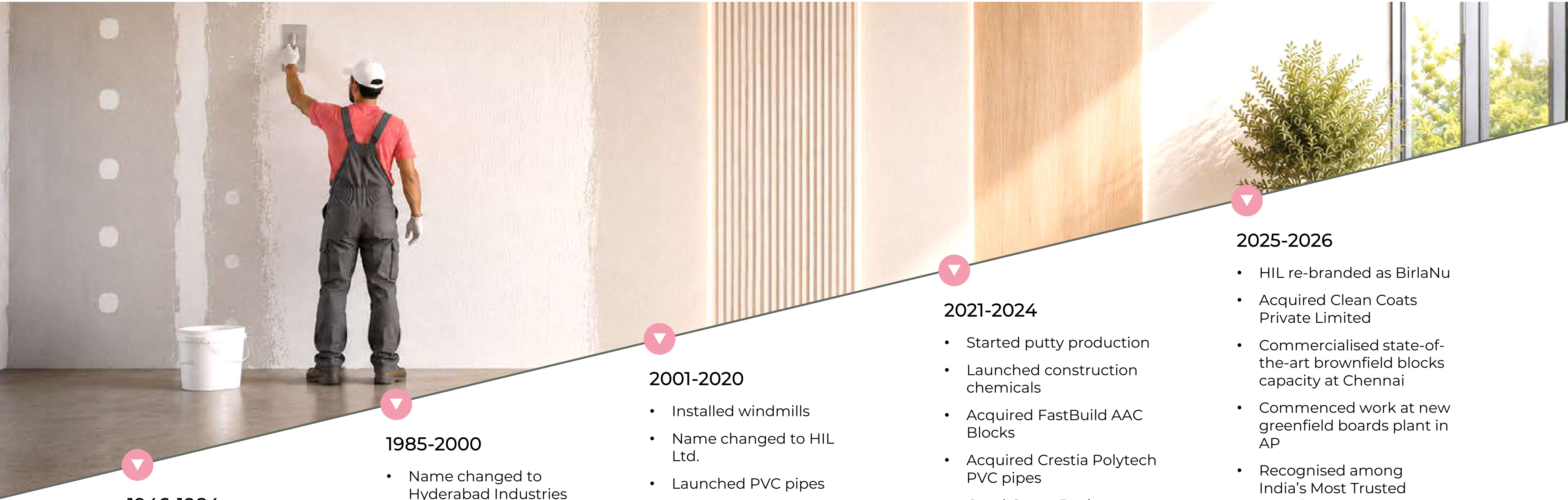
I Own, I am Responsible

Trust, Respect and Help each other

Make it Simple, act Fast

Challenge the status quo, raise the bar

# Our journey



### 1946-1984

- Setting up of Hyderabad Asbestos Cement Products Ltd.
- Launched brand Charminar
- Inaugurated Hyderabad Innovation Centre

### 1985-2000

- Name changed to Hyderabad Industries Limited
- Listed on BSE and NSE
- Pioneered AAC Blocks
- DSIR National Innovation Award for Aerocon

### 2001-2020

- Installed windmills
- Name changed to HIL Ltd.
- Launched PVC pipes
- Started dry-mix production
- Acquired Parador
- Listed as a Fortune India 500 company
- Recognised first time as a Great Place to Work
- Good Design Award for Parador

### 2021-2024

- Started putty production
- Launched construction chemicals
- Acquired FastBuild AAC Blocks
- Acquired Crestia Polytech PVC pipes
- Good Green Design Award for Parador

### 2025-2026

- HIL re-branded as BirlaNu
- Acquired Clean Coats Private Limited
- Commercialised state-of-the-art brownfield blocks capacity at Chennai
- Commenced work at new greenfield boards plant in AP
- Recognised among India's Most Trusted Brands 2026
- Flooring Innovation Award – UK for Parador
- Parador wins German Sustainability Award Companies 2026



birlanu

# Our strengths

### Leading brands

- BirlaNu Leakproof Pipes, Topline
- BirlaNu Construction Chemicals
- BirlaNu TruColour Putty
- Charminar - # 1 roofing solutions brand
- BirlaNu Aerocon - # 1 AAC blocks brand
- Parador – renowned global flooring brand
- BirlaNu Clean Coats

### Global market presence

- 80+ countries
- 30,000+ retail touch points worldwide
- 21,000+ channel partner network globally

### Manufacturing excellence

- 33 state-of-the art manufacturing facilities across India, Germany and Austria
- 3 innovations hubs in India and Germany

### People

- 7,000+ workforce
- 30+ nationalities and across 160+ towns



birlanu

# Experienced leadership team

**Akshat Seth**

MD & CEO

- Over 2 decades of professional experience with CKA Birla Group & AT Kearney in various roles across India, Europe and the Middle east
- Expertise in scaling up and transforming businesses and building high performing teams
- He is a Chemical Engineer from IIT Delhi and an MBA from IIM Calcutta

**Ajay Kapadia**

Chief Financial Officer

- Over 2 decades of experience with METROD (OFHC) Sdn. Bhd., JohnsonDiversey India, ABB, and Alembic Ltd.
- Expertise in M&A, International business, business analysis, controlling & evaluation, including Investor Relations
- He is a Chartered Accountant, CMA, M.Com & DTP

**Mudit Agarwal**

Chief Strategy Officer

- Over 2 decades of experience across multiple geographies at Landmark Group, Aditya Birla Group, Deloitte Touche India, KPMG, PwC, and YUM! Restaurants India
- Experienced in different facets of Operations & Strategy including M&A, GTM and Growth Strategy
- He is an Engineer and an MBA from IIM Calcutta

**N Sesha Srinivas**

Chief Human Resource Officer

- Nearly 3 decades of experience in with Orient Cement, KEC International, Crompton Greaves, Ion Exchange & Sriman Organic
- He holds Master's degree in Social Work & Bachelor's degree in Law
- He is a certified Hogan Assessor & ACC Coach

# Experienced leadership team

**Vijay Kumar Lahoti**

Chief Business Officer- Roofs, Construction Chemicals and Putty

- Over 2 decades of experience with Gujarat Tea Packer & Processor, Creamline Dairy, Mars International, and Colgate Palmolive
- Expertise in Sales & Distribution, Strategy & RTM, Channel Sales, Key Account Management, and Business Development
- He is a B.Com graduate & MBA

**Arun Kumar Magoo**

Chief Business Officer - Pipes

- Over 2 decades of Leadership experience with CKA Birla Group, McKinsey & Company, and ITC Ltd.
- Expertise in growth, strategy, operations, and business transformation
- He is Chemical Engineer from IIT Delhi & MBA from IIM Ahmedabad

**Y Srinivasa Rao**

Chief Business Officer- Walls

- More than 3 decades of sales & marketing experience across Orient Cement & Bharathi Cement
- He holds Master's degree in Civil Engineering & MBA in Marketing
- He also holds Executive MBA from ISB, Hyderabad and attended Business Leadership Engagement program at IIM Ahmedabad

**David (Neel) Bradham**

MD & CEO of Parador

- Over 2 decades of experience with top firms: Mohawk, Interface, and Milliken & Co.
- Expertise in strategic communication and business management across global markets
- He is a B. Com graduate & MBA

# Experienced leadership team

**Pardha Saradhi Nooney**

Chief Procurement Officer

- Over 2 decades of professional experience with JSW Steel, International Paper & NCL Industries
- Expertise in Procurement, Supply Chain & Strategy
- He has a master's degree in engineering (Mechanical) from Delhi University

**Rajesh Rajan**

Chief Information Officer

- More than 3 decades of experience in manufacturing IT & consulting across Orient Cement, MYK Laticrete, Virtusa, Deloitte, Intelligroup Asia & Mukund
- Experienced in IT & Digital Transformation journeys having worked in different segments at global level in India, Europe & APAC
- He is a MBA in Operations & holds Bachelor's degree in Mechanical Engineering

**Pranav Desai**

Chief Innovation Officer

- Over 2 decades of professional experience with Nuvoco Vistas Corp, Reliance, Pidilite, and EFGE Consultants
- Experienced in innovation, material science and R&D
- He is a Master of Engineering (Civil) & MBA

**Mukesh Kumar Agarwal**

Head Internal Audit

- Over 2 decades of professional experience with Usha Martin, BOC India, Godrej Group, Vodafone, Shristi Infrastructure, and Zetwerk Manufacturing
- Expertise in Corporate governance, Internal Audit, Risk Management and Fraud Investigation
- He is a Chartered Accountant, Certified Internal Auditor, Certified Fraud Examiner and DISA

# Global manufacturing presence

## Manufacturing Units

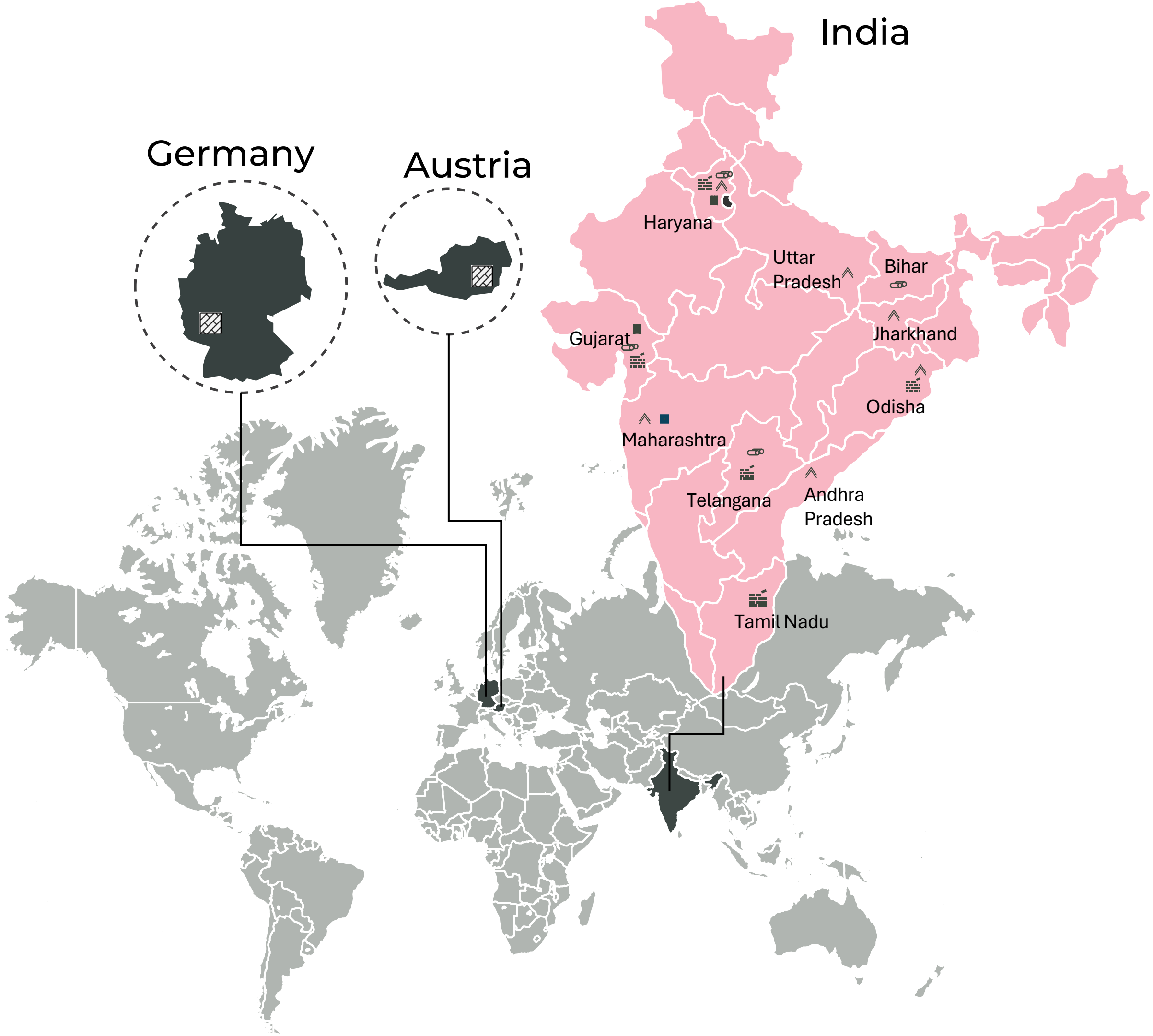
Roofs

Walls

Pipes

Construction Chemicals & Putty

Floors






birlanu

# Sustainability embedded across the business

Creating long term value through environmental stewardship, community development and strong governance

## ENVIRONMENT

### Enhancing resource efficiency and sustainable innovation

**Resource efficiency**

- Renewable and alternative energy
- Energy efficient technologies
- Water conservation initiatives

**Circularity**

- Waste reuse
- Responsible sourcing

**Sustainable products**

- Eco-friendly product innovation
- GreenPro / GRIHA / IGBC certifications

Reducing environmental footprint

## SOCIAL

### Building resilient, self-reliant communities

20,000+
Total beneficiaries

3,634
Mental health beneficiaries

8,538
Skill development beneficiaries

- Health & wellness
- Skill-building
- Community development

Empowering communities

*Figures pertain to FY26*

## GOVERNANCE

### Promoting accountability, transparency and responsible leadership

**Accountability & transparency**

- Governance framework
- Clearly defined policies

**Board oversight**

- Independent Board Composition
- Whistleblower mechanism

**Risk & ethics**

- Enterprise risk management framework
- Code of conduct

Strengthening responsible governance

LIVE LOVE LAUGH® Foundation

WATER MANAGEMENT AND PLUMBING SKILL COUNCIL

# Projects undertaken in FY27

- **Live Love Laugh Foundation** for rural mental health program at NTR Dist. in AP (targeting 1000+ Persons with Mental Illness (PwMI)) – Covered 143 in Q1
- Skill Development partner identified "**Water Management and Plumbing Skill Council**". On ground implementation is planned from Q2 onwards (Targeting 2000+ plumbers, painters and applicators)

Our Partners

# Accelerating enterprise transformation through digital innovation and AI adoption

Building a connected, data-led enterprise by embedding digital and AI capabilities across operations, innovation and customer engagement

AI powered enterprise

### Data & digital core

*Better decision making*

- Expanded data lakes powering dashboarding & reporting
- AI-backed analytics for demand planning

### Smart operations & innovation

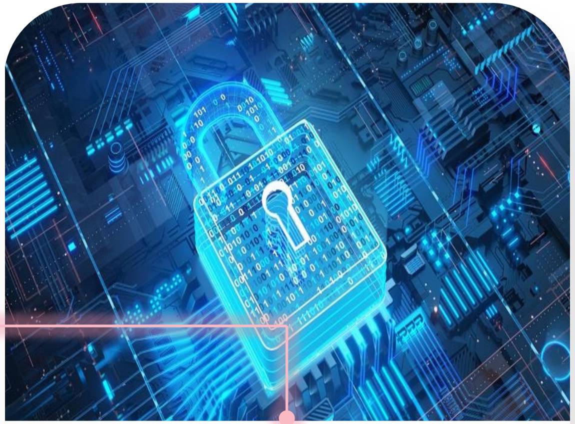
*Faster innovation*

- Industry 4.0 deployment across manufacturing
- AI-enabled R&D accelerate product development

### Digital customer experience

*Engagement & wallet share*

- AI-enabled WhatsApp & voice-based engagement
- Enhanced customer loyalty platforms



### Cybersecurity & governance

*Enterprise resilience*

- Modernized security platforms
- ISO/IEC 27001:2022 recertification achieved

# Empowering talent, Enabling growth

| | | |
|---|---|---|
| 7,000+<br>Total workforce | 5+ Years<br>Average tenure | 38 Years<br>Employee's average age |
| 16,000+<br>Learning hours completed | 94<br>GPTW Trust Index Score* | 12th<br>GPTW India ranking* |

Fostering a modern and inclusive workplace

Strengthening culture and collaboration

Building talent, driving performance

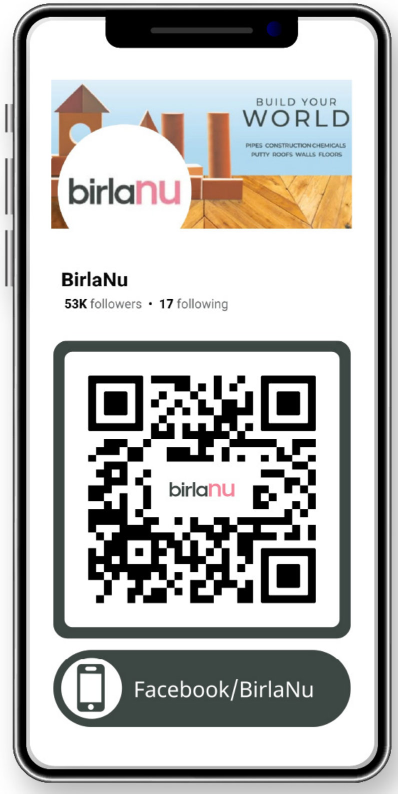
Enhancing talent capabilities

*For FY25



birlanu

# BirlaNu’s expanding digital footprint




**Follow BirlaNu**

# Rewards and recognitions


Most Trusted Brands of India 2026 – Marksmen Daily

Best Plastics & Polymers Brand 2026 (ET)

BW Excel Awards 2026


Most Trusted Brands of India 2026 - Marksmen Daily


Best Plastics & Polymers Brand 2026 (ET)


BW Excel Awards 2026


Brands that India Trusts 2027 - ZEE Business and Business standard

Bharat Buildcon 2026 - Best Industry Impact and Market Leadership Award

Great Place to work 2025

Toom Supplier of the Year

German Sustainability Award Companies (Parador)

FX Design Awards – Best Floor Covering (Louvre Collection)



birlanu

# Brands and Products Overview

# Our product range

CHARMINAR
birlanu

## Product Range

Fiber Cement Roofs

Fortune Fiber Cement Roofs

Coloured Fiber Cement Roofs

UltraCool Fiber Cement Roofs

UltraPremium Fiber Cement Roofs

Installed Capacity

- 1.1 million MT

birlanu
AEROCON

## Product Range

AAC Blocks

Panels

Fiber Cement Boards

Designer Boards & Planks

**Installed Capacity**

- Blocks 1.3 million CuM
- Boards & Panels 2.4 lakh MT


birlanu
LEAKPROOF PIPES

## Product Range

Pipes

Water Tanks

Fittings

### Installed Capacity

- Pipes & Fittings 100k+ MTPA

TRUCOLOUR PUTTY

## Product Range

CoverMax Putty

Putty Plus

Waterproof Putty

Coarse Putty

Texture

### Installed Capacity

- Putty 210k+ MTPA

## Product Range

Epoxy and polyurethane coatings

Food Grade Epoxy Coatings

High Performance Coatings

Epoxy & PU Flooring

Speciality Construction Chemicals

Tile Adhesives

Grouts

Plasters

Surface Cleaners

Waterproofing

Accessories


# PARADOR

birlanu

## Product Range

Engineered Wood

Eco-Flooring

Vinyl

Laminates

Installed Capacity

- 15 million SQM

# Strengthening brand visibility across channels and markets


**Regions Covered**

PAN India

**Media Channels Covered**

10 regional news channels across key markets

**Digital Platforms Covered**

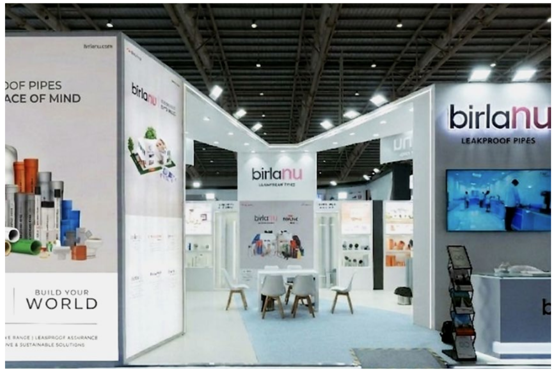
**OTT Platforms Covered**

**RR Coverage featured**

Several leading online publications

Click the YouTube icon on the image to view the video

# Expanding market presence through strategic engagement


## Plumbex, Bangalore - BirlaNu Leakproof Pipes

- Featured BirlaNu's advanced water management solutions at Plumbex India 2026



## Bharat Buildcon - BirlaNu: All Products

- Showcased BirlaNu's unified brand architecture
- Attracted 3000+ Footfalls, 500+ Stall visits and 200+ enquiries
- Drew a diverse mix of customers and industry stakeholders


## Sales Academy for BirlaNu Leakproof Pipes

- Conducted the three day Accelerate 2026 Sales Academy to strengthen the sales's team expertise, commercial acumen and customer engagement capabilities

# Q1 FY27 Results Overview

# Message from MD & CEO

Akshat Seth

MD & CEO

### Navigating Volatility, Delivering Performance

Amidst an intense geopolitical environment—headlined by the Middle East conflict's impact on global supply chains—BirlaNu delivered a strong quarter of growth and profitability. This validates our multi-year efforts to sharpen execution, drive operational efficiency, and build deep brand salience.

### India Business: High-Velocity Growth

Our domestic operations delivered an exceptional start to FY27, marked by robust segment expansion and accelerated margin turnaround:

- Revenue grew 11%+ to ₹833 crores; EBITDA surged 71% to ₹98 crores.
- Operating margins expanded 410 bps over LY, spearheaded by Pipes (+660 bps) and Roofs (+390 bps).
- Roofs segment crossed a record ₹500 crore mark in quarterly revenue, growing 17%.
- Walls registered 14%+ revenue growth, driven by strong volume momentum in Panels and Blocks.

### Parador: Managing Turbulence, Building Recovery

Despite a Middle East crisis-induced European demand slump, Parador demonstrated strong operational resilience:

- Top-Line Stability: Sustained revenues at par with last year’s levels. Order book is up 10% over LY, signaling a strong H2 recovery.
- Margin Interventions: Profitability was impacted by cost pressures. We are driving immediate margin recovery via a focused cost-out program led by BCG, amongst others.
- Strategic push: Beyond short-term turbulence, Parador is making rapid strides in its strategic build of new markets (US, India), new customers (Commercial) and deepening its core (DIY, Retail in Europe).

**Consolidated revenue** for Q1 grew by 11.6% to ₹ 1,174 Cr and EBITDA improved significantly to ₹ 80 Cr – up 35% over LY.

### Executing the Strategic Agenda

We continue to make rapid progress on our long-term growth priorities.

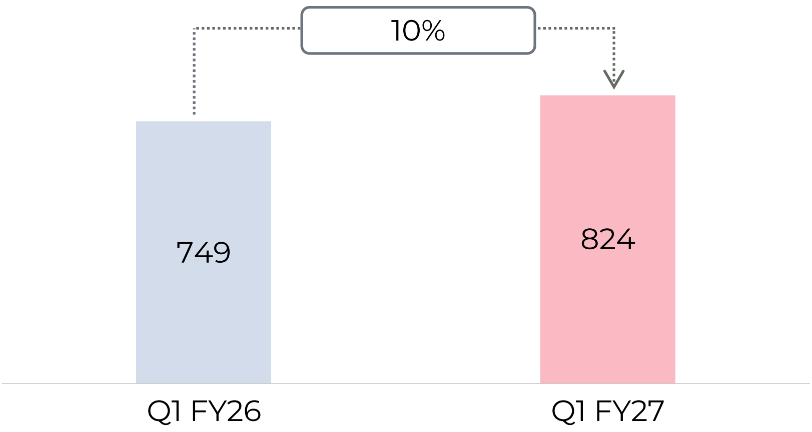
- **Capacity expansion:** The Board approved a **new Boards plant near Hyderabad** to supplement our upcoming greenfield plant in Nellore.
- **Innovation pipeline:** Rolled out next-generation products in the high-growth Waterproofing and Repair & Rehabilitation segments.
- **Sales acceleration programs in** Pipes and Construction Chemicals are yielding early wins.
- **Sustainability:** We commissioned additional solar capacity at two units and have accelerated the next phase of renewable investments.
- **Digital Intelligence:** Commenced implementation of our enterprise-wide **AI roadmap** across commercial use cases.

### Outlook: Disciplined Agility

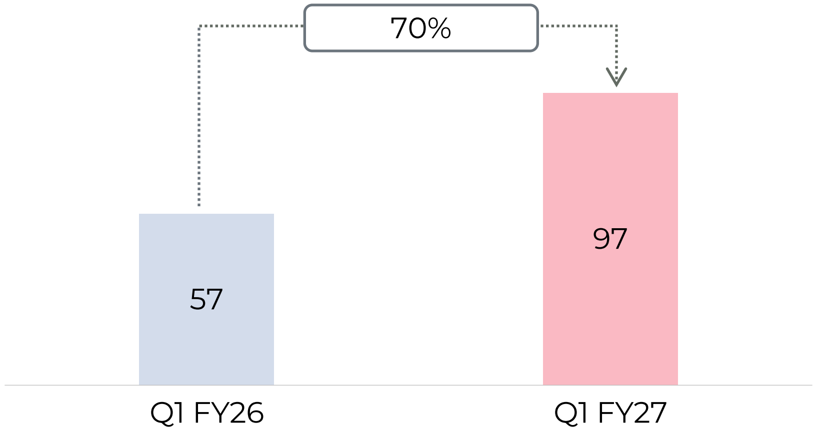
While the year began positively, we remain watchful of imminent risk factors: persistent geopolitical uncertainty, volatile raw material, freight & currency markets, and rising labor costs. We will monitor the environment closely, remain agile, and execute with strict discipline to ensure sustained growth and profitability momentum.

# Q1 FY27 highlights - Standalone

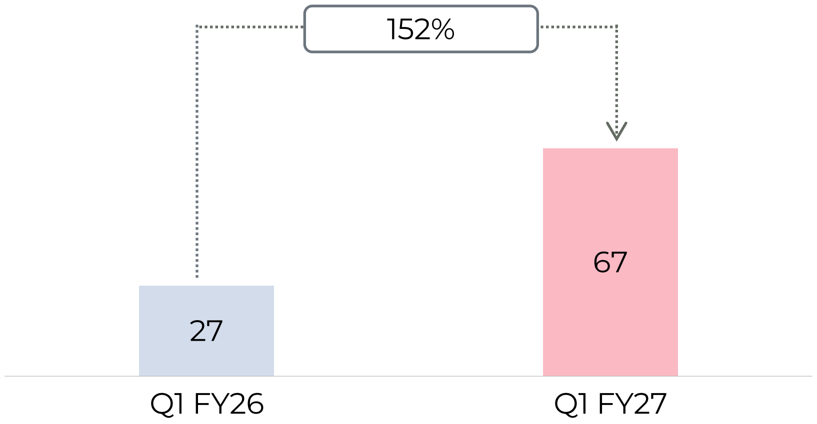
## Revenue (INR Cr)



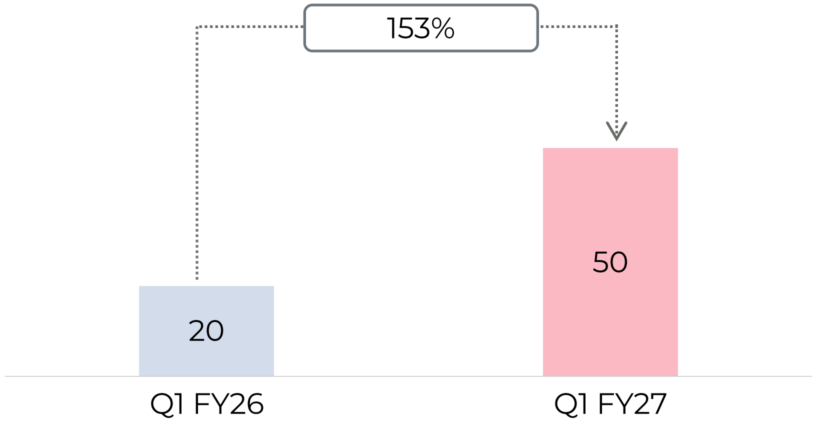

## EBITDA (INR Cr)




## PBT (INR Cr)

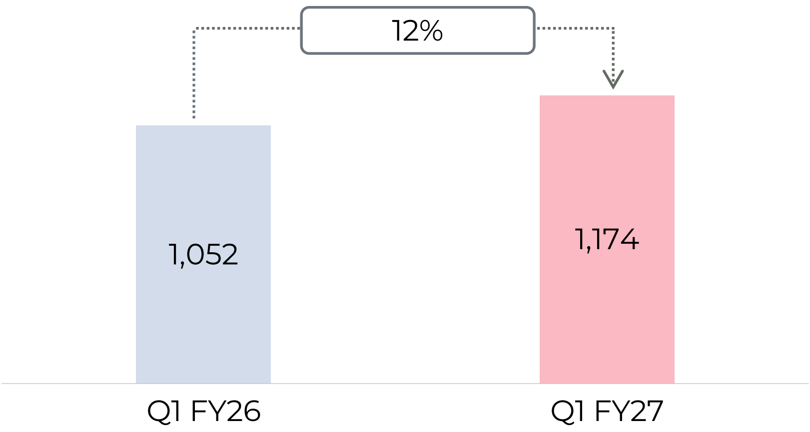



## PAT (INR Cr)

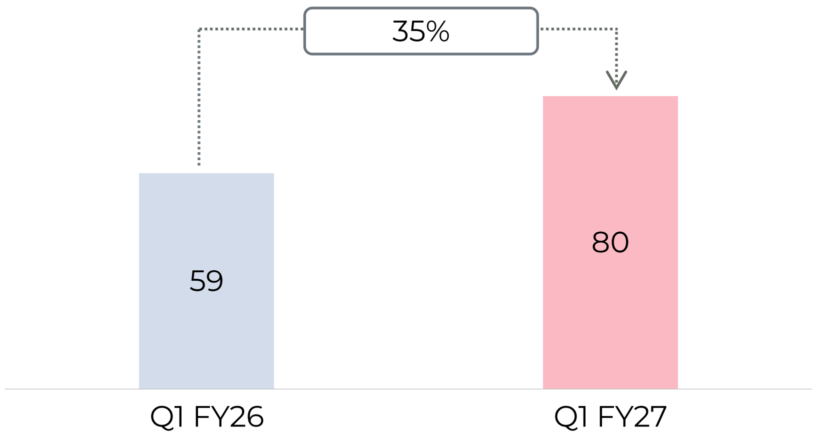


# Q1 FY27 highlights - Consolidated

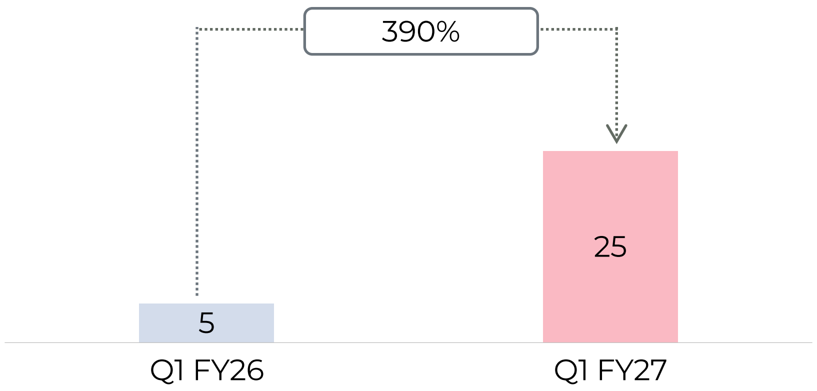
## Revenue (INR Cr)



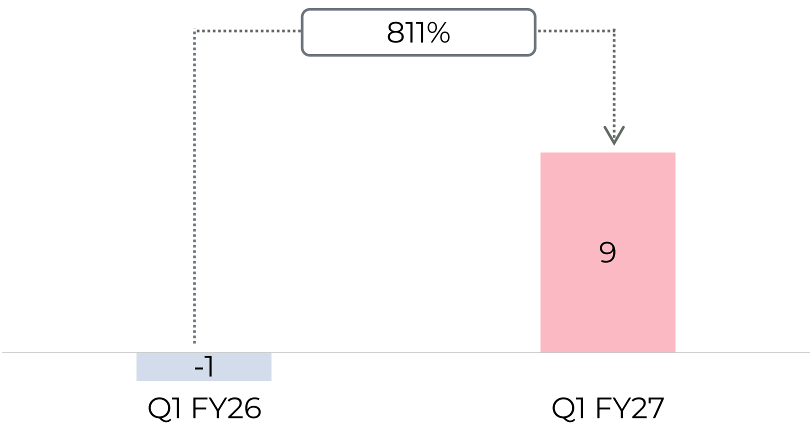

## EBITDA (INR Cr)




## PBT (INR Cr)




## PAT (INR Cr)



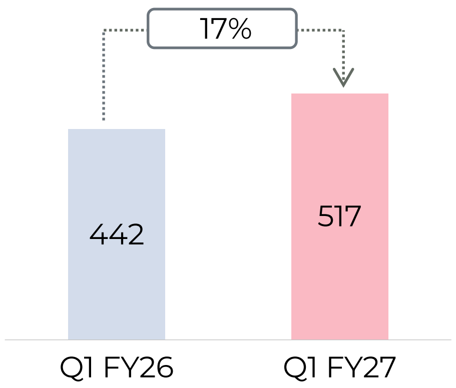



birlanu

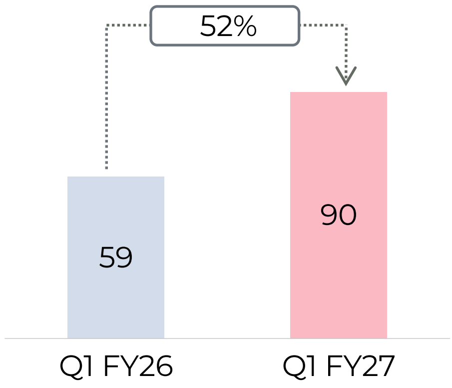
# Key segment performance Q1 FY27

## Roofs

Revenue (INR Cr)

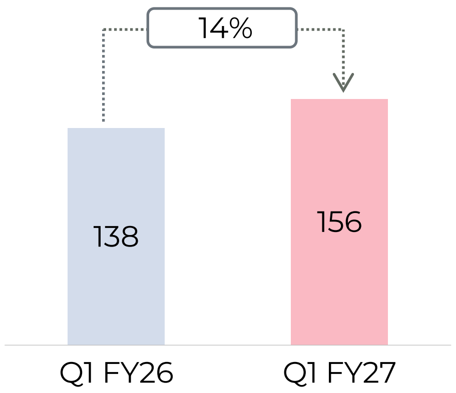



PBT (INR Cr)

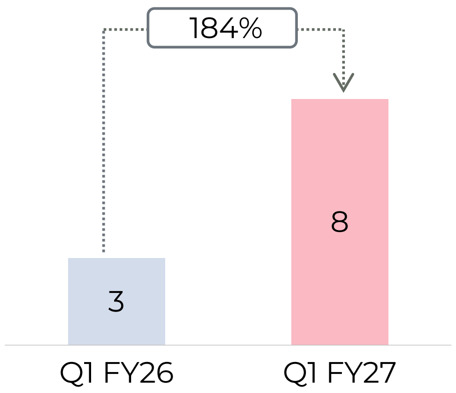



## Walls

Revenue (INR Cr)

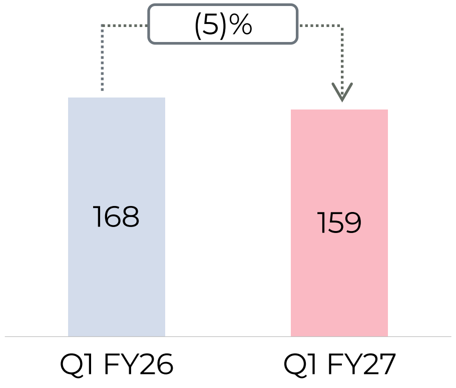



PBT (INR Cr)

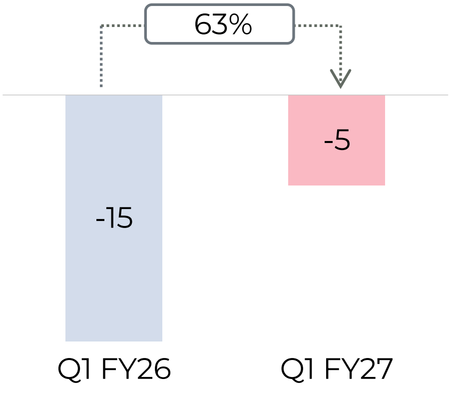



## Pipes and Construction Chemicals

Revenue (INR Cr)

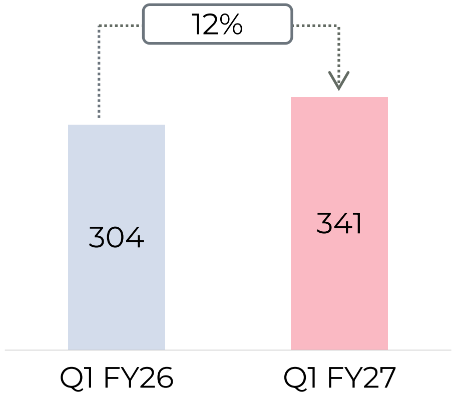



PBT (INR Cr)

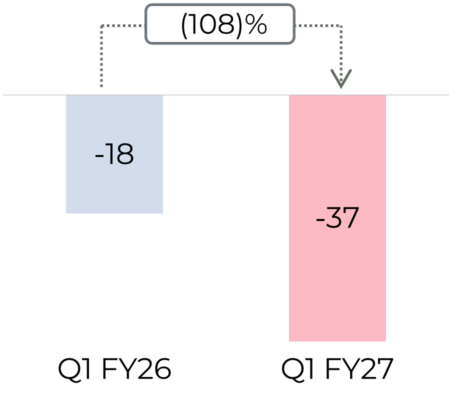



## Floors

Revenue (INR Cr)




PBT (INR Cr)






birlanu

# Financial statements – Balance Sheet

| Particulars (INR Cr) | Standalone | | Consolidated | |
|---|---|---|---|---|
| | 30.06.2026 | 31.03.2026 | 30.06.2026 | 31.03.2026 |
| **A) Equity & Liabilities** | | | | |
| Shareholder's funds | 1,244 | 1,193 | 1,119 | 1,110 |
| Non-current liabilities | 257 | 254 | 651 | 671 |
| Current liabilities | 674 | 752 | 1,244 | 1,290 |
| **Total Equity & Liabilities** | **2,175** | **2,199** | **3,014** | **3,071** |
| | | | | |
| **B) Assets** | | | | |
| Non-current assets | 1,492 | 1,460 | 1,940 | 1,962 |
| Current assets | 683 | 739 | 1,074 | 1,109 |
| **Total Assets** | **2,175** | **2,199** | **3,014** | **3,071** |

# Disclaimer

## Cautionary statement regarding forward-looking statements

This presentation may contain certain forward-looking statements relating to BirlaNu Ltd. ("BirlaNu", 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 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.

# Contact Us

## Address:

### BirlaNu Limited

Office No 1 & 2, Level 7, SLN Terminus, SY No 133, Near Botanical Gardens Gachibowli, Hyderabad, Telangana India, 500032

CIN No: L74999TG1955PLC000656


Ajay Kapadia
Chief Financial Officer
BirlaNu Limited
Tel: +91 40 68249121
Email: ajay.kapadia@birlanu.com

Mit Shah / Siddharth Rangnekar
CDR India
Tel: +91 22 6645 1217/1209
Email: mit@cdr-india.com / siddharth@cdr-india.com

birlanu

BUILD YOUR
WORLD