birlanu

Ref: BIRLANU/SE/2025-26/53

November 19, 2025

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 financial results for the quarter and half year ended September 30, 2025
Ref: Regulation 30 of SEBI Listing Regulations, 2015

Dear Sir/Madam,

Please find enclosed the Investor Presentation on the unaudited financial results for the quarter and half year ended September 30, 2025.

The above intimation is also available on the website of the Company www.birlanu.com.

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

NIDHI BISARIA Digitally signed by NIDHI BISARIA Date: 2025.11.19 16:49:55 +05'30'

Nidhi Bisaria
Company Secretary & Compliance Officer
Membership No. F5634

Encl. as stated

CKA Birla Group

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Financial Result Presentation - Q2 and H1 FY26

Contents

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Welcome to BirlaNu

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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.

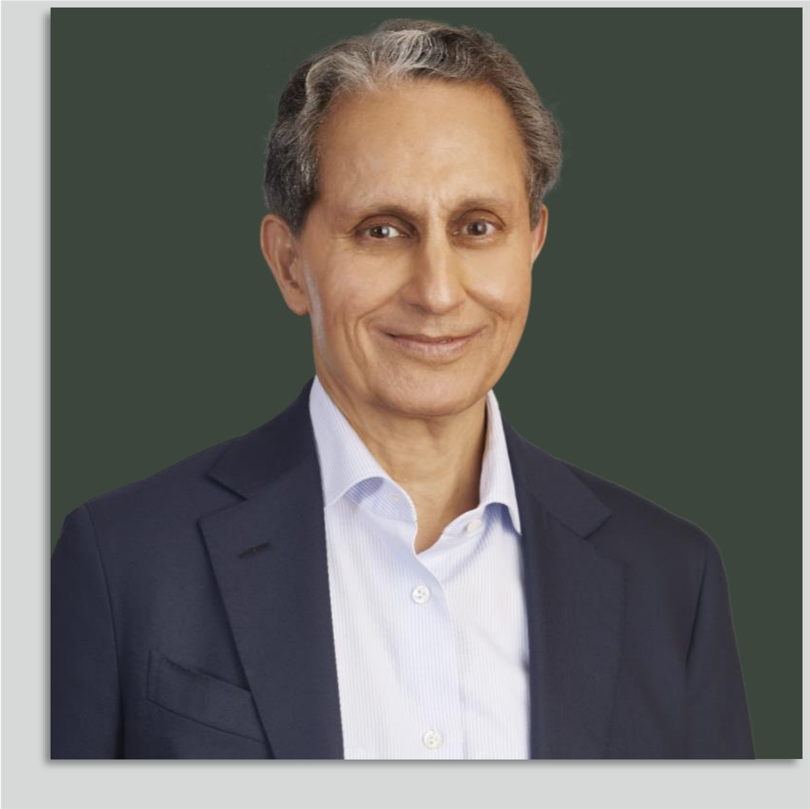
Brand story

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.

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 BirlaNu

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

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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

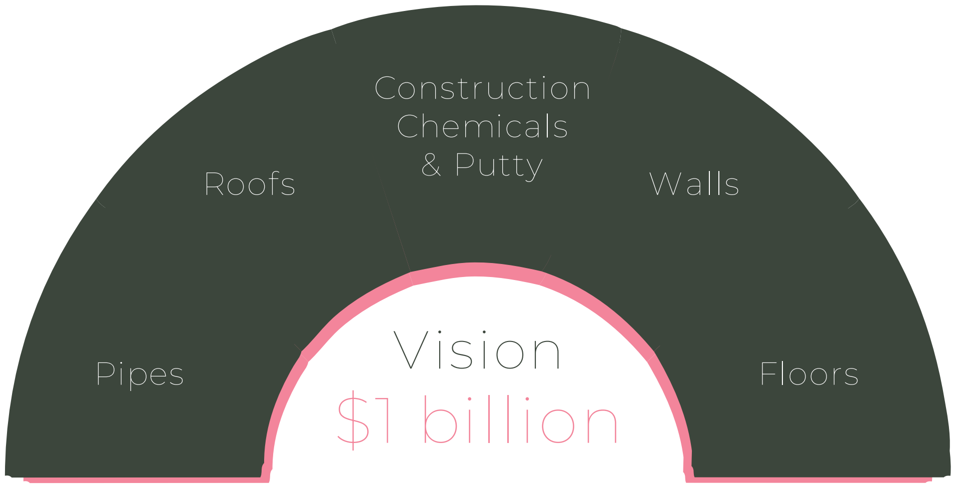
Education

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

BirlaNu poised for sustained value creation

Key drivers

- 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

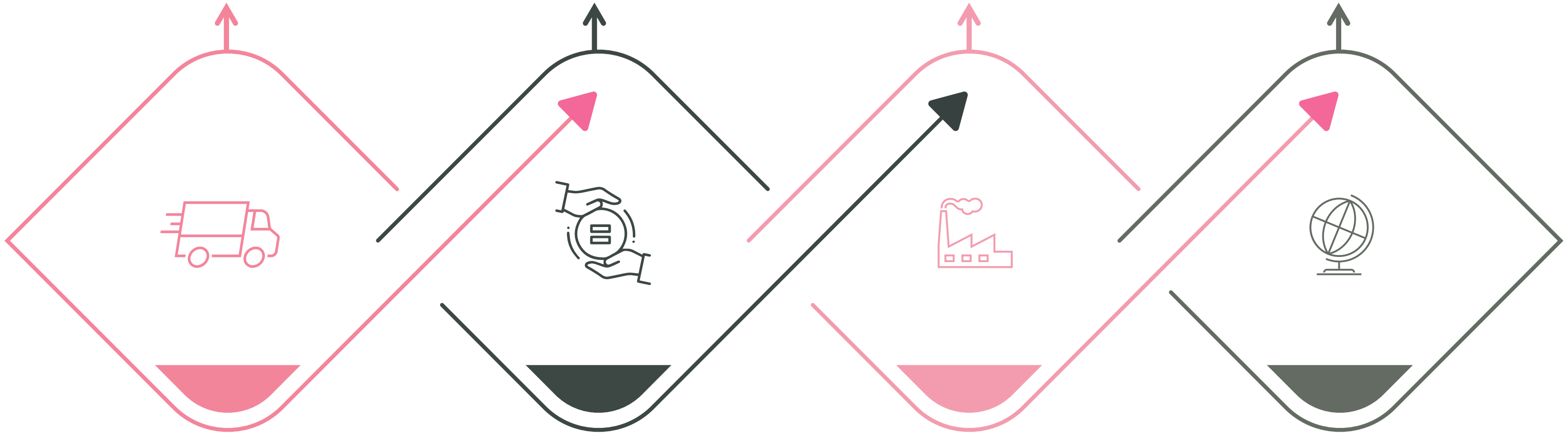
Trust, Respect and Help each other

Make it Simple, act Fast

Challenge the status quo, raise the bar

BirlaNu's strengths

Distribution	Strong brands	Digitalization and manufacturing	Global presence
30,000+ retail points and 21k+ channel partners worldwide	Established leading brands across the segments it operates such as Charminar, BirlaNu Aerocon, BirlaNu Leakproof Pipes, Topline and Parador	33 manufacturing facilities across India, Germany and Austria with industry best practices. Digitally-enabled for growth 3 Innovation hubs	Sales presence across 80+ countries. 5,000+ strong workforce from 30+ nationalities. 94 employee engagement score



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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

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Experienced leadership team

Sunit Kumar Dey

Chief Procurement Officer

- Over 2 decades of professional experience with Tata Steel, Lafarge Canada and Nuvoco Vistas Corp. Ltd.
- Expertise in Procurement, Supply Chain, Strategy & RTM, Business Development and Key Account Management
- He is an Engineer from IIT BHU, MBA from SCHMHRD and SMP from IIMA

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

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Global manufacturing presence

Manufacturing Units

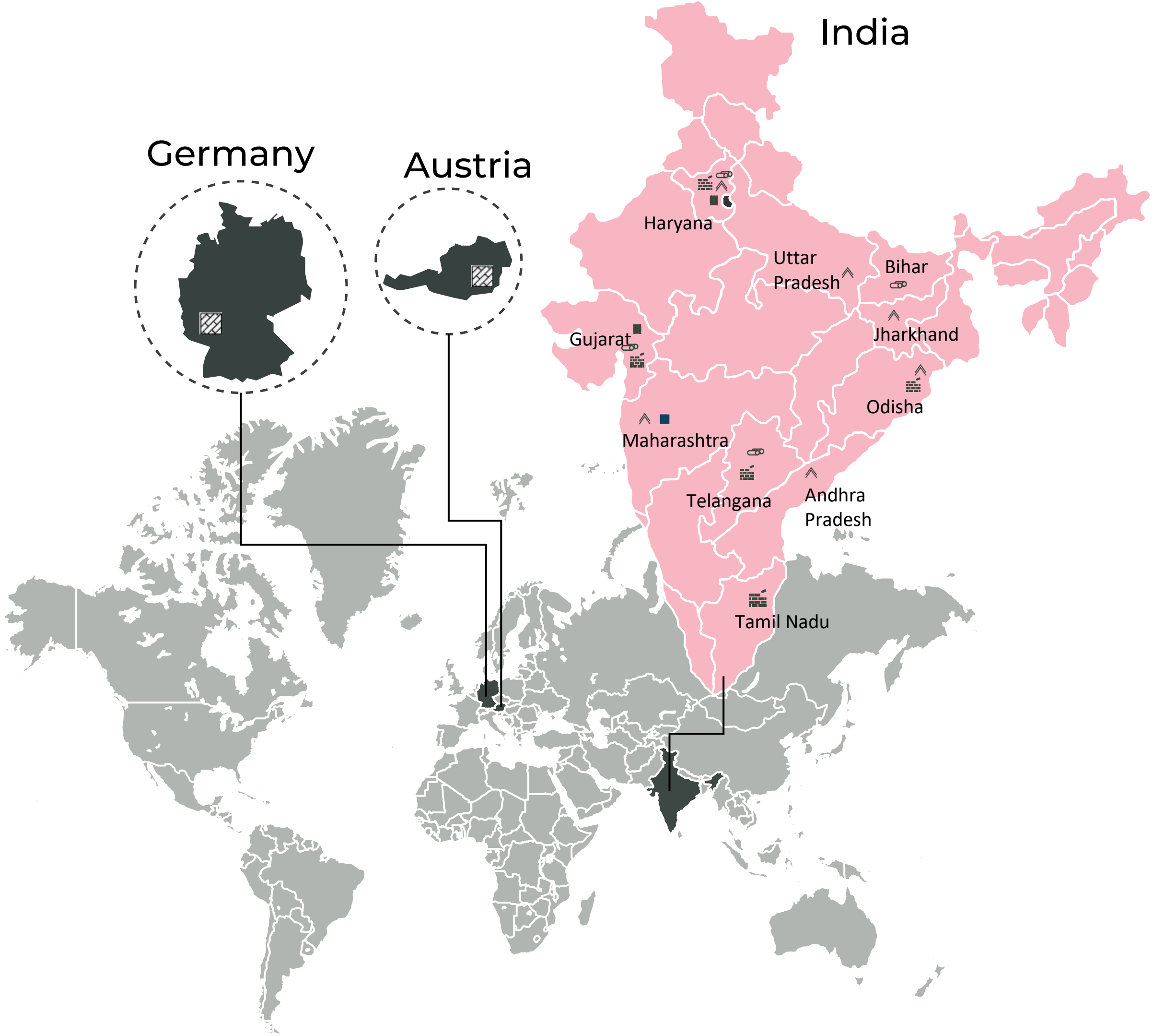
Roofs

Walls

Pipes

Construction Chemicals & Putty

Floors



Commitment to sustainability

Environment

Eco-Footprint minimization

- Initiatives in energy and waste management, raw material sourcing, and innovation.
- Continuous improvement in operational efficiency with the 3R principle.

Waste reduction strategies

- Optimization of manufacturing processes and reduction of packaging materials.
- Promotion of eco-friendly products and engagement with suppliers for sustainable practices

Product innovation for sustainability

- Focus on developing eco-friendly building materials.
- Hold certifications (GRIHA, IGBC, GreenPro) as a testament to commitment to sustainable construction practices.

Society

CSR commitment to rural empowerment

- Dedicated initiatives aimed at benefiting underprivileged sections in rural India.
- Continuous engagement to promote social equity within these communities.

Adherence to corporate standards

- As responsible corporate citizens, strict adherence to the standards and regulations outlined in the Companies Act 2013 (CSR).

Social value creation for sustainable society

- Commitment to creating social value and providing equitable opportunities for all community members.
- Focused efforts towards fostering a thriving and sustainable society.

Governance

Robust corporate governance for sustainability

- Implementation of a well-structured corporate governance system to effectively address sustainability issues.

Board-Level commitment to sustainability

- Periodic discussions at the board level underscore our commitment to sustainability and its significance in our operations.

Transparency and ethical practices

- Integration of transparency and ethical behavior into our operations.
- Establishment of policies, including a code of conduct, whistleblower awareness policy, and measures to prevent workplace harassment, to uphold these values.

Rewards and recognitions

Superbrand 2025

Legacy Leader in Building Material Solutions” 2024

Most trusted BRANDS of India

Top 50 Great People Managers ™ (2025)

Brand of the year 2025 - Roofing & Ceiling ideas

Impactful CEO – ET Edge CEO Summit 2024

Great Place to Work

Greenpro award for 2023-25

Realty+ Iconic Brand award 2025

Driving social impact through CSR initiatives

Our Partners

LIVE LOVE LAUGH® Foundation

- Live Love Laugh Foundation for rural mental health program at Tangi Choudwar, Cuttack in Odisha and NTR district in Andhra pradesh
- Targeting 1700+ persons with Mental Illness (PwMI))
- Till Q2, 1,000 beneficiaries identified in Tangi and 738 in NTR district

WATER MANAGEMENT AND PLUMBING SKILL COUNCIL

- Skill Development partner identified “Water Management and Plumbing Skill Council”.
- Targeting 8500+ plumbers, painters and applicators this year
- Covered 1,265 plumbers in 35 batches, till Q2

Awards & Accolades

Awards and accolades

- Akshat Seth, MD and CEO recognized among India's Top 50 Great People Managers
- Top 25 | India's Best Workplaces™ in Manufacturing, 2025
- Top 50 I Large India's Best Workplaces Building a culture of Innovation by All, 2025

Building diverse talent pool, hiring from FMCG, Manufacturing, Consumers, Retail & various other industries

Strengthening corporate functions across Strategy, Marketing, M&A, Product Management and beyond

480+ people trained for 5,100+ hours till Q2

BirlaNu's digital transformation journey

Enablers of Digital Transformation

Technology & infrastructure

- Digitalize core systems
- Leading platforms
- Data management

Capability & change management

- Agile methodology
- Talent development
- Collaborative approach

Digitalizing key operations

- Core systems digitalization
- Platform development
- Data layer enhancement
- Analytics

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BirlaNu's expanding digital footprint

Follow BirlaNu

59.5M+
Views & Interactions
(Across Platforms)

25.8M+
Reach
(Across Platforms)

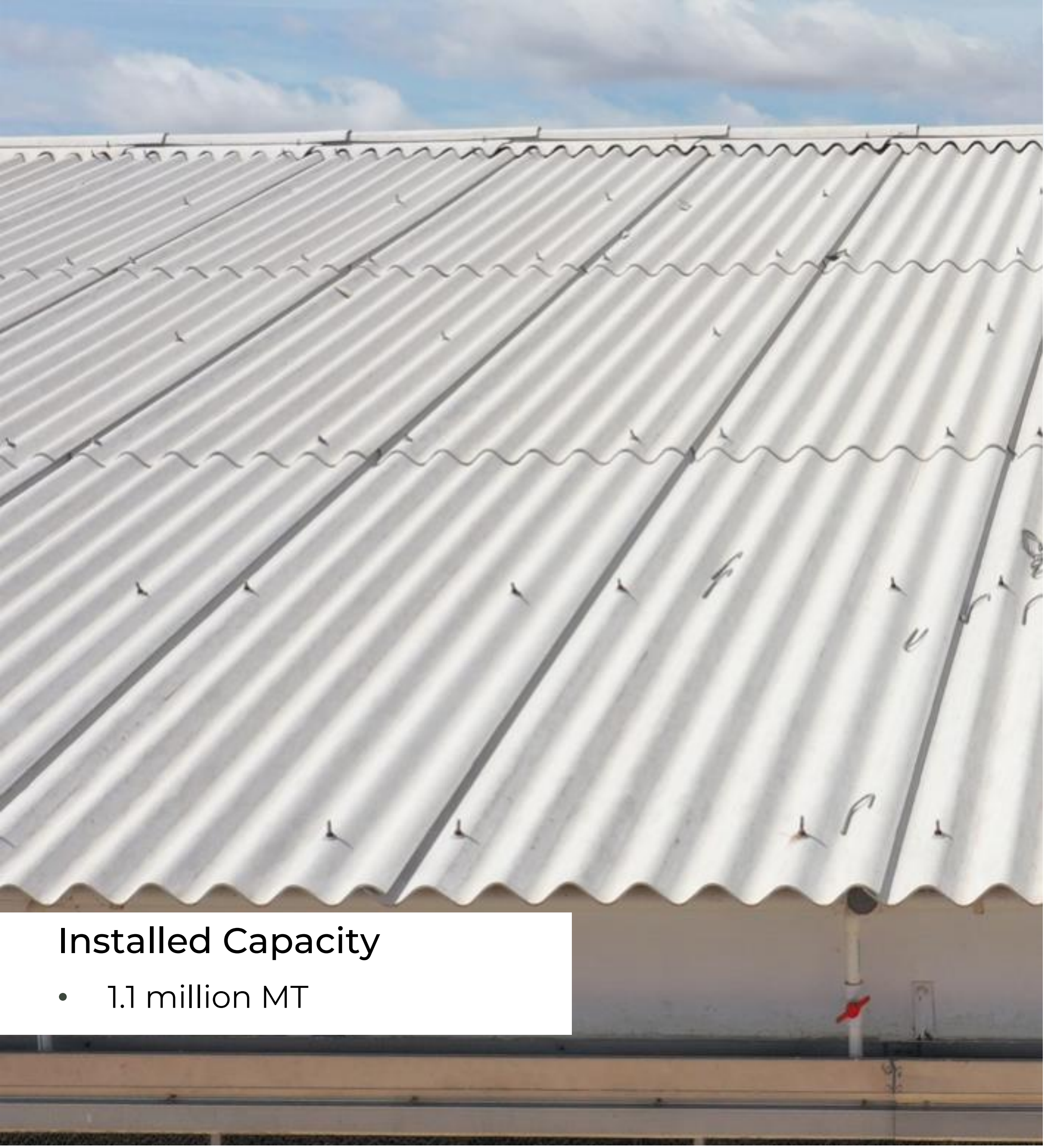
Follower/Subscriber Count

Follower Gowth
(Across Platforms)

Source: Meta, LinkedIn and YouTube Insight.
Data Pertaining Q1 FY26 and Q2 FY26.

Brands and Products Overview

Our product range



Installed Capacity

- 1.1 million MT

CHARMINAR

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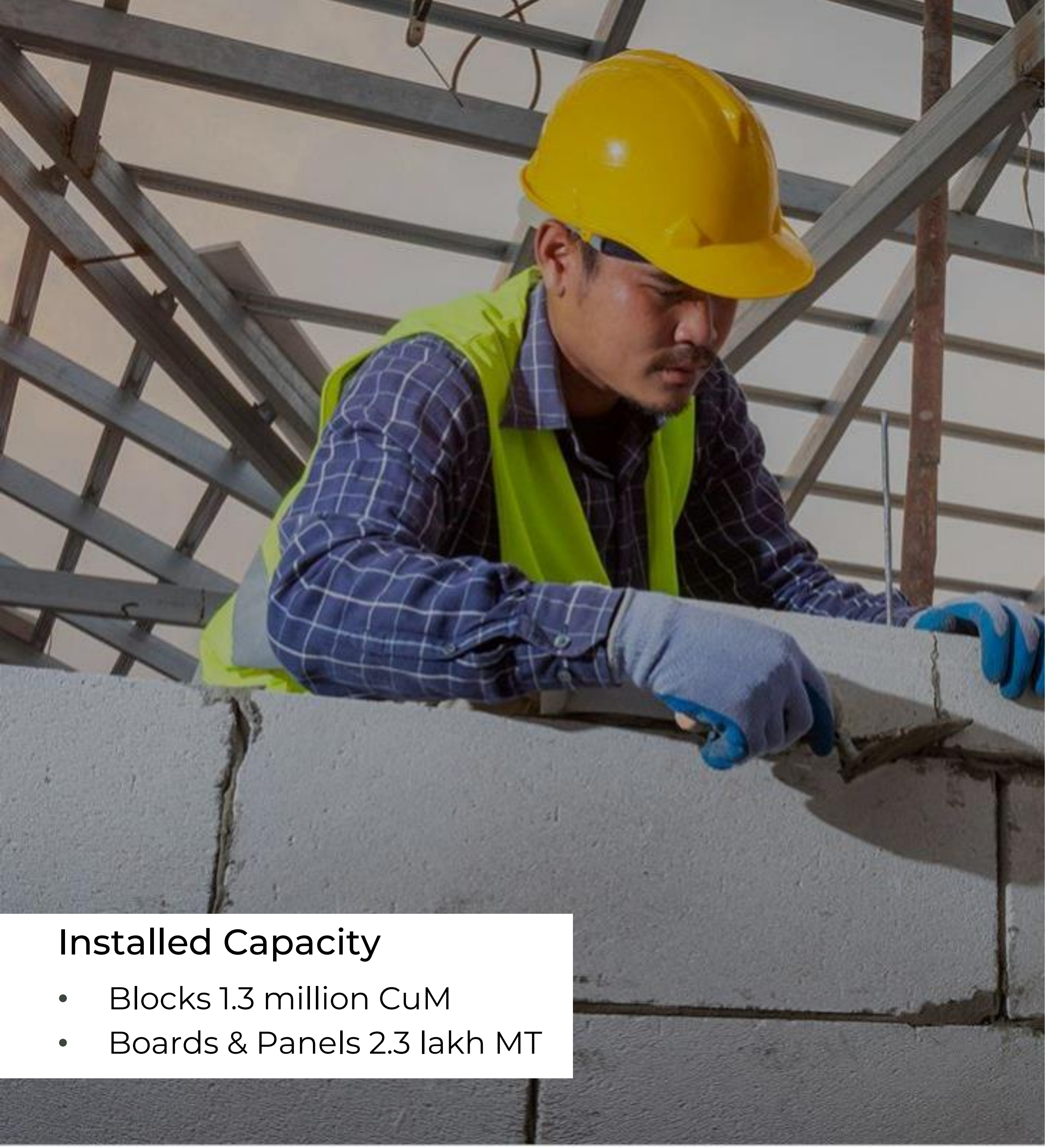
‘Charminar’ Fiber Cement Roofs

‘Charminar’ Coloured Fiber Cement Roofs

‘Charminar Fortune’ Next Gen Eco-Friendly Fiber Cement Roofs

‘Charminar’ Ultracool Fiber Cement Roofs



Installed Capacity

- Blocks 1.3 million CuM
- Boards & Panels 2.3 lakh MT

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AEROCON

AAC Blocks

Panels

Boards

Installed Capacity

- Pipes & Fittings 100k+ MTPA

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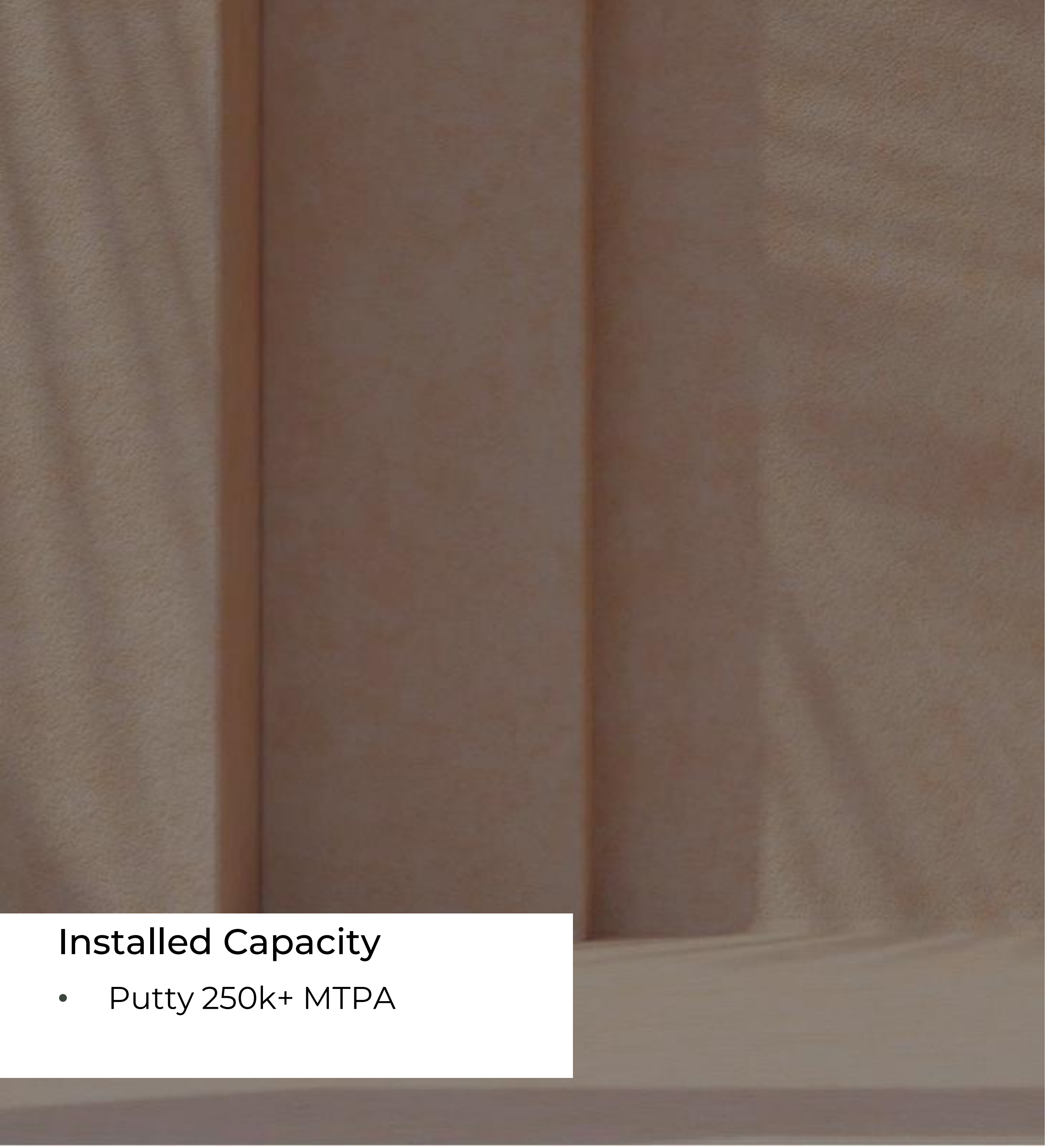
LEAKPROOF PIPES

Pipes

Water Tanks

Fittings



Installed Capacity

- Putty 250k+ MTPA

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TRUCOLOUR PUTTY

Putty Plus

Coarse Putty

Waterproof Putty

Texture

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CONSTRUCTION CHEMICALS

Epoxy and polyurethane coatings

Food grade protective coatings

Anti-corrosion linings

Tile Adhesives

Grouts

Plasters

Surface Cleaners

Waterproofing

Accessories

Installed Capacity

- 15 million SQM

PARADOR

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Engineered Wood

Laminates

Vinyl

Modular-One

Strengthening brand visibility across channels and markets

OTT — 5 Cr+ views

7.5 k+ TV Sports Aires

YouTube — 1.6 Cr+ views

Meta — 55 L+ views

7.41 L+ Website visitors

Regions Covered	Media Channels Covered	Digital Platforms Covered	OTT Platforms Covered	RR Coverage featured
PAN India	आज तक, CNBC आवाज़, TV9 भारतवर्ष, INDIA TV, TIMES NOW नवभारत	YouTube	JioHotstar	ET BrandEquity
		LinkedIn	MX PLAYER	medianews4u.com
		Meta	TCL	BW Marketing World
	10 regional news channels across key markets			Several leading online publications

Engagement with key stakeholders

10,000+ retailers connected in terms of store visibility

15,000+ Influencers connected

Participated in major events including Poultry expo, D-Arc, Plumbex, Ekadashi Mela, Sawan Mela, Diwali and Dussehra festive activations

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Clean Coats Acquisition

Strategic value of the Clean Coats acquisition

Completed the 100% acquisition of Clean Coats Pvt. Limited for a total consideration of INR 110.19 Cr at an enterprise value of INR 92.5 Cr on a cash free and debt free basis, subject to adjustments on account of finalization of closing accounts of Clean Coats.

Growth levers

1. **Portfolio Expansion**: 275+ products in high performance coatings and speciality chemicals added to strengthen portfolio
2. **Premiumisation**: Specialized products that compete with global giants, drive differentiation and deliver high margins
3. **Strengthened market access**: Strong client credentials, Industrial and Infrastructure empanelment enhance market access and channel expansion
4. **New growth platforms**: Unlocks potential in solution selling and provides global market access across 27+ countries

Key Clients

Q2 & H1 FY26 Results Overview

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Message from MD & CEO

Akshat Seth

MD & CEO

BirlaNu's "smart" performance in Q2 is headlined by a strong improvement in operating profitability. We grew our consolidated revenue by ~5%(YOY) to INR 810 cr with a 330 bps expansion in % EBITDA (YOY). In H1, our consolidated EBITDA is 20% higher than last year.

This result has been achieved through prioritized action on profitability levers and a relentless sales push despite the market continuing to provide headwinds. The demand scenario remains sluggish and pricing remains soft across all our product categories (3-7% decline for products in India). We are confident of further improvements in profitability, with the many initiatives underway. This includes a comprehensive value enhancement exercise with BCG.

Parador delivered a strong performance with 11% revenue growth (YOY), despite a challenging global macroeconomic backdrop characterized by subdued consumer sentiment and tariff-related uncertainties. Operating margins improved by 720 bps YoY, reflecting the benefits of last year's restructuring and the sustained cost discipline.

For the India business, the Walls segment delivered a standout performance with 18%+ revenue growth, driven by strong volume growth. Operating margins expanded by 110 bps. Construction Chemicals revenue grew by 31%+.

Headwinds remained acute in Pipes segment – decadal low resin pricing, extended monsoons, muted government spending and liquidity challenges. As a result, revenue declined by ~11% and volumes dropped by ~9%. However, we improved the %EBITDA in Pipes and Construction chemicals segment by 110 bps. Similarly, in Roofs, despite a 5% revenue de-growth we expanded the %EBITDA by 180 bps. This is in the context of an estimated 4-5% decline in market uptake and coupled with lower realizations.

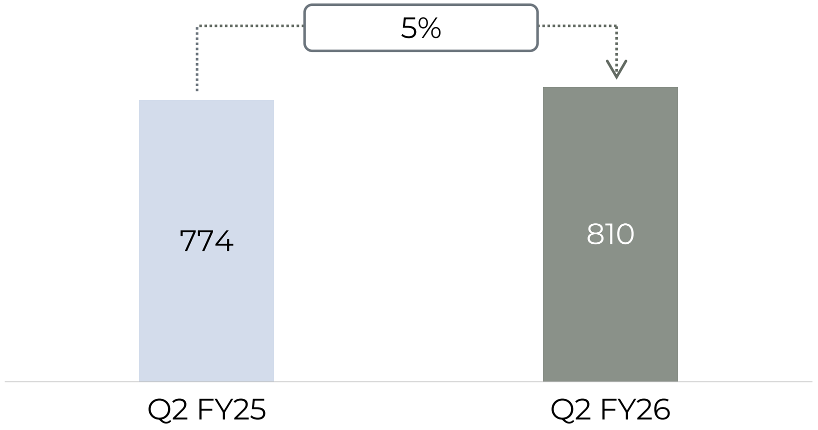
Despite the external headwinds, we remain committed to delivering "value-building" growth. In this regard, the recent acquisition of Clean Coats is a big step towards establishing a comprehensive, differentiated Construction Chemicals platform that can serve a broader spectrum of customers across B2B and Retail channels. The transaction, which is margin accretive from day one, offers significant long-term potential through deeper participation in this fast-growing, high-value segment.

With our recent re-branding, BirlaNu is well positioned to maintain momentum and navigate a dynamic market environment with resilience and precision. We are on track with on our new OPVC facility in Patna and our ambitious green-field project in AP to produce Designer Boards and other products. Several innovative launches across categories are planned for the remainder of the year, reinforcing our commitment to product leadership.

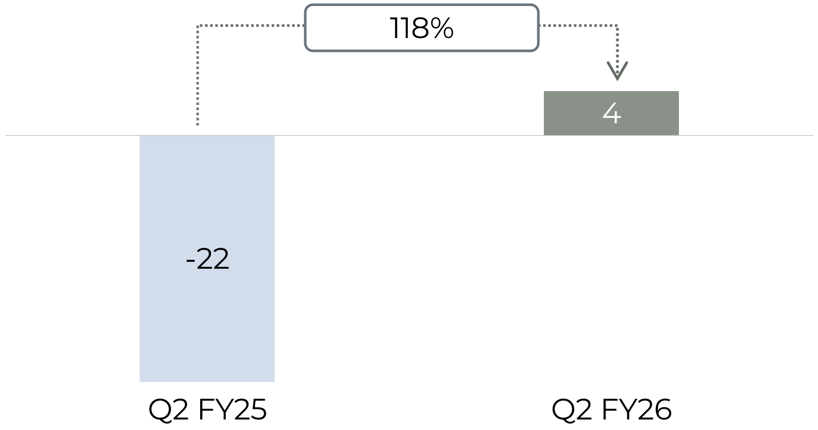
Building on the progress achieved in Q2, we enter the second half with renewed confidence and focus. Our priorities remain clear – accelerate growth across categories, enhance customer engagement, and strengthen execution capabilities to capture opportunities in a gradually improving demand landscape.

Q2 FY26 highlights - Consolidated

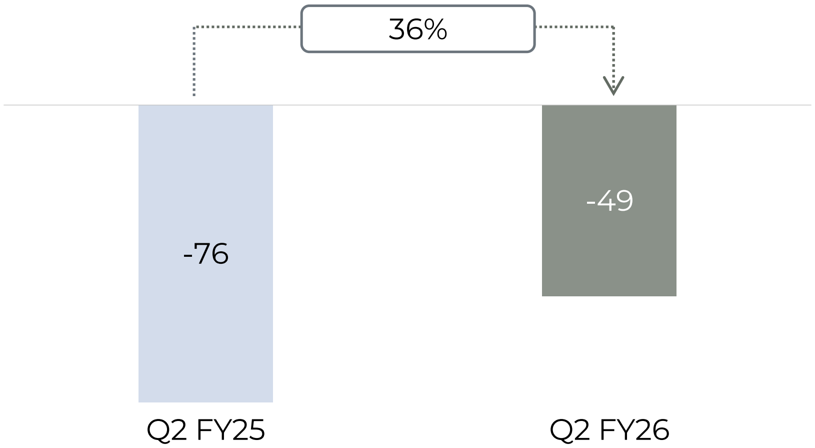
Revenue (INR Cr)



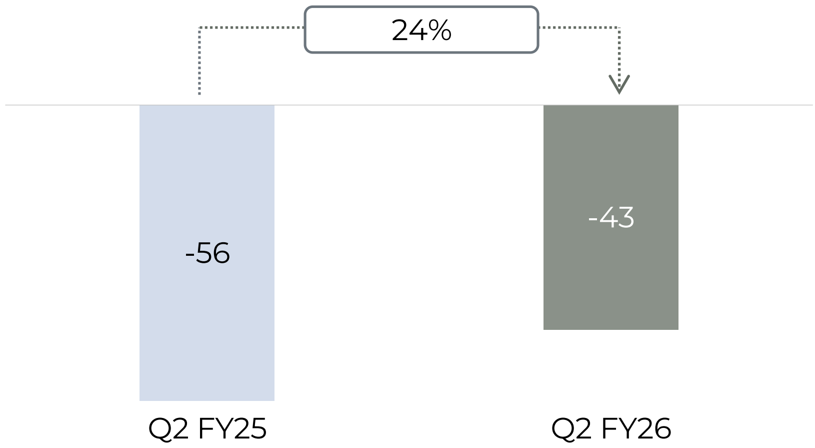
EBITDA (INR Cr)



PBT (INR Cr)



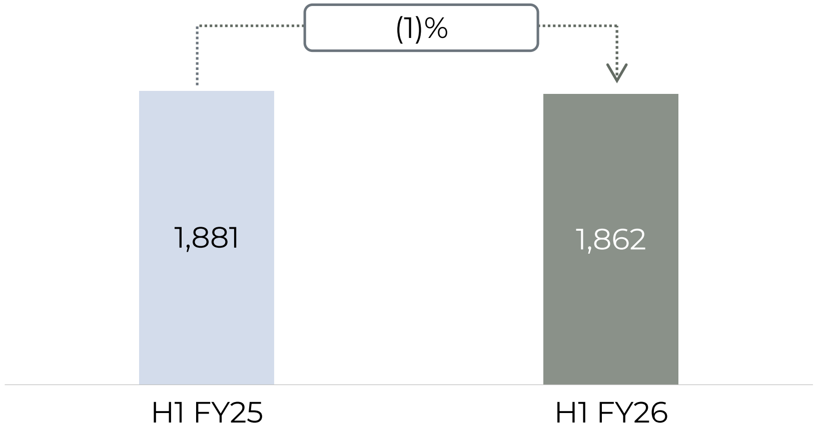
PAT (INR Cr)



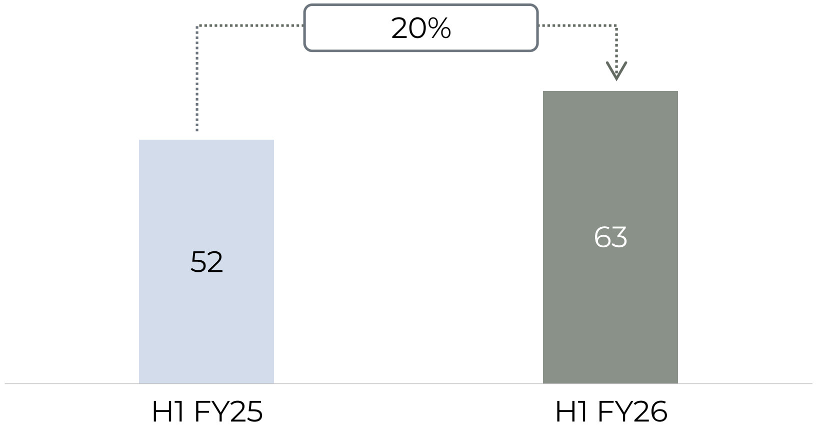
Note: PBT & PAT for Q2 FY25 exclude non-operating income of INR 82 Crore and INR 71 Cr (net of tax) respectively, arising from the sale of assets

H1 FY26 highlights - Consolidated

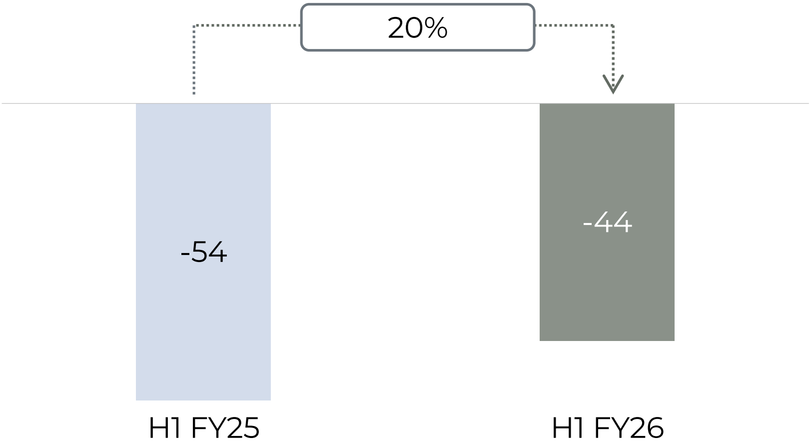
Revenue (INR Cr)



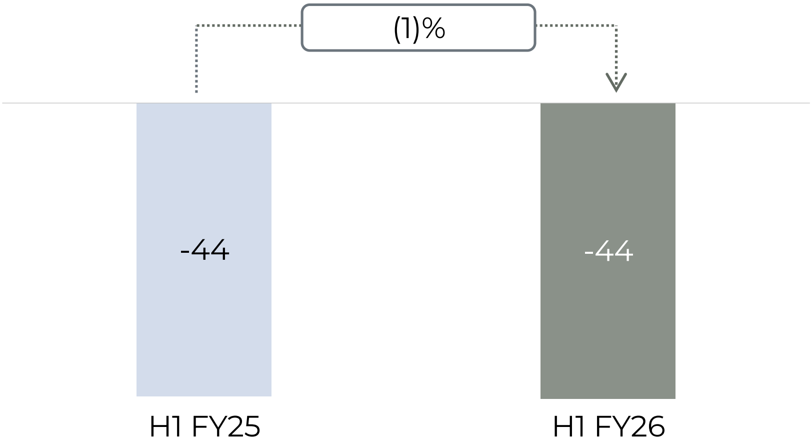
EBITDA (INR Cr)



PBT (INR Cr)



PAT (INR Cr)



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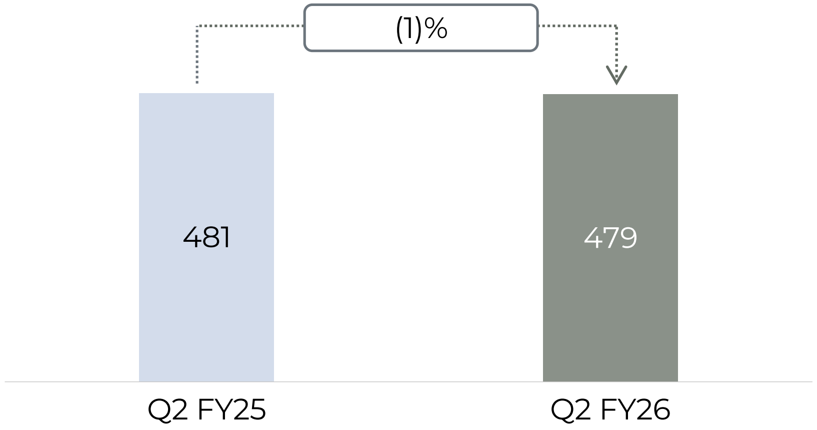
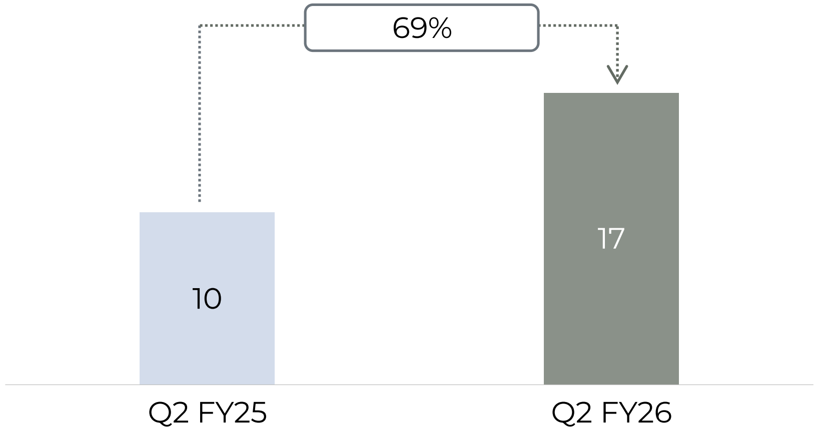
Q2 FY26 highlights - Standalone

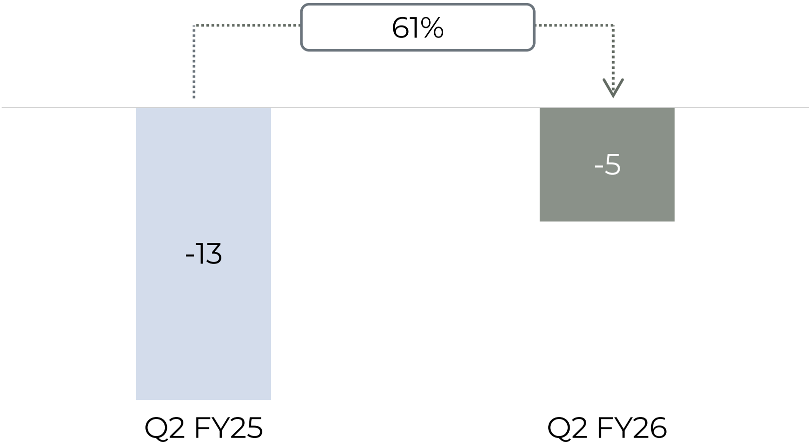
Revenue (INR Cr)



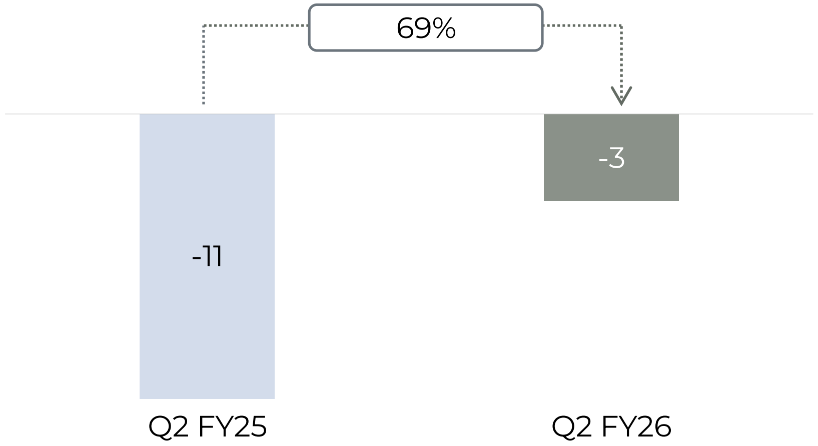
EBITDA (INR Cr)



PBT (INR Cr)



PAT (INR Cr)



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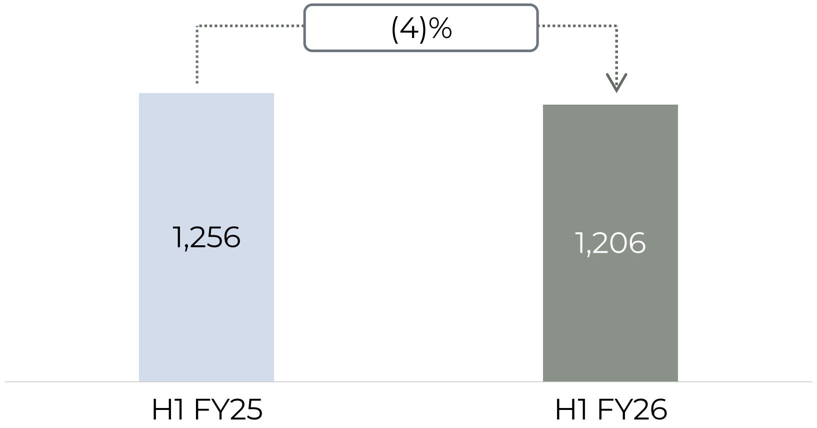
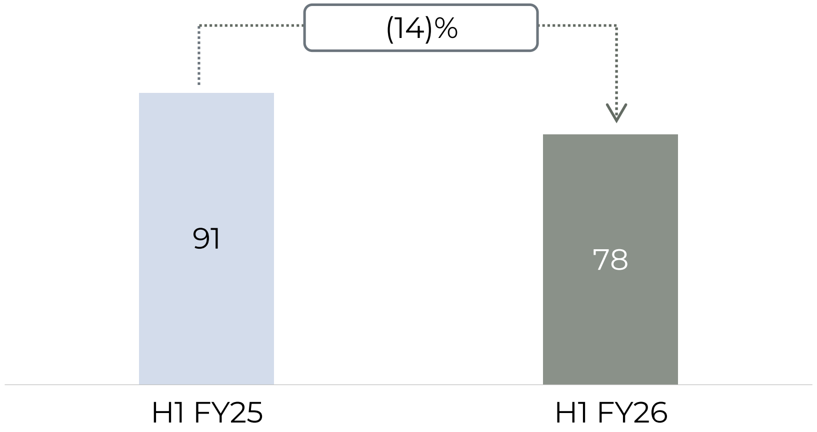
H1 FY26 highlights - Standalone

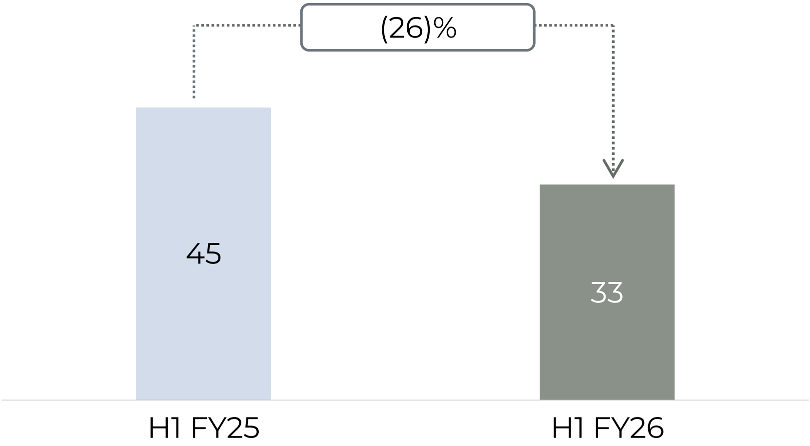
Revenue (INR Cr)



EBITDA (INR Cr)



PBT (INR Cr)



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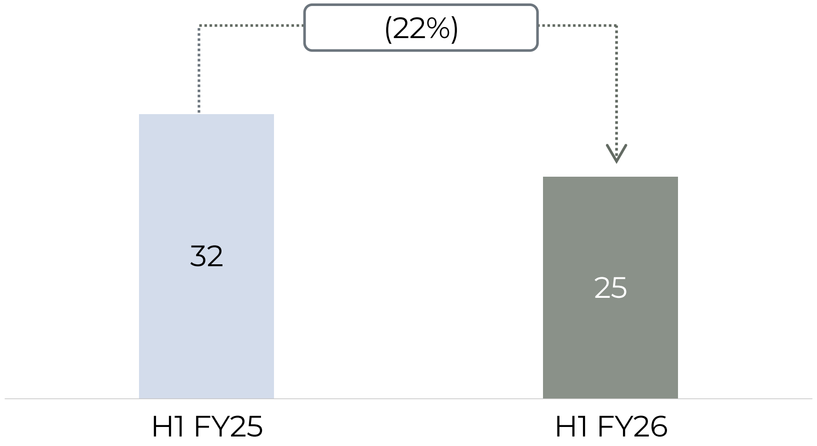

Note: PBT & PAT for H1 FY25 exclude non-operating income of INR 82 Crore and INR 71 Cr (net of tax) respectively, arising from the sale of assets

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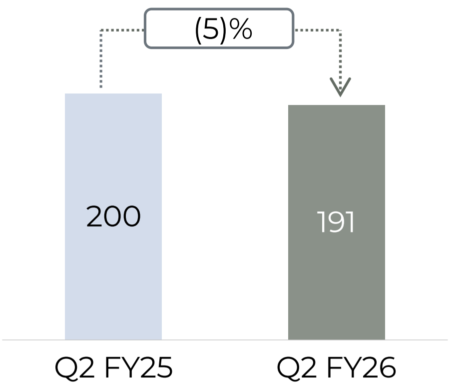
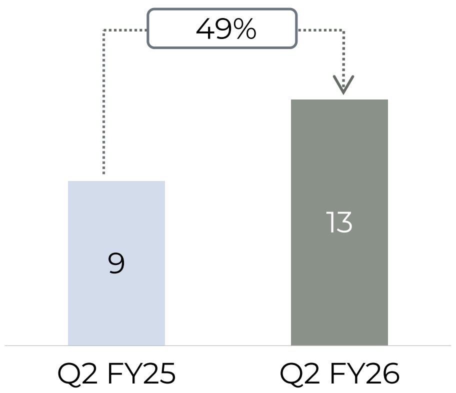
Key segment performance Q2 FY26

Roofs

Revenue (INR Cr)

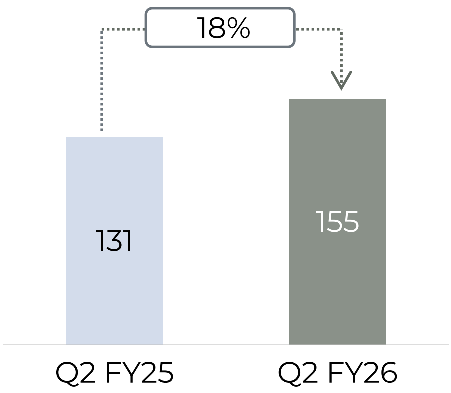


PBT (INR Cr)

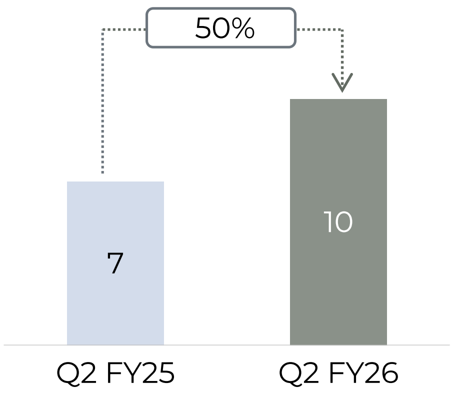


Walls

Revenue (INR Cr)

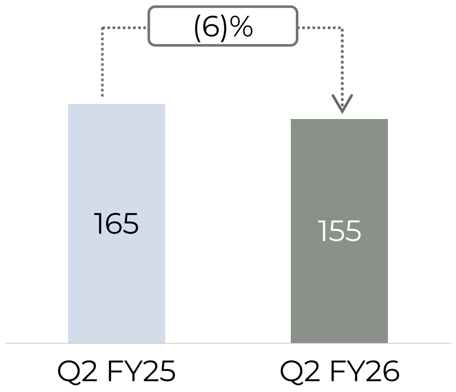


PBT (INR Cr)

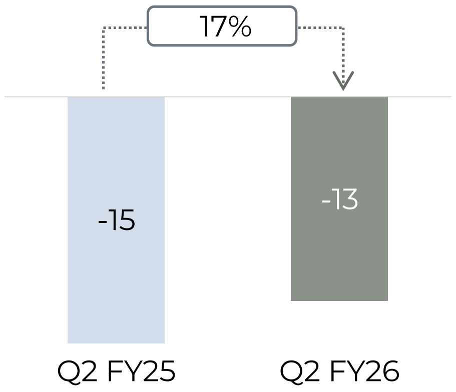


Pipes and Construction Chemicals

Revenue (INR Cr)

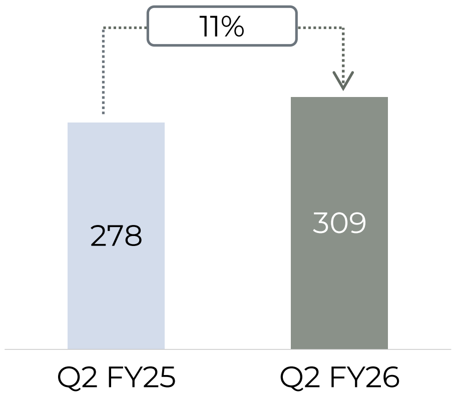


PBT (INR Cr)

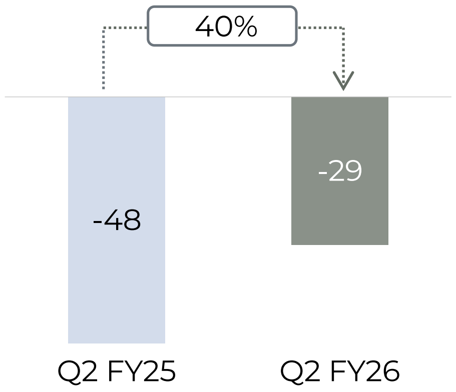


Floors

Revenue (INR Cr)



PBT (INR Cr)



Financial statements – Balance Sheet

Particulars (INR Cr)	Standalone		Consolidated	
	30.09.2025	31.03.2025	30.09.2025	31.03.2025
A) Equity & Liabilities				
Shareholder's funds	1,269	1,267	1,179	1,211
Non-current liabilities	116	119	580	579
Current liabilities	612	643	1,206	1,136
Total Equity & Liabilities	**1,997**	**2,029**	**2,965**	**2,926**
B) Assets				
Non-current assets	1,365	1,360	1,875	1,819
Current assets	632	669	1,090	1,107
Total Assets	**1,997**	**2,029**	**2,965**	**2,926**

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