THE X FACTOR

HSIL

11_12 ANNUAL REPORT



Forward looking statement

In this Annual Report, the forward-looking information if any, is for enabling investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccuracies in our assumptions. Should known or unknown risks or our uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statements, arising as a result of new information, future events or otherwise.

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NOTICE & PROXY

Disclaimer

We have used the expression 'X Factor' as a part of our thematic approach to position the Company's vision and dynamism. This is certainly not inspired by or is not an attempt to emulate any other creative endeavour in any other media.

At HSIL, business is all about being transformational, being constantly on the move.

Questioning conventions, seeking new frontiers, expanding capacities, sharpening capabilities and deepening ties with customers to touch new heights of aspirations.

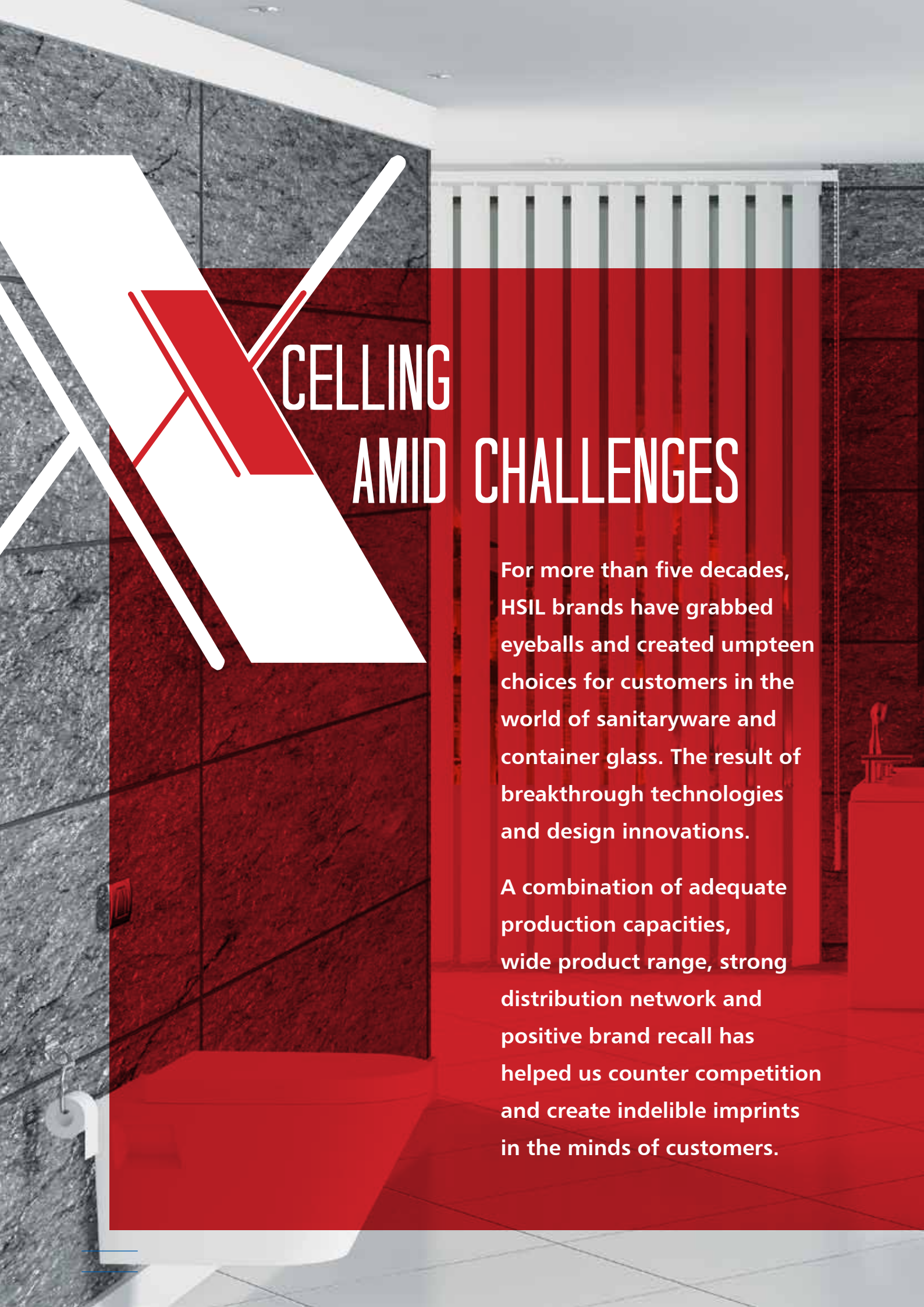
There are difficult patches in this journey; treacherous roads and deep crevices; moments when every move becomes a battle against limitations, internal and external.

But the exhilaration is in knowing that we can surmount those challenges, and move on to greater glories. This philosophy of doing business and sustaining leadership permeates the products we create or the services we deliver.

Interestingly, our customers also share our vision of the world, refusing to compromise with mediocrity and unwilling to accept limitations.

An approach to life, we love to call the X-Factor.

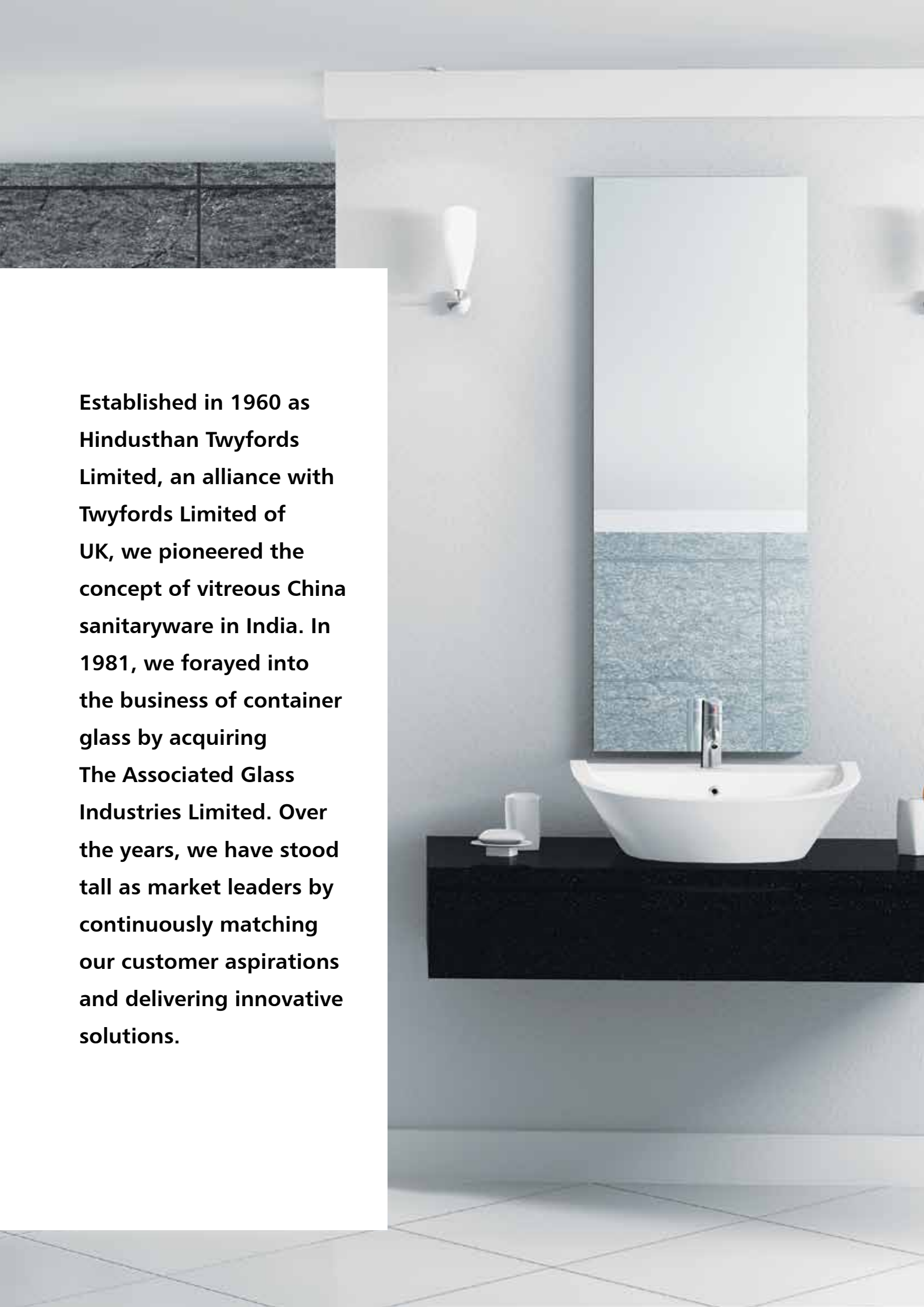
In 2011-12, we improved operations, enriched product lines, enhanced capacities, while taking business challenges in our strides.



CELLING AMID CHALLENGES

For more than five decades, HSIL brands have grabbed eyeballs and created umpteen choices for customers in the world of sanitaryware and container glass. The result of breakthrough technologies and design innovations.

A combination of adequate production capacities, wide product range, strong distribution network and positive brand recall has helped us counter competition and create indelible imprints in the minds of customers.



Established in 1960 as Hindusthan Twyfords Limited, an alliance with Twyfords Limited of UK, we pioneered the concept of vitreous China sanitaryware in India. In 1981, we forayed into the business of container glass by acquiring The Associated Glass Industries Limited. Over the years, we have stood tall as market leaders by continuously matching our customer aspirations and delivering innovative solutions.

PRODUCT OFFERINGS

Sanitaryware



Faucets



Kitchen Appliances



Wellness Products



Tiles



Container Glass



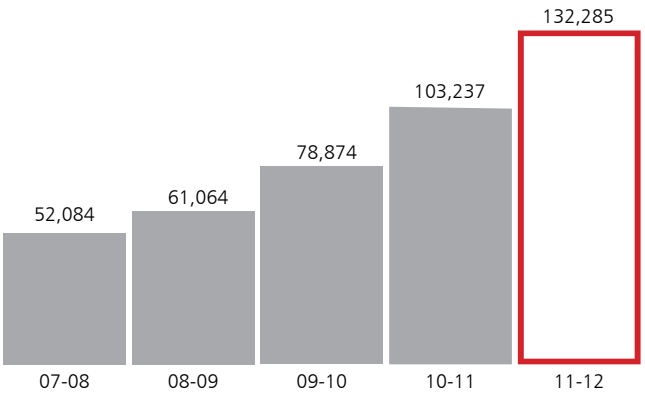
PET Bottles



TRACTING THE OPPORTUNITY FOR PROGRESS

Net Turnover

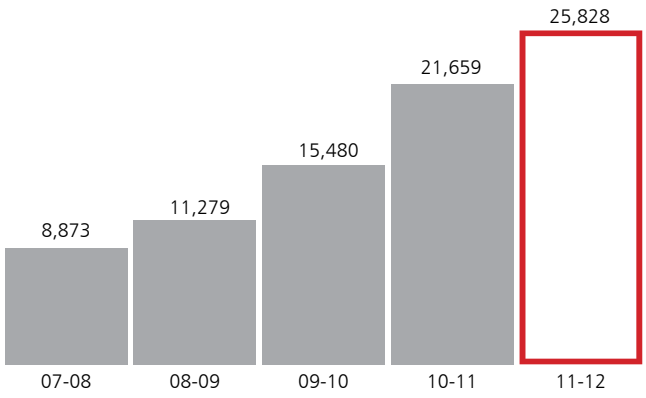
₹ in lacs



5-year CAGR **22.59%**

EBITDA

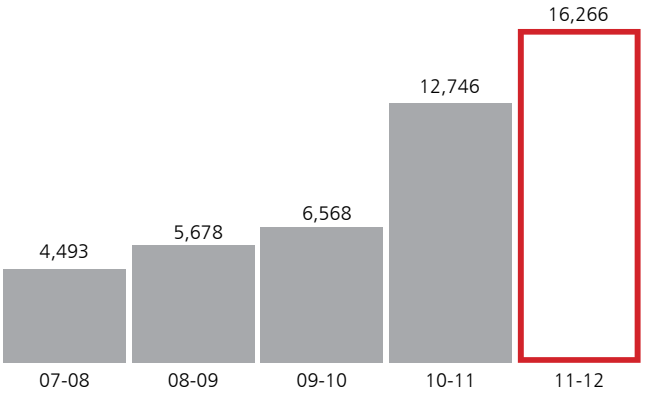
₹ in lacs



5-year CAGR **24.98%**

PBT

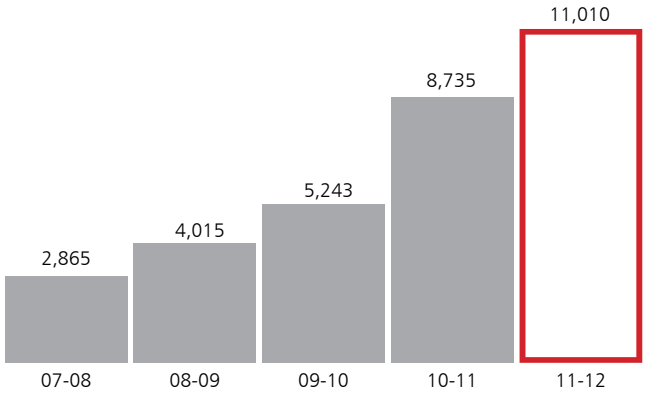
₹ in lacs



5-year CAGR **28.95%**

PAT

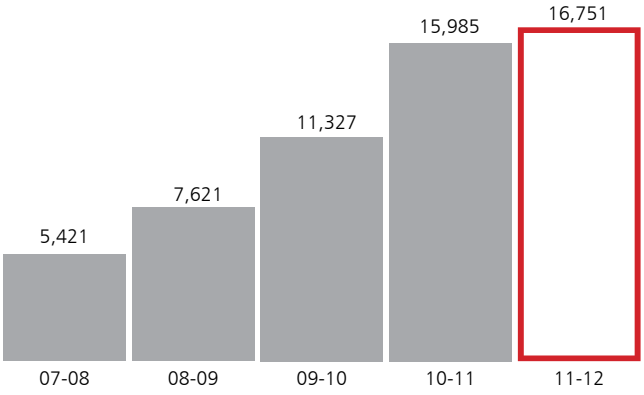
₹ in lacs



5-year CAGR **30.48%**

Cash Profit

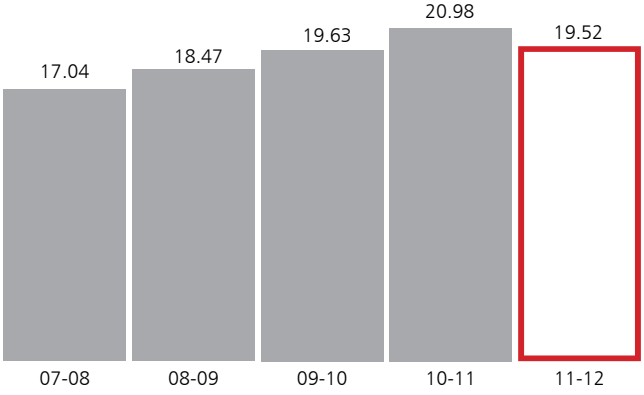
₹ in lacs



5-year CAGR **24.02%**

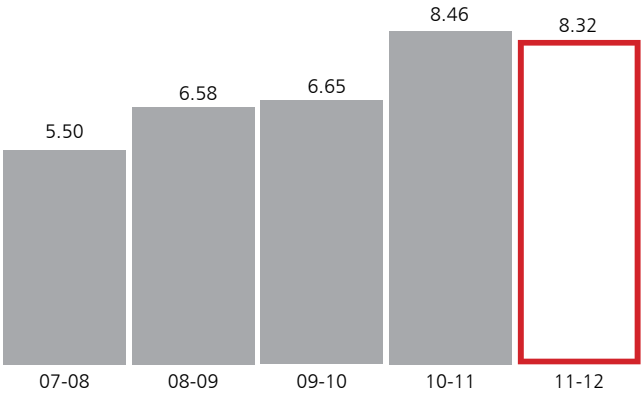
EBITDA Margin

%



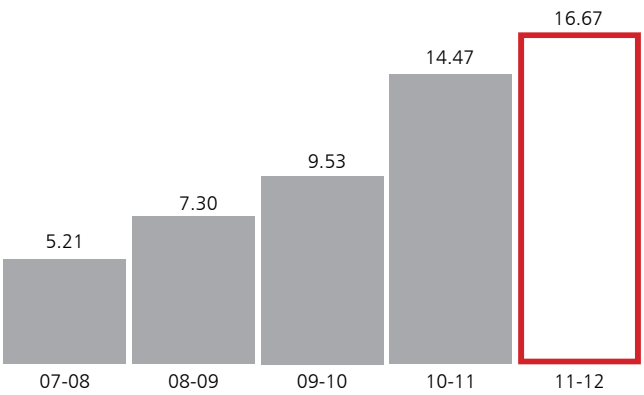
PAT Margin

%

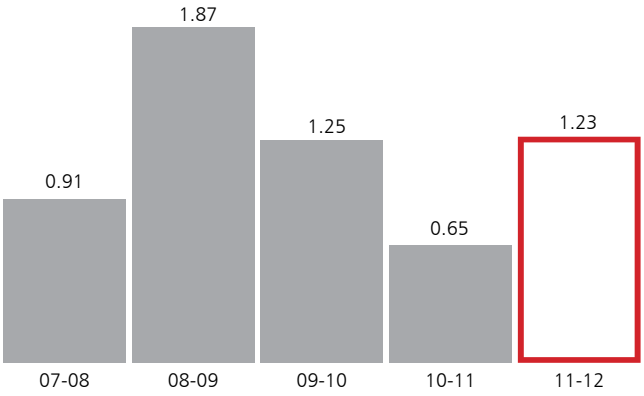


EPS

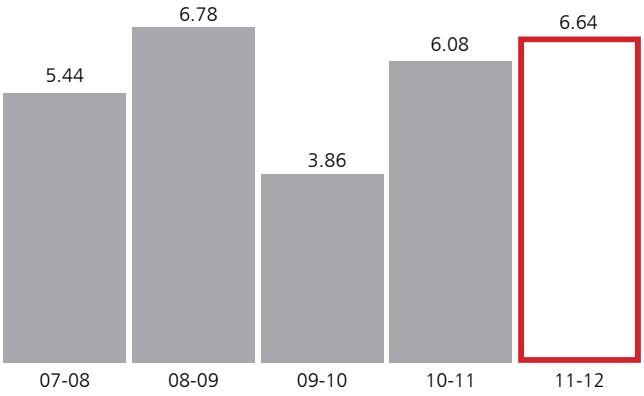
₹



Debt-Equity Ratio



Interest Cover Ratio



110%

Capacity utilisation levels achieved in sanitaryware

94%

Capacity utilisation levels achieved in container glass

3,511

Employee strength

15,000+

Network of Retailers

2,000+

Dealers

48 HOURS

Maximum response time to any customer call