

**NEAPS/BSE ONLINE**

19<sup>th</sup> May, 2026

**The Corporate Relationship Department  
BSE Limited**  
Phiroze Jeejeebhoy Towers,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda, Dalal Street,  
Mumbai – 400001  
(BSE Scrip Code: 542905)

**Listing Department  
National Stock Exchange of India Limited**  
Plot No. C-1, Block-G,  
Exchange Plaza, 5<sup>th</sup> Floor,  
Bandra Kurla Complex, Bandra (E),  
Mumbai – 400051  
(NSE Symbol: HINDWAREAP)

Dear Sir/Madam,

**Sub: Presentation on the Audited Standalone & Consolidated Financial Results of the Company for the fourth quarter and year ended 31.03.2026**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Presentation on the Audited Standalone & Consolidated Financial Results of the Company for the fourth quarter and year ended 31<sup>st</sup> March, 2026.

The aforesaid presentation will also be available on the website of the Company i.e. [www.hindwarehomes.com](http://www.hindwarehomes.com).

You are requested to take the enclosed document on records.

For Hindware Home Innovation Limited

**Payal M Puri** Digitally signed  
by Payal M Puri  
Date: 2026.05.19  
21:31:06 +05'30'

**Payal M Puri**  
(Company Secretary and Sr. V. P. Group General Counsel)

**Name:** Payal M Puri  
**Address:** 301-302, 3rd Floor, Park Centra, Sector-30, Gurugram-122001  
**Membership No.:** 16068

**Hindware Home Innovation Limited**

**Corporate Office:** Unit No 201 (I), (II), (III), (XVI) 2nd Floor, BPTP Park Centra, Sector-30, NH-8, Gurugram-122001  
T. +91 124-4779200, e-mail: [wecare@hindware.co.in](mailto:wecare@hindware.co.in) | [investors@hindwarehomes.com](mailto:investors@hindwarehomes.com)

**Registered Office:** 2, Red Cross Place, Kolkata- 700001, West Bengal, India. T. +91 33-22487407/5668  
[www.hindwarehomes.com](http://www.hindwarehomes.com) | CIN: L74999WB2017PLC222970

# Focused on Excellence Committed to Customers

Q4 FY26 PRESENTATION



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*Designed for Sukoon*

**The Hindware Story**

# Hindware's Unique Competitive Edge

Exploring the key factors that set Hindware apart in the market.



1

## Strong brand trust and recall

Hindware's decades of trust guarantee strong consumer recall

2

## Strict quality control measures

Hindware ensures excellence through strict quality and designer collaboration

3

## Extensive distribution network

Broad distribution gives Hindware significant market reach

4

## Commitment to R&D

Innovation is the backbone of Hindware's R&D and sustainable practices

5

## Prompt after-sales service

Robust after-sales service boosts customer satisfaction and loyalty

6

## Engaging marketing campaigns

Captivating marketing campaigns effectively connect with consumers, building strong brand interest and recall

# What We Do..



## Sanitaryware

### *Extensive Premium Range*

Our sanitaryware portfolio offers diverse designs, features, and prices for every project.



## Faucets

### *Premium Design, Diverse Brands*

Our diverse collection offers designer to premium options, meeting all aesthetic & functional needs.



## CPVC/PVC Pipes & Fittings

### *TRUFLO by Hindware*

We offer certified CPVC, UPVC, PVC & SWR plumbing systems, column pipes, multilayer composite pipes, foam core solutions, fire sprinklers, and overhead water storage tanks.



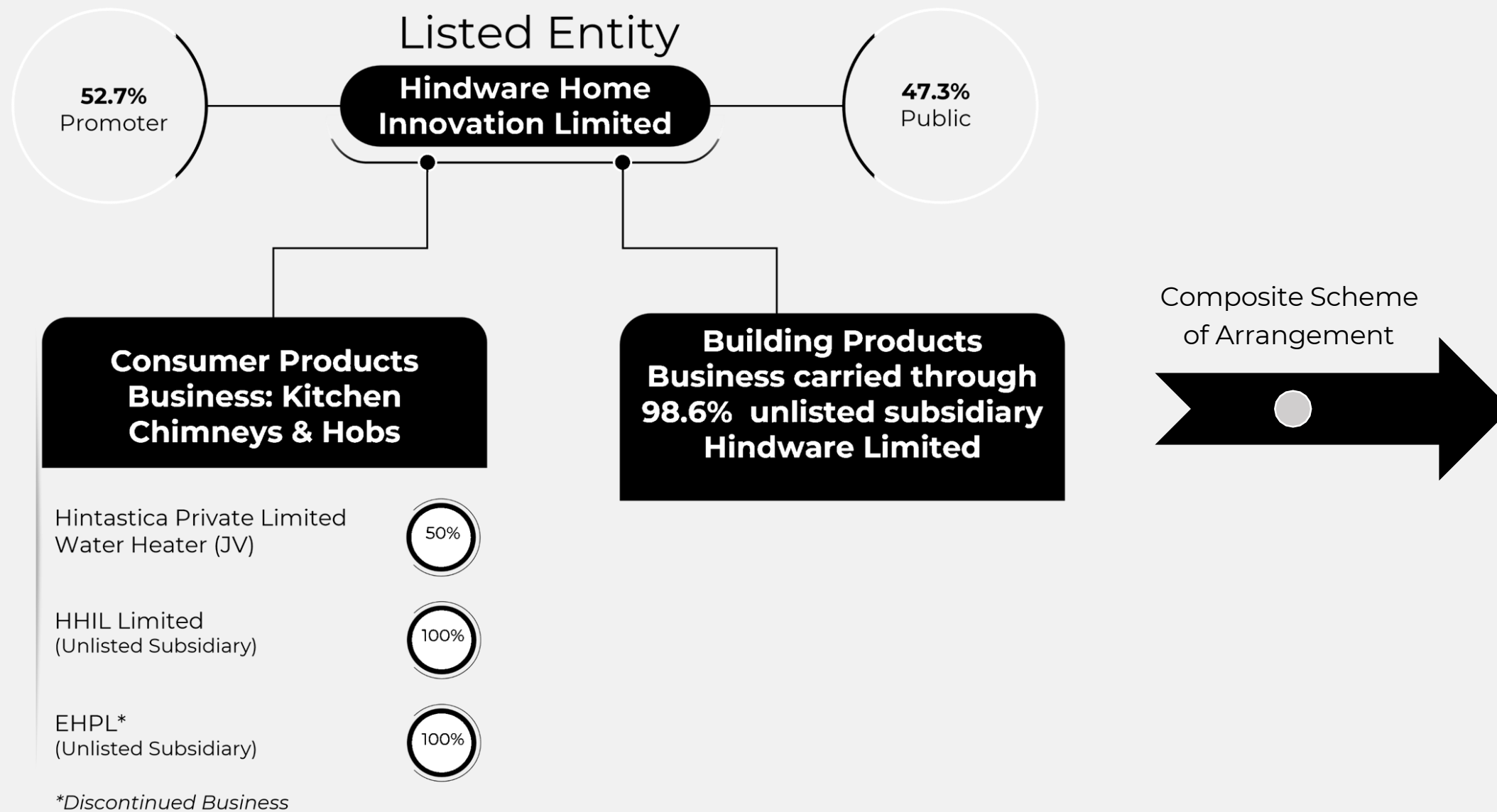
## Kitchen Chimney & Hobs

### *Modern Kitchen Appliances*

We offer innovative kitchen appliances, including advanced hobs and efficient chimneys.

**Building Product Business is carried through Hindware Limited**

# We Are Unlocking Stakeholders Value



- Board has approved the Composite Scheme of Arrangement envisaging demerger of its Consumer Products Business into its wholly owned subsidiary HHIL Limited and amalgamation of remaining Company into Hindware Limited
- As part of the Scheme, shareholders holding one share in Hindware Home Innovation Limited will get 1 share in HHIL Limited and 1 share in Hindware Limited
- Post implementation of the Scheme, HHIL Limited and Hindware Limited will be listed on both BSE & NSE and Hindware Home Innovation will cease to exist
- BSE and NSE has approved the Composite Scheme of Arrangement and pursuant to that, the Company has filed an application for approval of the Scheme with the NCLT Kolkata
- The scheme is effective from April 1, 2025, subject to requisite approvals from shareholders, creditors, SEBI, stock exchanges, and NCLT.
- *Refer to the Stock Exchange Intimations published since 27<sup>th</sup> March 2025*

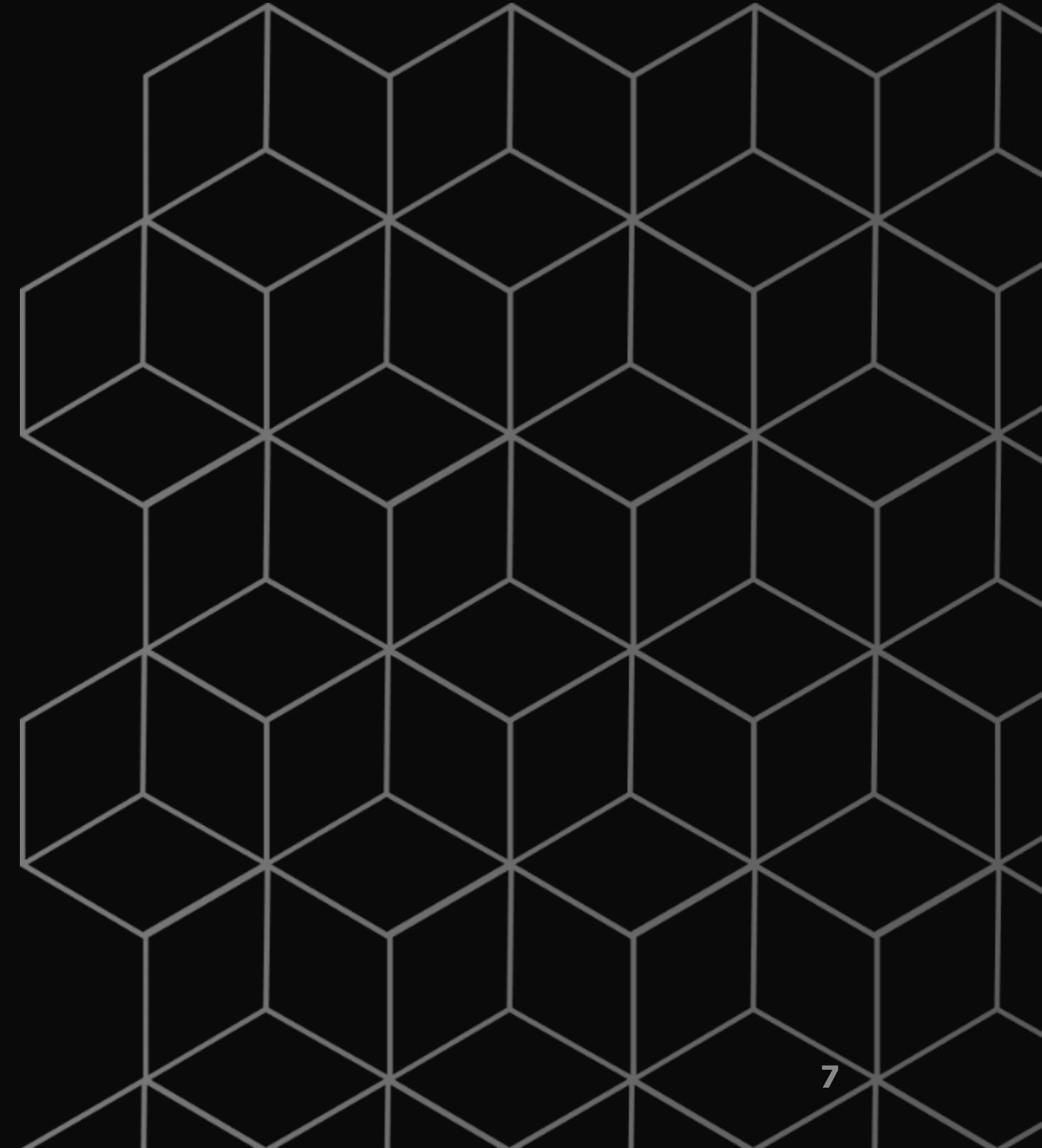
# A: Hindware Limited

hindware *italian*  
collection

QUEO

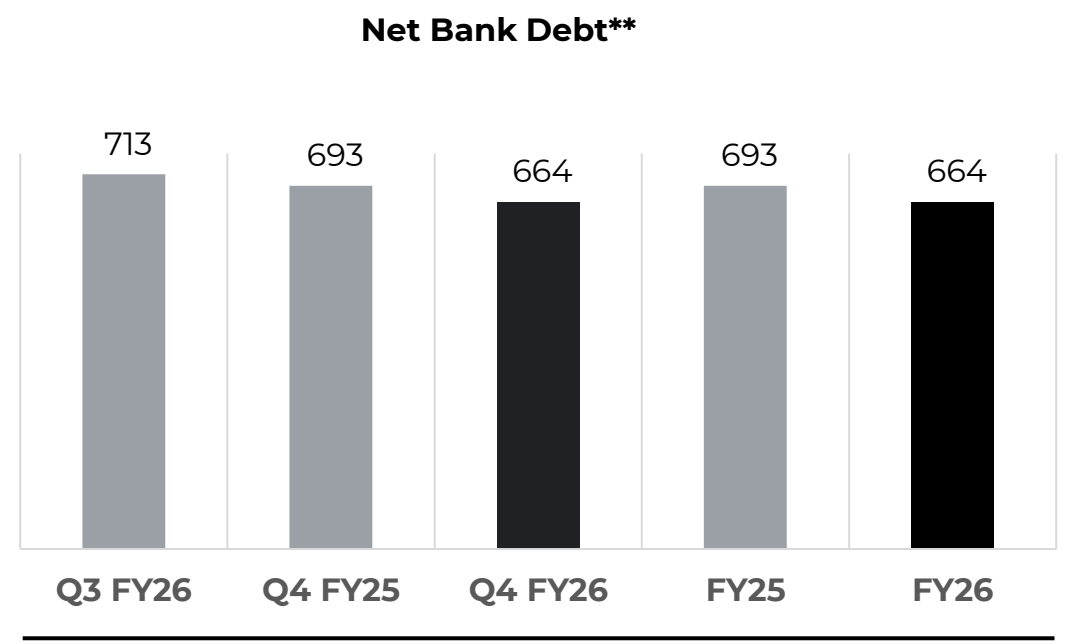
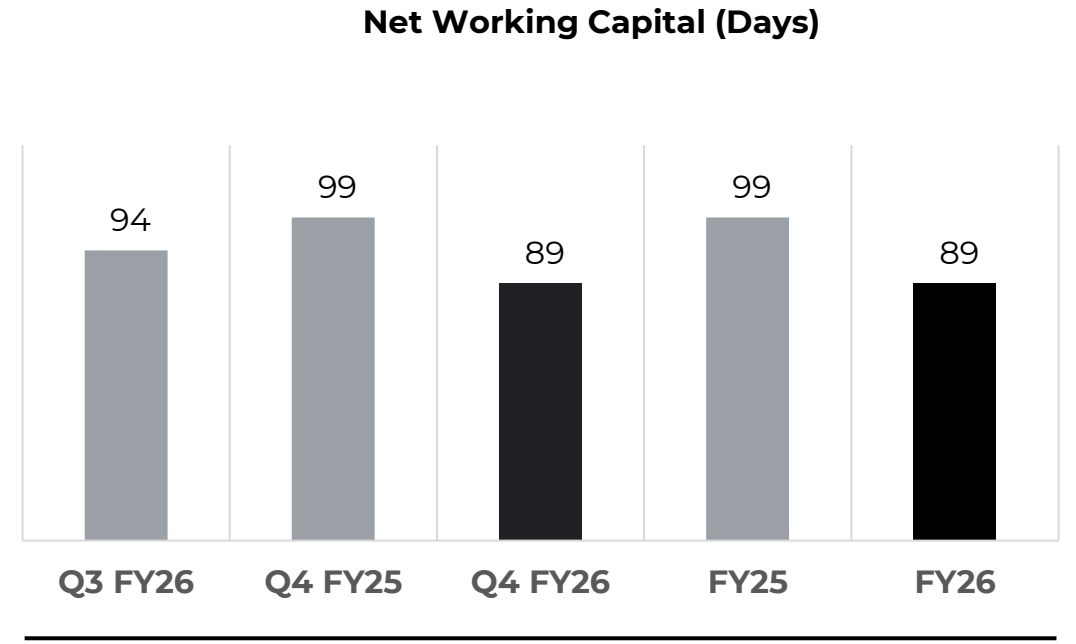
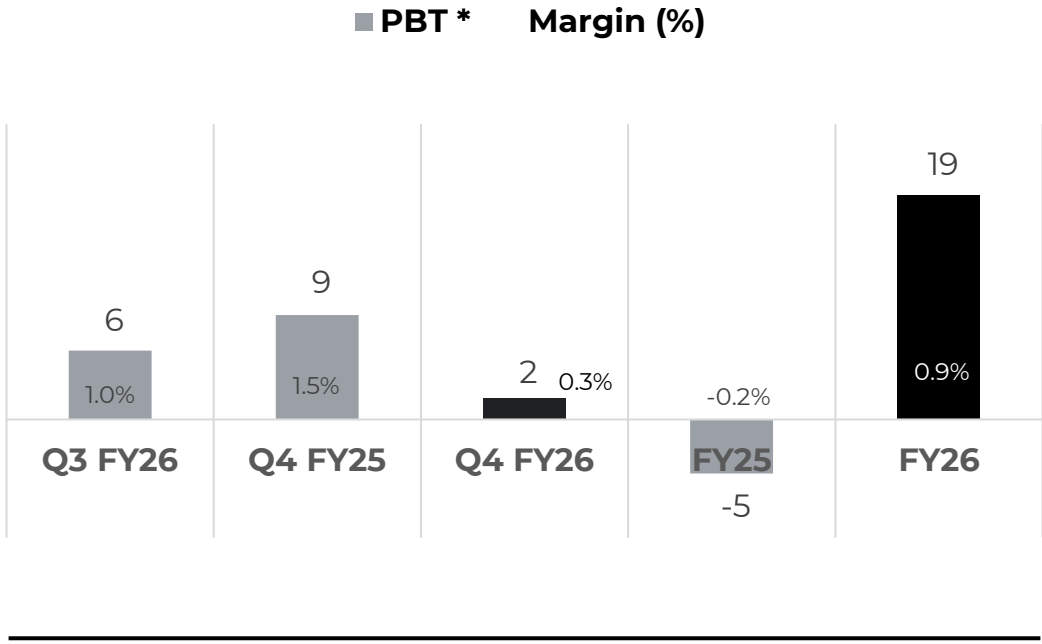
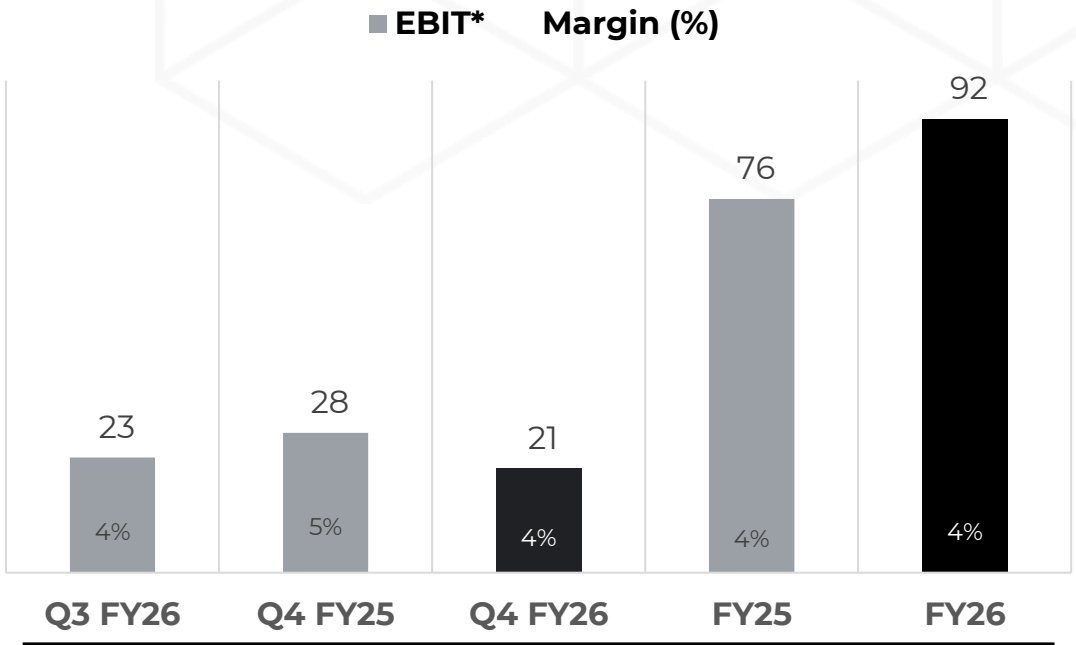
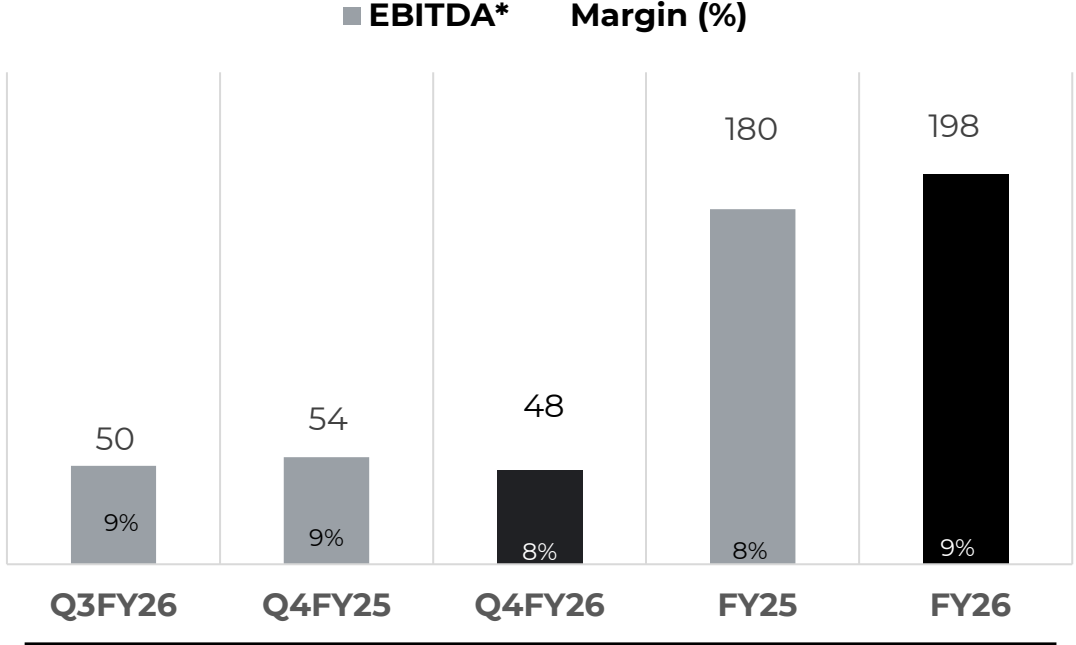
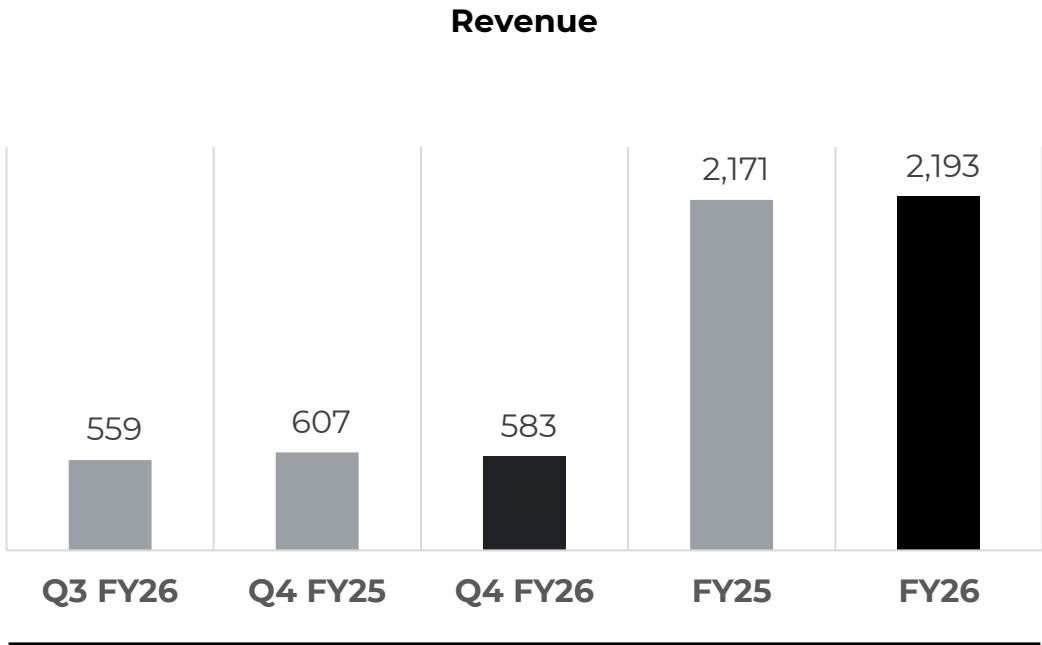
hindware

TRUFLO<sup>®</sup>  
by hindware



# Hindware Business Update

(₹ in crore)



**\*EBITDA, EBIT & PBT exclude other income and exceptional items**  
**\*\*Excluding inter company loan of Rs.98 crore extended by Hindware Home Innovation Limited to Hindware Limited**  
 Above stated financials are rounded off and as per management reported figures by adding Bathware and Pipes Businesses



# Bathware Business

# Bathware Business Manufacturing Capabilities

## MANUFACTURING

State-of-the-art facilities across India

**Bahadurgarh, Haryana (Sanitaryware)**

**Upto 1.75 Mn** Pieces Per Annum

**Bibinagar, Telangana (Sanitaryware)**

**Upto 2.1 Mn** Pieces Per Annum

**Kaharani, Rajasthan (Faucets)**

**Upto 3.7 Mn** Pieces Per Annum

## SANITARYWARE

- Water Closets
- Wash Basins
- Urinals & Squatting Pans

## FAUCETS

- Bath & Kitchen Faucets
- Sensors & Thermostats
- Multi-function Showers

## WELLNESS

- Whirlpools & Bathtubs
- Shower Panels & Enclosures
- Steam Generators

## TILES

- GVT & Full Body Vitrified
- Porcelain & Ceramic
- Tiles Adhesives





# Hindware Leading Bathware Brand



## Leading player in Sanitaryware & Faucets

Hindware stands out as a top brand in the sanitaryware and faucets market, offering a diverse range of products.



## Strong distribution & retail network

With 500+ brand stores and partnerships with 500+ distributors and 35,000+ retailers, we ensure a seamless customer experience and efficient service delivery.



## Brands available across price points

We cater to a wide audience by providing high-quality products across various price ranges, ensuring accessibility for all customers.



## Sustainable growth ecosystem

Hindware fosters growth by engaging with both intermediaries and end-users, focusing on sustainable practices and community involvement.

# Bathware Business Update



- **Strong Financial Performance:**

FY26 sales grew to ₹1,520 crore from ₹1,384 crore in FY25, reflecting 10% YoY growth, driven by sustained demand across core categories.

EBITDA# increased to ₹157 crore from ₹121 crore, delivering 30% YoY growth, with margins improving to 10.3% from 8.8%, supported by better mix and operating leverage.

- **Balanced Revenue Mix:** Retail continued to remain the primary contributor, while institutional & project sales contributed ~25%, with both channels delivering growth and supporting a diversified demand profile.

- **Strengthened Brand Positioning:**

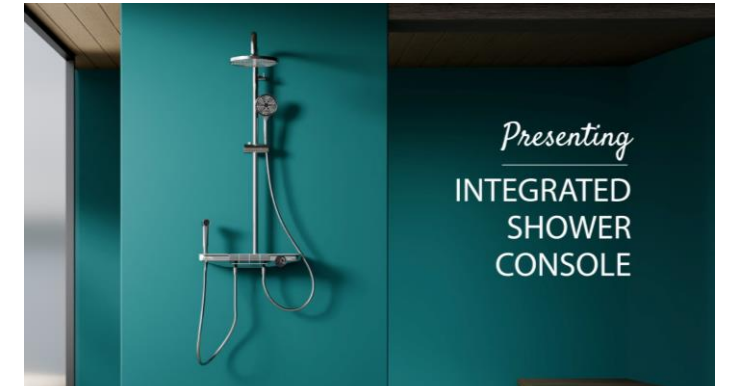
Launched the new brand positioning, “**Designed for Sukoon**”, focused on deepening emotional connect with consumers and reinforcing the brand’s association with comfort, trust, and everyday living.

Integrated marketing initiatives helped improve brand recall, consumer engagement, and supported the premiumisation journey.

- **Strategic Outlook:** The Company aims to achieve 15%–20% sales growth in FY27, supported by improving market conditions and strong momentum across core categories and markets.

# EBITDA excludes other income & exceptional items  
Above stated financials are rounded off and as per management reported figures

# Industry- First Innovative, Design Led Products



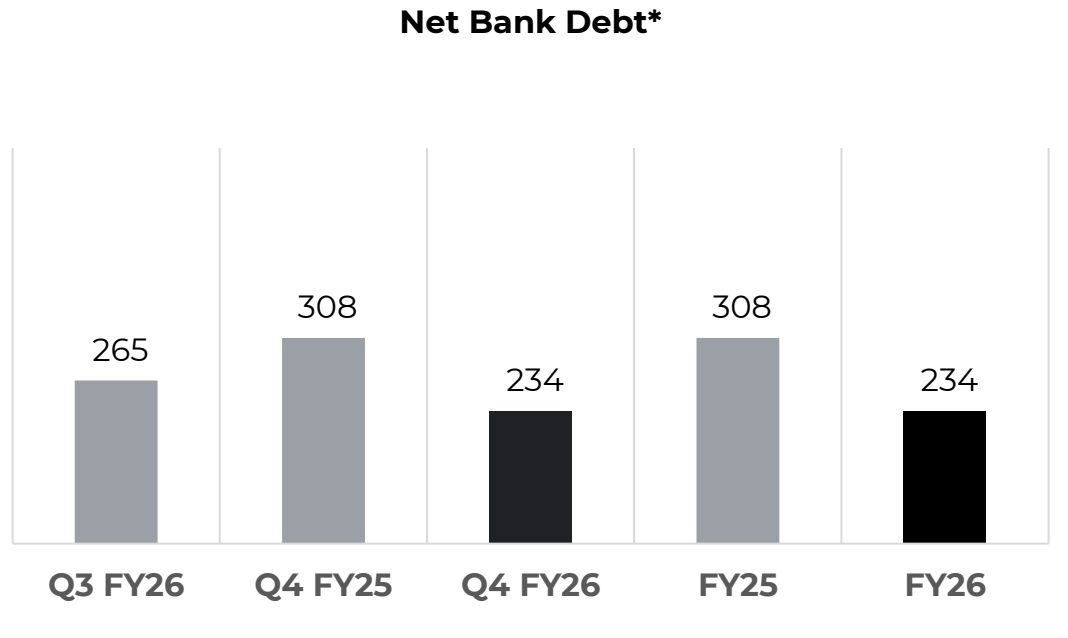
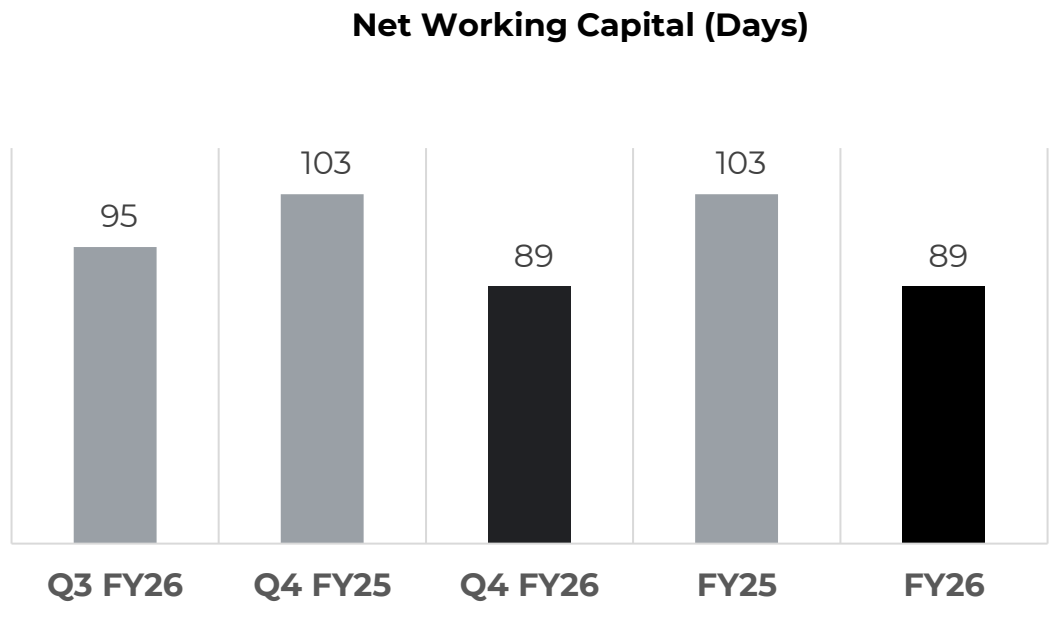
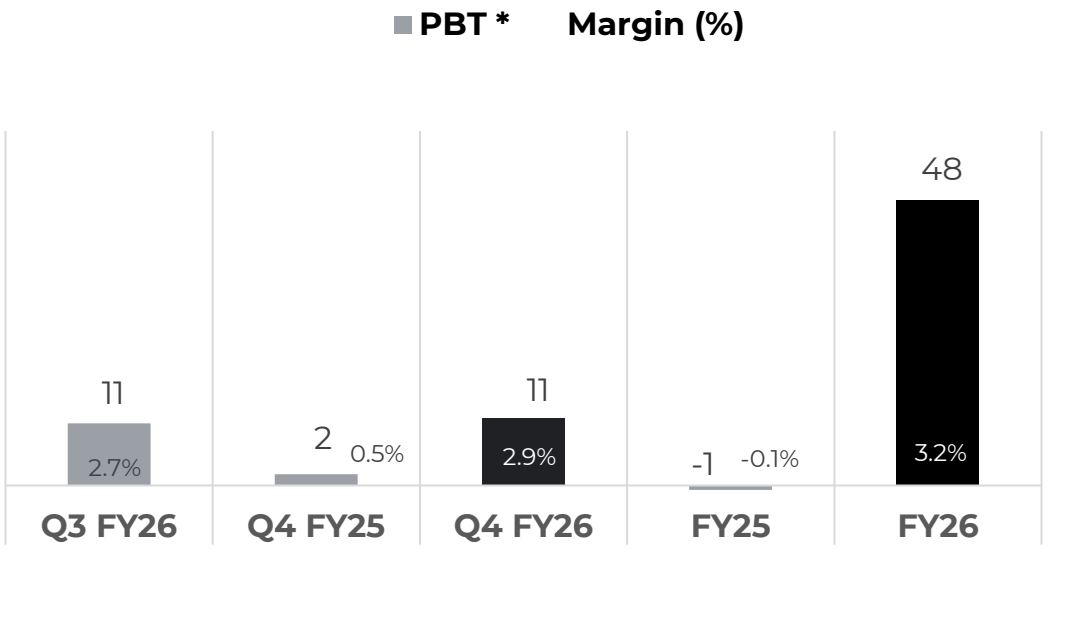
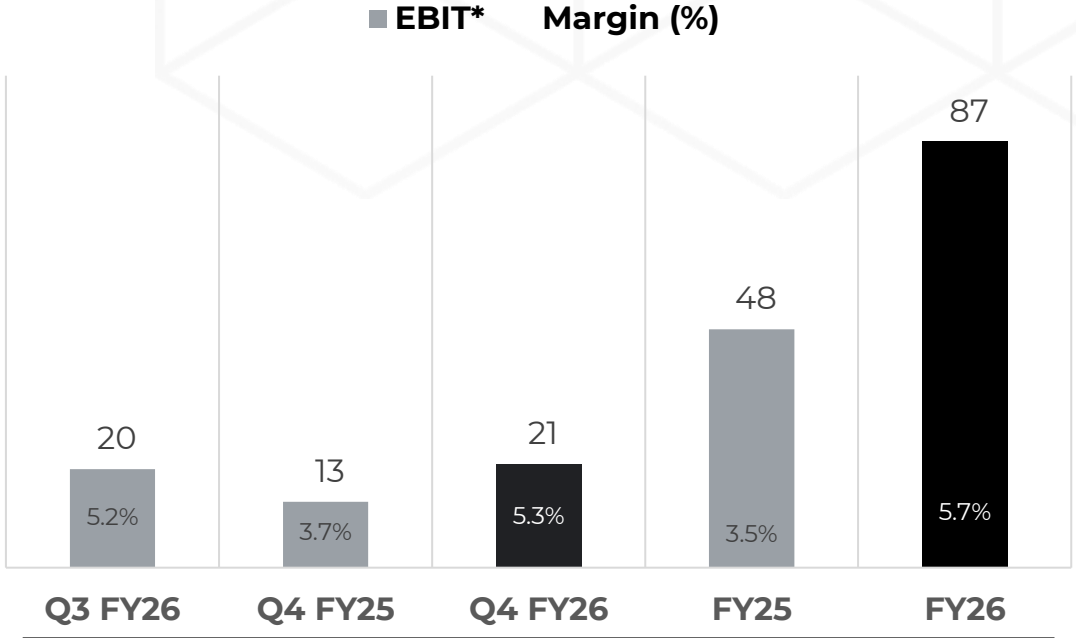
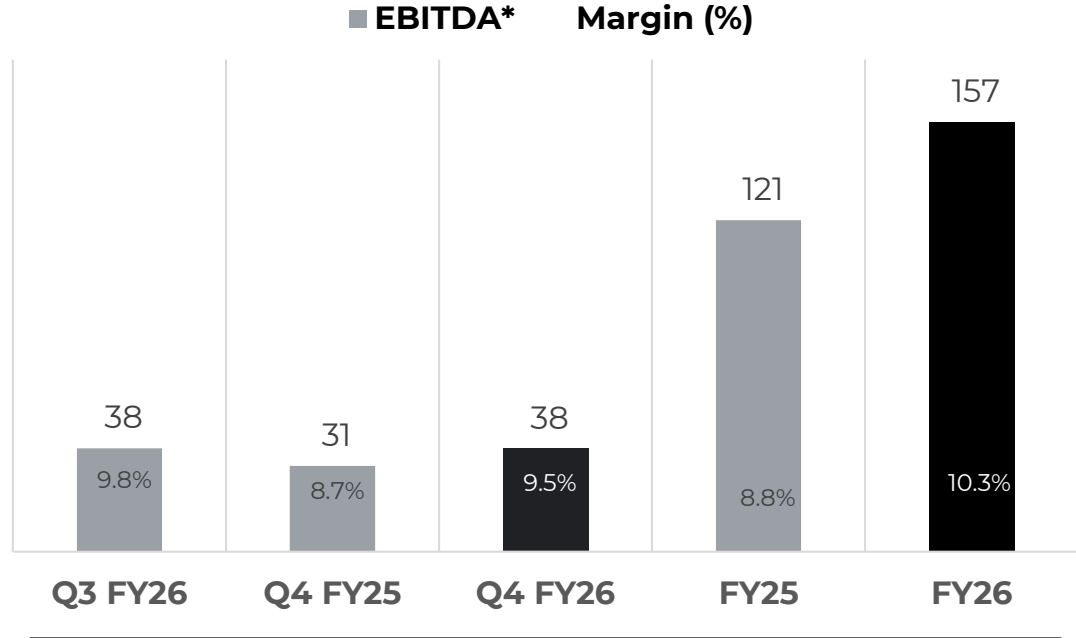
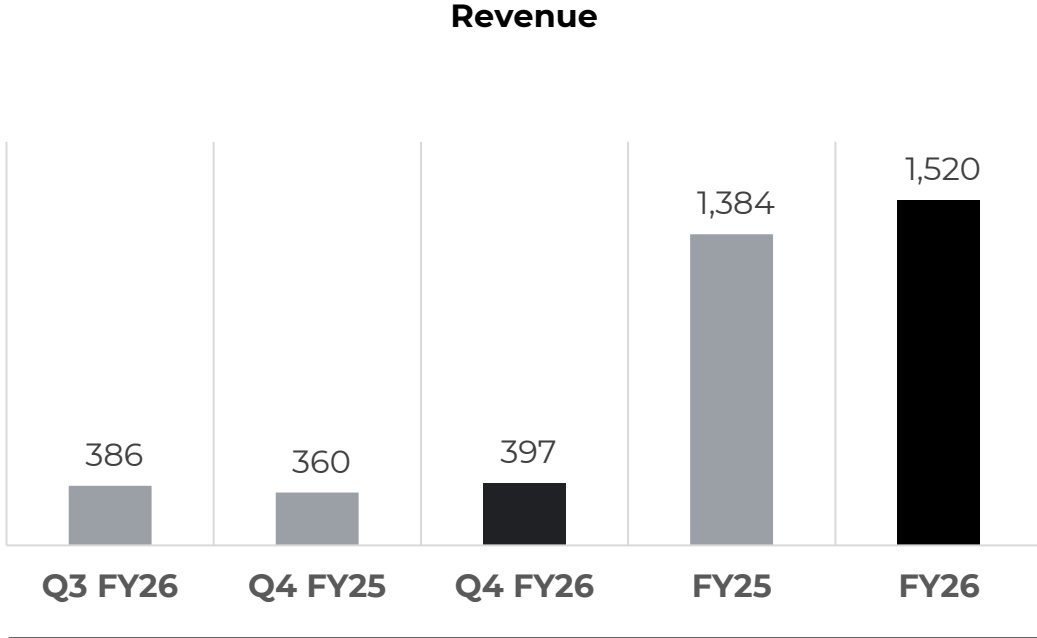
# Marquee Institutional Clients



**Most Specified Brand in Sanitaryware**

# Bathware Business Update

(₹ in crore)



**\*EBITDA, EBIT & PBT exclude other income & exceptional items**  
**\*\*Excluding inter company loan extended by Hindware Home Innovation Limited to Hindware Limited**  
**Above stated financials are rounded off and as per management reported figures**



hindware

TRUFLO  
by hindware

**Pipes & Fittings Business**

# Pipes Business Manufacturing Capabilities


## PRODUCTION CAPACITY

SANGAREDDY, TELANGANA

**66,000+ MTPA**

ROORKEE, UTTARAKHAND

**12,500 MTPA**

 Commenced commercial production  
Jan 30, 2026

## PRODUCT PORTFOLIO

- CPVC / UPVC / PVC
- Multi-layer Composite
- Fire Sprinklers
- PTMT Faucets & other accessories
- SWR / Column Pipes
- Foam Core Pipes
- Overhead Water Storage Tanks

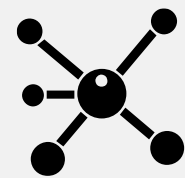


# Truflo By Hindware



## Brand Trust and Market Credibility

*In a relatively short span, Truflo by Hindware has built strong market credibility through consistent product quality and is steadily strengthening its position among a preferred brand in the pipes category*



## Wide Distribution & Retail Network

*Truflo robust network of 320+ distributors and 30,000+ dealers ensures widespread product availability.*



## Strong Plumber Community Engagement

*Strengthened market connect and brand recall by engaging the plumbing community through targeted training programs and campaigns leveraging our 100,000+*



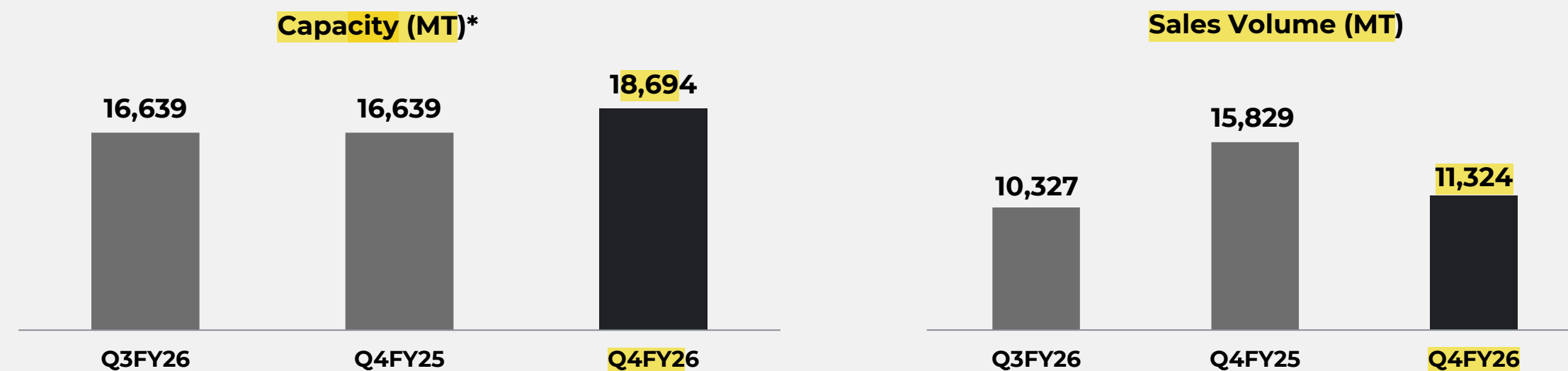
## Extensive Product Range

*Our expansive portfolio now includes over 2500+ SKUs, driving future growth across segments.*

# Pipes Business Update



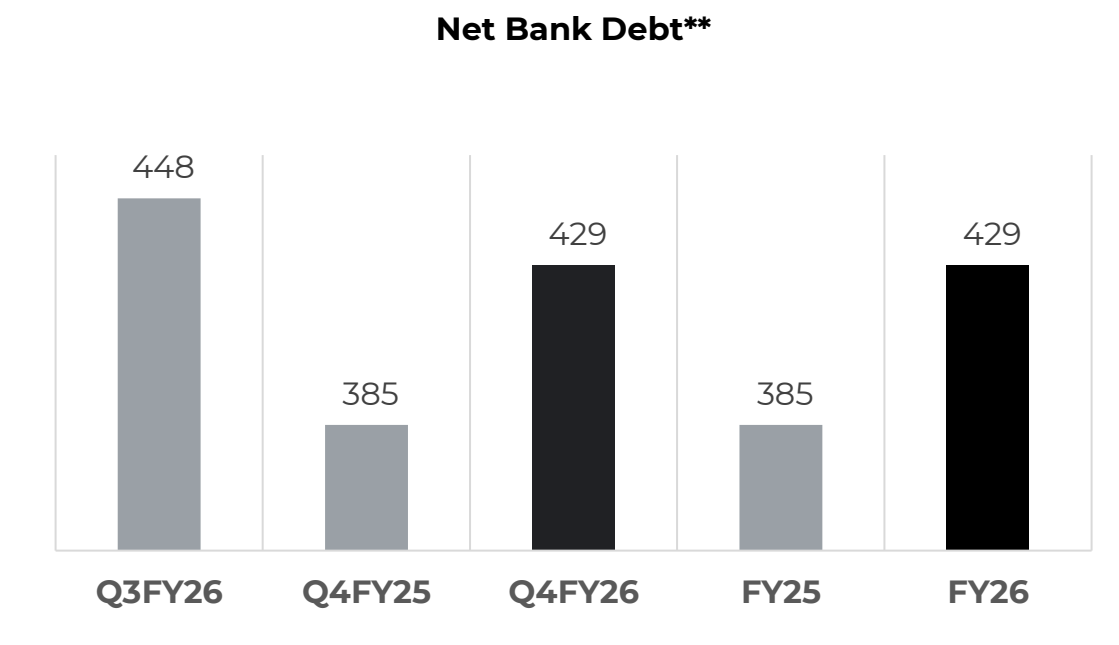
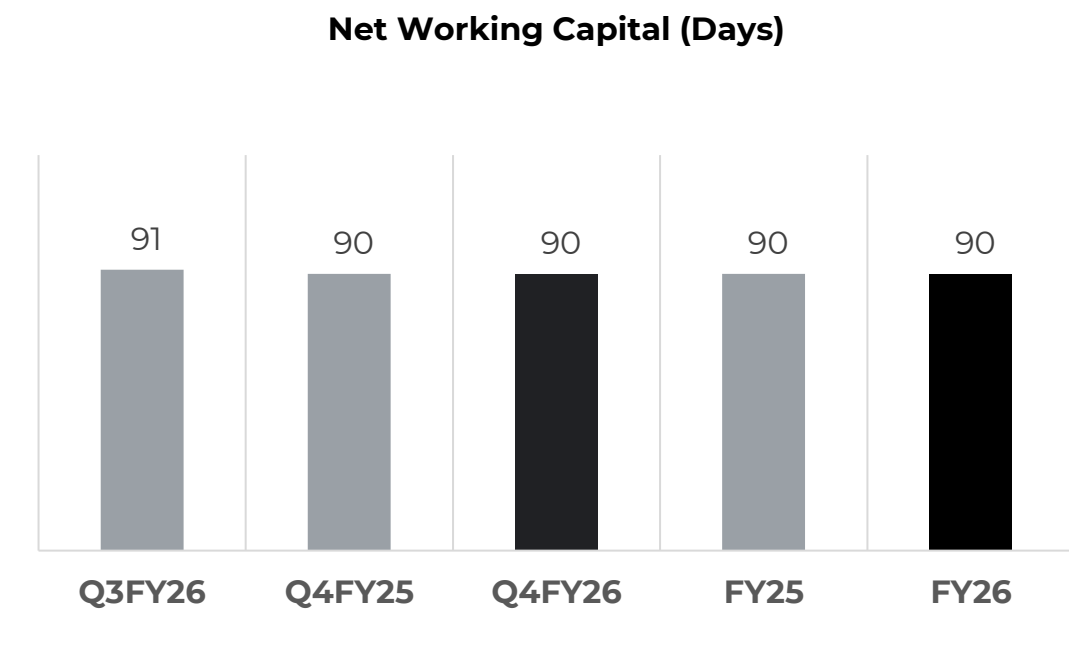
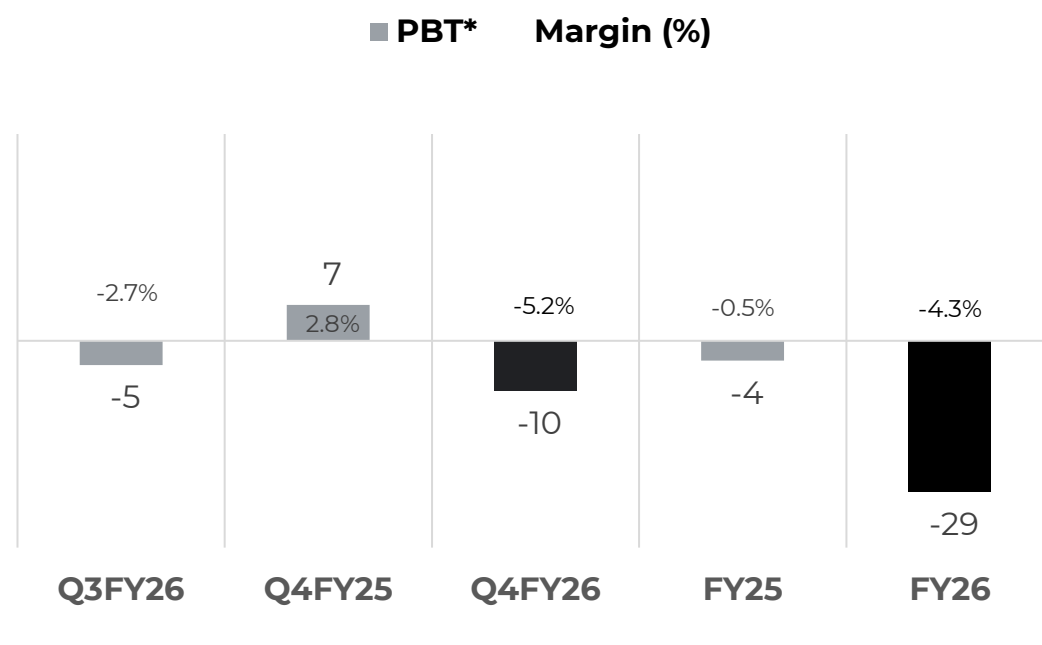
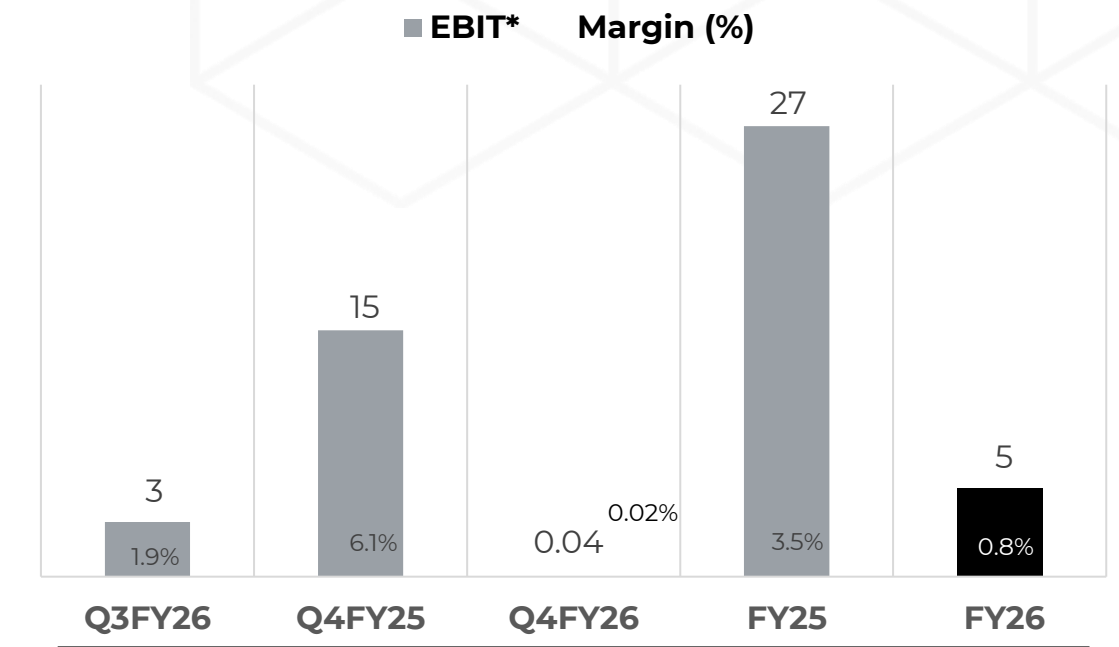
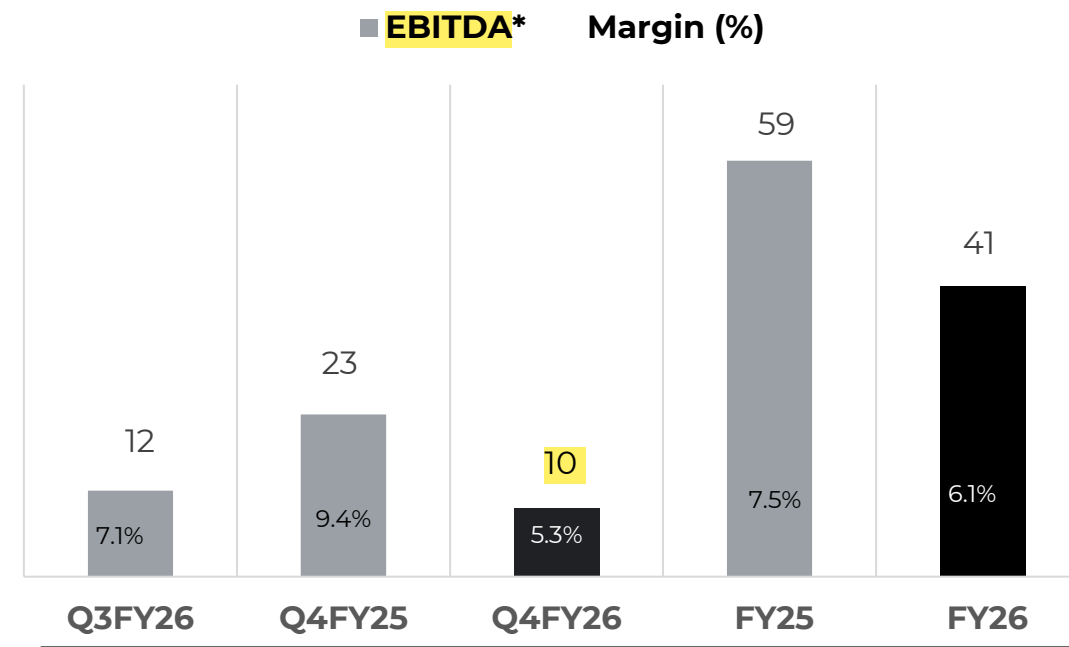
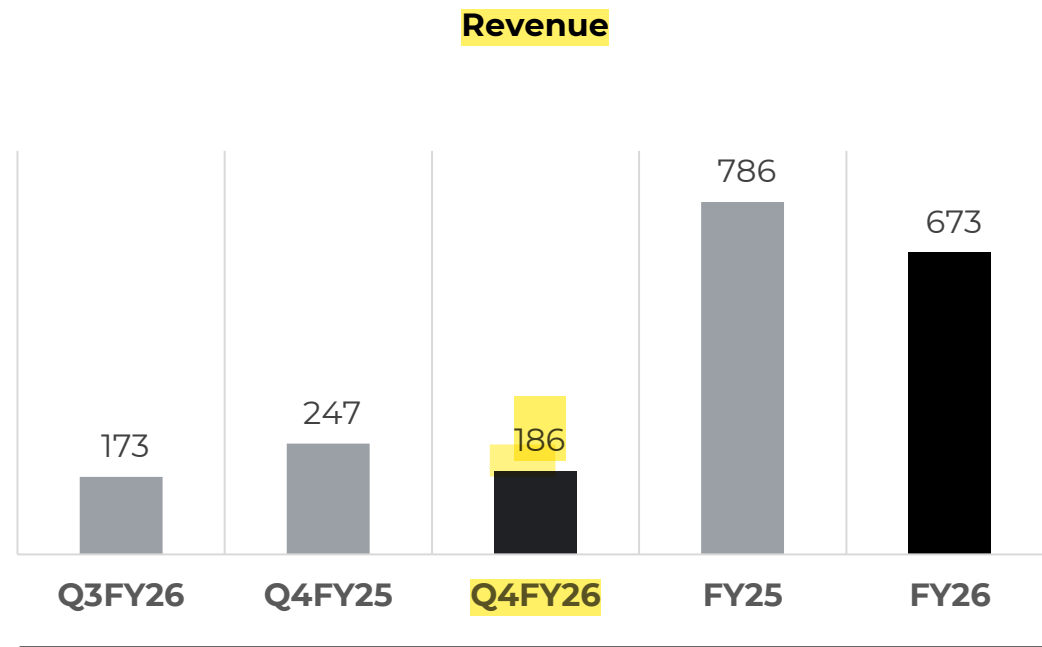
- **Macro & Demand Headwinds:** FY26 was a challenging year, with raw material volatility, unseasonal rainfall, and subdued infrastructure spending impacting overall sales growth and profitability during the year.
- **Q4 Margin Pressure:** A lean inventory strategy limited the Company's ability to capitalise on the March price surge and supply tightness, resulting in a revenue shortfall despite healthy underlying demand, leading to margin pressure in Q4 FY26.
- **Roorkee Plant Commissioned:** The Roorkee plant commenced operations in late January FY26, with ramp-up progressing as planned. Capacity utilisation is expected to improve progressively, with a meaningful financial contribution anticipated from H2 FY27 onwards.
- **Enhanced Backward Integration:** The Company commenced in-house manufacturing for PTMT and Double Wall Corrugated (DWC) pipe during the year, strengthening backward integration and improving control over quality, supply consistency, and cost efficiencies.
- **Fire Sprinkler Certification Underway:** The Fire Sprinkler is currently undergoing BIS audit to strengthen regulatory compliance and support wider acceptance across certified applications.



\* Capacity is reported quarterly, including two months of Roorkee plant operations post its commercialisation on 30 January 2026  
Above stated financials are rounded off and as per management reported figures

# Pipes Business Update

(₹ in crore)



\*EBITDA, EBIT & PBT exclude other income & exceptional items

\*\*Excluding inter company loan extended by Hindware Home Innovation Limited to Hindware Limited

Above stated financials are rounded off and as per management reported figures

# Driving Our Sustainability Initiatives

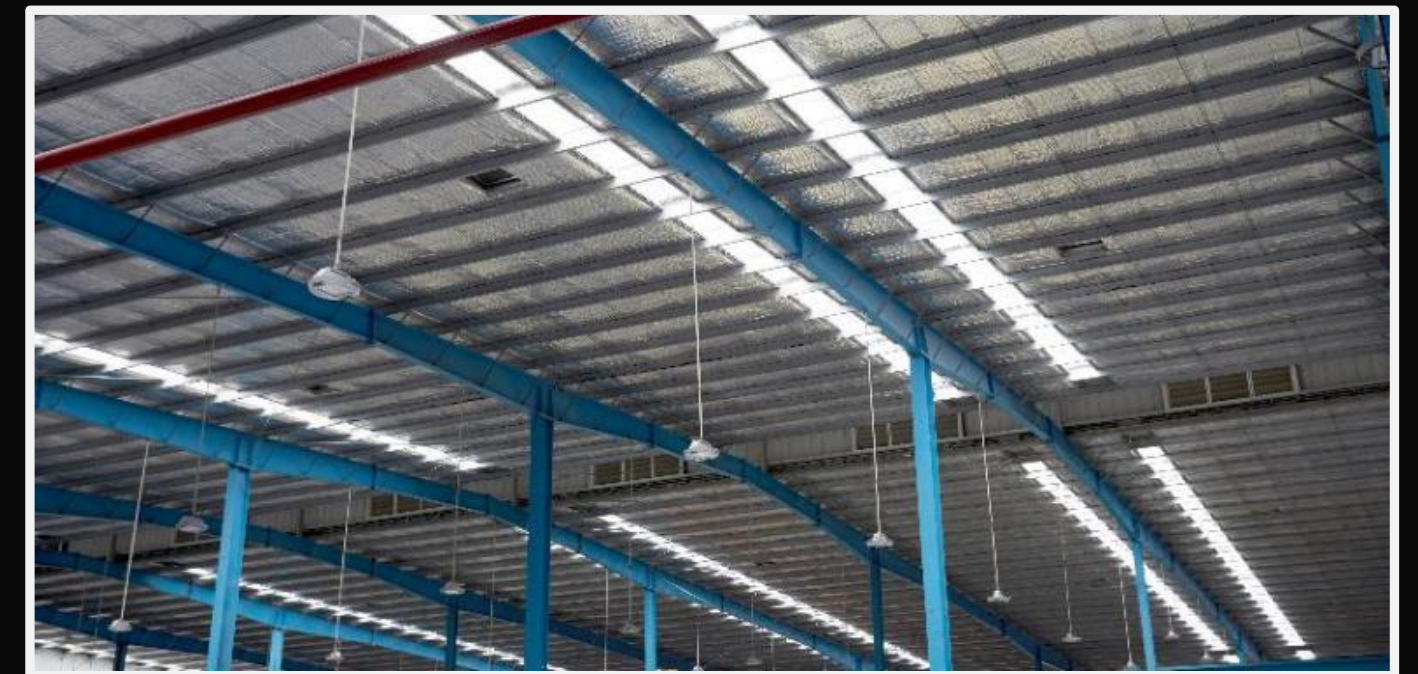
**Energy efficiency:** We boost efficiency with daylight, LED lights, efficient motors, advanced cooling, and robotics for optimized operations.

**Water efficiency:** "Zero" discharge, rainwater harvesting, low-flow fixtures, meter monitoring, and wastewater recycling ensure efficient water use.

**Rooftop solar:** Solar energy across plants cuts carbon, lowers costs, and enhances energy independence.

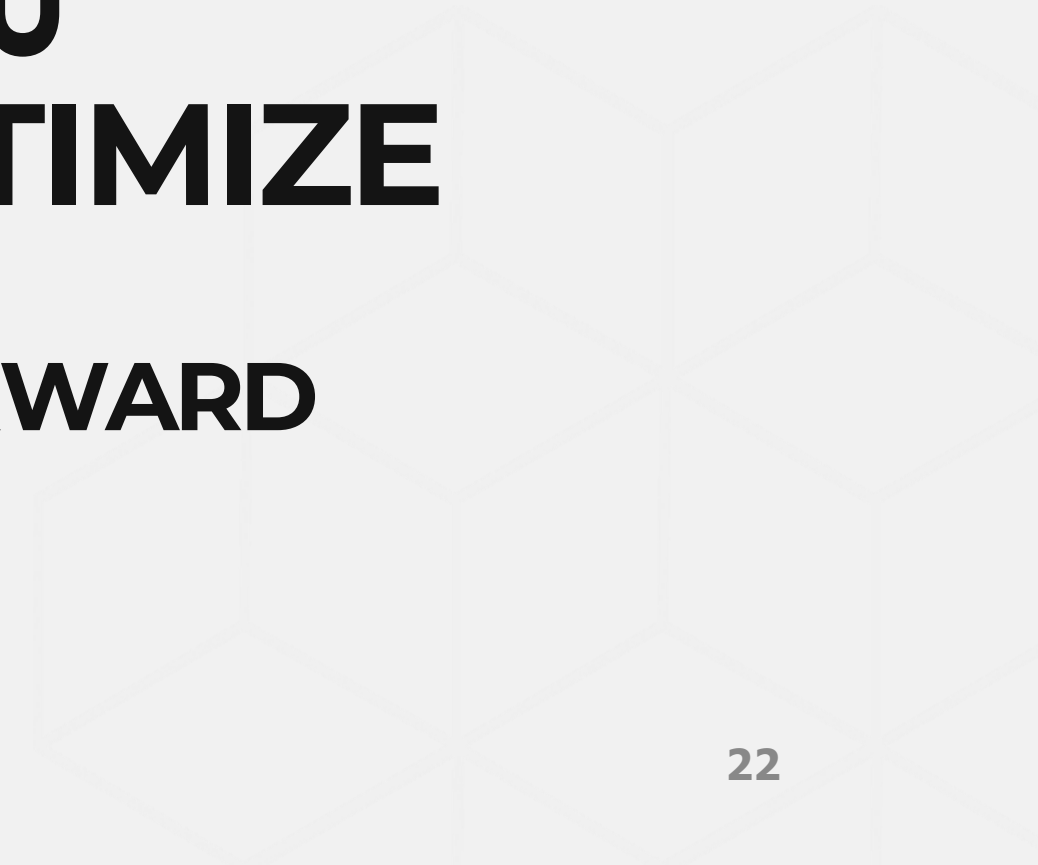
**Waste management:** Process mapping, segregation, wastewater treatment, and vermicomposting minimize pollution and optimize resource use.

**Greenhouse gas emissions:** On-site solar, green spaces, efficient logistics, and eco-friendly products reduce emissions and combat climate change.





**ENGAGEMENT**  
**GO-TO-MARKET** **ENHANCE**  
 SANITARYWARE ACCELERATE GROWTH  
**DELIGHT** **LEADING** **ROI** **ATL** **IMPROVE** **DEALER**  
**HIGHER** **HINDWARE** **FAUCETS** **BRAND**  
**BRAND** **SKUS** **PIPES** **OPTIMIZE**  
**CONSUMERS** **COSTS** **GOING FORWARD**  
**BTL** **NEW**



# Bathware Business

## Driving Focused & Profitable Growth



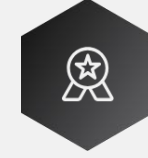
### Market Expansion & Sales Generation

We are boosting top-city sales by optimizing channels, increasing presence across top cities, and deepening Tier-2/3 reach through strengthened distribution supported by **500+** distributors and **35,000+** dealers.



### Focus on Product & Premiumisation

We are optimising our portfolio towards high-growth premium products, with premium products contributing **25%** of the portfolio, while maximising market reach. We continue to invest in design to launch innovative products that meet evolving consumer needs.



### Quality & After-Sales Service Excellence

We are enhancing brand loyalty through proactive, value-driven engagement, supported by the largest service networks in the category.



### Deepening Institutional Engagement

We are accelerating B2B growth through institutional sales, with a stronger focus on projects, key account management (KAM) and long-term client relationships.



### Enhance Product Portfolio

We are strengthening and rationalising our product portfolio through new launches across designer basins, faucets and smart toilets, supported by our dedicated design center.



### Strengthened Distribution & Channel Engagement

We are enhancing our collaborations with key distributors and retailers to improve product availability and reach.



### Optimised Manufacturing & Cost Efficiency

We are streamlining production processes and implementing lean manufacturing principles to improve efficiencies, optimise costs and support margin expansion.



### Vibrant marketing campaigns

We are making strides in digital marketing along with traditional channels reinforcing brand visibility & engagement to connect with consumers.

# Plastic Pipes & Fittings

## Accelerating Growth & Market Leadership



### Expand Product Portfolio

We have forayed into high growth segments such as plastic fire sprinkle systems, double wall corrugated pipes (DWC), foam core pipes to capture newer market opportunities & enhance value.



### Enhance Manufacturing

We have made investments over last few years will enable us to expand our market horizon both in the terms of geography and product portfolio.



### Operational Efficiency

We have high level focus to implement initiatives across business, optimize resource allocation, leverage technology, enhance productivity & cost-effectiveness.



### Build Market Ties

We have made strategic investments in brand and channels to boost market presence and expand reach across key markets.

# Hindware Limited Board of Directors

## **Mr. Sandip Somany**

### **Chairman and Managing Director**

More than 40 years work experience in the ceramics and glass industry.

## **Mr. Ashok Jaipuria**

### **Independent Director**

Qualified in Business Administration and Marketing Science, Founder cum Trustee of Cosmo Foundation.

## **Dr. Rainer Siegfried Simon**

### **Independent Director**

German citizen and professional with 37+ years of experience in international building products businesses.

## **Ms. Alpana Parida**

### **Independent Director**

28+ years of experience in retail and marketing communications in the US and in India .

## **Mr. Shashvat Somany**

### **Non-Executive Non-Independent Director**

Drives the Group's long-term strategy, focusing on innovation and growth.

## **Mr. Salil Kumar Bhandari**

### **Independent Director**

Fellow Chartered Accountant, Commerce Graduate (Honours) and Founding Partner of BGJC & Associates LLP.

## **Mr. Ram Babu Kabra**

### **Non-Executive Non-Independent Director**

Seasoned Chartered Accountant and Company Secretary with 43+ years of leadership experience.

# Hindware Limited Proficient And Committed Leadership



**Mr. Sandip Somany**

Chairman and  
Managing Director

40+ years of experience in the ceramics & glass industry. He is the past President of FICCI (2018-19) and Chairman Indian Council of Sanitaryware Manufacturers (INCOSAMA). He holds a degree from the University of California, USA, and a bachelor's degree from Delhi University.



**Mr. Shashvat Somany**

Non-Executive Non-  
Independent Director

He drives the Group's long-term strategy, focusing on innovation and growth. He began his career at Deloitte Consulting. Also, as Chairman of the Economic Affairs Committee at PHD Chamber, he leads key community initiatives. He holds an MBA from London Business School and a BA from University of California, Los Angeles.



**Mr. Sandeep Sikka**

Group Chief Financial  
Officer

30+ years of experience in project finance, business strategy, and structured finance. He has previously worked with Jindal Stainless as VP and Head - Corporate Finance and with Usha International as the Group CFO.



**Mr. Nirupam Sahay**

Chief Executive  
Officer, Bathware  
Business

30+ years of experience in leadership roles, with a proven track record of driving growth and profitability across diverse sectors. He has previously worked with leading organizations such as Dixon Technologies, Philips Lighting, GE Capital, Asian Paints and Whirlpool.



**Mr. Rajesh Pajnoo**

Chief Executive  
Officer, Pipes Business

28+ years of experience in plastic and PVC industry. He has earlier worked as COO with Kisan Mouldings.



**Mr. Naveen Malik**

Chief Financial Officer

30+ years of experience in banking, strategy, project finance & implementation, investor relations. He has previously worked with Godrej & Boyce, GMR Group, Delhi International Airport Limited.

# B: Hindware Home Innovation Limited

**hindware**  
smart appliances

# Consumer Appliances Business Update

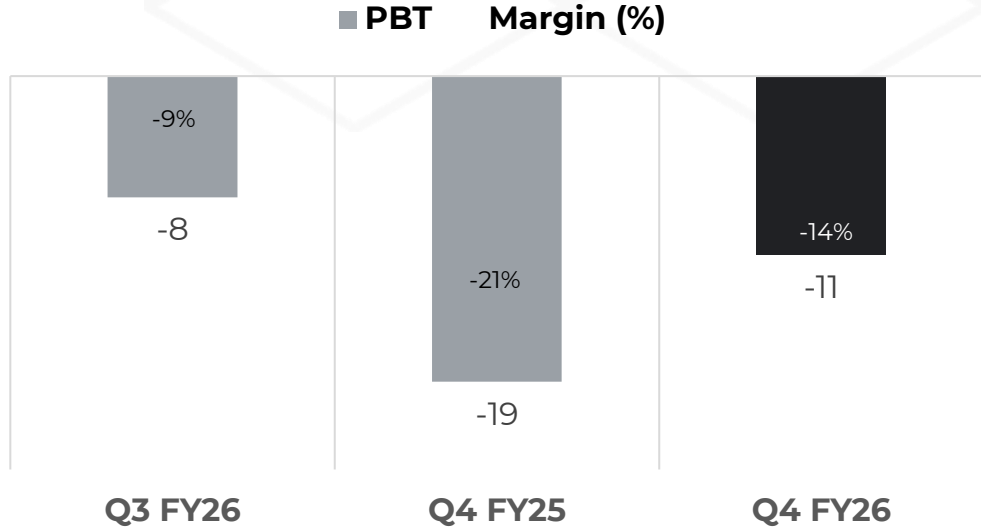
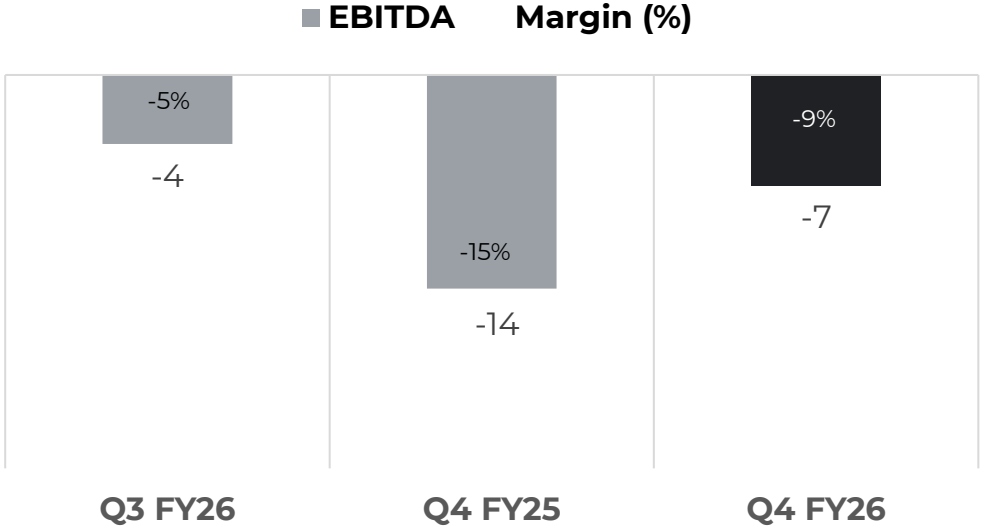
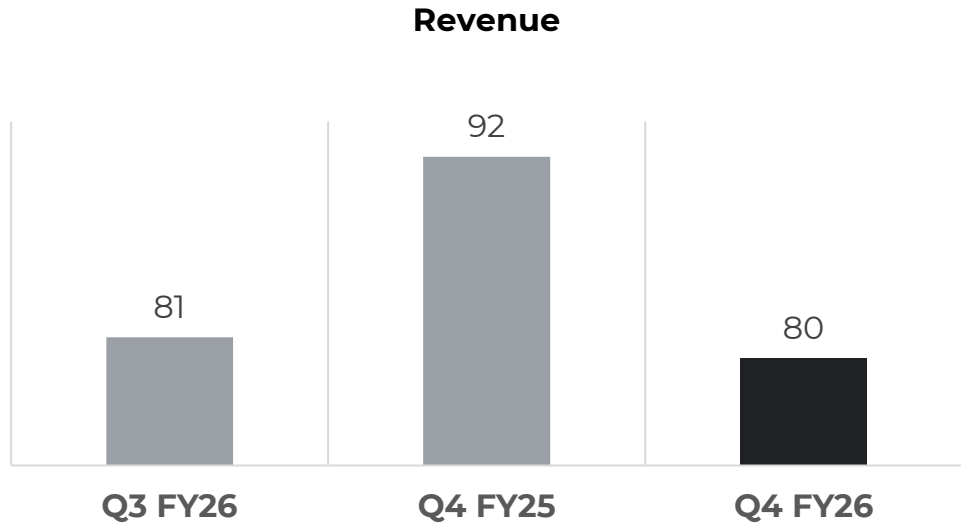


- **Exiting loss-making categories to sharpen focus on core segments Kitchen Appliances and Water Heaters driving improved product mix and underlying profitability in FY26.**
- **Premiumization and future growth investments concentrated in chimneys, hobs, cooktops, and water heaters, where the company holds stronger market position and sustainable competitive advantage.**
- **Ongoing operational efficiency initiatives supporting margin enhancement and disciplined execution of the portfolio rationalisation strategy.**
- **Digitally-led brand positioning reinforced through targeted digital engagement investments and expanded modern trade presence to boost reach, visibility, and market penetration.**

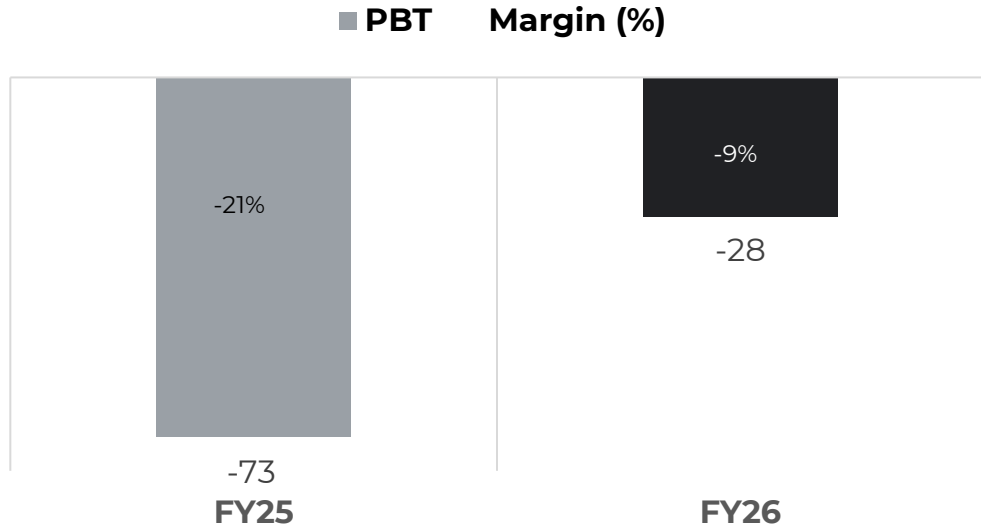
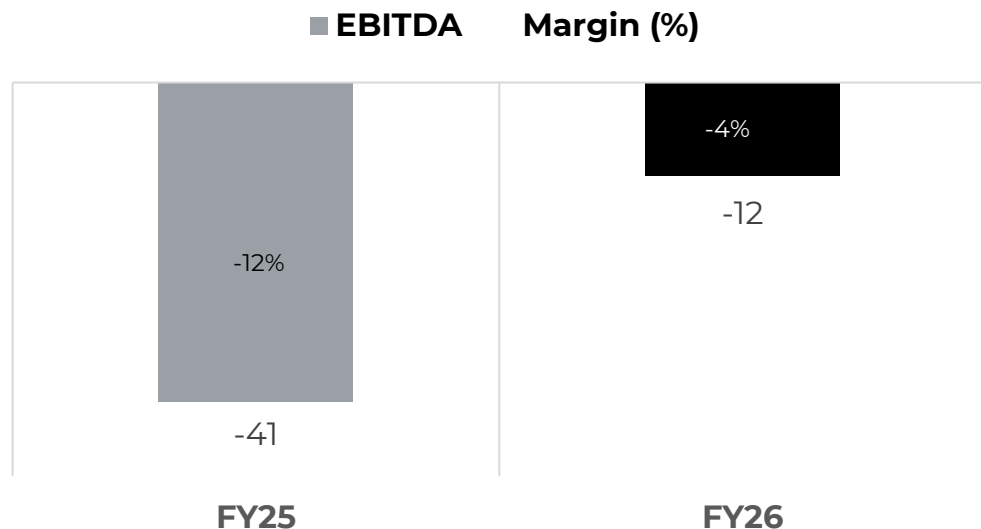
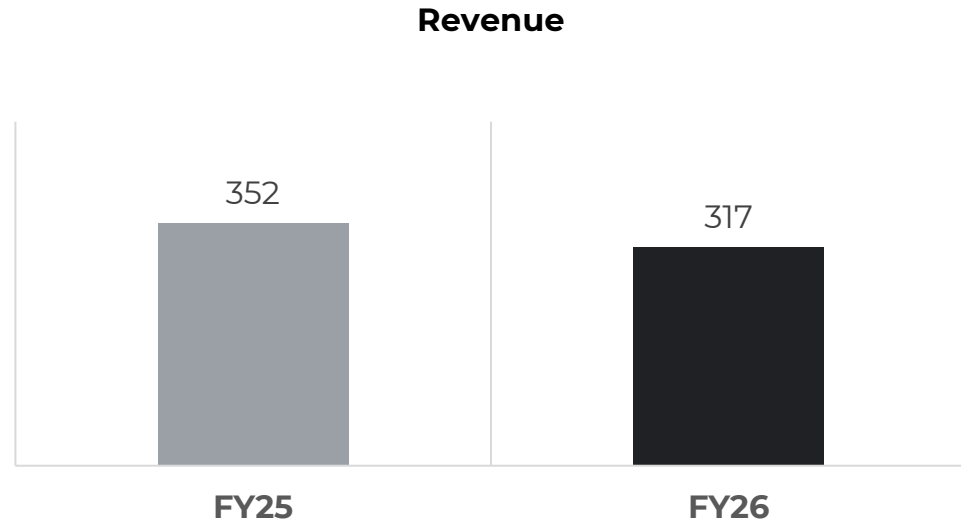
# Hindware Home Innovation Limited- Standalone Performance

(₹ in crore)

Q4 FY 26



FY 26



- EBITDA and PBT exclude other income & exceptional items
- Above stated financials are rounded off and as per published financial figures

# Hindware Home Innovation Limited

## Driving Focused Profitability & Value Creation

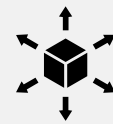
1



### Portfolio Rationalized

We have rationalized our portfolio, emphasizing continuous-selling products like chimneys, hobs, and sinks, ensuring sustained demand and improved focus.

2



### Diversified Channel Presence

We have implemented targeted go-to-market actions across all channels - general trade, modern retail, institutional, e-commerce to strengthen kitchen appliance growth.

3



### Created Innovative Products

We launched innovative & smart kitchen appliances, like chimneys with low decibel noise, enhances user comfort and optimizes modern kitchen efficiency.

4



### Implemented Operational Efficiency

We have implemented operational efficiency, optimizing support costs like warehousing, logistics, and after-sales service. This drives quality enhancement and overall cost optimization.

# **Hindware Home Innovation Limited Board of Directors**

**Mr. Sandip Somany**  
**Chairman and Non-Executive Director**

More than 40-years work experience in the ceramics and glass industry.

**Mr. Ashok Jaipuria**  
**Independent Director**

Qualified in Business Administration and Marketing Science, Founder cum Trustee of Cosmo Foundation.

**Mr. Nand Gopal Khaitan**  
**Independent Director**

An Attorney-At-Law, Advocate and Notary, practicing in the Hon'ble High Court Calcutta and the Hon'ble Supreme Court of India

**Mr. Salil Kumar Bhandari**  
**Independent Director**

Fellow Chartered Accountant, Commerce Graduate (Honours) and Founding Partner of BGJC & Associates LLP.

**Ms. Sonali Dutta**  
**Independent Director**

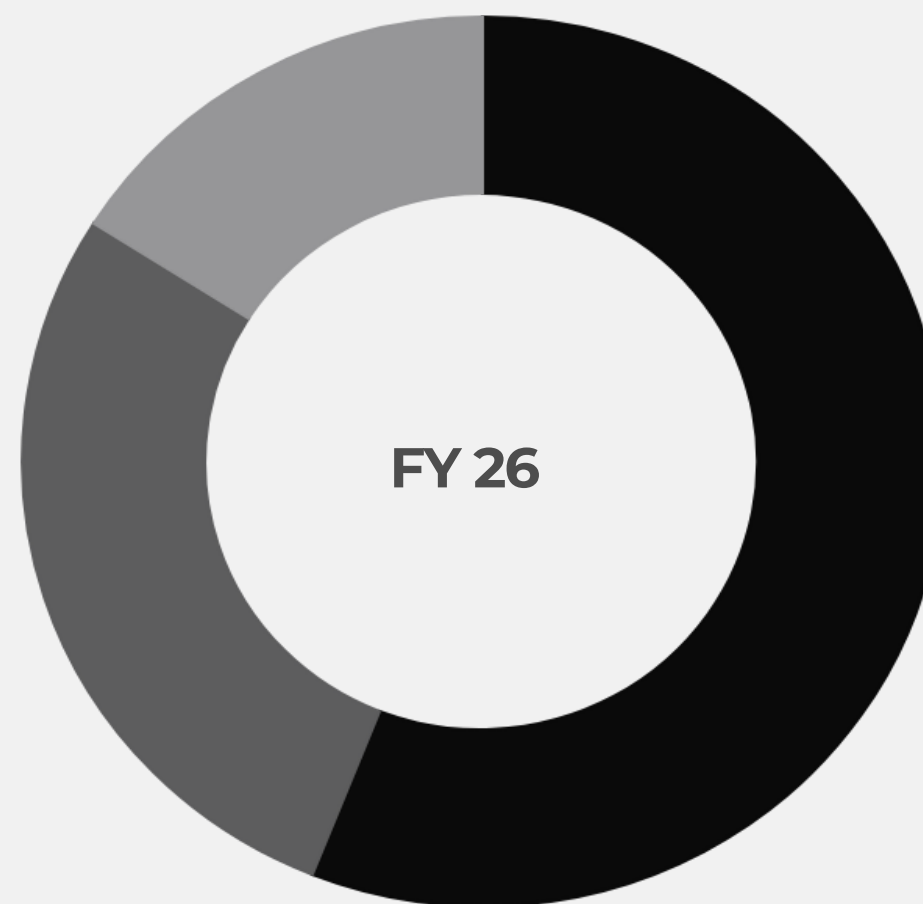
Over 36 years of experience in marketing and HR development across various geographies.

**Mr. Ram Babu Kabra**  
**Non-Executive Non-Independent Director**

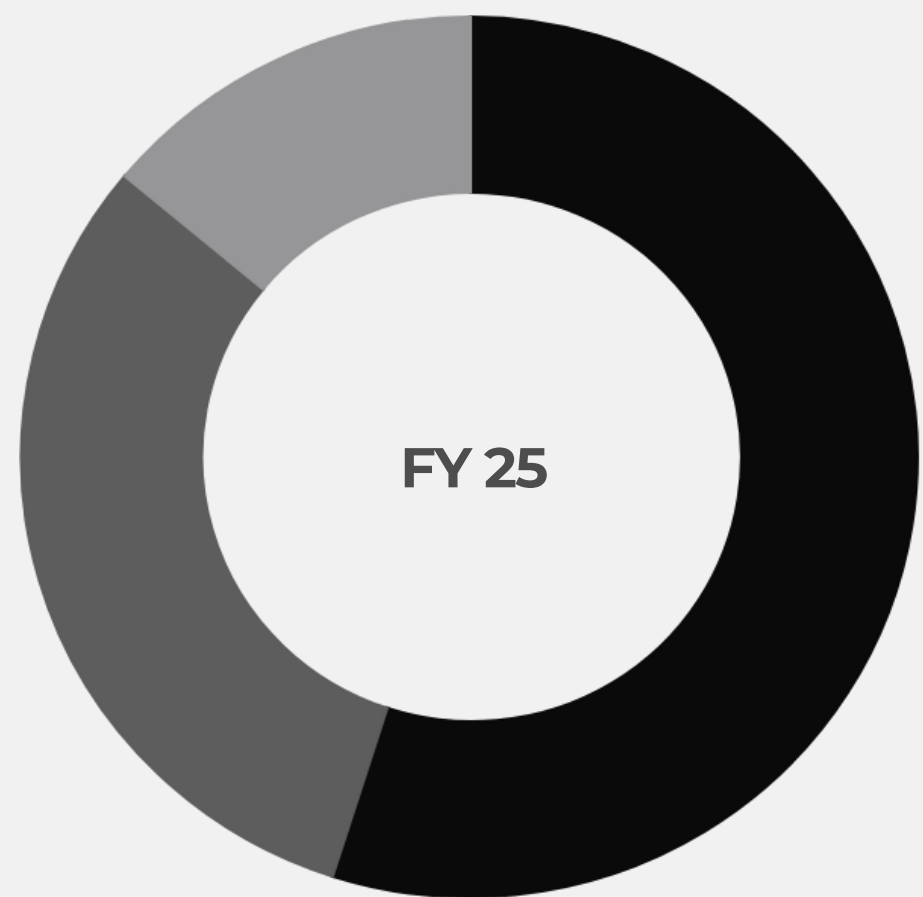
Seasoned Chartered Accountant and Company Secretary with 43+ years of leadership experience.

# C: Our Consolidated Performance

# Consolidated Financials Revenue Mix



- 60% Bathware
- 27% Plastic Pipes & Fittings
- 13% Consumer Products

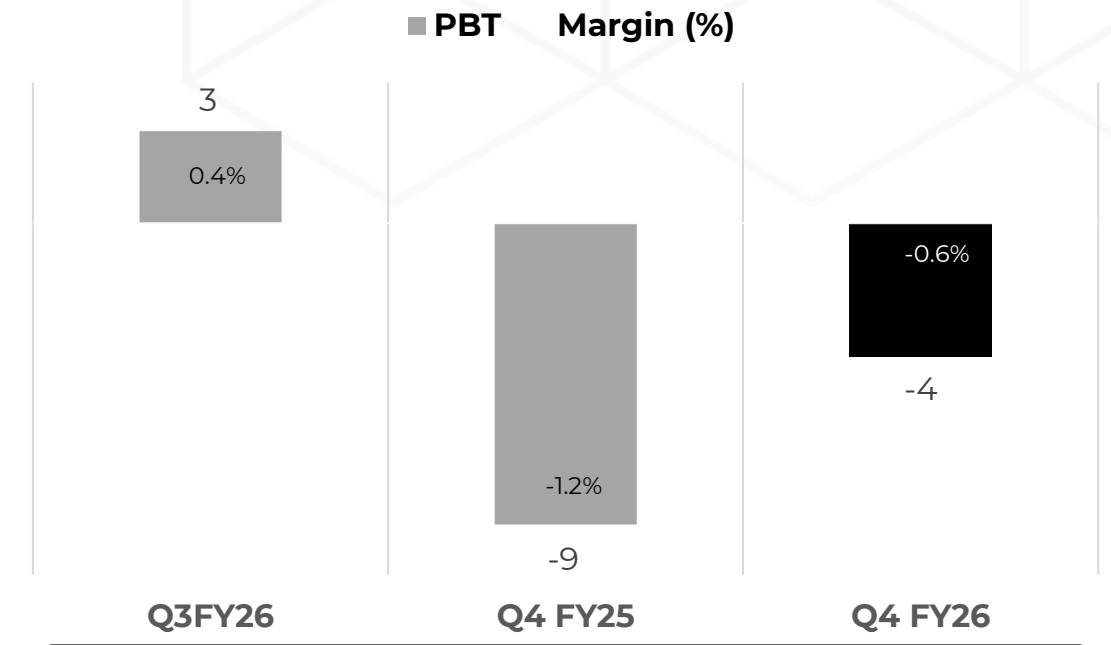
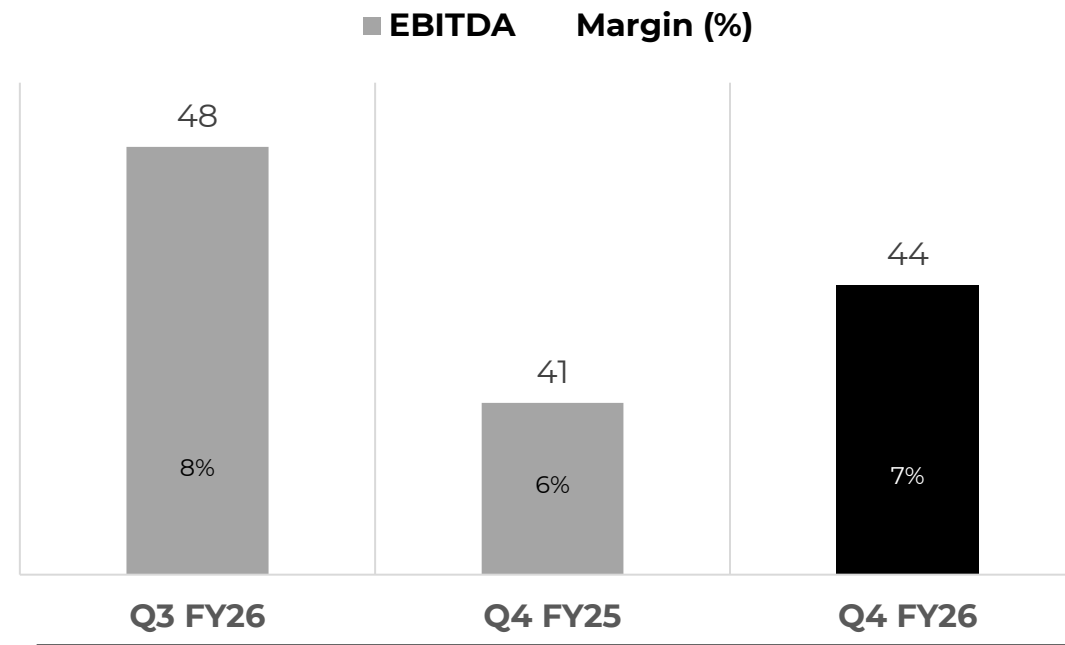
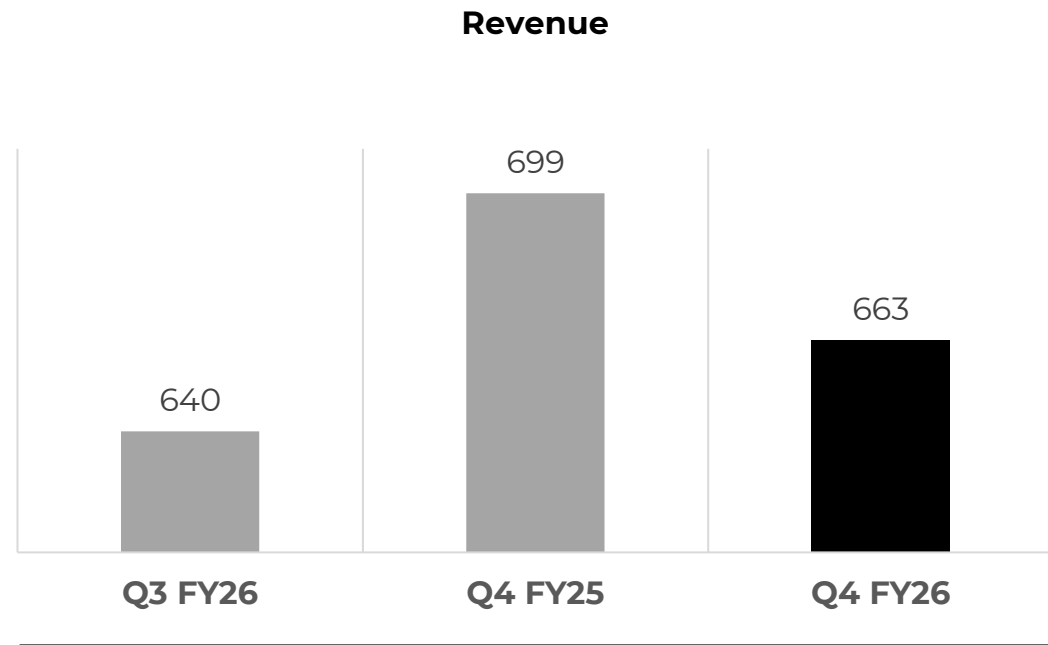


- 55% Bathware
- 31% Plastic Pipes & Fittings
- 14% Consumer Products

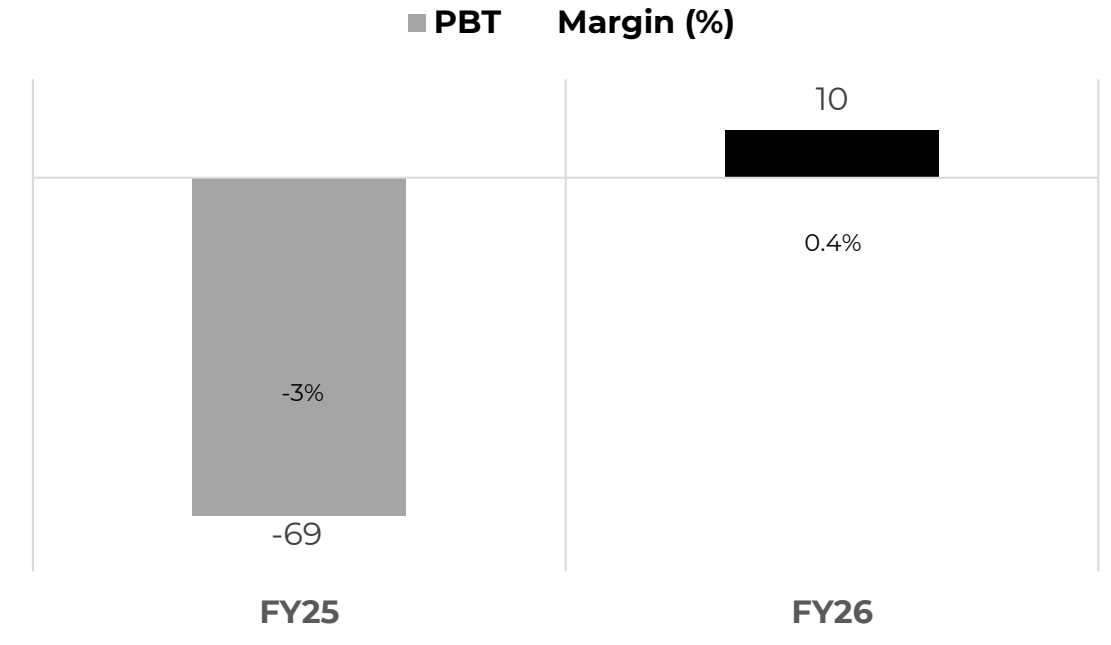
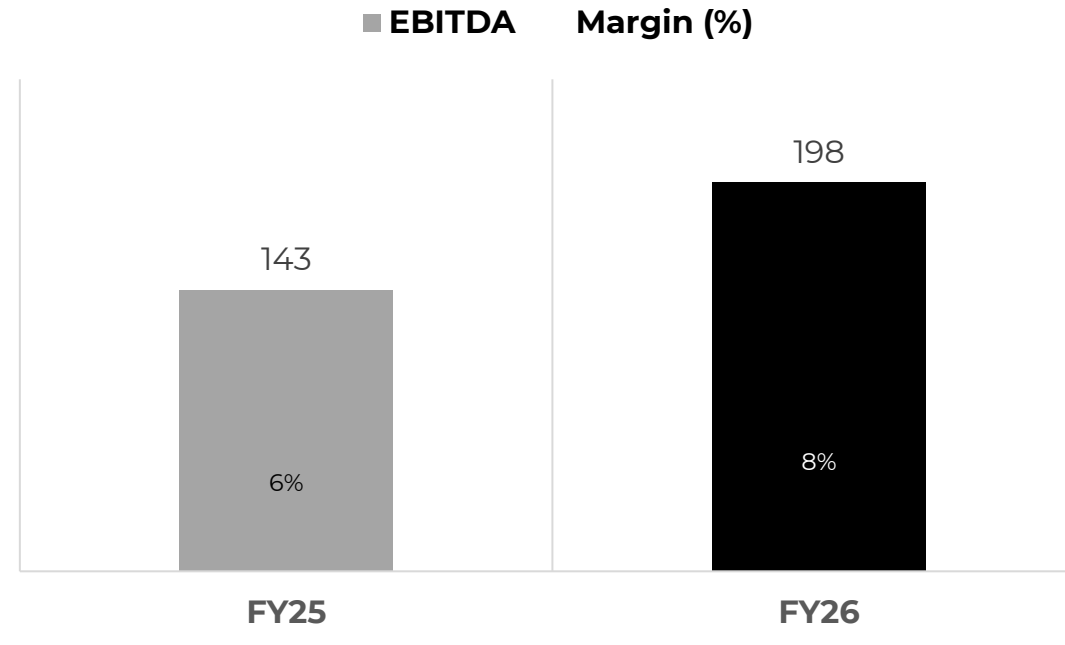
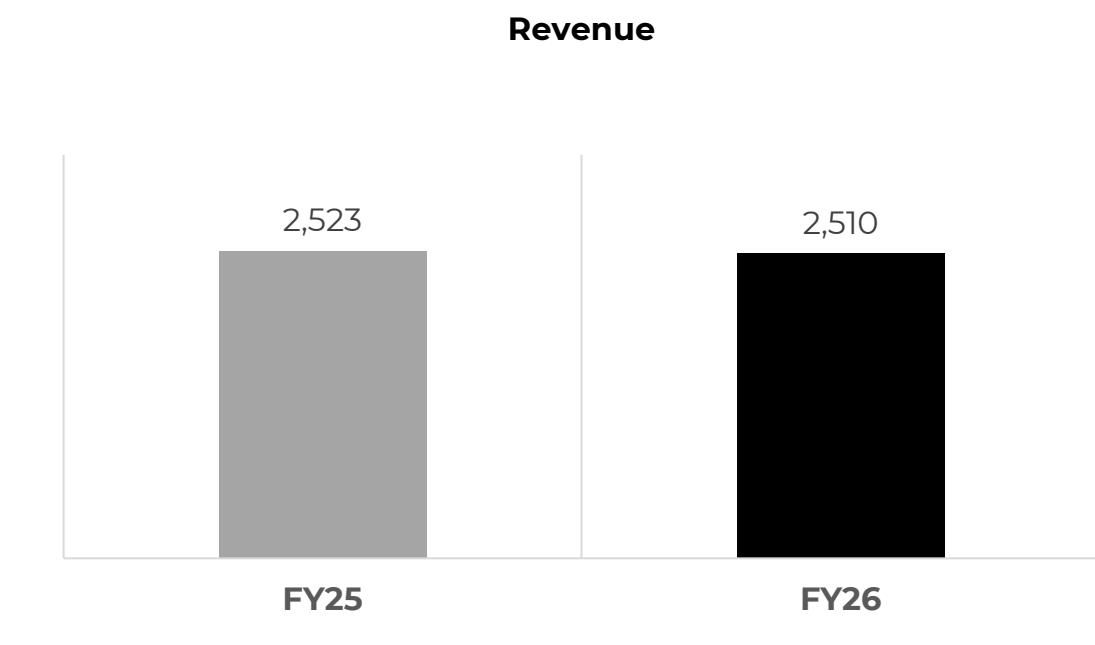
# Consolidated Financial Performance

(₹ in crore)

Q4 FY 26



FY 26

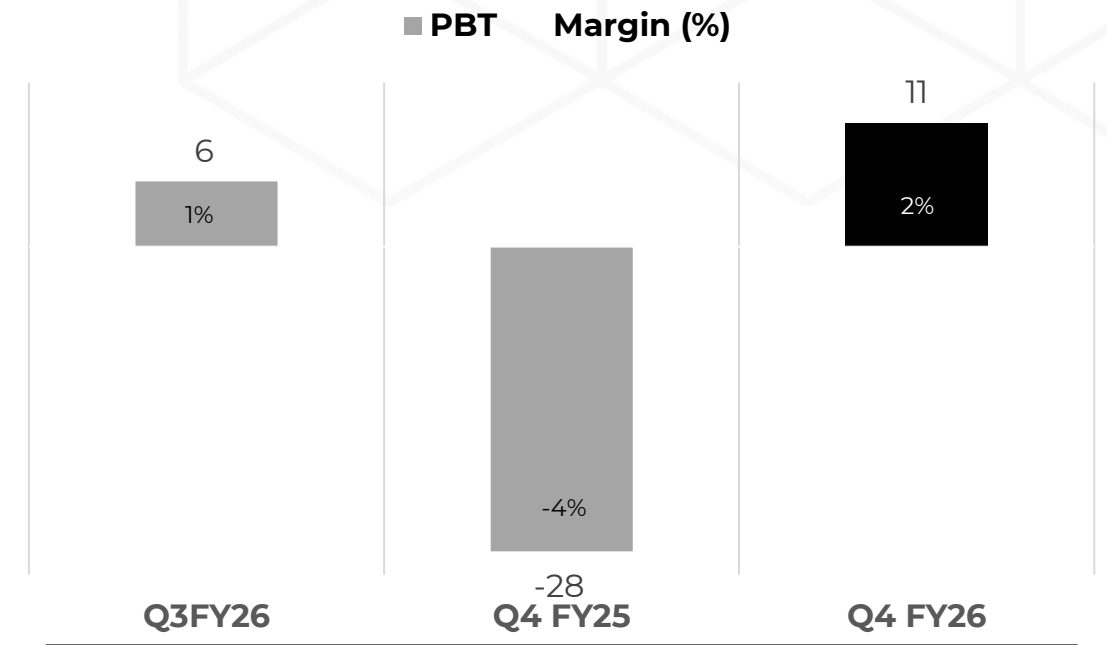
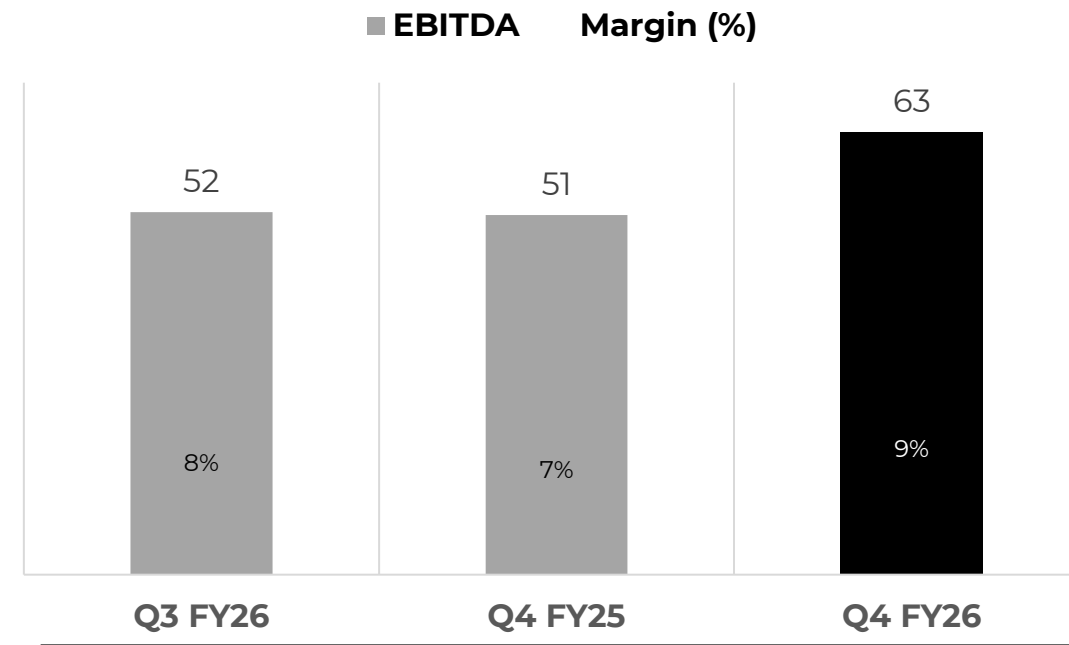
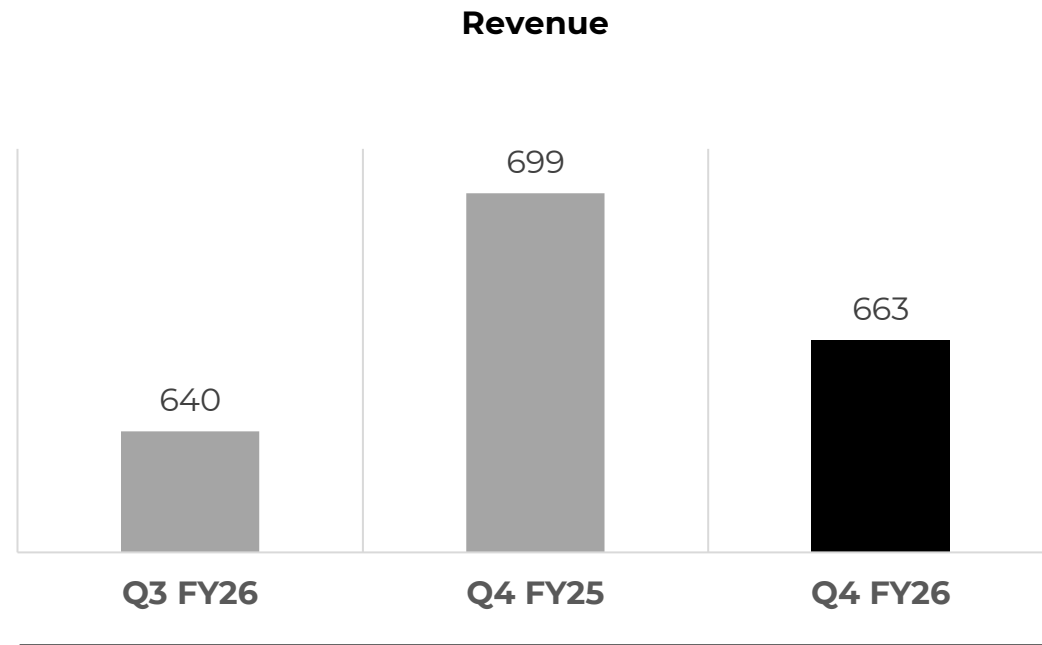


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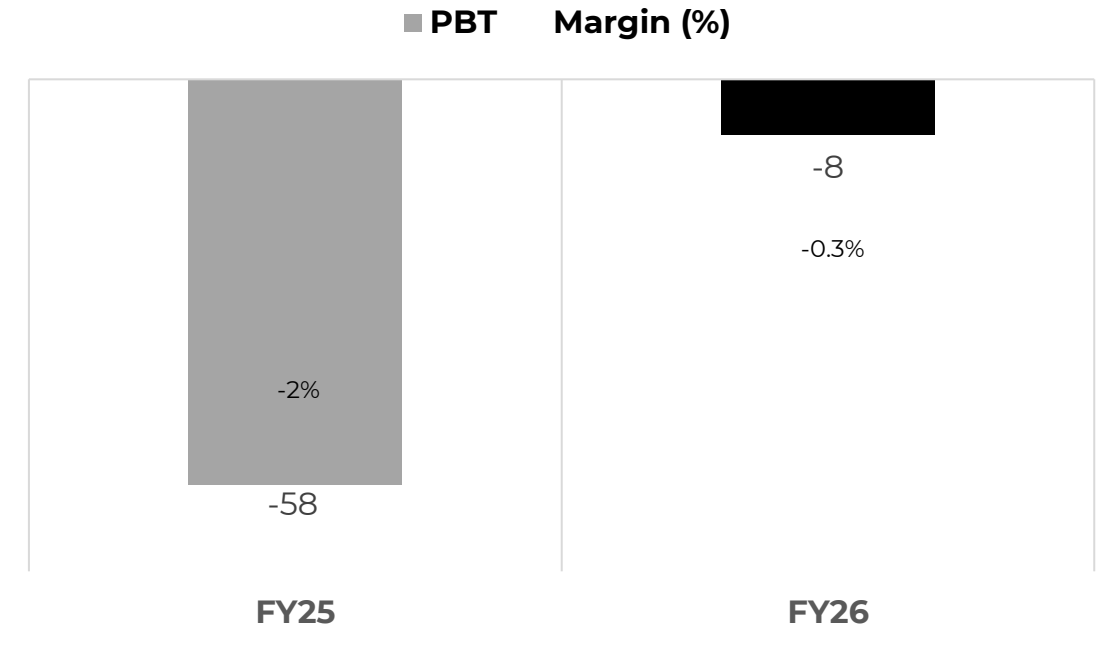
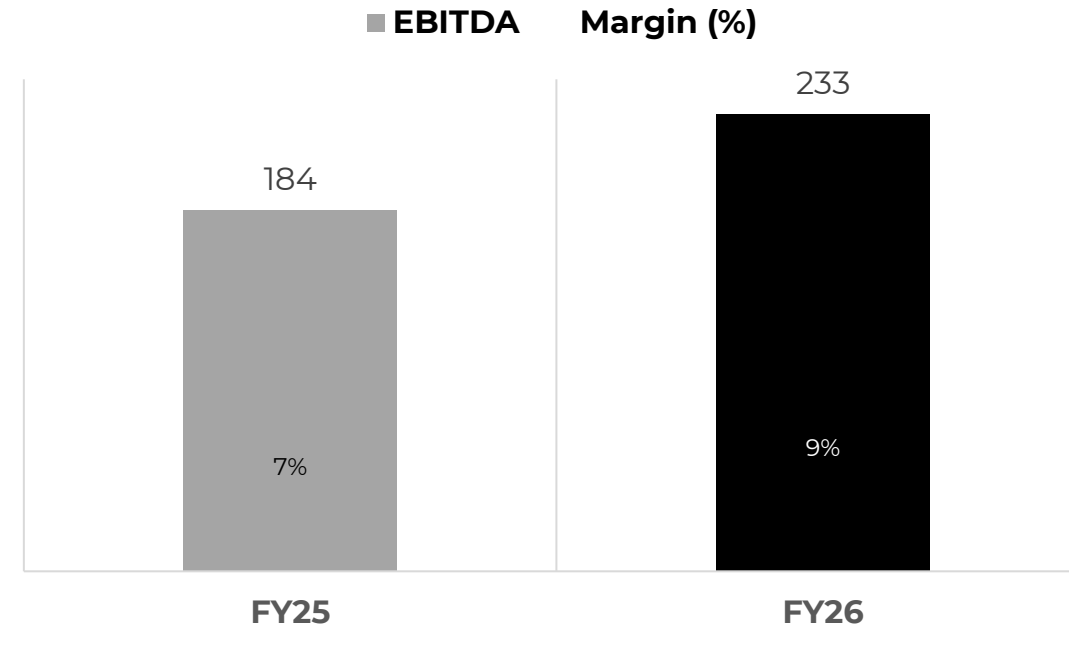
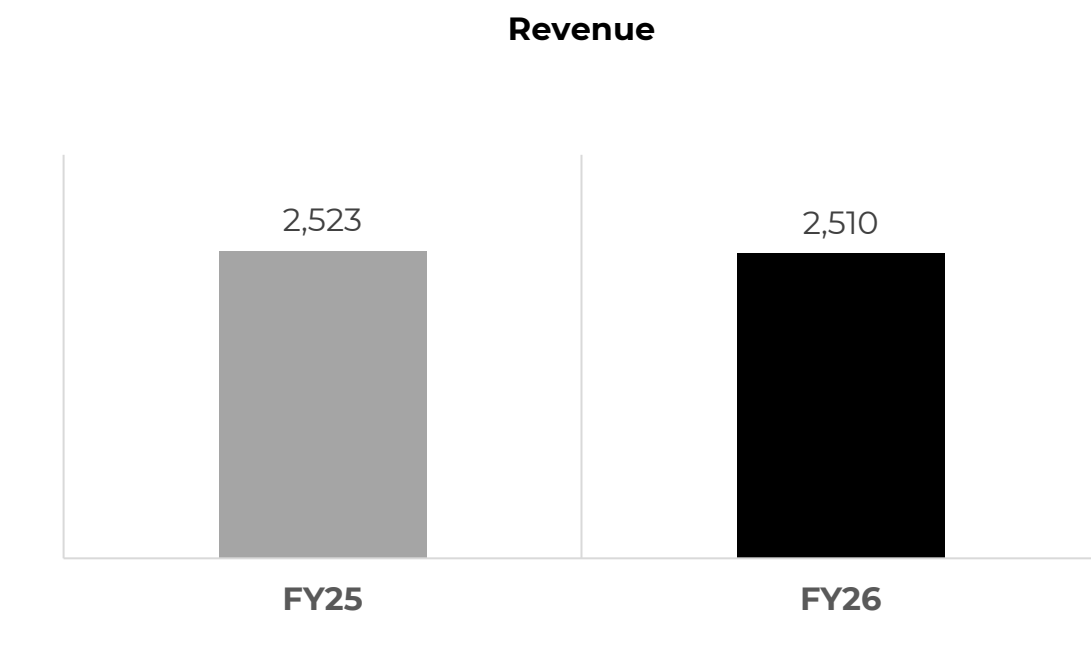
# Consolidated Financial Performance

(₹ in crore)

Q4 FY 26



FY 26



- EBITDA and PBT include other income & exceptional items
- Above stated financials are rounded off and as per published financial figures

THANK YOU



**Naveen Malik**



**Hindware Home Innovation Ltd**



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