

NEAPS/BSE ONLINE

14th February, 2025

**The Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers,
1st Floor, New Trading Ring,
Rotunda Building, Mumbai-400001
(BSE Scrip Code: 542905)**

**Listing Department
National Stock Exchange of India Limited.
Exchange Plaza, 5th Floor,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051
(NSE Symbol: HINDWAREAP)**

Dear Sir/Madam,

Sub: Financial Result Presentation for the third quarter and nine months ended 31.12.2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Presentation on the Unaudited Standalone & Consolidated Financial Results of the Company for the third quarter and nine months ended 31st December, 2024.

The aforesaid presentation will also be available on the website of the Company i.e. www.hindwarehomes.com.

You are requested to take the enclosed document on records.

For Hindware Home Innovation Limited

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

Encl: As above

Hindware Home Innovation Limited

Corporate Office: Unit No 201 (I), (II), (IIIA), (XVI) 2nd Floor, BPTP Park Centra, Sector-30, NH-8, Gurugram-122001
T. +91 124-4779200, e-mail: wecare@hindware.co.in | investors@hindwarehomes.com
Registered Office: 2, Red Cross Place, Kolkata- 700001, West Bengal, India. T. +91 33-22487407/5668
www.hindwarehomes.com | CIN: L74999WB2017PLC222970

hindware
smart appliances



hindware
home innovation limited



Q3 FY25 Financial Result Presentation



***“Focused on
Excellence”***

***“Committed to
Customers”***



February 14, 2025

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Business Overview

Premium Consumer Appliances and Building Products Company

hindware

Owner of Brand
Hindware



Consumer
Appliances
Business (CAB)



33+ patents filed
since inception



**Building Products
Segment**

**Judicial mix of owned and
outsourced manufacturing
capabilities**

Leader in

Sanitaryware and
second largest in the
faucets segment

**Industry leading
growth in Plastic
Pipes & Fittings
segment**



**Strong Growth Outlook
across product segments
and geographies**



Distribution Partners
3,100+



Modern & Retail
Outlets **700+**



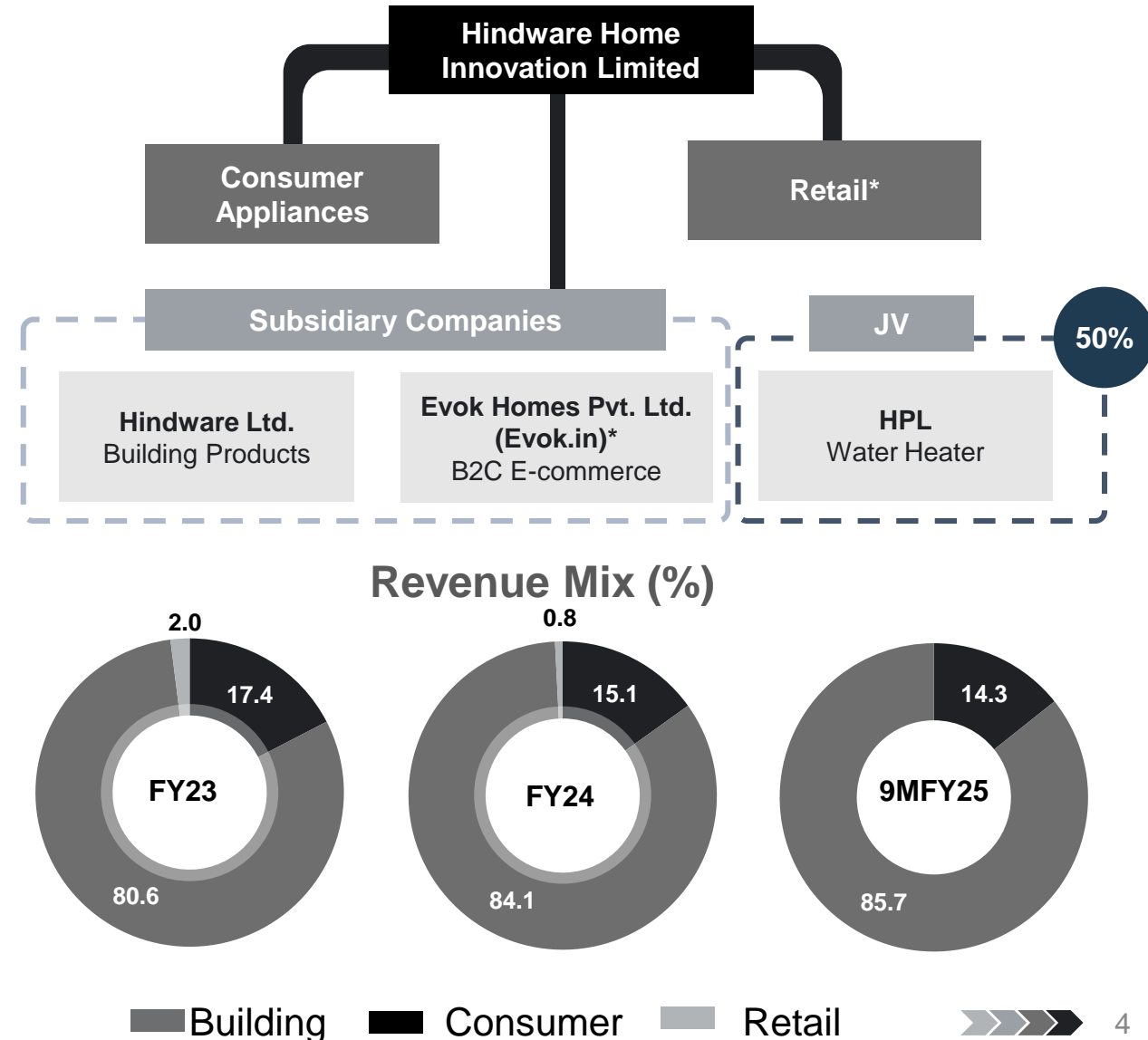
Omni-channel
presence

3 Distinct Channels
Sanitaryware & Faucets
Consumer Appliances
Hardware (Pipes)

About Us

- Hindware Home Innovation is a Building Products and Consumer Appliances Company
- Owner of **Hindware**, a reliable and trusted brand across India
- Leveraging innovation and expansive distribution infrastructure across businesses
 - **Building Products Business** –
 - Well entrenched distribution network supported by strong and efficient manufacturing and sourcing capabilities
 - Leading player in sanitaryware & faucets space
 - Capturing leading position in plastic pipes and fittings solutions
 - Expanding manufacturing for our plastic pipes business to cater to markets across geographies
 - **Consumer Appliances Business** – innovative offerings across varied product categories
- Hintastica Private Limited (HPL) is a 50:50 JV with Groupe Atlantic, a leading French Group in heating solutions globally

*Business discontinued



Our Approach

- Several successful launches at regular intervals to cater to the burgeoning needs of the customers
- Strong R&D capabilities help in introducing an innovative range of products to gain market share



**Introduce
innovative
products
across
categories**

- Emphasize on further improving capital return ratios in the long term
- Completely integrated player: High quality, versatile manufacturing and sourcing combined with a robust supply chain ensures efficient delivery of a wide range of quality products



Capital efficient model



**Leverage
distribution
channels**

- Harnessing distinct distribution networks to market newer products and cross-selling
- Expansive distribution reach across all segments, enabling us to service existing markets & reach out to newer markets
- Strong connect with trade partners enables a deeper understanding of customer preferences



**Multiple revenue
streams**

- Differentiated product mix supported by intelligent marketing and branding campaigns
- Scaling up presence in fast growing Plastic pipes and fittings segment

Proficient and Committed Leadership



Mr. Sandip Somany

**Chairman and
Non-Executive Director**

39+ 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. Sandeep Sikka

**Group Chief
Financial Officer**

29+ 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. Naveen Malik

**CEO & CFO, Hindware
Home Innovation Limited**

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



Mr. Nirupam Sahay

**Chief Executive Officer,
Bathware Business**

30+ years of experience leading large markets and businesses in blue-chip companies across diverse industries, including lighting, financial services, consumer durables, paints, and electronic manufacturing services.



Mr. Rajesh Pajnoo

**Chief Executive Officer,
Pipes Business**

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

Our Environmental, Social and Governance Commitments



Environment:

Hindware Home Innovation Limited is dedicated to reducing its carbon footprint, adopting energy-efficient technologies, and promoting the use of recycled materials to minimize its environmental impact, in aligning with global sustainability benchmarks.



Social:

The company prioritizes social responsibility by fostering an inclusive workplace, ensuring employee well-being and safety, and promoting diversity, fairness, and development opportunities. It actively engages with stakeholders and upholds ethical standards.



Governance:

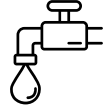
The Company values governance based on trust, transparency, and accountability. It integrates ESG factors into its strategy, setting ambitious sustainability goals, and actively seeking partnerships to drive innovation and sustainability, all to ensure long-term success and resilience.



Fulfilling Our Sustainability Initiatives



Energy efficiency is achieved through daylight harvesting, LED lights, efficient motors, and cooling, while electric bell machines and robotics enhance efficiency



Water efficiency includes 'Zero' discharge, rainwater harvesting, low-flow fixtures, meter monitoring, and domestic wastewater recycling



Rooftop solar energy across our plants helps in reducing carbon emissions, lowering energy costs, and enhancing energy independence



Waste management practices involve process mapping, source segregation, wastewater treatment, & vermi-composting to help in minimizing environmental pollution, and efficient resource utilization



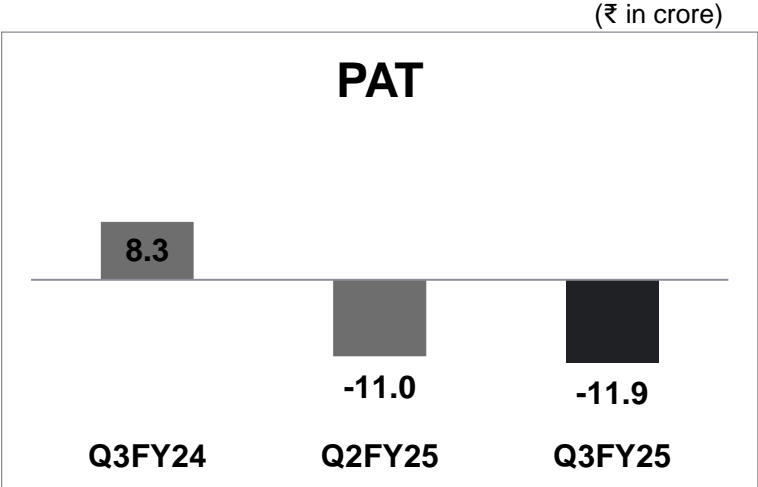
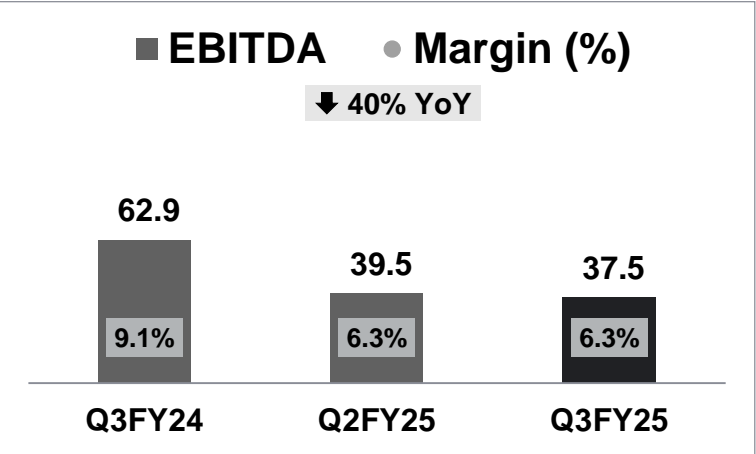
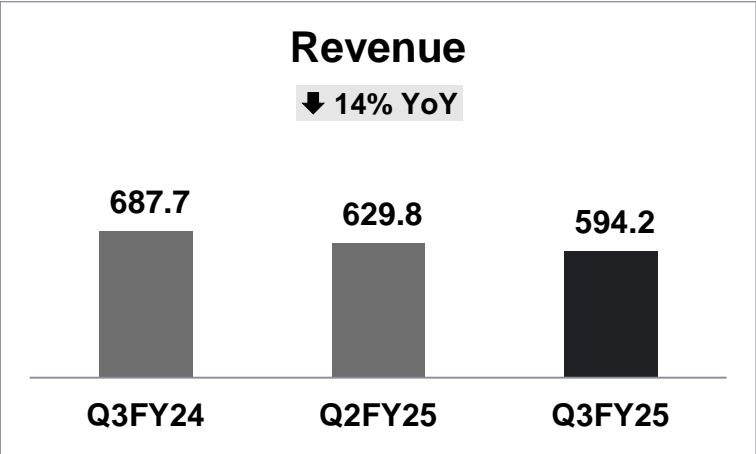
Greenhouse gas emissions are reduced through on-site solar PV, green spaces, efficient logistics, and eco-friendly products and processes helps in the mitigation of the climate change



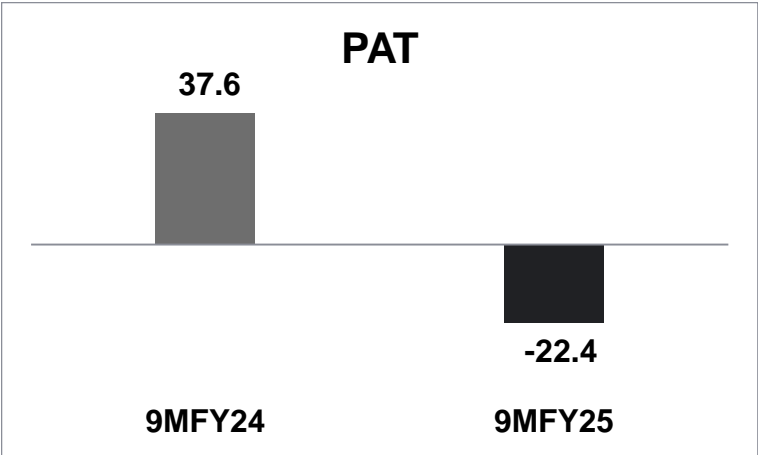
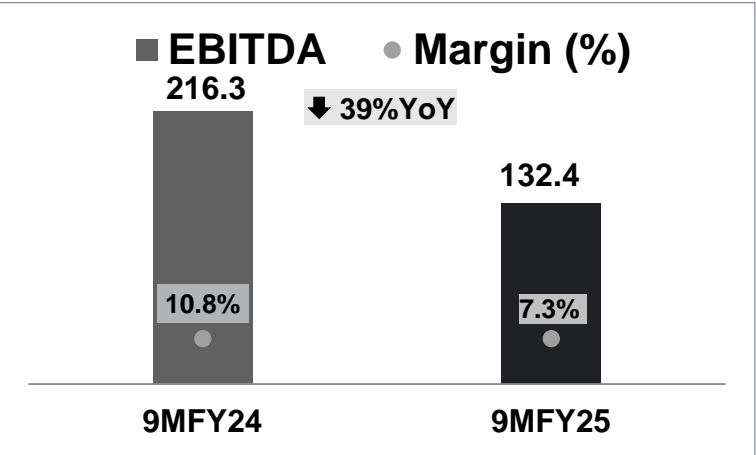
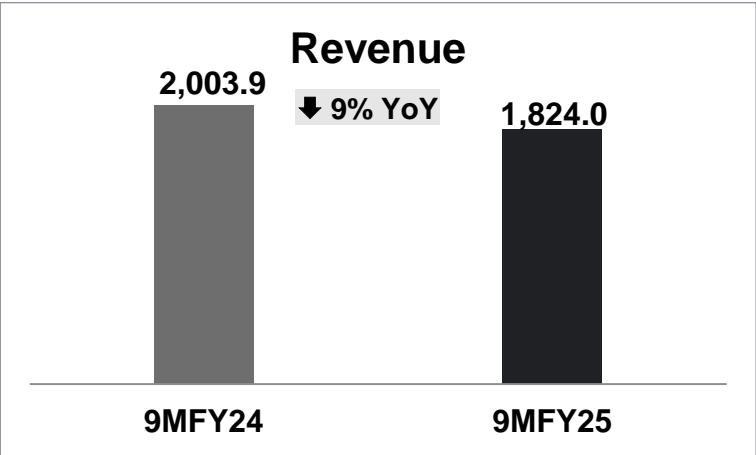
Financial Performance

Consolidated Financial Performance

Q3 FY 25



9M FY 25



Notes:
1. The PAT figures does not include share of profit /(loss) after tax of Joint Venture
2. All figures are from Continuing Operations

Building Products Segment



Building Products Business Update

Bathware Business

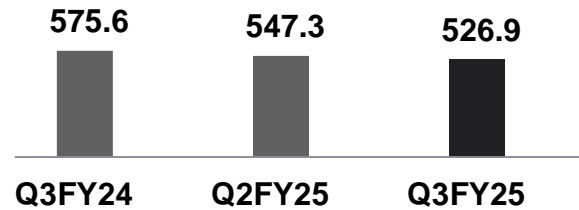
- Demand landscape has been subdued, resulting in muted revenue
- New product introductions have been met with a positive customer reception
- Continues expansion in Tier 3 and 4 markets, enhance brand visibility through innovative marketing strategies
- Productivity and cost optimisation along with ensuring working capital management is more optimised to drive future success and operational excellence

Pipes Business

- Delivered volume growth of 11% Y-o-Y in 9MFY25
- CPVC contributed 38% to the revenue during 9MFY25
- To enhance brand visibility & expand market share, the company continues to engage with plumbing consultants and channel partners
- Continues to expand product offerings to deliver complete and versatile plumbing solutions to meet diverse customer needs

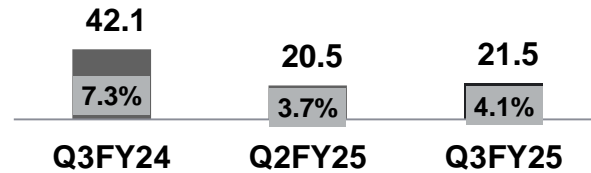
Building Products Business(₹ in crore)

Revenue ↓ 8% YoY



EBIT • Margin (%)

↓ 49% YoY

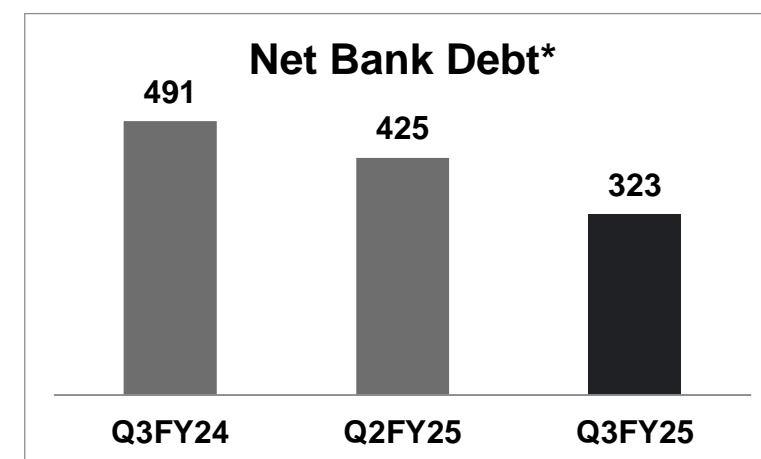
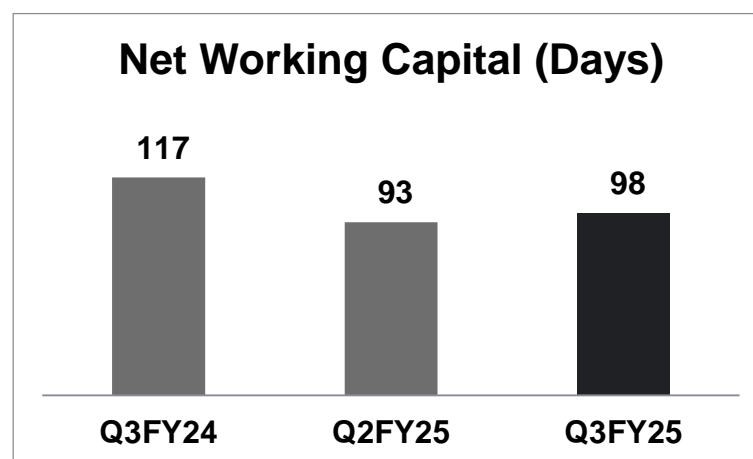
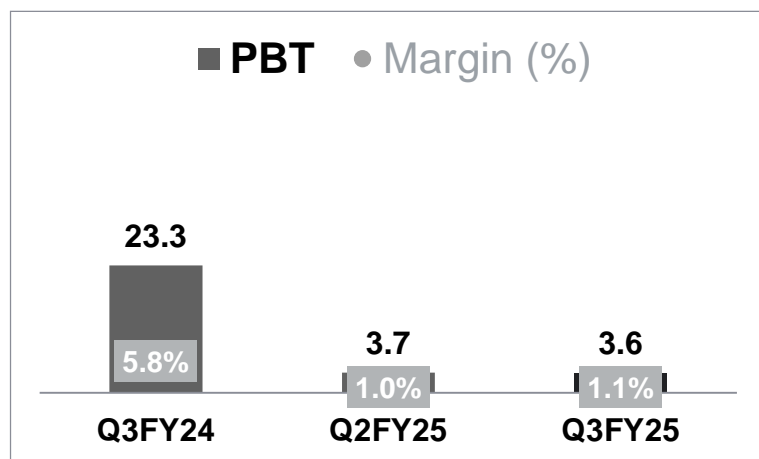
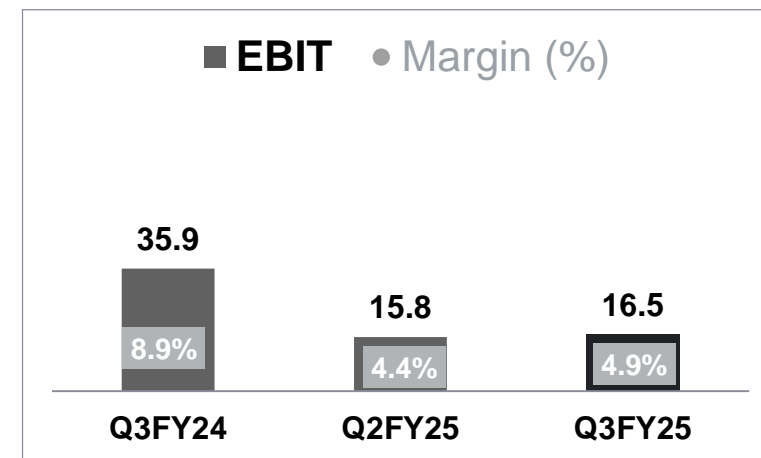
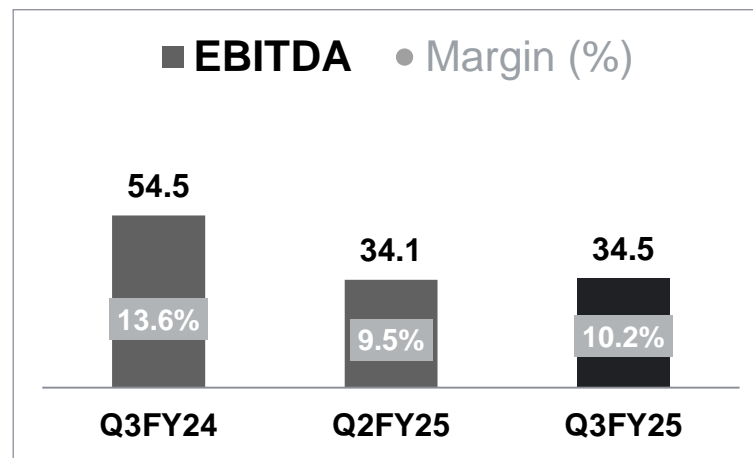
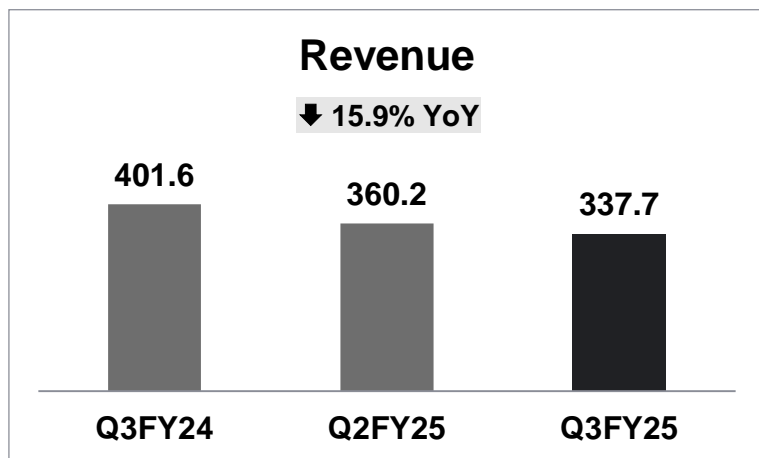


Note: Revenue and EBIT for BPD includes contribution from Bathware and Plastic Pipes & Fittings businesses



Bathware Business Update – Q3 FY25

(₹ in crore)



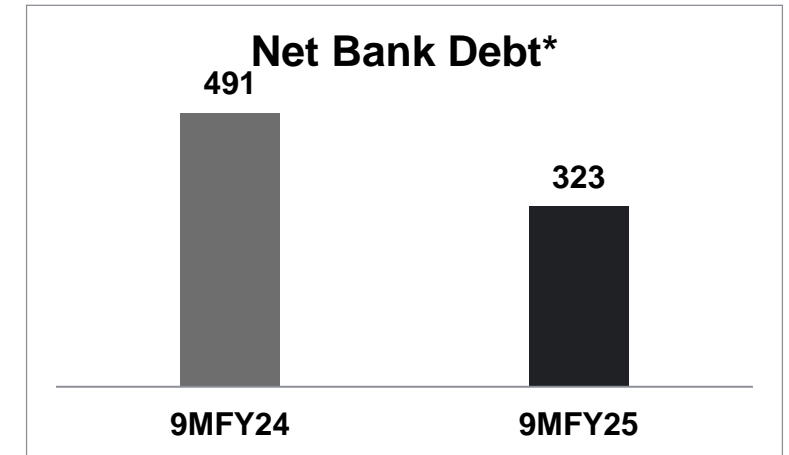
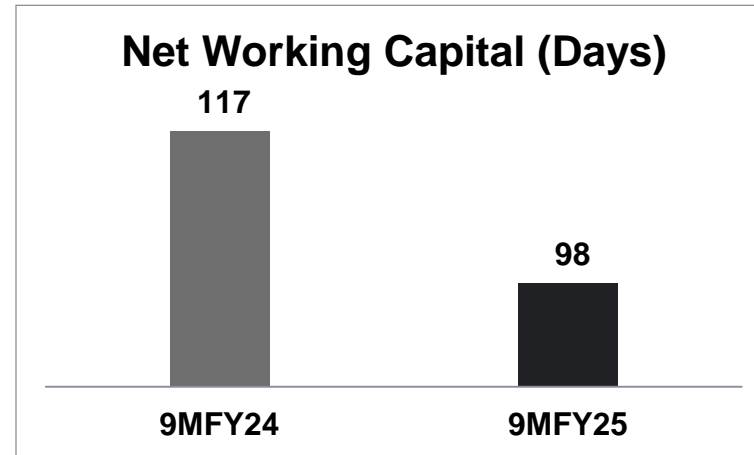
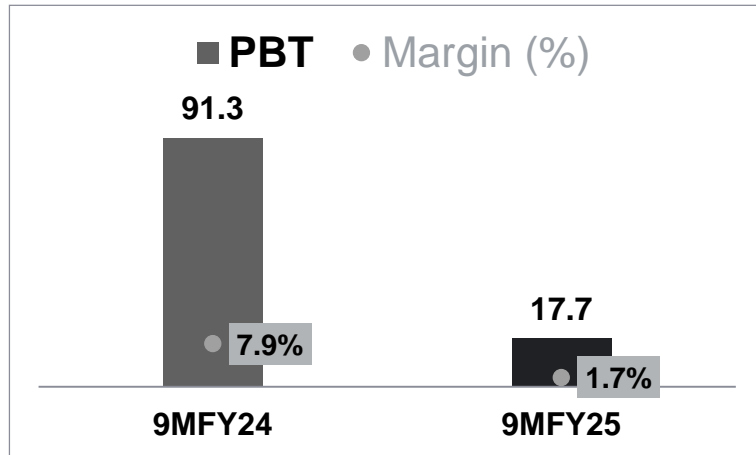
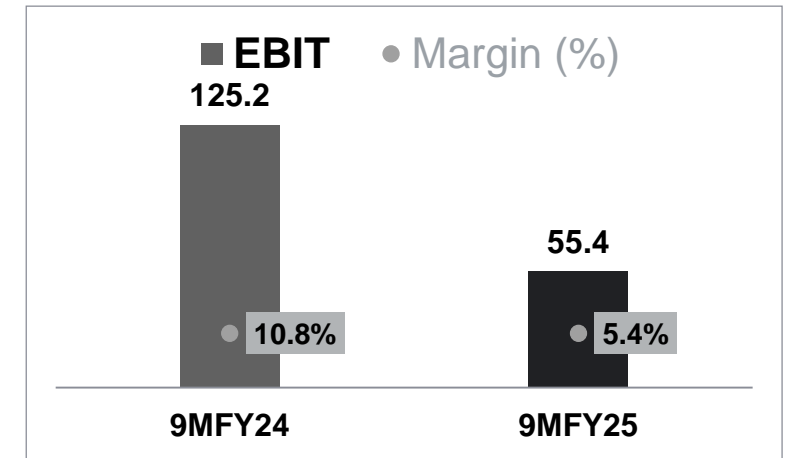
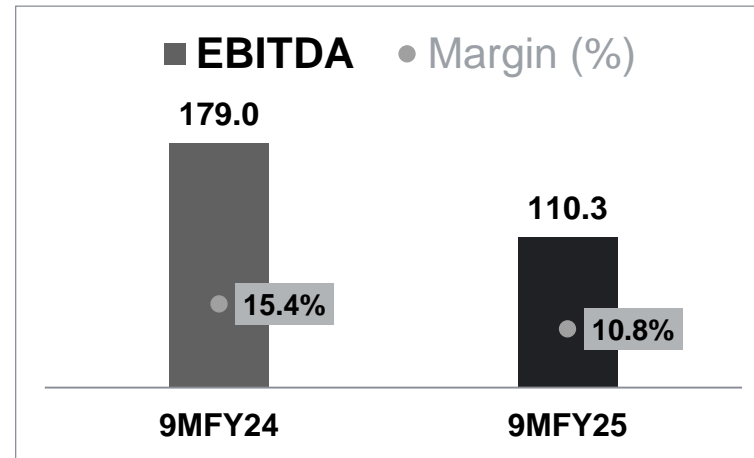
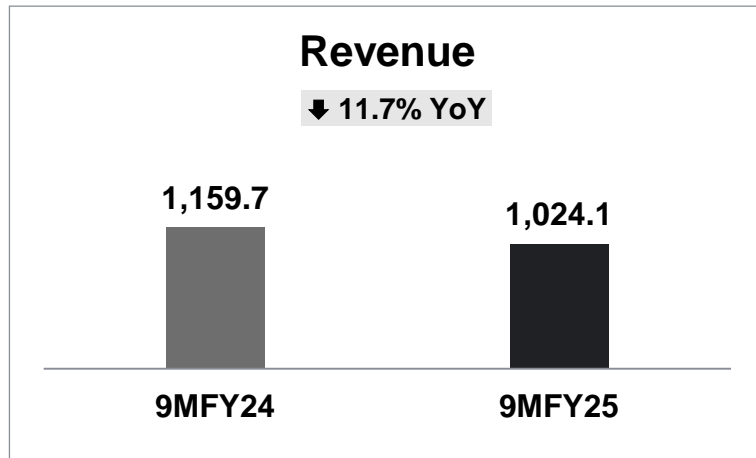
Notes:

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

* Excluding inter company loan taken in Hindware Limited from HHIL

Bathware Business Update – 9M FY25

(₹ in crore)



Notes:

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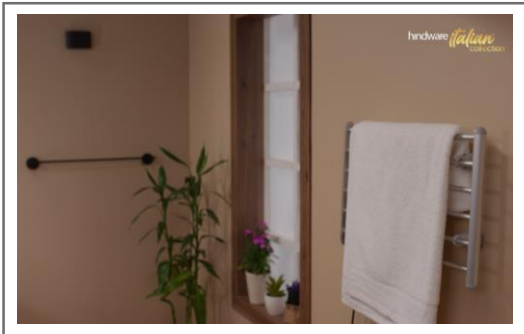
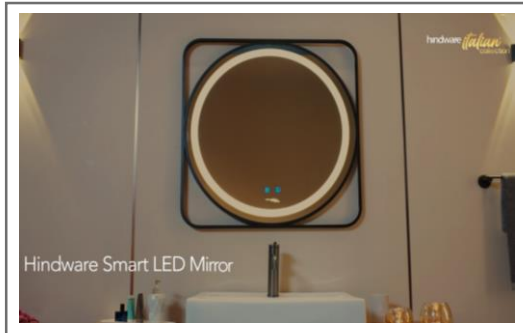
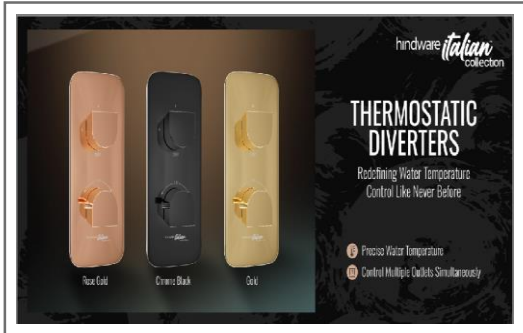
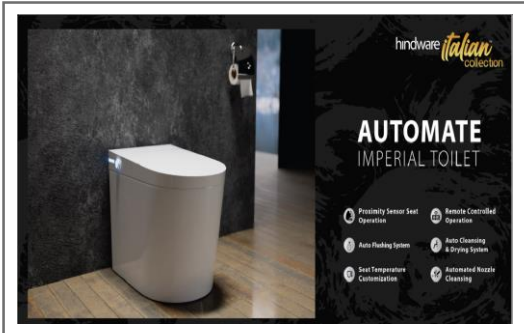
* Excluding inter company loan taken in Hindware Limited from HHIL

Building Products Business - Bathware

- Leading player in sanitaryware & faucets segments
 - Brands available across price points
- Control over the entire value chain & a strong network of distribution & service:
 - 600+ Brand Stores for an immersive customer experience
 - 500+ distributors, dealers and modern retail outlets
 - Catering to 1,200+ institutional clients
- Establishing an ecosystem to foster growth in a sustainable manner:
 - Continued engagement with intermediaries and end-users
 - Established platform for channel partners to streamline operations
 - Positioned Hindware as a contemporary, innovative, design-driven brand targeting millennials
 - Enhanced brand visibility in retail via updated product displays and store imagery
 - Expanded distribution channels for nationwide presence
 - Increased presence in the Indian tiles market, with ongoing plans for network expansion

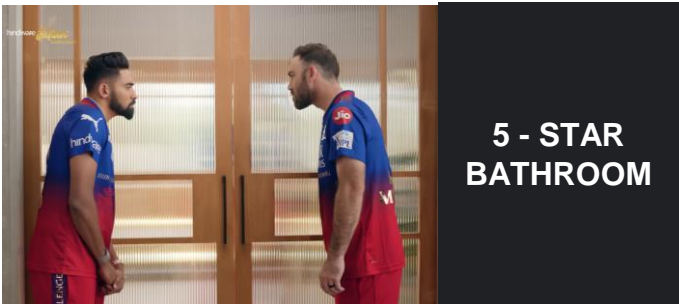


Industry- First Innovative-Design Led Products



MARKETING INTITATIVES

IPL TV CAMPAIGN | SURROUND ACTIVITIES



VANITHA FILM AWARDS 2024 - HIC POWERED BY PARTNER





Alan Scott
POWER - TRUSTED - INSPIRE

വനിത

FILM AWARDS 2024

Powered by
hindware
home innovation

In association with
Malayalam Sify
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Digital Partner
myG
myg.com

Jointly with
myG
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ഏപ്രിൽ 22, 2024 തിങ്കൾ
വൈകുന്നേരം 6.30ന്
അഡ്ലക്സ് ഇന്റർനാഷണൽ കൺവൻഷൻ സെന്റർ,
കാക്കുറ്റി, അങ്കമാലി.

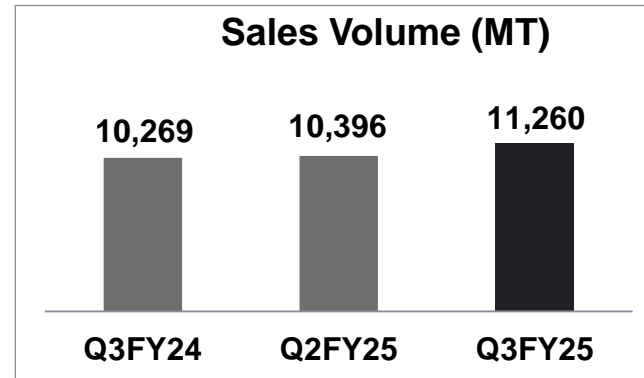
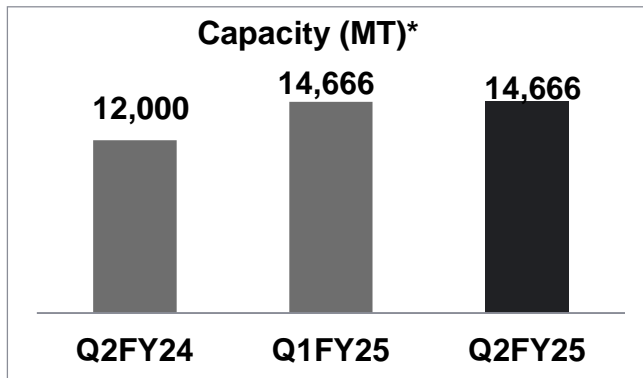


Marquee Clients



Plastic Pipes & Fittings Business Update

- TRUFLO by Hindware is the fastest-growing plastic pipes and fittings brand in India
- Offering more than 2000 SKUs for plumbing solutions, underground drainage and waste water solutions, agriculture & borewell applications and water storage solutions
- TRUFLO products are NSF-certified, utilizing the CPVC compound Durastream, supplied by Sekisui Chemical Co. Ltd., a US\$10 billion company
- Currently operates with 320+ active distributors and 30,000+ dealers/retail outlets
- The Roorkee, Uttarakhand plant is nearing completion and set to start production in coming months
- The company has recently expanded the product portfolio with the launch of several high-value solutions, including foam core pipes for underground drainage and PPR plumbing pipes and fittings, which are now commercially available. Manufacturing trials are underway for double wall corrugated (DWC) pipes.

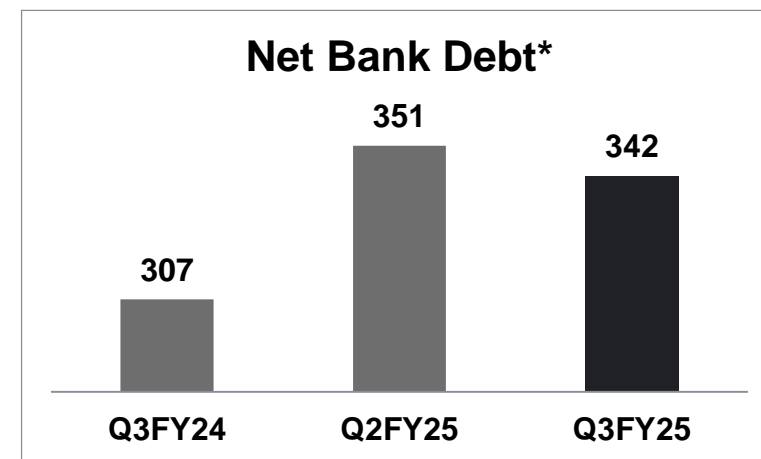
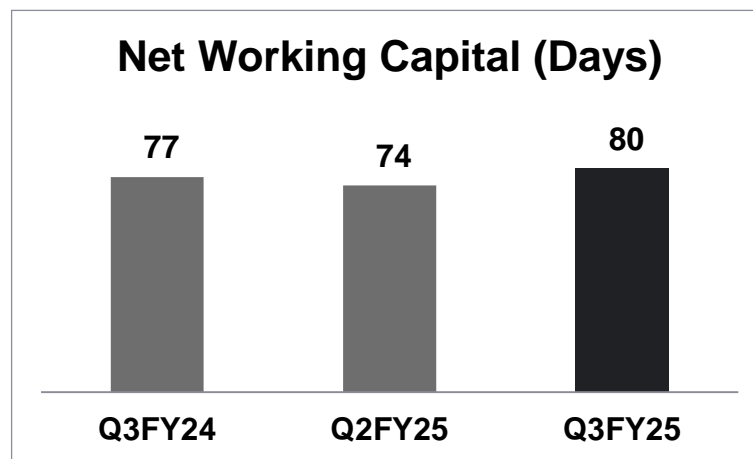
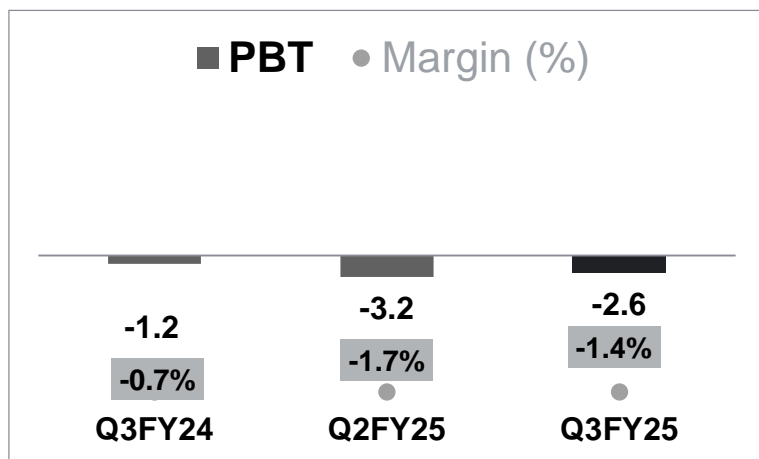
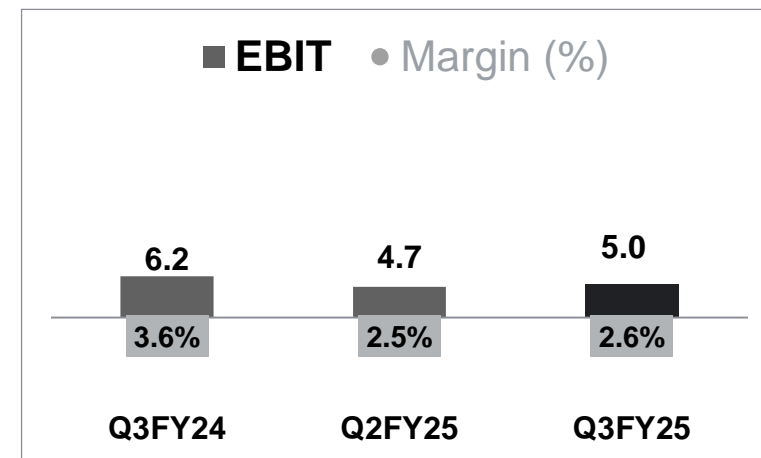
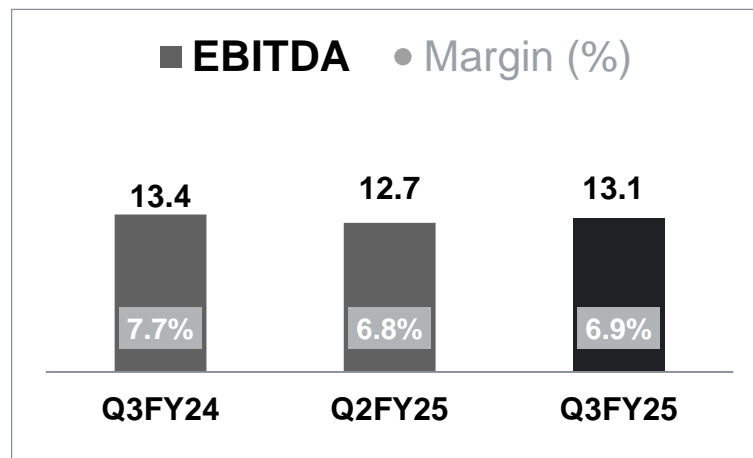
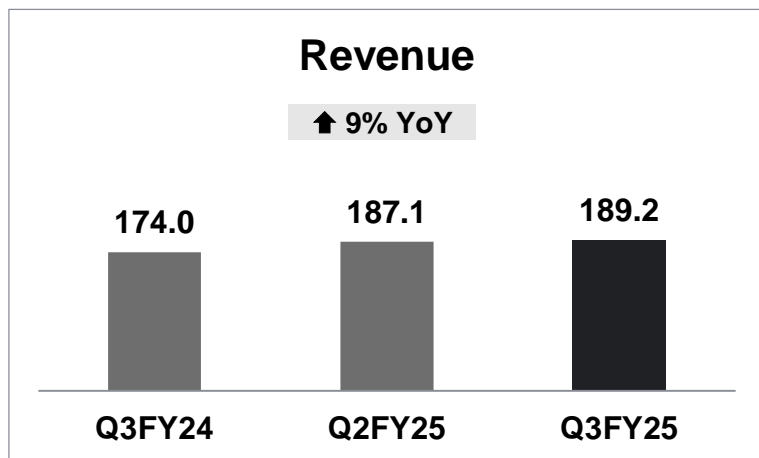


Note : Above stated financials are rounded off and as per management reported figures

*Capacity is on a quarterly basis

Plastic Pipes & Fittings Business Update – Q3 FY25

(₹ in crore)

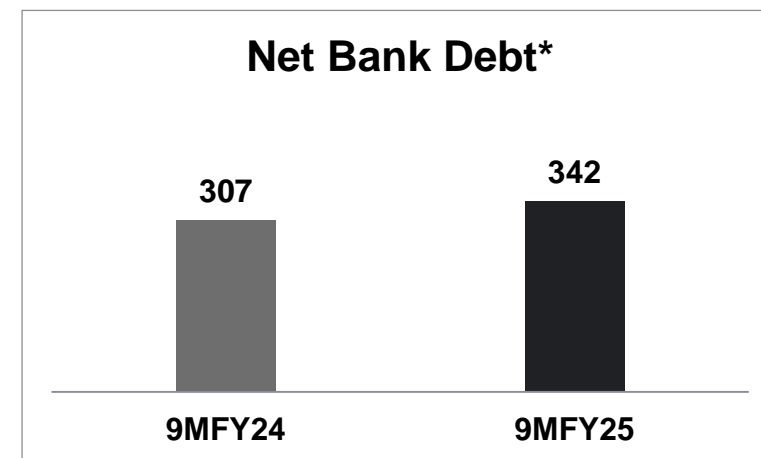
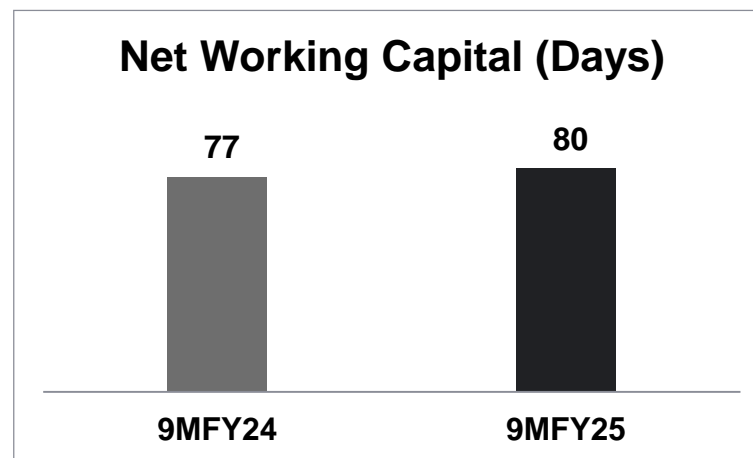
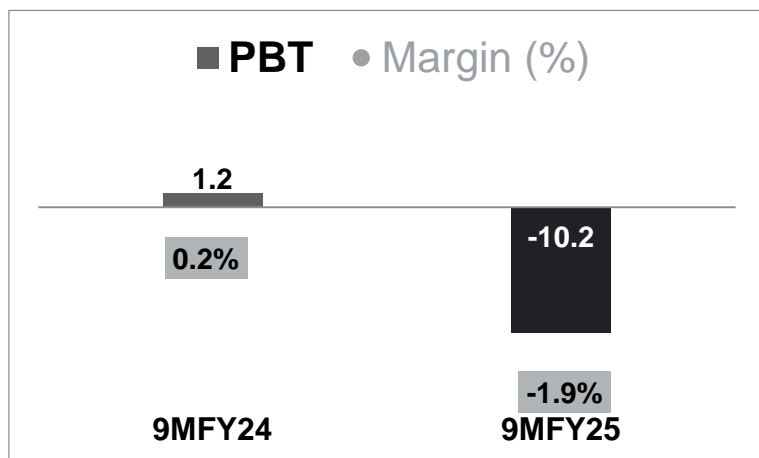
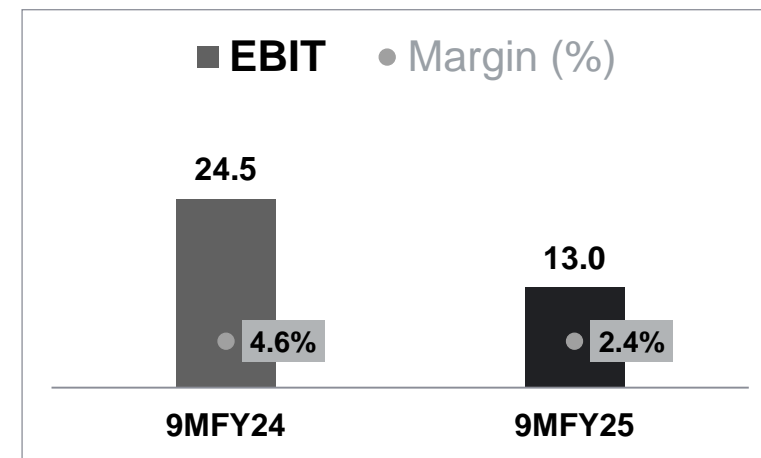
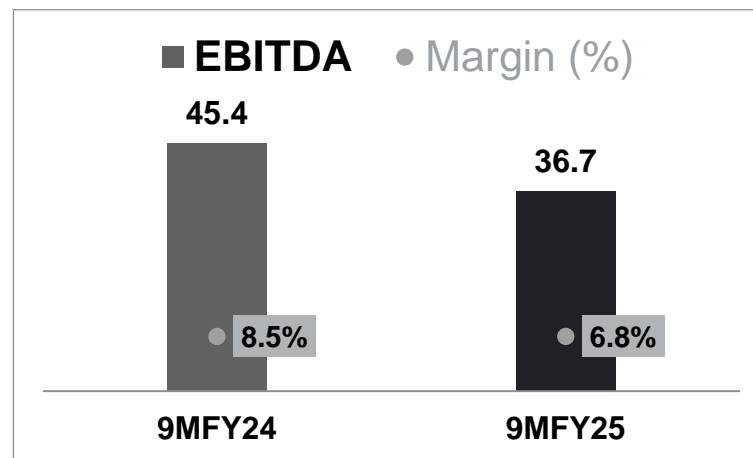
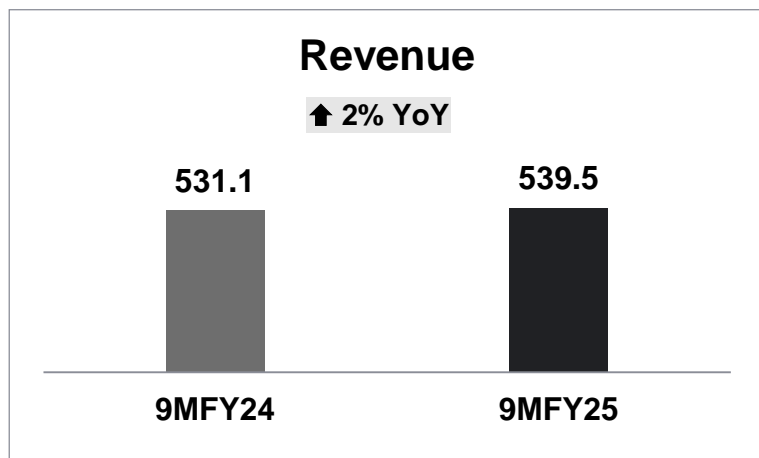


Notes:

Above stated financials are rounded off and as per management reported figures
Excluding inter company loan taken in Hindware Limited from HHIL

Plastic Pipes & Fittings Business Update – 9MFY25

(₹ in crore)



Notes:

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

* Excluding inter company loan taken in Hindware Limited from HHIL

Product Range, Plant & Showroom and Marketing Initiatives



CPVC PLUMBING SYSTEM FOR HOT AND COLD WATER



SWR PIPING SYSTEM FOR SANITARY WASTE WATER APPLICATION



UPVC PLUMBING SYSTEM FOR COLD WATER



PVC PIPING SYSTEM FOR POTABLE WATER TRANSPORTATION



UPVC COLUMN PIPES FOR BOREWELL APPLICATION



LONG LASTING, SAFE WATER STORAGE TANKS WITH ANTI-MICROBIAL PROTECTION



BATH FITTINGS (PTMT FAUCETS, FLUSH TANKS, ACCESSORIES)

TRUFLO
by hindware

**TRU QUALITY
TRU COMMITMENT**

Offering world-class pipes and fitting solutions inspired by the quality commitment of its flagship brand Hindware over decades. All TRUFLO manufactured products are lead-free.




CPVC PLUMBING SYSTEM FOR HOT AND COLD WATER

Assurance to

- Last for generations
- Water quality retention



1800-571-6655 | www.truflopipes.com

TRUFLO
by hindware




CPVC PLUMBING SYSTEM FOR HOT AND COLD WATER



DUM HAI
Best Choice Available Today

TRU QUALITY TRU COMMITMENT

TRUFLO
by hindware

SharkBite

DURABILITY & PERFORMANCE
behind LUXURIOUS BATH SPACES

Multilayer Composite Pipes & Fittings



TRUFLO by hindware, in its pursuit to offer the best in class plumbing solutions, presents Multilayer (PERT-AL-PERT) Composite Pipes and revolutionary Push-to-Connect fittings by Sharkbite. A premium range of pipes and fittings made to last long and provide superior performance. TRUFLO is the exclusive partner to offer Sharkbite range of plumbing solutions in India.

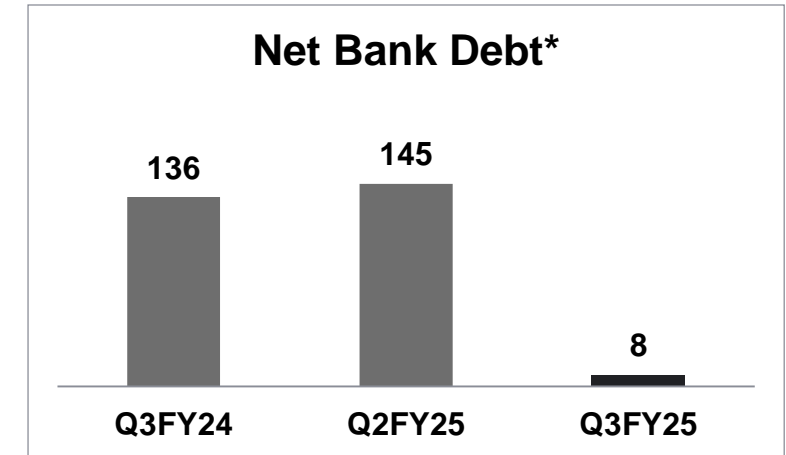
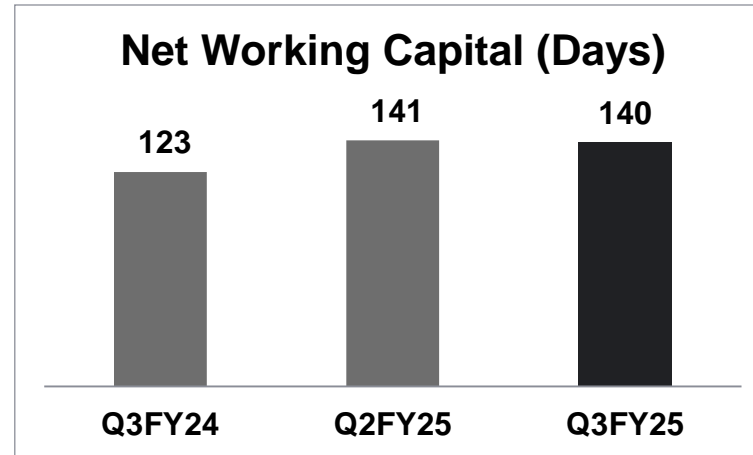
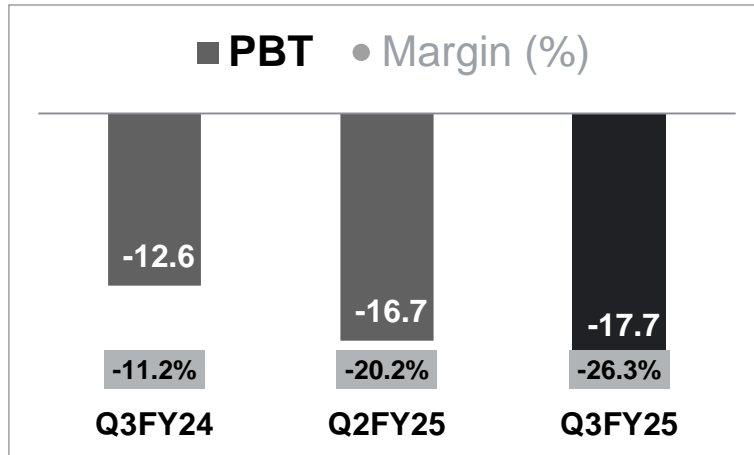
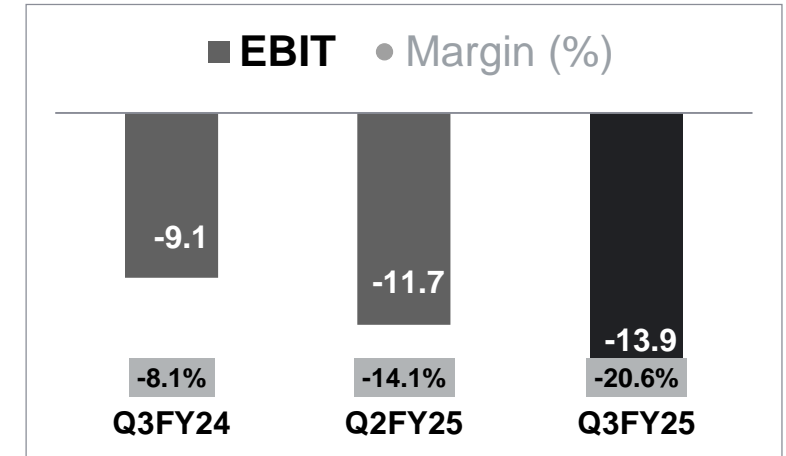
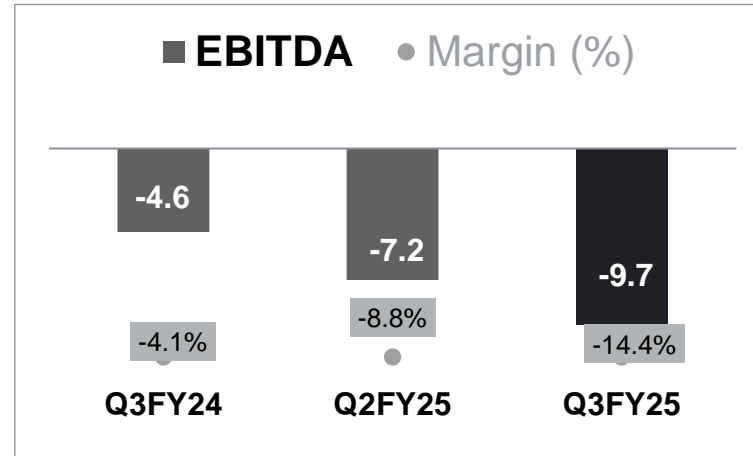
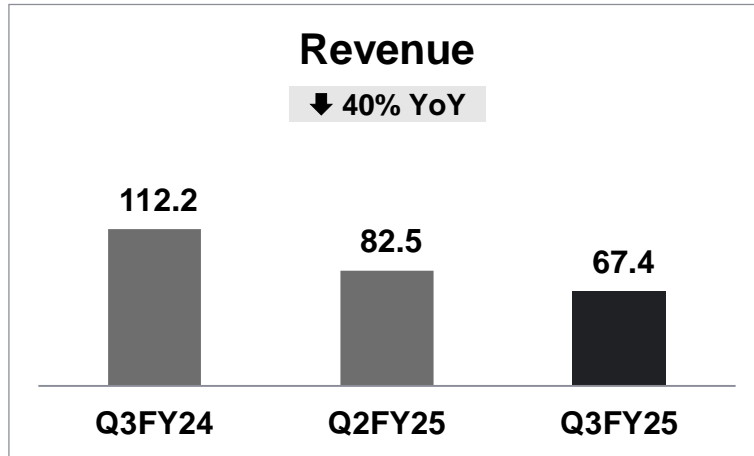
Hindware Limited (Pipes Division)
Email: truflo@hindware.com | Website: www.truflopipes.com
1800-571-6655 (Toll-Free)



Consumer Appliances Business

Consumer Appliances Business Update – Q3 FY25

(₹ in crore)

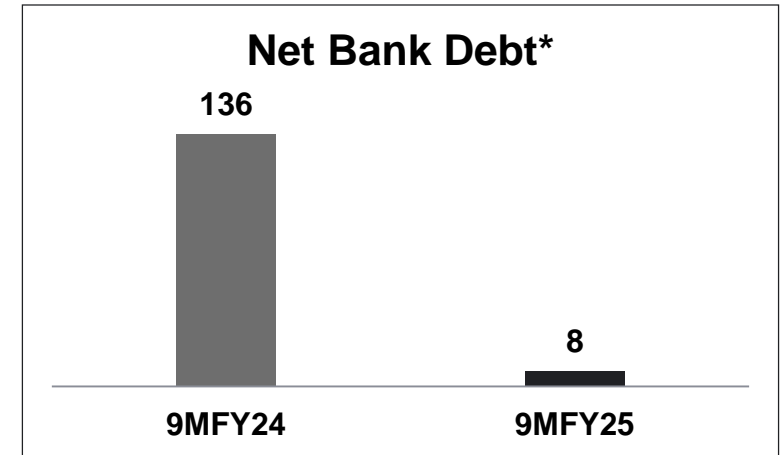
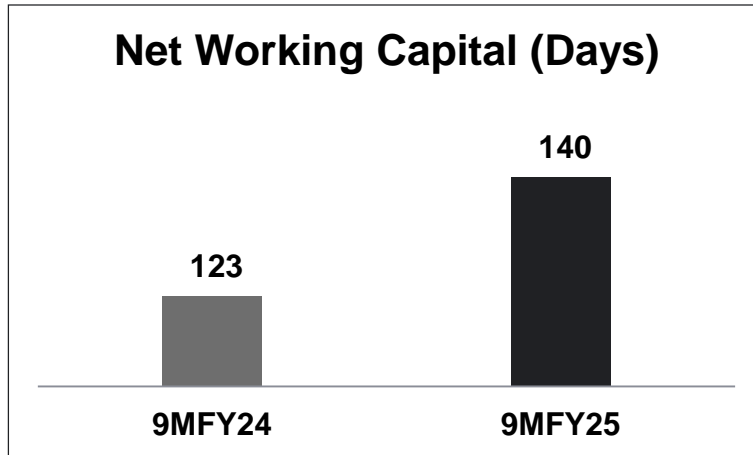
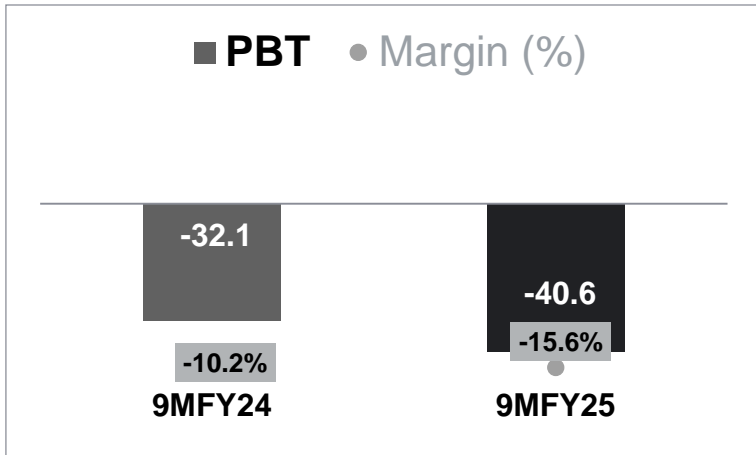
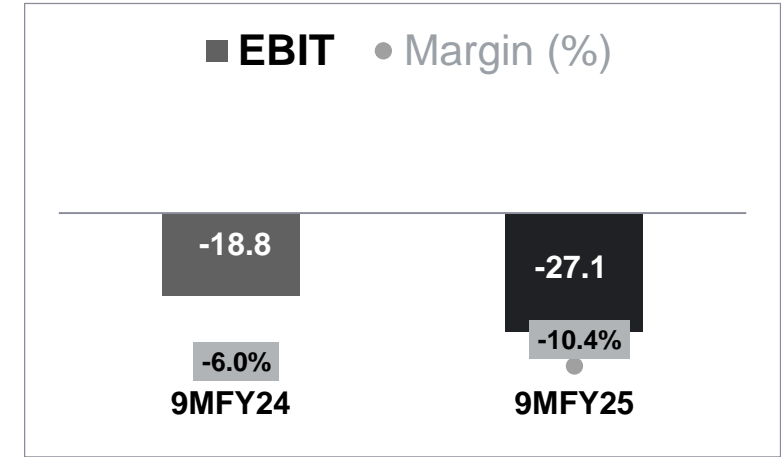
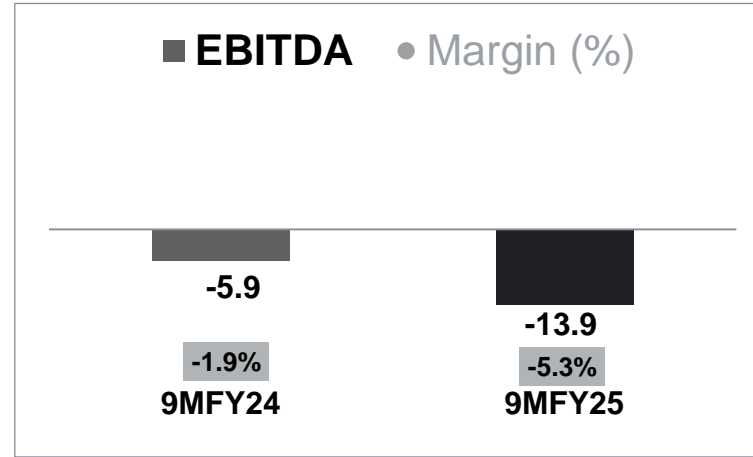
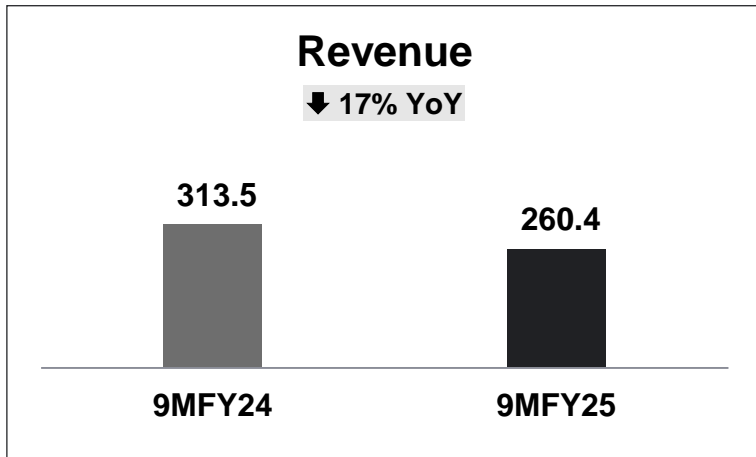


Notes :

1. * Net Borrowing figure is for Hindware Home Innovation Limited on a standalone basis
2. Above stated financials are rounded off and as per management reported figures

Consumer Appliances Business Update – 9M FY25

(₹ in crore)



Notes :

1. * Net Borrowing figure is for Hindware Home Innovation Limited on standalone basis
- 2 . Above stated financials are rounded off and as per management reported figures

Consumer Appliances Business Update

- Kitchen appliance portfolio has been strengthened with the introduction of the new range of chimneys and hobs
- Continued its leadership position in the kitchen appliances segment, reflecting the strength and resilience of its brand, despite challenges
- Maintain strong online presence on e-commerce platforms such as Amazon and Flipkart, offering a wide range of kitchen and consumer appliances



Thank You



Naveen Malik



Hindware Home Innovation Ltd



+91 124 477 9200



investors@hindwarehomes.com



Gavin Desa / Jenny Rose
Kunnappally



CDR India



+91 9820637649

+91 8689972124



gavin@cdr-india.com

jenny@cdr-india.com