

NEAPS/BSE ONLINE

27th May, 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**
Plot No. C-1, Block-G,
Exchange Plaza, 5th Floor,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400051
(NSE Symbol: HINDWAREAP)

Dear Sir/Madam,

Sub: Financial Result Presentation for the fourth quarter and year ended 31.03.2025

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 31st March, 2025.

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

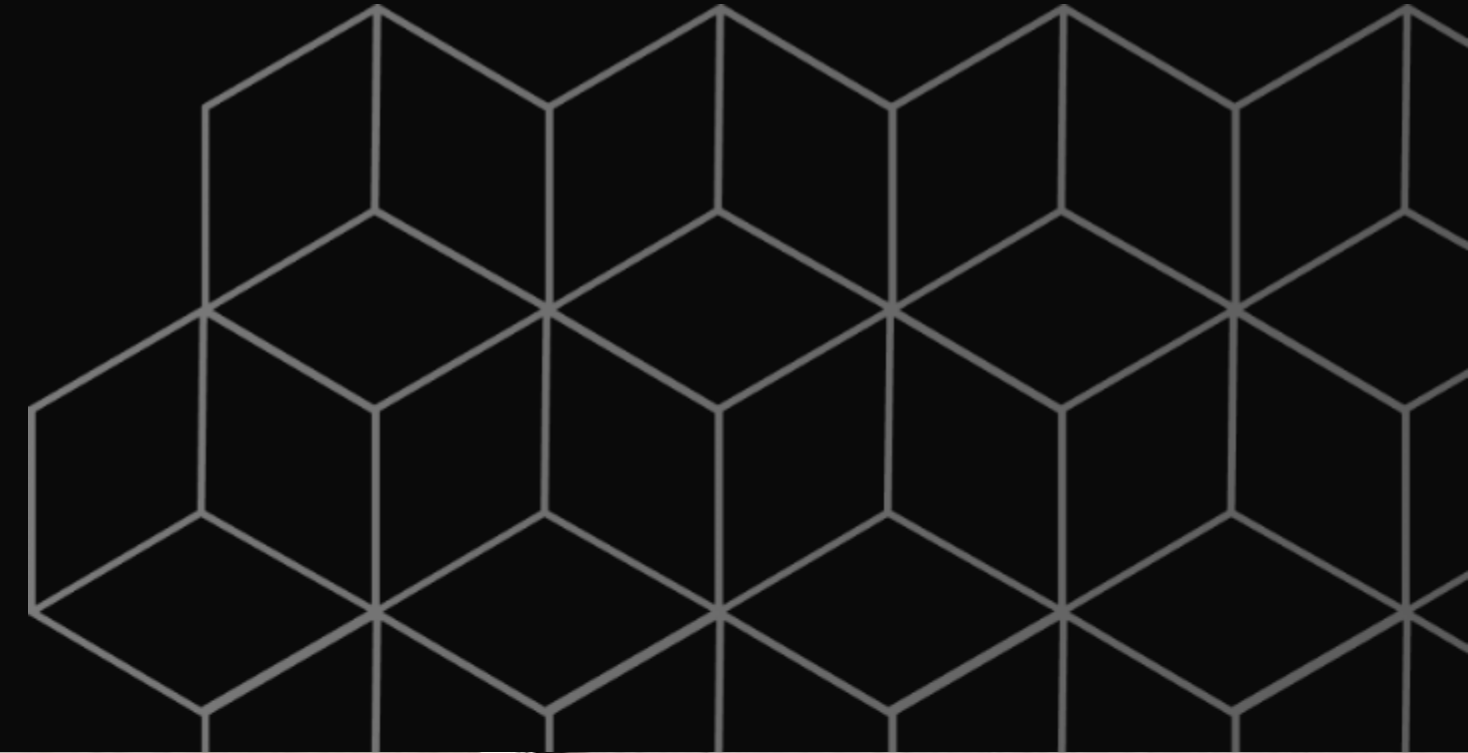
Hindware Home Innovation Limited

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

Focused on Excellence Committed to Customers

Q4 & FY25 PRESENTATION



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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 driven by Hindware's R&D and sustainable practices.

5

Prompt after-sales service

Robust after-sales service boosts customer satisfaction and Hindware 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, PVC, UPVC, SWR plumbing, overhead water storage tanks.



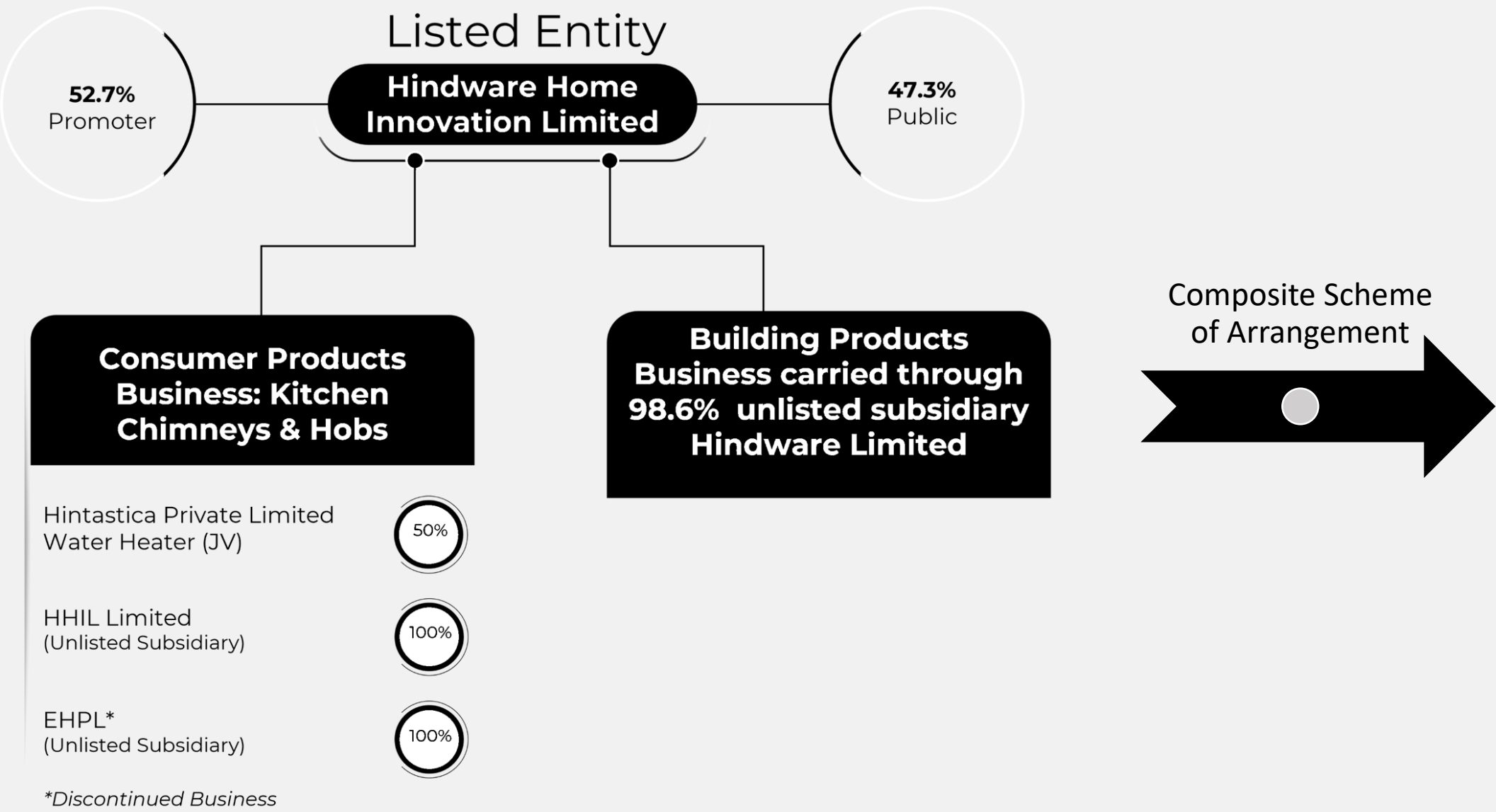
Kitchen Chimney & Hobs

Modern Kitchen Appliances

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

Building Product Business 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.
- The scheme is effective from April 1, 2025, subject to requisite approvals from shareholders, creditors, SEBI, stock exchanges, and NCLT.

Refer Stock Exchange Intimation dated 27th March 2025

A: Hindware Limited

hindware *italian*
collection

QUEO

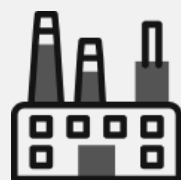
TRUFLO®
by hindware



Bathware Business



Bathware Business Manufacturing Capabilities



Manufacturing Plants

Bathware Business Sanitaryware

1.75 Million Pieces per annum
Bahadurgarh, Haryana

2.1 Million Pieces per annum
Bibinagr, Telangana

Faucets

3.7 Million Pieces per annum
Kaharani, Rajasthan



Products

Sanitaryware
Water Closets
Wash Basins
Urinals and Squatting pans

Faucets
Bathroom faucets
Kitchen faucets
Diverter
Sensor faucets
Thermostats
Showers

Wellness
Bathtubs
Shower panels
Shower enclosures
Vanity whirlpools
Steam generators

Tiles
Glazed vitrified
Ceramic
Full body vitrified
Porcelain
Double charge tiles
Tiles Adhesive





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

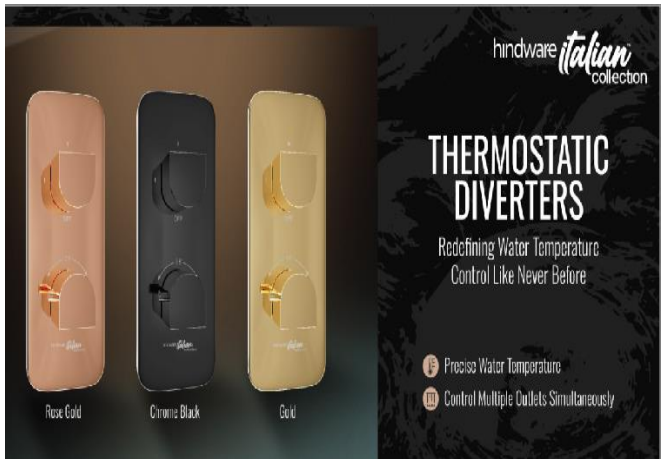
Brands available across price points

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


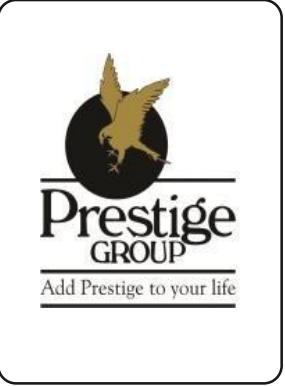
Sustainable growth ecosystem

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

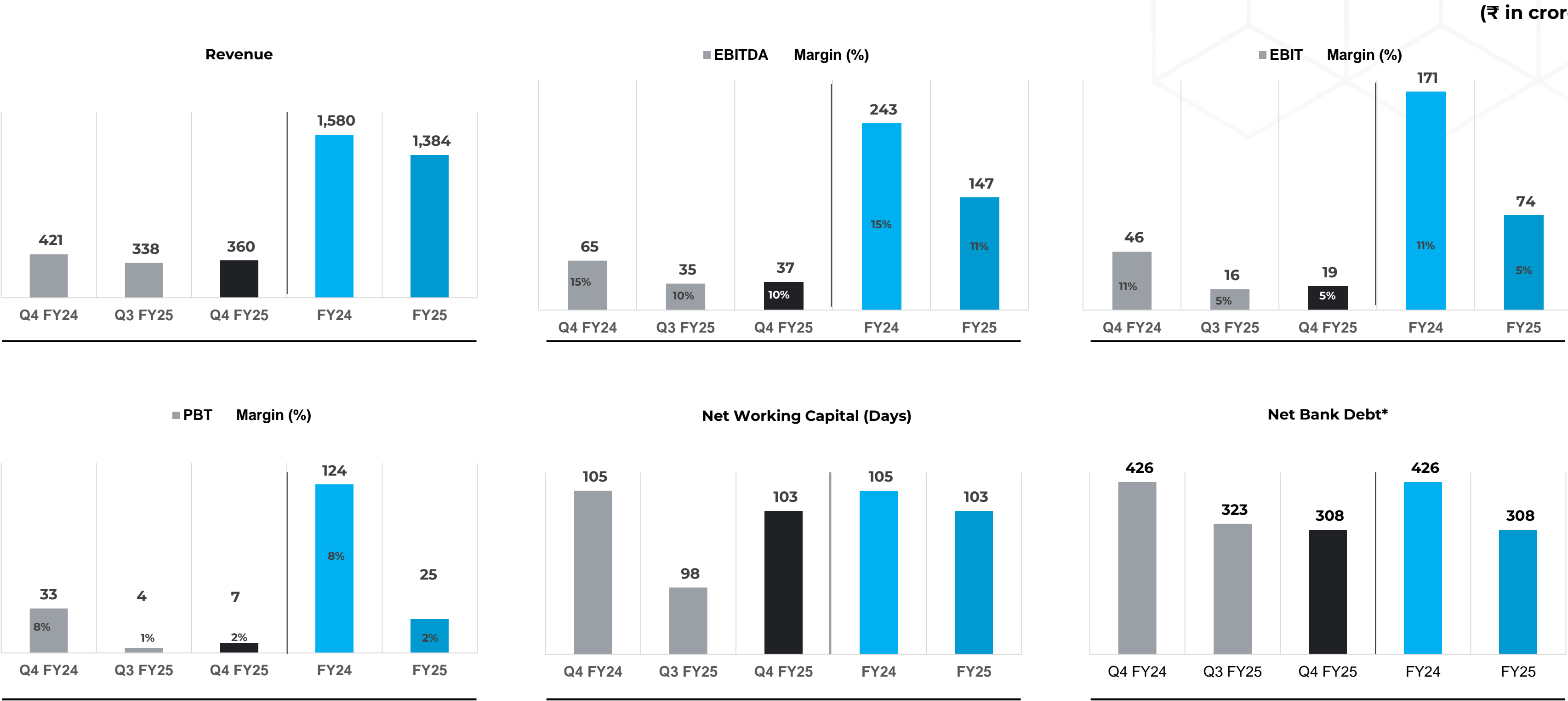
INDUSTRY- FIRST INNOVATIVE, DESIGN LED PRODUCTS



MARQUEE INSITUTIONAL CLIENTS

| | | | | | | | | | | | |
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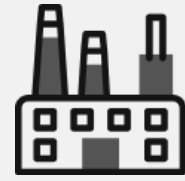
Bathware Business Update



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



CPVC/PVC Pipes & Fittings Business



Manufacturing Plants

Plastic Pipes & Fittings

66,000+ tonnes per annum
Sangareddy, Telangana

12,500 tonnes per annum*
Roorkee, Uttarakhand
** Upcoming facility*



Products

Pipes
CPVC
UPVC
PVC
SWR
Column Pipes
Multi layer Composite Pipes

Overhead Water Storage Tanks

Bath Fittings
PTMT Faucets and other accessories



**Pipes Business
Manufacturing
Capabilities**

Truflo By Hindware



India's Fastest Growing Brand in Pipes & Fittings

Truflo by Hindware has rapidly emerged as the fastest-growing brand in India's dynamic plastic pipes and fittings segment, demonstrating strong market adoption and potential.

Extensive Distribution & Retail Network

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

Strong Plumber Community Engagement

Strategic plumbing community engagement through training forums and a 100,000+ plumber database strengthens market connect and brand recall.

Extensive Product Range

Our expansive portfolio now includes over 2000+ SKUs, driving future growth across segments.

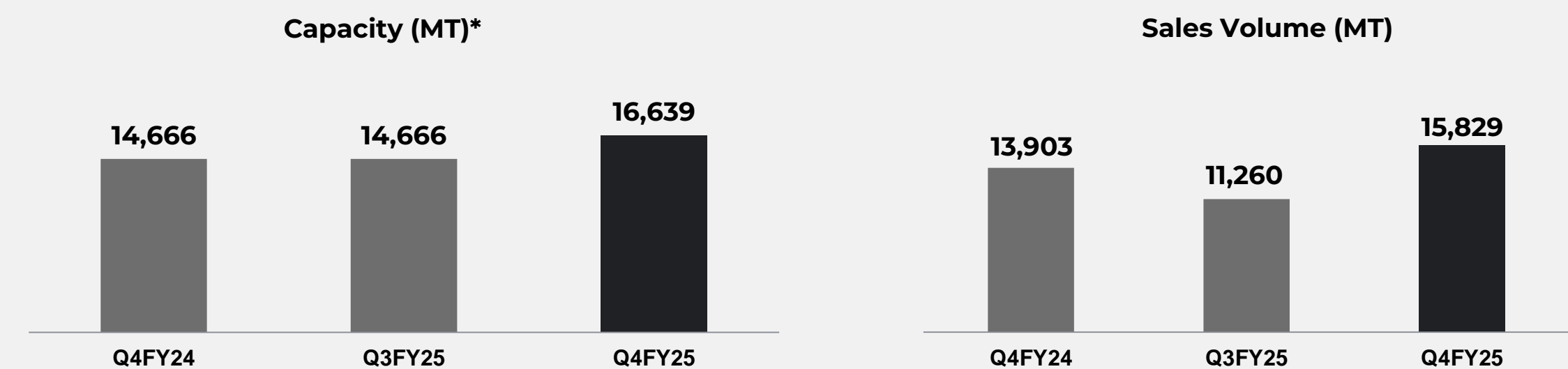
Pipe Business Update

Our Roorkee, Uttarakhand plant is nearing completion and set to start production soon.

Recently expanded the product portfolio with launch of several products such as foam core pipes for underground drainage and polypropylene random (PPR) plumbing pipes and fittings.

Manufacturing trials are underway for double wall corrugated (DWC) pipes.

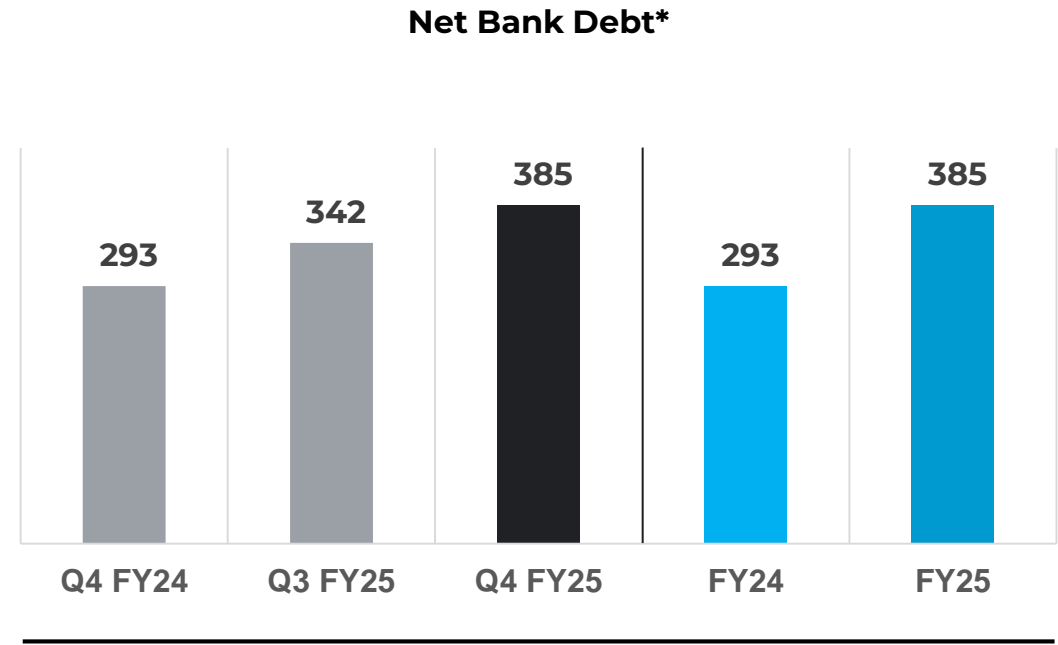
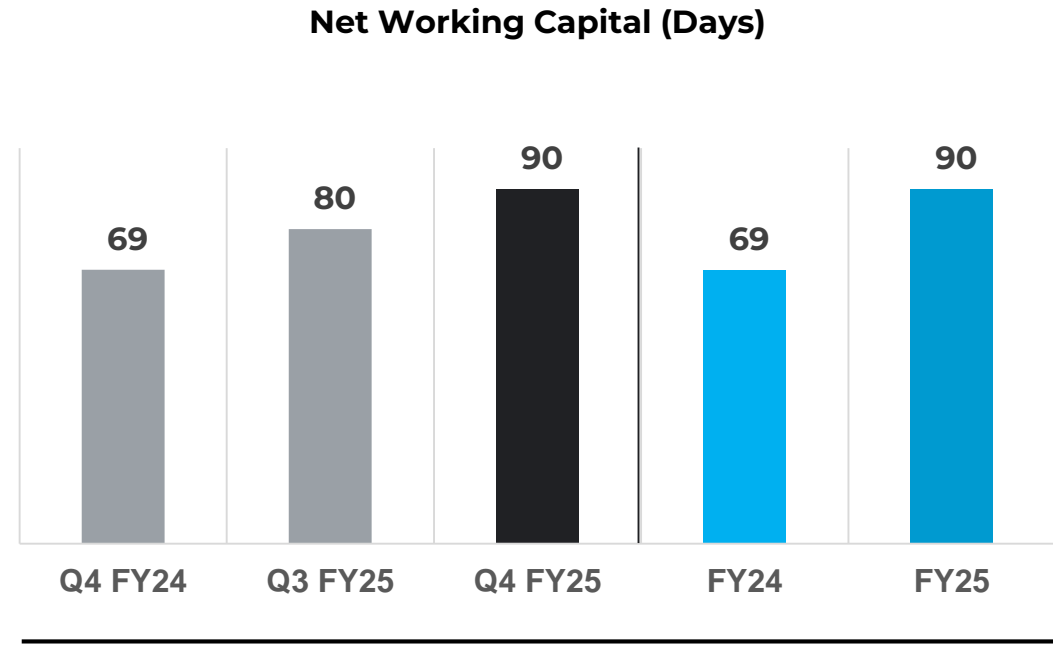
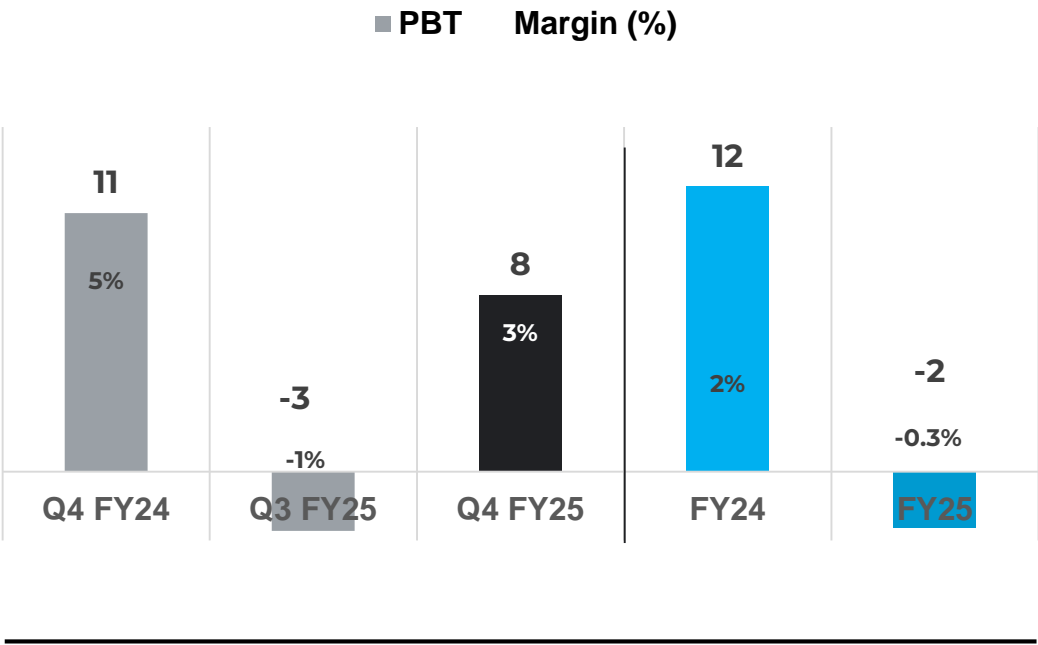
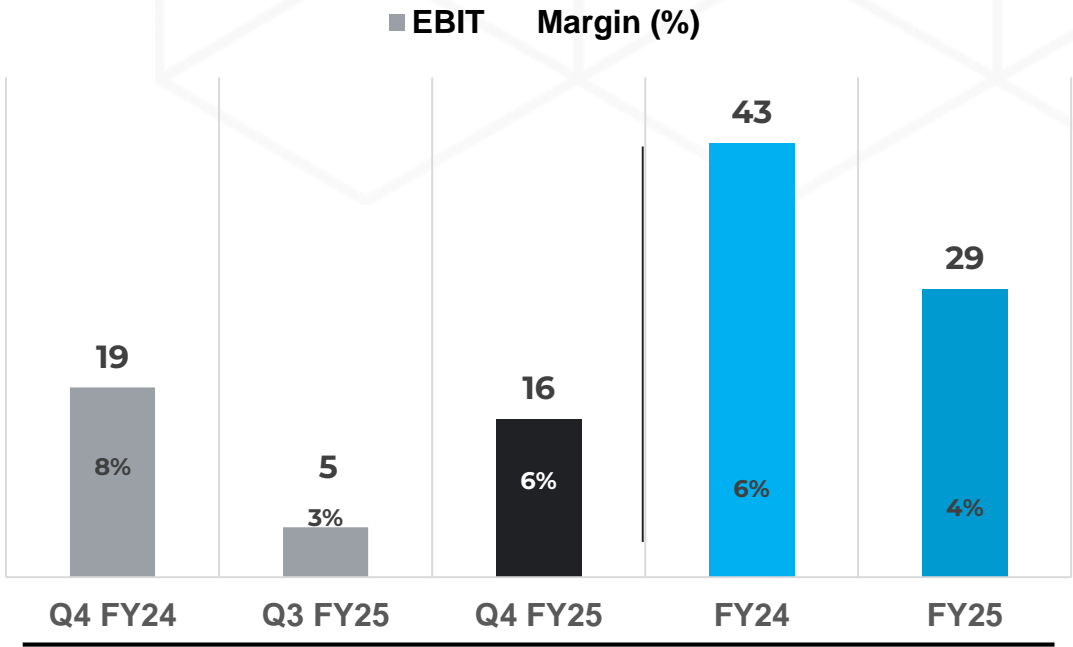
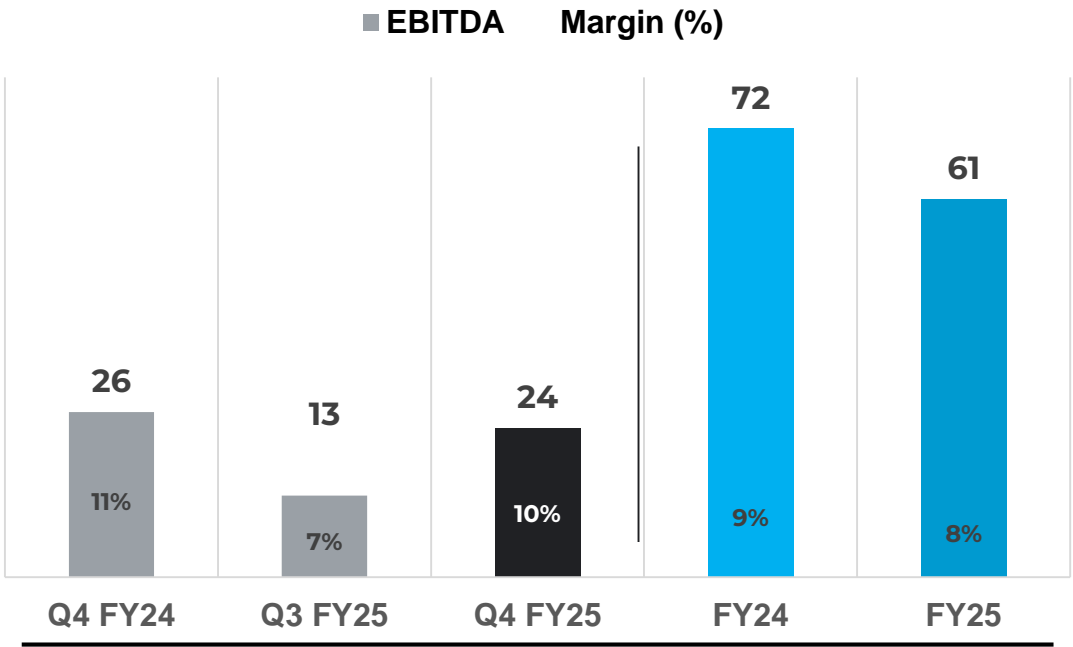
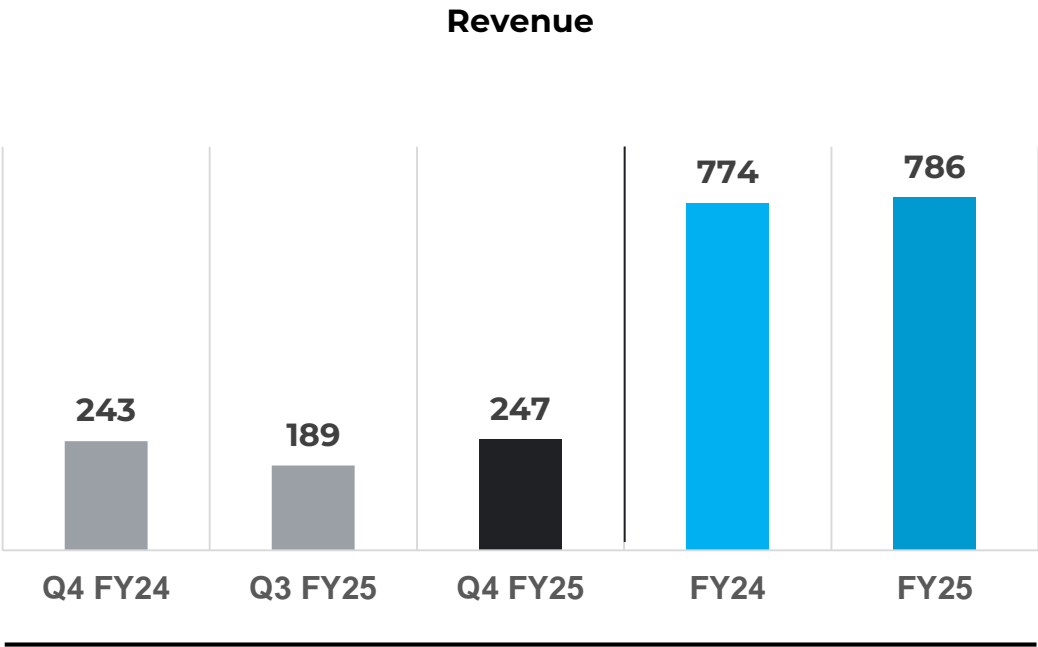
TRUFLO products are NSF-certified, utilizing the CPVC compound Durastream, supplied by Sekisui Chemical Co. Ltd., a US\$10 billion company.



**Capacity is on a quarterly basis
Above stated financials are rounded off and as per management reported figures*

Pipes Business Update

(₹ in crore)



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

Our Environmental, Social And Governance Commitments



Environment

We are 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

We prioritize 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

We value 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.

Driving Our Sustainability Initiatives

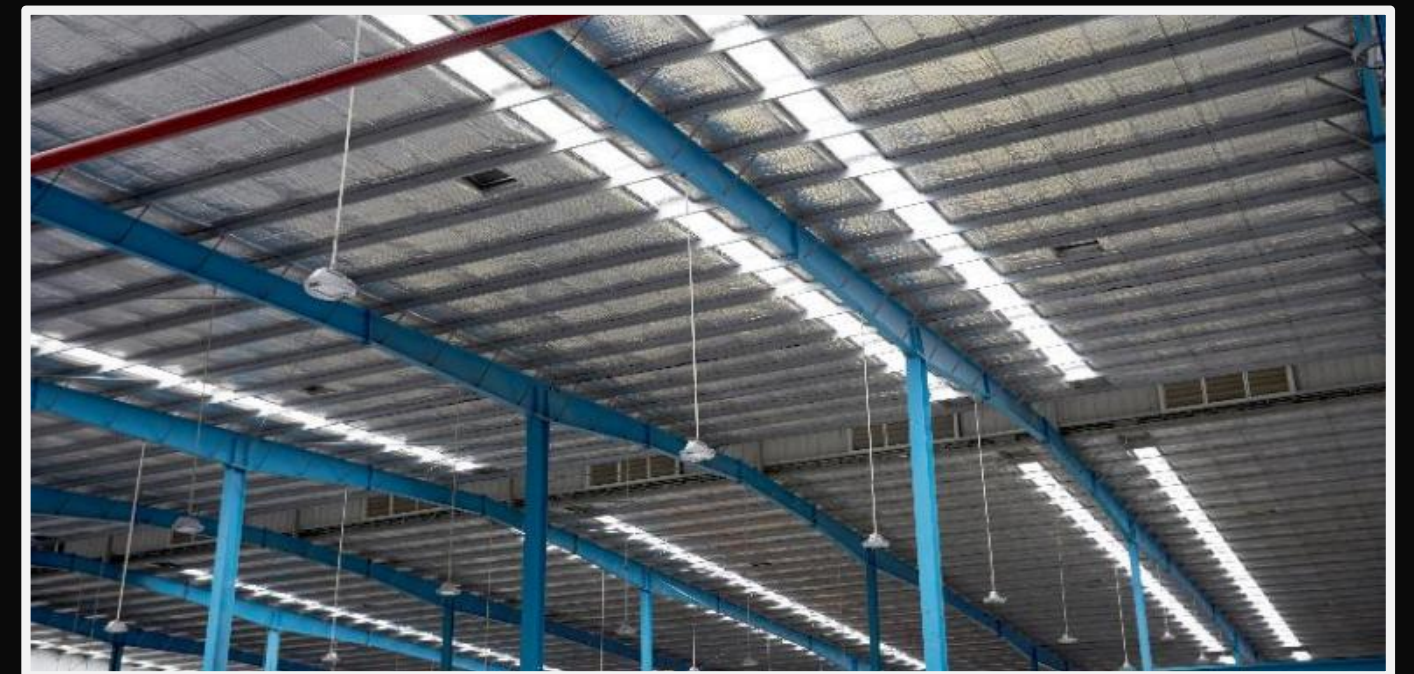
Energy efficiency: We boost efficiency with daylight, LED lights, efficient motors, advanced cooling, and robotics for optimized operations.

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.



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

Bathware Business

Driving Focused & Profitable Growth



Market Expansion & Sales Generation

We are boosting top-city sales by optimizing channels, and deepening Tier-2/3 reach through strengthened distribution. Simultaneously, we're expanding e-commerce with targeted products and improved fulfillment.



Focus on Product & Premiumization

We are optimizing portfolio for high-growth premium products, maximizing market reach. We invest in design to launch innovative products meeting evolving needs.



Quality & After-Sales Service Excellence

We are enhancing brand loyalty via proactive, value-driven engagement. Offering high-quality designer products and improving service turnaround time boosts satisfaction.



Deepening Institutional Engagement

We are accelerating B2B growth via institutional sales, focusing on projects and client relationships. Our dedicated architects/designers program scales engagement for faster business growth..



Enhance Product Portfolio

We are launching new products, especially in designer basins, faucets, and smart toilets, supported by our dedicated design center that drives continuous innovation.



Strengthened Distribution & Channel Engagement

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



Optimized Manufacturing & Cost Efficiency

We are streamlining production processes, implemented lean manufacturing principles to drive cost optimization.

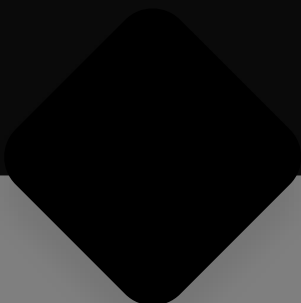


Vibrant marketing campaigns

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



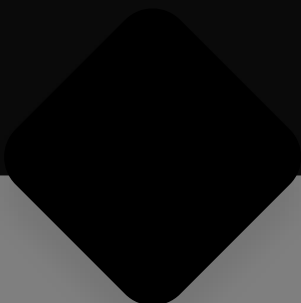
Expand Product Portfolio

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.



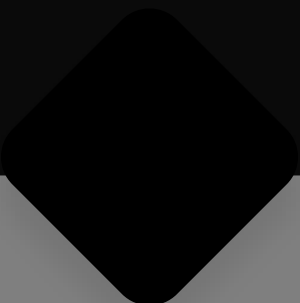
Enhance Manufacturing

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.

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 LL.

Mr. Girdhari Lal Sultania
Non-Executive Non-Independent Director

Fellow Chartered Accountant, Fellow Company Secretary and consultant by profession.

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
Group
Strategy Head

He drives the Group's long-term strategy, focusing on innovation and growth. 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 UCLA.



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, 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.

B: Hindware Home Innovation Limited

hindware
smart appliances

Hindware Home Innovation Limited

Our portfolio has been rationalized to emphasize high-demand, continuous-selling products (e.g., chimneys, cooktops, hobs, sinks), leading to sustained demand and improved focus.

Kitchen appliance portfolio has been strengthened with the introduction of the new range of products.

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 Amazon and Flipkart, offering a wide range of kitchen and consumer appliances.

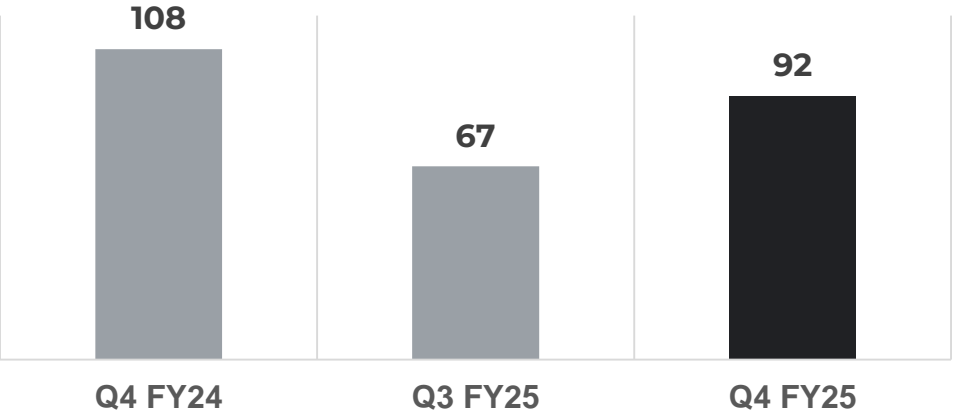


Hindware Home Innovation Limited- Standalone Performance

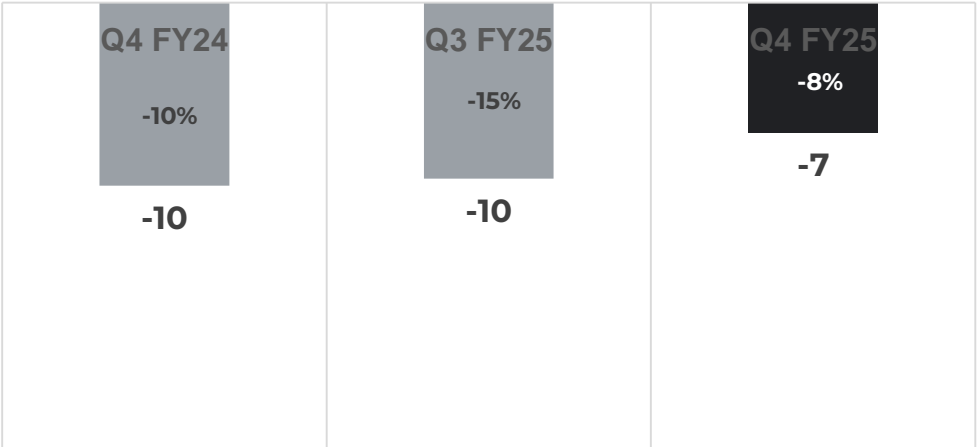
(₹ in crore)

Q4 FY 25

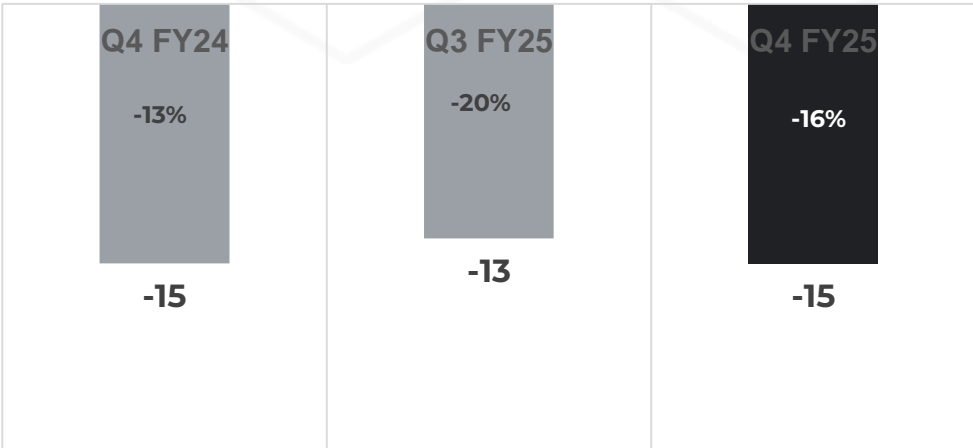
Revenue



EBITDA Margin (%)

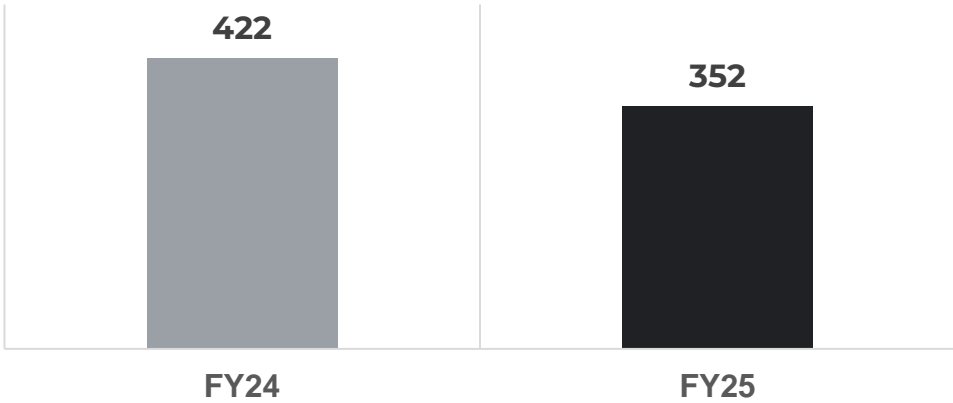


PAT Margin (%)

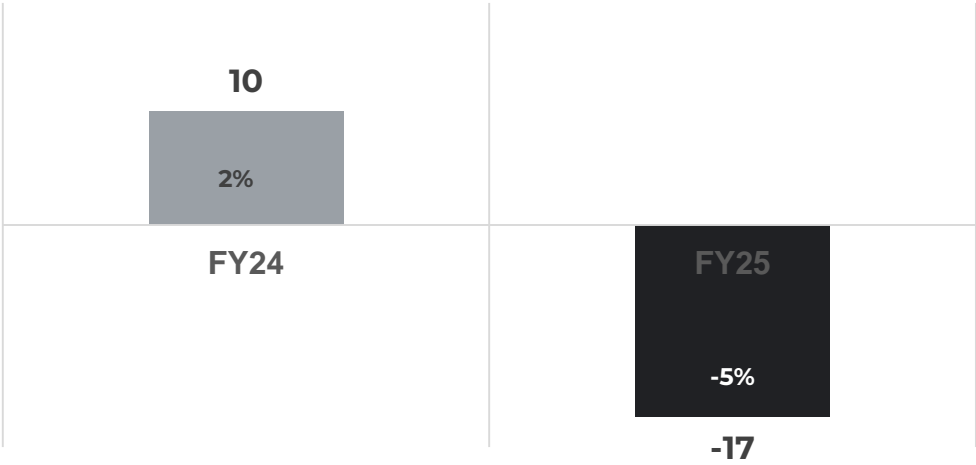


FY 25

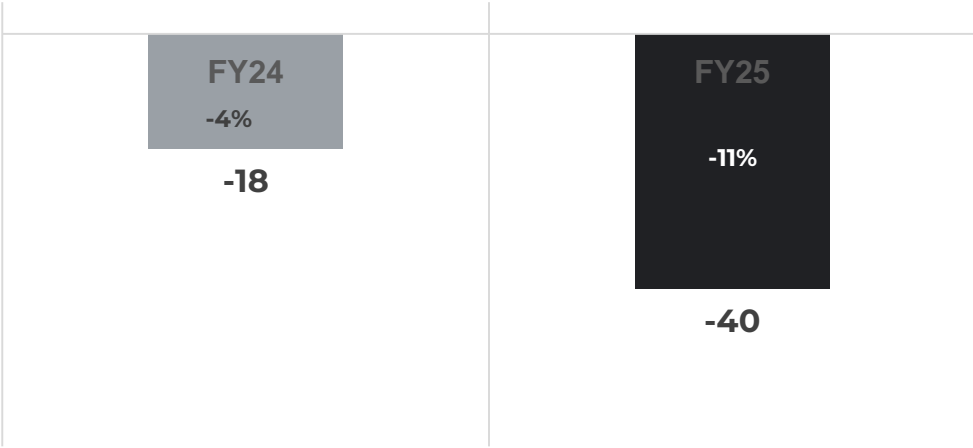
Revenue



EBITDA Margin (%)



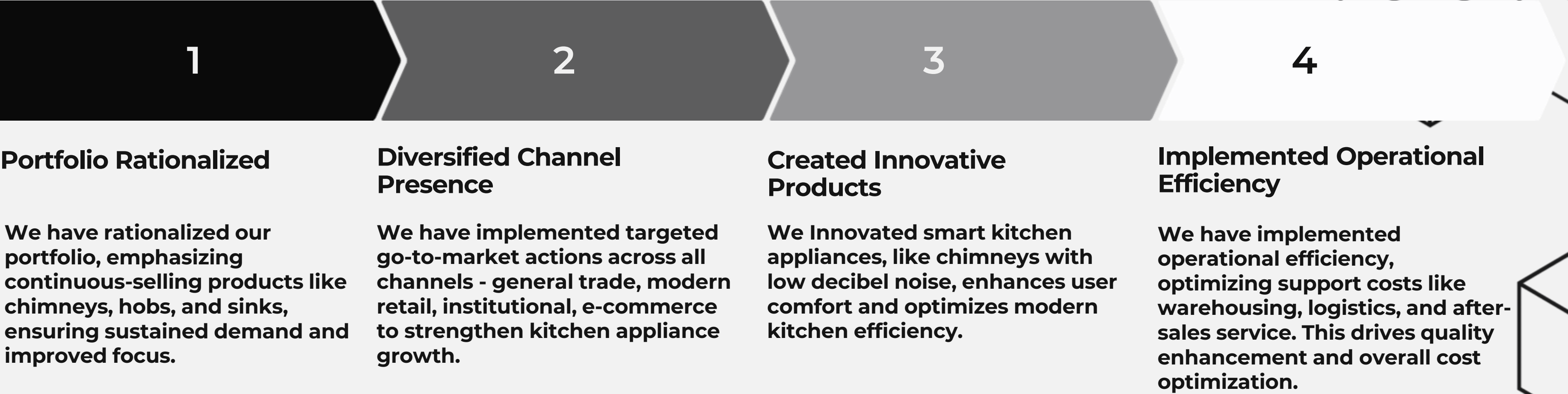
PAT Margin (%)



- The PAT figure includes exceptional loss of Rs.6.12 crore towards impairment loss on investment in JV
- All figures are from Continuing Operations

Hindware Home Innovation Limited

Driving Focused Profitability & Value Creation



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. Girdhari Lal Sultania
Non-Executive Non-Independent Director

Fellow Chartered Accountant, Fellow Company Secretary and consultant by profession.

Key Management

Mr. Naveen Malik
CEO & CFO, Hindware Home Innovation Limited

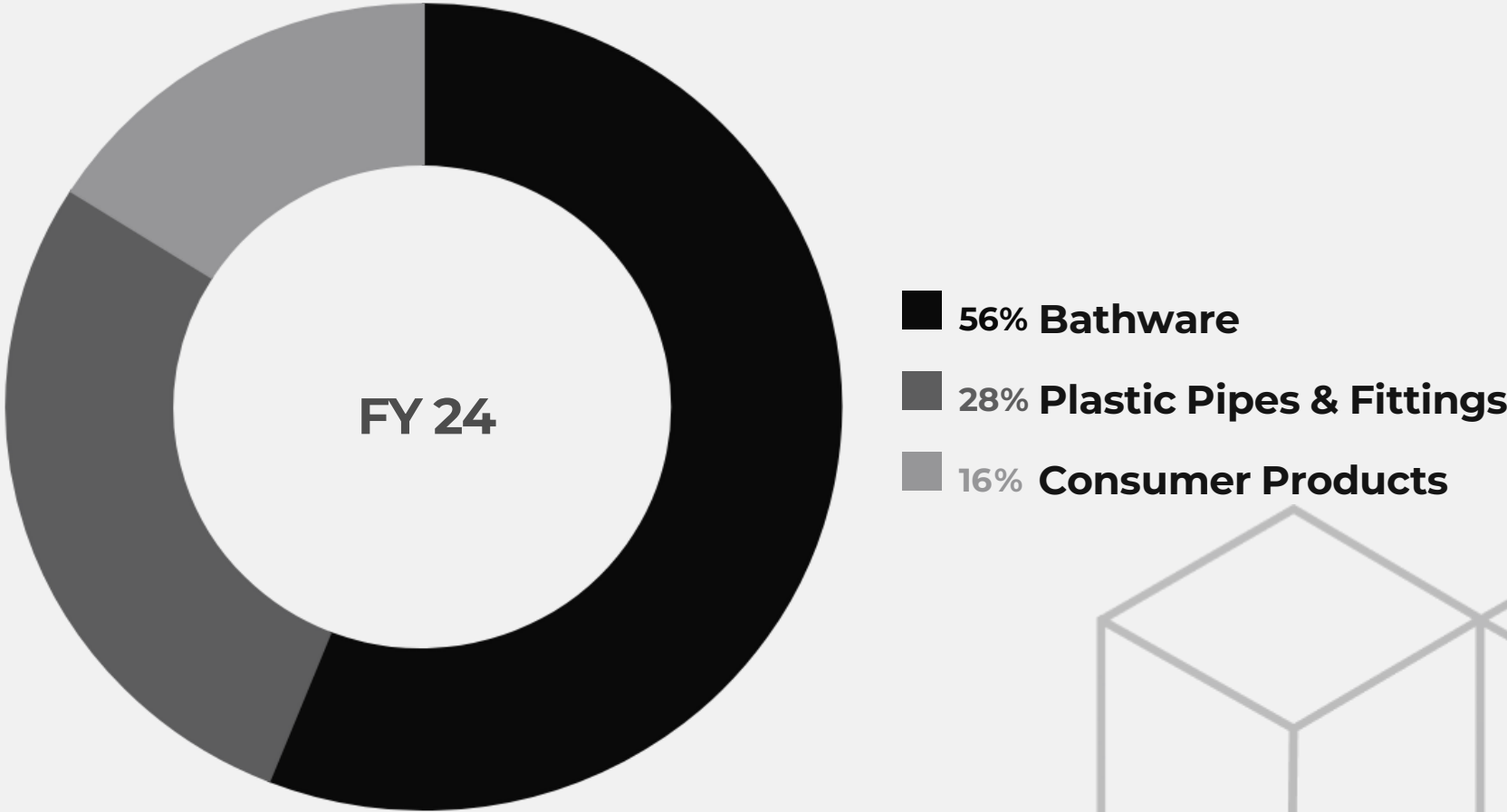
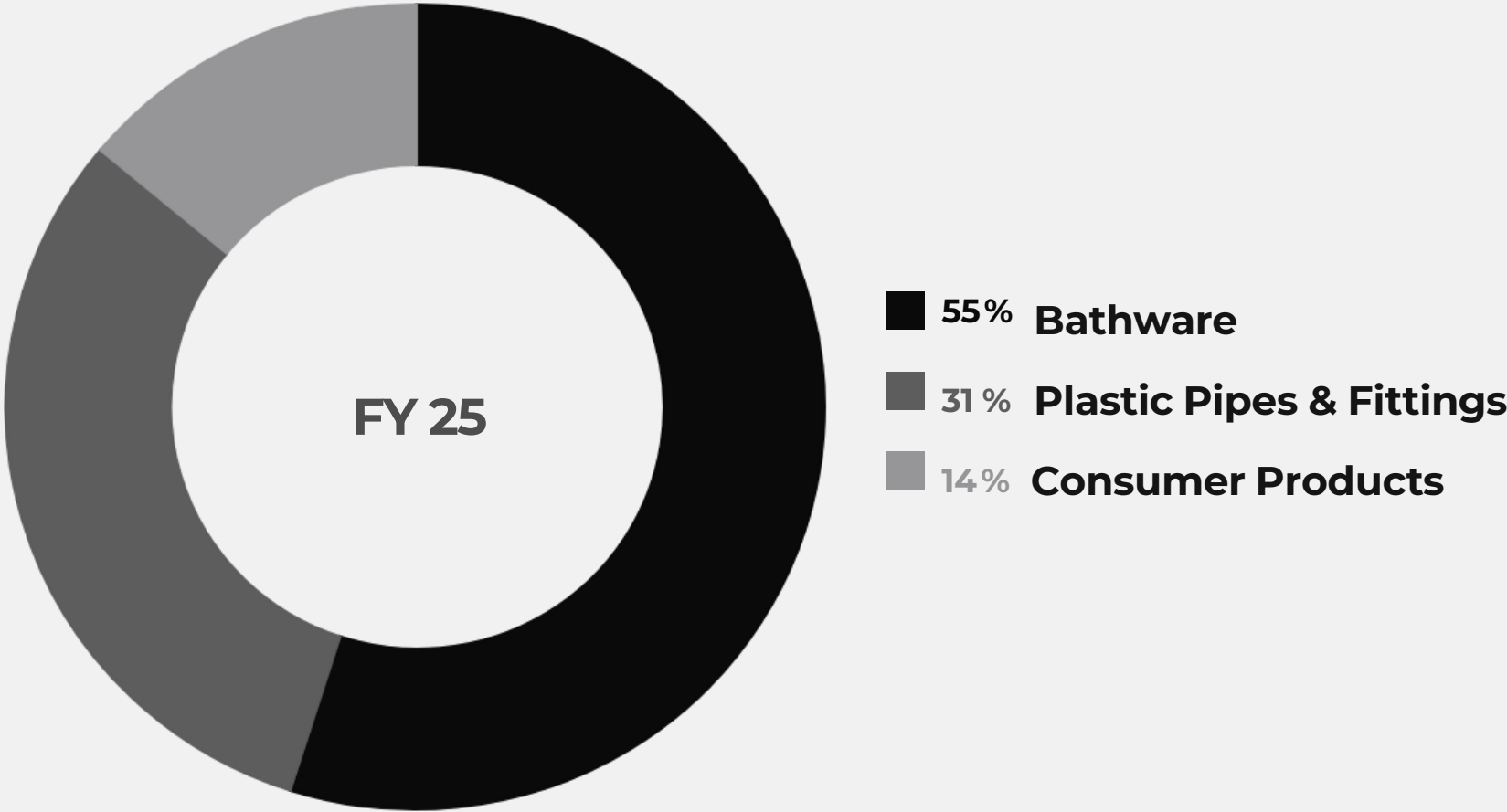
30+ years of experience in banking, strategy, project finance & implementation, investor relations. He has previously worked with Godrej & Boyce, GMR Group – Delhi International Airport Limited.

Mr. Mahesh Choudhury
President, Sales and Products

Certified Management Graduate in Sales & Marketing, having 26 years experience across Telecommunication & FMCG ,Construction chemical & Building Materials, Pipes &Fittings, Aluminium doors & Windows, Consumer Durable, Beverage, Mosquito Repellent and Cigarettes industry. Tiles Industries .

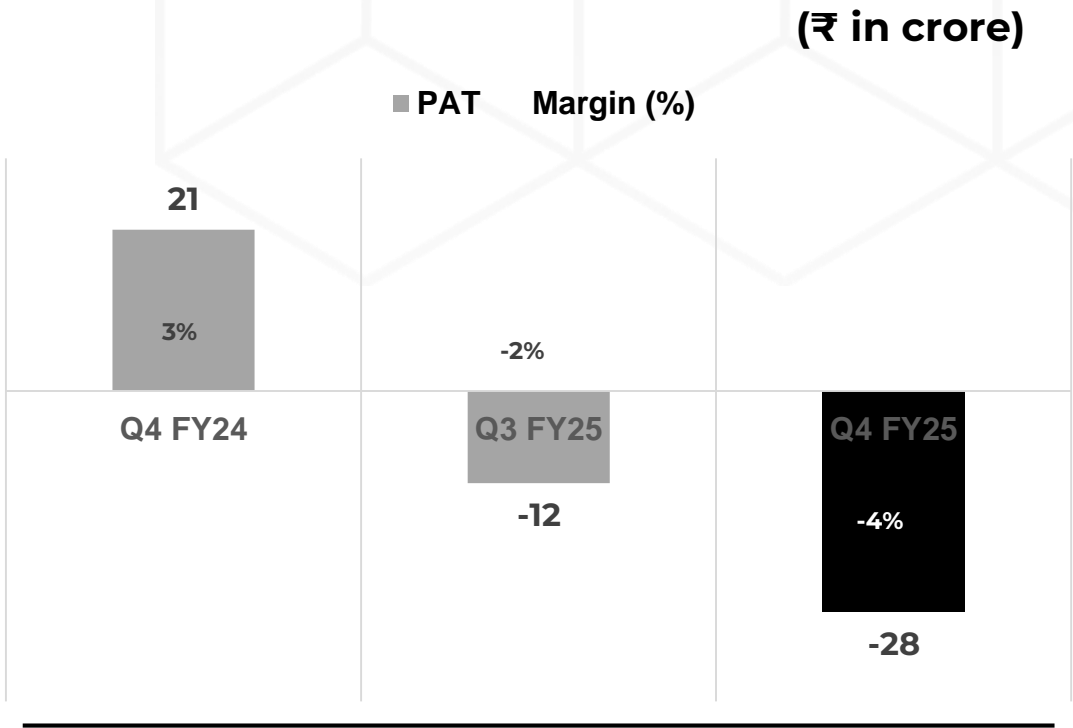
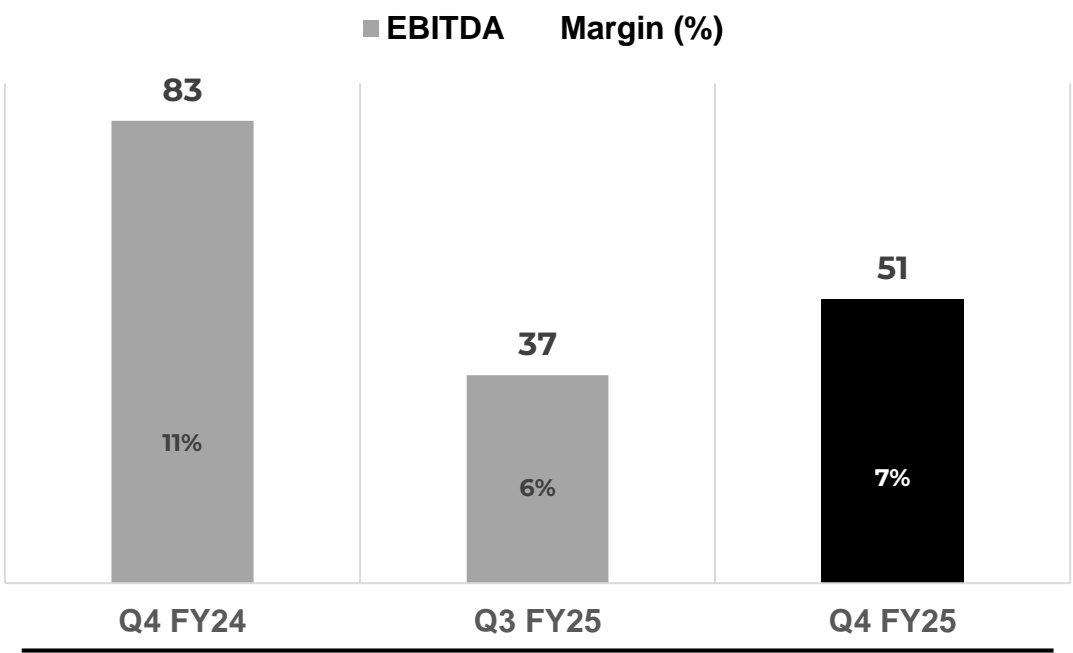
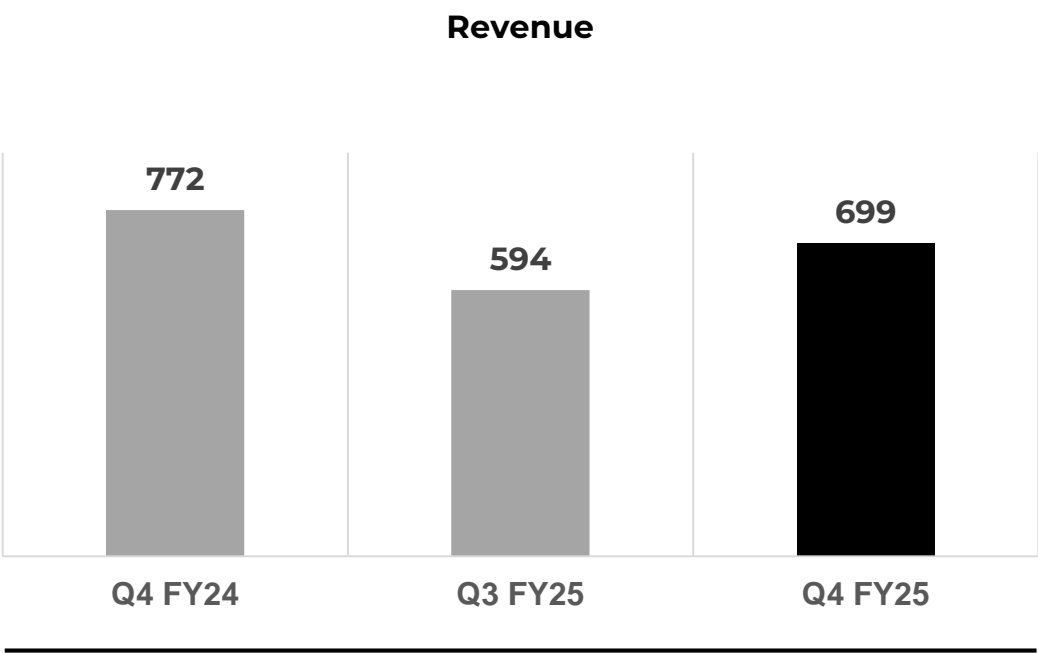
C: Our Consolidated Performance

Consolidated
Financials
Revenue Mix

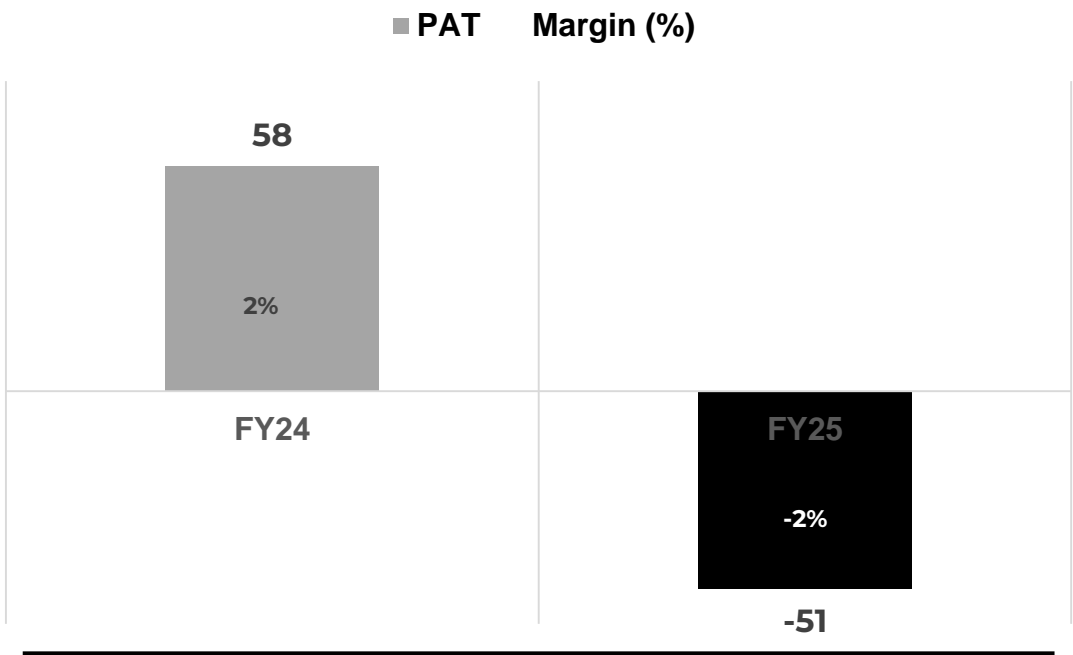
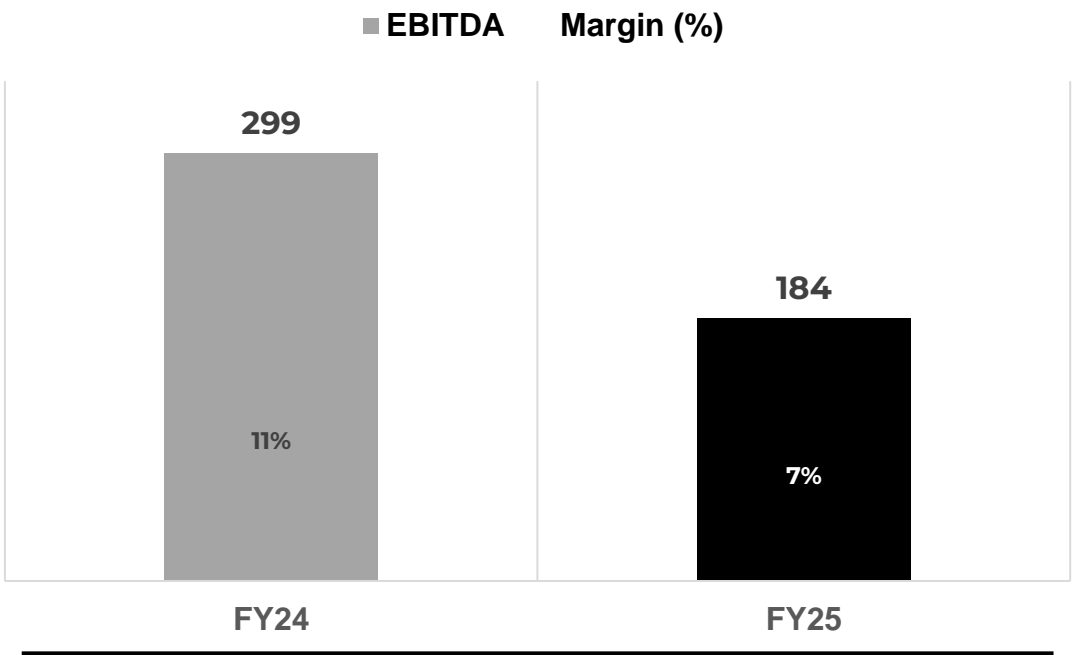
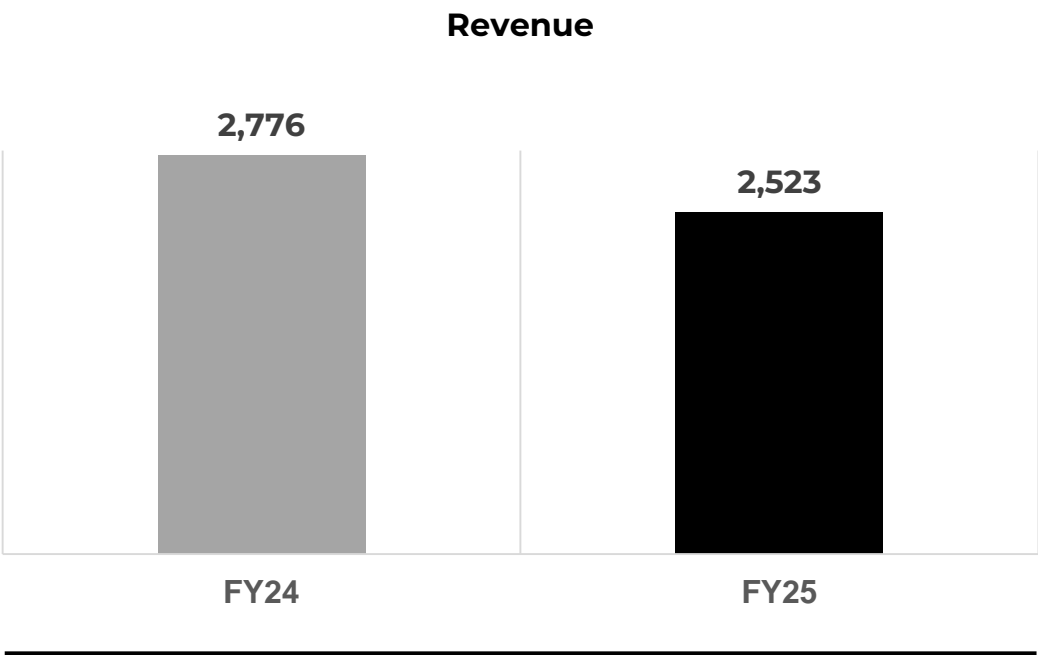


Consolidated Financial Performance

Q4 FY 25



FY 25



- Notes:**
- Profit After Tax figure excludes the share of profit /(loss) after tax of Joint Venture
 - Profit After Tax figure includes exceptional loss of Rs.29.6 crore towards impairment loss on investment in JV
 - All figures are from Continuing Operations

THANK YOU



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