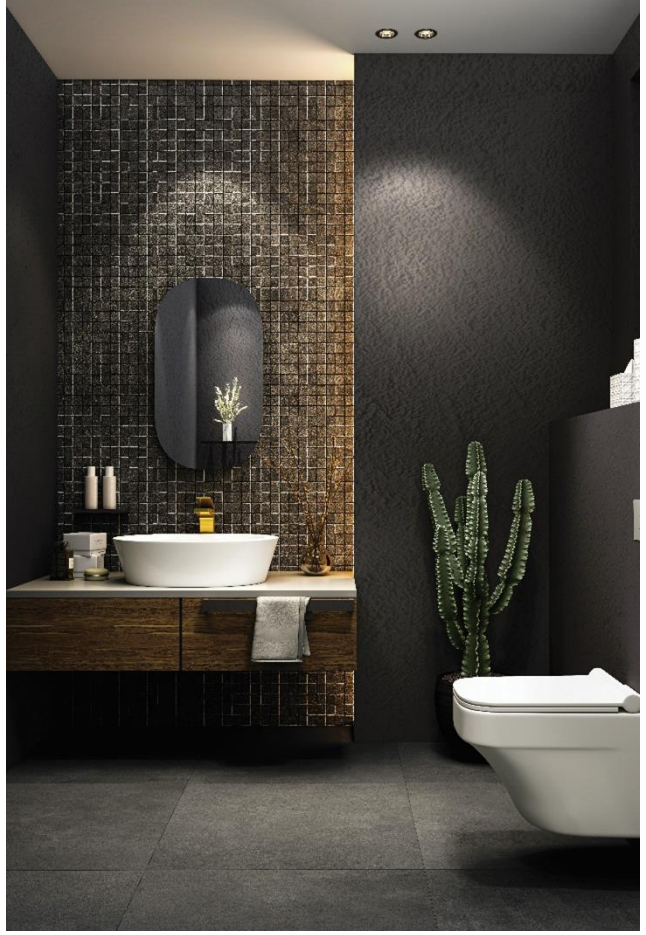
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Q3 FY25 Financial Result Presentation







"Focused on Excellence"

"Committed to Customers"



February 14, 2025

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Business Overview

Premium Consumer Appliances and Building Products Company

Owner of Brand Hindware

Consumer Appliances Business (CAB)

33+ patents filed since inception

Building Products Segment

Leader in

Sanitaryware and second largest in the faucets segment

Industry leading growth in Plastic Pipes & Fittings segment

Judicial mix of owned and outsourced manufacturing capabilities

Strong Growth Outlook across product segments and geographies

Distribution Partners **3,100+**

Modern & Retail Outlets **700+**

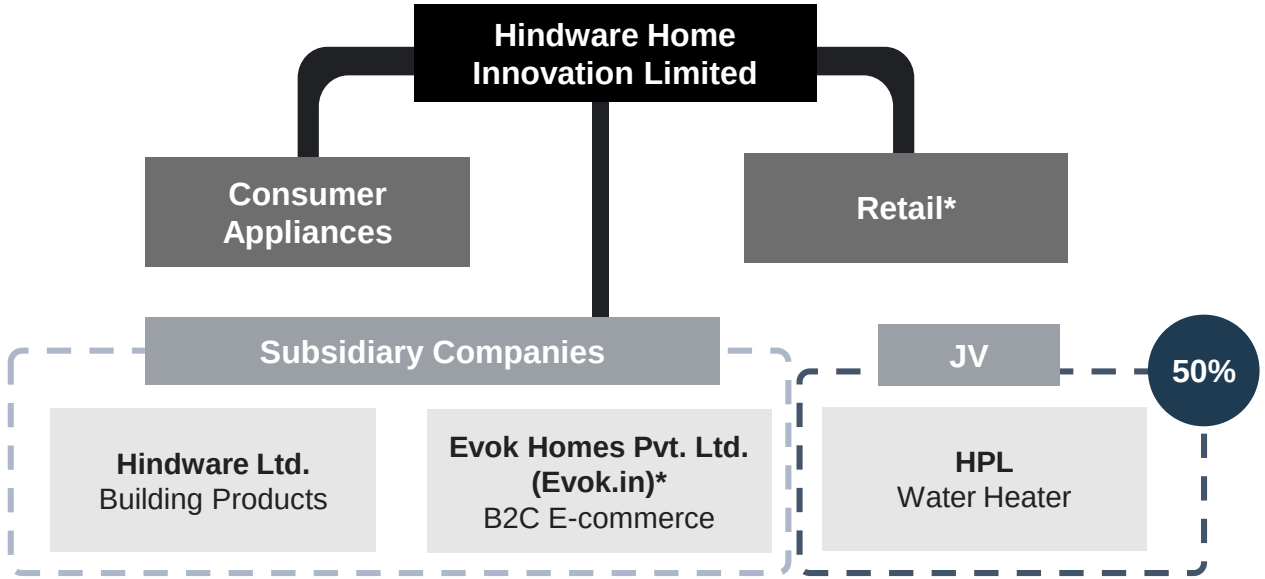
Omni-channel presence

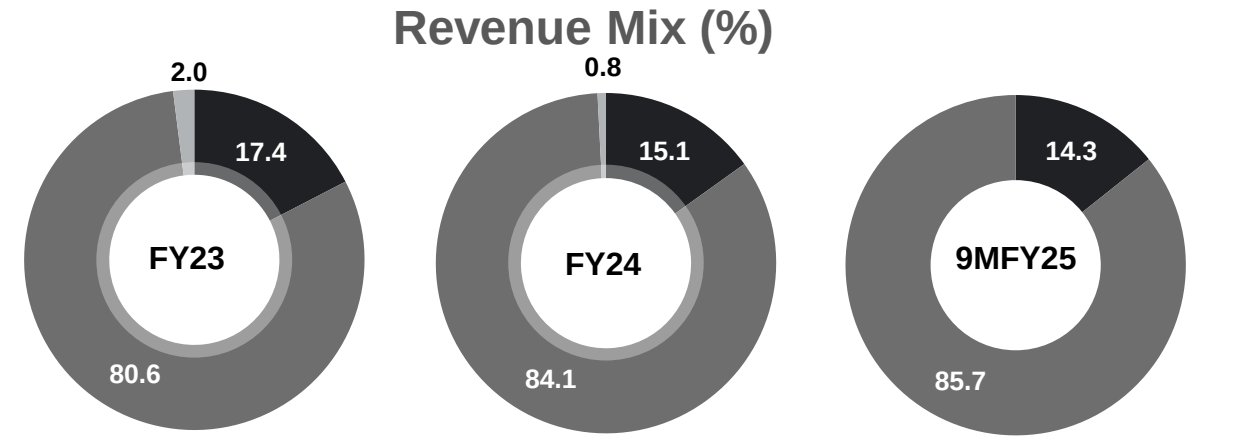
3 Distinct Channels
Sanitaryware & Faucets
Consumer Appliances
Hardware (Pipes)

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

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

- 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

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 belling 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





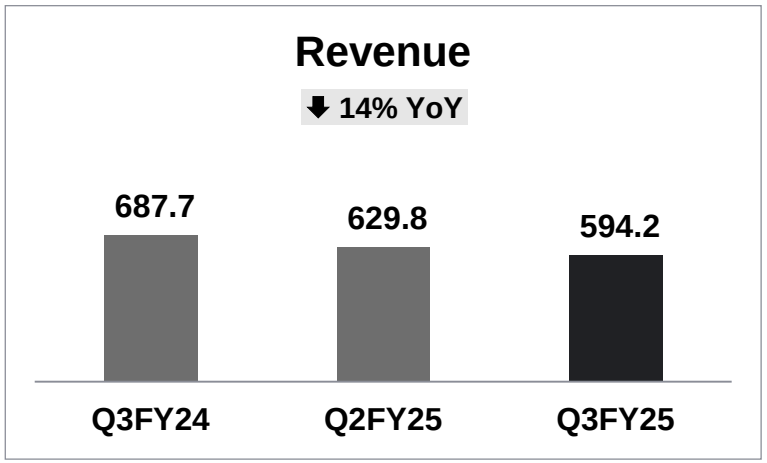


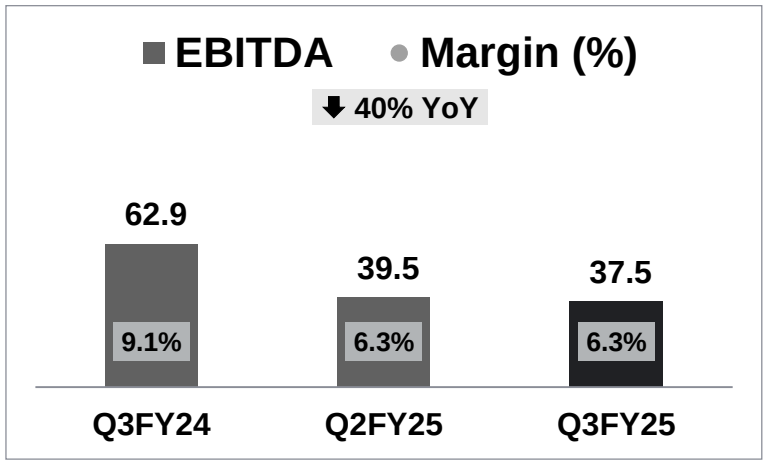
Financial Performance

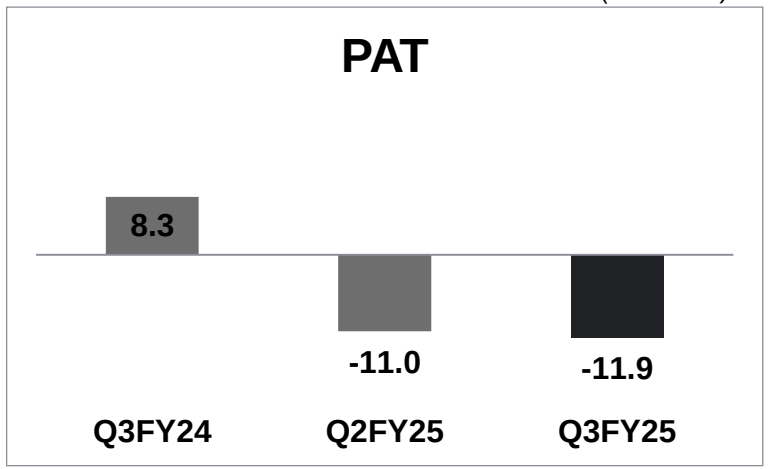
Consolidated Financial Performance

(₹ in crore)

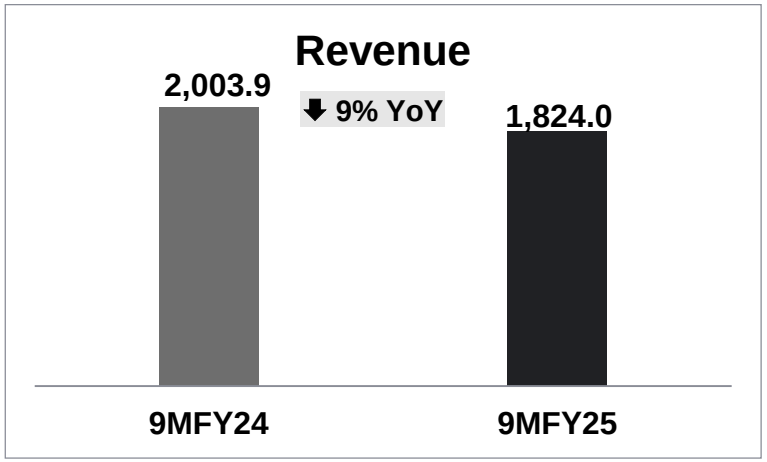
Q3 FY 25

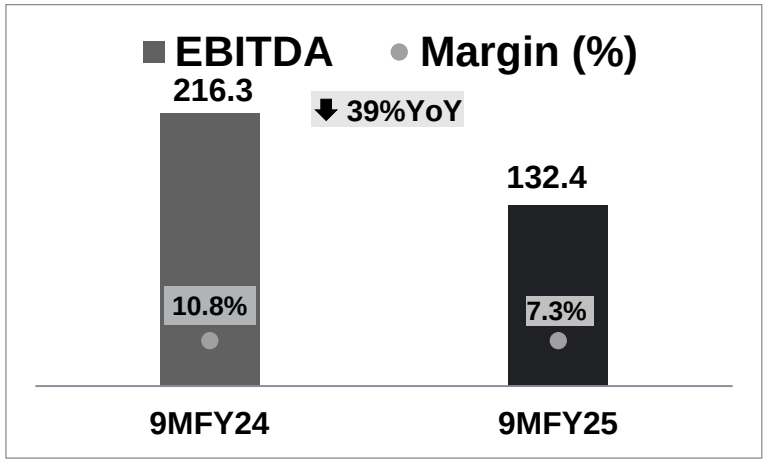


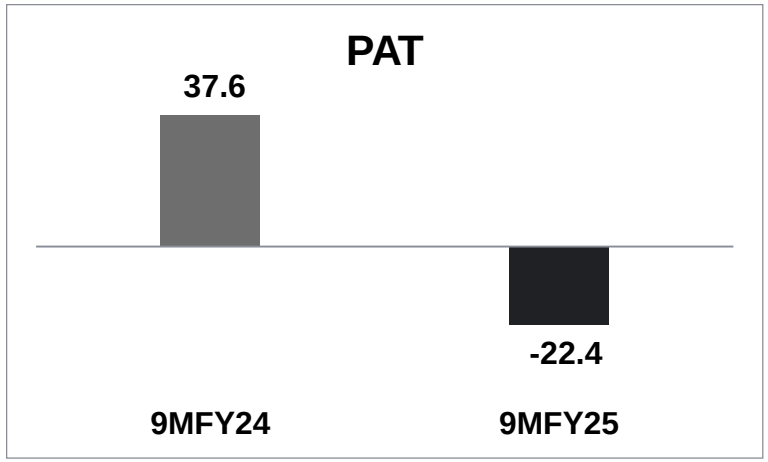




9M FY 25







Notes:

1. The PAT figures does not include share of profit /(loss) after tax of Joint Venture

2. All figures are from Continuing Operations

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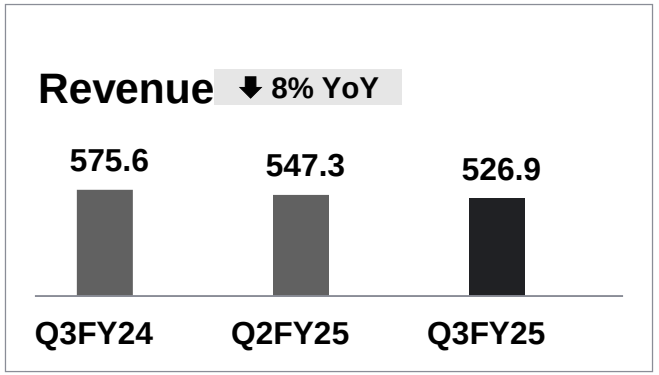
Building Products Segment

Building Products Business Update

Bathware Business

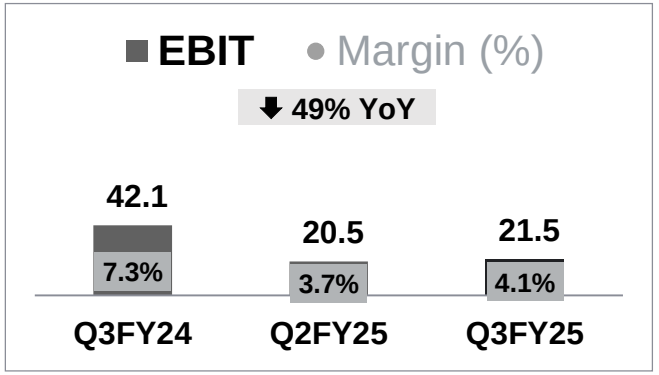
- Demand landscape has been subdued, resulting in muted revenue
- New product introductions have been met with a positive customer reception
- Continues expansion in Tier 3 and 4 markets, enhance brand visibility through innovative marketing strategies
- Productivity and cost optimisation along with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

Building Products Business (₹ in crore)



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

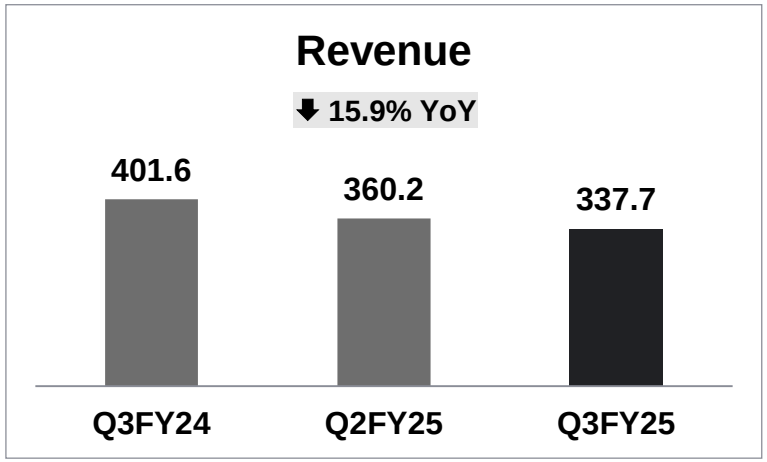


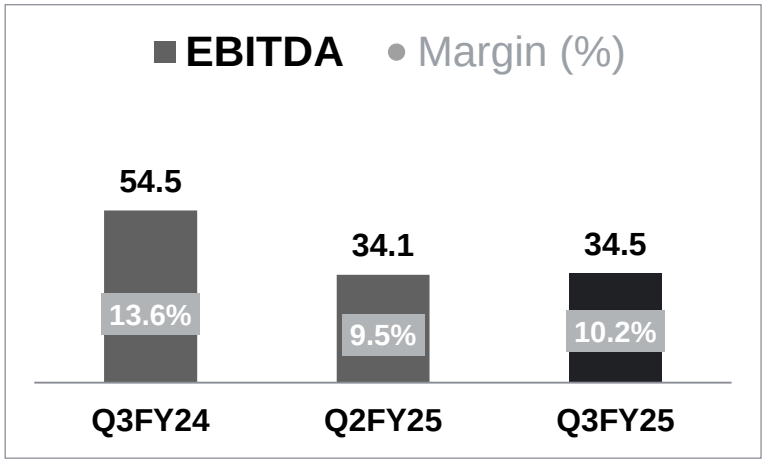


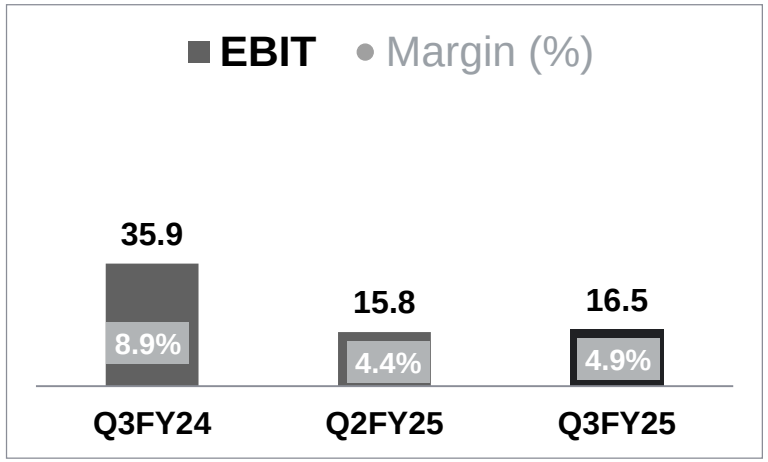
Note: *Revenue and EBIT for BPD includes contribution from Bathware and Plastic Pipes & Fittings businesses*

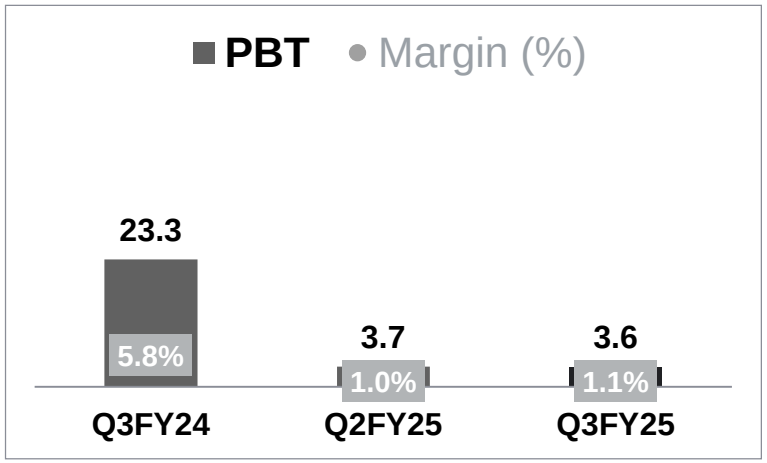
Bathware Business Update – Q3 FY25

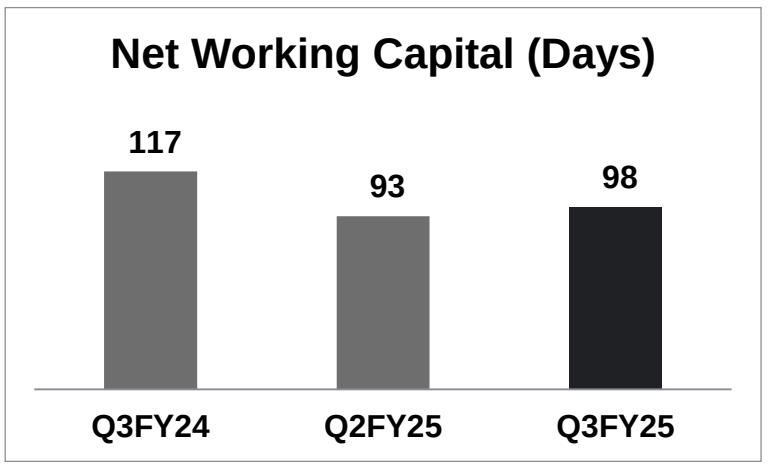
(₹ in crore)

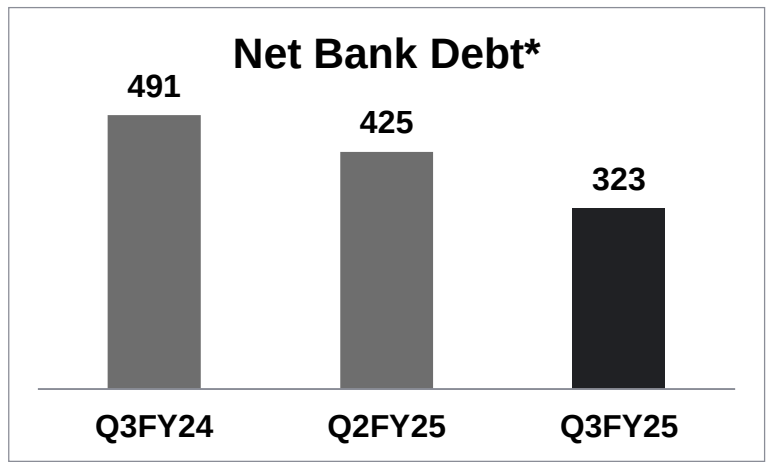












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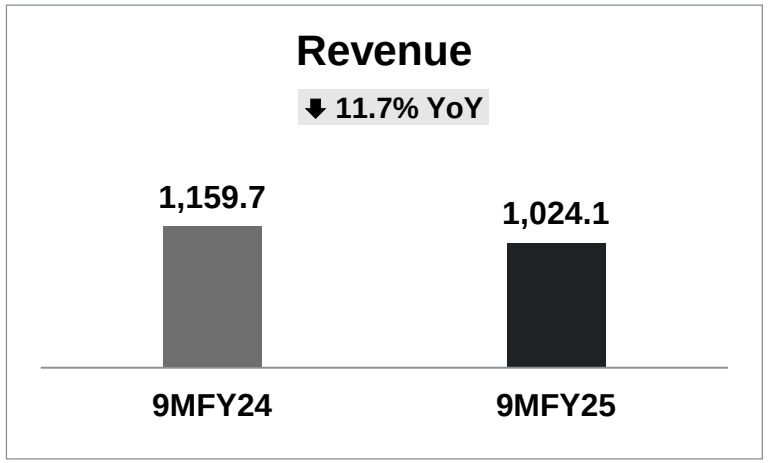
Above stated financials are rounded off and as per management reported figures

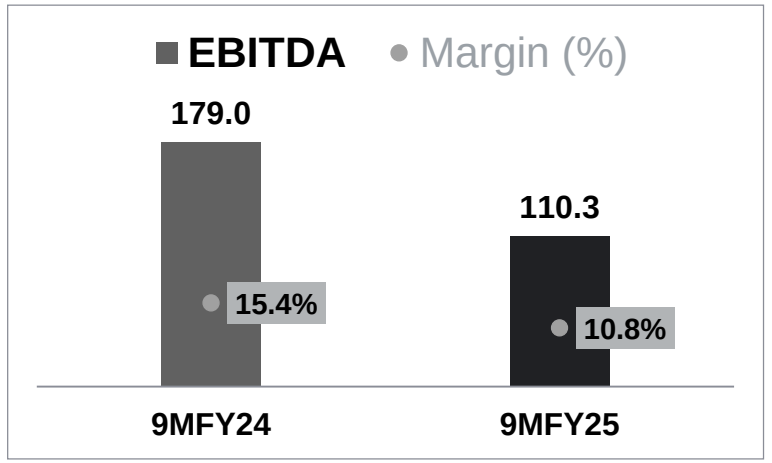
** Excluding inter company loan taken in Hindware Limited from HHIL*

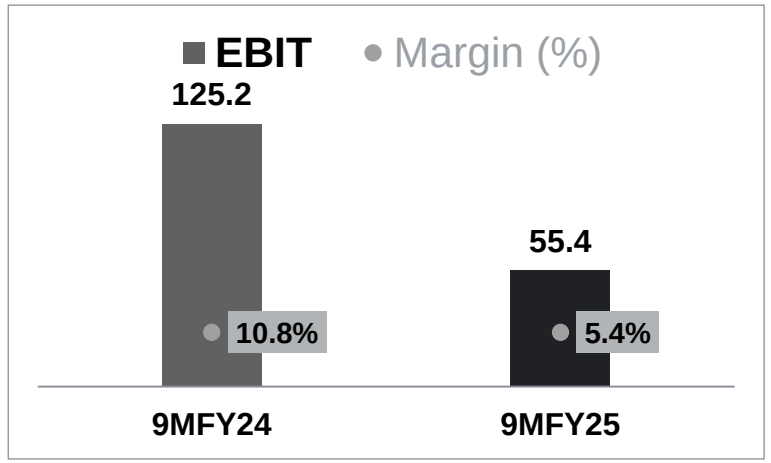
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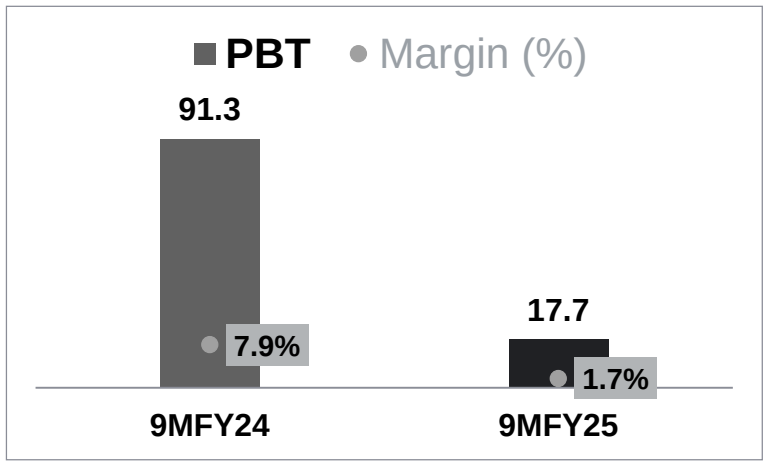
Bathware Business Update – 9M FY25

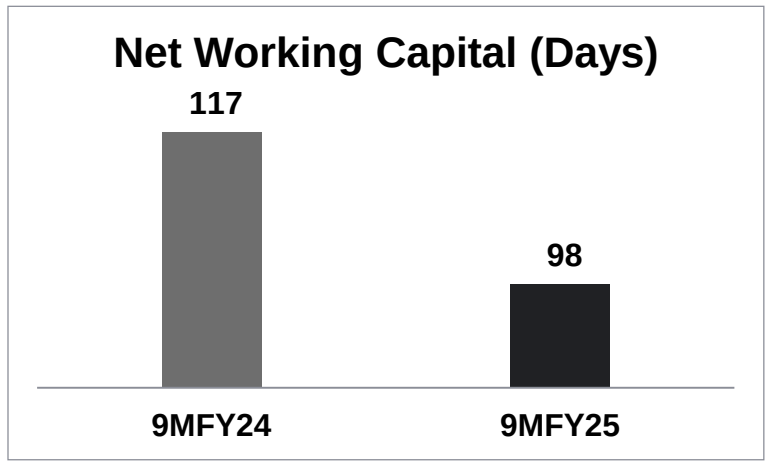
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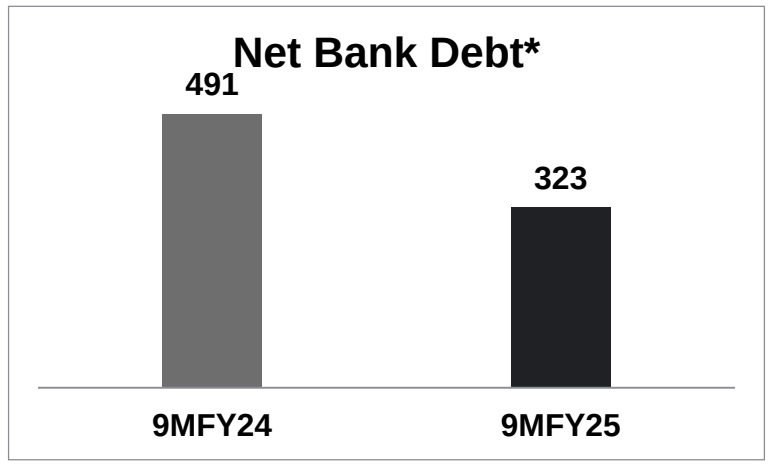












Notes:

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Building Products Business - Bathware

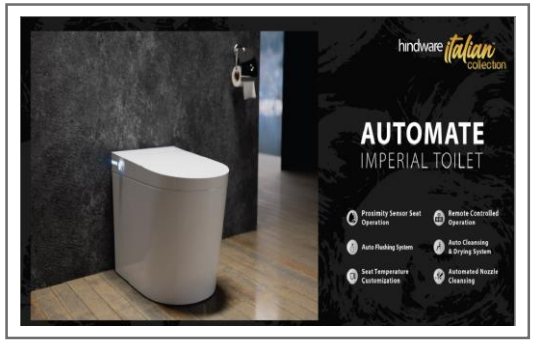
- Leading player in sanitaryware & faucets segments
  - Brands available across price points

- 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





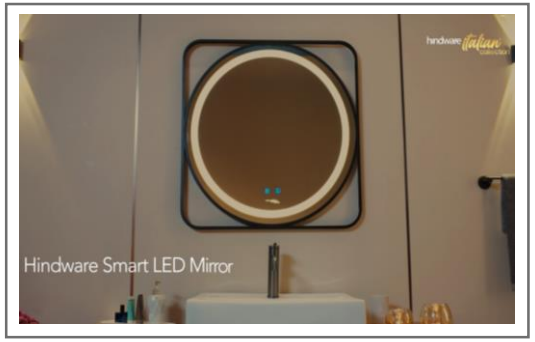


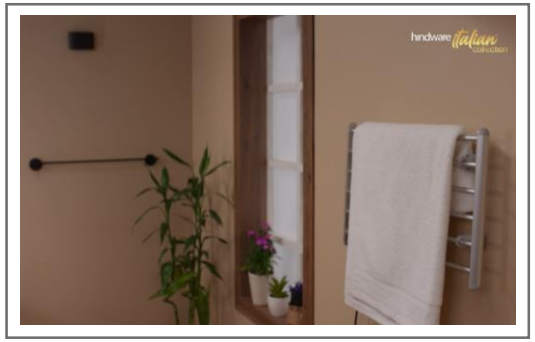


















MARKETING INTITATIVES

IPL TV CAMPAIGN | SURROUND ACTIVITIES



5 - STAR BATHROOM



AQUA PRO 98 - ULTRA EDGE



VANITHA FILM AWARDS 2024 - HIC POWERED BY PARTNER











Marquee Clients

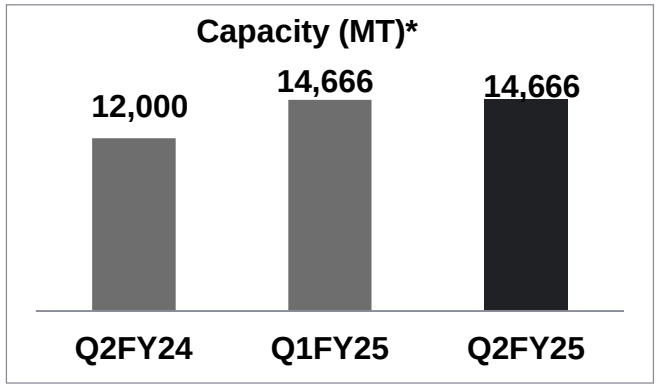


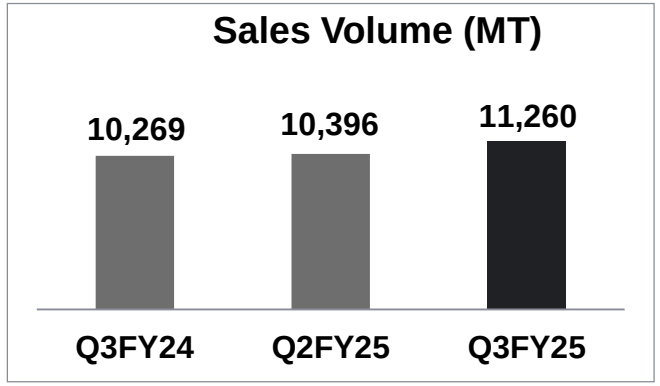
Plastic Pipes & Fittings Business Update



- 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.



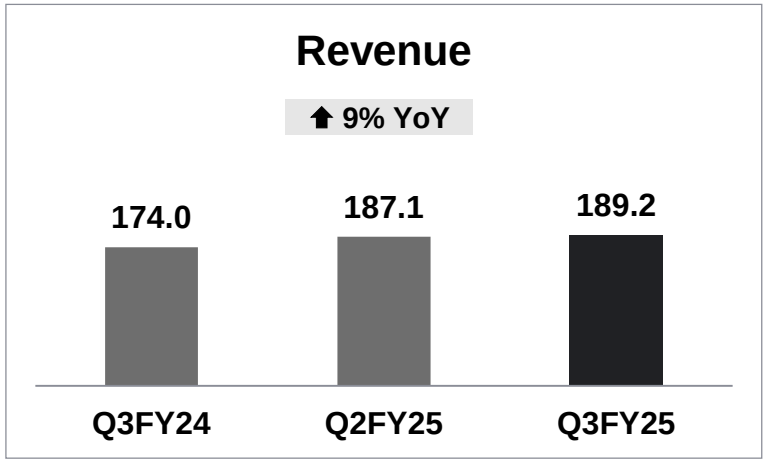


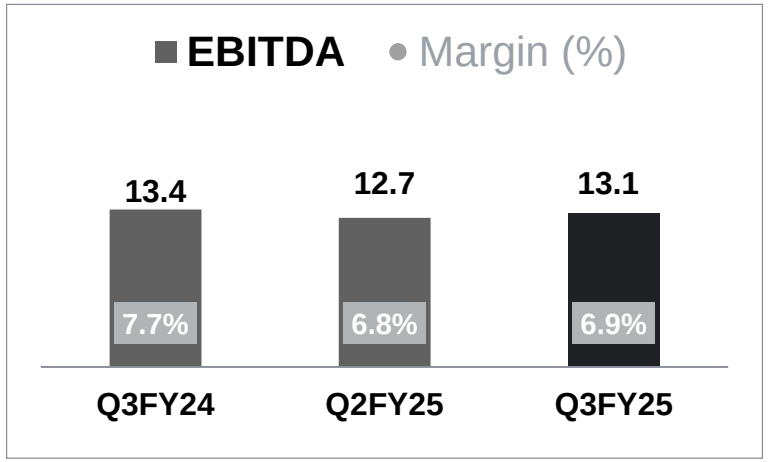


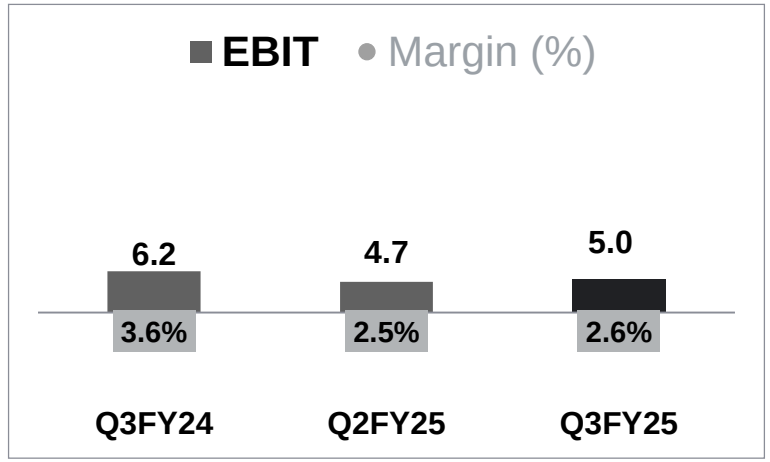
Note : *Above stated financials are rounded off and as per management reported figures*
**Capacity is on a quarterly basis*

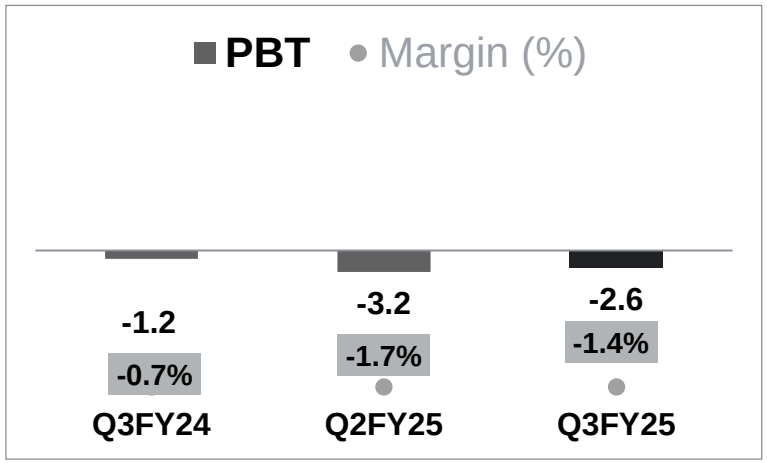
Plastic Pipes & Fittings Business Update – Q3 FY25

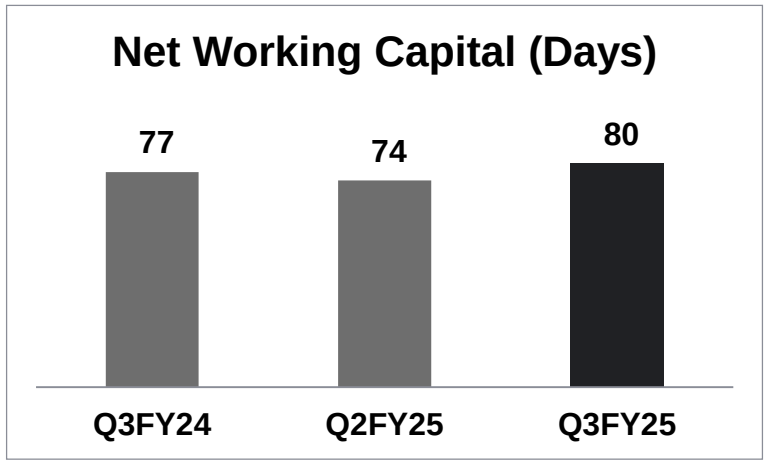
(₹ in crore)

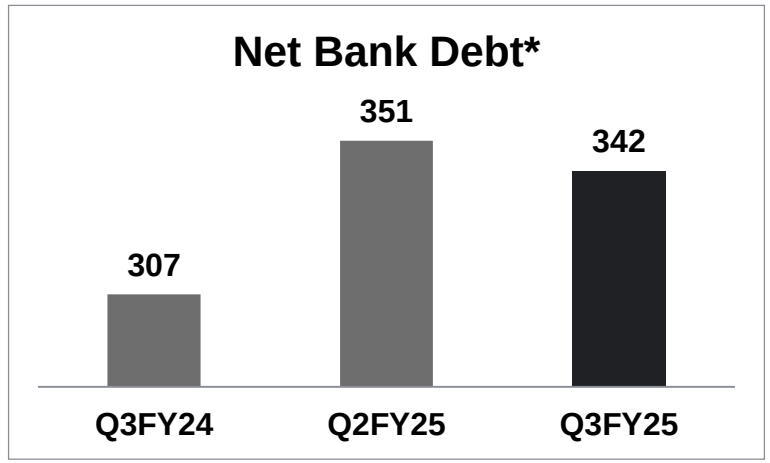












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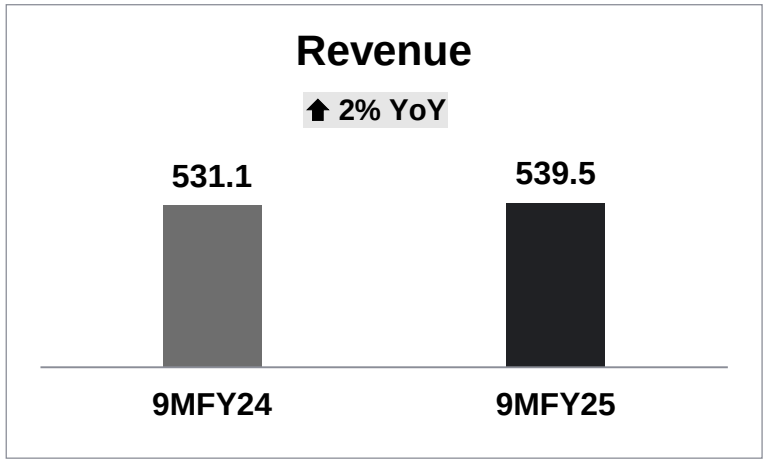
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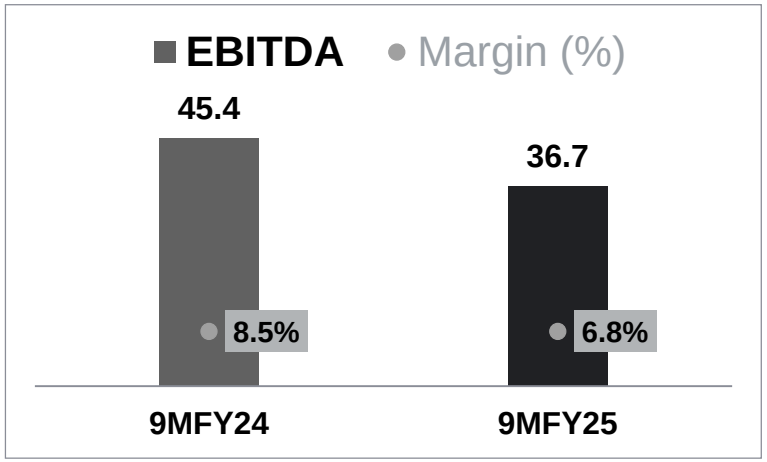
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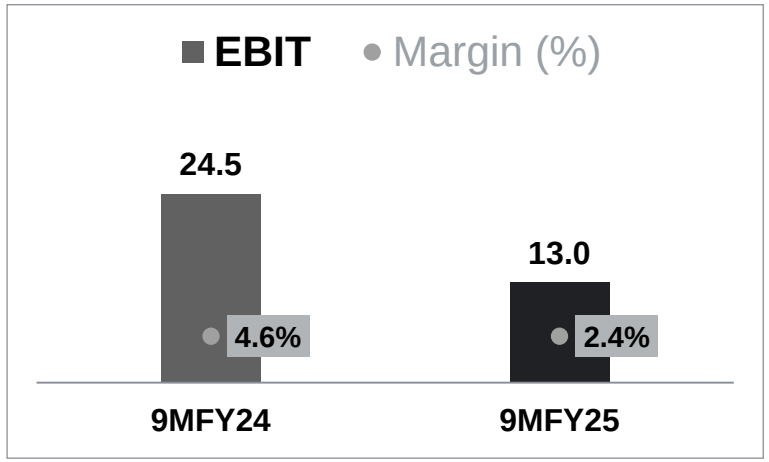
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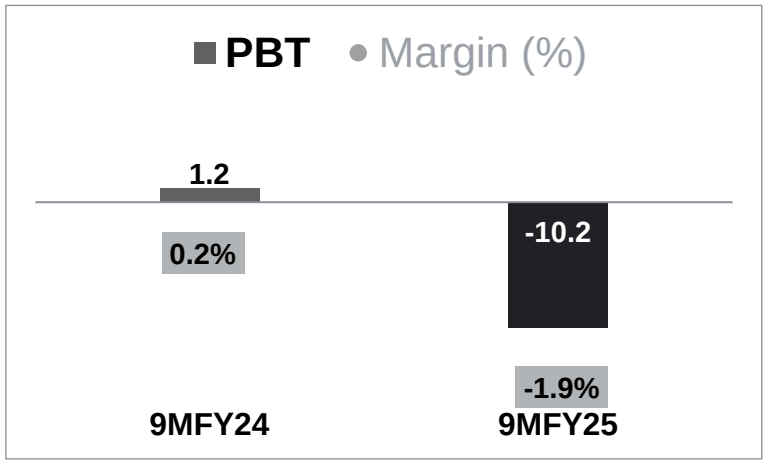
Plastic Pipes & Fittings Business Update – 9MFY25

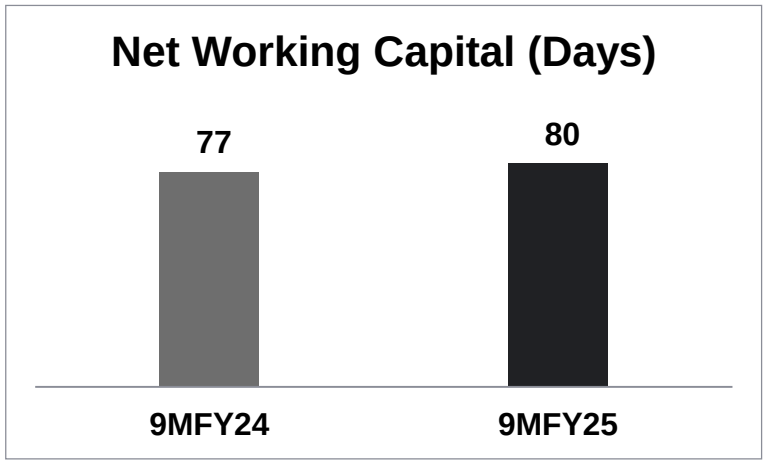
(₹ in crore)

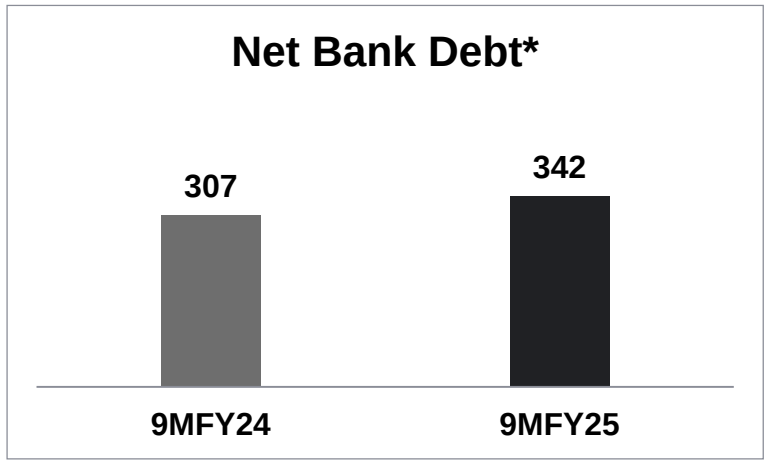












Notes:

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

** Excluding inter company loan taken in Hindware Limited from HHIL*

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Product Range, Plant & Showroom and Marketing Initiatives







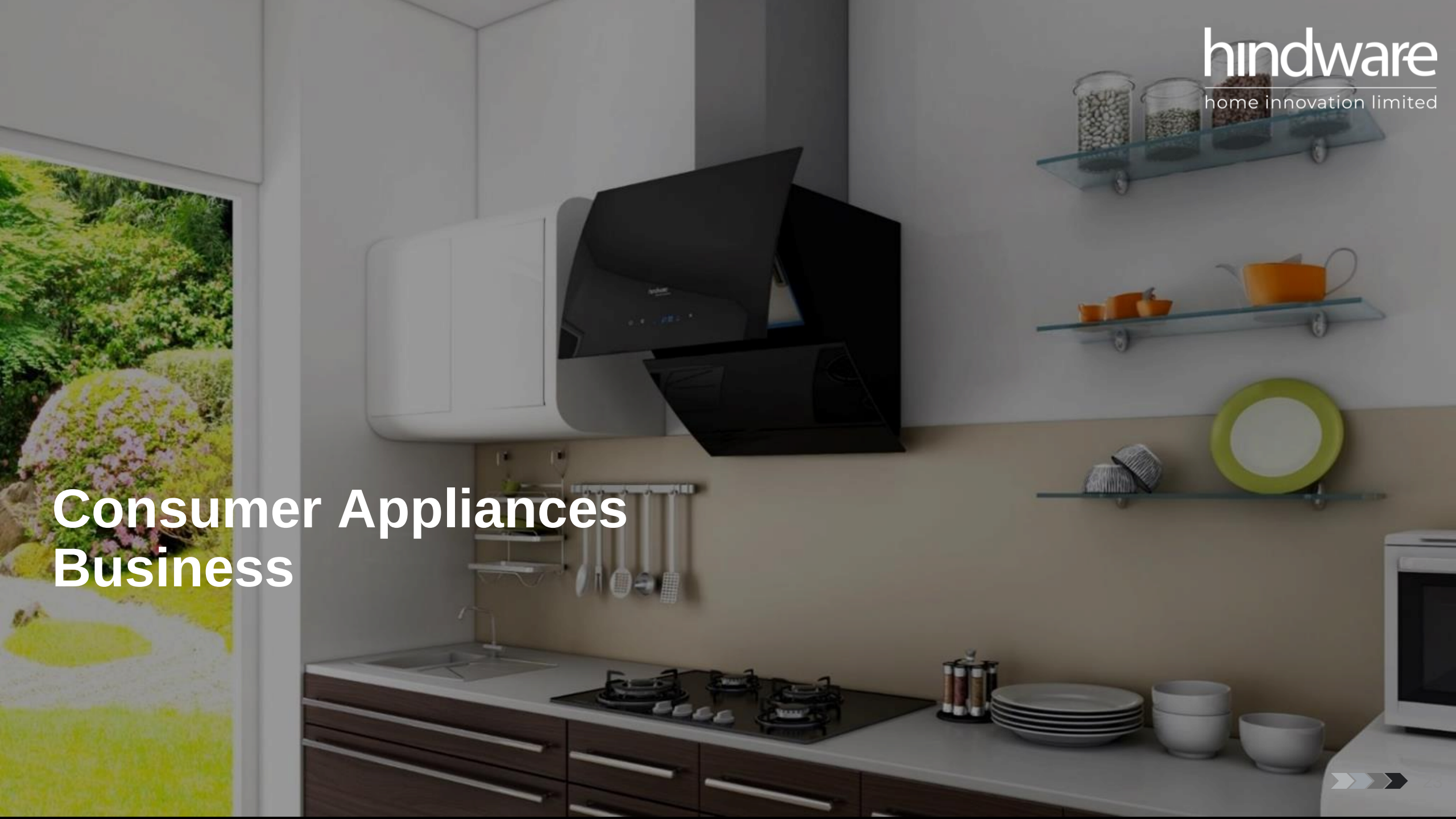






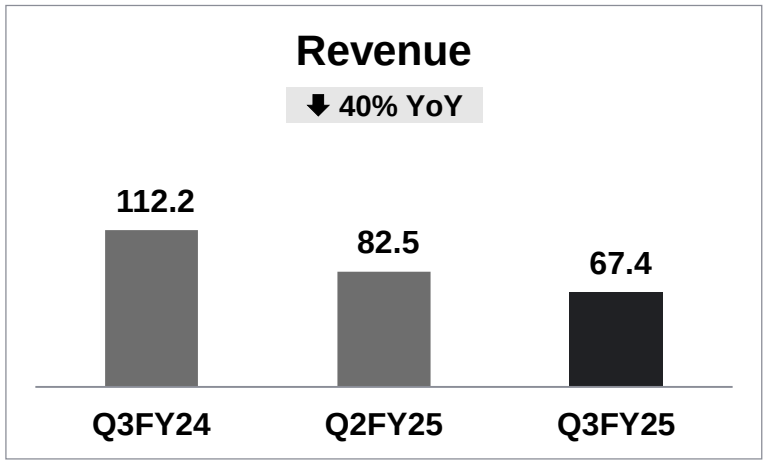


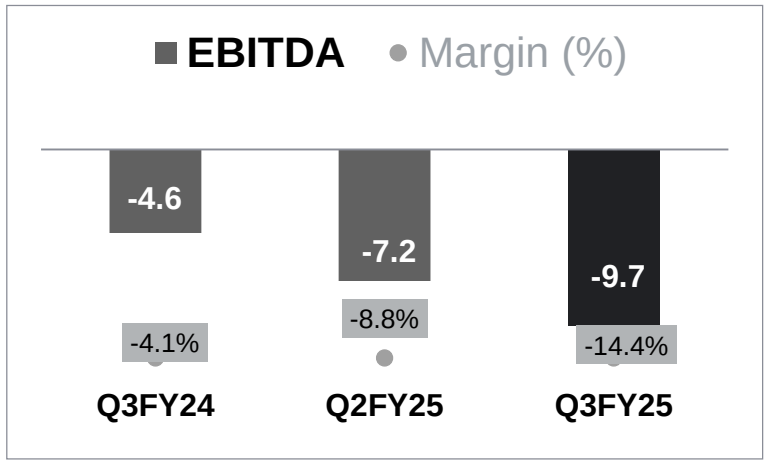


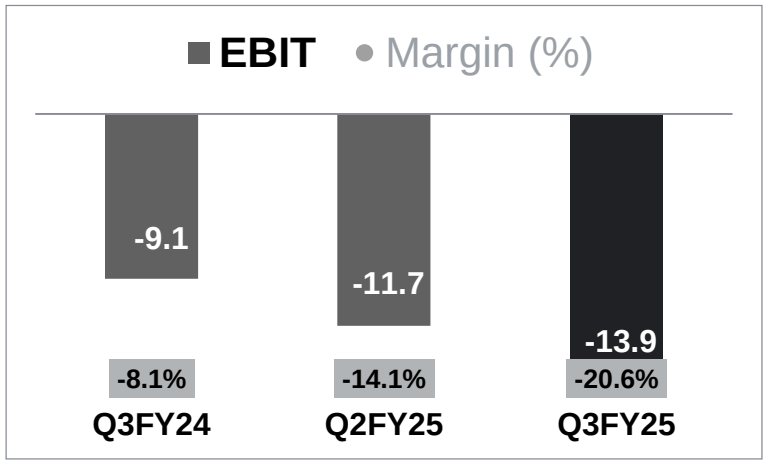

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Consumer Appliances
Business

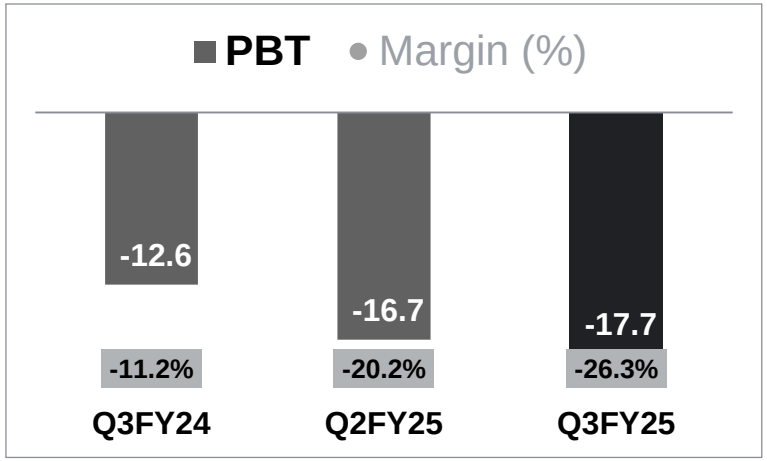
Consumer Appliances Business Update – Q3 FY25

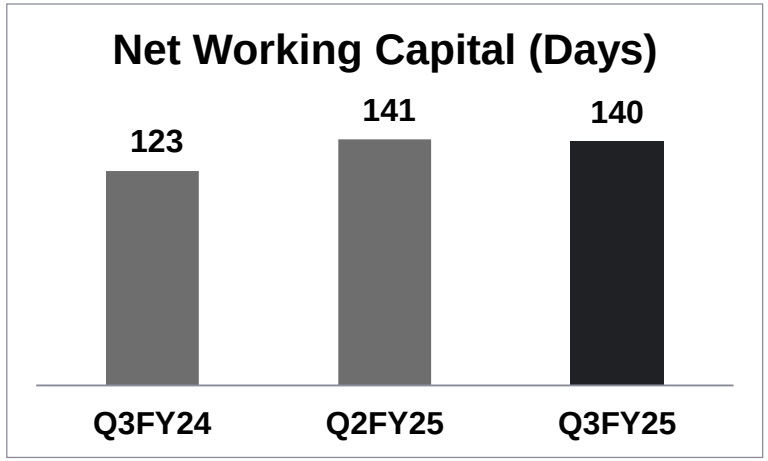
(₹ in crore)

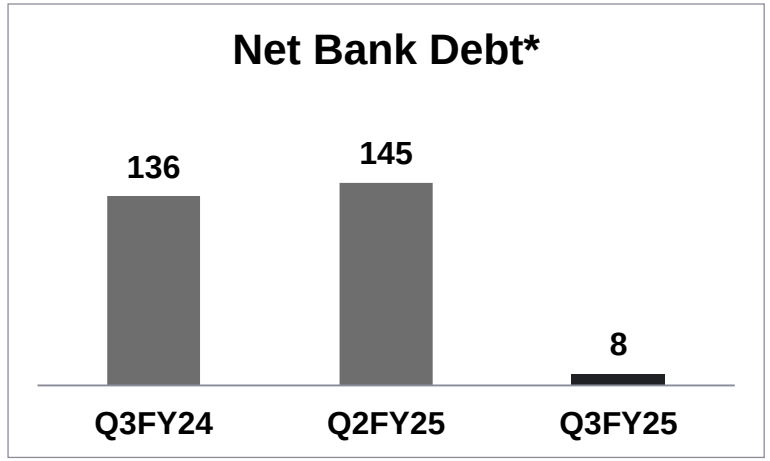












Notes :

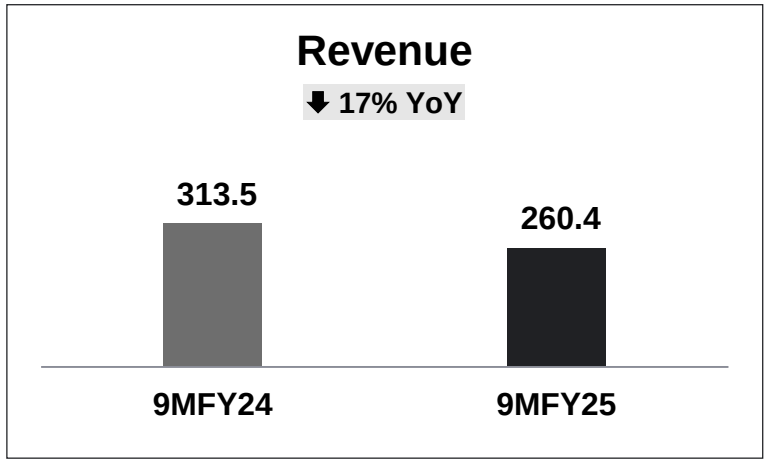
1. * *Net Borrowing figure is for Hindware Home Innovation Limited on a standalone basis*

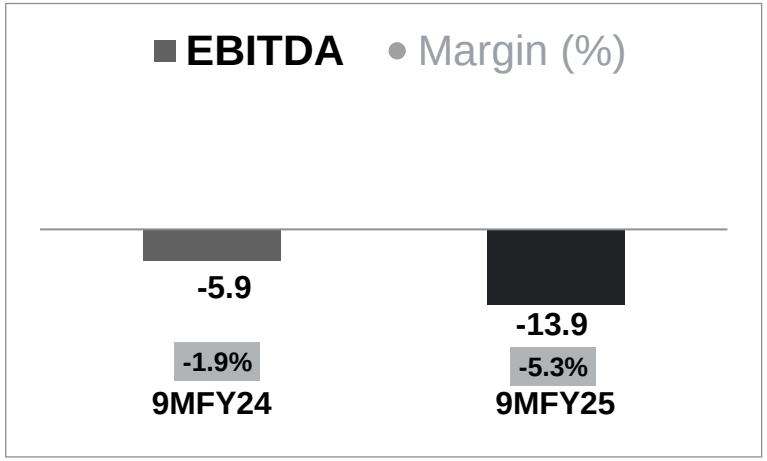
2 . Above stated financials are rounded off and as per management reported figures

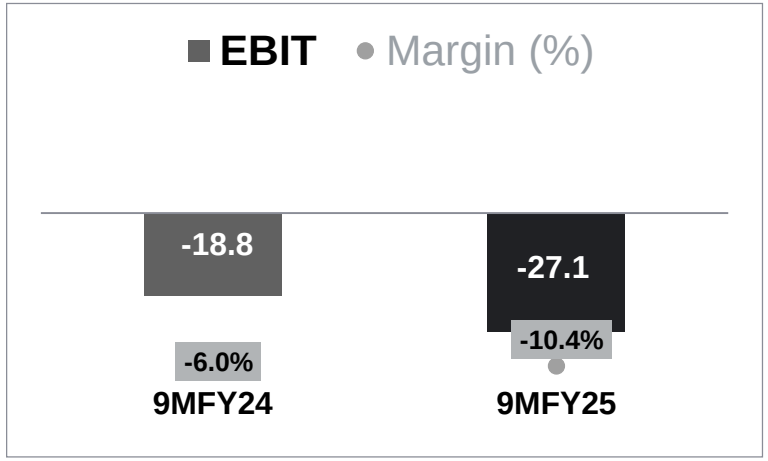
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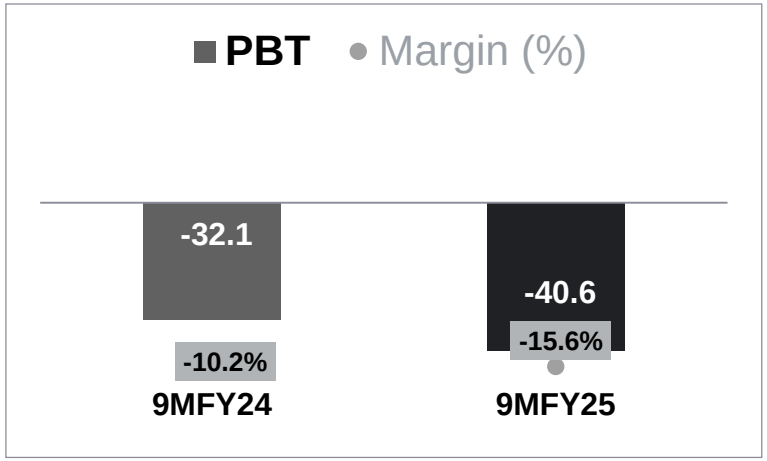
Consumer Appliances Business Update – 9M FY25

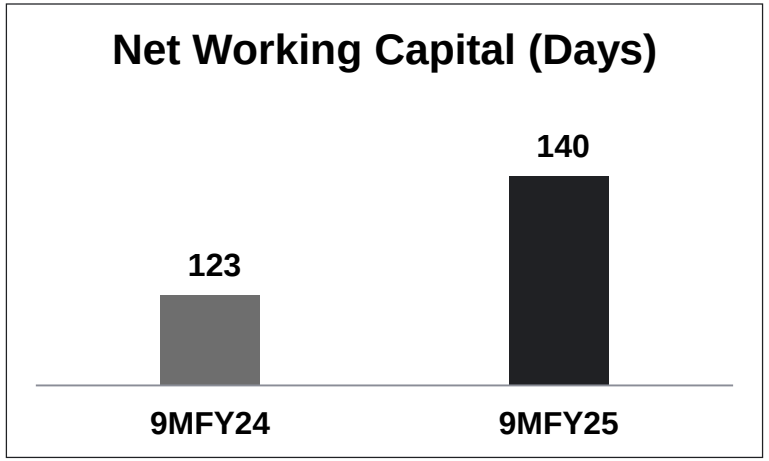
(₹ in crore)

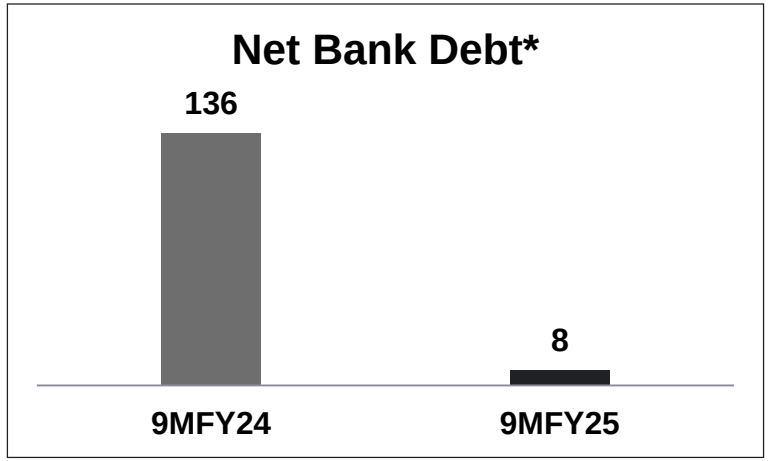












Notes :

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

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













Thank You



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