

NEAPS/BSE ONLINE

12th November, 2024

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 second quarter and half year ended 30.09.2024

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 second quarter and half year ended 30th September, 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

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
home innovation limited



Q2 FY25 Financial Result Presentation



“Focused on Excellence”

*“Committed to
Customers”*

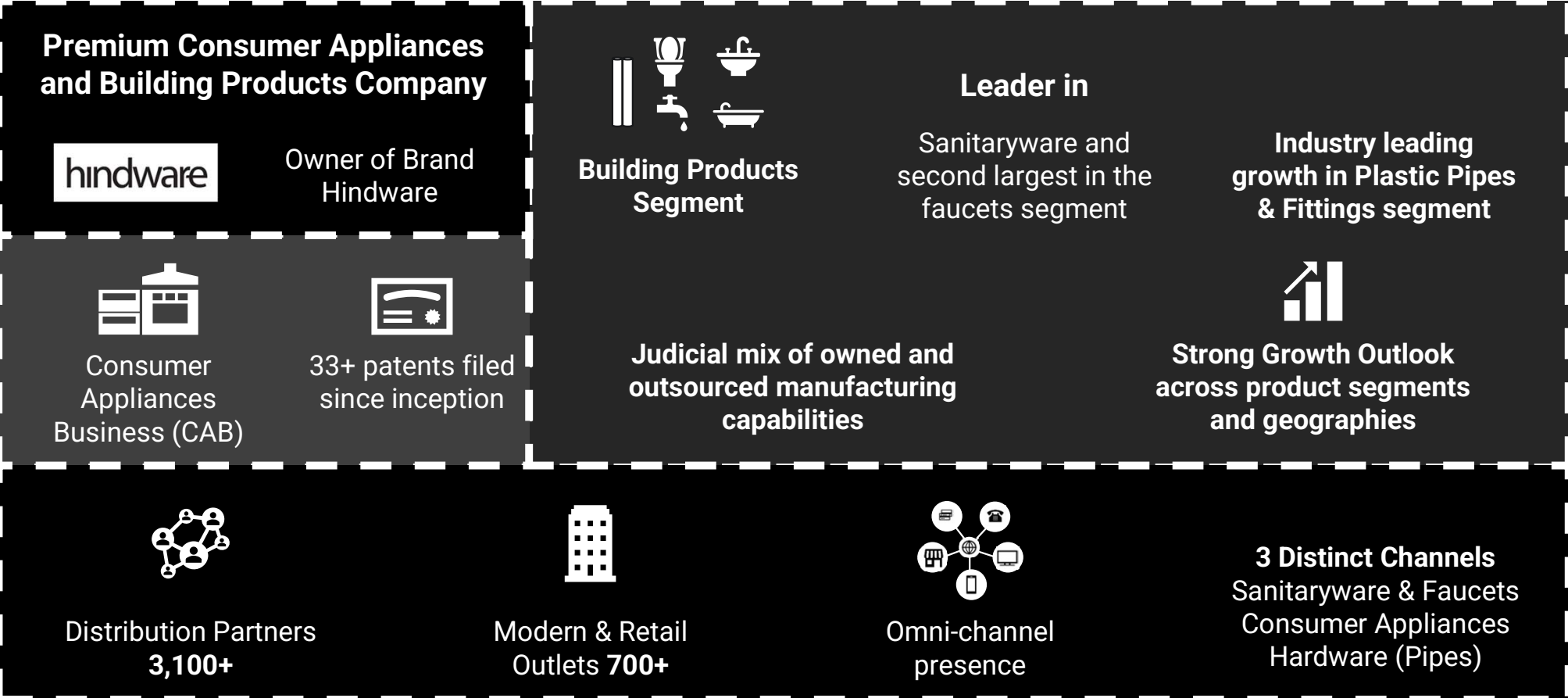


November 12, 2024

Disclaimer

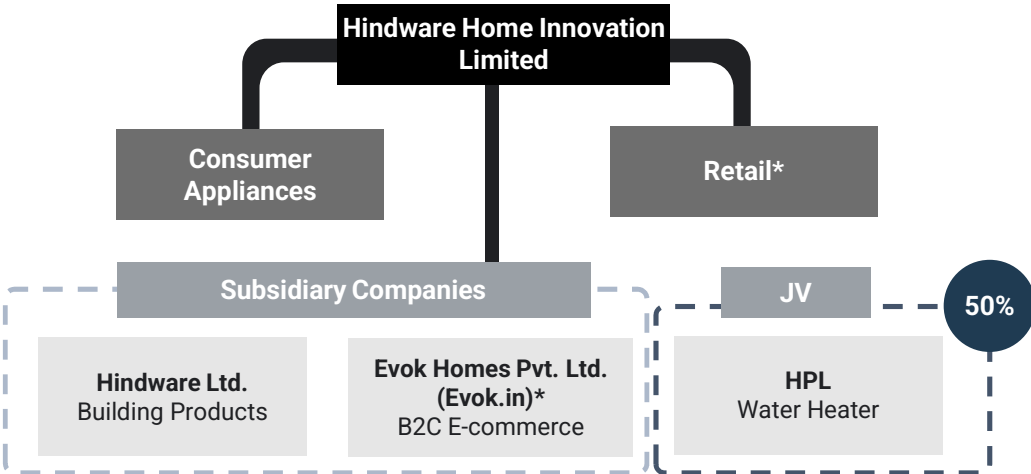
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Business Overview

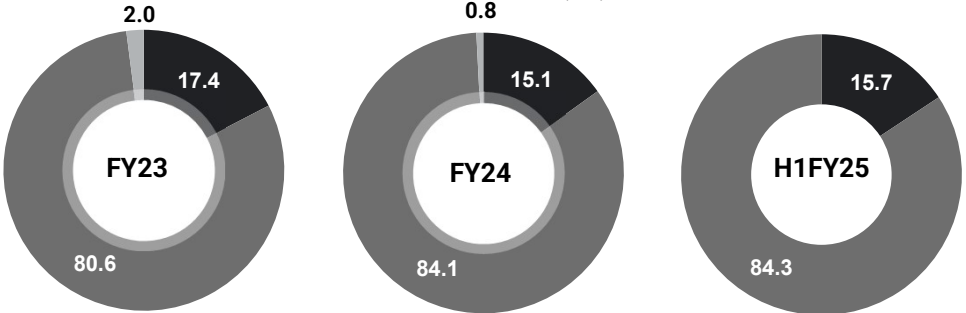


About Us

- 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
 - Leading growth 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



Revenue Mix (%)



■ Building ■ Consumer ■ Retail



*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

- 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



Introduce innovative products across categories



Leverage distribution channels



Capital efficient model



Multiple revenue streams

- 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

- 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

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. Sudhanshu Pokhriyal

Chief Executive Officer, Bath Business

22+ years of experience in FMCG, building products, sales and marketing. He has previously worked with Asian Paints, Coca-Cola, SC Johnson and Raymond.



Mr. Rajesh Pajnoo

Chief Executive Officer, Pipes Business

26+ 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 for organic waste which helps 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



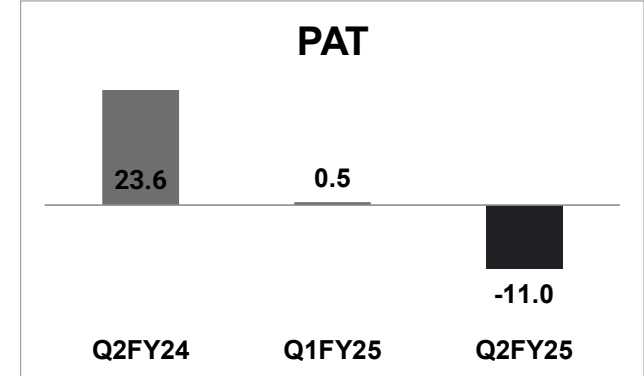
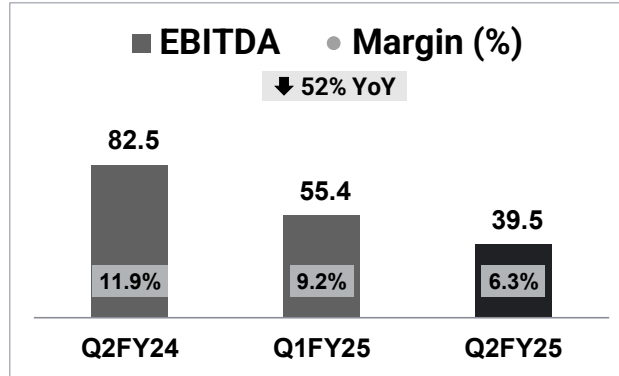
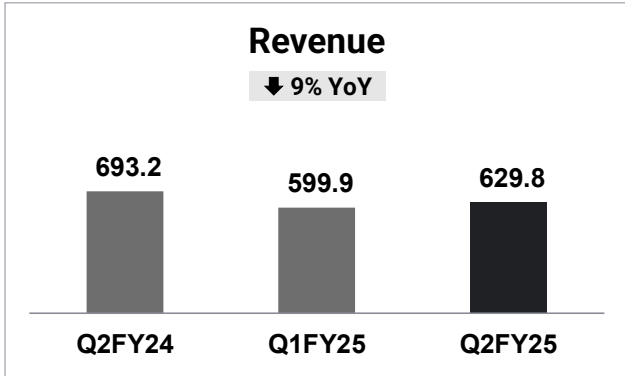
**Financial
Performance**



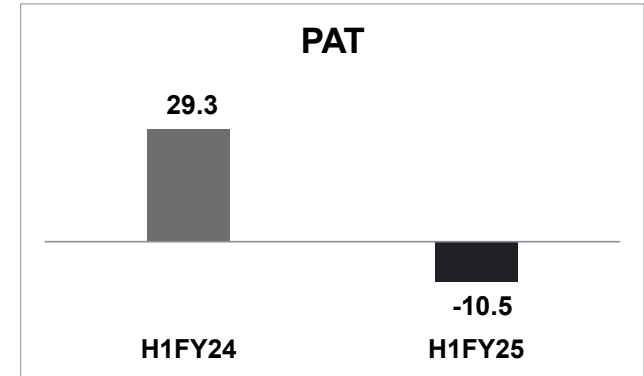
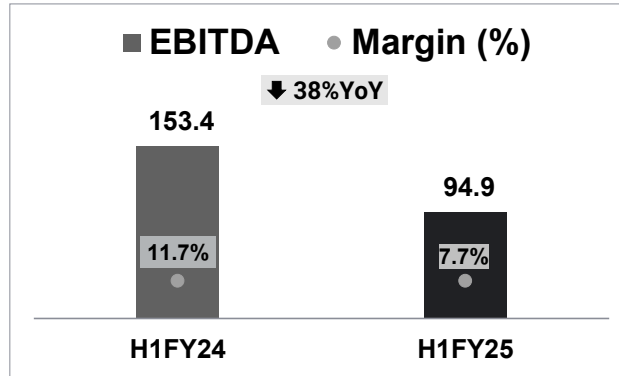
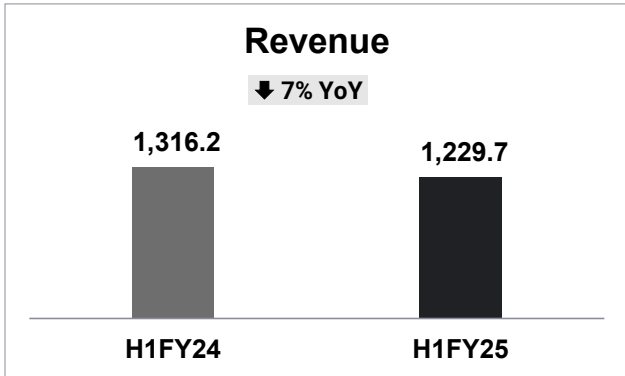
Consolidated Financial Performance

(₹ in crore)

Q2 FY 25



H1 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

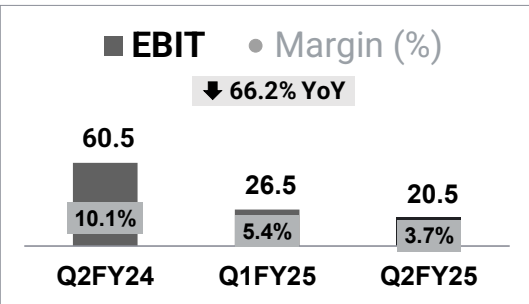
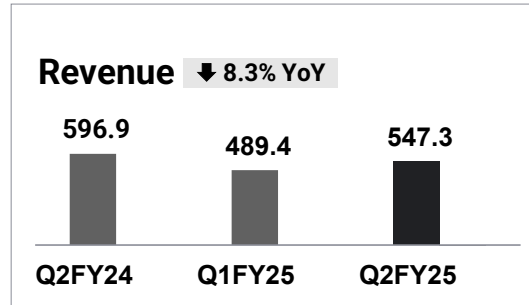
Bathware Business

- 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 H1FY25
- CPVC contributed 38% to the revenue during H1FY25 and 43% in Q2 FY25
- 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)

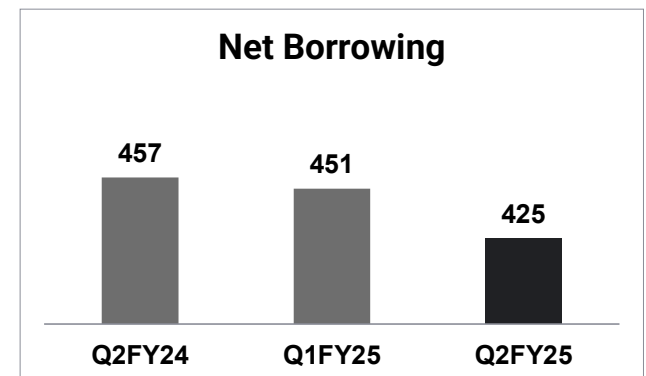
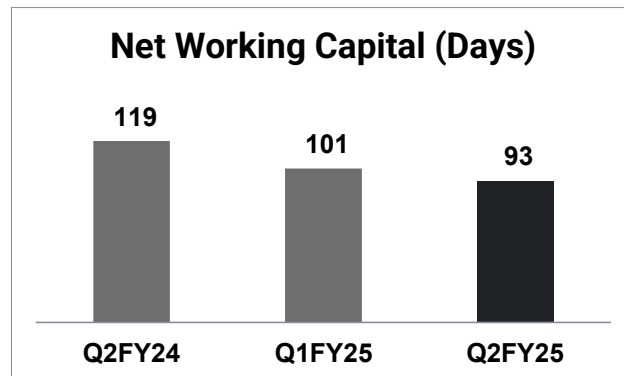
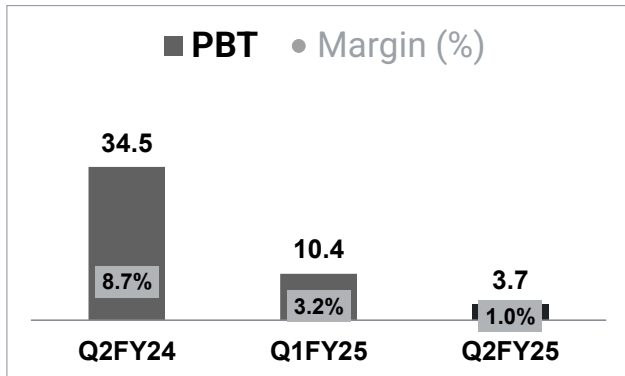
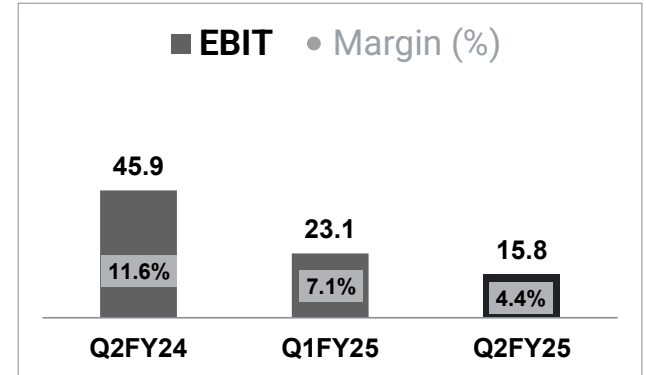
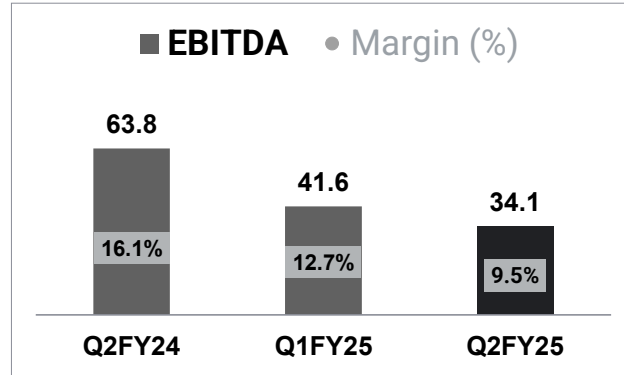
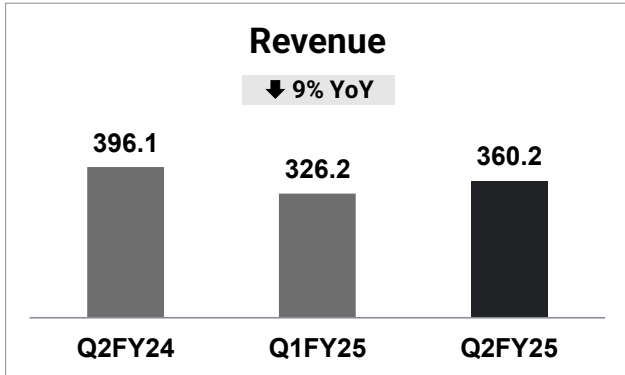


Note: Revenue and EBIT for BPD includes contribution from Bathware and Plastic Pipes & Fittings businesses



Bathware Business Update – Q2 FY25

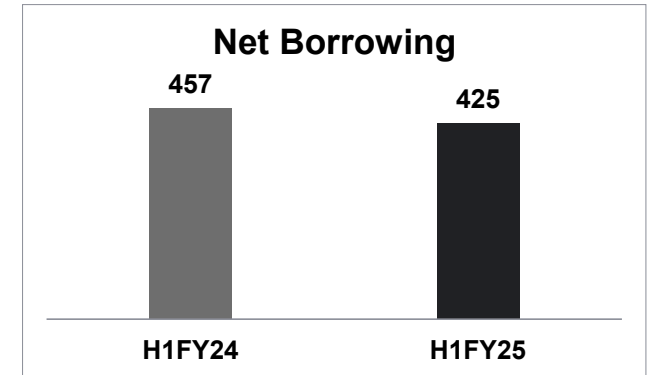
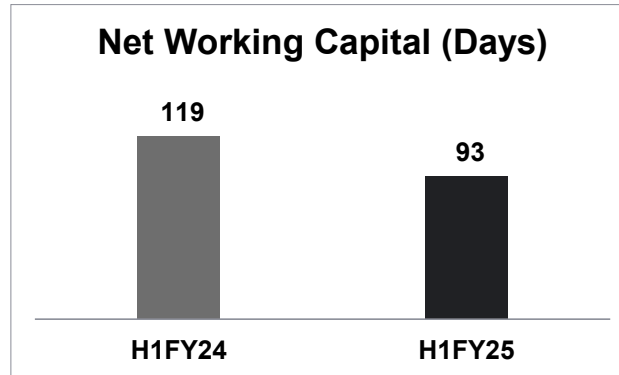
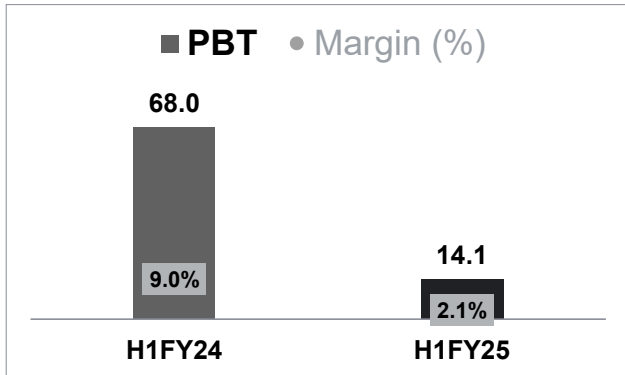
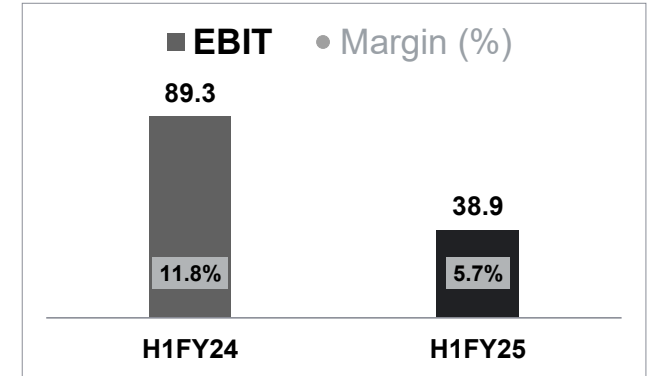
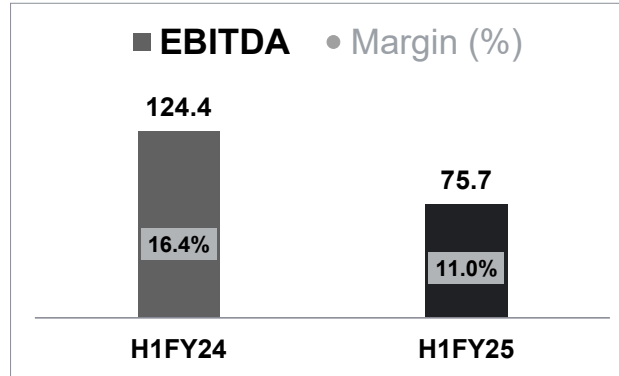
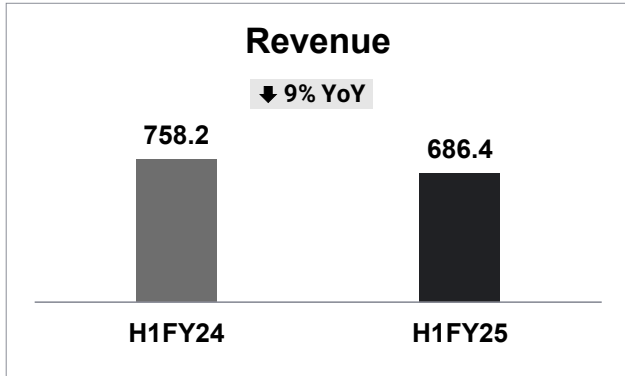
(₹ in crore)



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

Bathware Business Update – H1 FY25

(₹ in crore)



Notes:

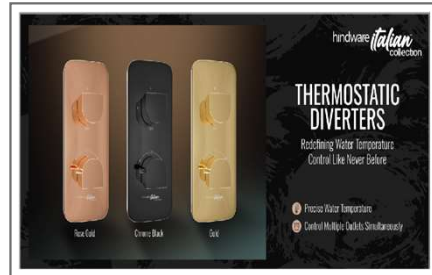
- Above stated financials are rounded off and as per management reported figures

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 rapid 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

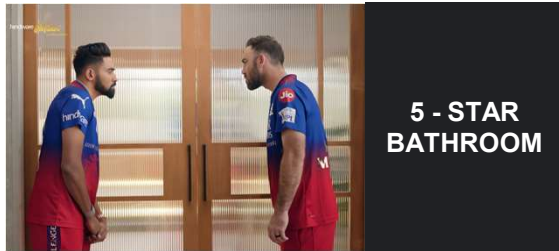


Industry- First Innovative-Design Led Products



MARKETING INITIATIVES

IPL TV CAMPAIGN | SURROUND ACTIVITIES



VANITHA FILM AWARDS 2024 - HIC POWERED BY PARTNER



BEYOND THE BATH DESIGN CHALLENGE - SEASON 2

Season 2 Theme - Smart Bathrooms

Jury Members

WHERE CREATIVITY TAKES CENTRE STAGE

Livingetc BEYOND THE BATH
design challenge and awards | season two
in association with
hindware *italian* collection

Design your dream Smart Bathroom for the #DesignChallengeAndAwards and win* exclusive prizes!

Designers ARE YOU READY TO PARTICIPATE?

This season, we're looking for something truly innovative – *Smart Bathrooms!*

PARTICIPATE IN THE Livingetc BEYOND THE BATH
design challenge and awards | season two
in association with
hindware *italian* collection

and create your unique futuristic bathroom, redefining all the trends.

Livingetc BEYOND THE BATH
design challenge and awards | season two
in association with
hindware *italian* collection

MEET THE BEYOND THE BATH JURY

ARE YOU UP FOR A CHALLENGE?

Today, more than ever, intelligent design holds key to innovation across the board. From style to sustainability, solutions that bridge the line between form and function will come out top. And that's how design is different.

We are calling all creatives to share their vision of the ultimate Smart Bathroom – one that is a blend of modern luxury, contemporary comfort, and smart innovation – all combined in an idea-led vision, that combine technology with good design, offer all style and substance, certainly to go hand in hand in the world of smartness.

ANJEE MEHROTRA, FOUNDER AND PRINCIPAL, ARCHITECT OF ANJEE INTERIORS

DIWYA KADA, FOUNDER AND PRINCIPAL, ARCHITECT OF DIWYA KADA ASSOCIATES

ANISH MEHRA, CO-FOUNDER AND PRINCIPAL ARCHITECT OF RUSLAR

SHWETA KHURANA, CO-FOUNDER OF HANDED HANDS

VINETHA AJAYAKUTHAN, FOUNDER AND PRINCIPAL, DESIGNER AT VEEKALAKS

SEKHARSHY PODDIPATI, CHIEF EXECUTIVE OFFICER, BATH FILES BUSINESS, HINDWARE LIMITED

READYA RAO, PARTNER IN CHARGE, LIVINGETC INDIA

THEY ARE DOERS – THE THOUGHT LEADERS, THE INNOVATORS – AND THEY ARE OUR DISTINGUISHED PANEL OF JURY MEMBERS FOR THIS YEAR'S DESIGN CHALLENGE

4 Regional Events Create Connect With Regional Architects

Chandigarh

Ranchi

Indore

Chennai

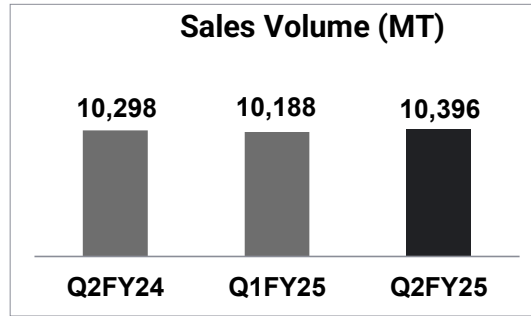
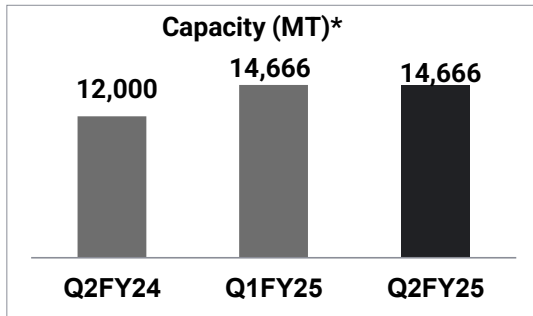
Finale With Winner Awards In Bengaluru/ Hyderabad

Marquee Clients



Plastic Pipes & Fittings Business Update

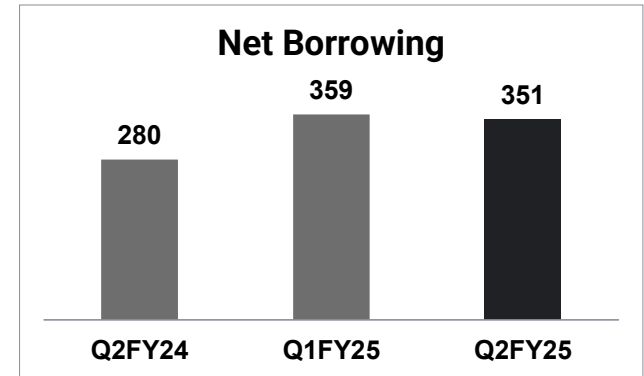
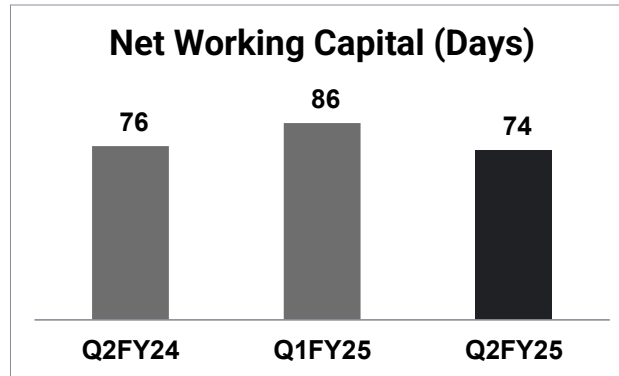
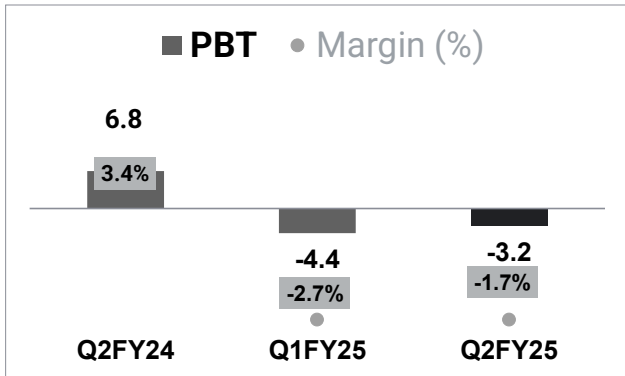
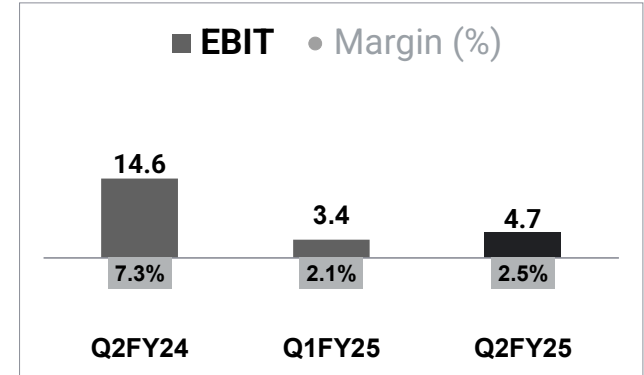
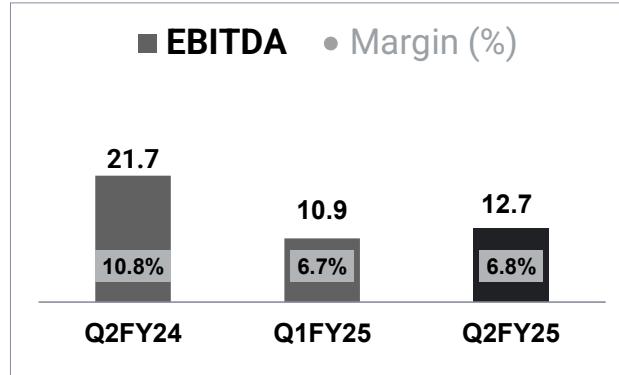
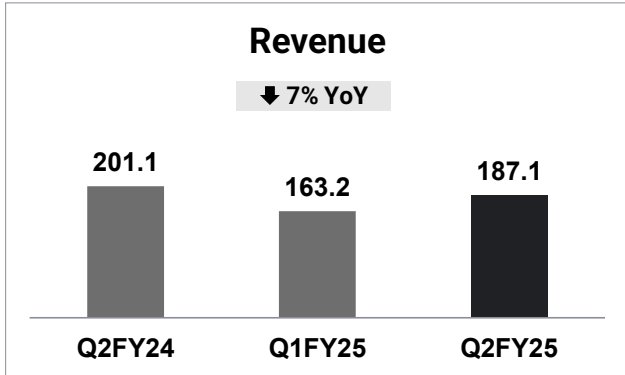
- TRUFLO by Hindware is the fastest-growing plastic pipes and fittings brand in India
- Expanded Product Range: 2,000+ SKUs. Offers CPVC pipes for hot and cold-water plumbing, lead-free UPVC pipes, SWR pipes, PVC pipes for potable water, column pipes, and overhead water storage tanks
- TRUFLO products are NSF-certified, utilizing the CPVC compound Durastream, supplied by Sekisui Chemical Co. Ltd., a US\$10 billion company
- The Roorkee, Uttarakhand plant is on track and expected to be operational by FY24-25
- The company have launched foam core products for underground drainage during this quarter and the plans to manufacture Double Wall Corrugated (DWC) pipes and fire sprinkler systems in FY25



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

Plastic Pipes & Fittings Business Update – Q2 FY25

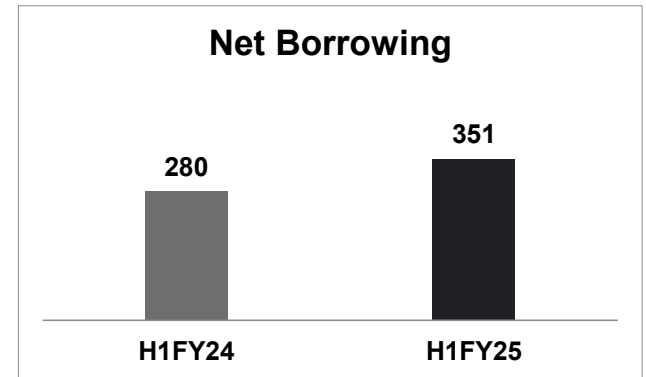
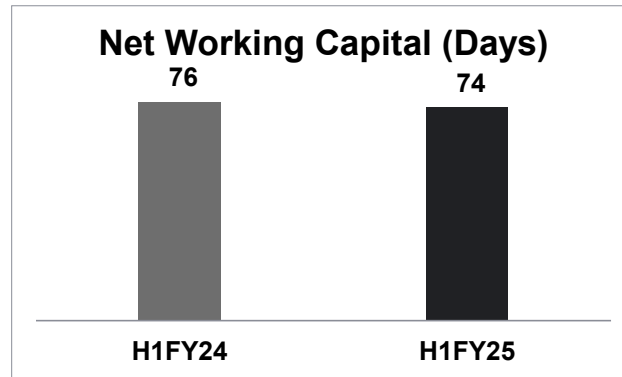
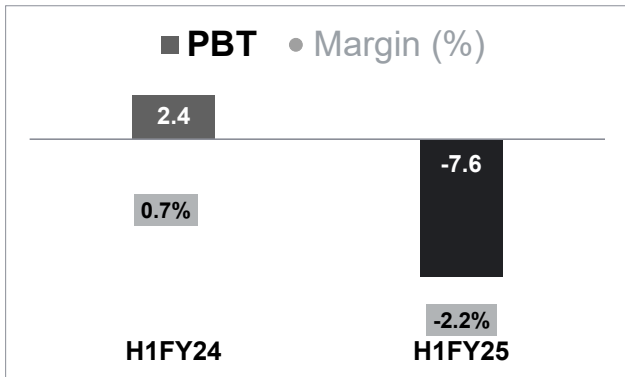
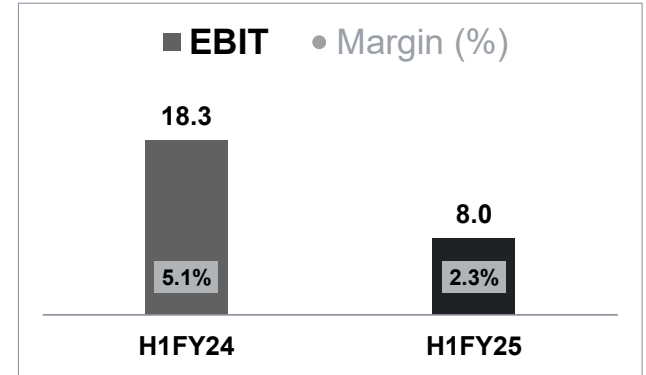
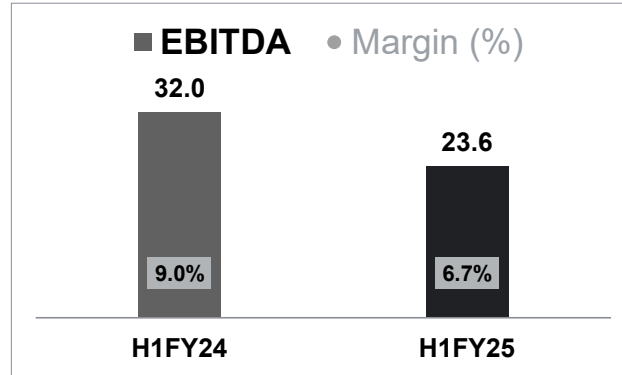
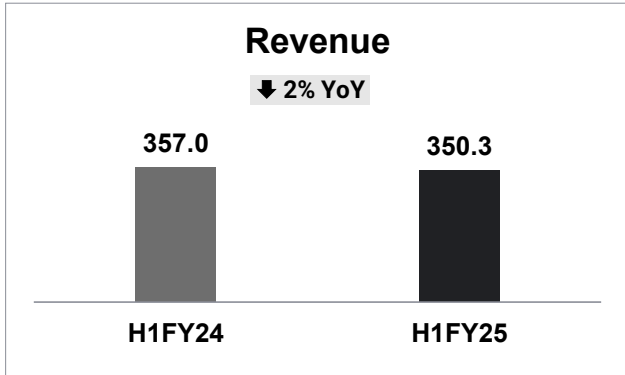
(₹ in crore)



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

Plastic Pipes & Fittings Business Update – H1FY25

(₹ in crore)



Notes :

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

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.

NSF certified **Green Pipe** certified

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**

NSF certified **Green Pipe** certified

CPVC PLUMBING SYSTEM FOR HOT AND COLD WATER

DUM HAT
Best Choice Available Today

TRU QUALITY TRU COMMITMENT

TRUFLO[®] by **hindware** **SharkBite**

DURABILITY & PERFORMANCE
behind LUXURIOUS BATH SPACES

Multilayer Composite Pipes & Fittings

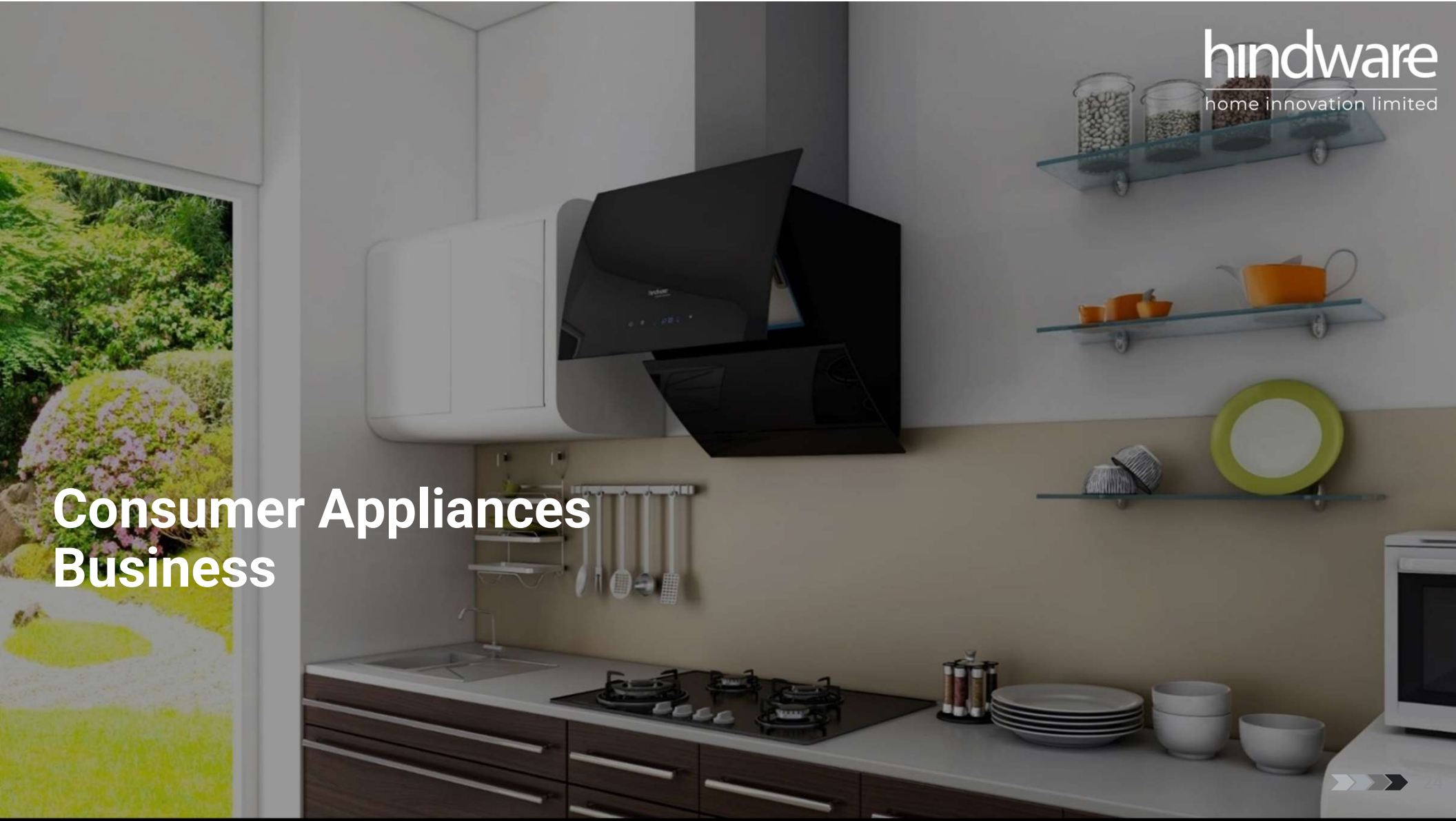
A Patented (European) technology for joining system

TRUFLO by hindware, in its pursuit to offer the best in class plumbing solutions, presents Multilayer (PERI-ALPERT) 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: hufapp@hindware.com | Website: www.hufapp.com
1800-571-6655 (Toll-Free)

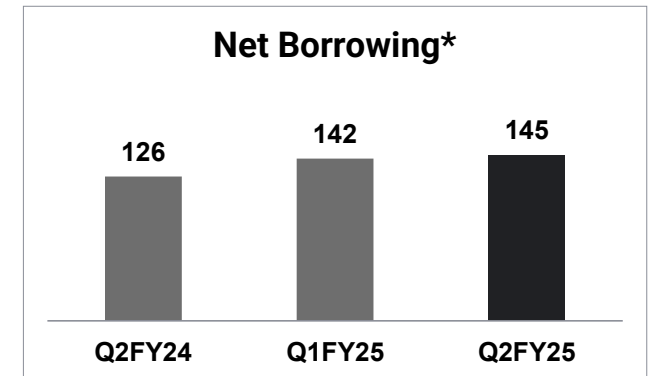
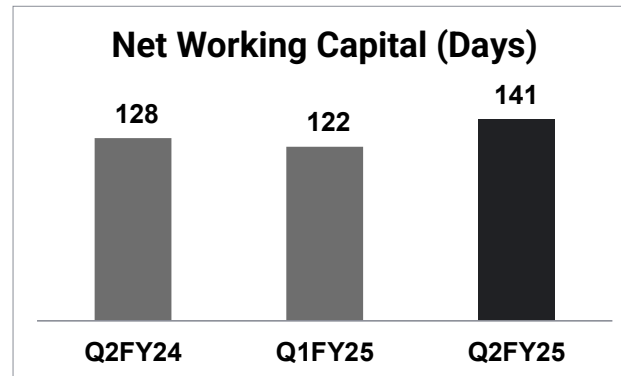
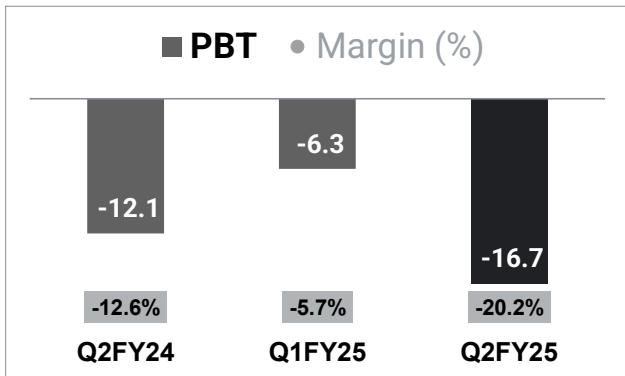
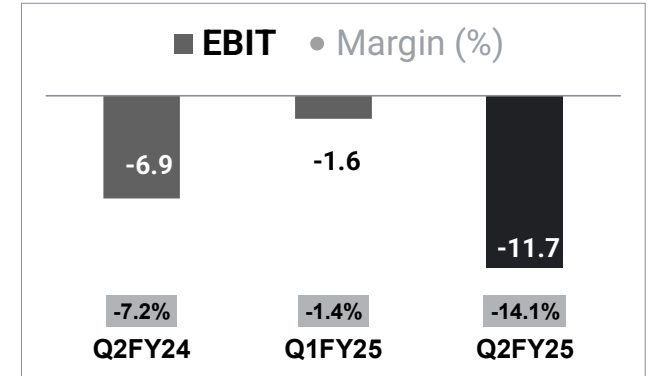
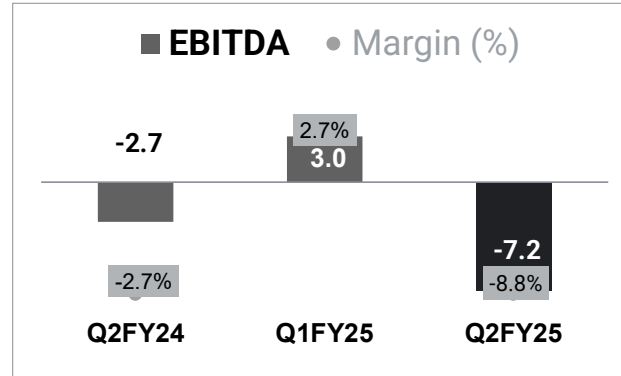
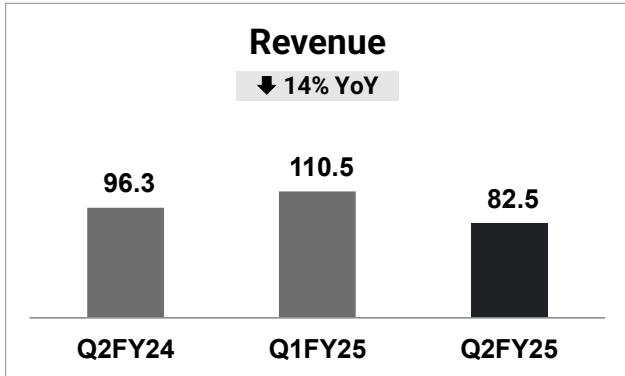


Consumer Appliances Business



Consumer Appliances Business Update – Q2 FY25

(₹ in crore)

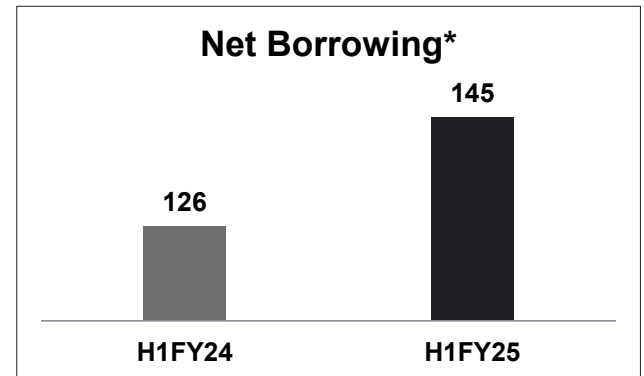
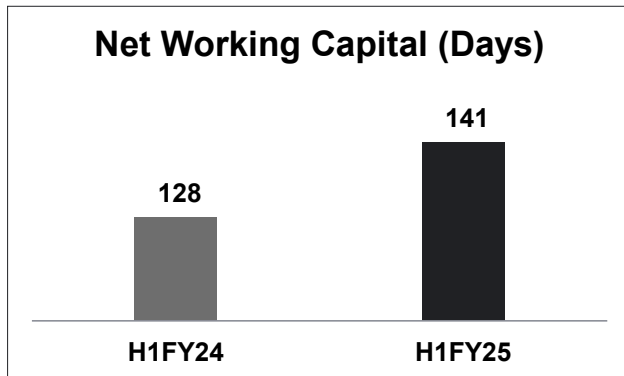
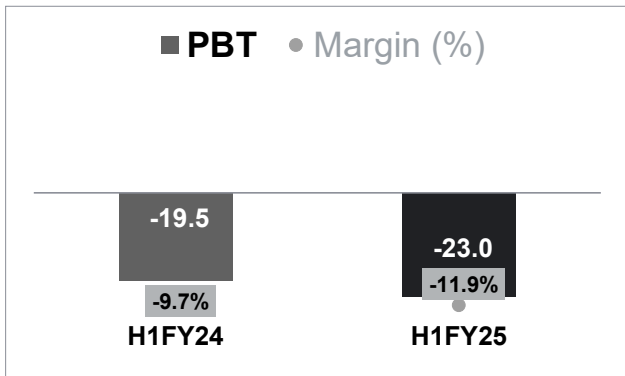
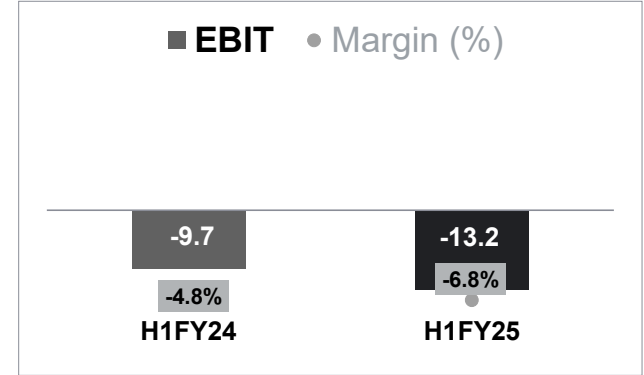
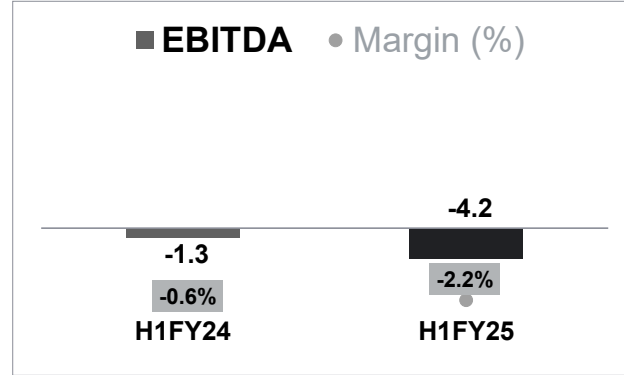
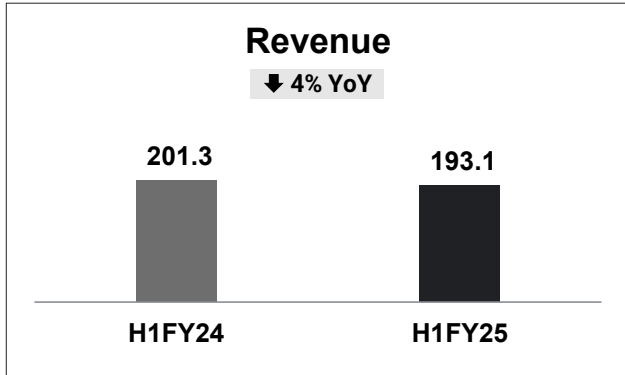


Notes :

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

Consumer Appliances Business Update – H1 FY25

(₹ in crore)



Notes :

- * Net Borrowing figure is for Hindware Home Innovation Limited on standalone basis
- 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 a new range of energy-efficient BLDC technology chimneys. Additionally, a new built-in oven range was launched, incorporating advanced features such as steam assist, air fryer
- Maintained its leadership position in the kitchen appliances segment, reflecting the strength and resilience of its brand, despite challenges
- Continue to have strong online presence on e-commerce platforms such as Amazon and Flipkart, offering a wide range of kitchen and consumer appliances



Diverse and Exciting Products & Brands

hindware
smart appliances



Kitchen Appliances



Air Coolers



Water Heaters
(50:50 JV with Groupe Atlantic)



Fans



Kitchen & Furniture Fittings



Thank You



Naveen Malik



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