



Pidilite Industries Ltd.

Q3 FY16

Earnings Presentation



Disclaimer



This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward looking statements.

The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed.

Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.



Q3 FY16

Financial Highlights



Q3 FY16 Earnings Summary



	Net Revenue	EBITDA	PBT	PAT
Standalone	Rs 11,767 M	Rs 2,868 M	Rs 2,645 M	Rs 1,857 M
YoY Growth	+ 8.8 %	+ 52.4 %	+ 64.6 %	+ 50.1 %
Consolidated	Rs 13,391 M	Rs 2,953 M	Rs 2,681 M	Rs 1,859 M
YoY Growth	+ 11.4 %	+ 52.7 %	+ 65.7 %	+ 49.8 %

YTD FY16 Earnings Summary



	Net Revenue	EBITDA	PBT	PAT
Standalone	Rs 36,476 M	Rs 8,952 M	Rs 8,346 M	Rs 5,880 M
YoY Growth	+ 6.3 %	+ 43.5 %	+ 45.6 %	+ 38.5 %
Consolidated	Rs 41,286 M	Rs 9,403 M	Rs 8,632 M	Rs 6,048 M
YoY Growth	+ 8.6 %	+ 46.9 %	+ 48.9 %	+ 41 %

Comments on Financial Performance



Standalone

- Net Revenue grew by 8.8% in Q3 and 6.3% YTD.
- EBITDA grew by 52.4% in Q3 and 43.5% YTD as compared to last year, mainly due to reduction in input costs.

Consolidated

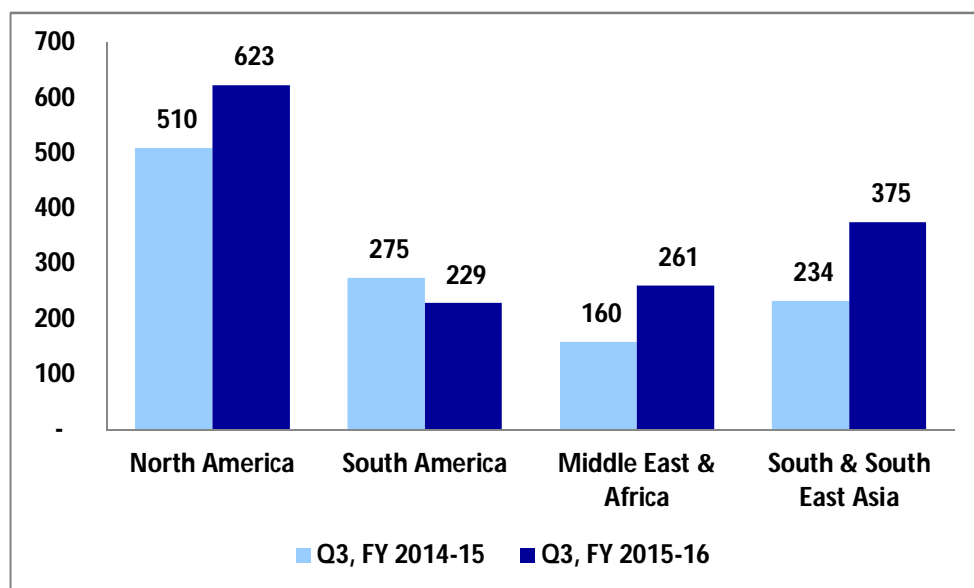
- Net Revenue grew by 11.4% in Q3 and by 8.6% YTD.
- The higher consolidated growth was mainly due to impact of Nina Waterproofing acquisition completed during the year.
- EBITDA grew by 52.7% in Q3 and 46.9% YTD.

Q3 FY16 Overseas Performance

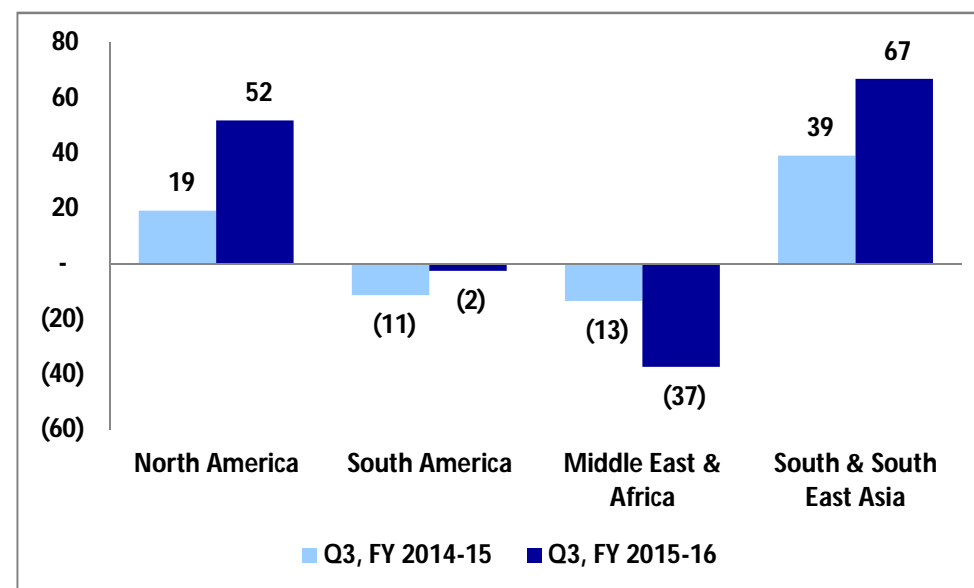


(in INR Million)

Net Revenue



EBITDA



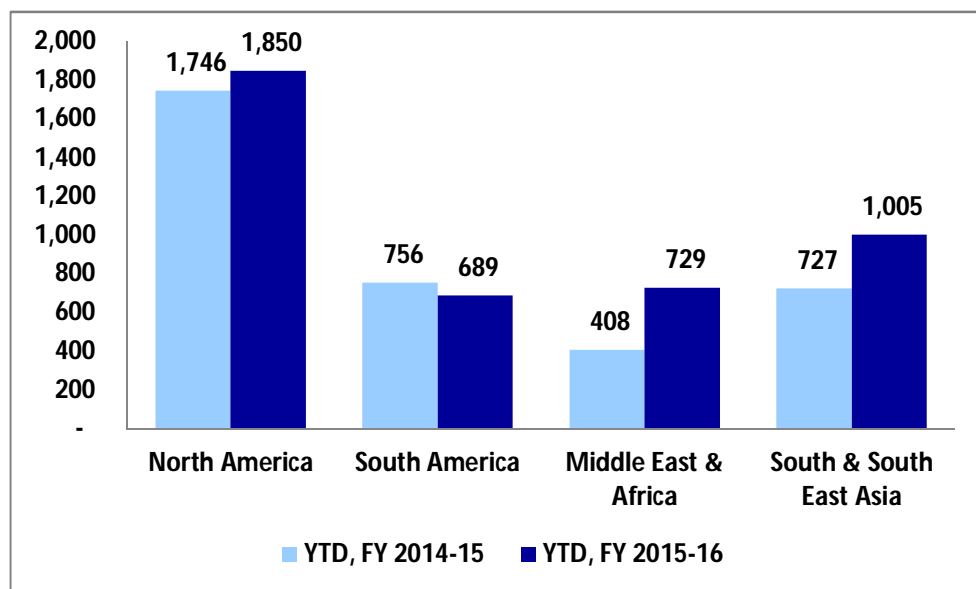
Figures are reported as per constant currency and before extraordinary expenses

YTD FY16 Overseas Performance

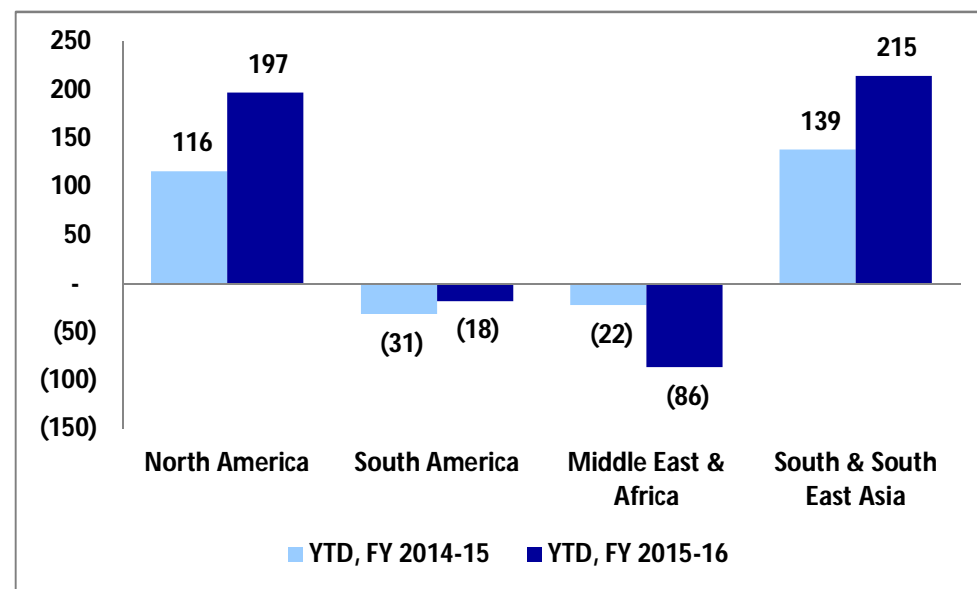


(in INR Million)

Net Revenue



EBITDA



Figures are reported as per constant currency and before extraordinary expenses



Q3 FY16

Company Overview



Company Overview

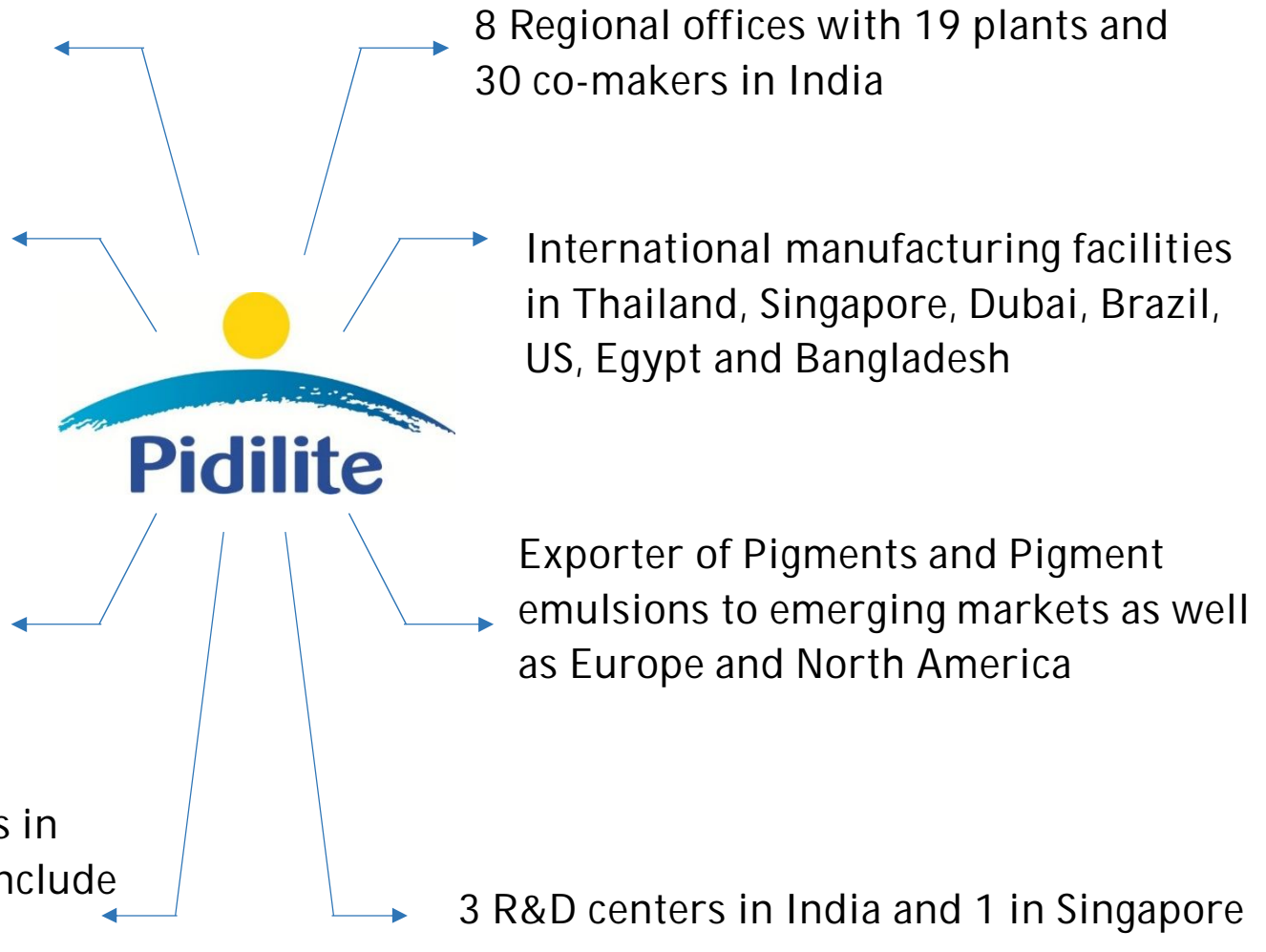


Brand established in 1959.
Pioneer in Consumer and
Specialty Chemicals

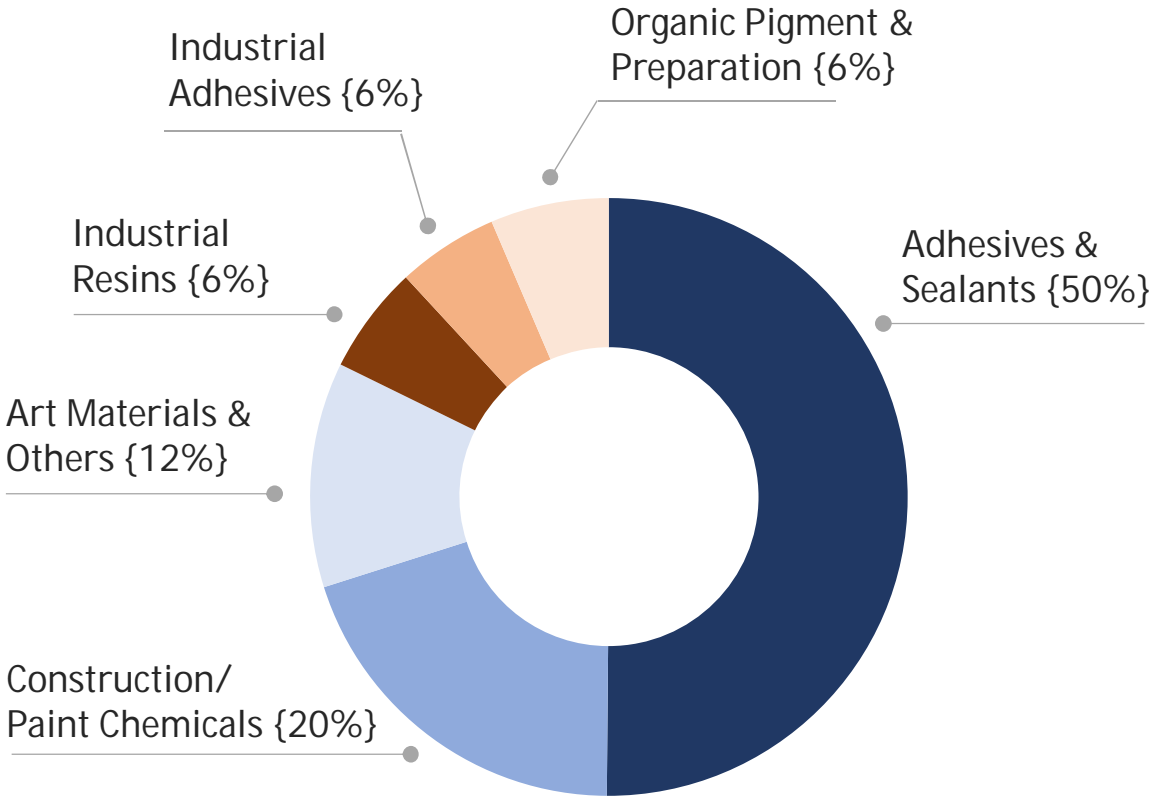
Adhesives & sealants,
construction chemicals, art &
craft products and polymer
emulsions

History of creating strong
brands.

Among the most trusted brands in
the country. Other big brands include
Dr. Fixit, M-seal and Fevikwik



Industry Segment Composition as on March 2015

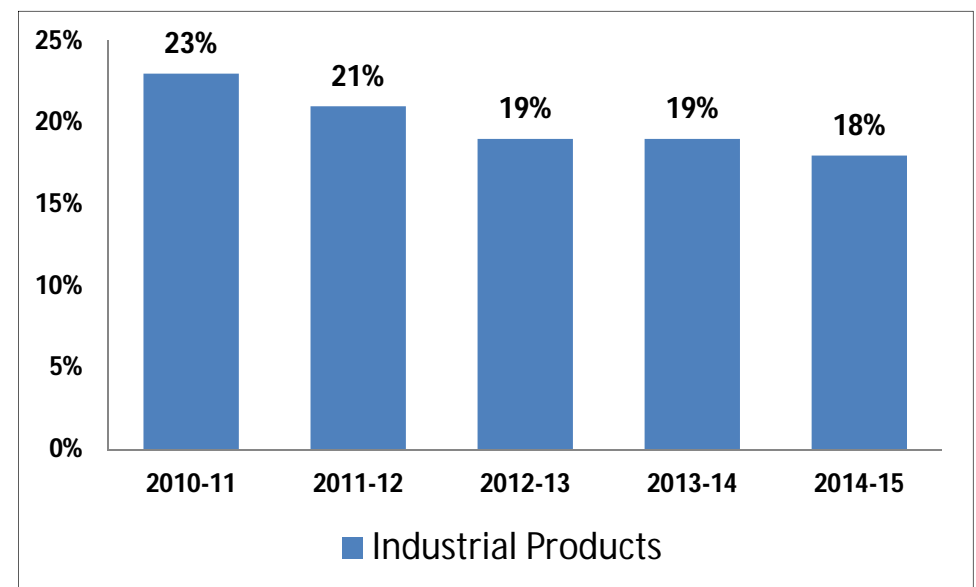
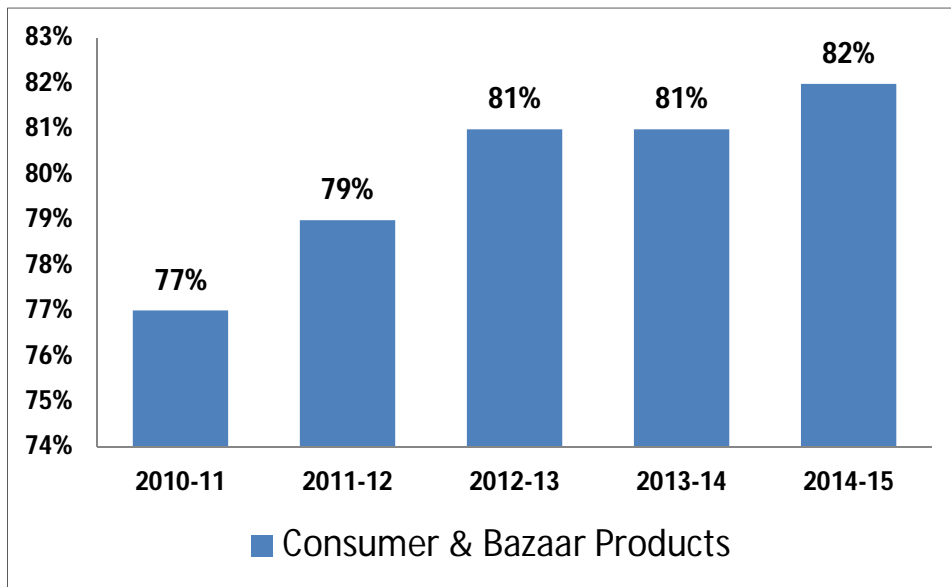


Numbers represent Percentage of Total Net Revenue

5-Year Performance by Business Segments



Numbers represent Percentage of Total Net Revenue



Domestic Presence – India operations



- **6000+** SKUs of **550** products
- Gross Turnover of **Rs. 46582 M** for FY 15
- **19** plants, **30** Co-makers
- **7000** distributors
- **30** warehouses
- **8** regional offices



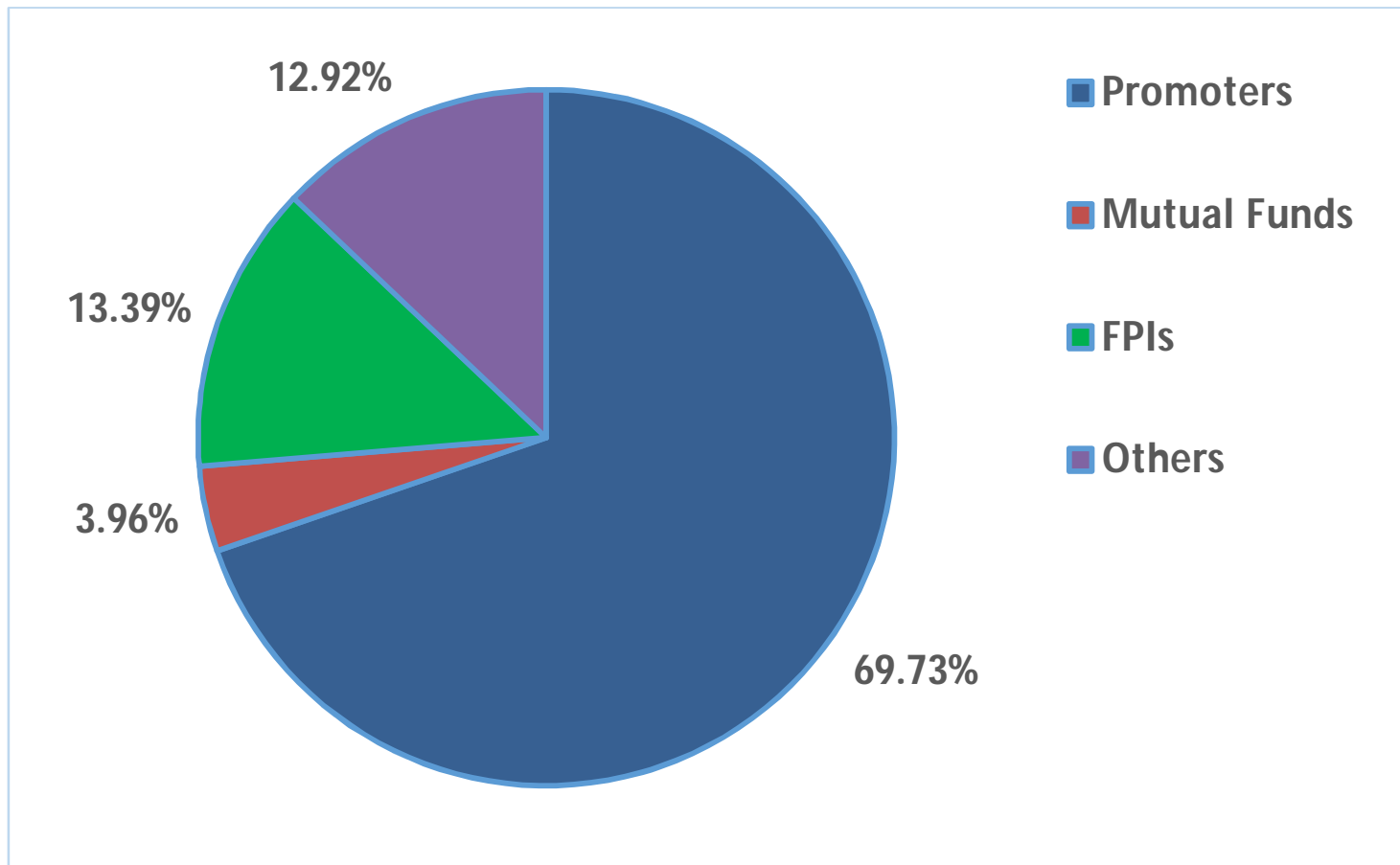
- Exports to more than **60** countries. Major exports to Middle East, Africa, USA & Europe
- Export Turnover of **Rs 4149 M** in **FY15**
- **16** Overseas subsidiaries – (5 Direct and 11 Step down) and 1 Joint Venture
- Total Revenue from Overseas subsidiaries of **Rs.4895 M** in **FY15**
- International manufacturing facility in Thailand, Singapore, Dubai, Brazil, US, Egypt and Bangladesh
- **Specific focus on Africa, Middle east, SAARC and emerging Asia**

Marketing/ Advertising

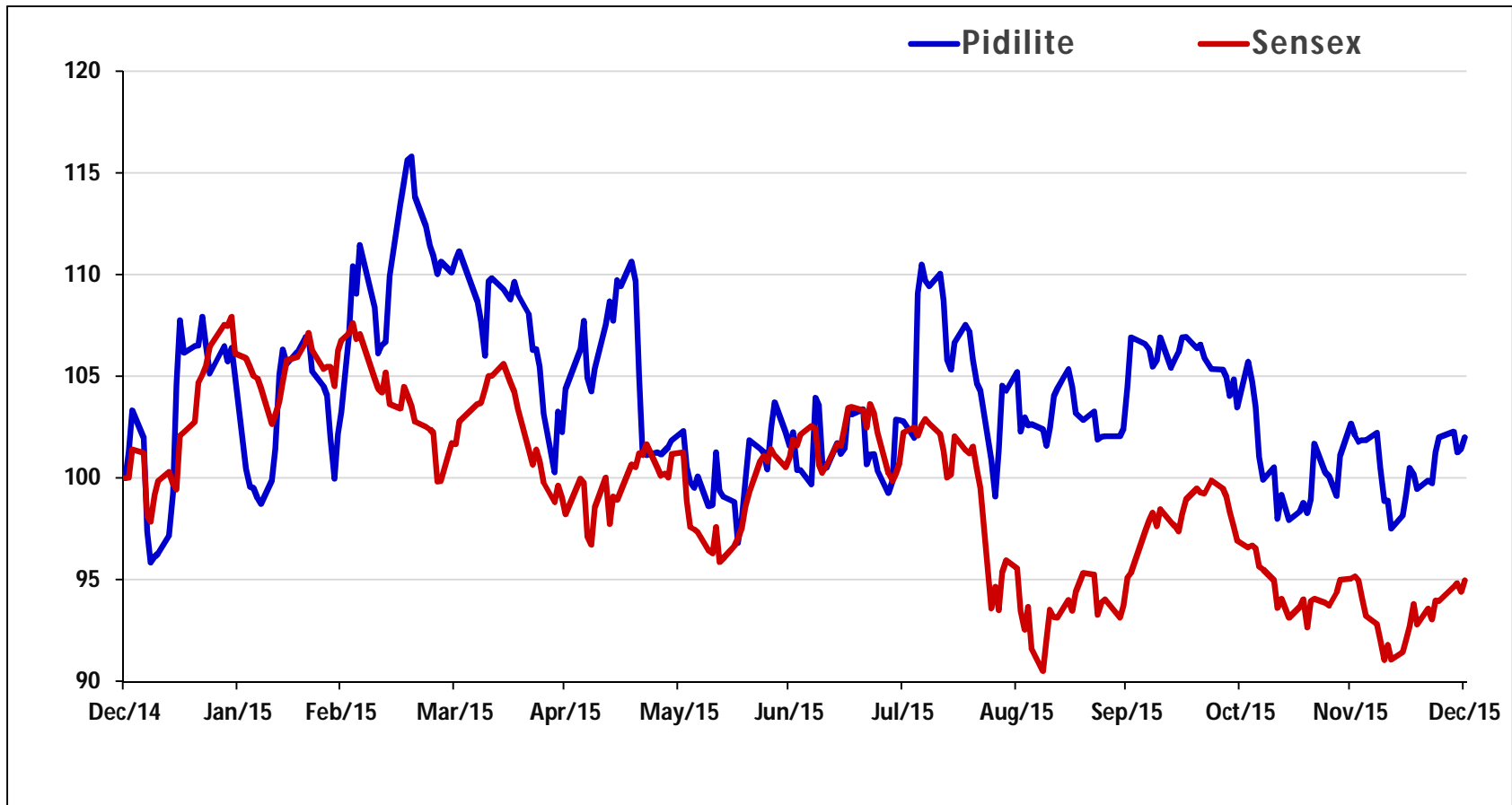
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, etc.)
- Award winning advertisements resulting in mass appeal of brands across all segments and geographies
- Significant relationship building activities with end users and influencers
- Extensive grass root contact with end-users to promote usage of products and brands.



Shareholding Pattern (December 31, 2015)

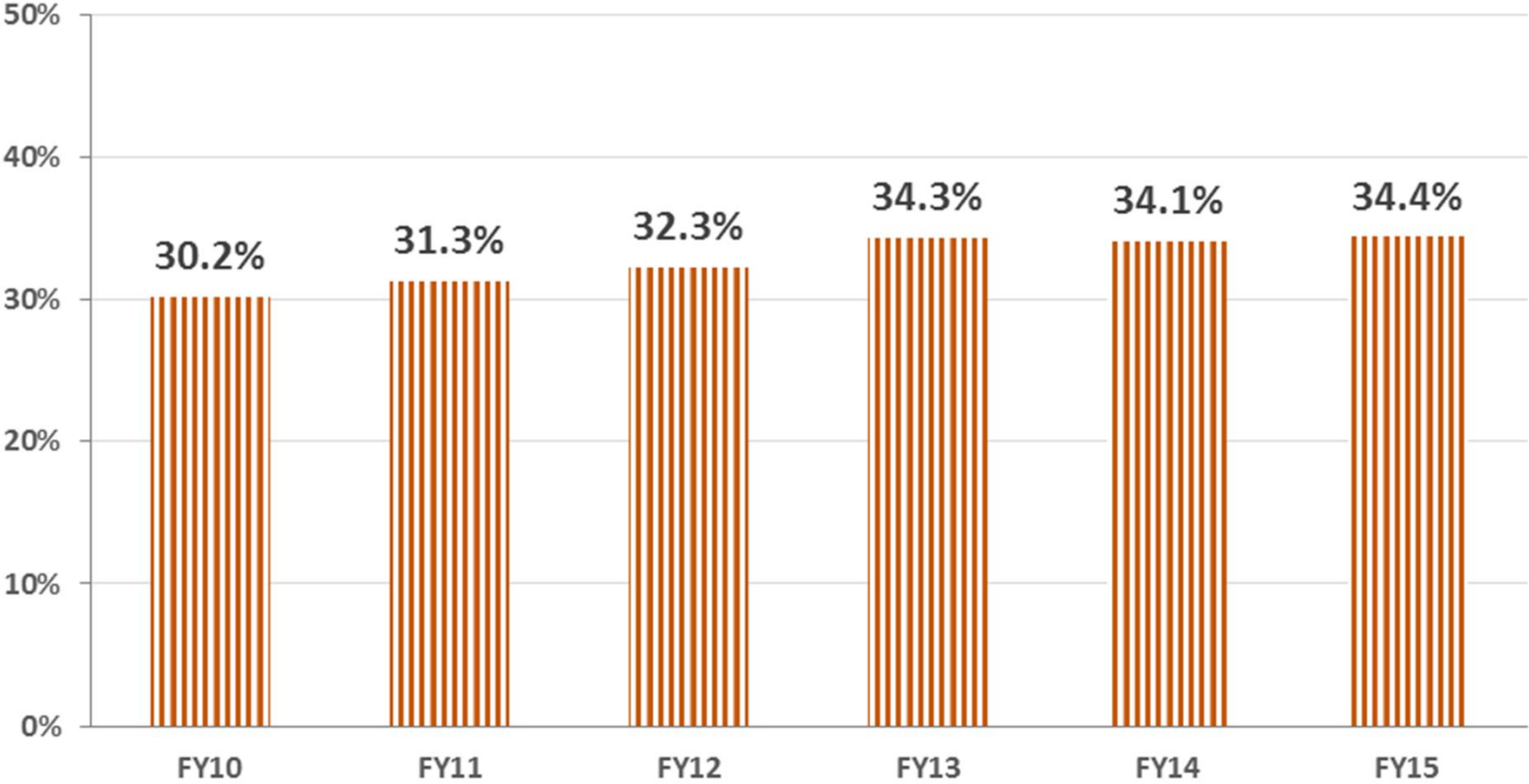


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Investor Contacts



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The ultimate adhesive

