

Pidilite Industries Ltd.



**Q1FY19
Earnings Presentation**

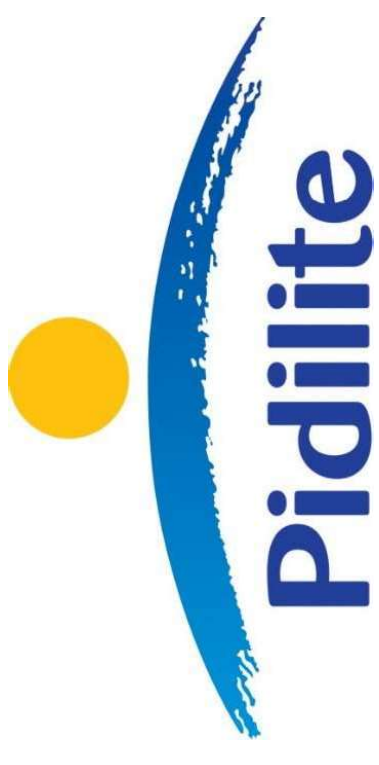
Disclaimer



This presentation may contain statements which reflect the 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.



Financial Highlights



Q1FY19 Earnings Summary



	Net Sales #	EBITDA **	PBT	PAT
Standalone	Rs 1,592 Cr	Rs 359 Cr	Rs 397 Cr	Rs 267 Cr
YoY Growth	21.2%	17.3%	25.1%	23.0%
Consolidated*	Rs 1,818 Cr	Rs 384 Cr	Rs 376 Cr	Rs 240 Cr
YoY Growth	23.0%	19.6%	14.3%	6.3%

On Comparable basis after reflecting accounting impact of GST

* Net Sales is excluding Cyclo

** EBITDA is before non operating income

Comments on Financial Performance



Standalone

- Net Sales grew by 21.2% in Q1.
- EBITDA, before non-operating income, at Rs 359 Cr grew by 17.3% in Q1.

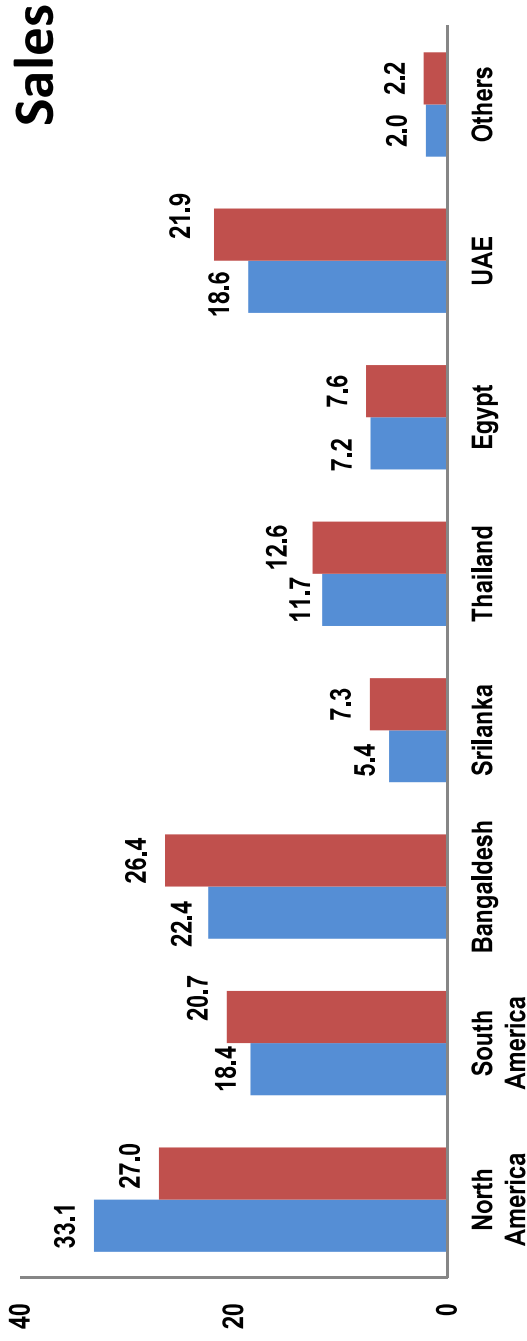
Consolidated

- Net Sales grew by 23.0% (excluding sales of Cyclo division of Pidilite USA Inc., which was sold by Pidilite USA Inc. in June, 2017).
- EBITDA, before non-operating income, at Rs 384 Cr grew by 19.6% in Q1.

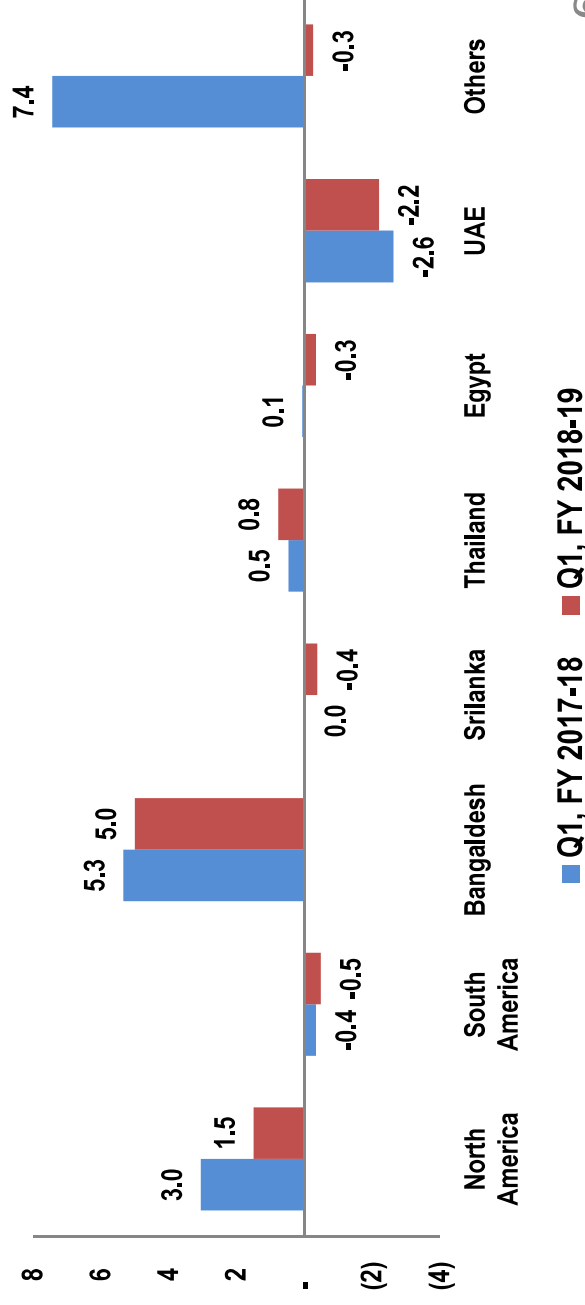
Q1FY19 Overseas Performance



(in INR Crores)



■ Q1, FY 2017-18 ■ Q1, FY 2018-19



■ Q1, FY 2017-18 ■ Q1, FY 2018-19

EBITDA is before exception items
 Figures are reported as per constant currency
 Sales and EBITDA are excluding Cyclo

Company Overview



FEVICOL

THE ULTIMATE ADHESIVE

M-SEAL

ONE DROP
INSTANT ADHESIVE
Fevikwik

Fevicryl

Rangeela



Steelgrip

**MOTO
MAX**
SHINE + PROTECTION
FOR CARS & BIKES

Rooff
TILE FIXING SOLUTIONS

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

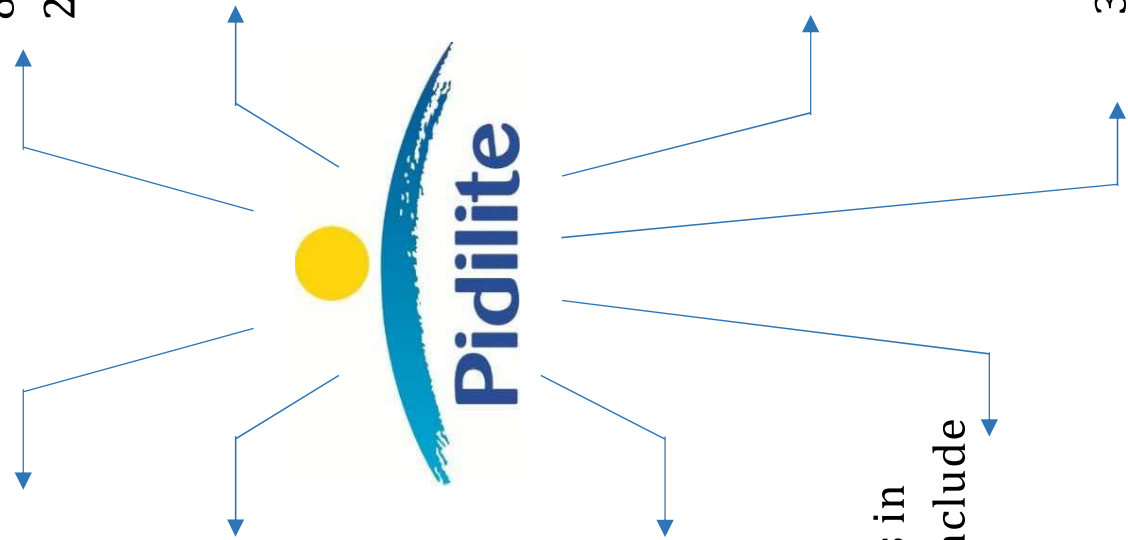
Among the most trusted brands in
the country. Other big brands include
Dr. Fixit, M-seal and Fevikwik

8 Regional offices with 23 plants and
23 co-makers in India

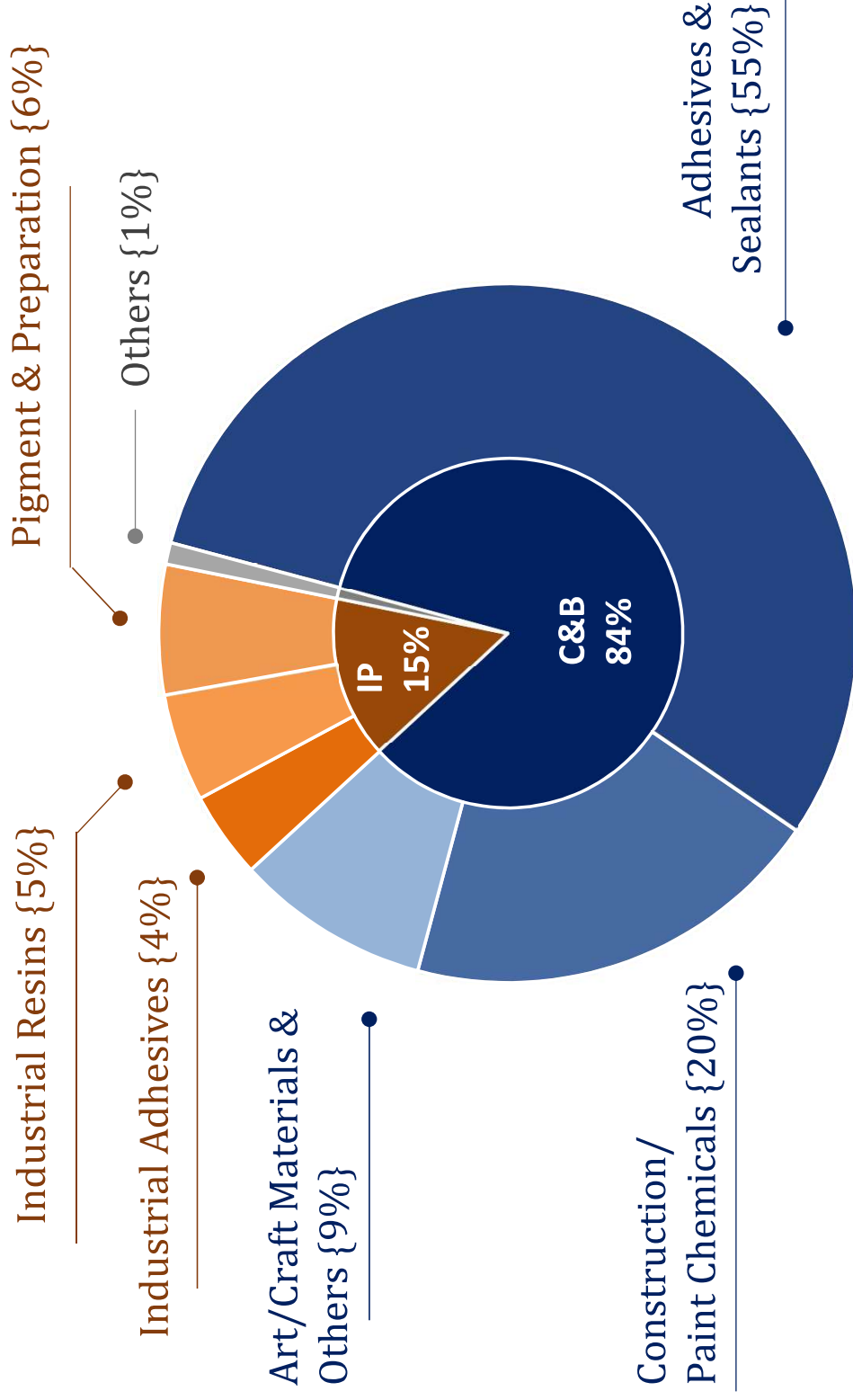
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka
- Special focus growing business in Bangladesh, Sri Lanka, and Egypt
- Manufacturing facility planned in Ethiopia. An additional manufacturing facility planned in Bangladesh

Exporter of Pigments and Pigment emulsions to emerging markets as well as Europe and North America

3 R&D centers in India



Industry Segment Composition as on March 2018



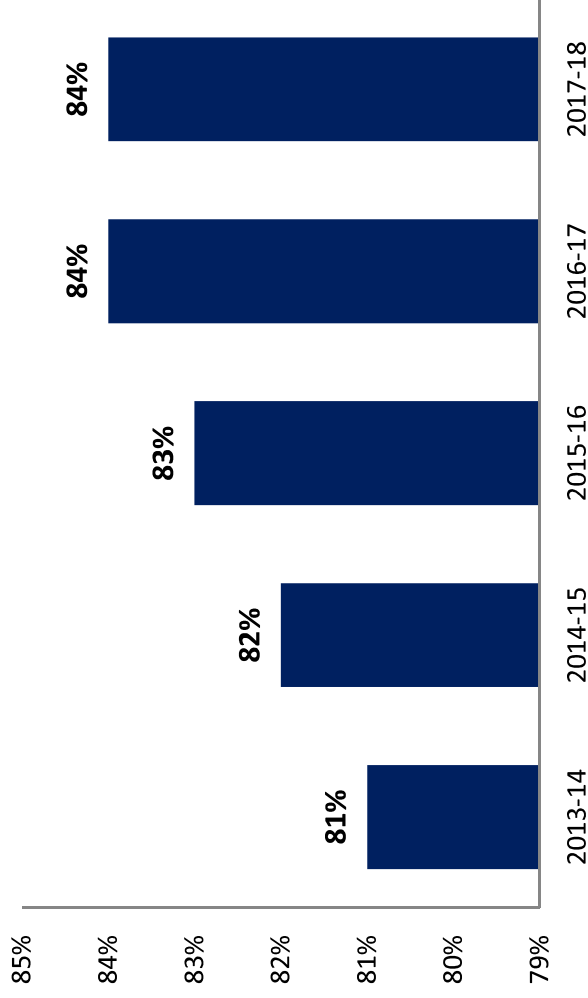
C&B – Consumer & Bazaar, IP – Industrial Products, Others

5-Year Performance by Business Segments



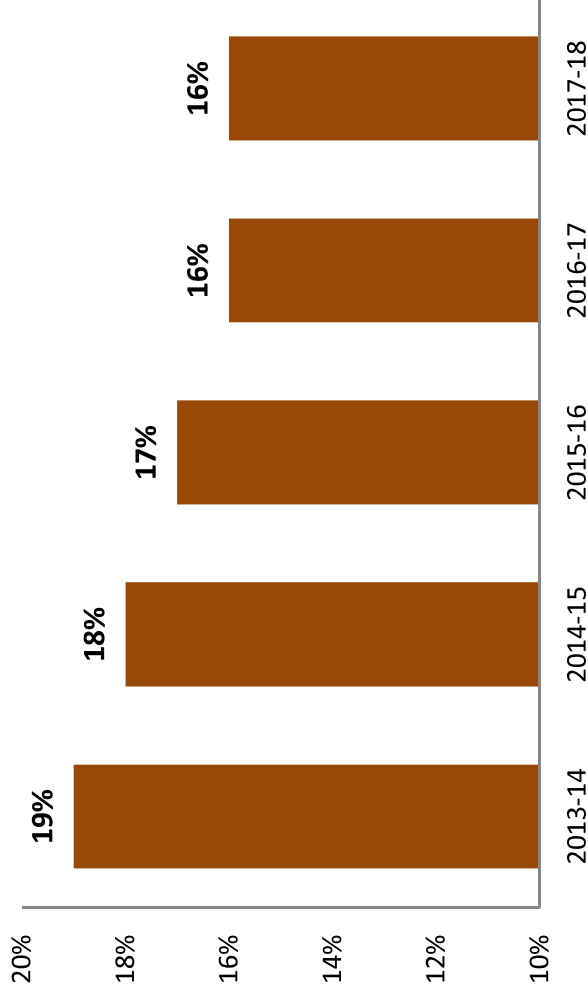
Numbers represent Percentage of Total Sales

Consumer and Bazaar Products



Industrial Products

IP includes Others also



Domestic Presence – India operations



- 5200+ SKUs of 500 products
- Gross Turnover (domestic) of Rs. 5,382 Cr for FY18
- 23 plants, 23 Co-makers
- 5,046 distributors
- 27 warehouses
- 8 regional offices & 2 RDCs



Global Presence



- Exports to more than **80** countries. Major exports to Middle East, Africa, USA & Europe.
- Export Turnover of **Rs. 519 Cr** in **FY18**.
- **17** Overseas subsidiaries – 5 Direct and 12 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 491 Cr** in **FY18**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka.
- Specific focus on **growing business in Bangladesh, Sri Lanka and Egypt**.
- Manufacturing facility planned in **Ethiopia**. An additional manufacturing facility planned in **Bangladesh**.

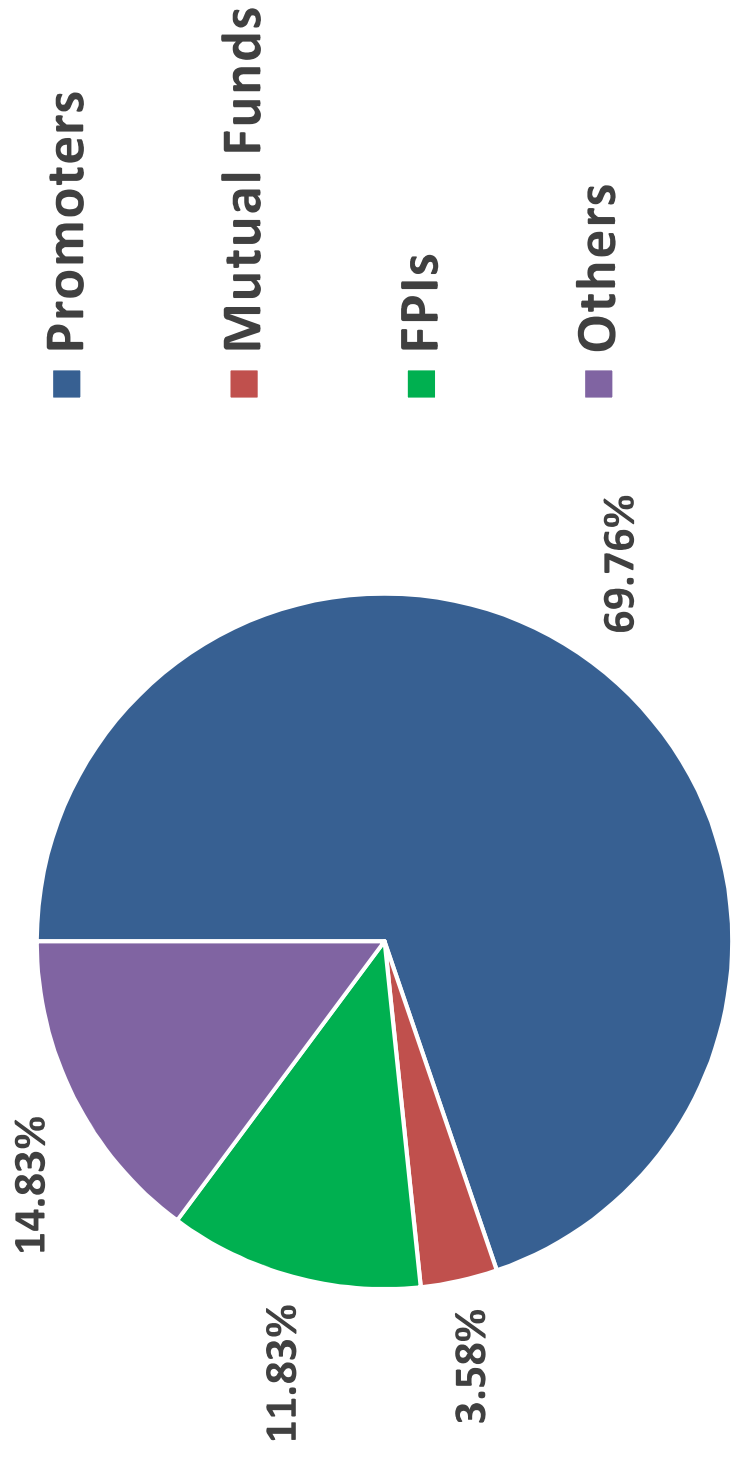
Marketing/ Advertising



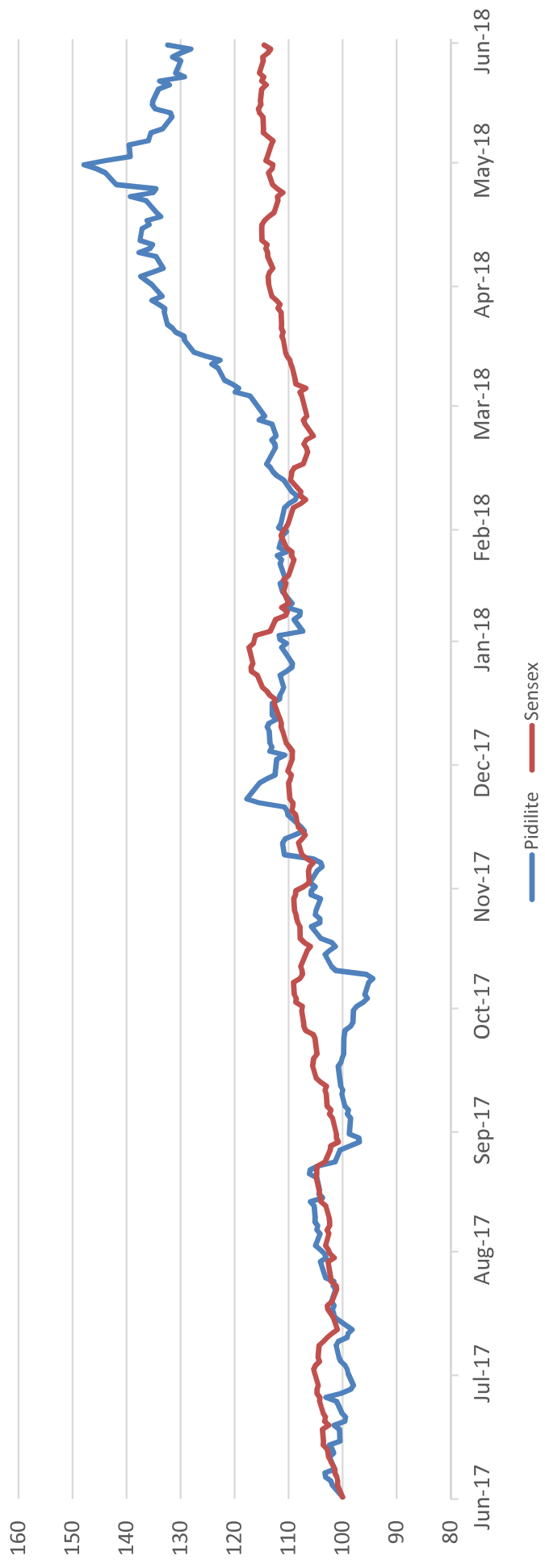
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikiwik, M-Seal, Dr Fixit, Fevicryl, 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 as of June 30, 2018

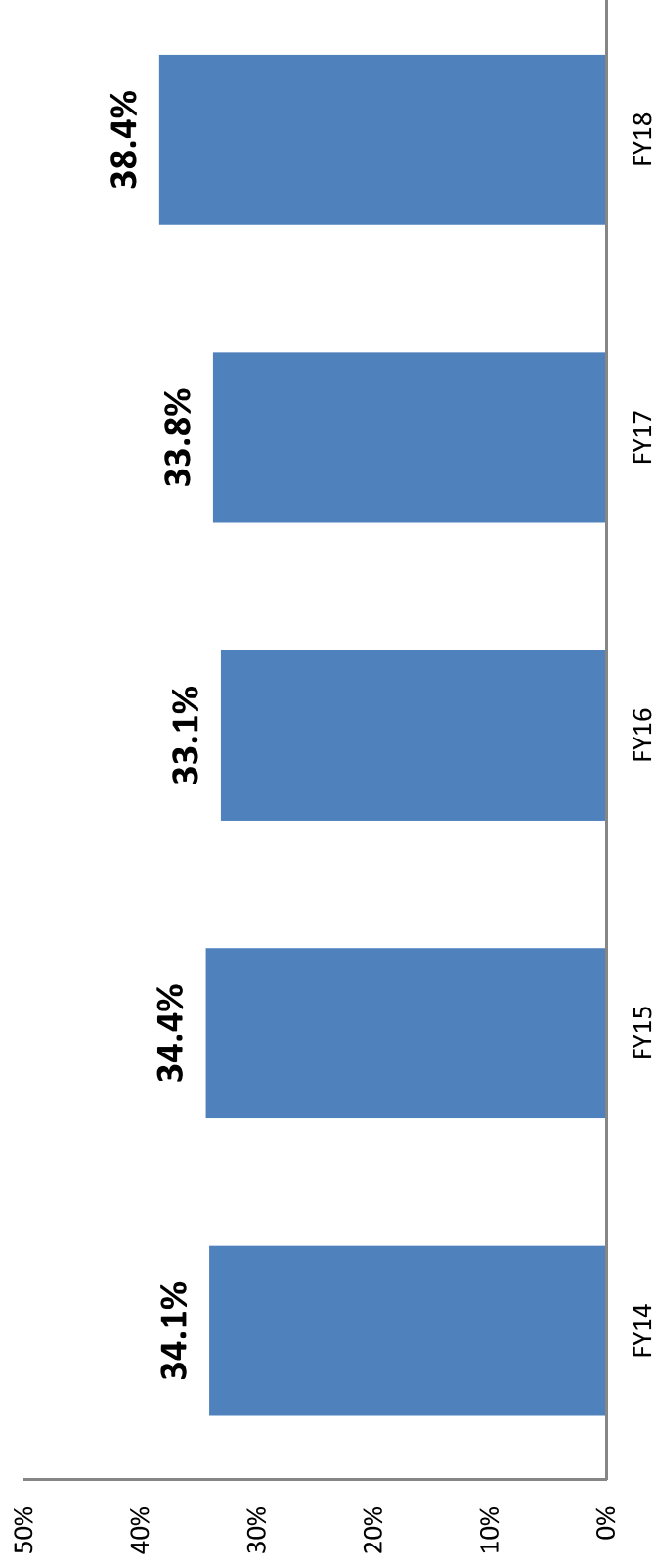


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Investor Contacts



CIN : L24100MH1969PLC014336

Investor Relations - investor.relations@pidilite.co.in

Savithri Parekh, Company Secretary

Ramkrishna Mandir Road, Off Mathuradas VasANJI Road,
Andheri (E), Mumbai - 400 059.

Phone : +91 22 67697000

Fax : +91 22 28216007

The ultimate adhesive

