



**Pidilite Industries Ltd.**



**Q1 FY21  
Earnings Presentation**

*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



# Q1 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
<b>Standalone</b>	Rs 768 Cr	Rs 97 Cr	Rs 77 Cr	Rs 57 Cr
<b>YoY Growth</b>	-56.6%	-76.9%	-81.9%	-80.3%
<b>Consolidated</b>	Rs 873 Cr	Rs 67 Cr	Rs 32 Cr	Rs 16 Cr
<b>YoY Growth</b>	-56.5%	-84.8%	-92.8%	-94.6%

\* EBITDA is before non operating income. PBT is Profit before tax and Exceptional Items

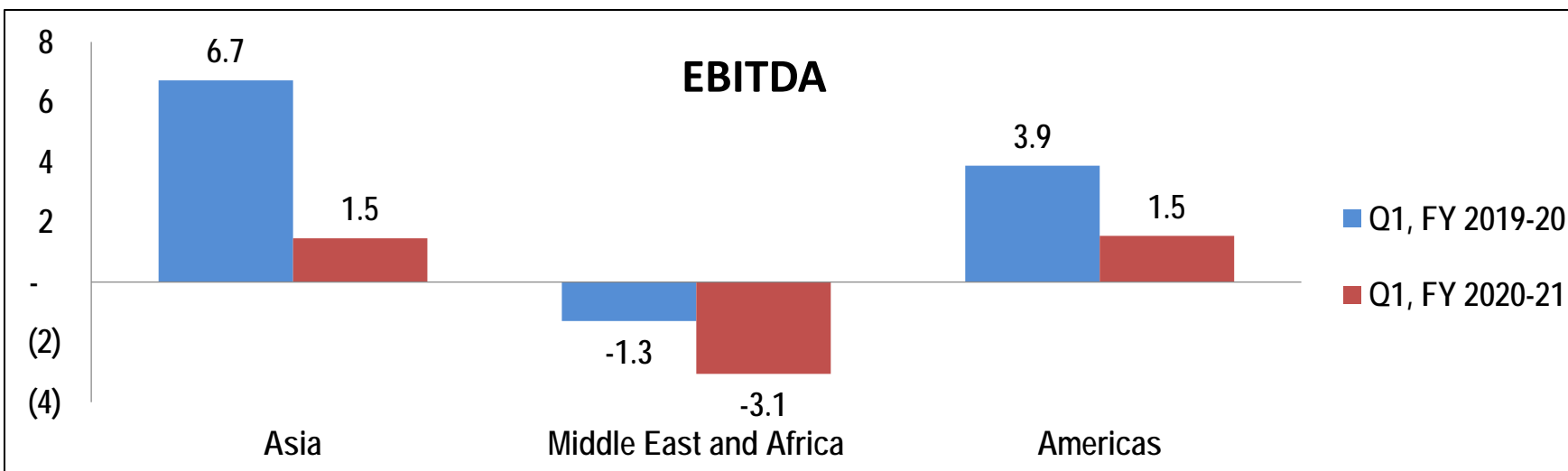
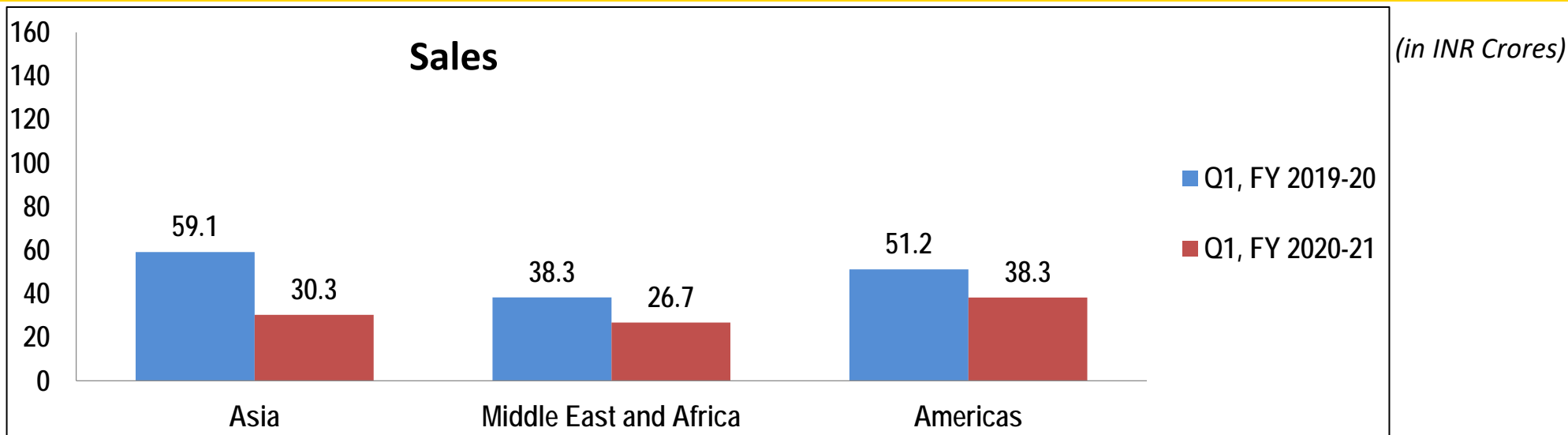
## Standalone

- Net Sales declined by 56.6% over same quarter last year.
- Material cost as a % to net sales is lower by 297 Bps over same quarter last year and higher by 134 Bps v.s previous quarter.
- EBITDA, before non-operating income, at Rs 97 Cr, declined by 76.9% over the same quarter last year.

## Consolidated

- Net Sales declined by 56.5% over same quarter last year.
- Material cost as a % to net sale is lower by 210 Bps vs same quarter last year.
- EBITDA, before non-operating income, at Rs 67 Cr, declined by 84.8% over the same quarter last year.

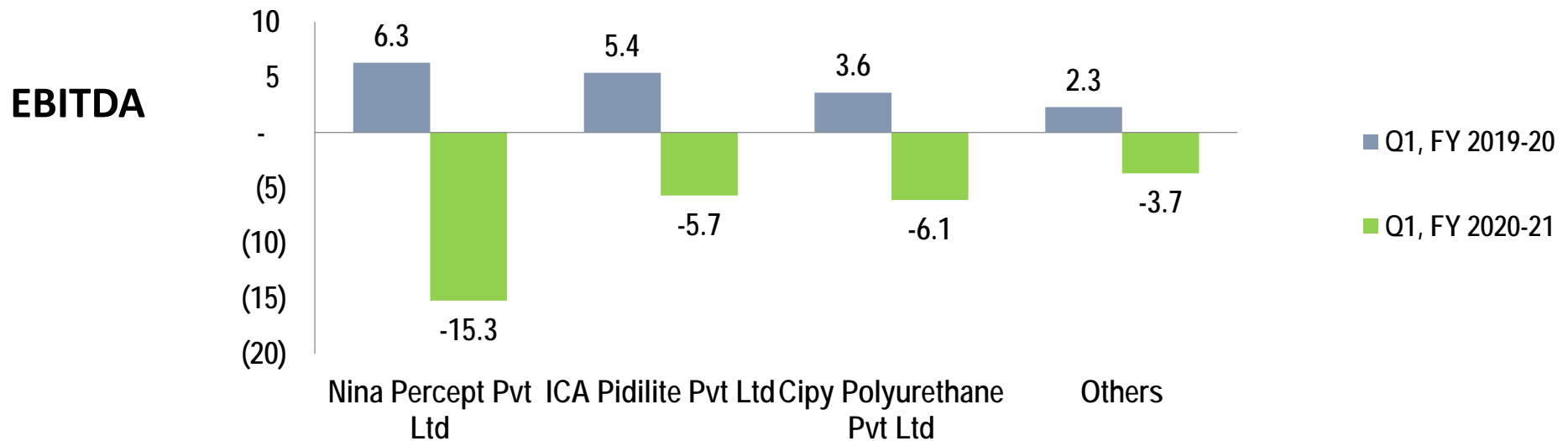
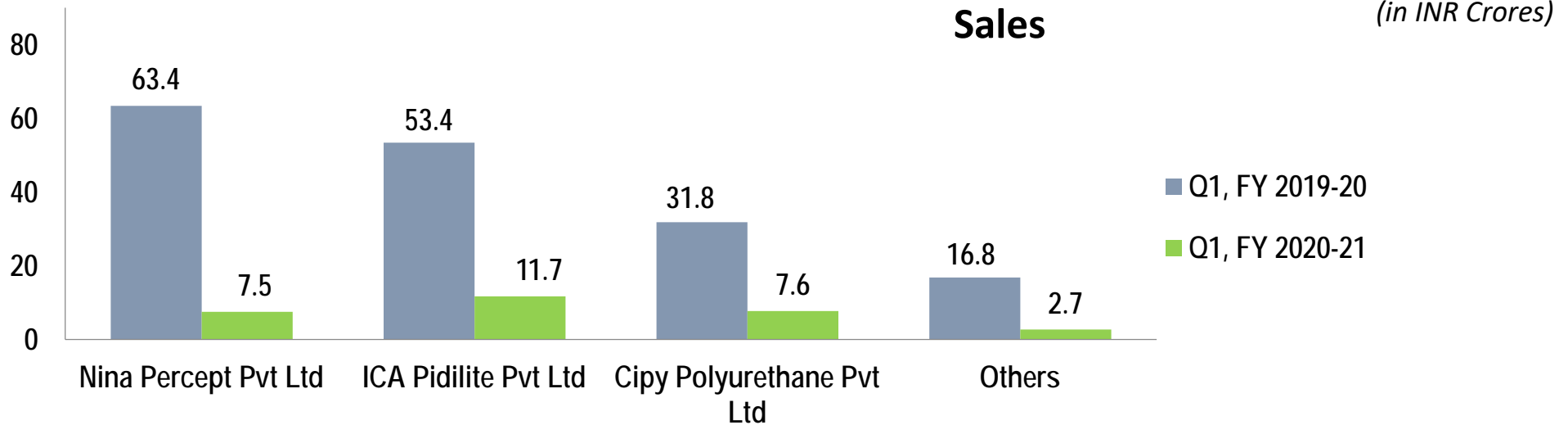
# Q1 FY21 Overseas Subsidiaries Performance



EBITDA is before exception items

Figures are reported at constant currency, excluding translations and other consolidation impacts.

# Q1 FY21 Domestic Subsidiaries Performance



EBITDA is before exception items  
 Figures are reported excluding other consolidation impacts.

# 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

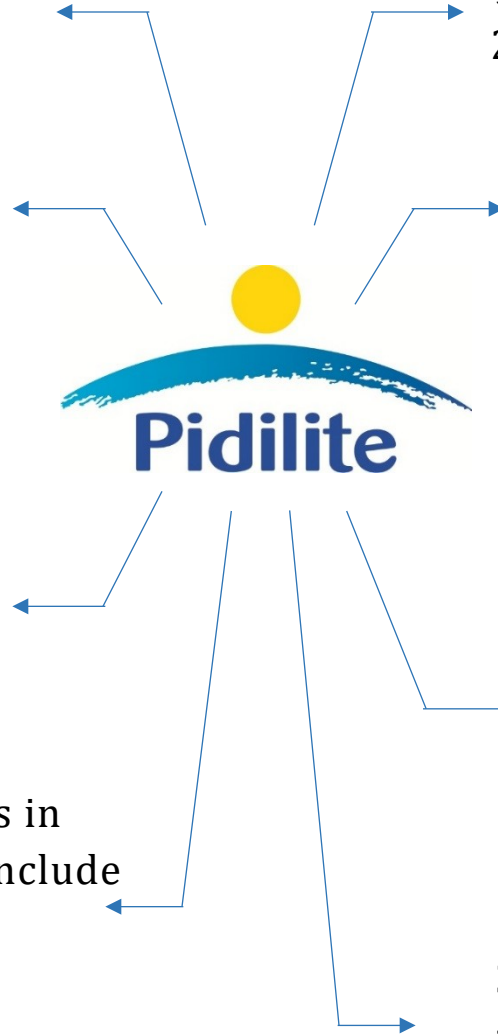
Among the most trusted brands in  
the country. Other big brands include  
Dr. Fixit, M-seal and Fevikwik

9 Regional offices with 26 plants and  
25 co-makers in India

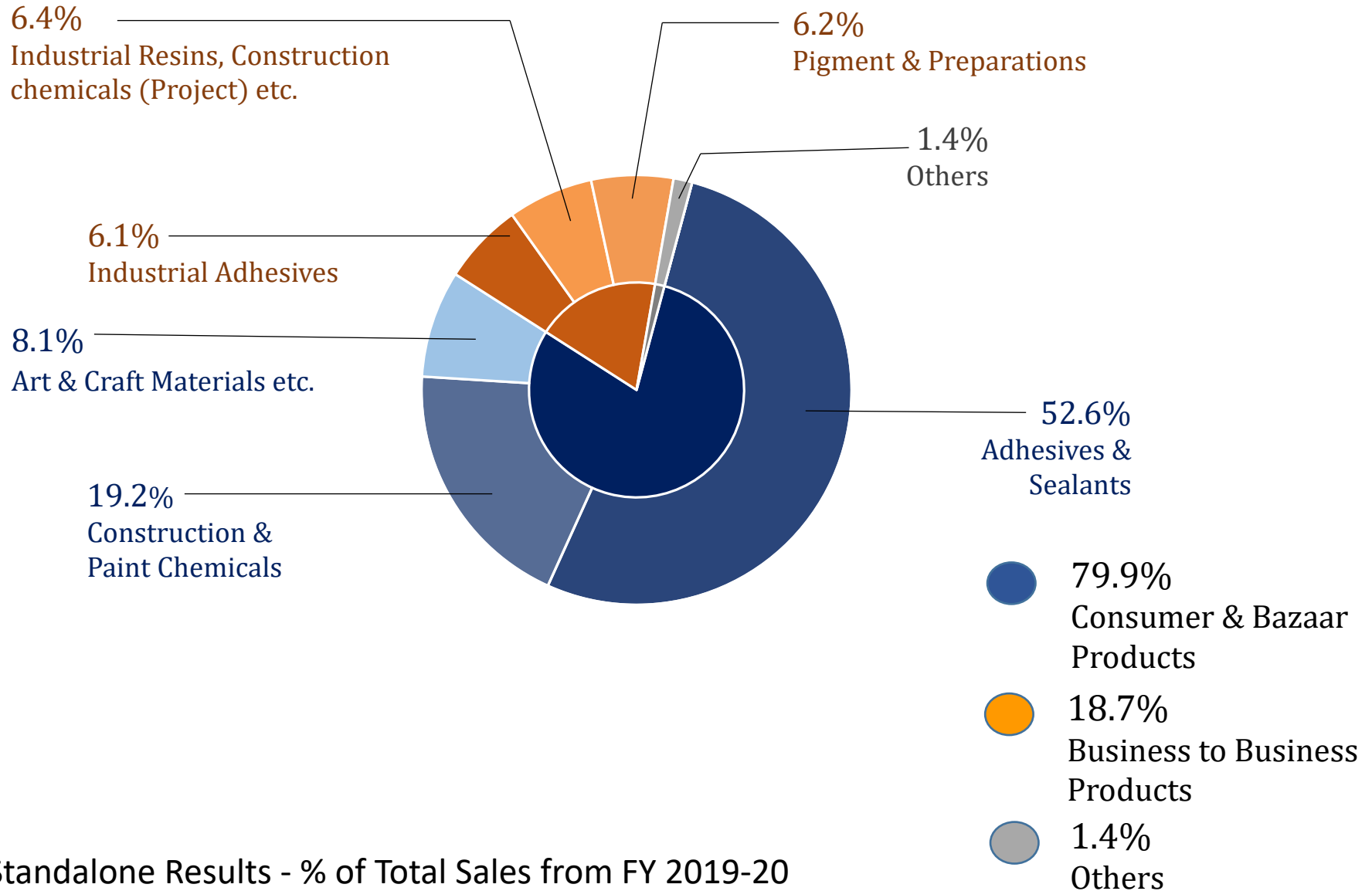
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya

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

3 R&D centres in India. 1 in Singapore  
and 1 in USA



# Industry Segment Composition



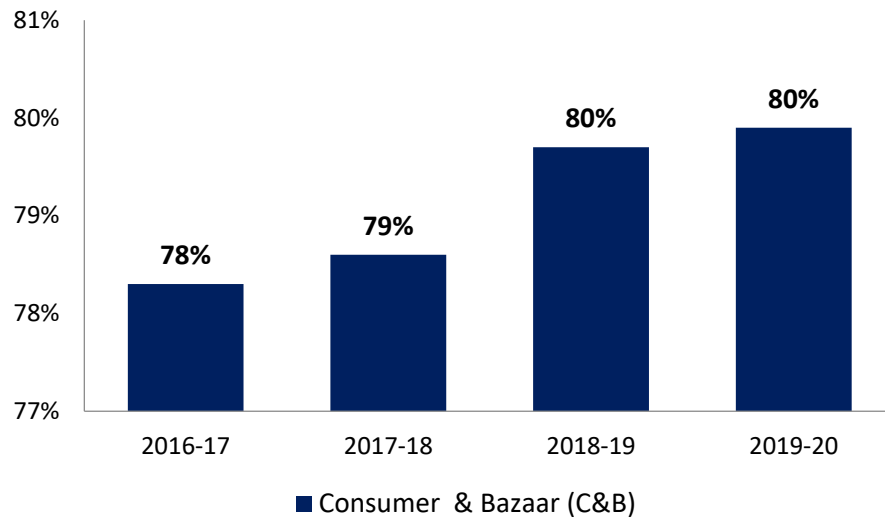
Standalone Results - % of Total Sales from FY 2019-20

# 4-Year Performance by Business Segments

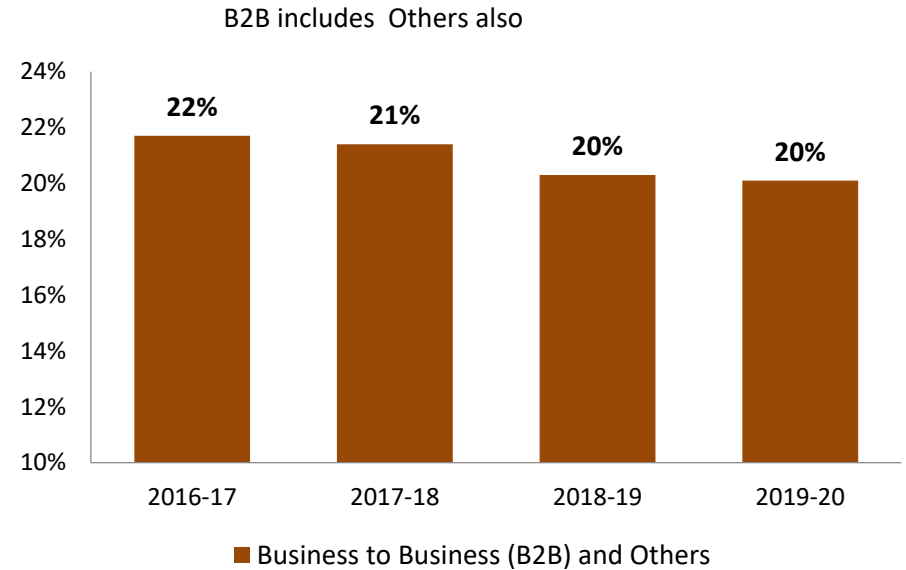


Numbers represent Percentage of Total Sales

## Consumer and Bazaar (C&B)



## Business to Business (B2B)



# Domestic Presence – India operations

- **6000+** SKUs of **700+** products
- Domestic Revenue of **Rs. 5,638 Cr** for FY20
- **26** plants, **25** Co-makers
- **5,000+** distributors
- **30** warehouses
- **9** regional offices & **2** RDCs



- Exports to more than **80** countries. Major exports to Middle East, SAARC, Africa, USA & Europe.
- Export Revenue of **Rs. 695 Cr** in **FY20**.
- **20** Overseas subsidiaries – 6 Direct and 14 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 575 Cr** in **FY20**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya.

# Digital Advertising Initiatives for Q1 FY 21



More focus on Digital Ads as all eyes are on mobile phones and computer screen in work from home environment

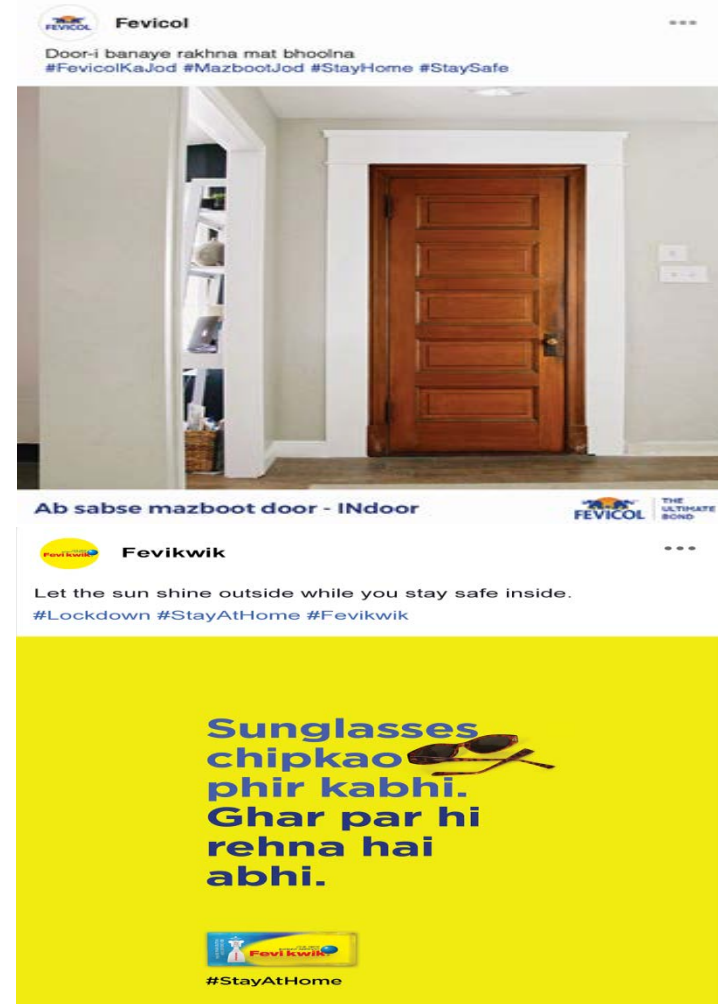


Mompresso  
Trash Bin can be used and is fun to create!  
For more crafting ideas, make sure to check out the following pages... See More



Like Comment Share

2.1K · 12 Comments



The thought behind the campaign is to get families to spend time with each other by indulging in fun crafting activities and making happy memories in the process!

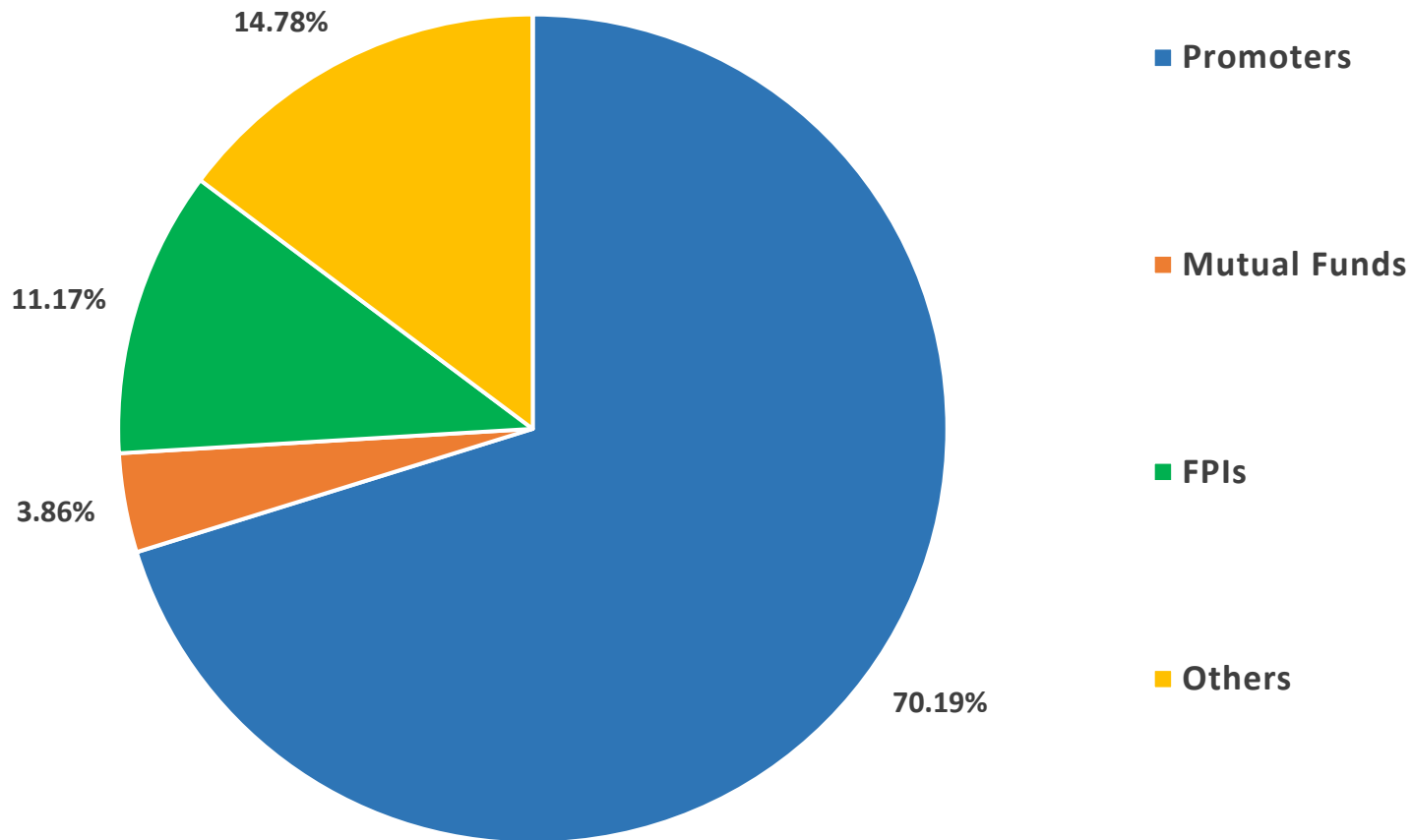
# Marketing/ Advertising



- 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 as of June 30, 2020



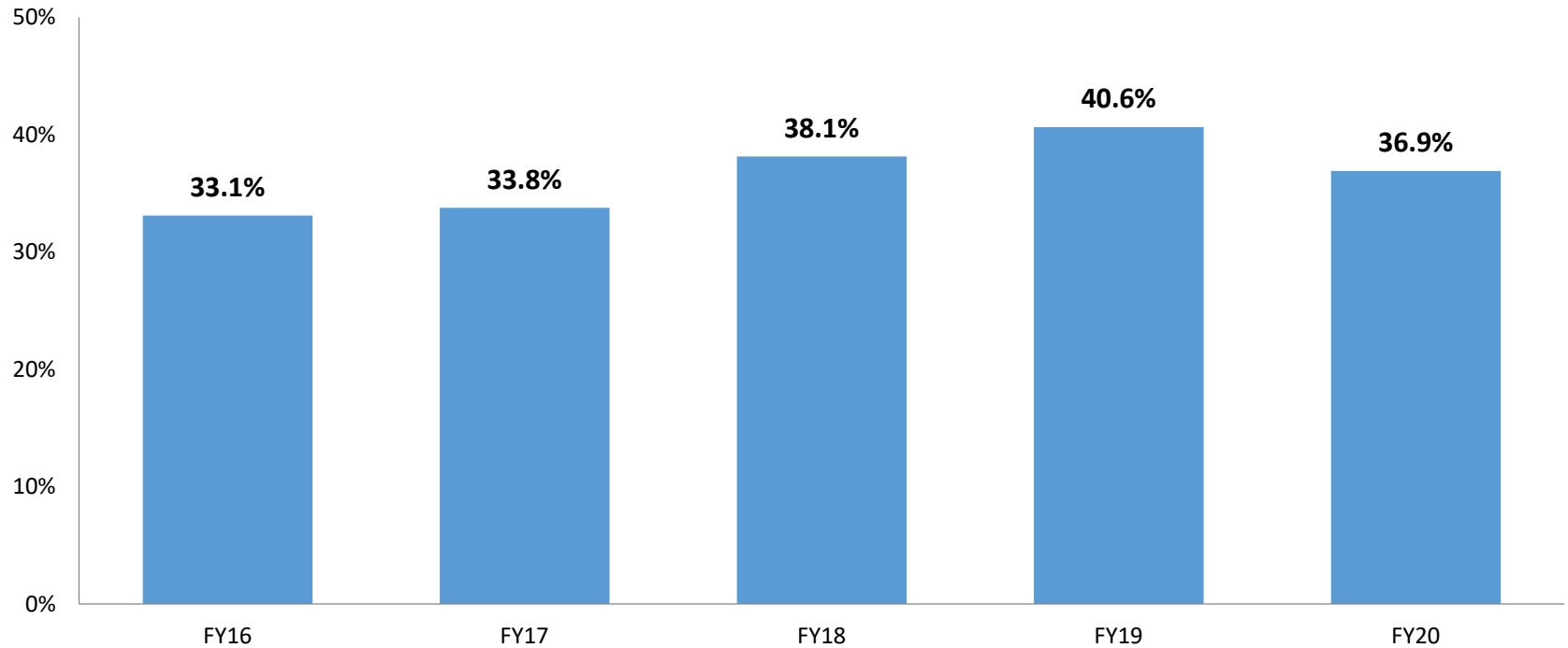


# Share Price Movement



*Rebased to 100*

# Backed by consistent dividend payouts



Note: The Net Profit considered for above calculation is excluding exceptional items

# Investor Contacts



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