



**Pidilite Industries Ltd.**

Q4 FY16/FY16

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.*



# Q4 FY16/FY16

## Financial Highlights



# Q4 FY16 Earnings Summary



	Net Revenue*	EBITDA	PBT**	PAT
<b>Standalone</b>	Rs 10,869 M	Rs 2,251 M	Rs 2,057 M	Rs 1,150 M
<b>YoY Growth</b>	+ 12.3 %	+ 61.6 %	+ 82 %	+ 49 %
<b>Consolidated</b>	Rs 12,409 M	Rs 2,384 M	Rs 2,153 M	Rs 1,515 M
<b>YoY Growth</b>	+ 18.9 %	+ 78.1 %	+ 109.1 %	+ 90.6 %

\* Net Revenue includes other operating income

\*\* PBT is before exceptional items

# FY16 Earnings Summary



	Net Revenue*	EBITDA	PBT**	PAT
<b>Standalone</b>	<b>Rs 47,345 M</b>	<b>Rs 11,203 M</b>	<b>Rs 10,403 M</b>	<b>Rs 7,030 M</b>
<b>YoY Growth</b>	<b>+ 7.6 %</b>	<b>+ 46.8 %</b>	<b>+ 51.6 %</b>	<b>+ 40.1 %</b>
<b>Consolidated</b>	<b>Rs 53,695 M</b>	<b>Rs 11,787 M</b>	<b>Rs 10,785 M</b>	<b>Rs 7,564 M</b>
<b>YoY Growth</b>	<b>+ 10.8 %</b>	<b>+ 51.8 %</b>	<b>+ 57.9 %</b>	<b>+ 48.7 %</b>

\* Net Revenue includes other operating income

\*\* PBT is before exceptional items

## Standalone

- Net Revenue grew by 12.3% in Q4 and 7.6% YTD.
- EBITDA grew by 61.6% in Q4 and 46.8% YTD as compared to last year, due to reduction in input costs.

## Consolidated

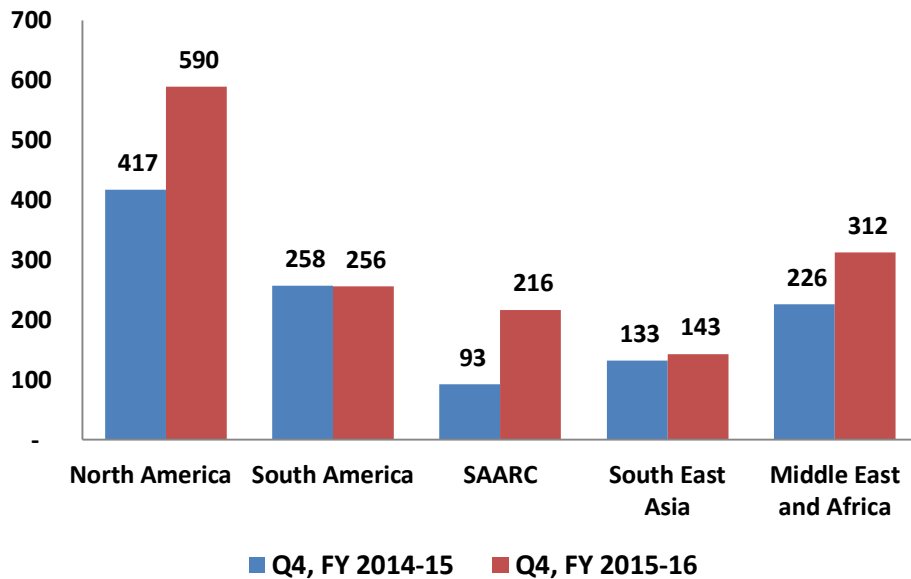
- Net Revenue grew by 18.9% in Q4 and by 10.8% YTD.
- The higher consolidated growth was mainly due to better performance of overseas subsidiaries and Nina Waterproofing (domestic subsidiary).
- EBITDA grew by 78.1% in Q4 and 51.8% YTD.

# Q4 FY16 Overseas Performance

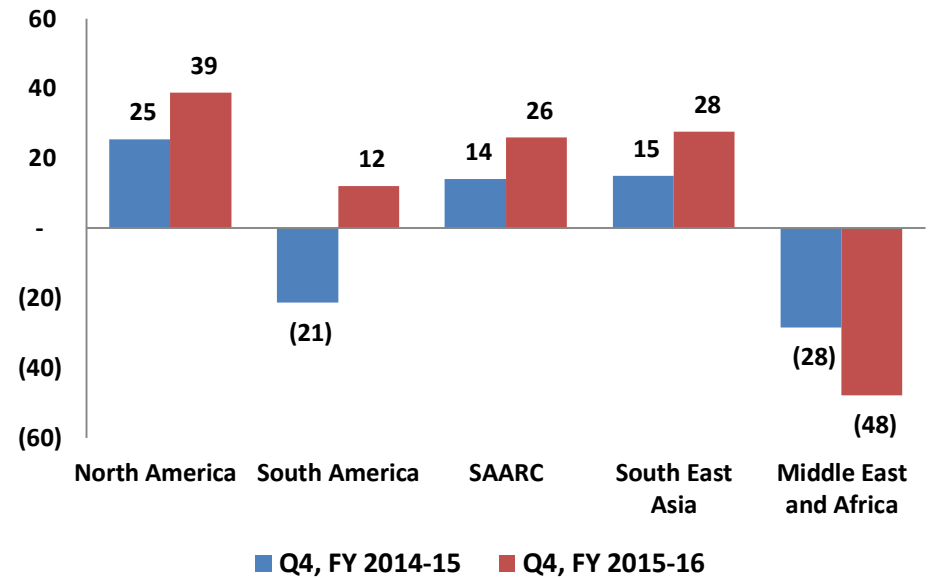


(in INR Million)

## Net Revenue



## EBITDA



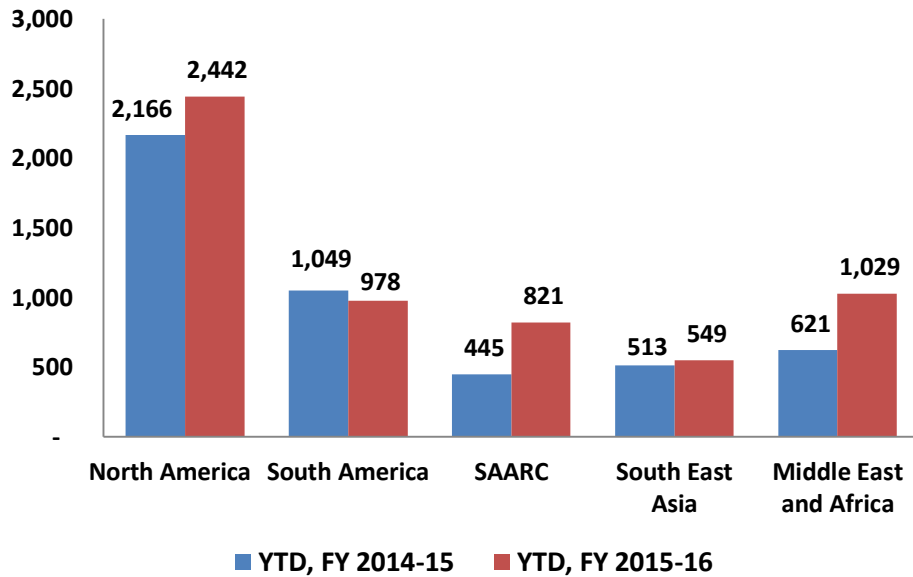
# Figures are reported as per constant currency

# FY16 Overseas Performance

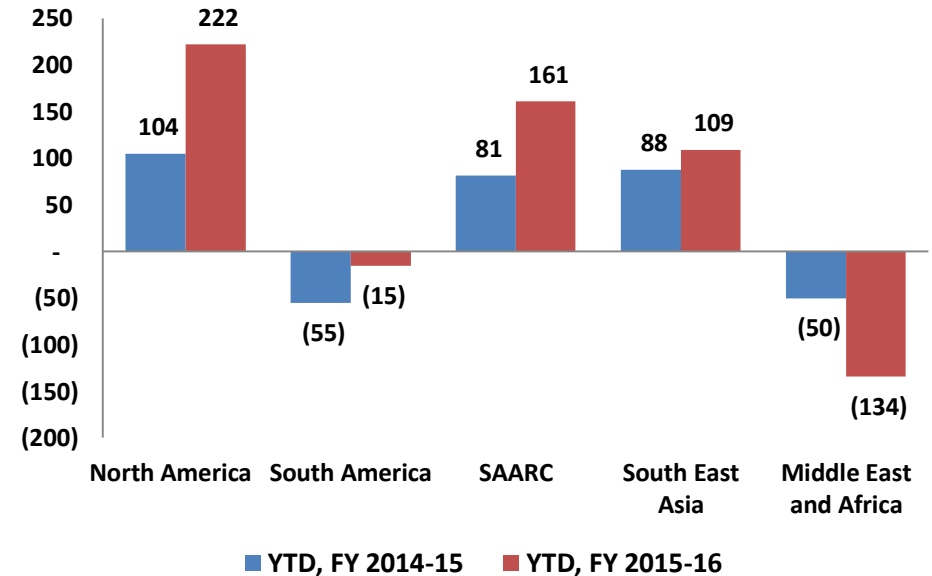


(in INR Million)

## Net Revenue



## EBITDA



# Figures are reported as per constant currency



# Company Overview



# Company Overview



Brand established in 1959.  
Pioneer in Consumer and  
Specialty Chemicals

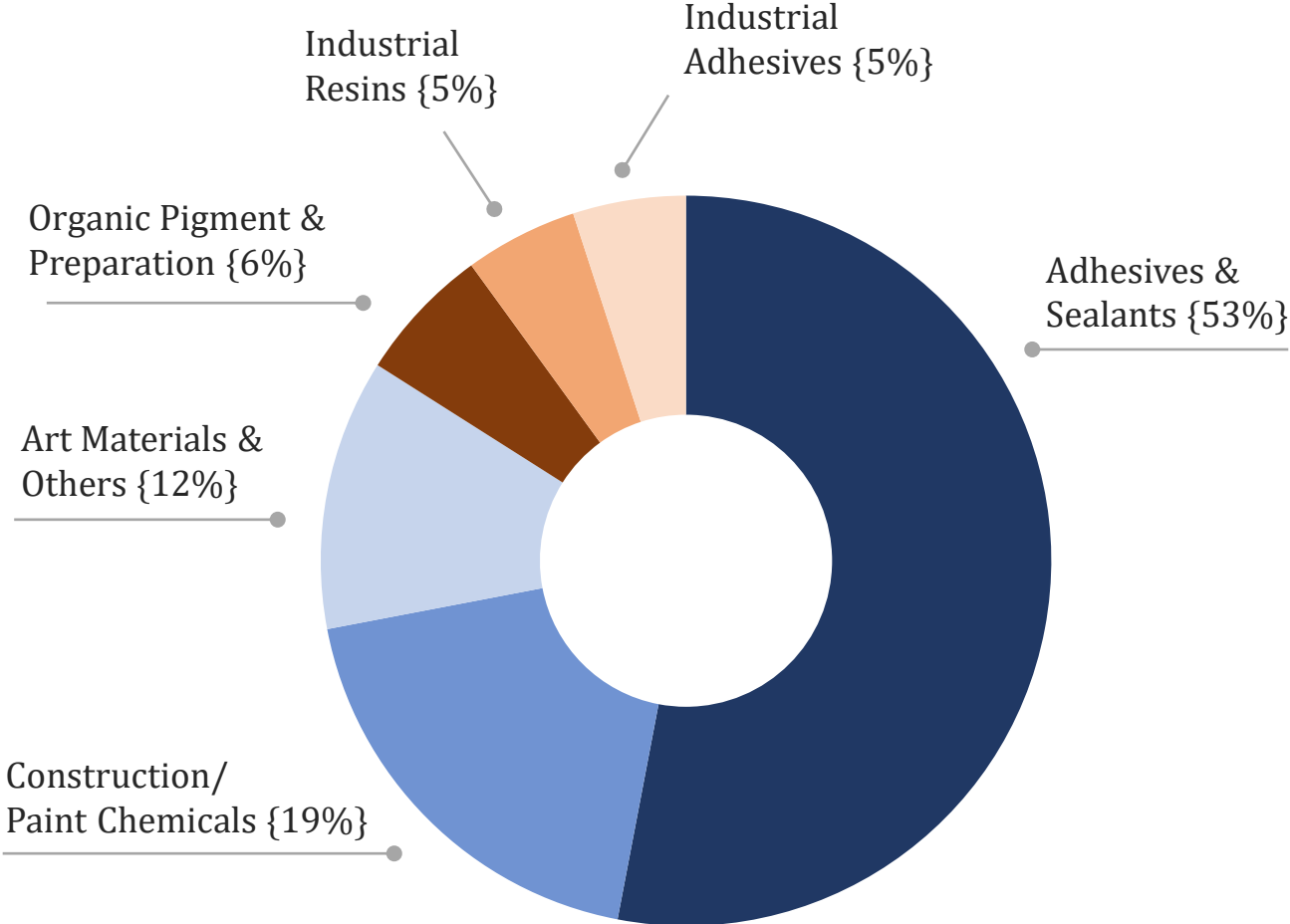
Adhesives & sealants,  
construction chemicals, art &  
craft products and polymer  
emulsions

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 2016



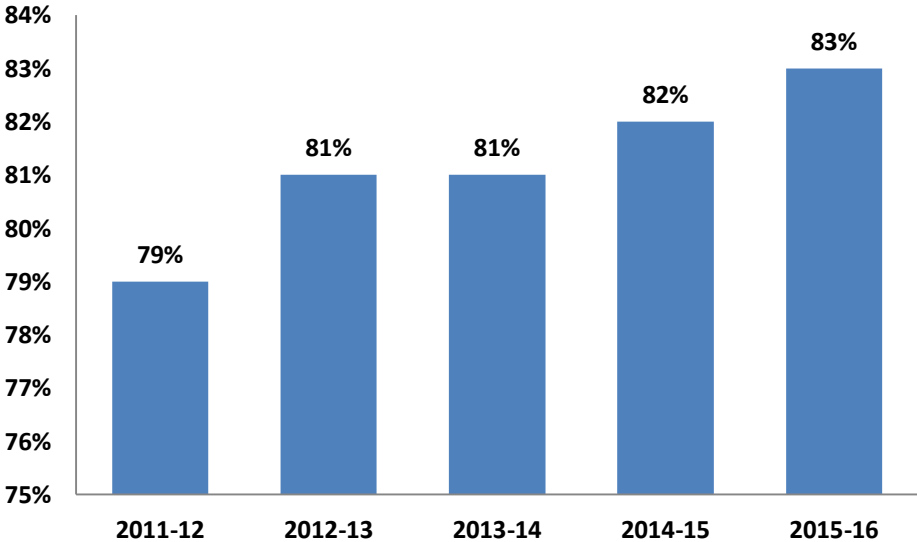
Numbers represent Percentage of Total Net Revenue

# 5-Year Performance by Business Segments

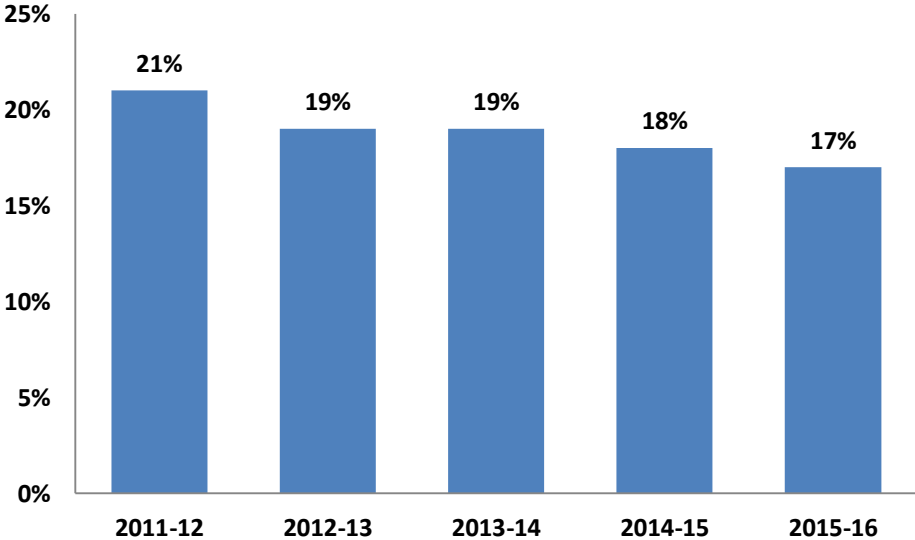


Numbers represent Percentage of Total Net Revenue

## Consumer and Bazaar Products



## Industrial Products



# Domestic Presence – India operations

- **5500+** SKUs of **500** products
- Gross Turnover of **Rs. 50,385 M** for FY 16
- **20** plants, **28** 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. 4,524 M** in **FY16**
- **16** Overseas subsidiaries – (5 Direct and 11 Step down) and 1 Joint Venture
- Total revenue from Overseas subsidiaries of **Rs. 5,819 M** in **FY 16**
- International manufacturing facility in Thailand, Singapore, Dubai, Brazil, US, Egypt and Bangladesh
- **Specific focus on Africa, Middle east, SAARC and emerging Asia**

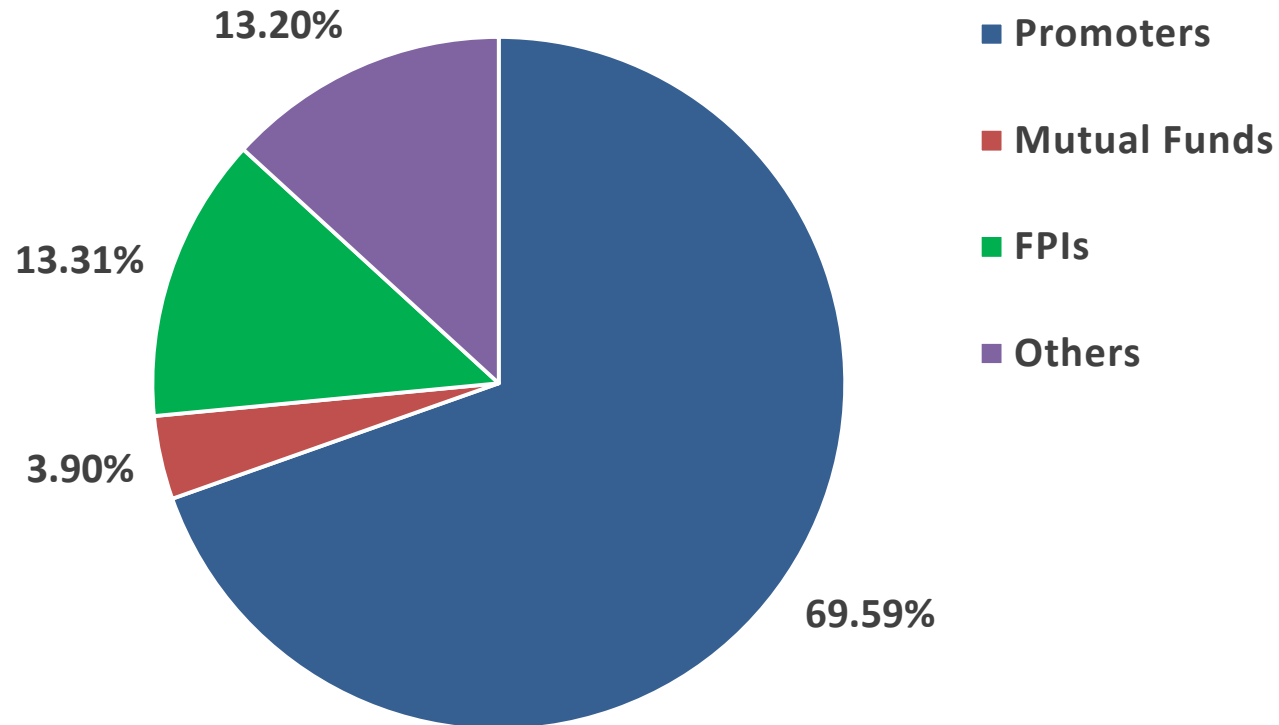


# Marketing/ Advertising

- 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.

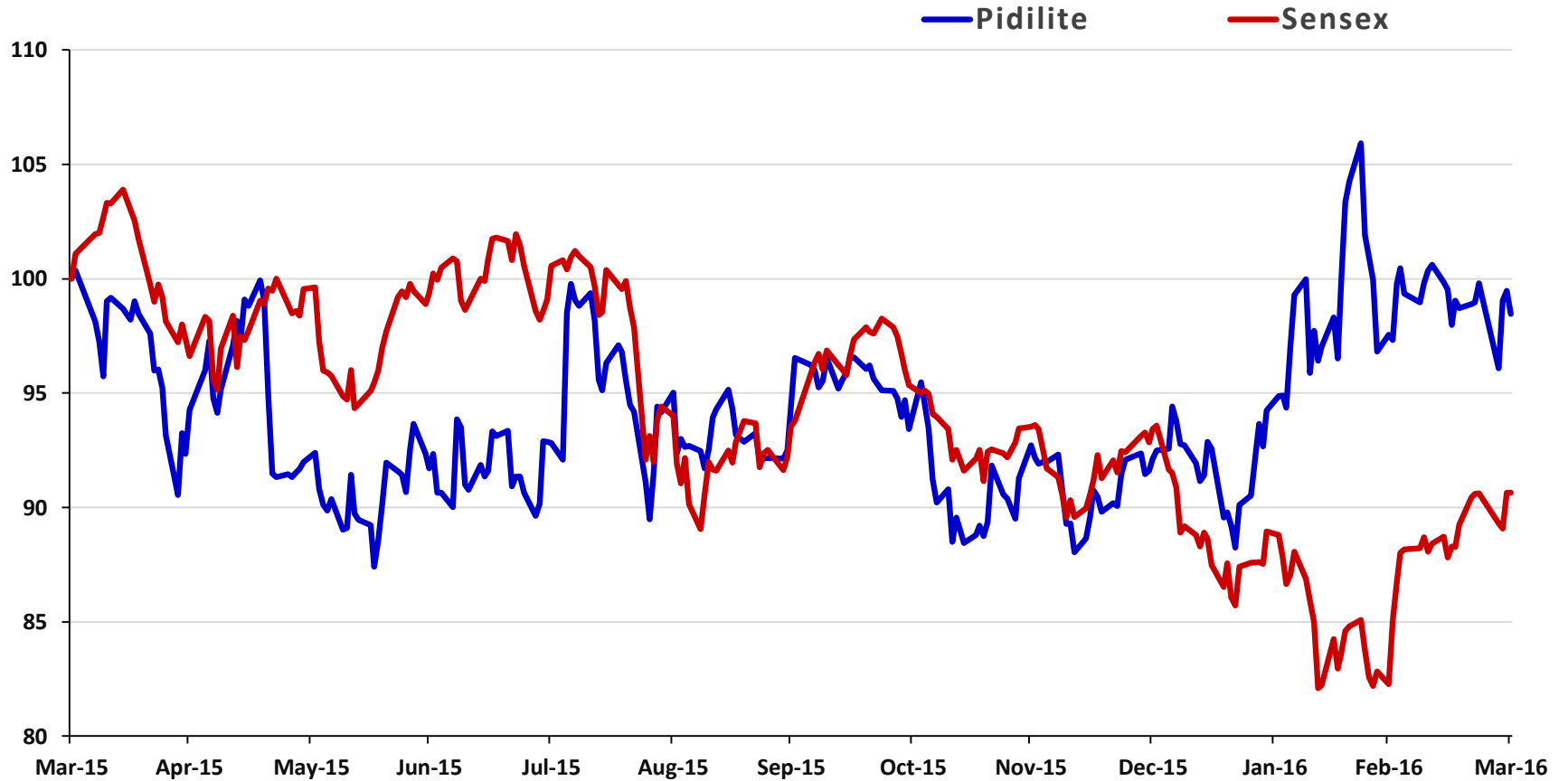


# Shareholding Pattern as of March 31, 2016



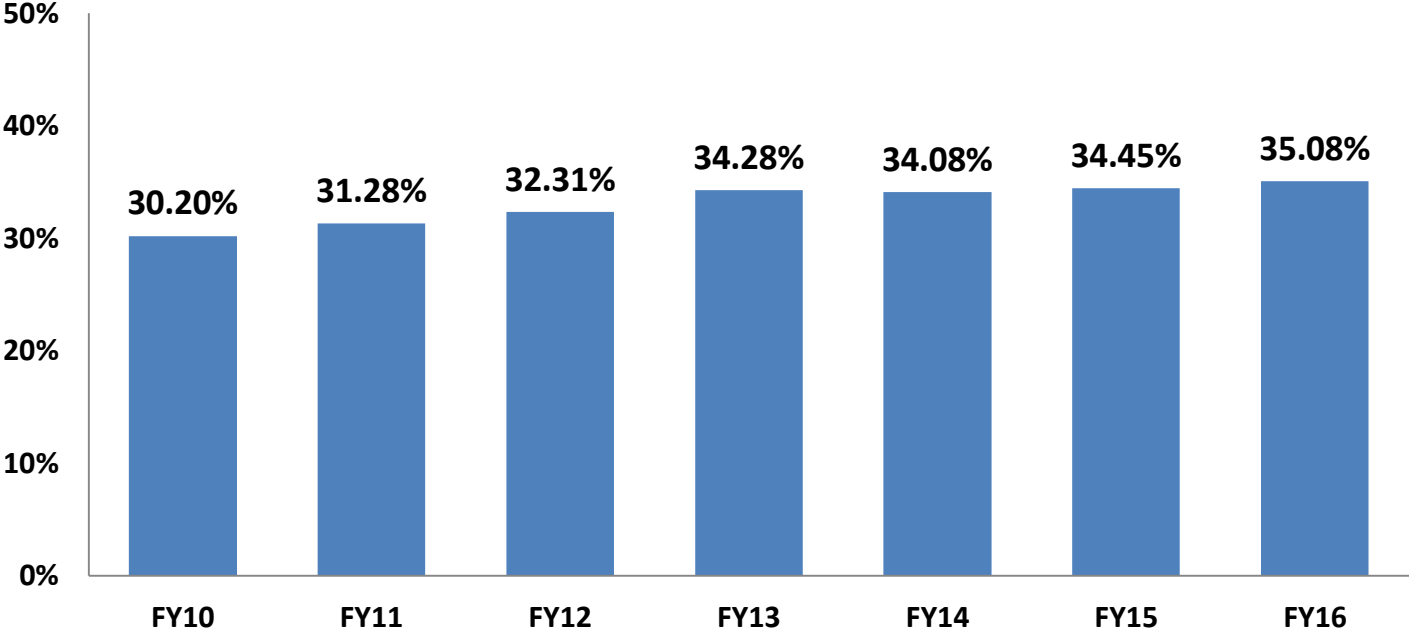


# Share Price Movement



*Rebased to 100*

# Backed by consistent dividend payouts



# Investor Contacts



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