



Pidilite Industries Ltd.



**Q2 FY18
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



Q2 FY18 Earnings Summary



	Net sales	EBITDA**	PBT	PAT
Standalone	Rs 1,348 Cr	Rs 373 Cr	Rs 383 Cr	Rs 261 Cr
YoY Growth	11.2%	21.3%	21.8%	15.4%
Consolidated	Rs 1,514 Cr*	Rs 377 Cr	Rs 377 Cr	Rs 253 Cr
YoY Growth	9%	16.9%	17.1%	9.4%

** EBITDA is before non operating income.

* Sales is excluding Cyclo.

H1 FY18 Earnings Summary



	Net sales	EBITDA**	PBT	PAT
Standalone	Rs 2,682 Cr	Rs 679 Cr	Rs 701 Cr	Rs 478 Cr
YoY Growth	4.1%	- 2.2%	0%	- 4.1%
Consolidated	Rs 3,012* Cr	Rs 698 Cr	Rs 707 Cr	Rs 479 Cr
YoY Growth	2.9%	-2.6%	-0.7%	-4.8%

** EBITDA is before non operating income.

*Sales is excluding Cyclo.

Standalone

- Net sales at Rs. 1,348 Cr grew by 11.2% in Q2.
- Material cost, as a % to sale, is higher than the same quarter last year by 33 Bps.
- EBITDA, before non-operating income, at Rs 373 Cr grew by 21.3% in Q2.

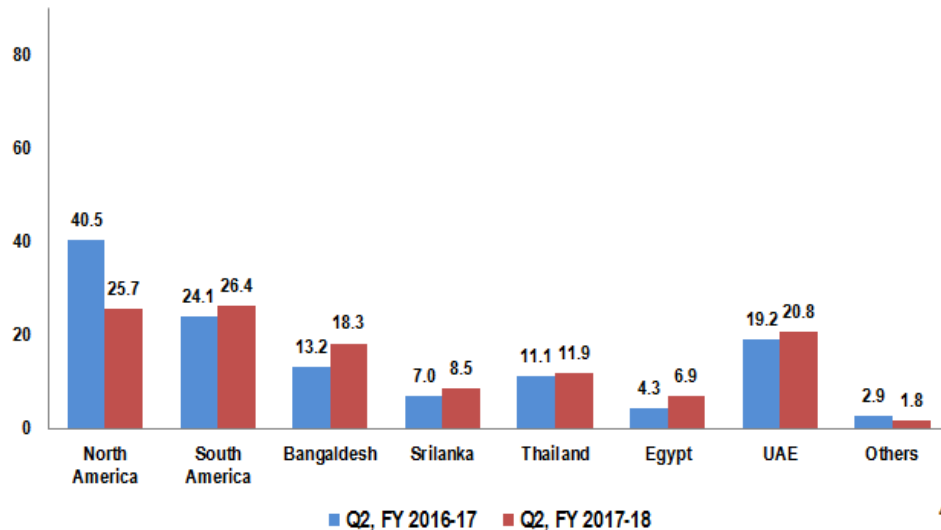
Consolidated

- Net sales(excluding the sales of Cyclo division of Pidilite USA Inc. which was sold by Pidilite USA Inc. in June,2017) at Rs. 1,514 Cr grew by 9% in Q2.
- EBITDA, before non-operating income, at Rs 377 Cr grew by 16.9% in Q2.

Q2 FY18 Overseas Performance

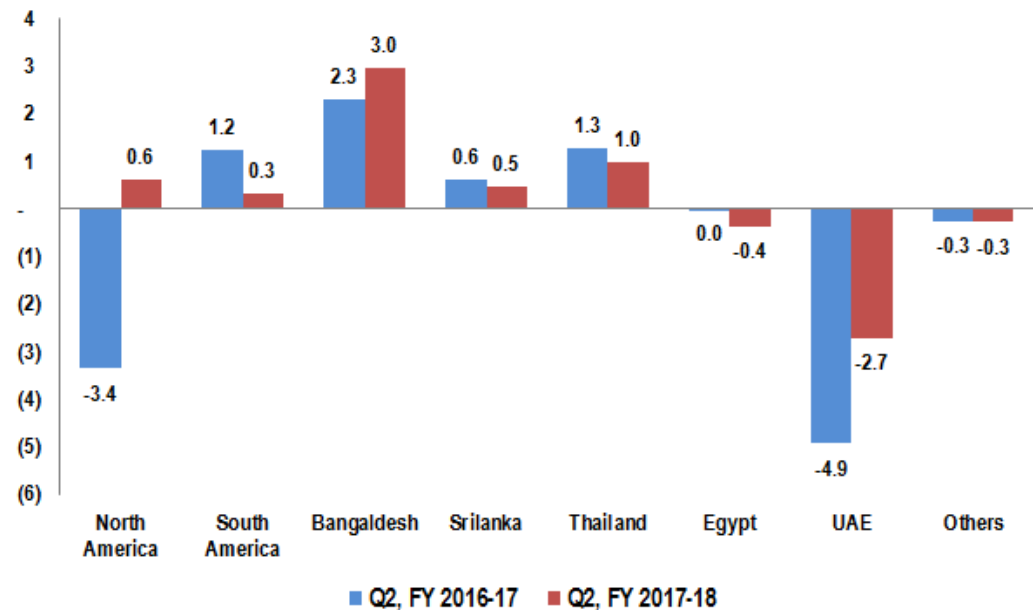


(in INR Crores)



Net Sales

EBITDA



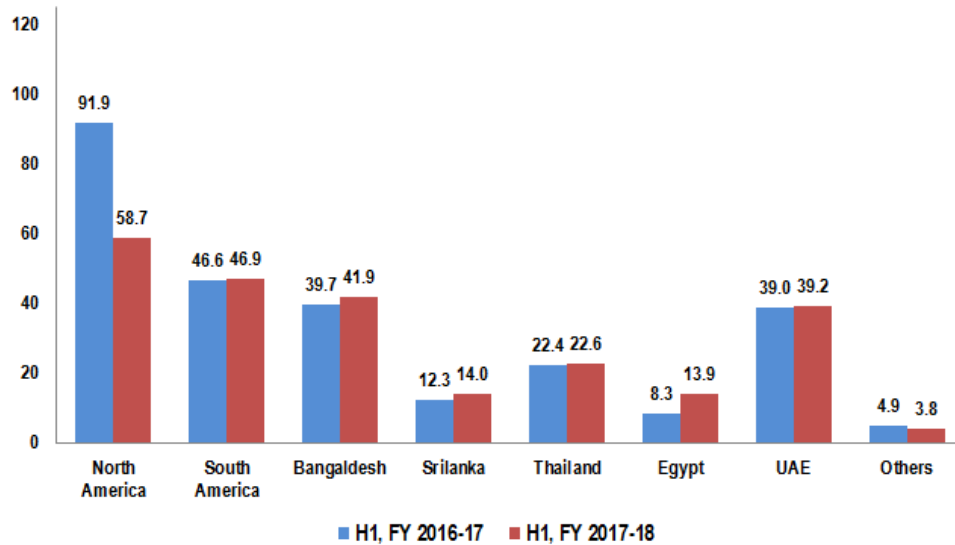
Figures are reported as per constant currency.

#Net sales and EBITDA are excluding Cyclo.

H1 FY18 Overseas Performance

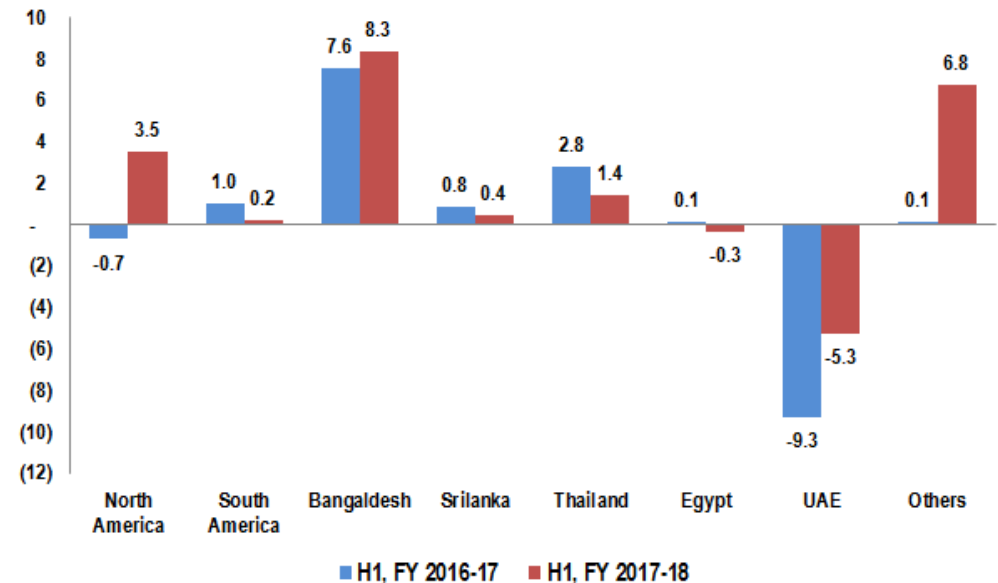


(in INR Crores)



Net Sales

EBITDA



Figures are reported as per constant currency.

#Net sales and EBITDA are excluding Cyclo.

Company Overview



Company Overview

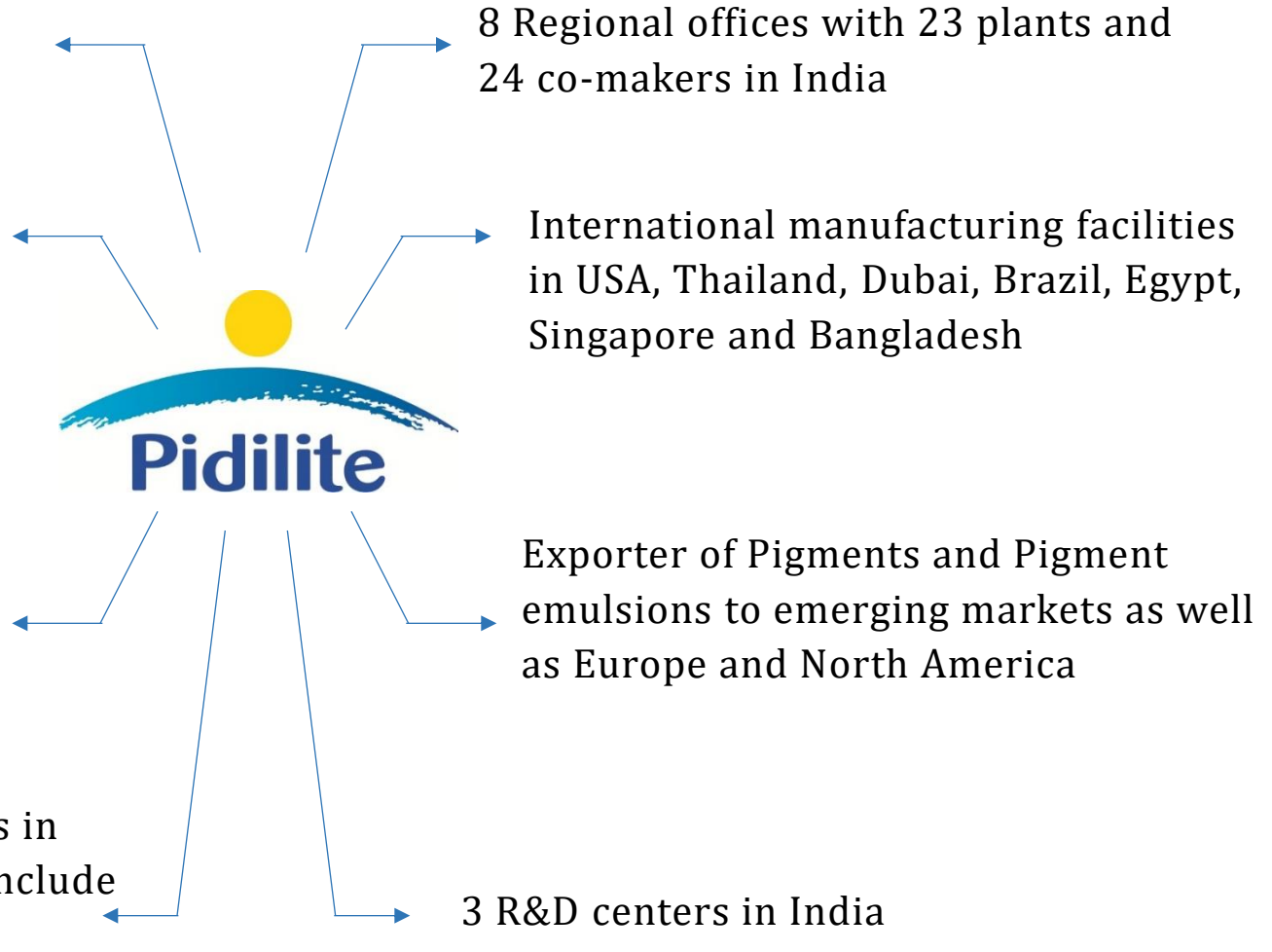


Brand established in 1959.
Pioneer in Consumer and
Specialty Chemicals

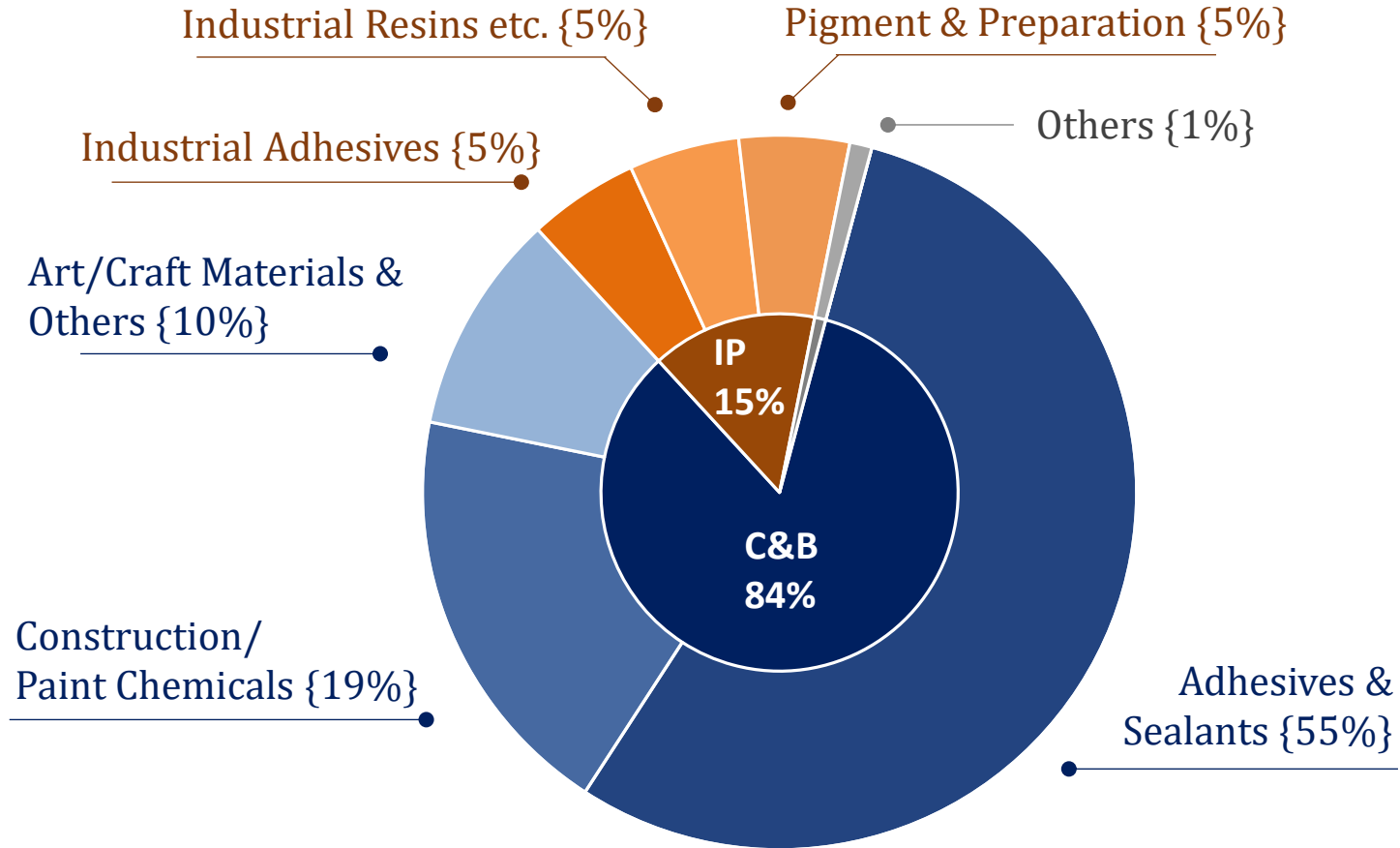
Adhesives & sealants,
construction chemicals, art &
craft products and polymer
emulsions

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 2017



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

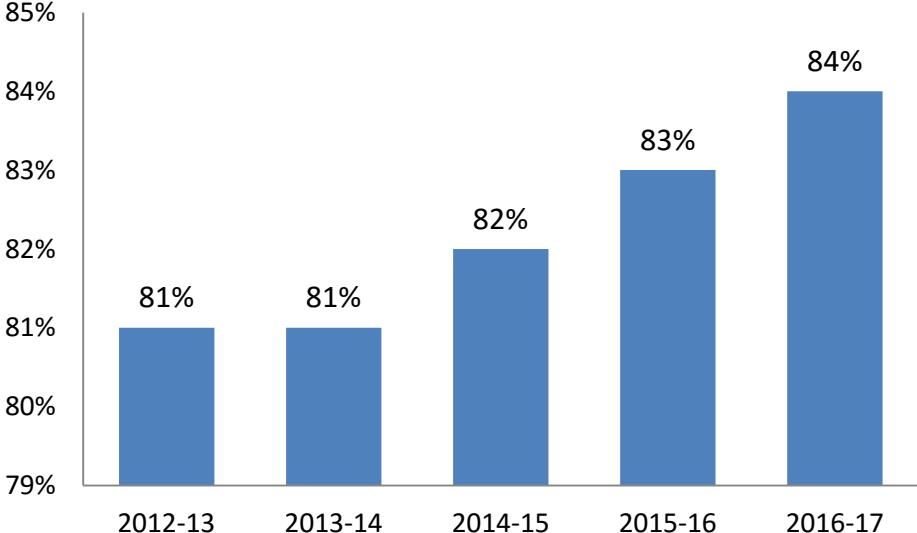
Standalone Results – % of Total Net Revenue

5-Year Performance by Business Segments

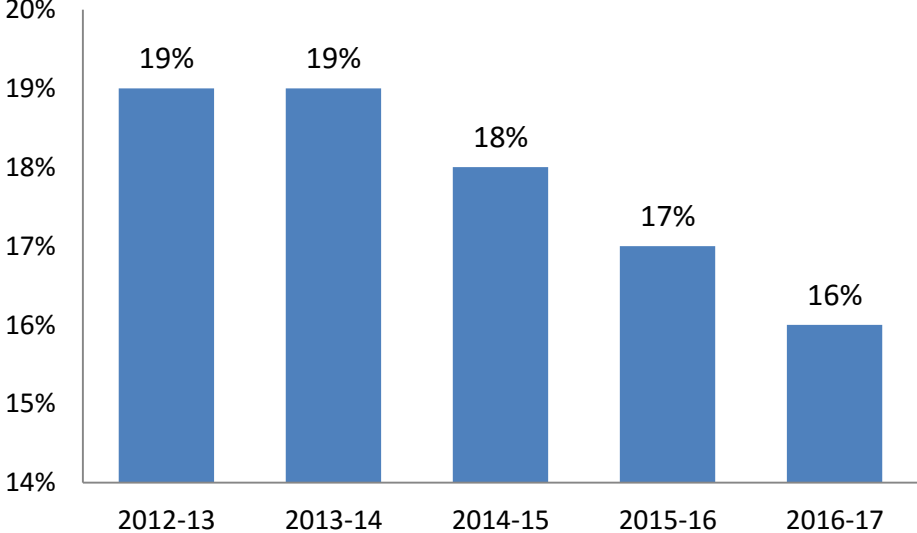


Numbers represent Percentage of Total Net Revenue

Consumer and Bazaar Products



Industrial Products



Domestic Presence – India operations

- **5200+** SKUs of **500** products
- Gross Turnover (domestic) of **Rs. 5,720 Cr** for FY17
- **23** plants, **24** Co-makers
- **5671** distributors
- **30** warehouses
- **8** regional offices & **2** RDCs



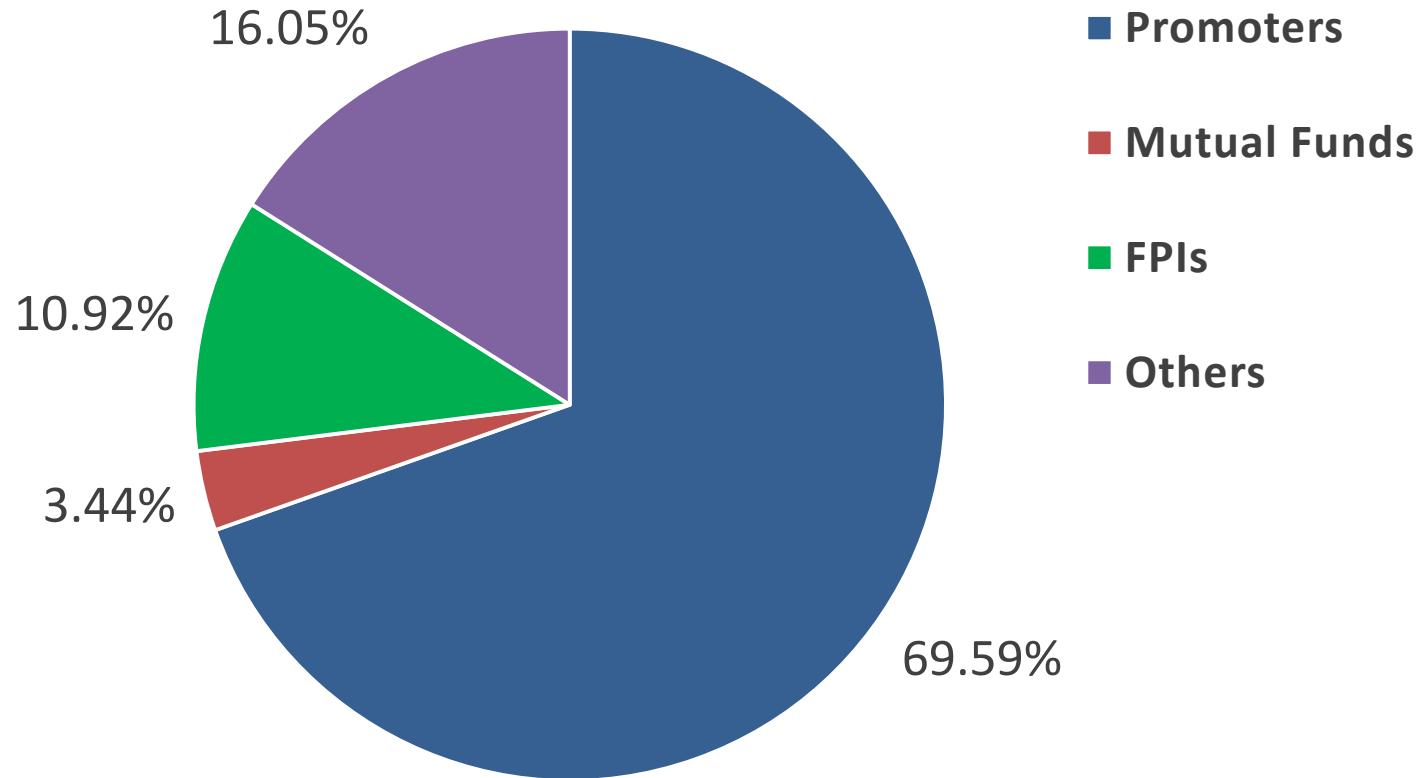
- Exports to more than **80** countries. Major exports to Middle East, Africa, USA & Europe.
- Export Turnover of **Rs. 484 Cr** in **FY17**.
- **17** Overseas subsidiaries – 5 Direct and 12 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 599 Cr** in **FY17**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore and Bangladesh.
- Specific focus **growing business in Bangladesh , Sri Lanka and Egypt**.
- Manufacturing facility planned in **Sri Lanka** and **Ethiopia** this year. Additional manufacturing facility planned in **Bangladesh**.

Marketing/ Advertising

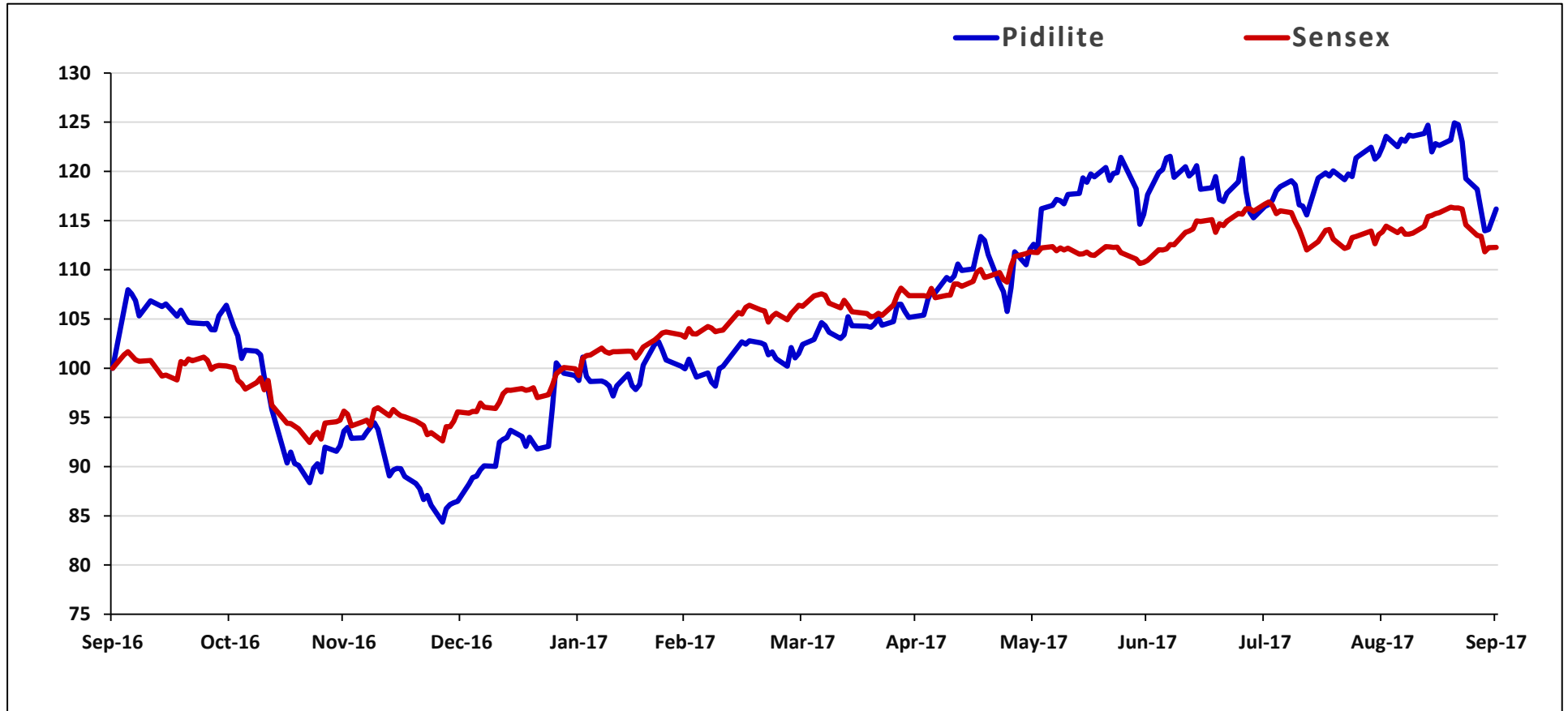
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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 September 30, 2017

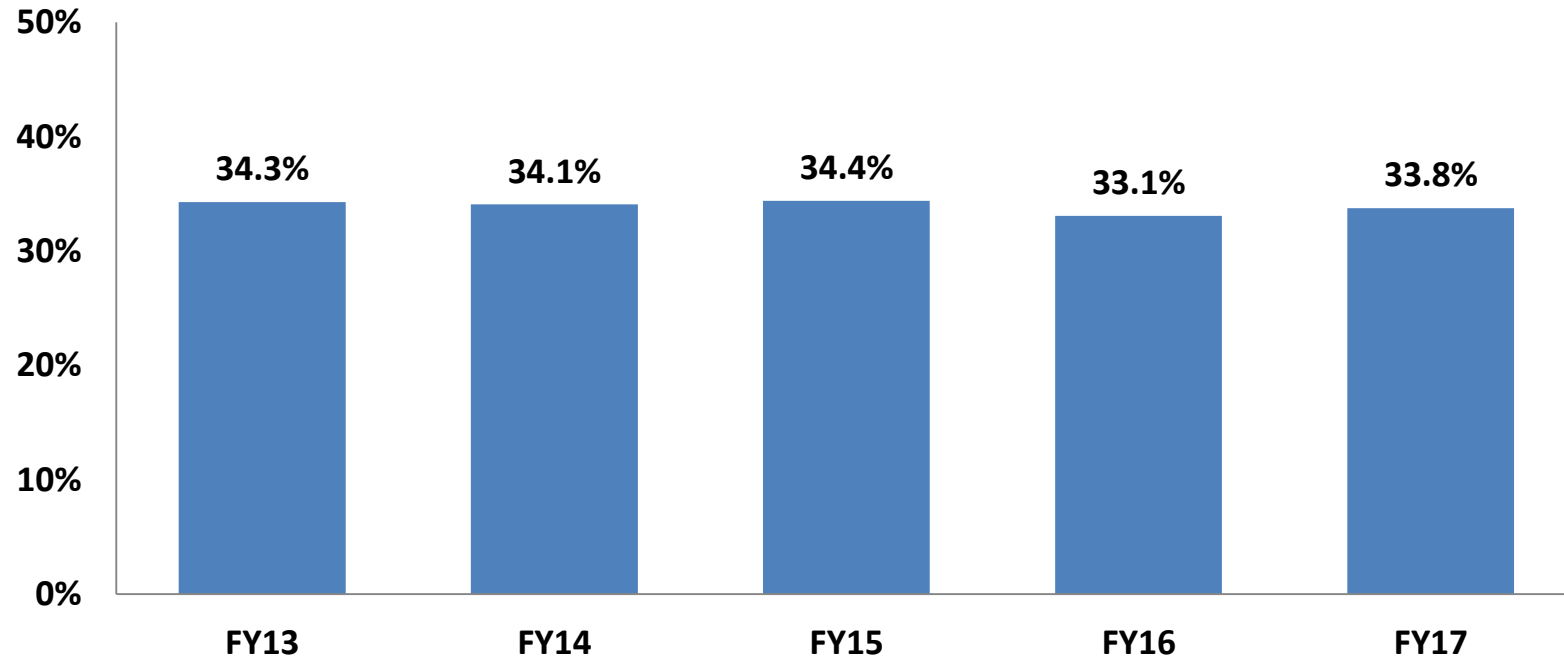


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

Investor Contacts



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