

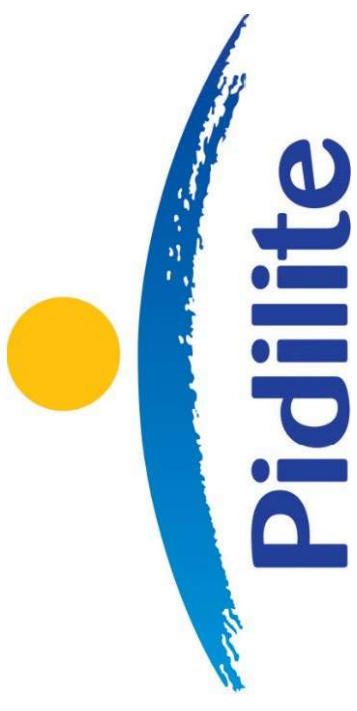
Disclaimer



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



Q4FY18 Earnings Summary



	Net Sales #	EBITDA **	PBT	PAT
Standalone	Rs 1,261 Cr	Rs 255 Cr	Rs 278 Cr	Rs 238 Cr
YoY Growth	14.5%	-0.3%	7.5%	235.4%
Consolidated*	Rs 1,473 Cr	Rs 274 Cr	Rs 292 Cr	Rs 248 Cr
YoY Growth	19.8%	5.1%	16.0%	57.4%

On Comparable basis after reflecting accounting impact of GST

* Net Sales is excluding Cyclo

** EBITDA is before non operating income

FY18 Earnings Summary



	Net Sales #	EBITDA**	PBT	PAT
Standalone	Rs 5,281 Cr	Rs 1,294 Cr	Rs 1,331 Cr	Rs 955 Cr
YoY Growth	12%	5.3%	7.4%	23.4%
Consolidated*	Rs 5,989 Cr	Rs 1,344 Cr	Rs 1,354 Cr	Rs 966 Cr
YoY Growth	11.5%	6.0%	9.0%	11.9%

On Comparable basis after reflecting accounting impact of GST

* Net Sales is excluding Cyclo

** EBITDA is before non operating income

Comments on Financial Performance



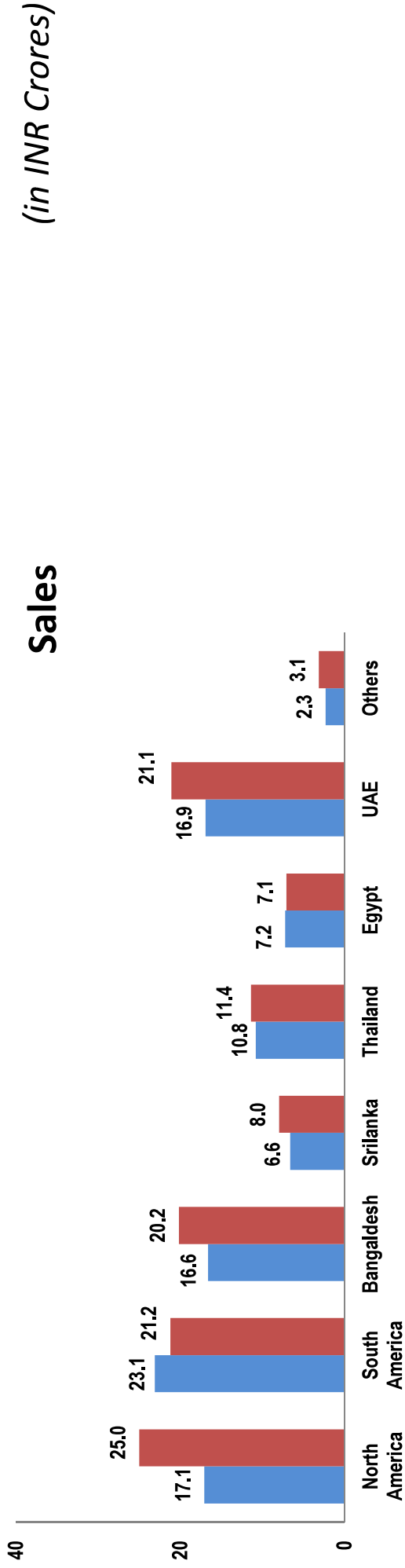
Standalone

- Net Sales grew by 14.5% in Q4.
- EBITDA, before non-operating income, at Rs 255 Cr declined by 0.3% in Q4.

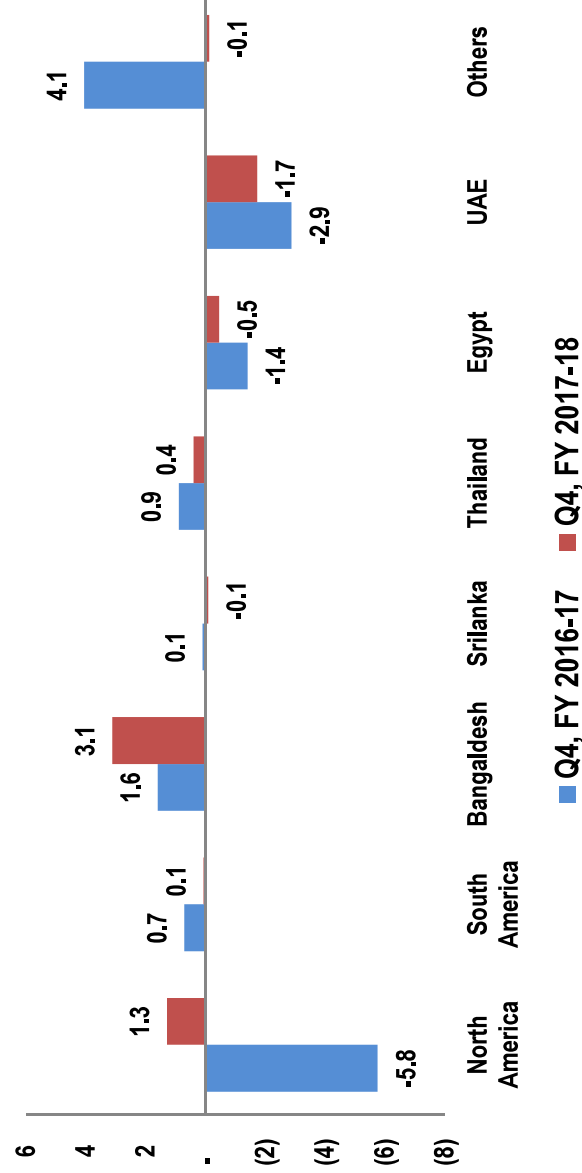
Consolidated

- Net Sales grew by 19.8% in Q4 (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 274 Cr grew by 5.1% in Q4.

Q4FY18 Overseas Performance



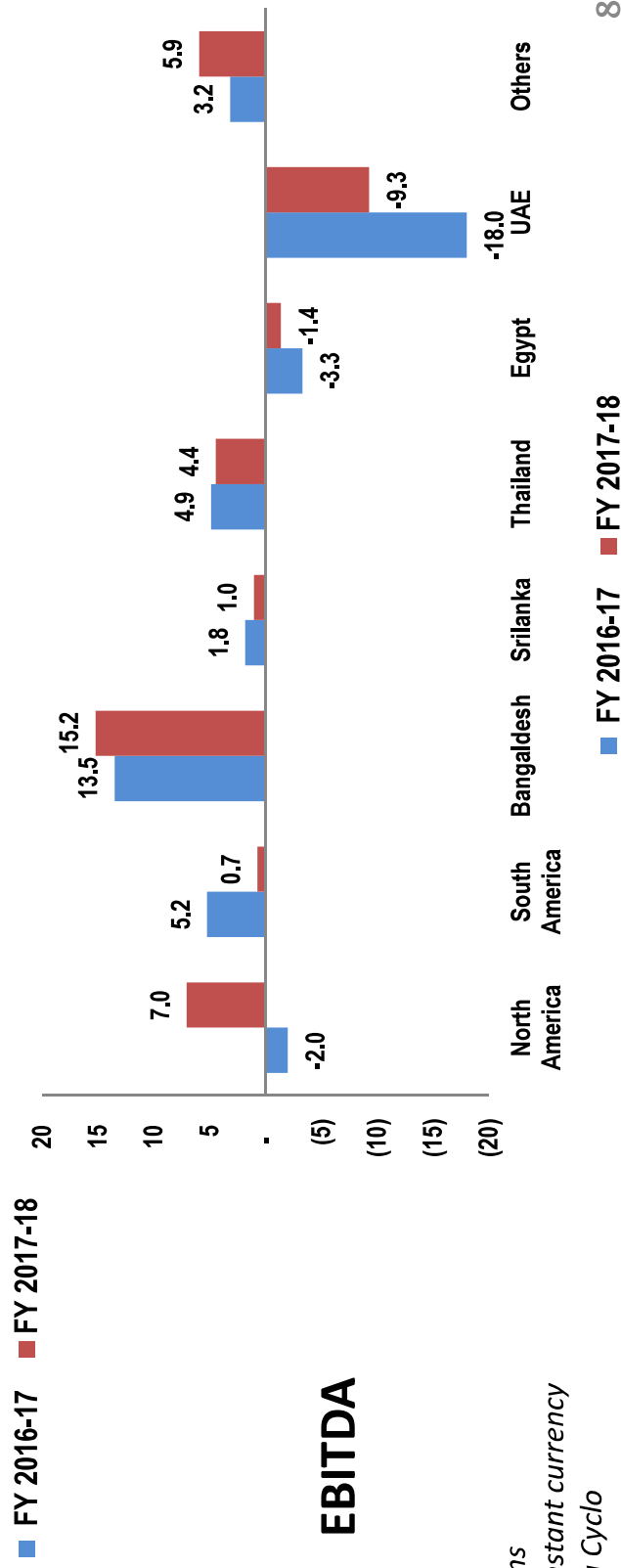
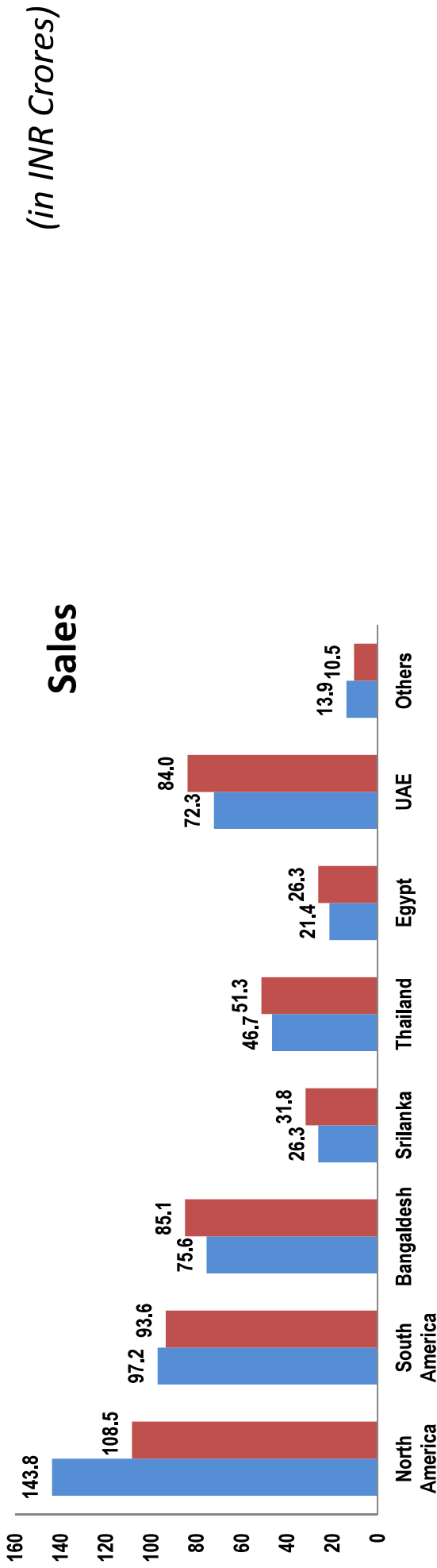
■ Q4, FY 2016-17 ■ Q4, FY 2017-18



EBITDA

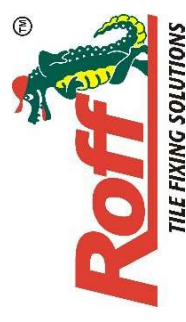
EBITDA is before exception items
 Figures are reported as per constant currency
 Sales and EBITDA are excluding Cyclo

FY18 Overseas Performance

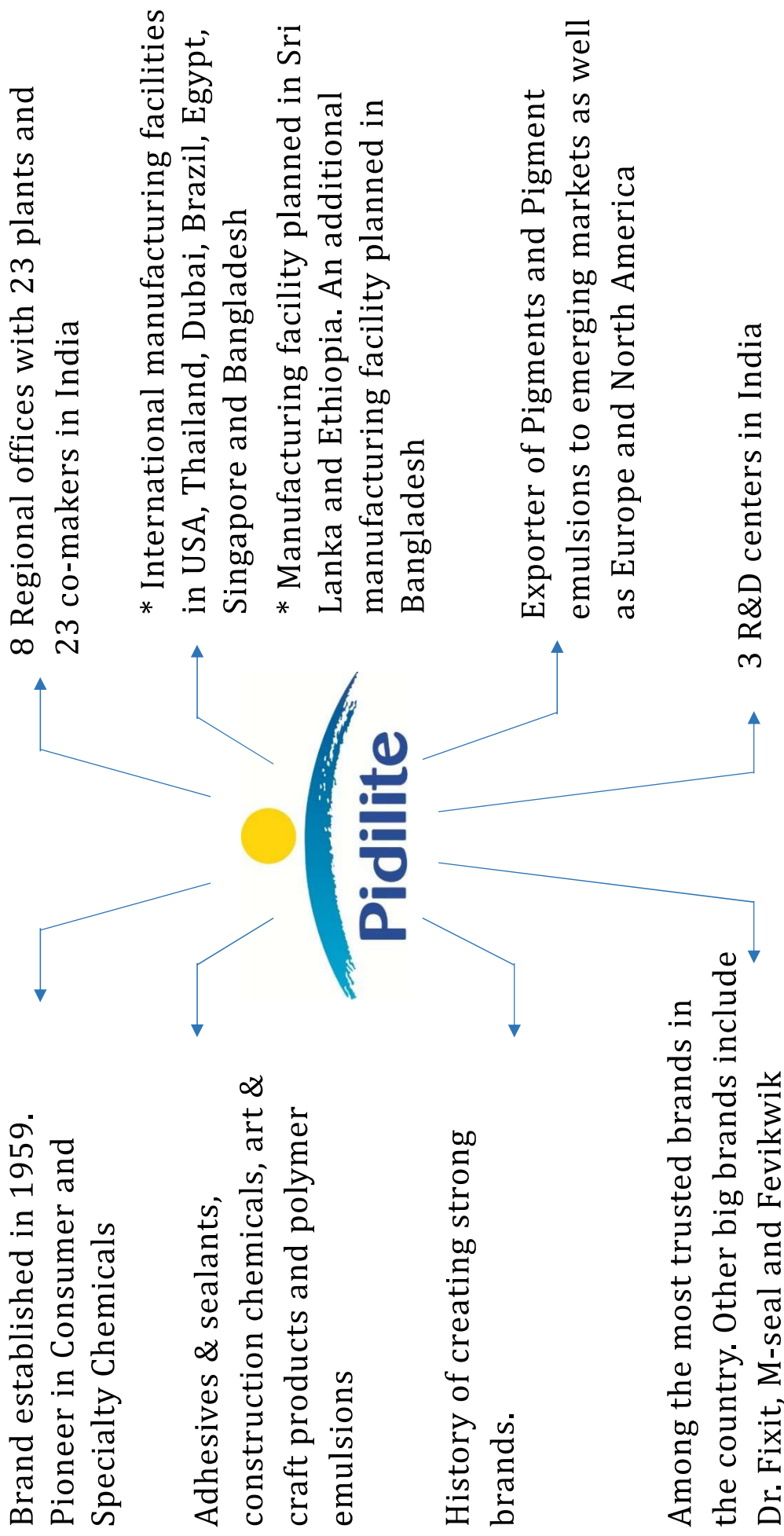


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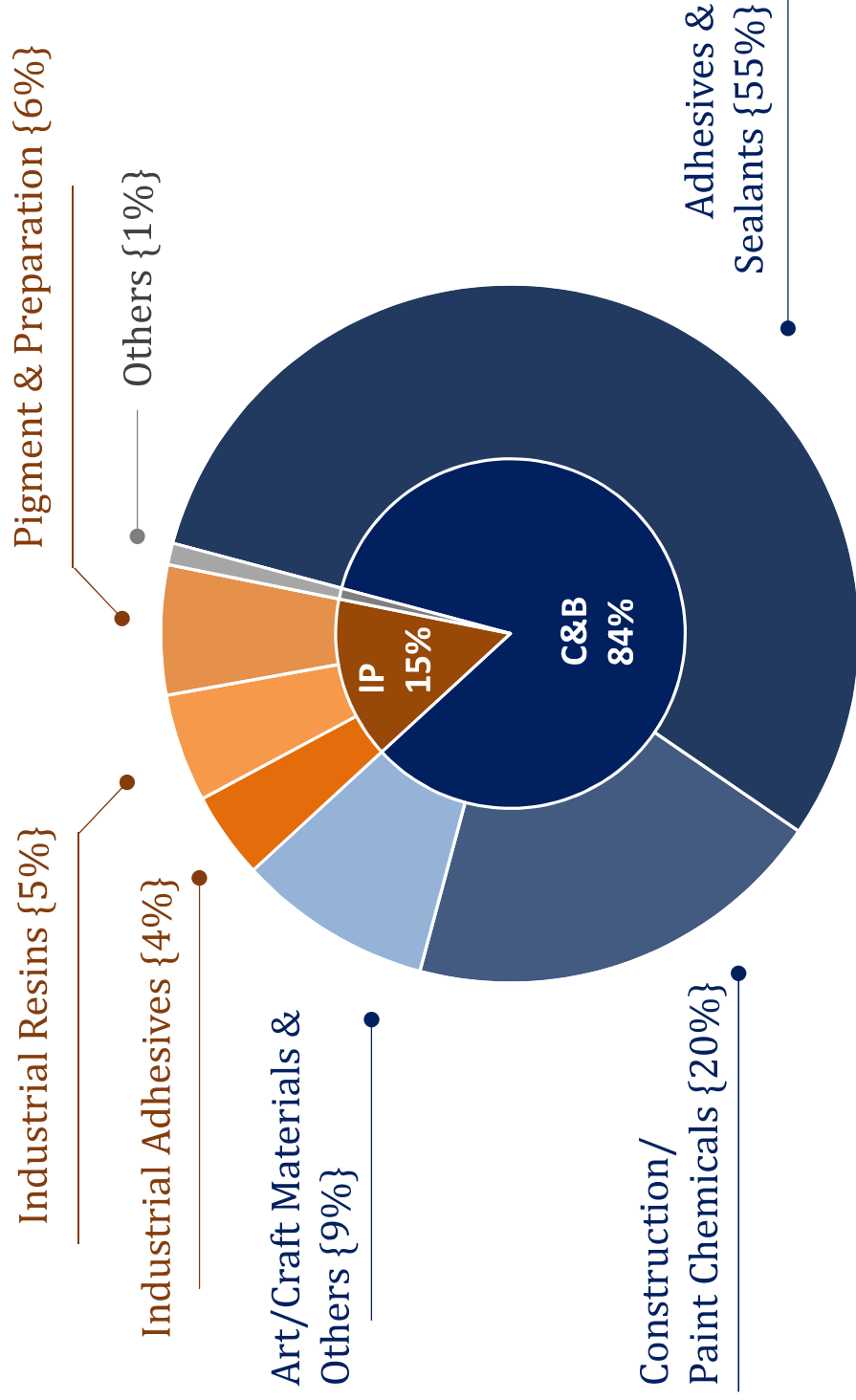
Company Overview



Company Overview



Industry Segment Composition as on March 2018



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

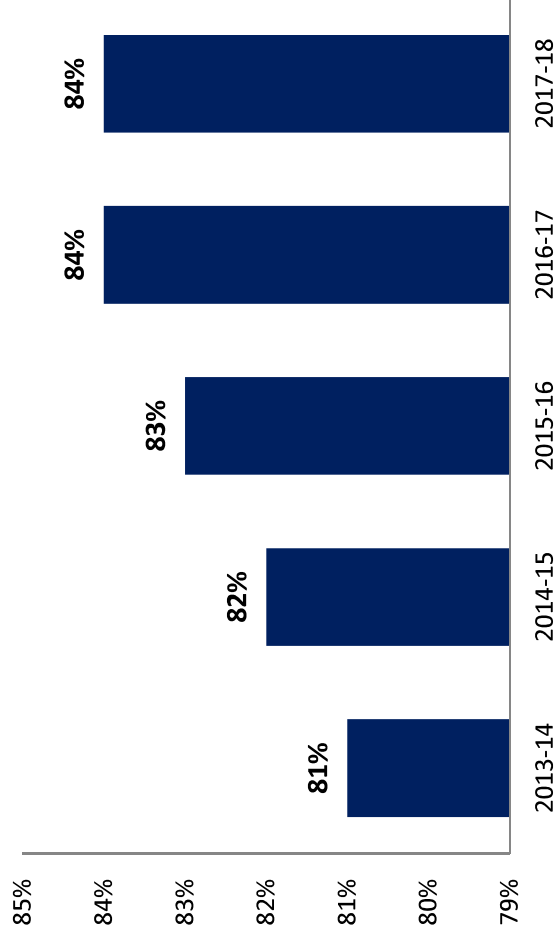
Standalone Results – % of Total Sales

5-Year Performance by Business Segments



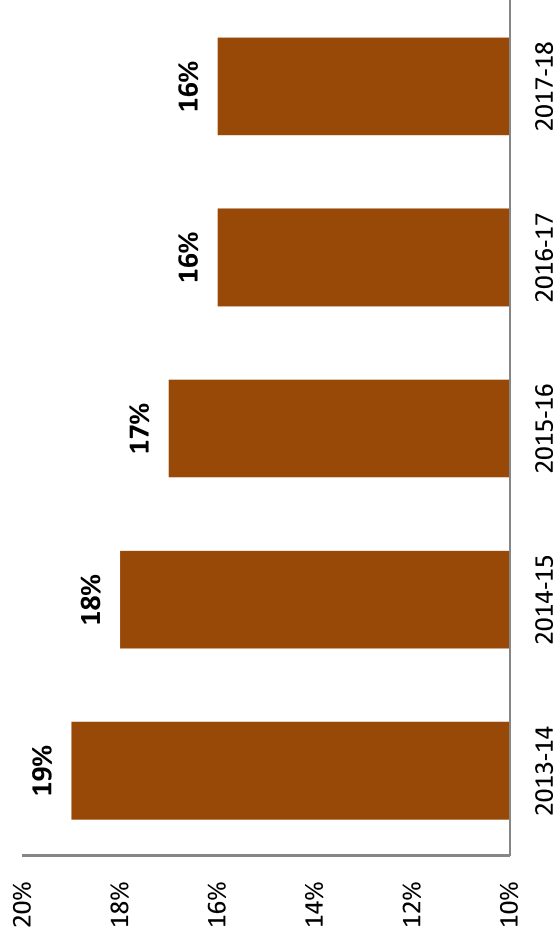
Numbers represent Percentage of Total Sales

Consumer and Bazaar Products



Industrial Products

IP includes Others also



Domestic Presence – India operations



- 5200+ SKUs of 500 products
- 5,283 distributors
- Gross Turnover (domestic) of Rs. 5,382 Cr for FY18
- 27 warehouses
- 23 plants, 23 Co-makers
- 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 and Bangladesh.
- Specific focus on **growing business in Bangladesh , Sri Lanka and Egypt**.
- Manufacturing facility planned in **Sri Lanka and Ethiopia**. An additional manufacturing facility planned in **Bangladesh**.

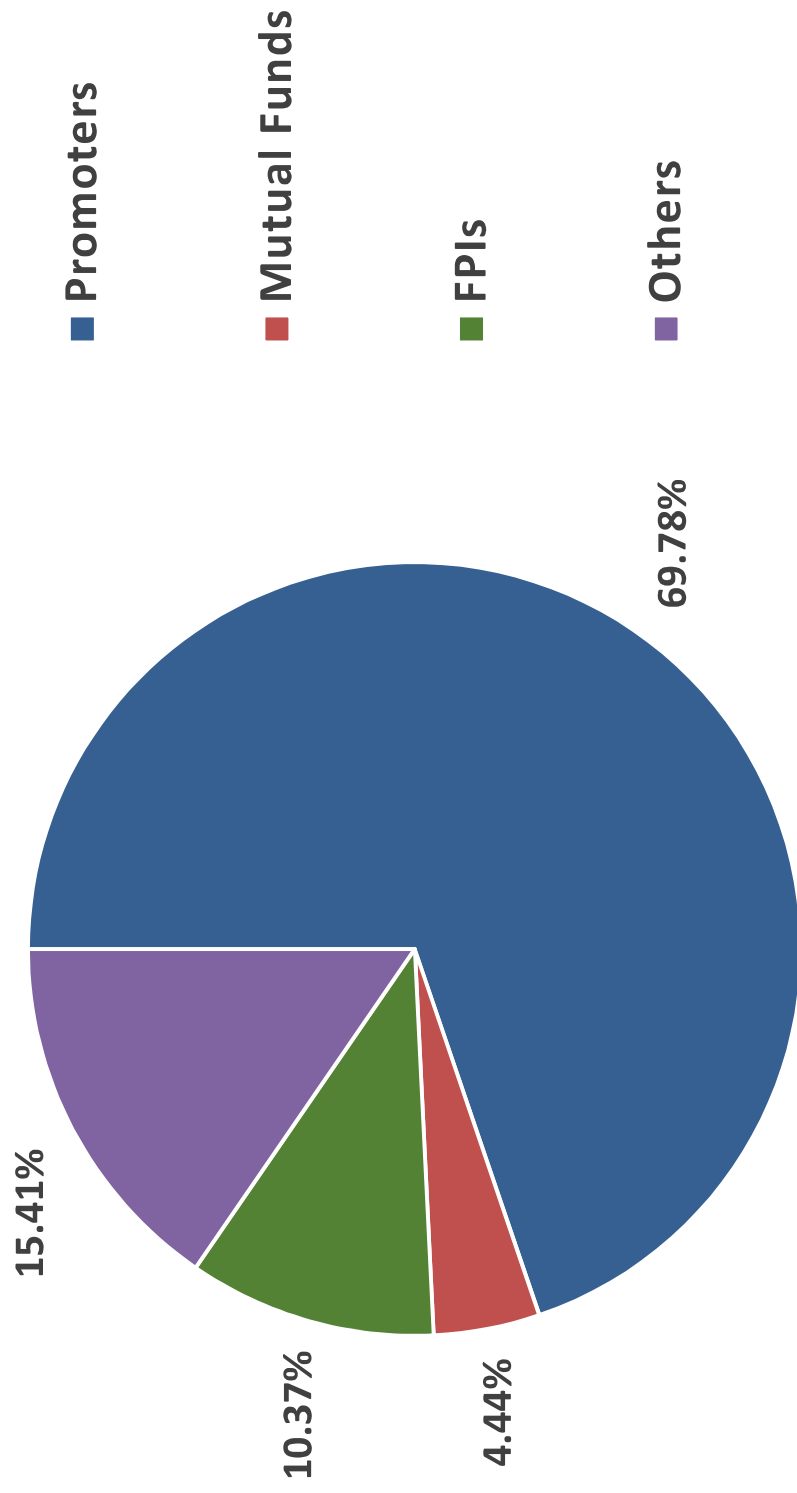
Marketing/ Advertising



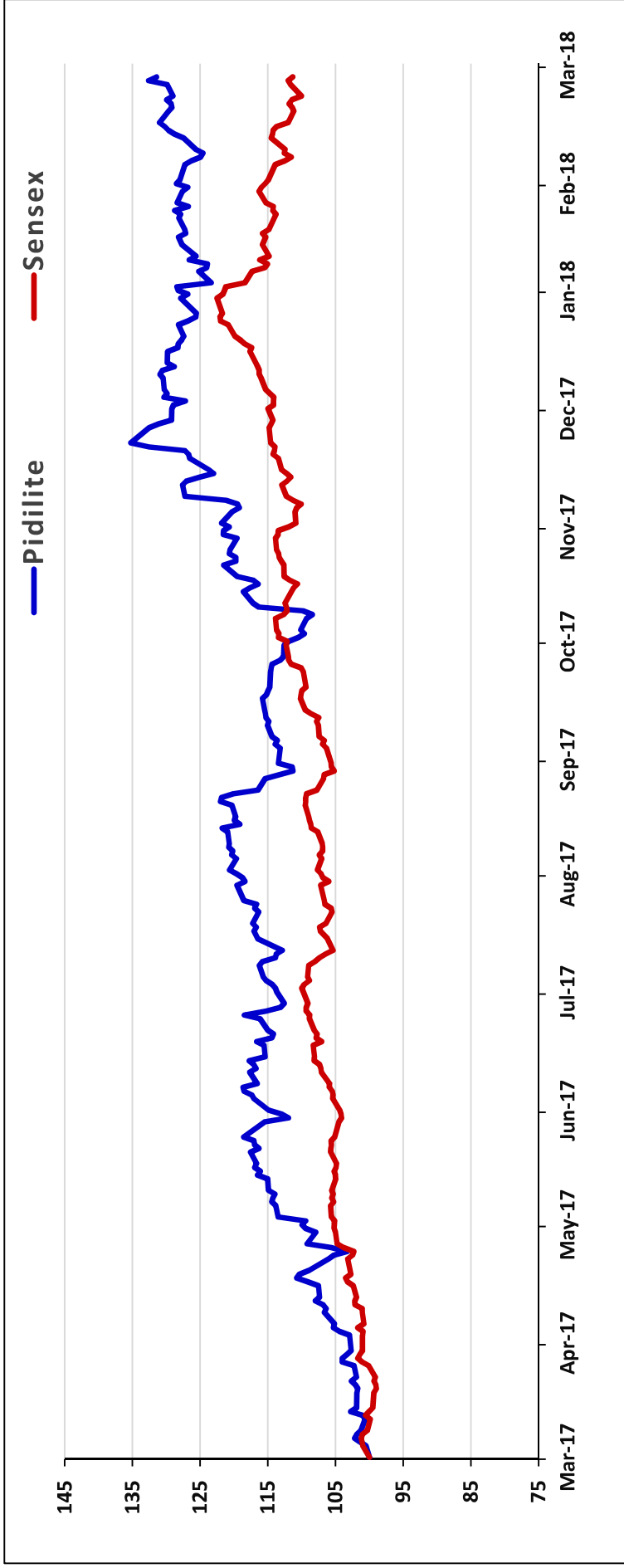
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl,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



Share Price Movement

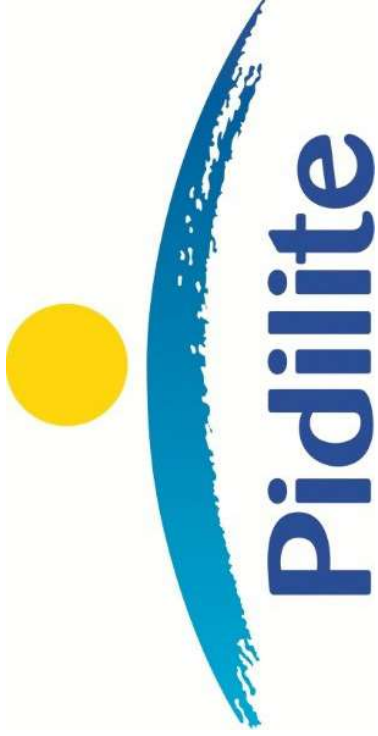


Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

Investor Contacts



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