

Pidilite Industries Ltd.



**Q3FY19
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



Q3FY19 Earnings Summary



	Net Sales	EBITDA **	PBT	PAT
Standalone	Rs 1,580 Cr	Rs 327 Cr	Rs 332 Cr	Rs 225 Cr
YoY Growth	15.6%	-9.1%	-6.0%	-6.0%
Consolidated	Rs 1,838 Cr	Rs 337 Cr	Rs 331 Cr	Rs 220 Cr
YoY Growth	19.8%	-9.5%	-7.8%	-8.3%

** EBITDA is before non operating income

9MFY19 Earnings Summary



	Net Sales #	EBITDA **	PBT	PAT
Standalone	Rs 4,681 Cr	Rs 1,035 Cr	Rs 1,094 Cr	Rs 736 Cr
YoY Growth	16.4%	-0.4%	3.8%	2.7%
Consolidated*	Rs 5,404 Cr	Rs 1,091 Cr	Rs 1,062 Cr	Rs 692 Cr
YoY Growth	19.6%	1.9%	-0.4%	-3.8%

On Comparable basis after reflecting accounting impact of GST (excise duty and net input taxes adjusted from sales of base nine months)

* Net Sales is excluding Cyclo

** EBITDA is before non operating income

Comments on Financial Performance



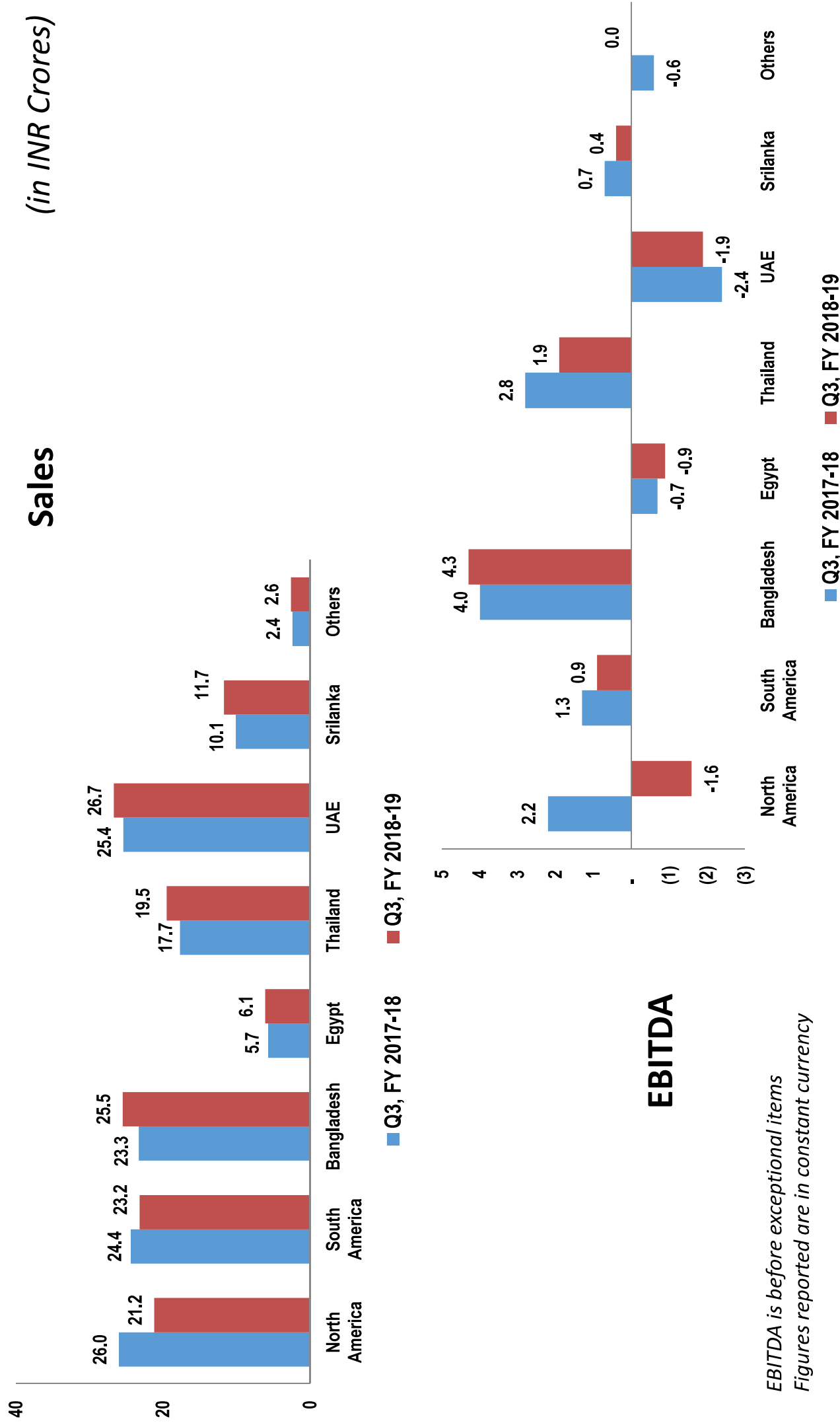
Standalone

- Net Sales grew by 15.6% in Q3.
- EBITDA, before non-operating income, at Rs 327 Cr declined by 9.1% in Q3, given the input cost led contraction in gross margins by over 5.5%.

Consolidated

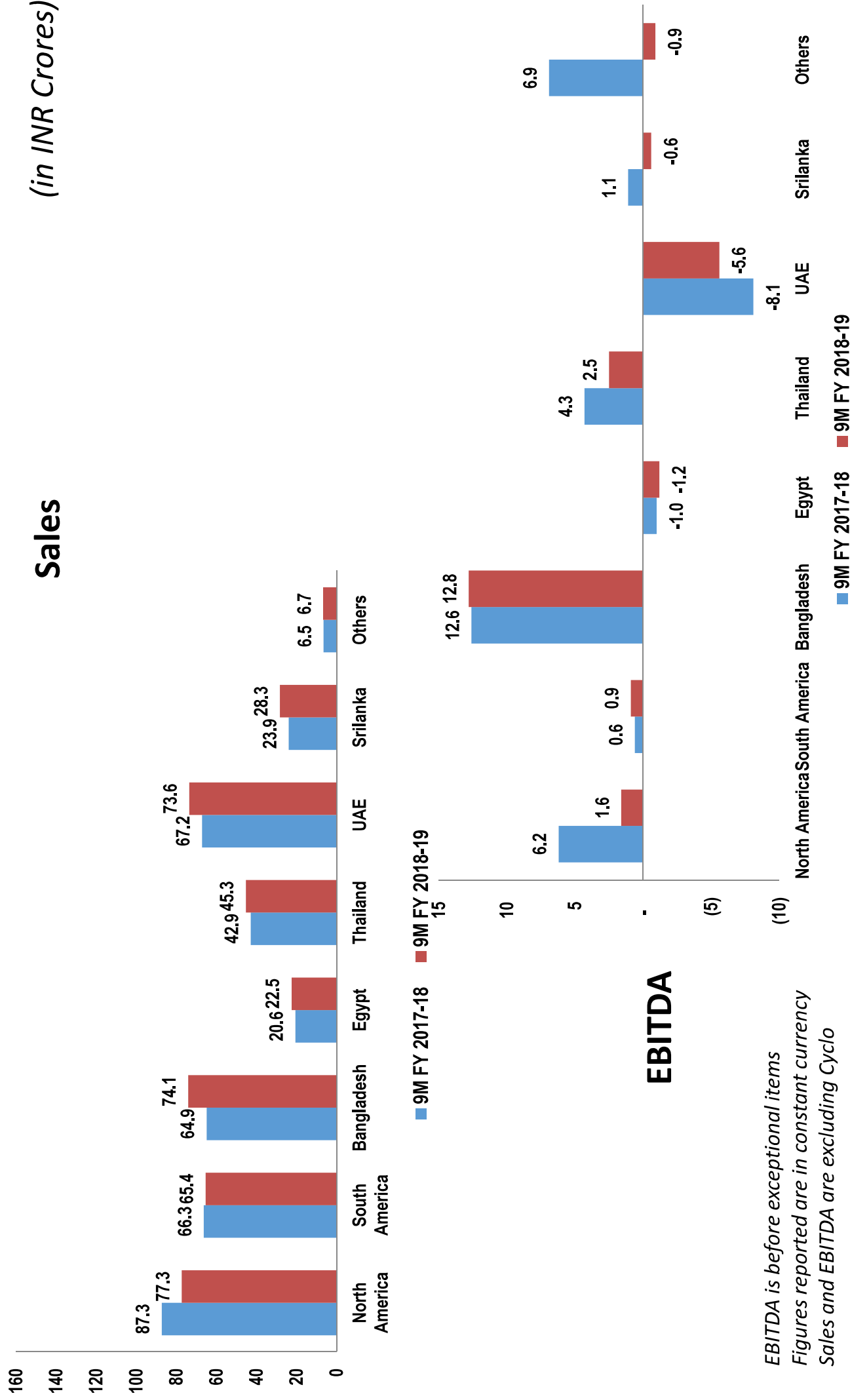
- Net Sales grew by 19.8% in Q3.
- EBITDA, before non-operating income, at Rs 337 Cr declined by 9.5% in Q3, given the input cost led contraction in gross margins by over 6.2%.

Q3FY19 Overseas Subsidiaries Performance



EBITDA is before exceptional items
 Figures reported are in constant currency

9MFY19 Overseas Subsidiaries Performance

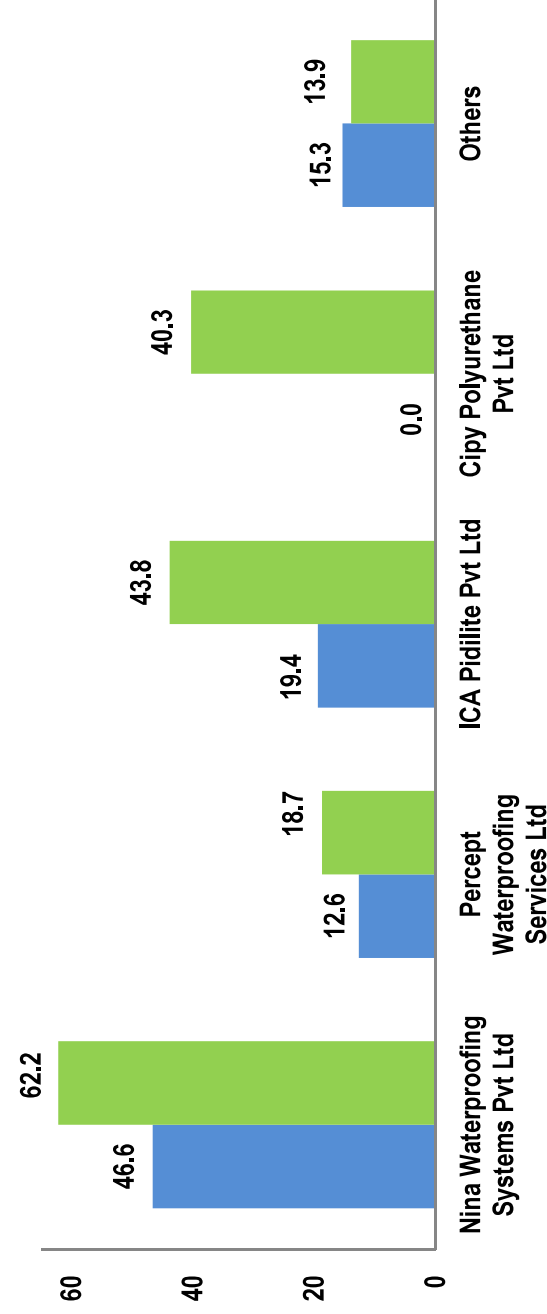


EBITDA is before exceptional items
 Figures reported are in constant currency
 Sales and EBITDA are excluding Cyclo

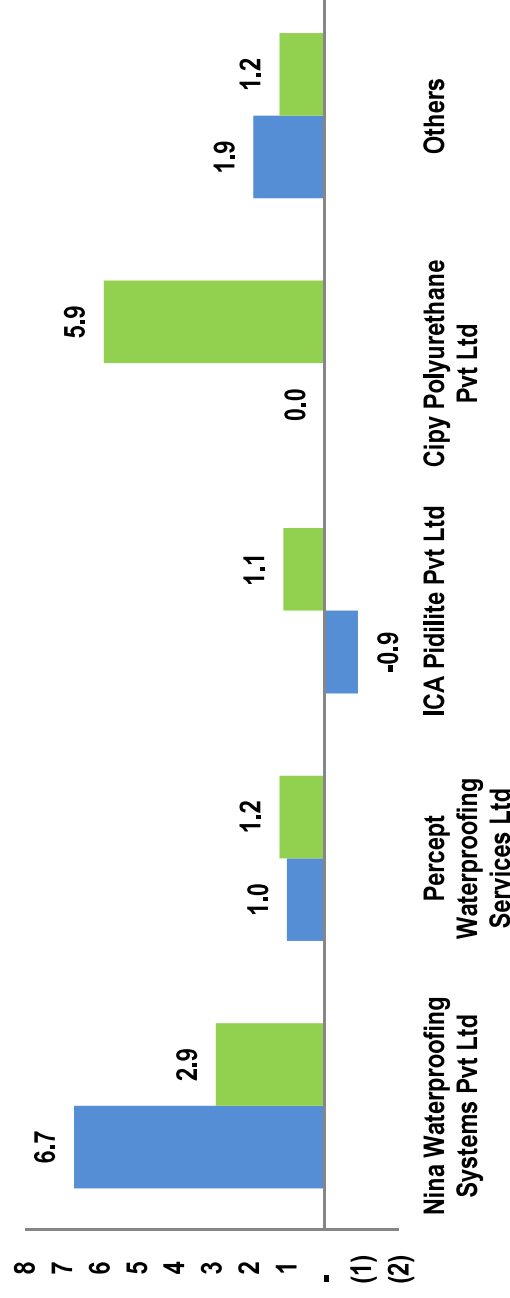
Q3FY19 Domestic Performance



(in INR Crores)



■ Q3, FY 2017-18 ■ Q3, FY 2018-19



■ Q3, FY 2017-18 ■ Q3, FY 2018-19

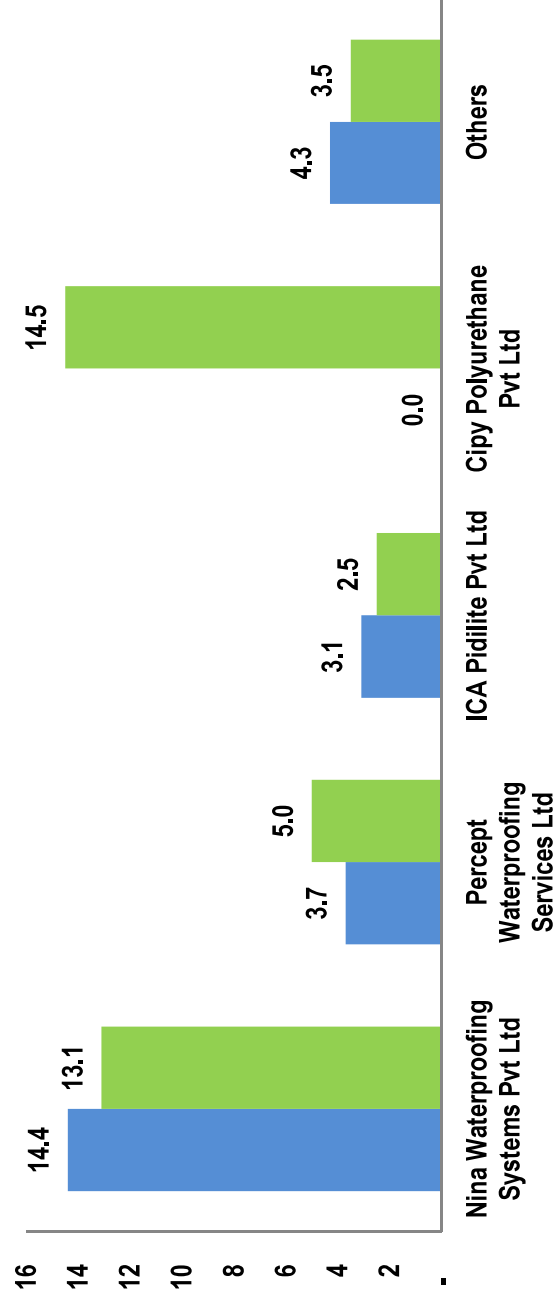
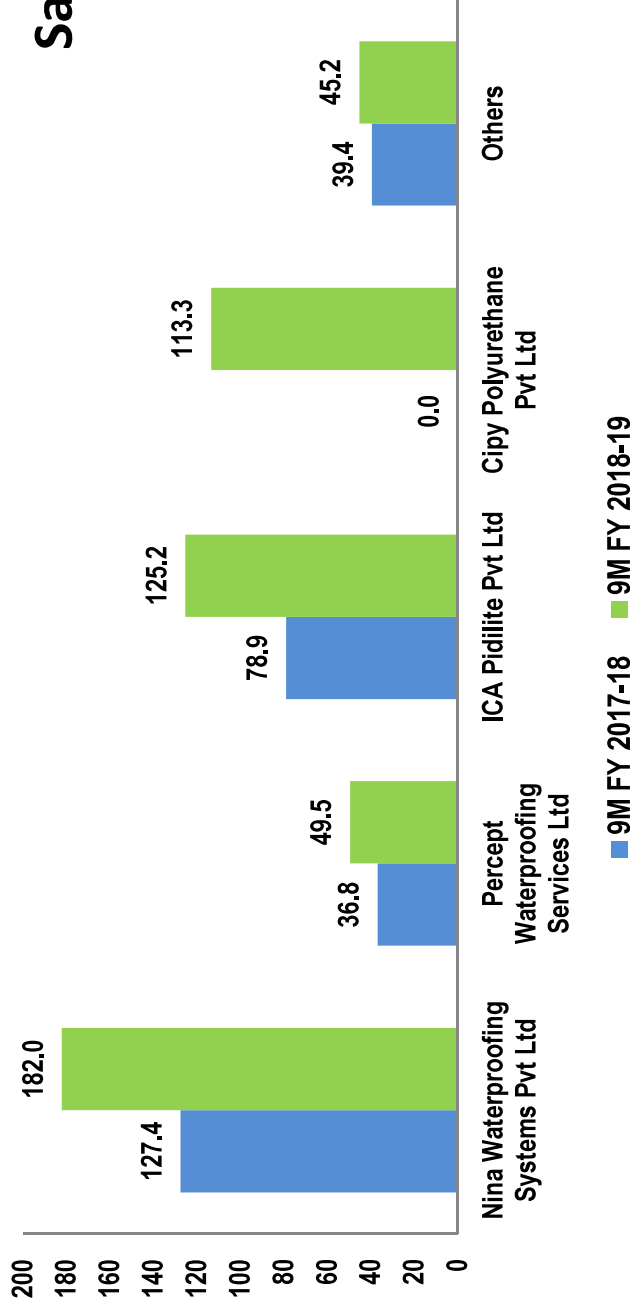
EBITDA is before exceptional items
CIPY Polyurethanes Pvt Ltd is a subsidiary since February 2018

9MFY19 Domestic Subsidiaries Performance



(in INR Crores)

Sales



EBITDA

EBITDA is before exceptional items
CIPY Polyurethanes Pvt Ltd is a subsidiary since February 2018

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

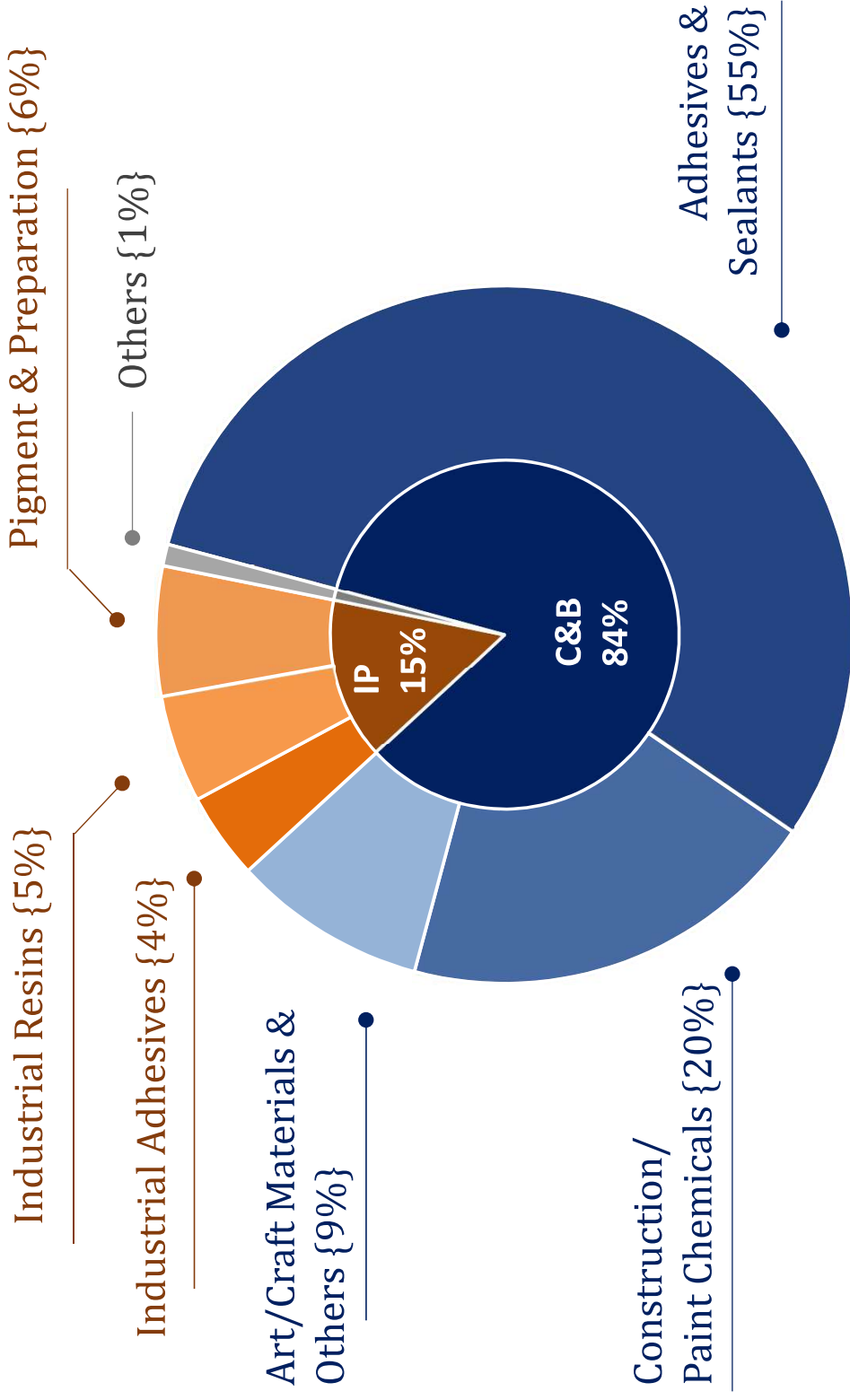
8 Regional offices with 23 plants and
23 co-makers in India

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



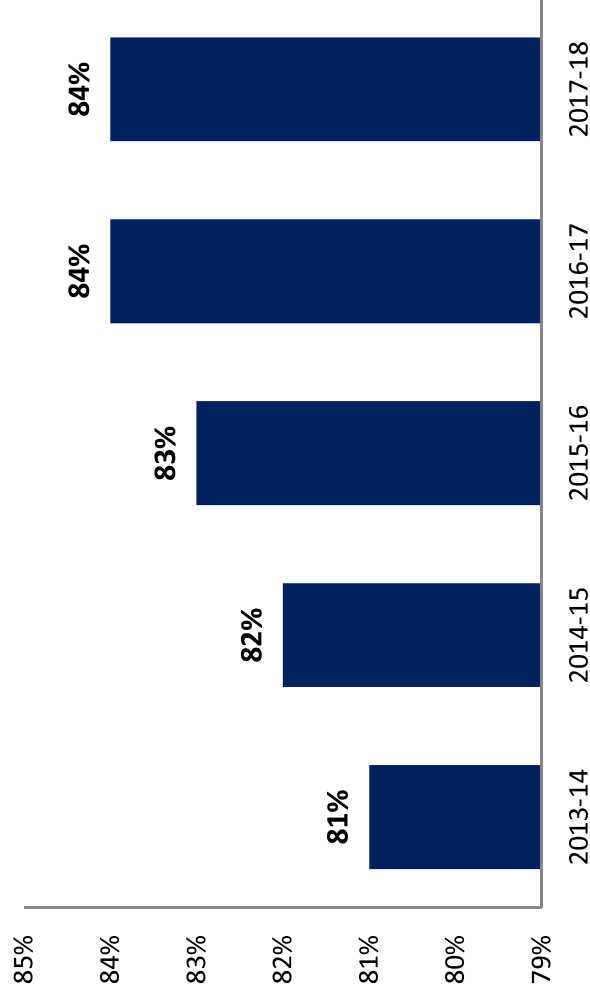
C&B – Consumer & Bazaar, IP – Industrial Products, Others

5-Year Performance by Business Segments



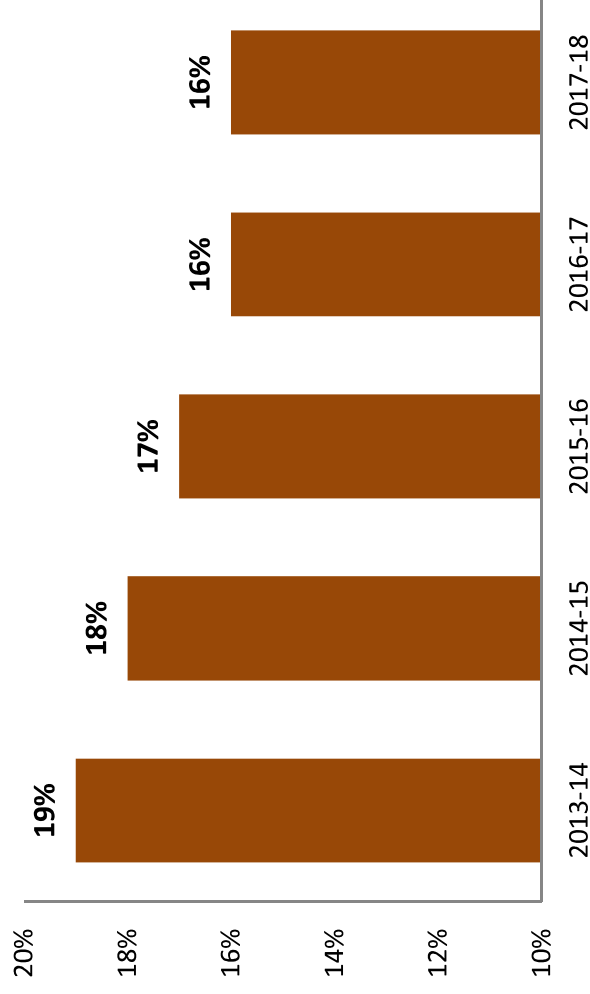
Numbers represent Percentage of Total Sales

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
- 4,900+ 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**.
- **18** Overseas subsidiaries – 6 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.
- Manufacturing facility planned in **Ethiopia**. An additional manufacturing facility planned in **Bangladesh**.

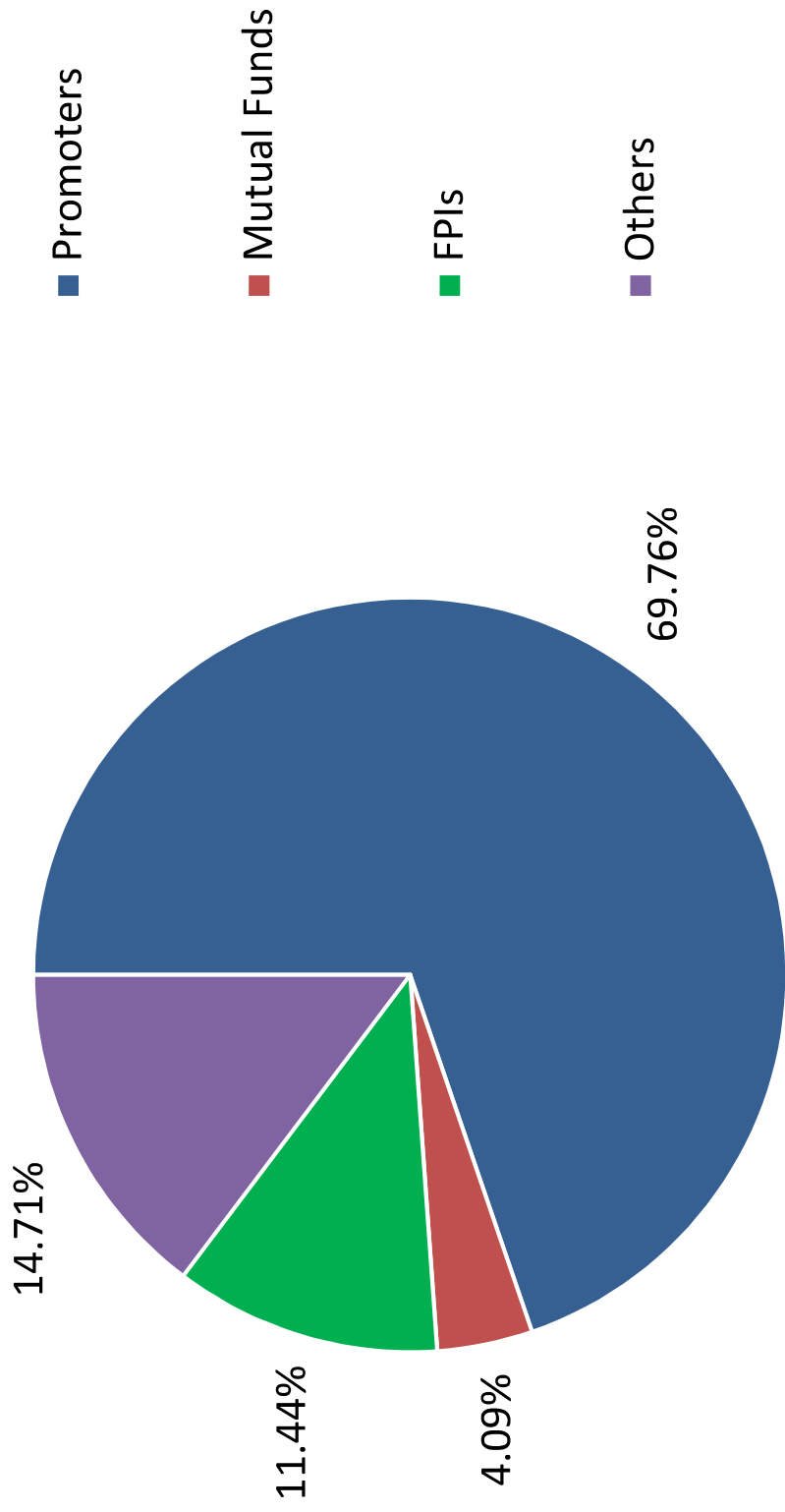
Marketing/ Advertising



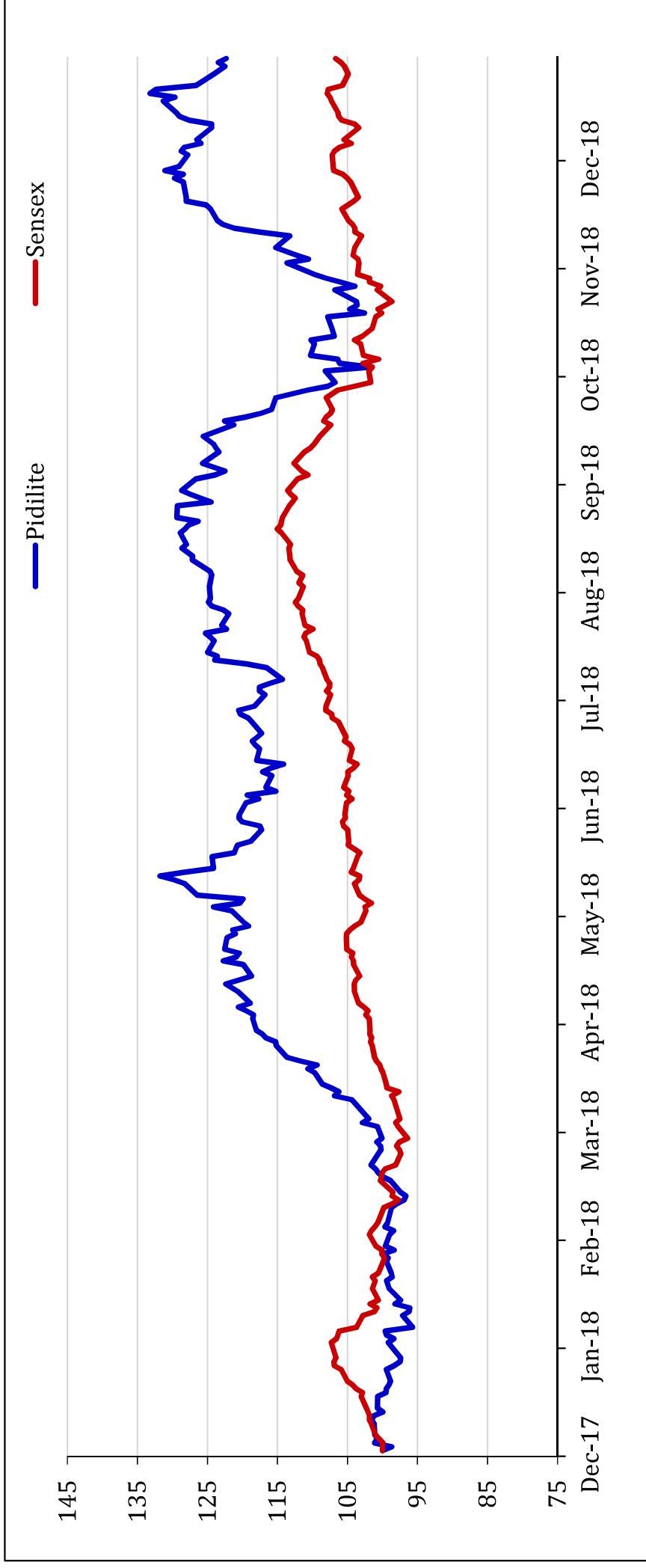
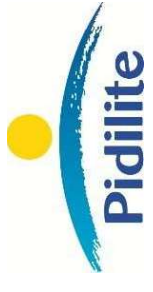
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikiwik, M-Seal, Dr Fixit, Fevicryl, 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 December 31, 2018

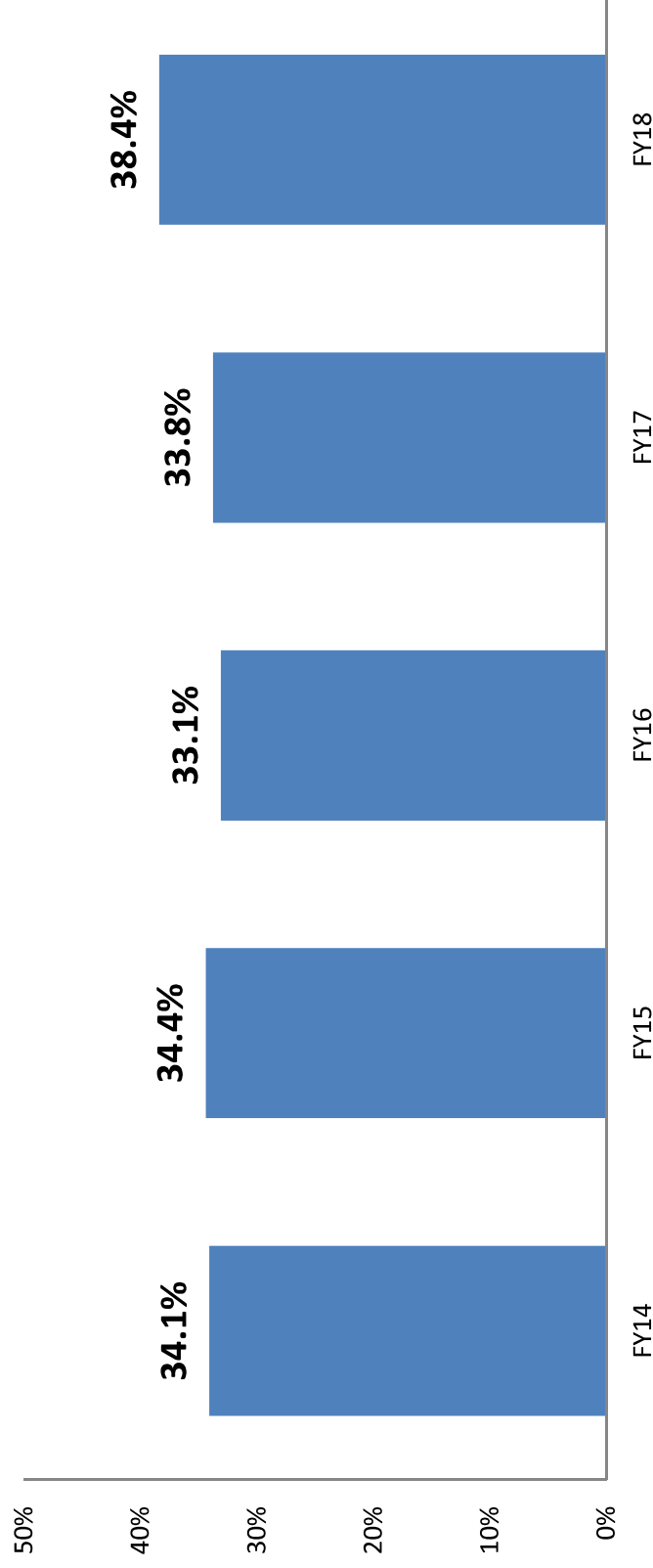


Share Price Movement



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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The ultimate adhesive