



**Pidilite Industries Ltd.**



**Q1FY20**  
**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



# Q1FY20 Earnings Summary



	Net Sales	EBITDA **	PBT	PAT
Standalone*	Rs 1,768 Cr	Rs 418 Cr	Rs 426 Cr	Rs 288 Cr
YoY Growth	11.0%	16.4%	7.3%	7.7%
Consolidated	Rs 2,006 Cr	Rs 444 Cr	Rs 439 Cr	Rs 294 Cr
YoY Growth	10.3%	15.7%	16.4%	22.2%

\* Excluding income from inter-company transfer of intangible assets in same period last year, PBT and PAT grew by 17.2% and 19.2% respectively

\*\* EBITDA is before non operating income

# Comments on Financial Performance



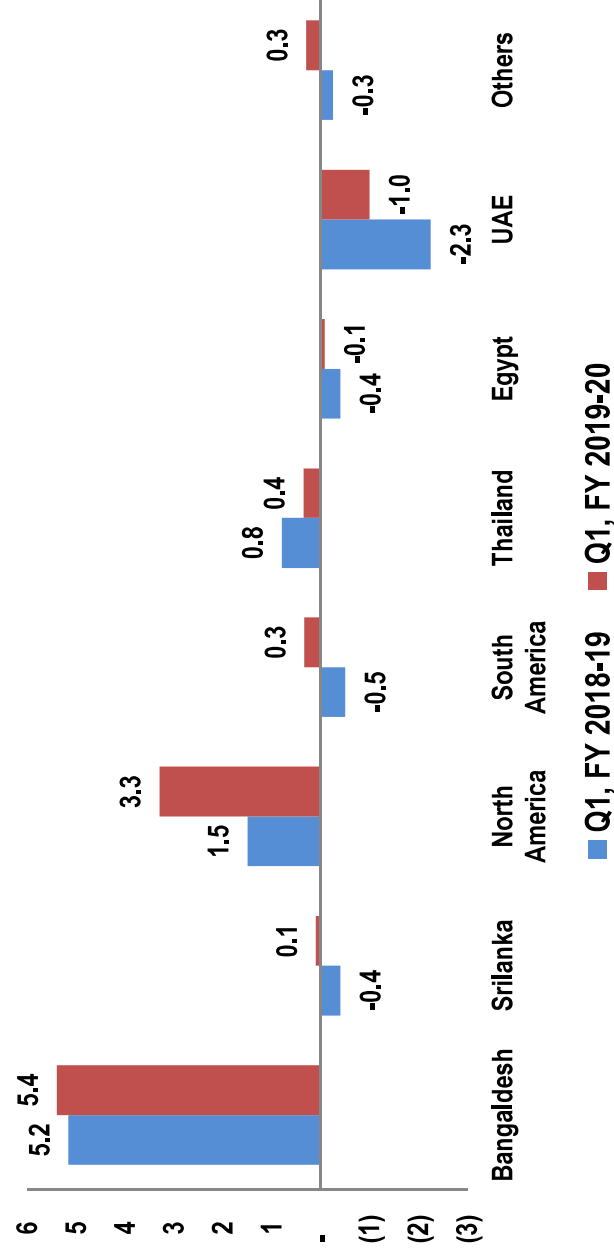
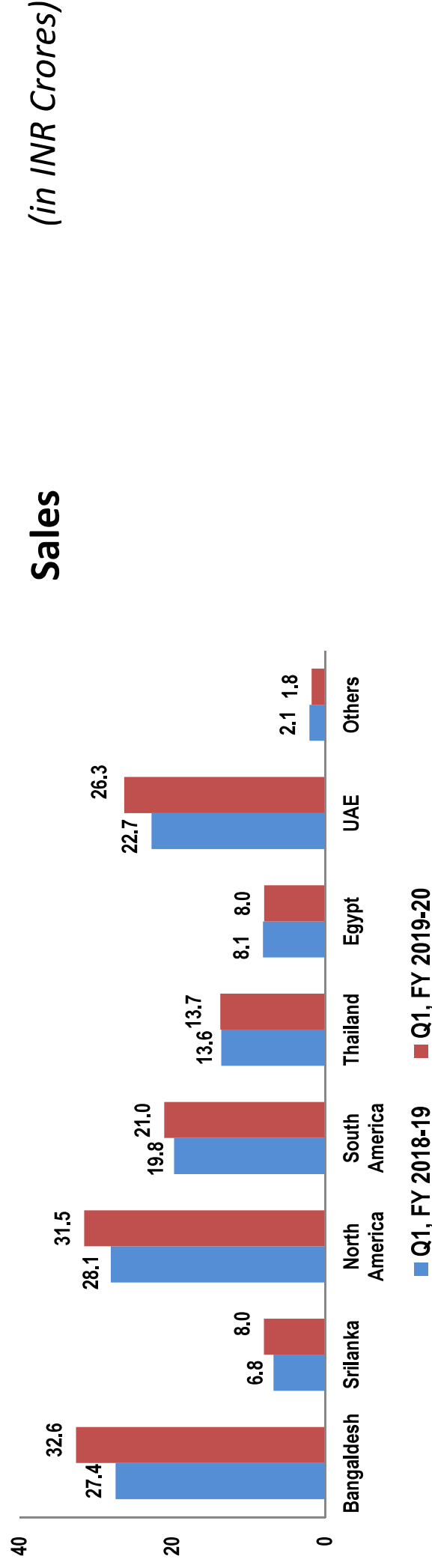
## Standalone

- Net Sales grew by 11% in Q1.
- EBITDA, before non-operating income, at Rs 418 Cr grew by 16.4% in Q1, given the input cost led improvement in gross margins by 1.3%.

## Consolidated

- Net Sales grew by 10.3%.
- EBITDA, before non-operating income, at Rs 444 Cr grew by 15.7% in Q1, given the input cost led improvement in gross margins by 1%.

# Q1FY20 Overseas Subsidiaries Performance



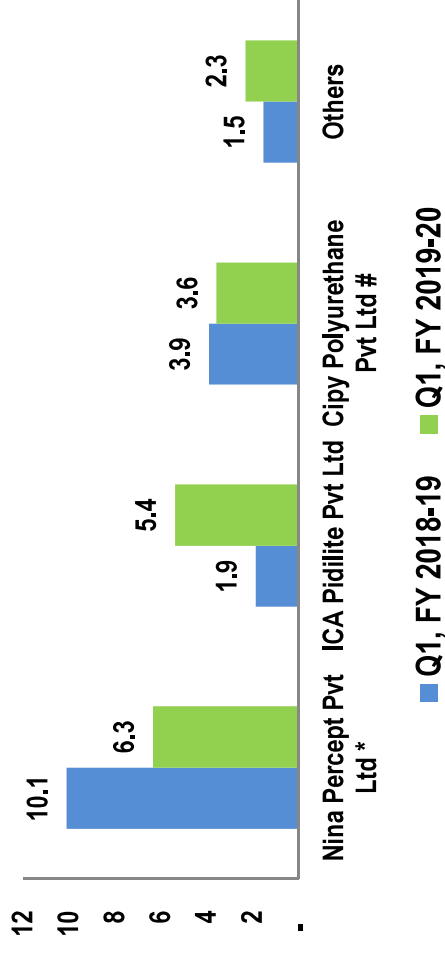
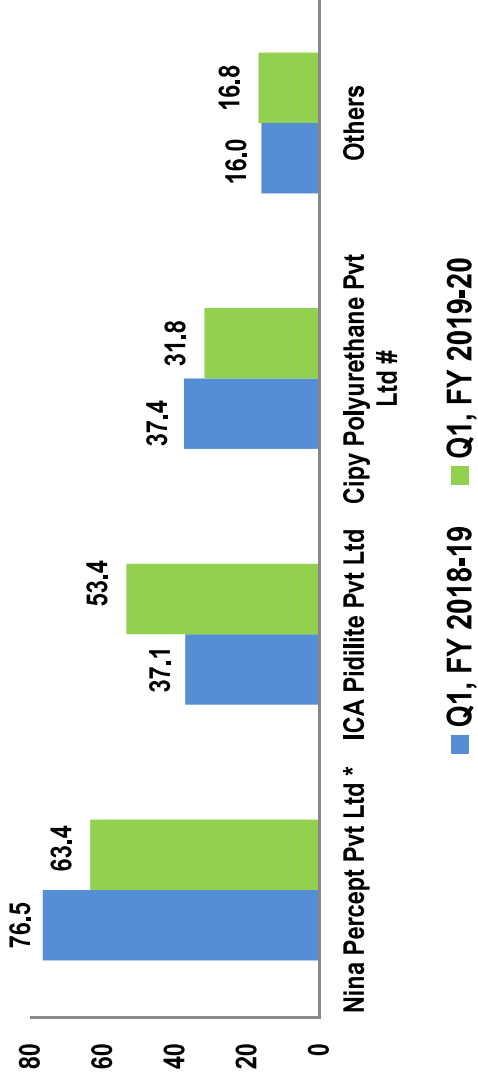
EBITDA is before exception items  
 Figures are reported as per constant currency

# Q1FY20 Domestic Performance



## Sales

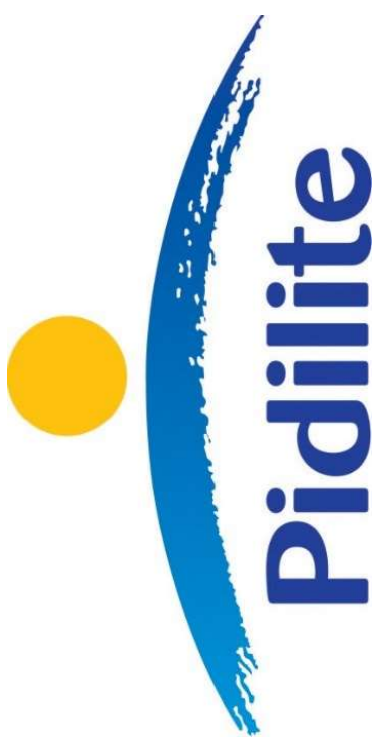
(in INR Crores)



## EBITDA

\*Nina Waterproofing Systems Pvt Ltd and Percept Waterproofing Pvt Ltd merged into Nina Percept Pvt Ltd with effect from 1 April, 2017.  
# CIPY Polyurethanes Pvt Ltd acquired in February 2018

# Company Overview



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

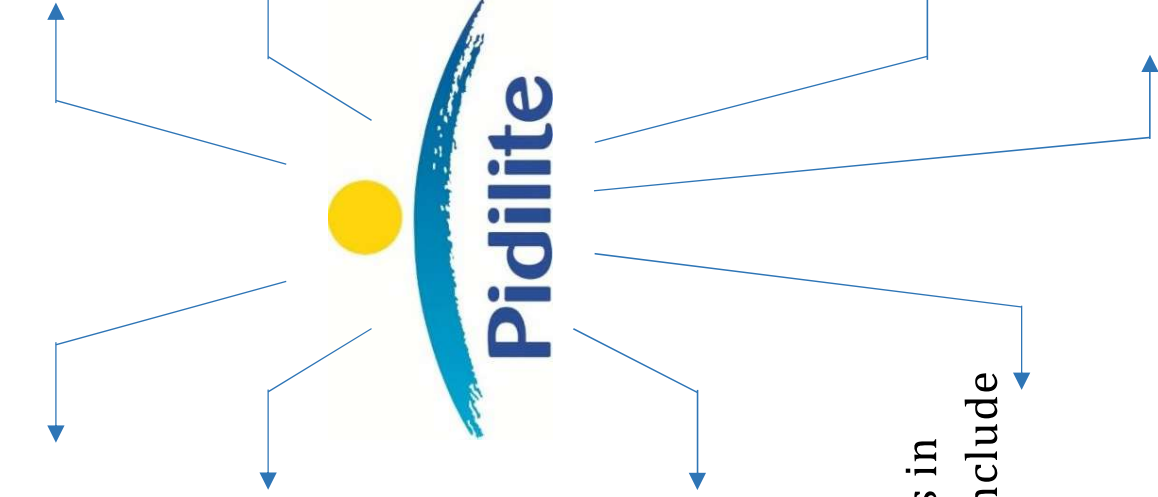
Among the most trusted brands in  
the country. Other big brands include  
Dr. Fixit, M-seal and Fevikwik

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

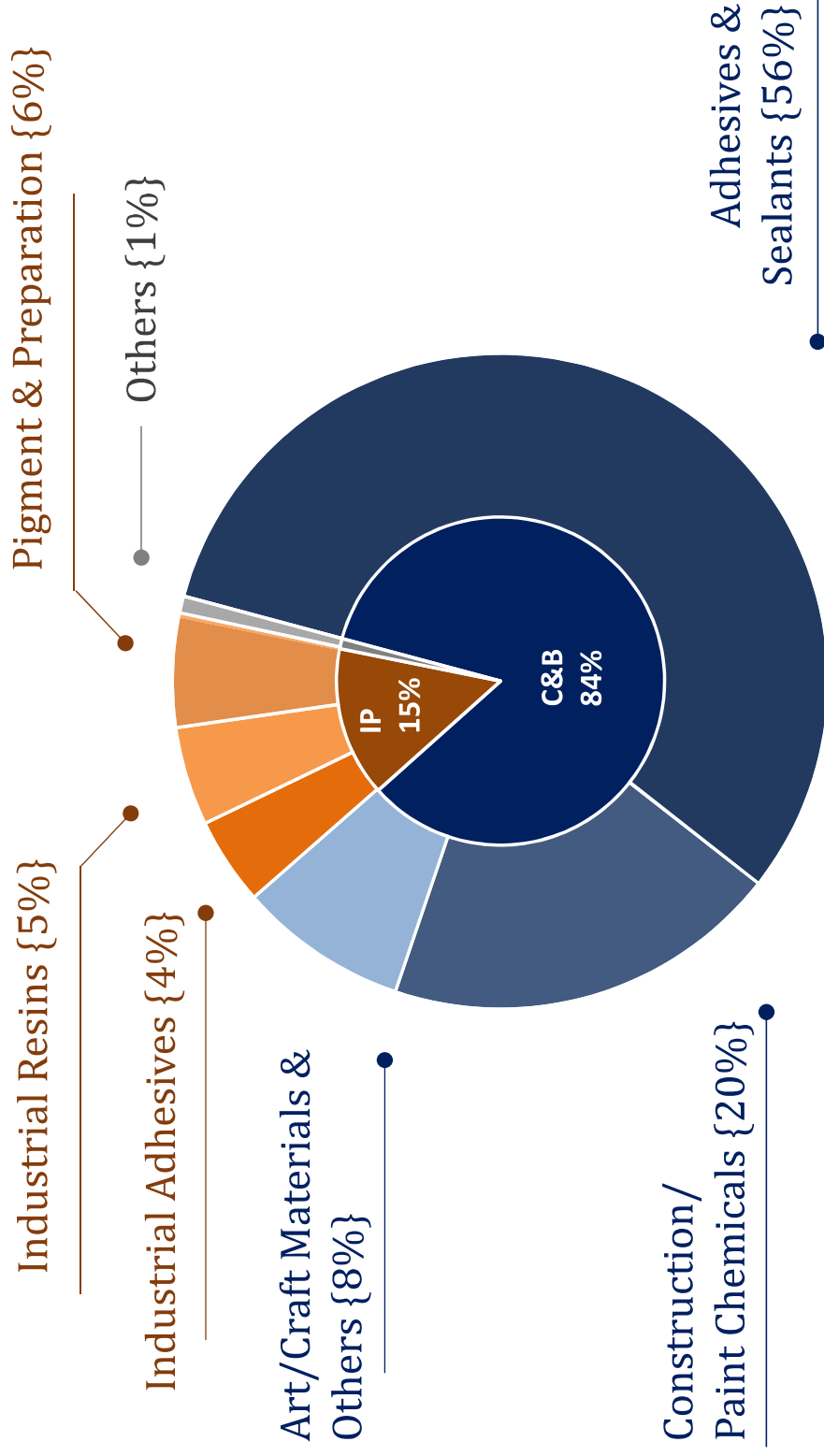
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka
- Special focus on growing business in Bangladesh and Sri Lanka
- Manufacturing facility planned in Ethiopia. An additional manufacturing facility in Bangladesh is expected to commence production by end of September'19.

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



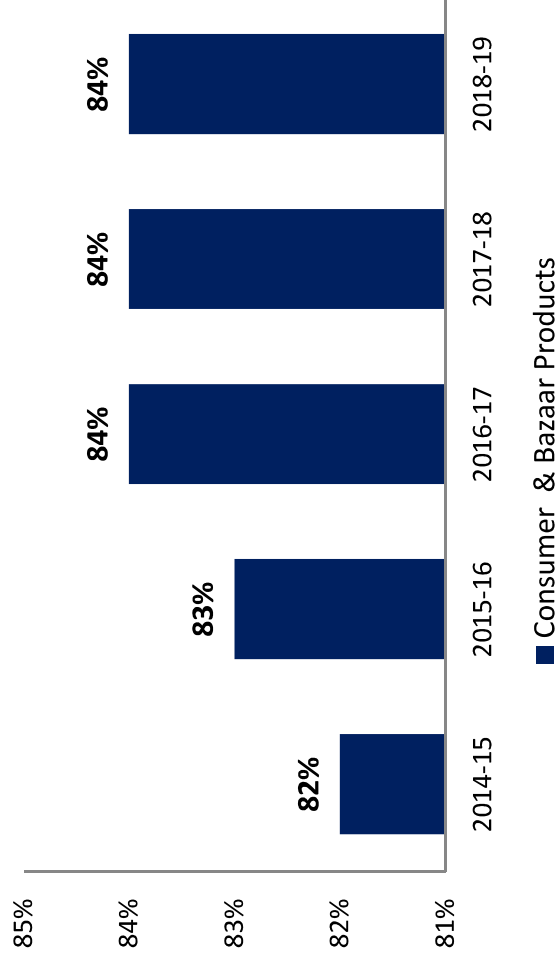
C&B – Consumer & Bazaar, IP – Industrial Products, Others

# 5-Year Performance by Business Segments



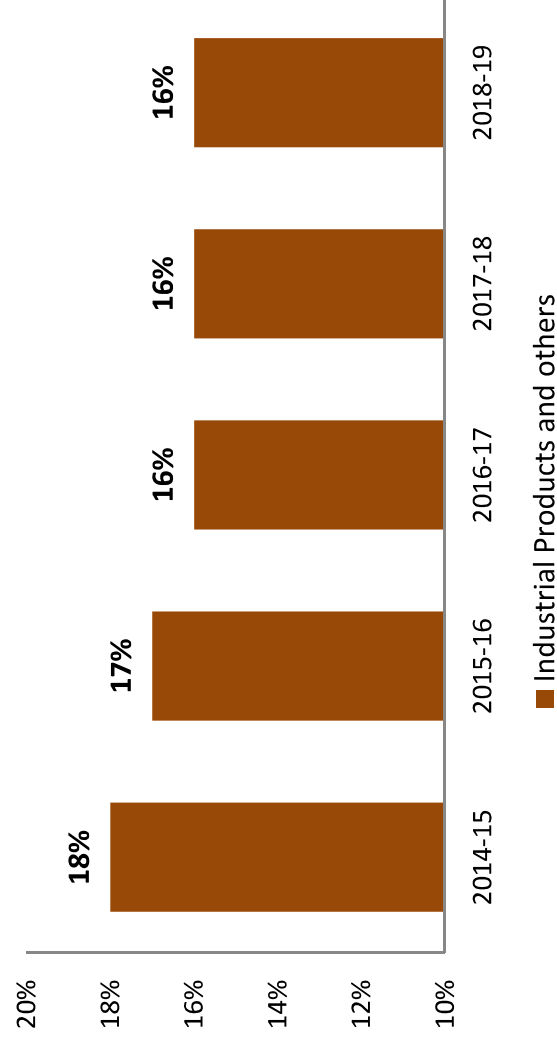
Numbers represent Percentage of Total Sales

## Consumer and Bazaar Products



## Industrial Products

IP includes Others also



# Domestic Presence – India operations



- 5200+ SKUs of 500+ products
- Domestic Revenue of Rs. 5,488 Cr for FY19
- 23 plants, 25 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, SAARC, Africa, USA & Europe.
- Export Turnover of **Rs. 607 Cr** in **FY19**.
- **19** Overseas subsidiaries – 6 Direct and 13 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 523 Cr** in **FY19**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka.
- Specific focus on **growing business in Bangladesh and Sri Lanka**.
- Manufacturing facility planned in **Ethiopia**. An additional manufacturing facility in **Bangladesh** is expected to commence production by end of September'19.

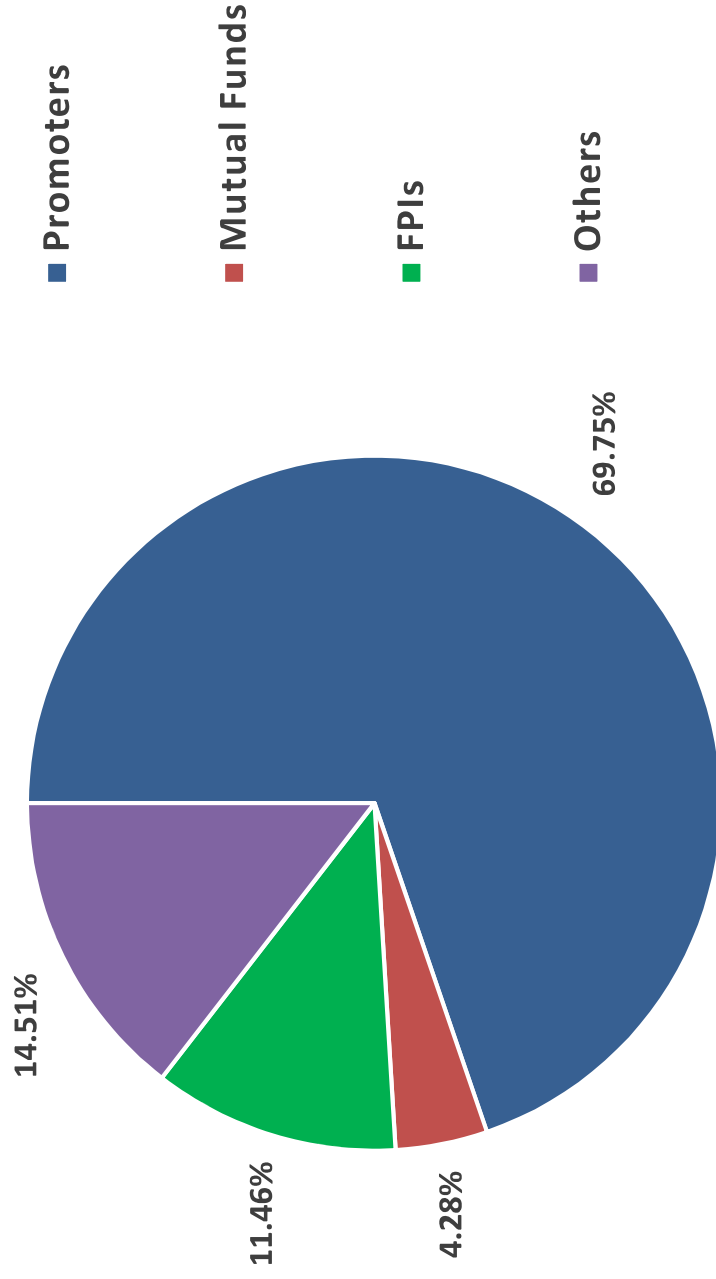
# Marketing/ Advertising



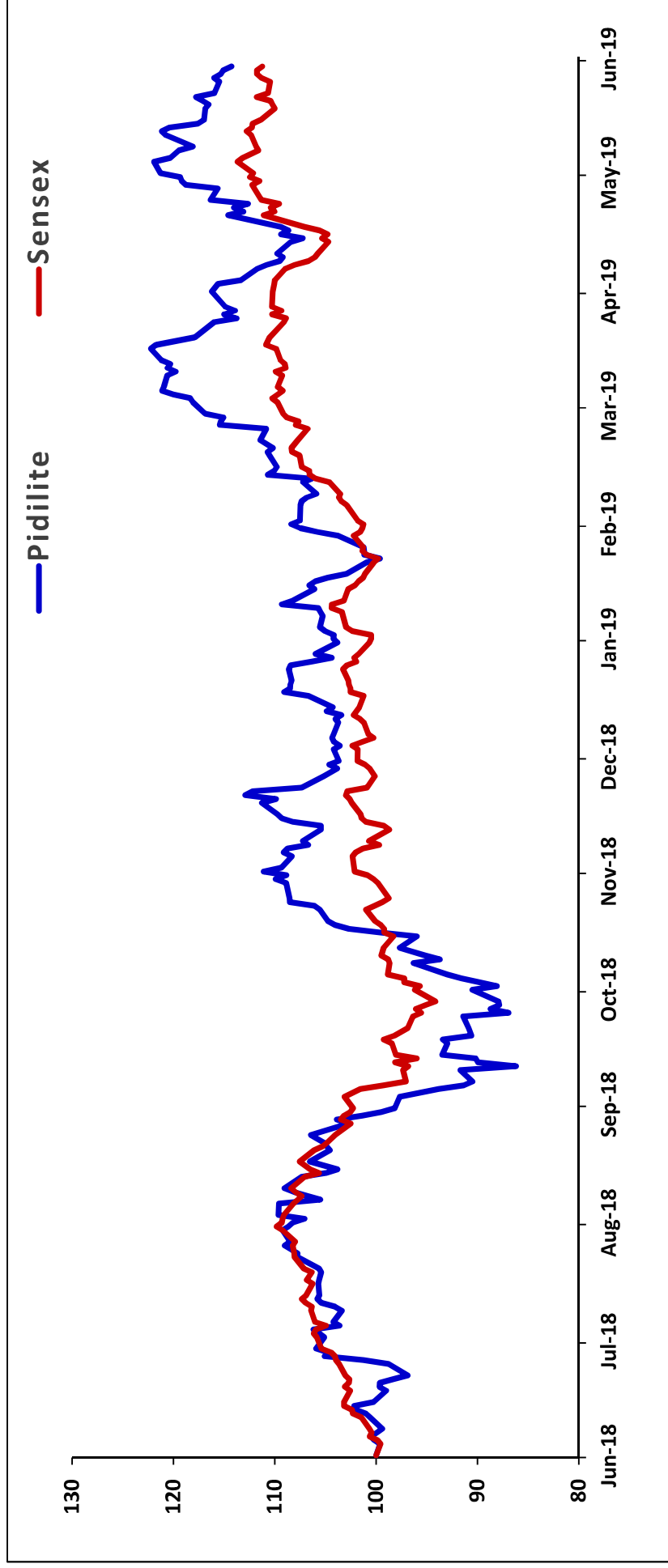
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikiwik, M-Seal, Dr Fixit, Fevicryl, 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 June 30, 2019



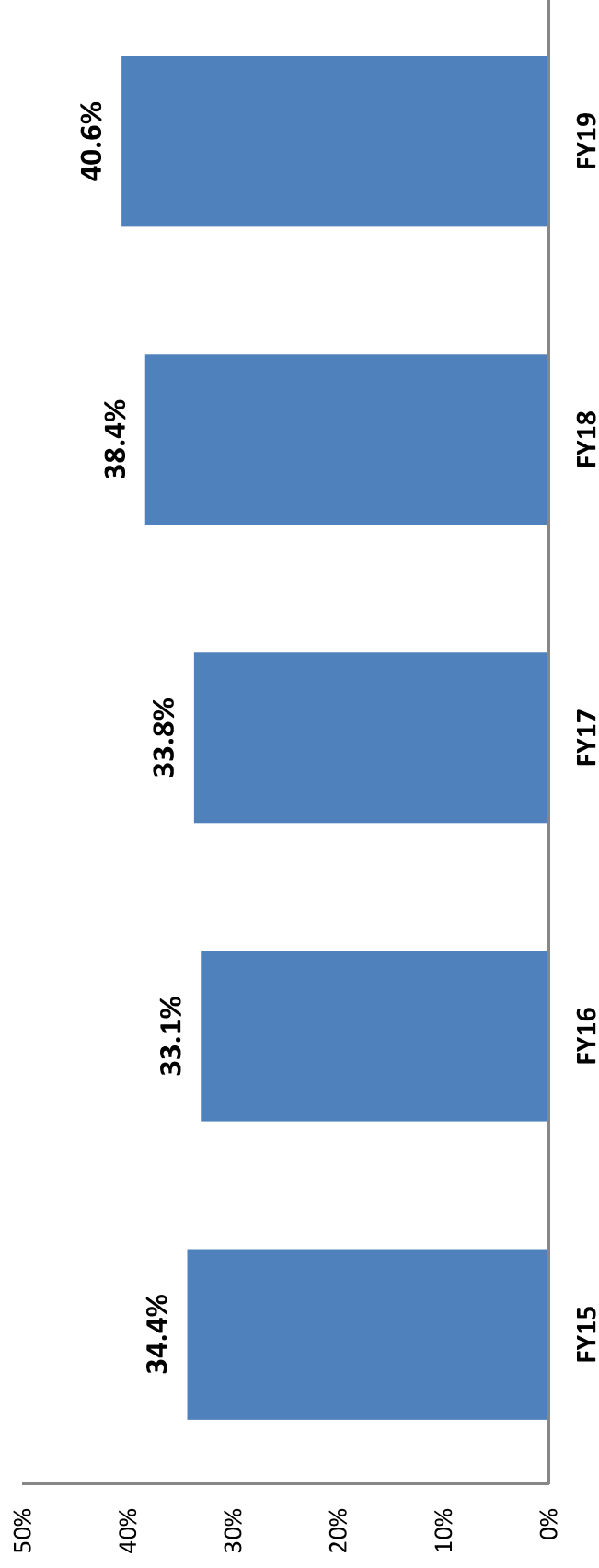
# Share Price Movement



*Rebased to 100*

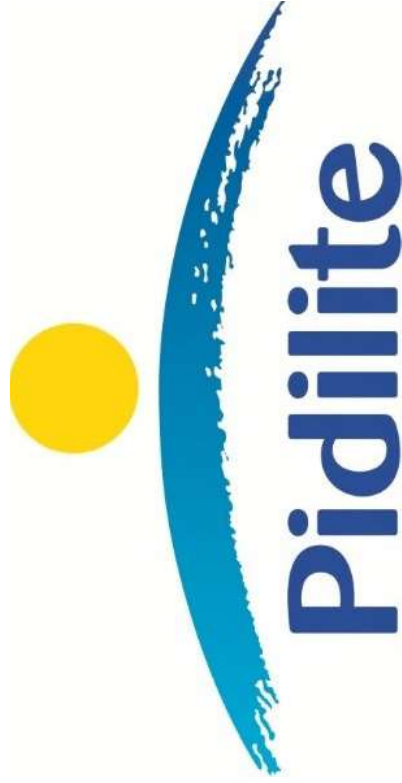


# Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

# Investor Contacts



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