

Pidilite Industries Ltd.



Q3FY20
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



Q3FY20 Earnings Summary



	Net Sales	EBITDA *	PBT	PAT
Standalone	Rs 1,652 Cr	Rs 430 Cr	Rs 433 Cr	Rs 330 Cr
YoY Growth	4.6%	31.6%	30.6%	47.0%
Consolidated	Rs 1,916 Cr	Rs 464 Cr	Rs 455 Cr	Rs 346 Cr
YoY Growth	4.3%	35.9%	37.5%	57.6%

* EBITDA is before non operating income

9MFY20 Earnings Summary



	Net Sales	EBITDA *	PBT	PAT
Standalone	Rs 4,982 Cr	Rs 1,200Cr	Rs 1,212 Cr	Rs 942 Cr
YoY Growth	6.5%	16.0%	10.8% ##	28.0% ##
Consolidated	Rs 5,719 Cr	Rs 1,278 Cr	Rs 1,248Cr	Rs 966 Cr
YoY Growth	5.8%	16.5%	17.5% +	39.6% +

* EBITDA is before non operating income

Standalone PBT and PAT grew by 18.0% and 38.1% respectively excluding exceptional items and income from inter-company transfer of intangible assets and dividend income from subsidiaries in the same period last year.

+Consolidated PBT and PAT grew by 18.9% and 42% respectively excluding exceptional items.

Exceptional item for standalone and consolidated represents impairment loss on plant and machinery held for sale amounting to Rs. 22 Crores in CY and for consolidated, impairment in value of investments made by subsidiary amounting to Rs. 6 Crores in PY.

Comments on Financial Performance



Standalone

- Net Sales grew by 4.6% in Q3.
- EBITDA, before non-operating income, at Rs 430 Cr grew by 31.6% over the same period last year on account of lower material cost.

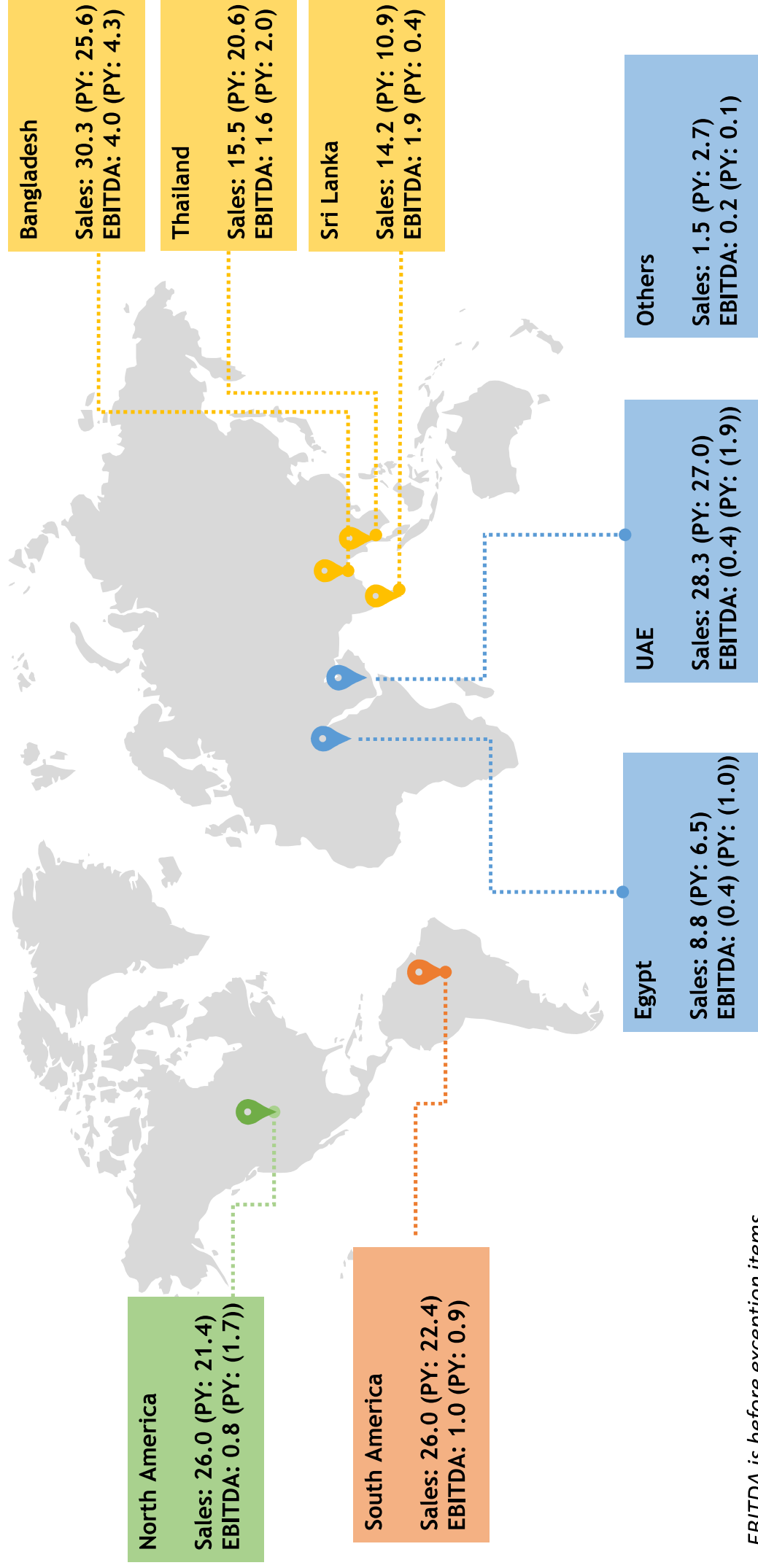
Consolidated

- Net Sales grew by 4.3% in Q3.
- EBITDA, before non-operating income, at Rs 464 Cr grew by 35.9% over the same period last year on account of lower material cost.

Q3FY20 Overseas Subsidiaries Performance



(in INR Crores)



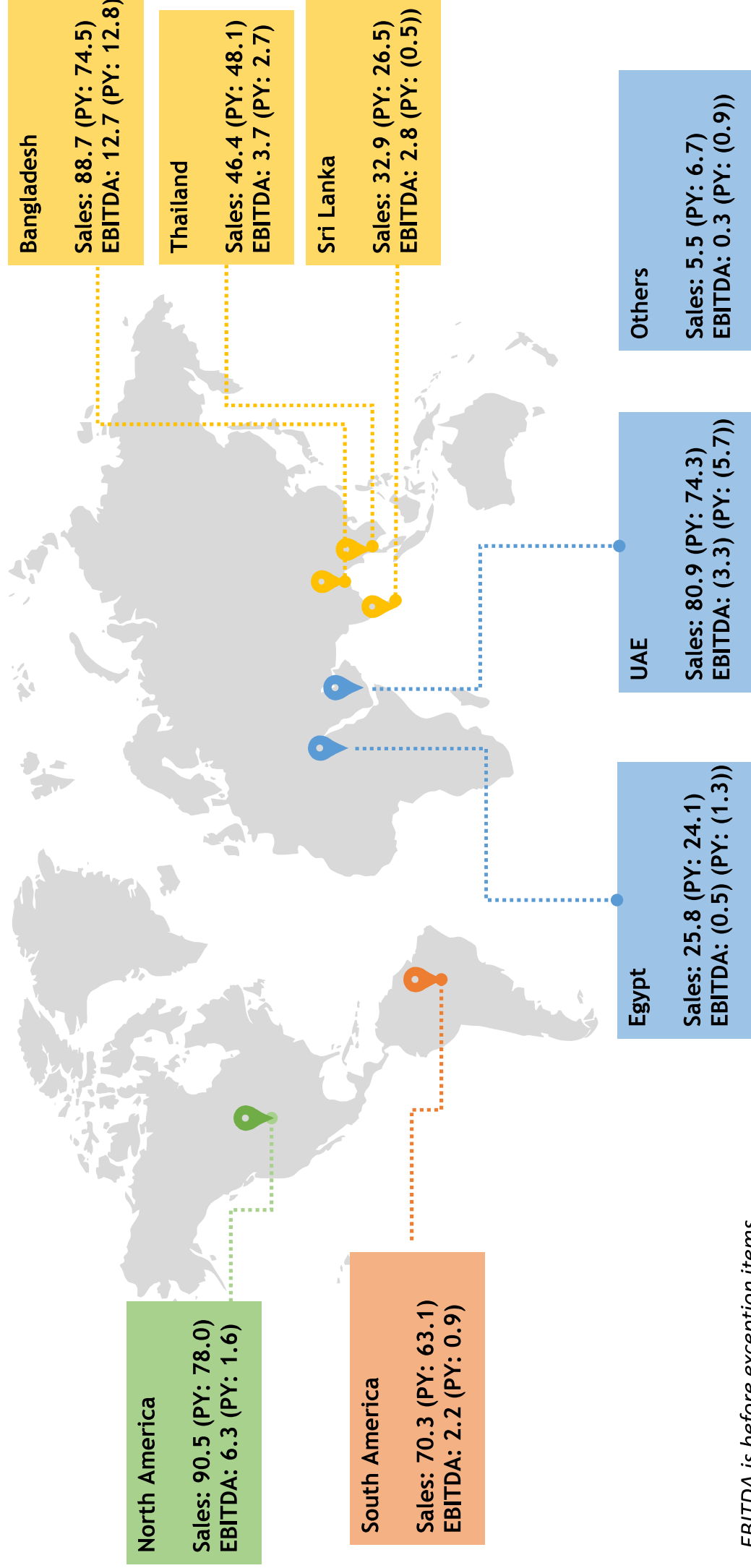
EBITDA is before exception items

Figures are reported at constant currency, excluding translations and other consolidation impacts.

9MFY20 Overseas Subsidiaries Performance



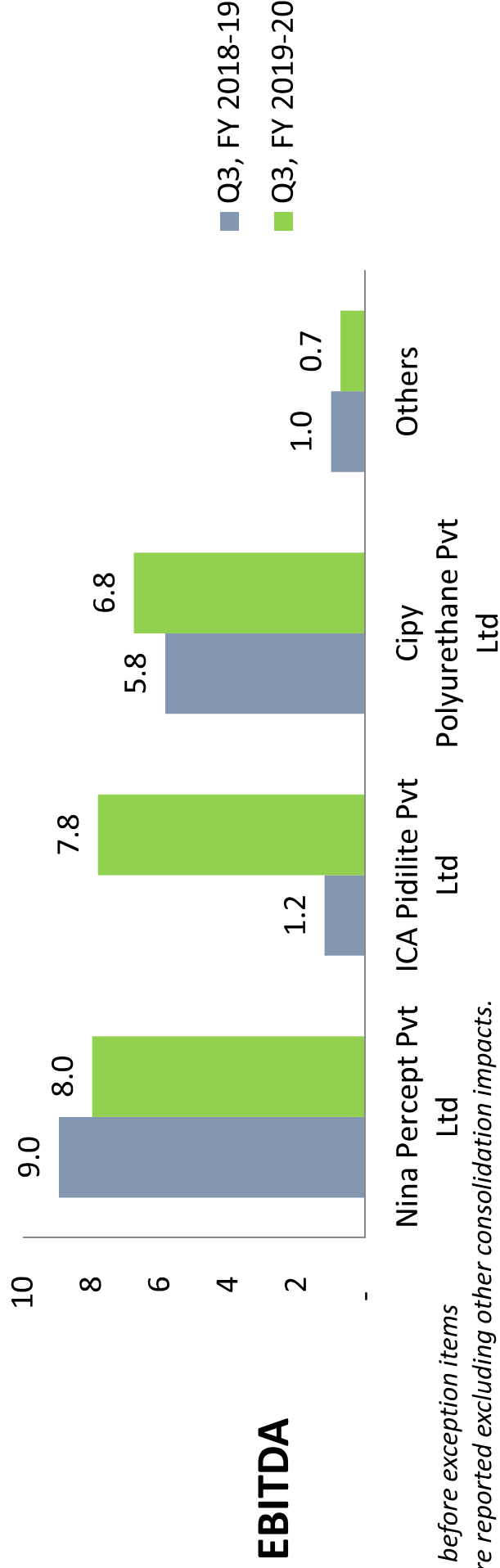
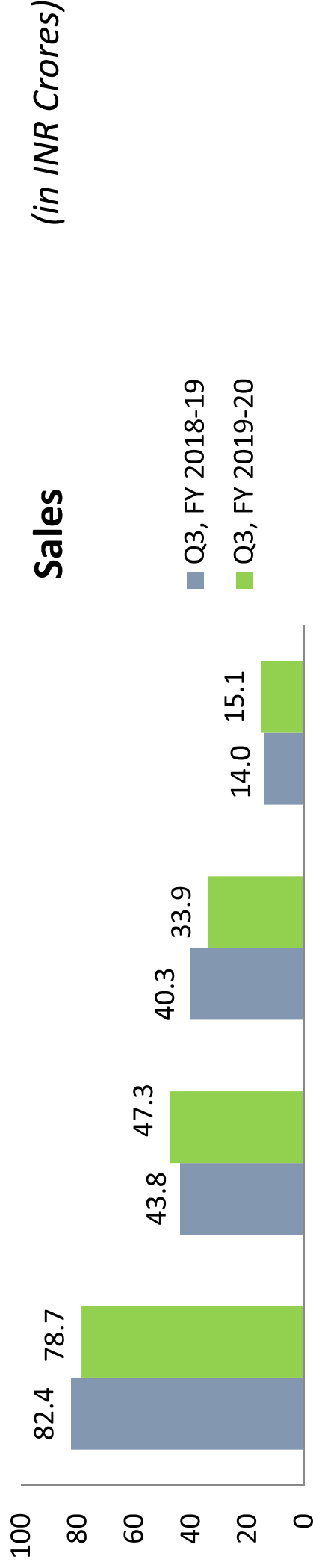
(in INR Crores)



EBITDA is before exception items

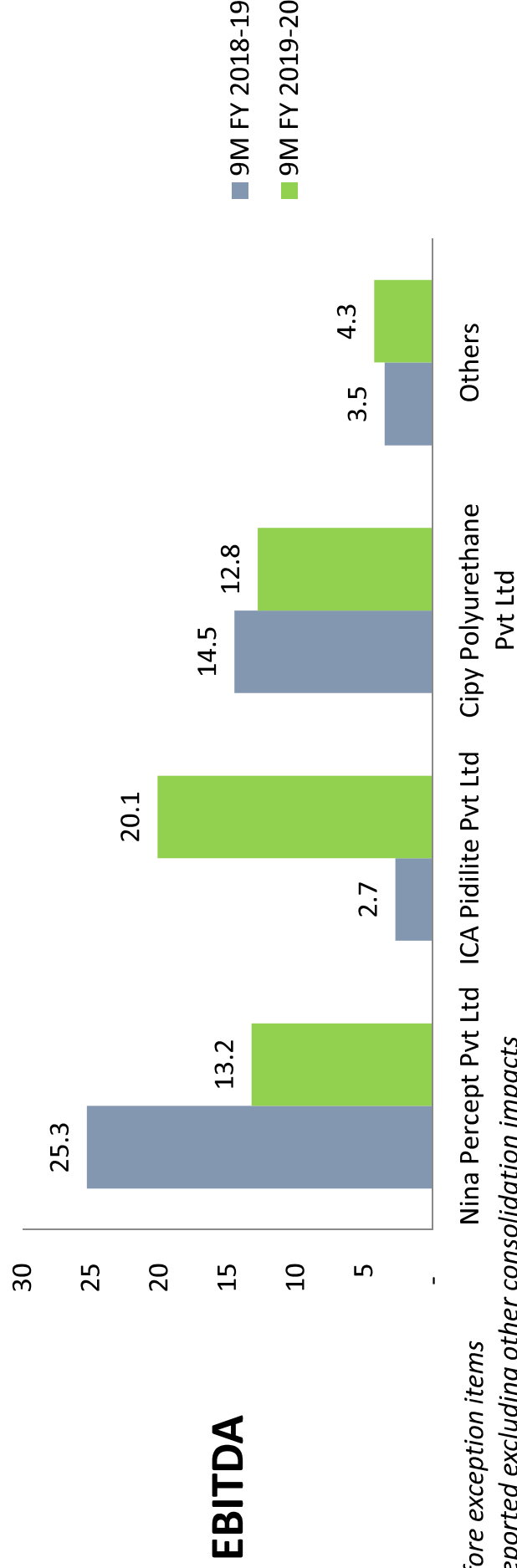
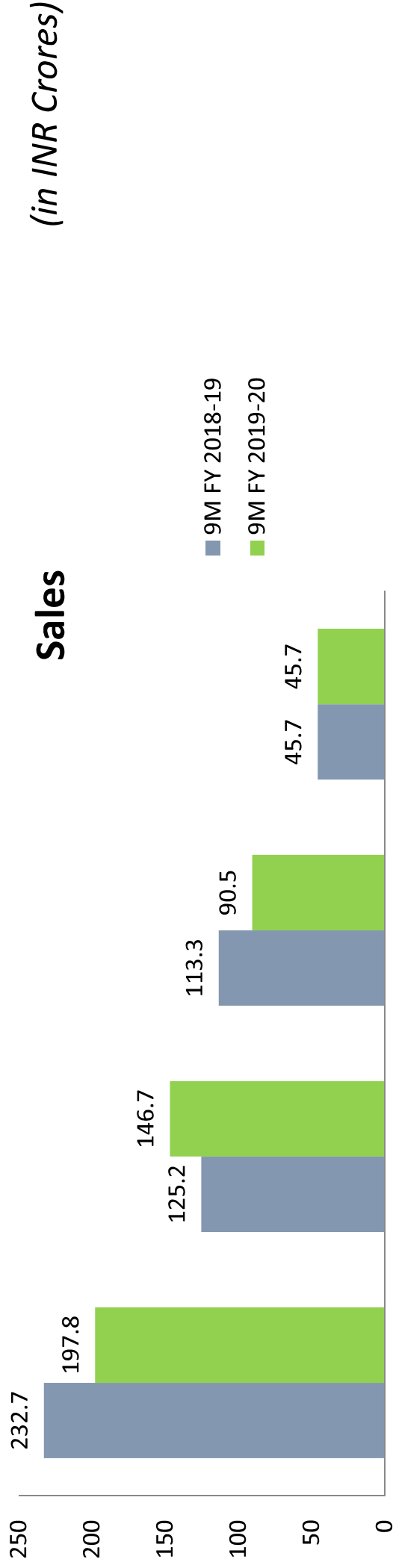
Figures are reported at constant currency, excluding translations and other consolidation impacts.

Q3FY20 Domestic Subsidiaries Performance



EBITDA is before exception items
 Figures are reported excluding other consolidation impacts.

9MFY20 Domestic Subsidiaries Performance



EBITDA is before exception items
 Figures are reported excluding other consolidation impacts

Company Overview



FEVICOL

THE ULTIMATE ADHESIVE

M-SEAL

ONE DROP
INSTANT ADHESIVE
Fevikwik



Fevicryl

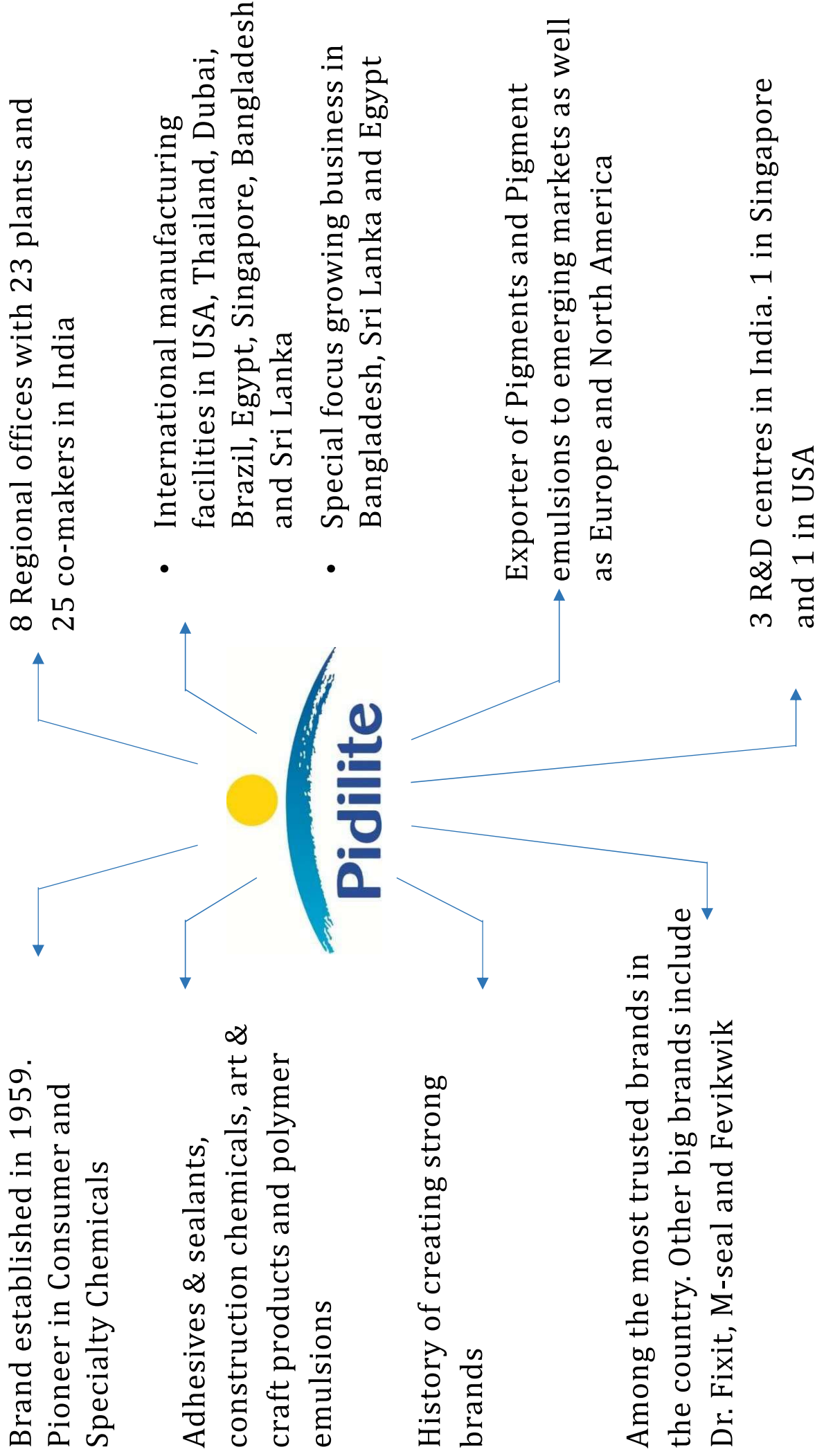
Rangeela

steelgrip
PVC ELECTRICAL INSULATION TAPE

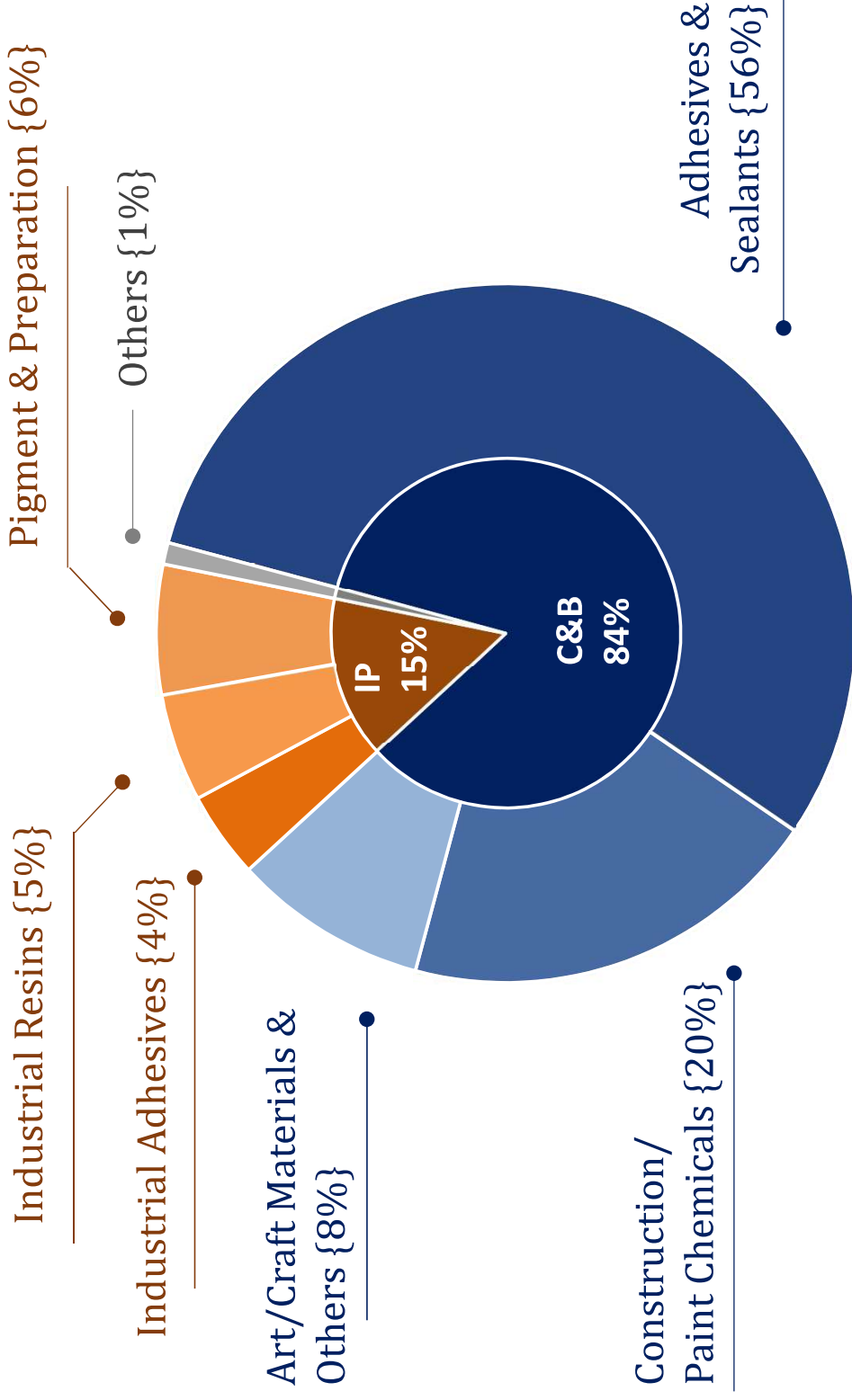
**MOTO
MAX**
SHINE + PROTECTION
FOR CARS & BIKES

Rooff
TILE FIXING SOLUTIONS

Company Overview



Industry Segment Composition



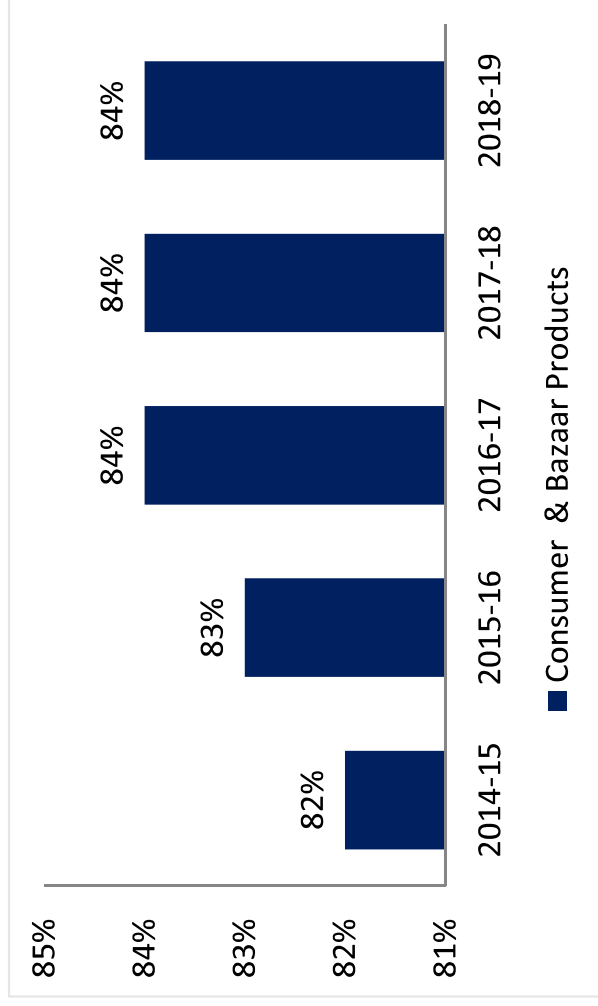
C&B – Consumer & Bazaar, IP – Industrial Products, Others

5-Year Performance by Business Segments

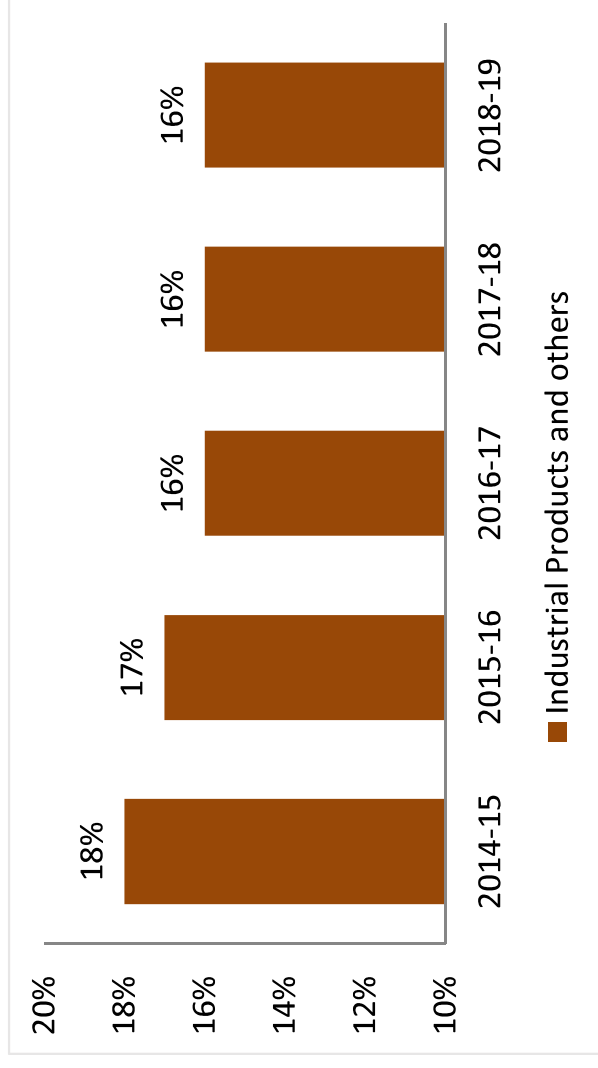


Numbers represent Percentage of Total Sales

Consumer and Bazaar Products



Industrial Products and Others



Domestic Presence – India operations



- 5200+ SKUs of 500+ products
- 5,000+ distributors
- Domestic Revenue of Rs. 5,488 Cr for FY19
- 30 warehouses
- 8 regional offices & 2 RDCs
- 23 plants, 25 Co-makers



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, Sri Lanka and Egypt**.

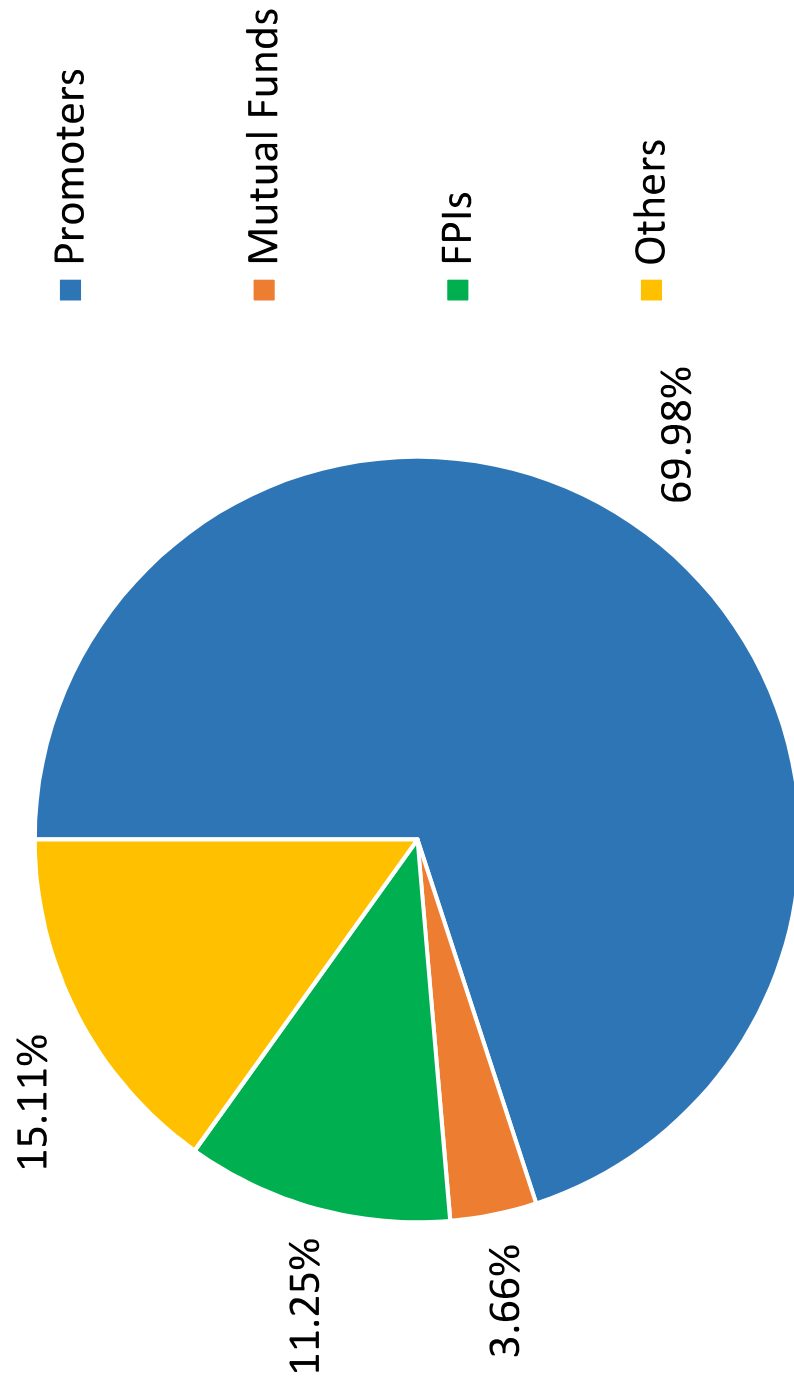
Marketing/ Advertising



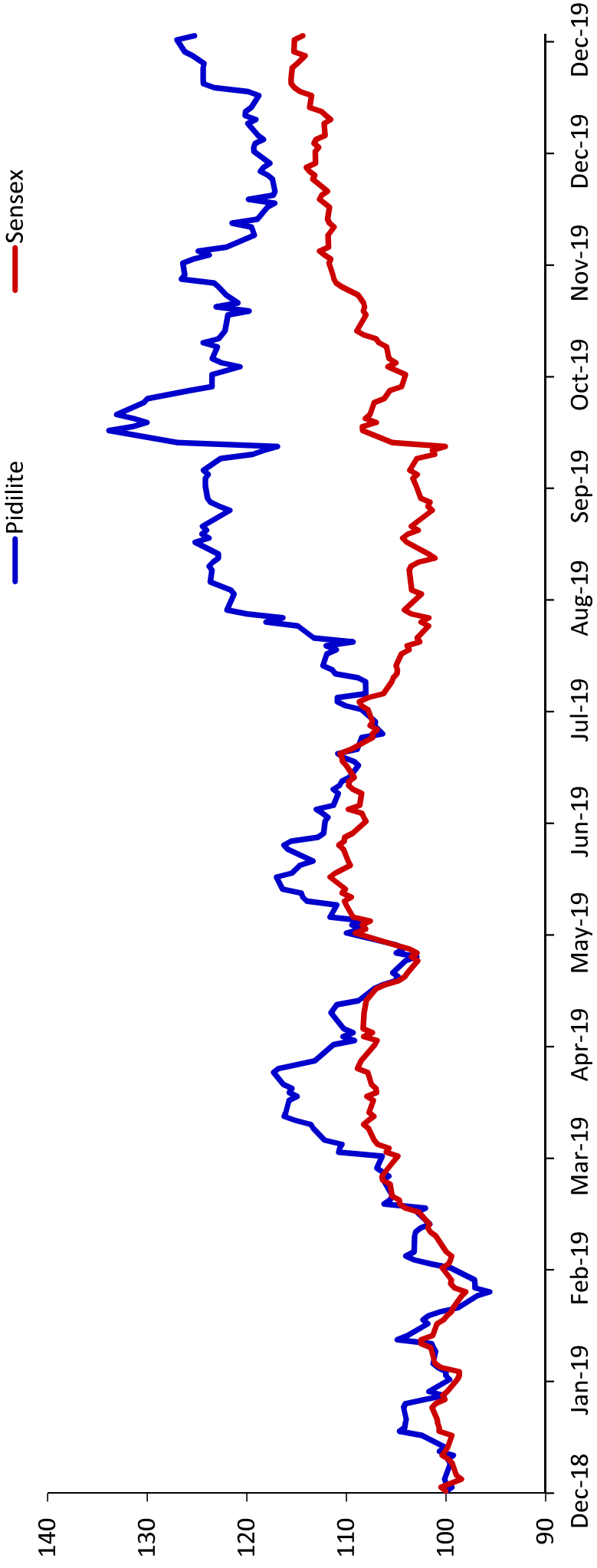
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikiwik, M-Seal, Dr Fixit, Fevicryl,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

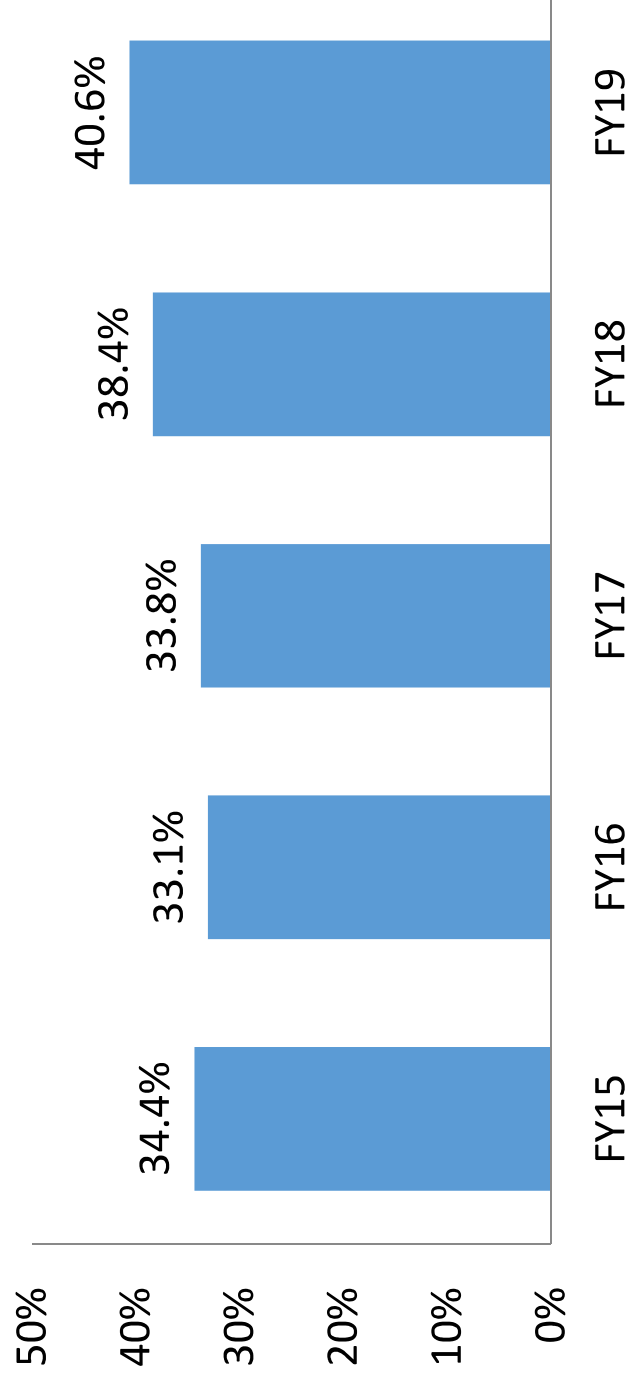


Share Price Movement



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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The ultimate adhesive

