

Q4 and FY 21 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.

- ❖ The current second wave of the pandemic poses challenges and demand outlook remains uncertain.
- ❖ Due to significant inflation in input costs, gross margins continue to be impacted.
- ❖ Our priority is to ensure employees health and safety in various parts of the geography.
- ❖ Pidilite remains committed to working with our partners to overcome this crisis.
- ❖ Our focus is on ensuring supply, service and customer/end user connect when markets are operating.



Building bonds over 60 years

Financial Highlights

Q4 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
Consolidated	Rs 2,230 Cr	Rs 460 Cr	Rs 415 Cr	Rs 307 Cr
YoY Growth	45.3% 38.2%	52.1% 40.8%	62.6% 49.4%	96.3% 80.2%

excluding PAPL is shown in shaded portion

Standalone	Rs 1,851 Cr	Rs 408 Cr	Rs 376 Cr	Rs 277 Cr
YoY Growth	41.5%	42.8%	43.3%	73.3%

* EBITDA is before non operating income. PBT is Profit before tax and Exceptional Items

FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
Consolidated	Rs 7,251 Cr	Rs 1,683 Cr	Rs 1,526 Cr	Rs 1,126 Cr
YoY Growth	-0.0% - 2.4%	6.5% 2.7%	0.1% - 3.8%	0.4% - 3.6%

excluding PAPL is shown in shaded portion

Standalone	Rs 6,187 Cr	Rs 1,550 Cr	Rs 1,457 Cr	Rs 1,081 Cr
YoY Growth	- 1.6%	4.3%	- 2.6%	- 1.8%

* EBITDA is before non operating income. PBT is Profit before tax and Exceptional Items

Performance Overview



- Resilient Consumer demand momentum in rural & metros across all major categories like adhesives, construction chemicals and DIY segment.
- The Business-to-Business segment posted sequential volume and value growth aided by gradual and consistent pick-up in economic activity.
- Despite significant challenges in FY 21, we have displayed adaptability and resilience while building capacity and capability.
- Gross margins have been impacted due to significant inflation in input costs.
- Overseas subsidiaries have reported high double-digit constant currency revenue growth as well as improved earnings growth for the quarter.

Q4 FY21 Overseas Subsidiaries Performance



Including diminution in investments Rs 3.6 Cr in current quarter and one of tax provision of Rs 6.6 Cr in same quarter last year.

- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
- Amounts in **'bold'** denotes CY

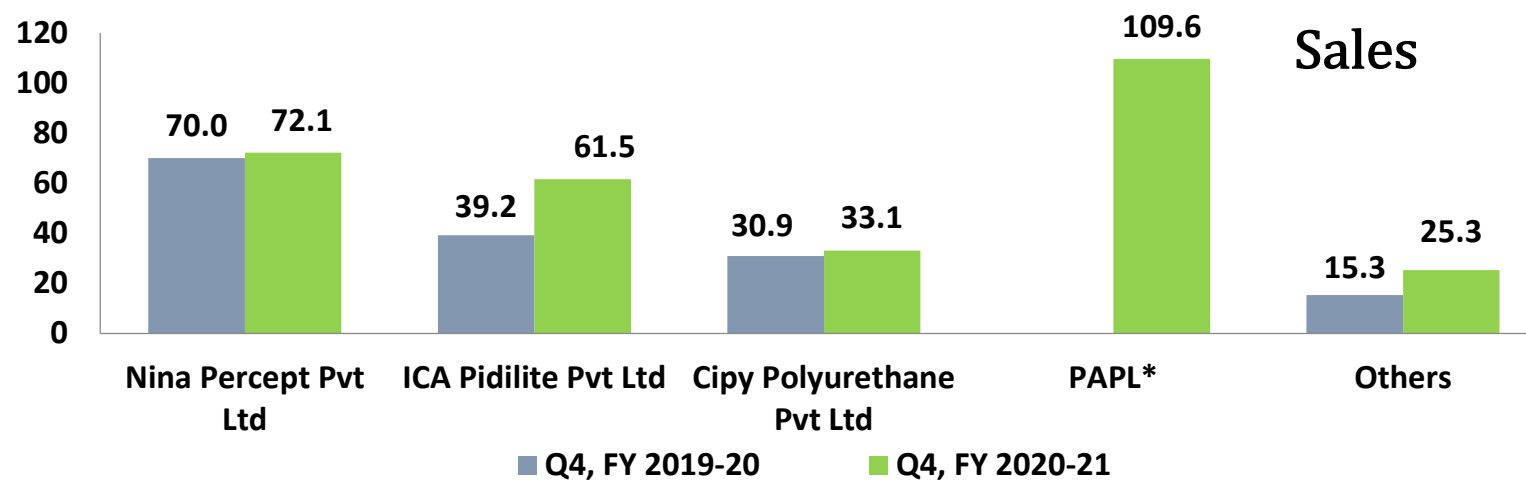
FY21 Overseas Subsidiaries Performance



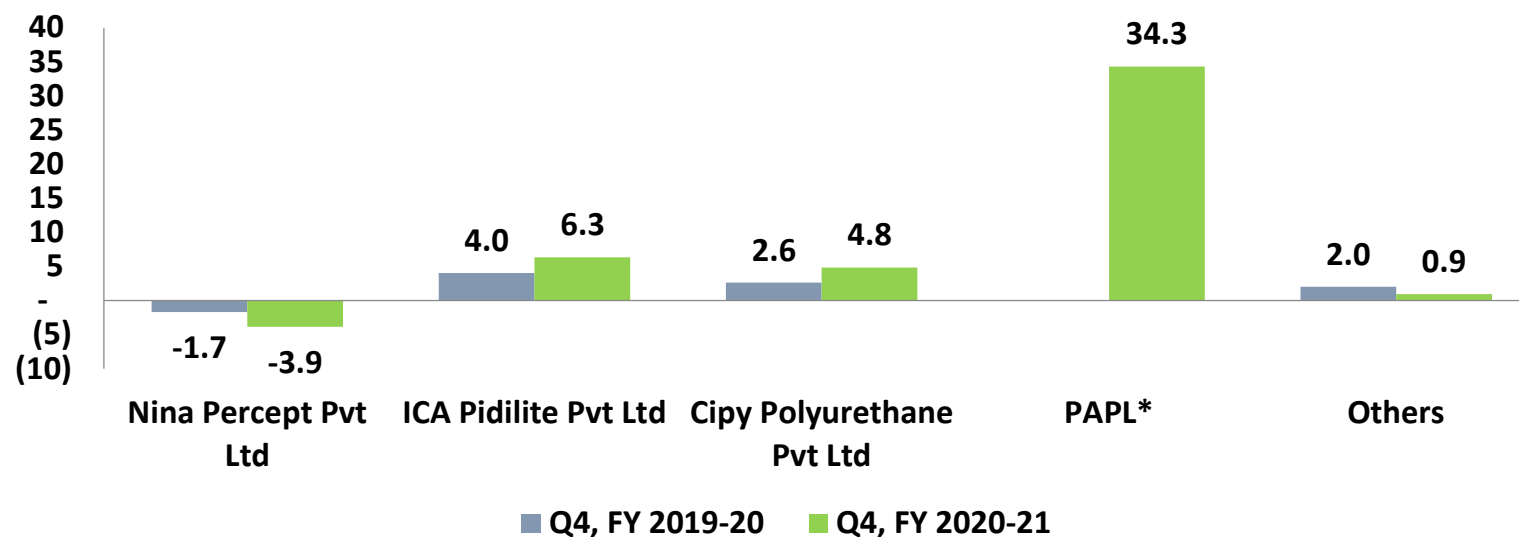
Including diminution in investments Rs 3.6 Cr in current quarter and one of tax provision of Rs 6.6 Cr in same quarter last year and tax gain of Rs 9.5 Cr pertaining to earlier years in current year.

- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
- Amounts in '**bold**' denotes CY

Q4 FY21 Domestic Subsidiaries Performance



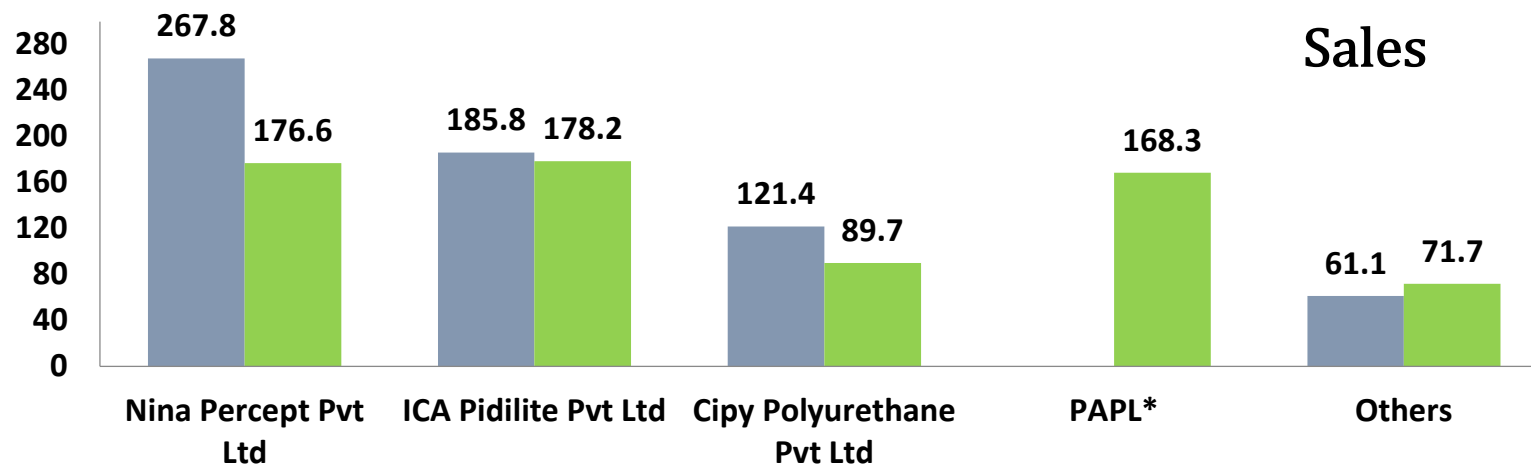
EBITDA



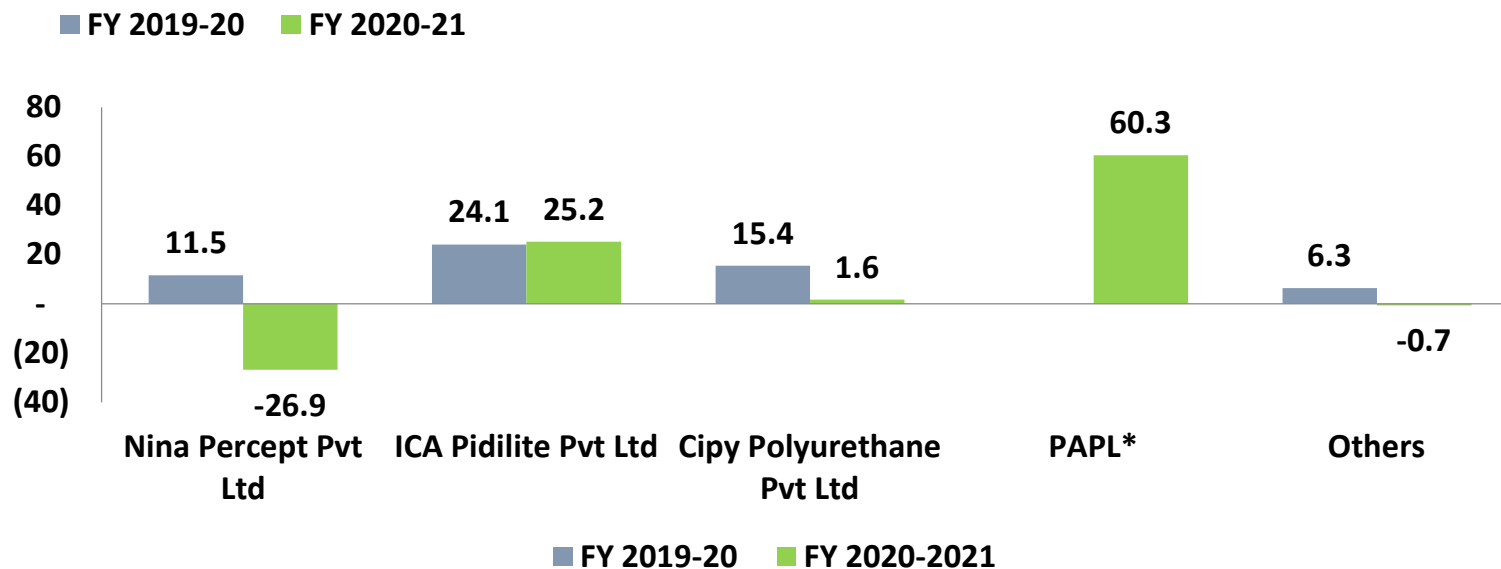
*The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3rd November 2020.

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

FY21 Domestic Subsidiaries Performance



EBITDA



*The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3rd November 2020.

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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

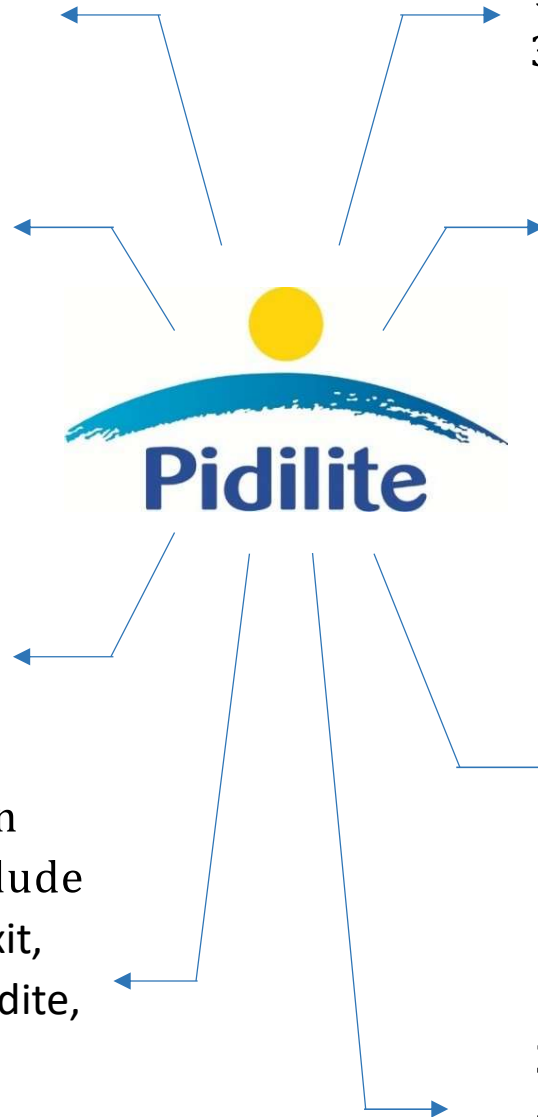
Among the most trusted brands in
the country. Other big brands include
M-Seal, Fevikwik, Fevistik, Roff, Dr. Fixit,
Fevicryl, Motomax, Hobby Ideas, Araldite,
Araldite Karpenter and Araseal

9 Regional offices with 28 plants and
31 co-makers in India

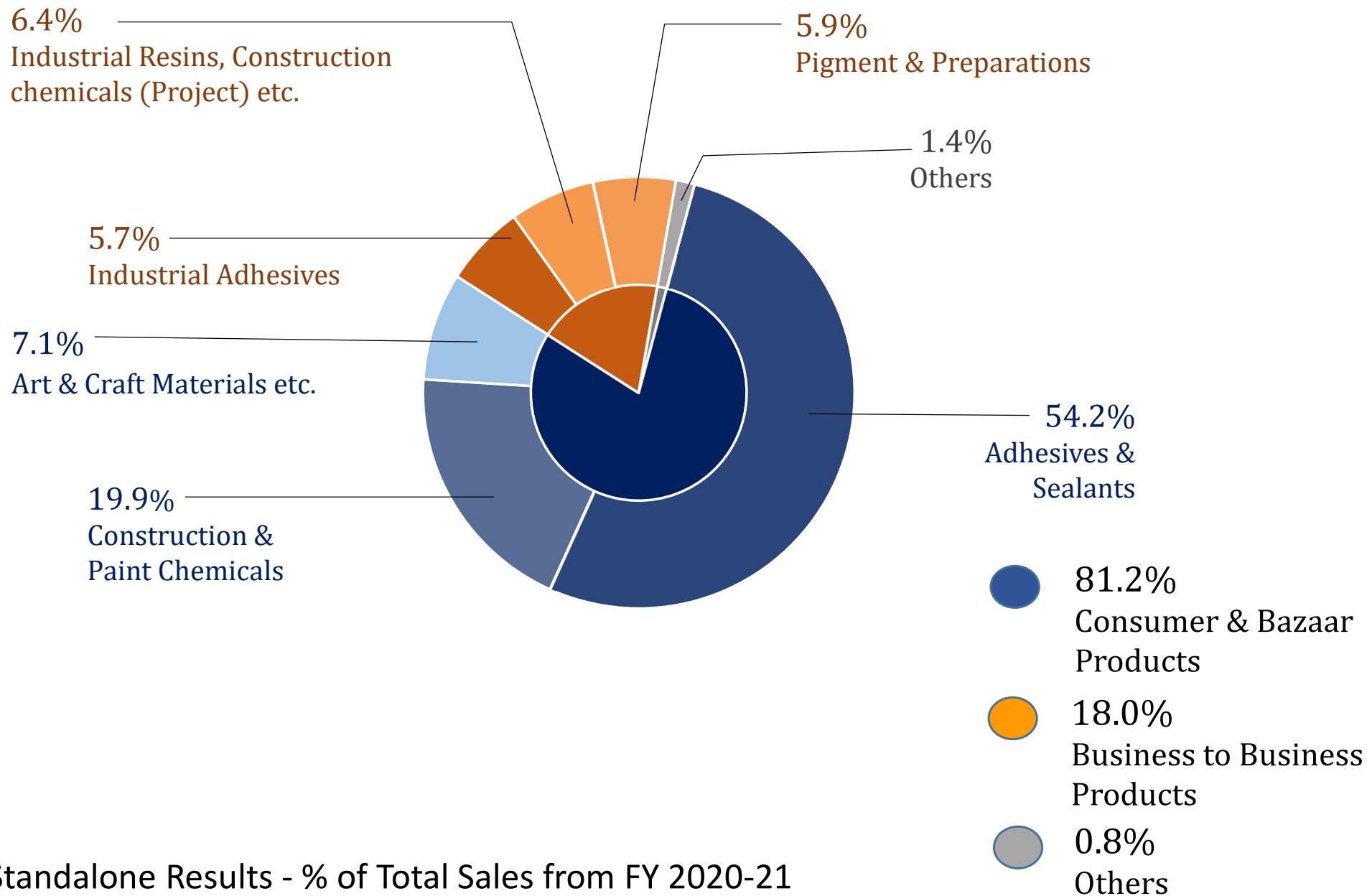
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya

Exporter of Pigments and Pigment
emulsions to emerging markets as well
as Europe and North America

3 R&D centres in India. 1 in Singapore
and 1 in USA



Industry Segment Composition



Standalone Results - % of Total Sales from FY 2020-21

5-Year Performance by Business Segments

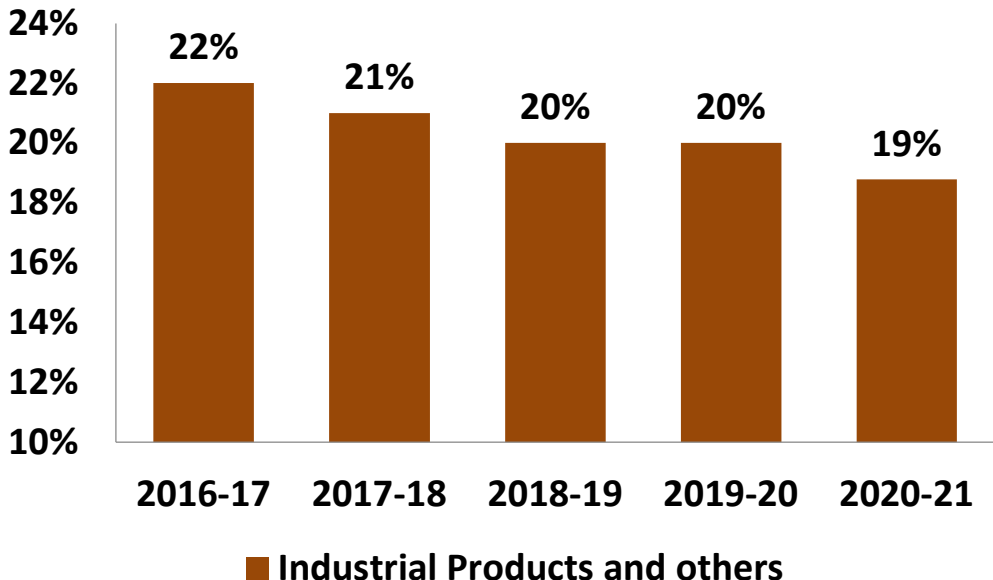
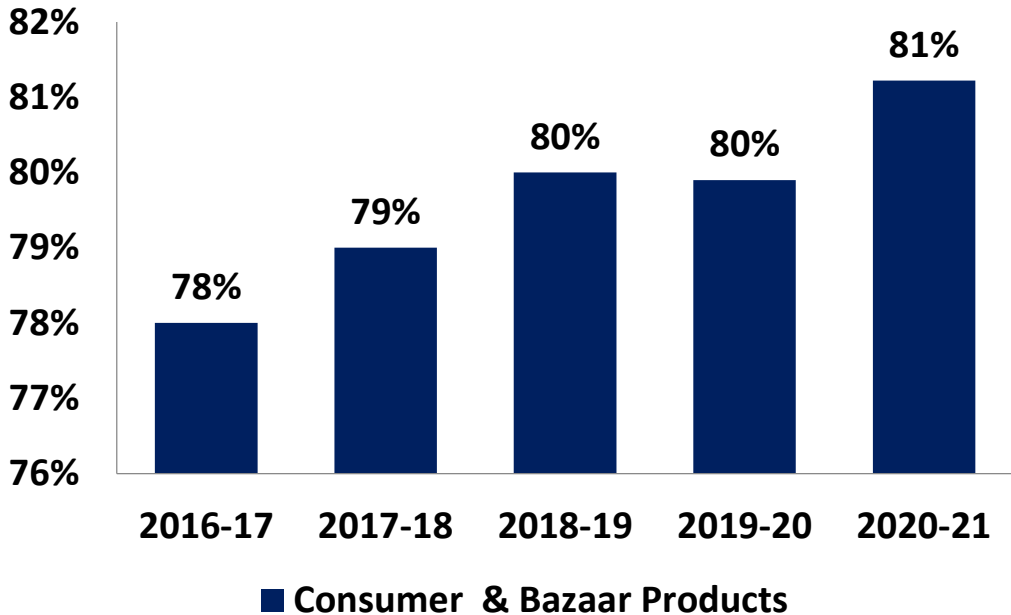


Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)

Business to Business (B2B)

B2B includes Others also



Domestic Presence – India operations

- **6,000+** SKUs of **600+** products
- Domestic Revenue of **Rs. 5,547 Cr** for FY21
- **28** plants, **31** Co-makers
- **4,800+** distributors
- **44** warehouses (including PAPL 3)
- **9** regional offices & **2** RDCs



- Exports to more than **80** countries. Major exports to Middle East, SAARC, Africa, USA & Europe.
- Export Revenue of **Rs. 669 Cr** in **FY21**.
- **20** Overseas subsidiaries – 6 Direct and 14 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 627 Cr** in **FY21**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya.

Connecting users and dealers via digital platform



Fevikwik

#ContestAlert
Here's your big break to become a Fevikwik Star!

Presenting

Fevikwik STARS

Nominate the most **laparwah** person
(could be you too!)

And win an iPhone*

Contest Rules

1. Tag our official handle on
@fevikwik
@fevikwikindia
@fevikwik_tweets
2. Don't forget to use #FevikwikStars

Prizes

Get a chance to win
3 iPhone 12 Mini's*
10 Amazon Gift Vouchers worth ₹999/- each*

The last date to submit your entry is

20th April, 2021

So, get going & become the star that you always wanted to be!

Agar aap mein hi hai cheezon todne ka hunar Toh aap hi bann sakte hai #FevikwikStars ka winner!

Utilities

New

Gurukul
Learn · Grow · Succeed
Gurukul

New

Meetings

Scan

Laser Distance Measure

600 **500** FCCR POINTS only

100 Points Cash Back after 10 Days

REDEEM NOW before offer ends TODAY

- Valid only if redeemed today.
- 100 Points will be added as Cashback after 10 days of redemption
- Items needs to be collected / delivered before 10 days to avoid cancellation

Celebrating Occasions via Digital Media

 **Fevicol**

Dhote jao, dhote jao, dho :P
#Holi #FevicolKaJod #MazbootJod



Bunty ka sabun slow hi rahega

 **Fevicol**

This will have a 'domino' effect on your weight loss plans
#WorldPizzaDay #FevicolKaJod #MazbootJod



 **Fevicol**

We're doing this to drive 'engagement' 😊
#HappyValentinesDay #MazbootJod #FevicolKaJod



 **Fevikwik**

It could be a mari-gold(en) opportunity to repair anything in just Rs 10/- ☺
#HappyBasantPanchami #Fevikwik #PhenkoNahiJodo





Pidilite WD-40, Multipurpose Spray, 420ml Rust Remover, Lubricant, Stain Remover, Degreaser, and Cleaning Agent, (341g)

Brand: Pidilite
 ★★★★★ 6,409 ratings | 50 answered questions
 Amazon's Choice for "wd 40"

M.R.P.: ₹356.00
 Price: ₹329.00
 Deal Price: ₹ 319.00 **FREE Delivery.** No Minimum order value for first order in this category [Details](#)
 You Save: ₹ 31.00 (9%)
 Inclusive of all taxes

Delivery by: Sunday, Jan 24

Adopting Alternate Trade Channels

- Alternate Trade Channels like Ecommerce, Modern Trade (MT) and Pidilite Ki Duniya (PKD) have augmented Q4 growth
- E-comm Sales at 4X growth
- Modern Trade Sales at 1.3X growth
- PKD Sales at 1.3X growth



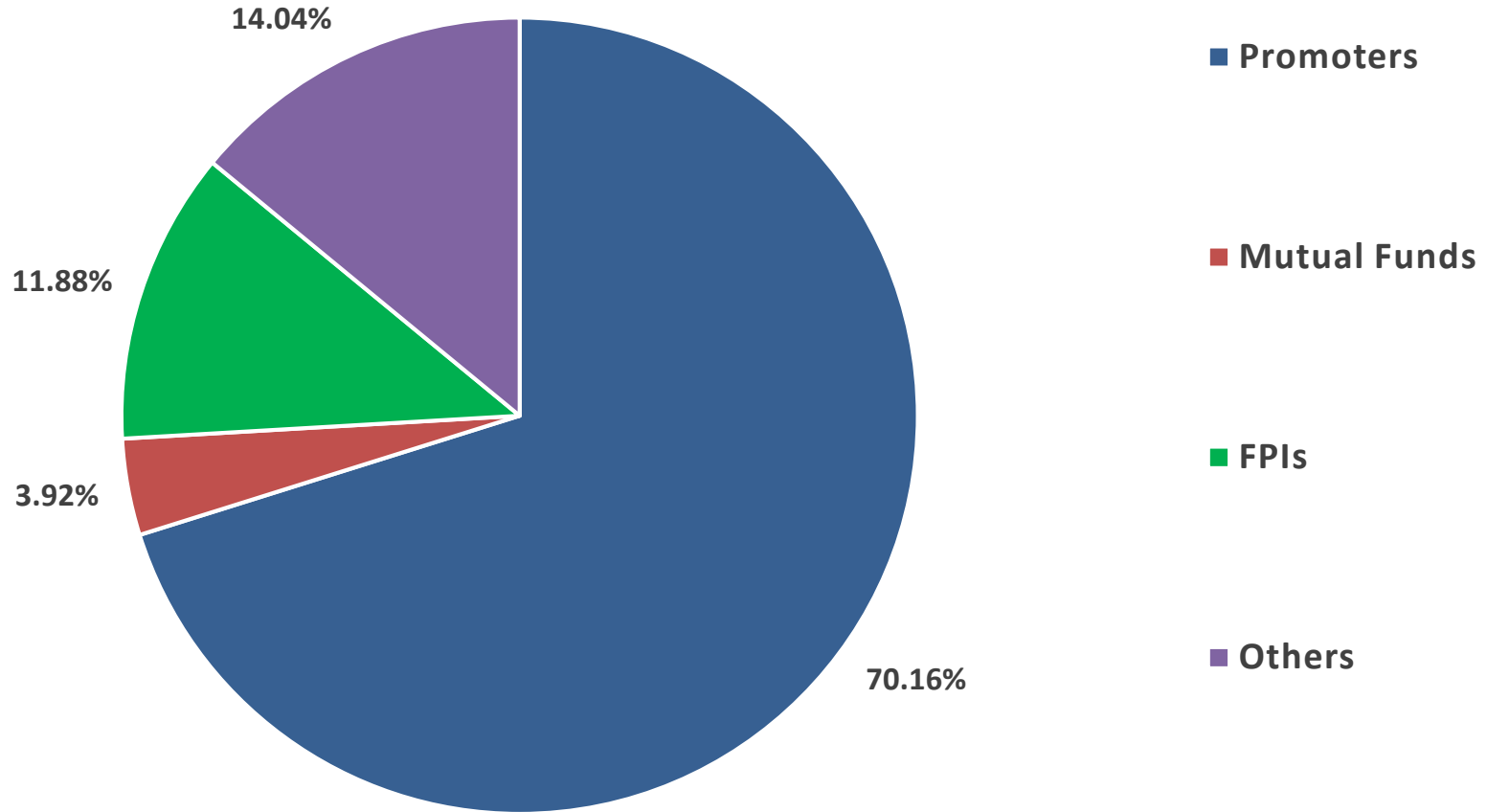
Marketing/ Advertising



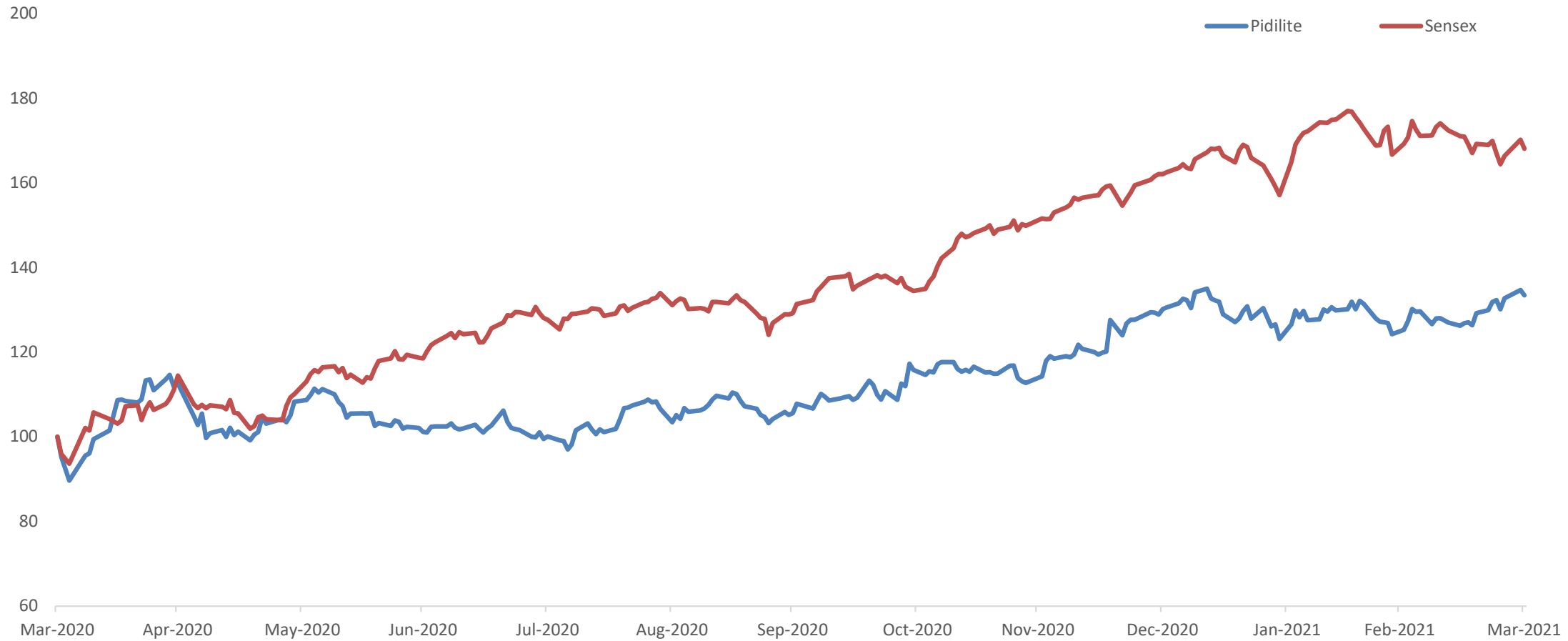
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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, 2021

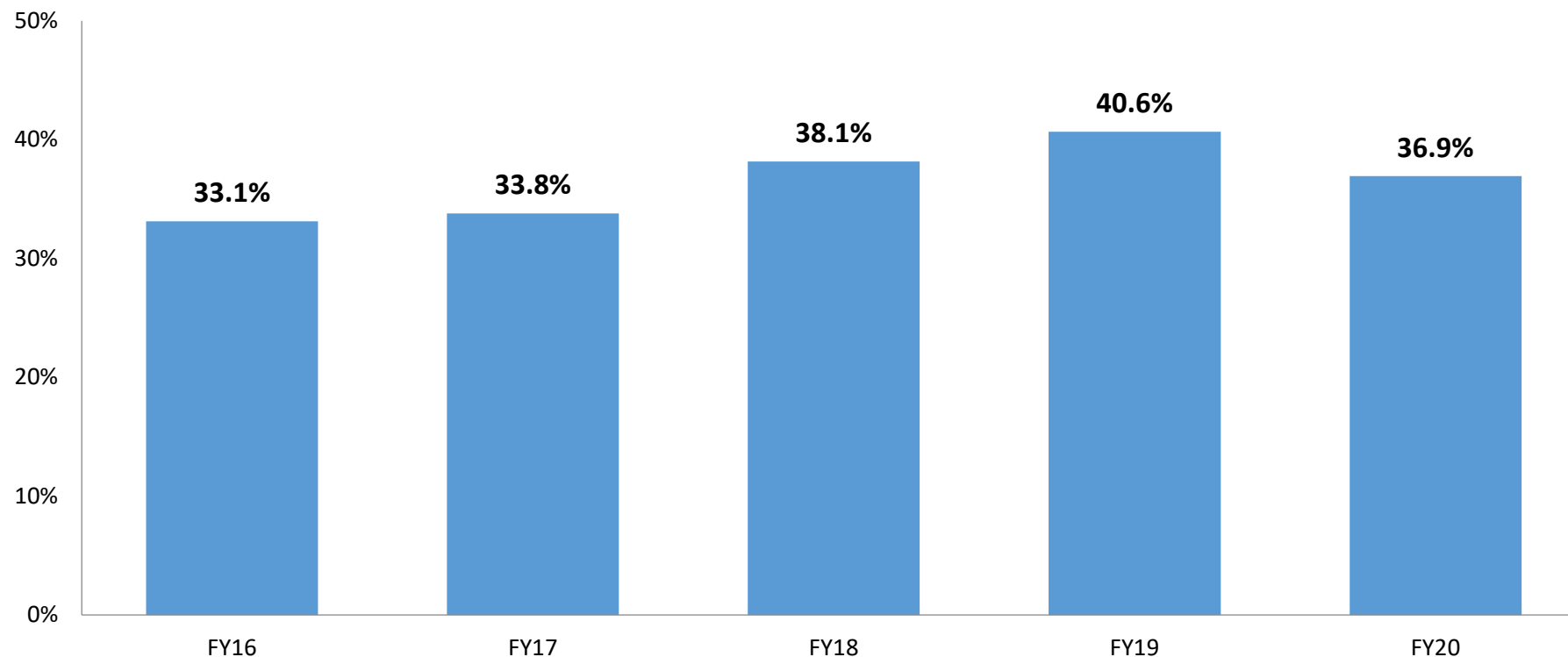


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Note: The Net Profit considered for above calculation is excluding exceptional items

FY 21: The Board of Directors have proposed a final dividend of Rs. 8.5 Per share, subject to approval of shareholders at the AGM.

Investor Contacts



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The ultimate adhesive

