



Pidilite Industries Ltd.



**Q3 FY18
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.



Financial Highlights



Q3 FY18 Earnings Summary



| | Net Sales | EBITDA ** | PBT | PAT |
|----------------------|------------|-----------|-----------|-----------|
| Standalone | Rs 1366 Cr | Rs 359 Cr | Rs 353 Cr | Rs 239 Cr |
| YoY Growth | 20.2% | 28.9% | 26.0% | 17.0% |
| Consolidated* | Rs 1533 Cr | Rs 372 Cr | Rs 358 Cr | Rs 239 Cr |
| YoY Growth | 17.3% | 28.0% | 27.1% | 18.0% |

*Sales is excluding Cyclo

** EBITDA is before non operating income

9M FY18 Earnings Summary



| | Net Sales | EBITDA** | PBT | PAT |
|----------------------|------------|------------|------------|-----------|
| Standalone | Rs 4048 Cr | Rs 1039 Cr | Rs 1053 Cr | Rs 717 Cr |
| YoY Growth | 9.1% | 6.7% | 7.4% | 2.0% |
| Consolidated* | Rs 4546 Cr | Rs 1070 Cr | Rs 1066 Cr | Rs 719 Cr |
| YoY Growth | 6.8% | 6.2% | 7.2% | 1.8% |

*Sales is excluding Cyclo

** EBITDA is before non operating income

Standalone

- Net Sales grew by 20.2% in Q3.
- EBITDA, before non-operating income, at Rs 359 Cr, grew by 28.9%

Consolidated

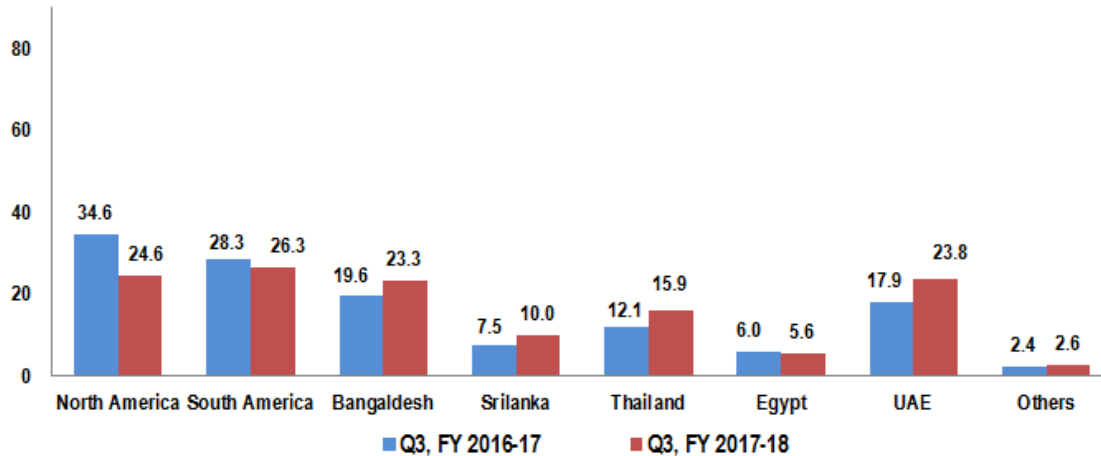
- Net Sales grew by 17.3% (excluding sales of Cyclo division of Pidilite USA Inc., which was sold by Pidilite USA Inc. in June, 2017).
- EBITDA, before non-operating income, at Rs 372 Cr, grew by 28.0%.

Q3 FY18 Overseas Performance

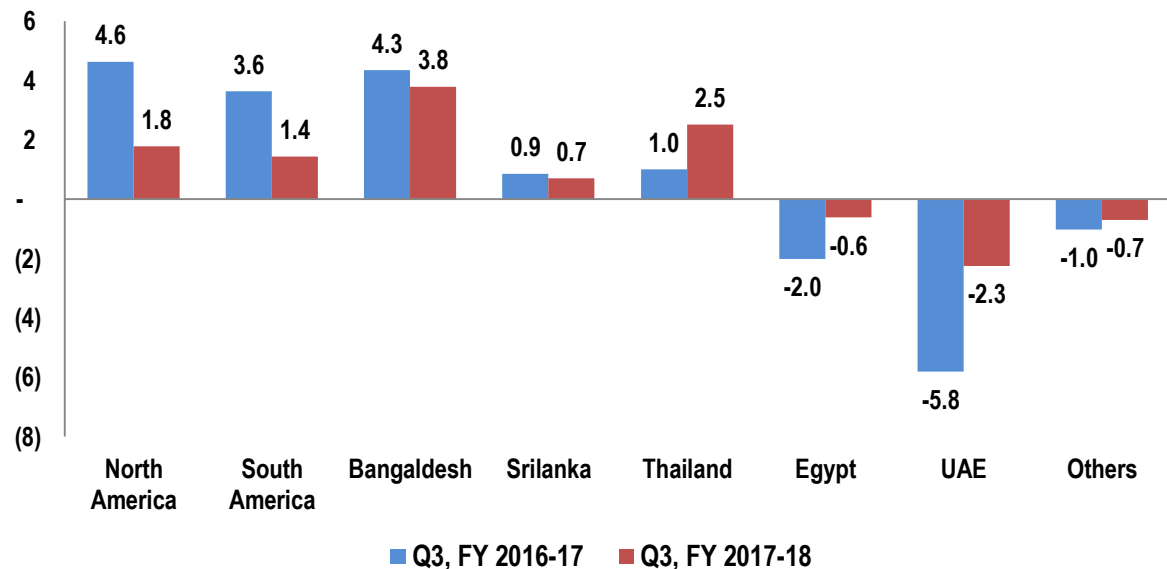


(in INR Crores)

Sales



EBITDA

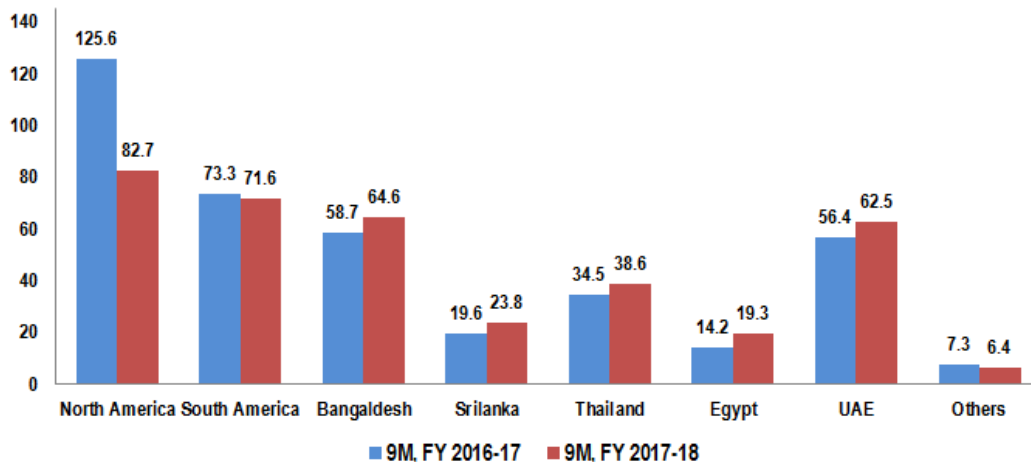


Sales and EBITDA are excluding Cyclo.
 Figures are reported as per constant currency

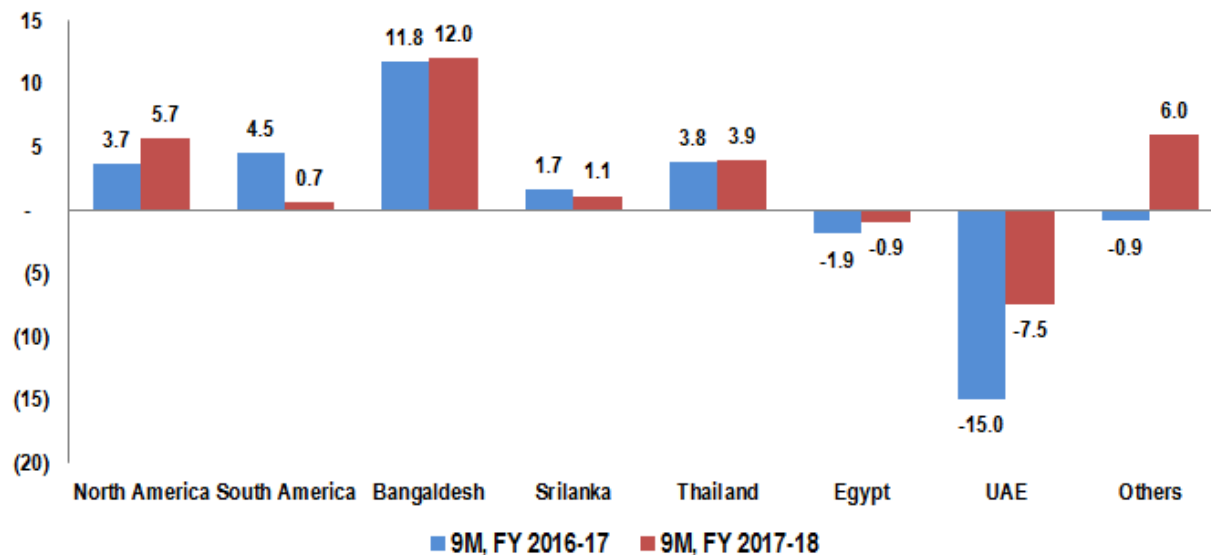
9M FY18 Overseas Performance



(in INR Crores)



EBITDA



Sales and EBITDA are excluding Cyclo.
 Figures are reported as per constant currency

Company Overview



Company Overview



Brand established in 1959.
Pioneer in Consumer and
Specialty Chemicals

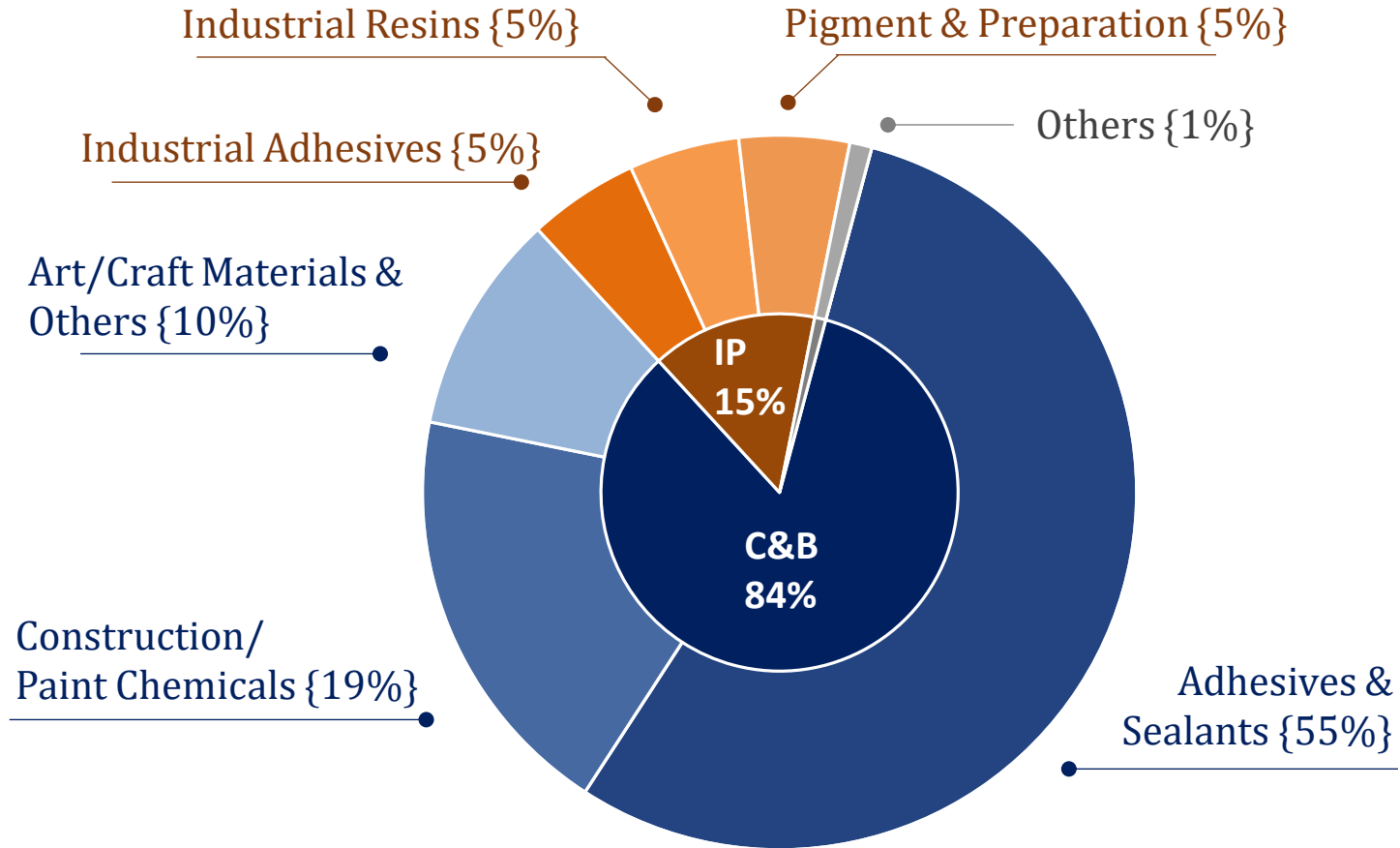
Adhesives & sealants,
construction chemicals, art &
craft products and polymer
emulsions

History of creating strong
brands.

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



Industry Segment Composition as on March 2017



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

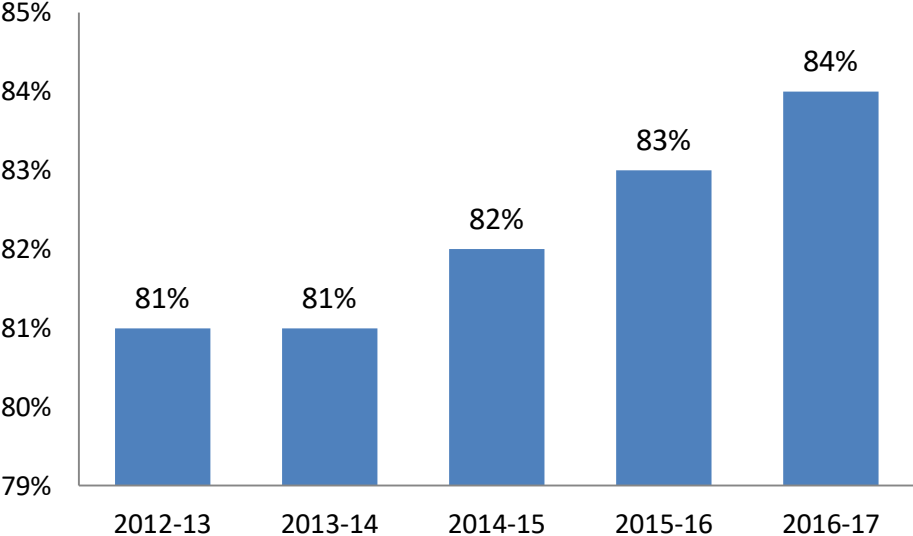
Standalone Results – % of Total Net Revenue

5-Year Performance by Business Segments

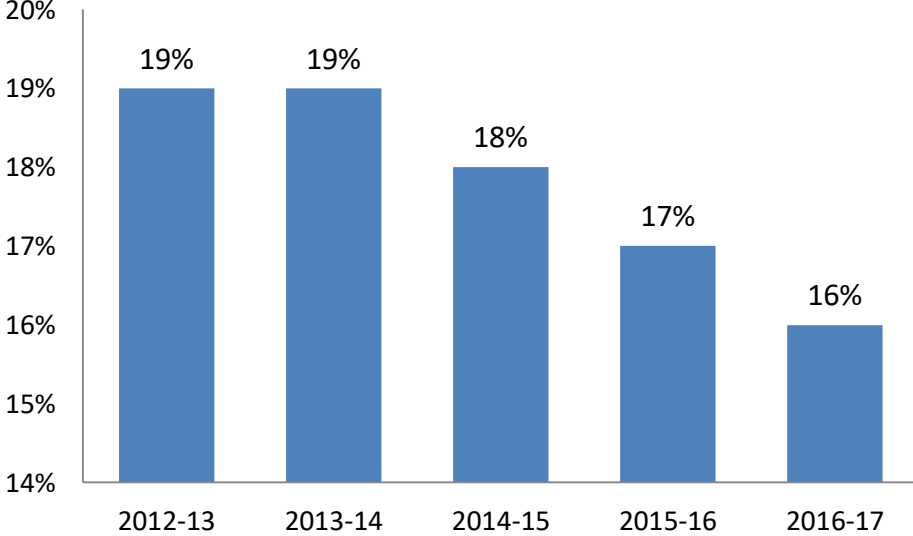


Numbers represent Percentage of Total Net Revenue

Consumer and Bazaar Products



Industrial Products



Domestic Presence – India operations

- **5200+** SKUs of **500** products
- Gross Turnover (domestic) of **Rs. 5,720 Cr** for FY17
- **23** plants, **23** Co-makers
- **5442** distributors
- **28** warehouses
- **8** regional offices & **2** RDCs



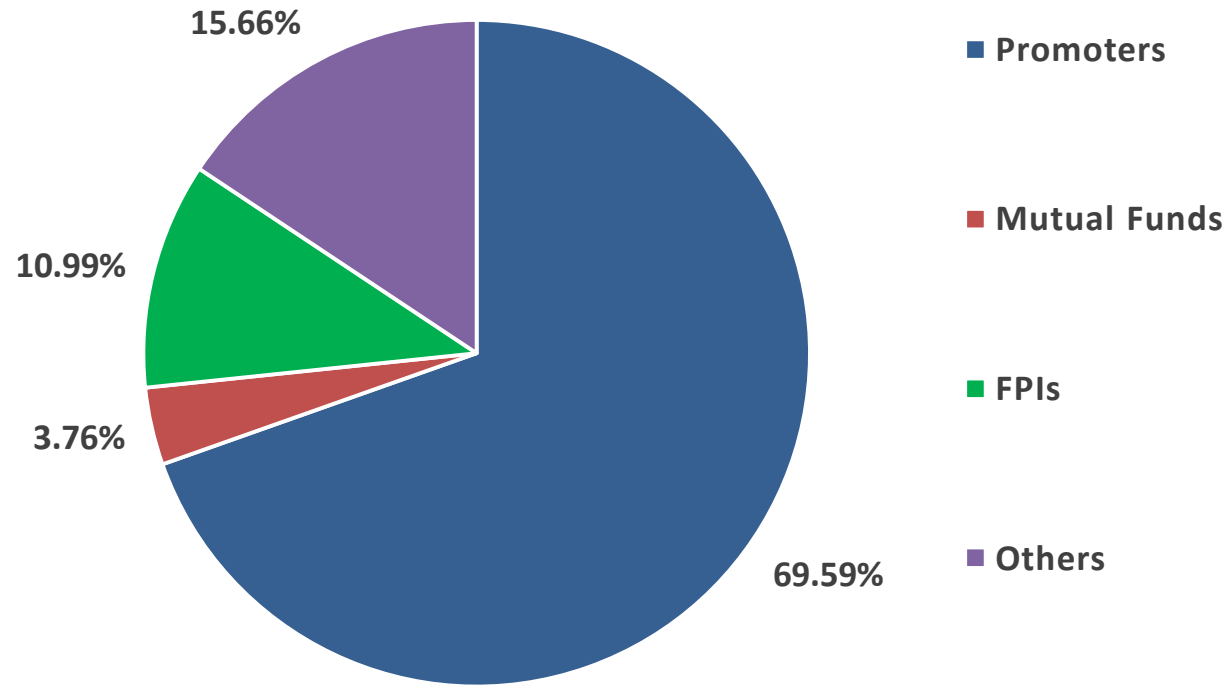
- Exports to more than **80** countries. Major exports to Middle East, Africa, USA & Europe.
- Export Turnover of **Rs. 484 Cr** in **FY17**.
- **17** Overseas subsidiaries – 5 Direct and 12 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 599 Cr** in **FY17**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore and Bangladesh.
- Specific focus **growing business in Bangladesh , Sri Lanka and Egypt**.
- Manufacturing facility planned in **Sri Lanka** and **Ethiopia** this year. Additional manufacturing facility planned in **Bangladesh**.

Marketing/ Advertising

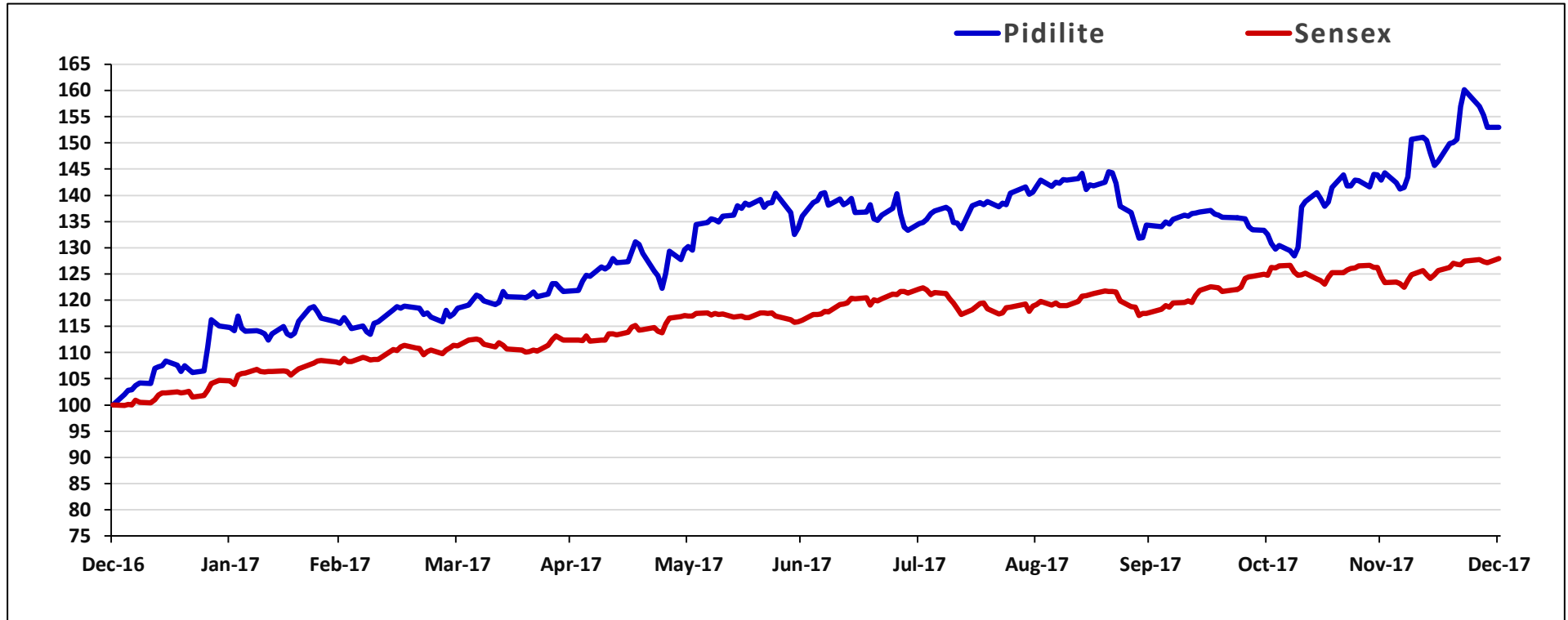
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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 December 31, 2017

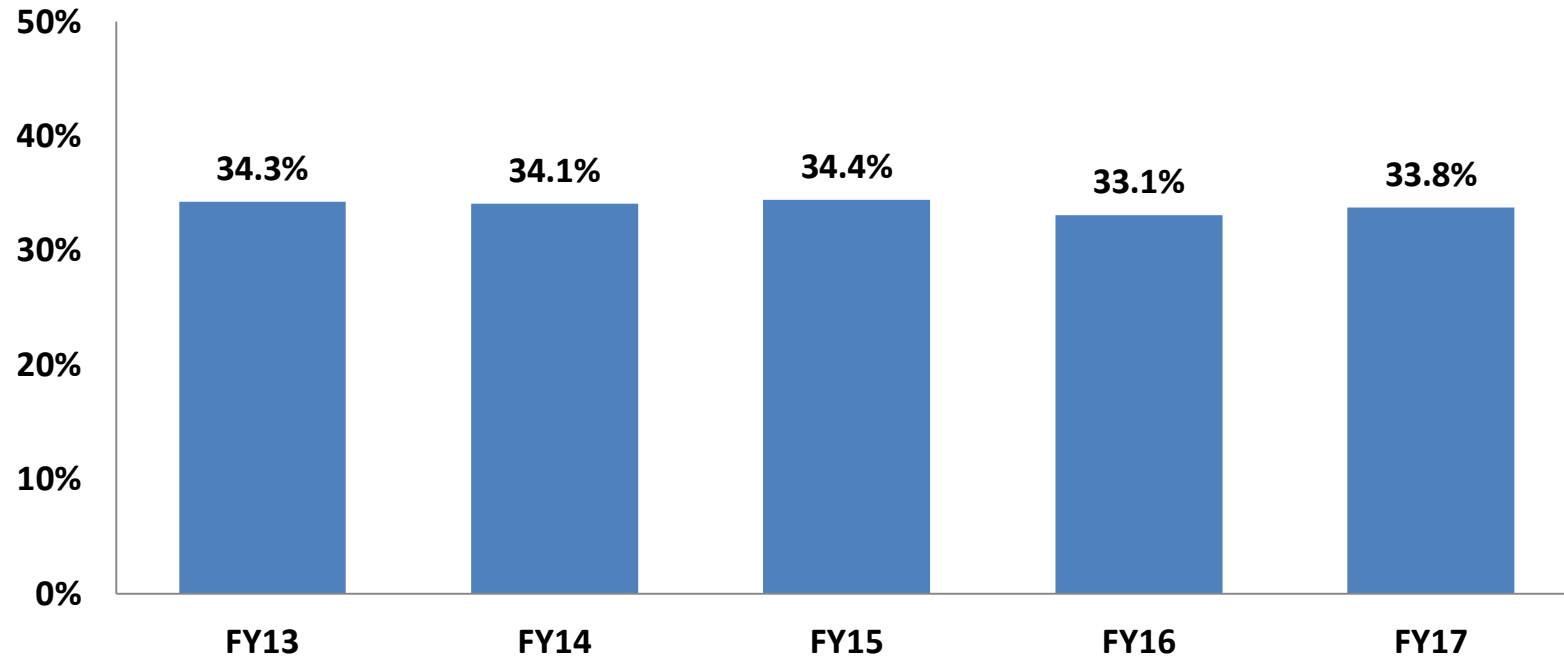


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

Investor Contacts



CIN : L24100MH1969PLC014336

Investor Relations - investor.relations@pidilite.co.in

Savithri Parekh, Company Secretary

Ramkrishna Mandir Road, Off Mathuradas Vasanji Road,
Andheri (E), Mumbai - 400 059.

Phone : +91 22 67697000

Fax : +91 22 28216007

The ultimate adhesive

