



Pidilite Industries Ltd.



**Q1 FY21
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



Q1 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
Standalone	Rs 768 Cr	Rs 97 Cr	Rs 77 Cr	Rs 57 Cr
YoY Growth	-56.6%	-76.9%	-81.9%	-80.3%
Consolidated	Rs 873 Cr	Rs 67 Cr	Rs 32 Cr	Rs 16 Cr
YoY Growth	-56.5%	-84.8%	-92.8%	-94.6%

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

Comments on Financial Performance



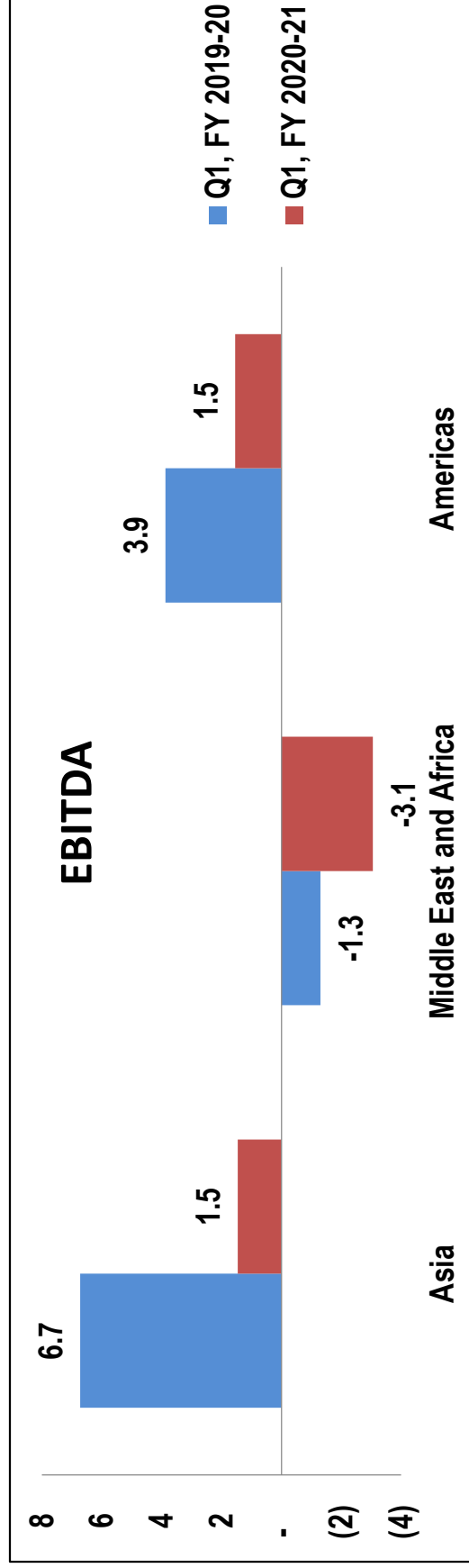
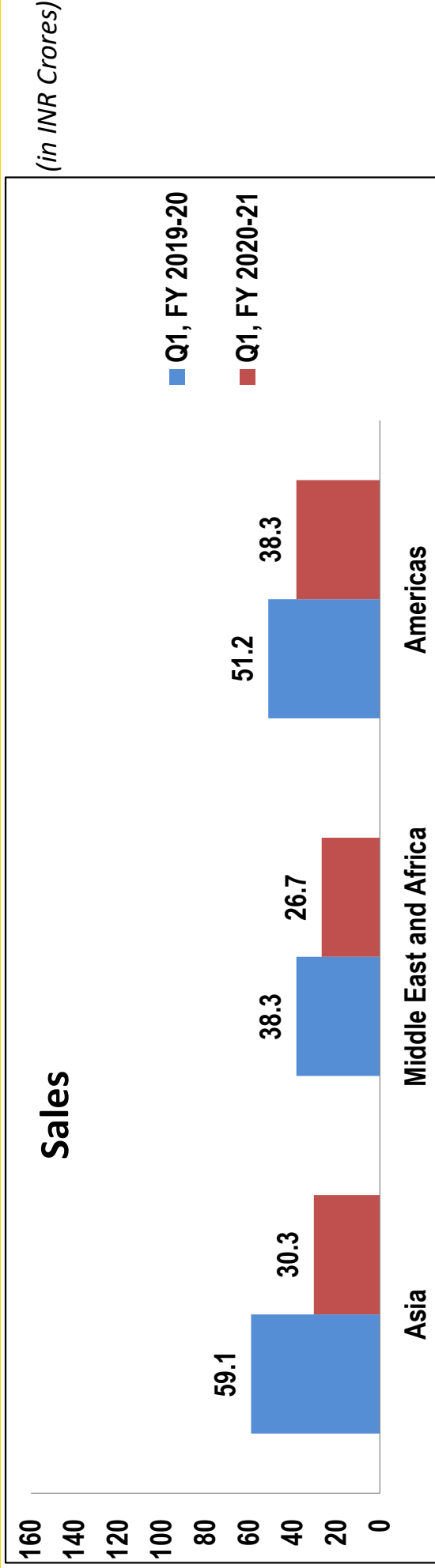
Standalone

- Net Sales declined by 56.6% over same quarter last year.
- Material cost as a % to net sales is lower by 297 Bps over same quarter last year and higher by 134 Bps v.s previous quarter.
- EBITDA, before non-operating income, at Rs 97 Cr, declined by 76.9% over the same quarter last year.

Consolidated

- Net Sales declined by 56.5% over same quarter last year.
- Material cost as a % to net sale is lower by 210 Bps vs same quarter last year.
- EBITDA, before non-operating income, at Rs 67 Cr, declined by 84.8% over the same quarter last year.

Q1 FY21 Overseas Subsidiaries Performance

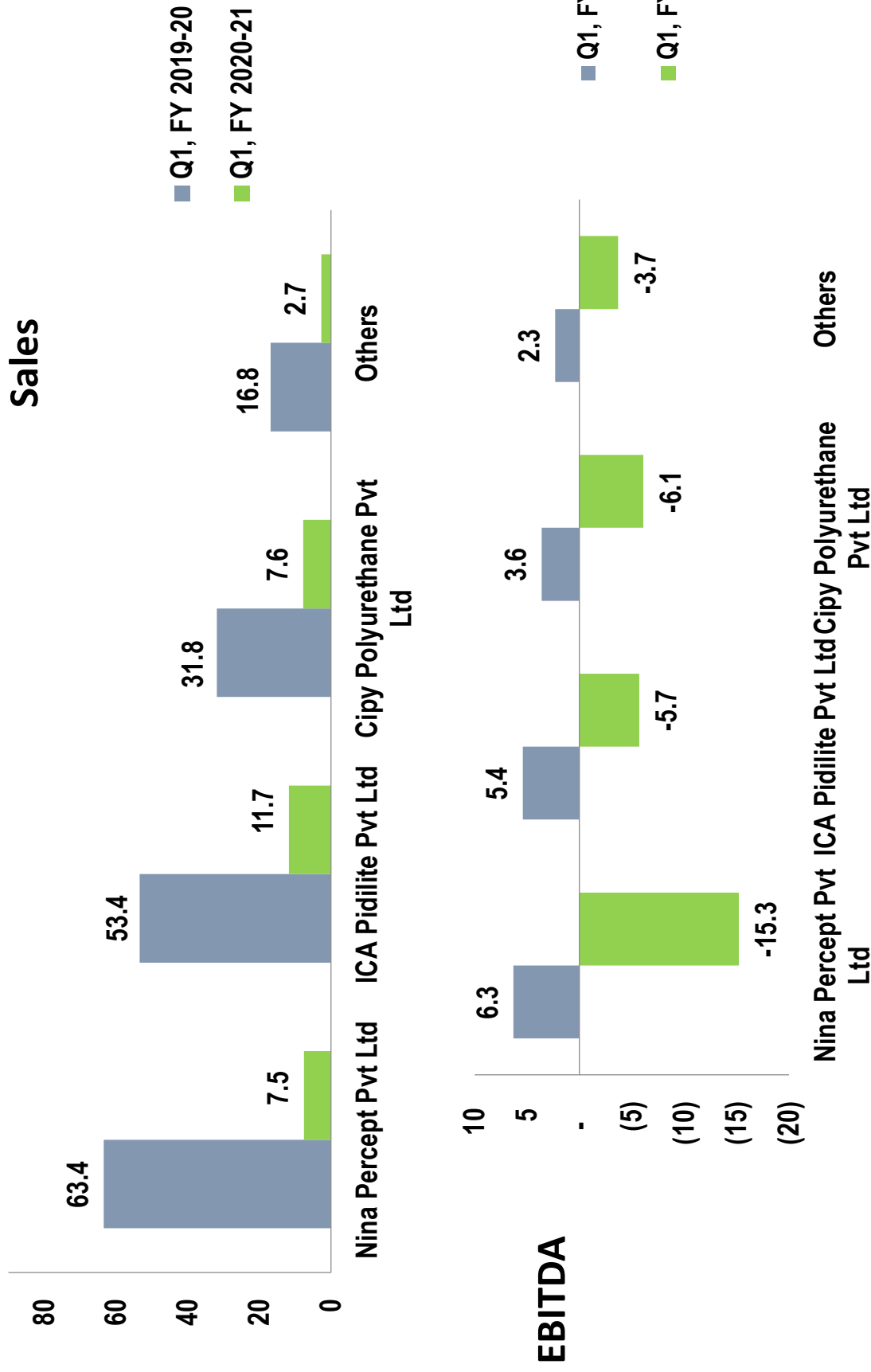


EBITDA is before exception items
 Figures are reported at constant currency, excluding translations and other consolidation impacts.

Q1 FY21 Domestic Subsidiaries Performance

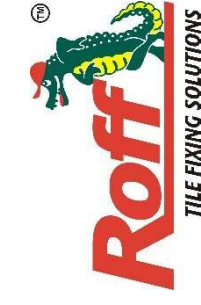
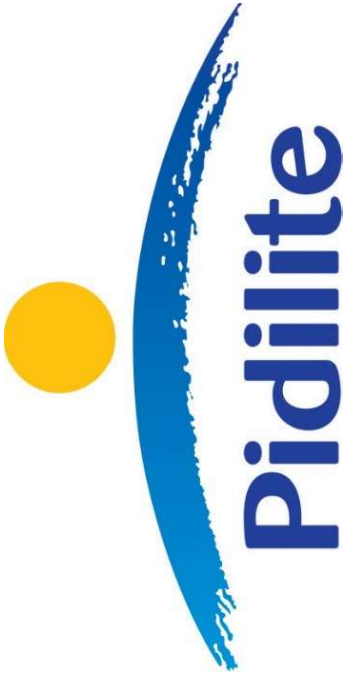


(in INR Crores)

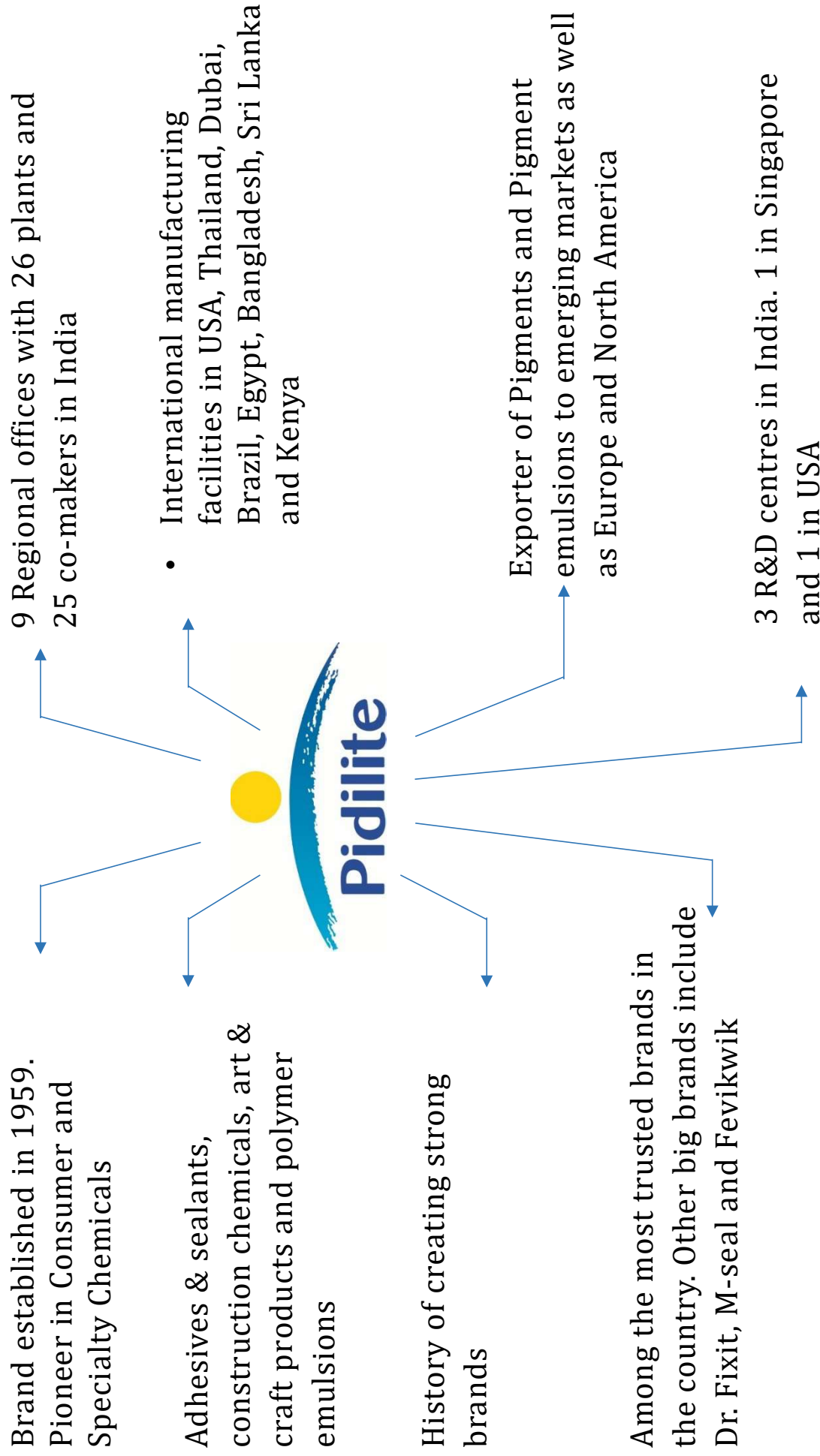


EBITDA is before exception items
 Figures are reported excluding other consolidation impacts.

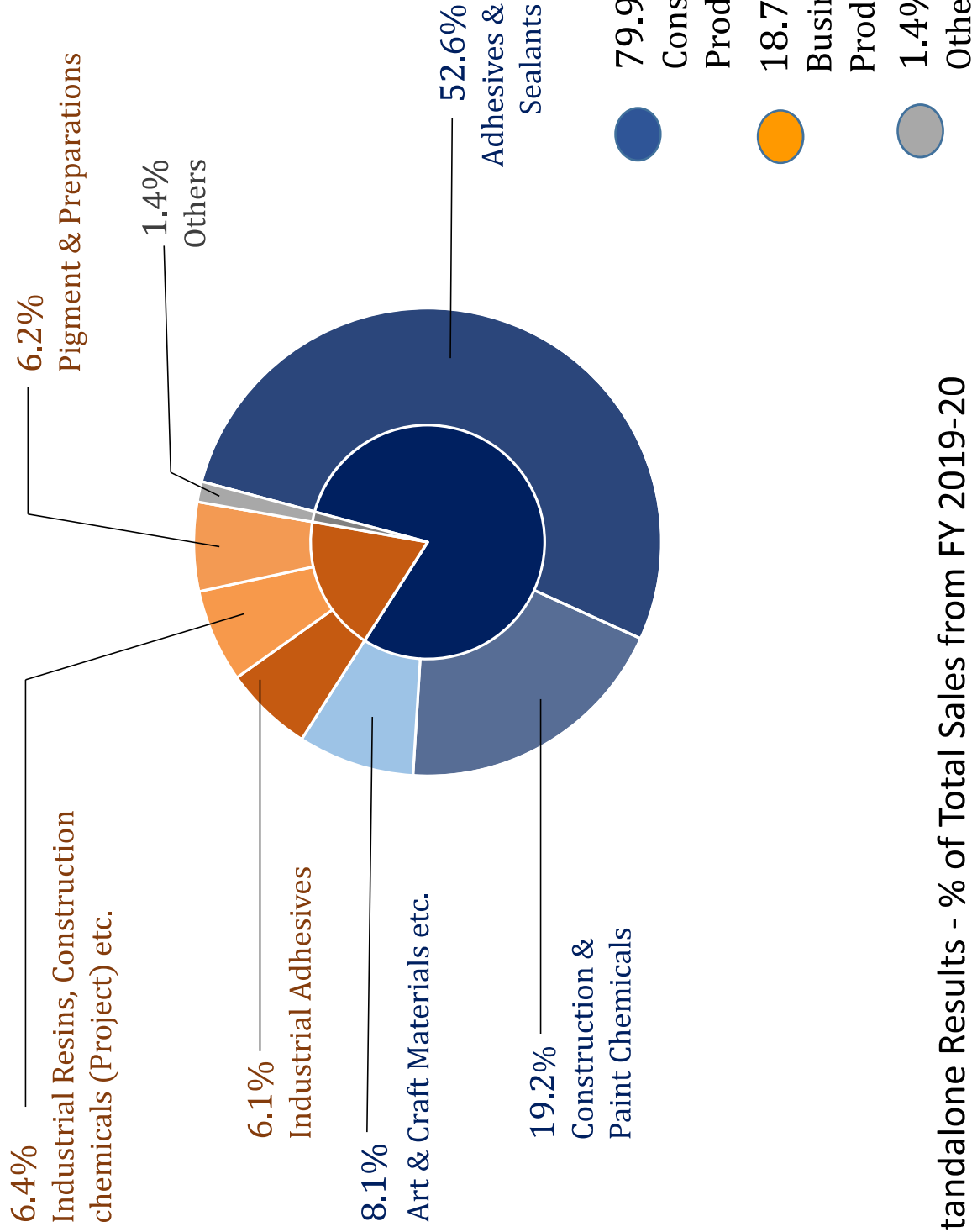
Company Overview



Company Overview



Industry Segment Composition



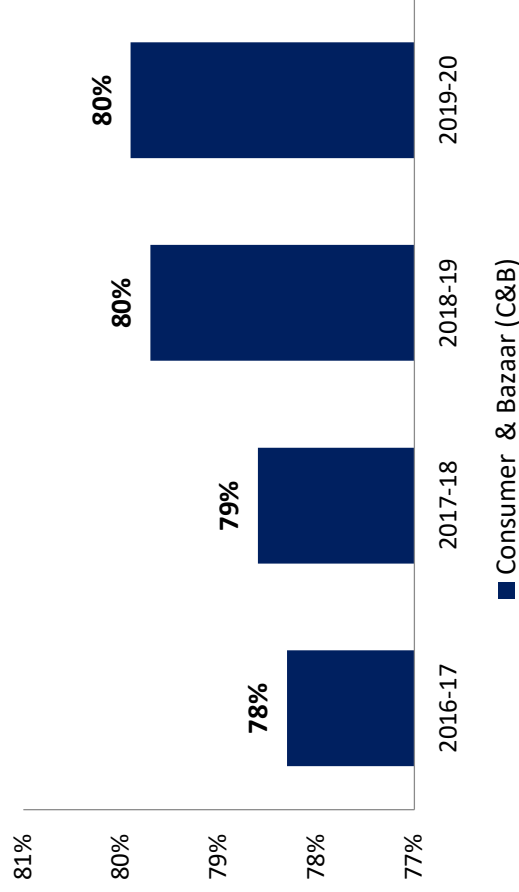
Standalone Results - % of Total Sales from FY 2019-20

4-Year Performance by Business Segments



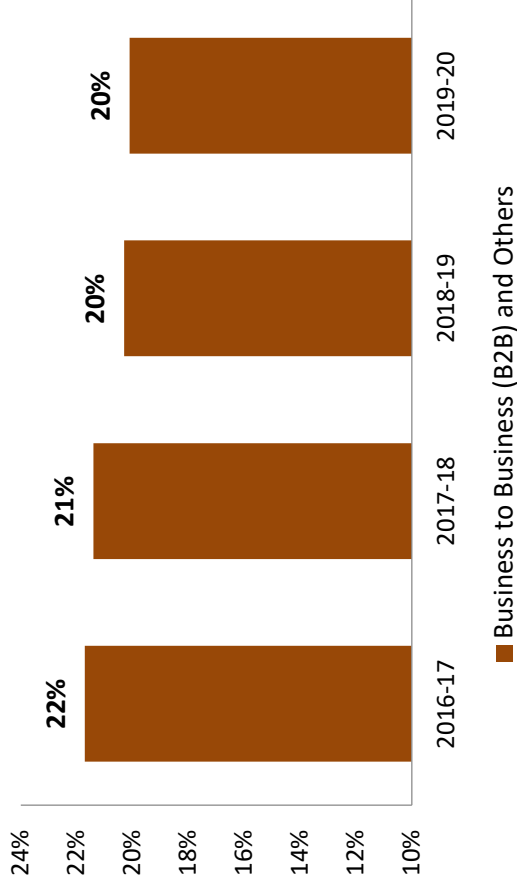
Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)



Business to Business (B2B)

B2B includes Others also



Domestic Presence – India operations



- **6000+** SKUs of **700+** products
- Domestic Revenue of **Rs. 5,638 Cr** for FY20
- **26** plants, **25** Co-makers
- **5,000+** distributors
- **30** warehouses
- **9** regional offices & **2** RDCs



Global Presence



- Exports to more than **80** countries. Major exports to Middle East, SAARC, Africa, USA & Europe.
- Export Revenue of **Rs. 695 Cr** in **FY20**.
- **20** Overseas subsidiaries – 6 Direct and 14 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 575 Cr** in **FY20**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya.

Digital Advertising Initiatives for Q1 FY 21



More focus on Digital Ads as all eyes are on mobile phones and computer screen in work from home environment



Like Comment Share

2.1K · 12 Comments



Ab sabse mazboot door - INdoor

FEVILITE FEVERIL

Let the sun shine outside while you stay safe inside.
#Lockdown #StayAtHome #Fevikwik



Sunglasses chipkaro phir kabhi. Ghar par hi rehna hai abhi.



#StayAtHome

The thought behind the campaign is to get families to spend time with each other by indulging in fun crafting activities and making happy memories in the process!



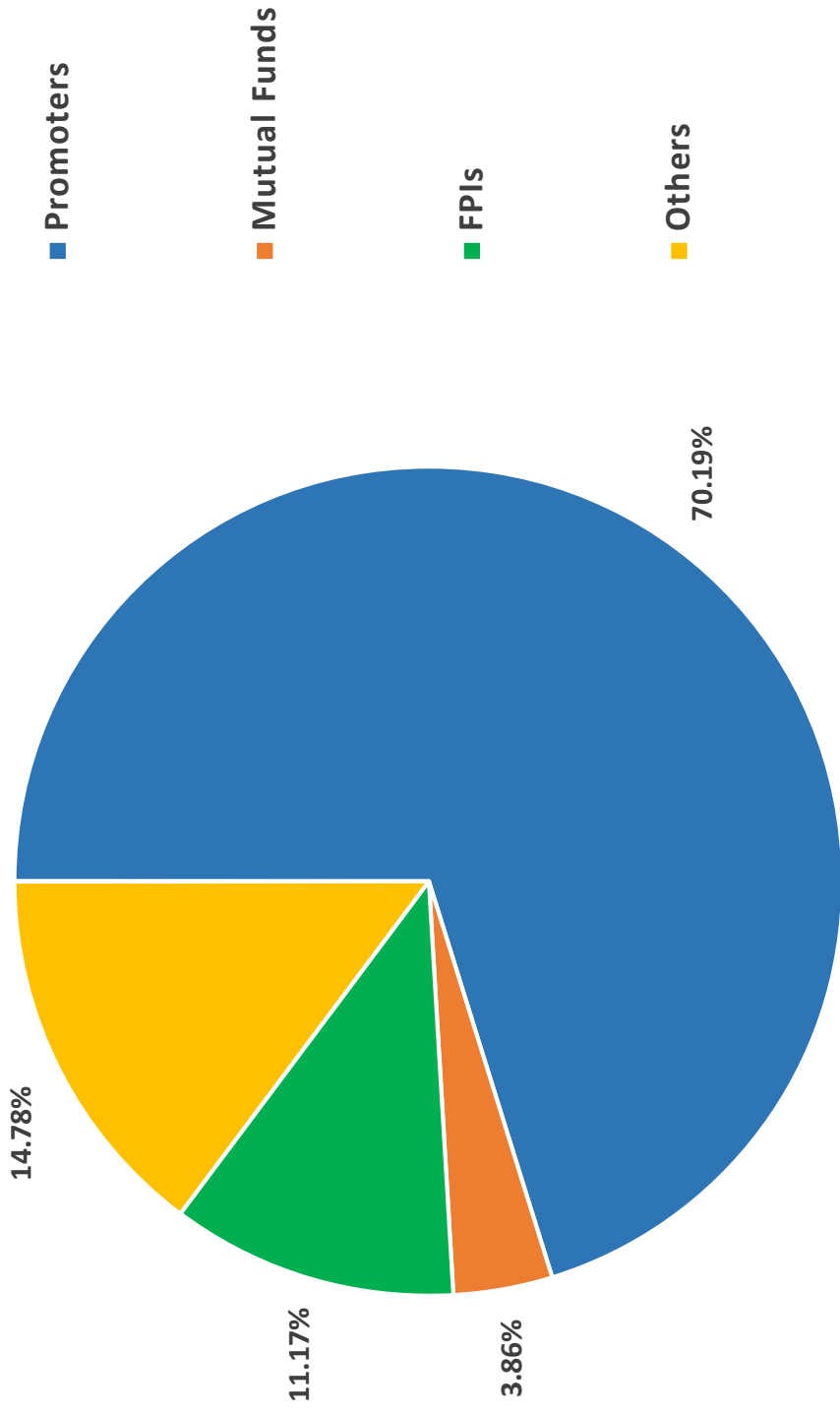
Marketing/ Advertising



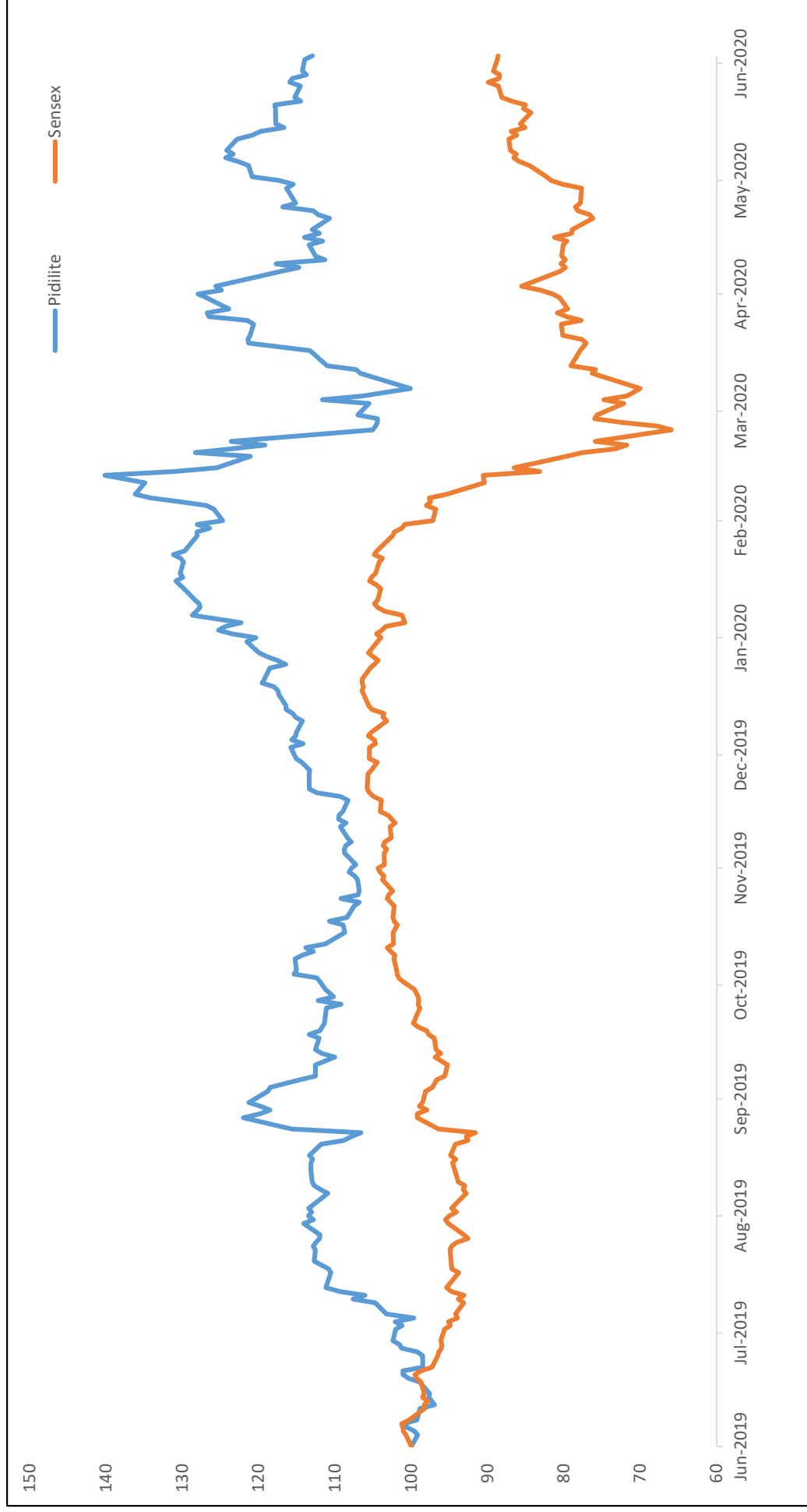
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikiwik, M-Seal, Dr Fixit, Fevicryl, 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, 2020

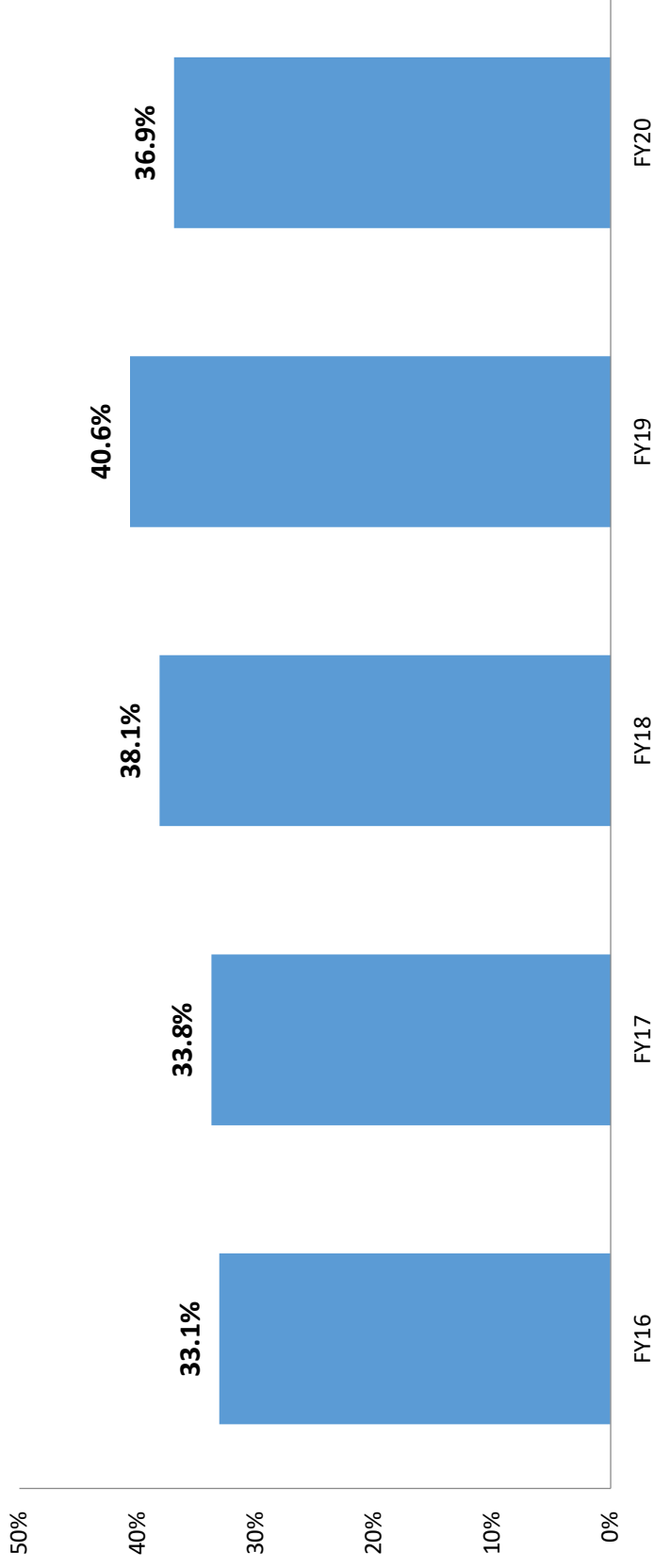


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



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

Investor Contacts



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