

Q1' FY 22

Earnings  
Presentation



# OUR BRANDS

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# DISCLAIMER

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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.

# MARKET OUTLOOK

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- Post lock down since mid-June 21, improvement underway as most markets returning to normalcy across towns, classes and geographies.
- Input costs remains a significant challenge, we see these as peaking in the next quarter and then gradually softening over the second half of the year.
- Going forward we remain cautiously optimistic on a sustained demand recovery.
- Our focus remains on delivering volume led competitive and profitable growth as well as the health and safety of our ecosystems

# FINANCIAL HIGHLIGHTS



# EARNINGS SUMMARY

## Q1' FY22

	NET SALES	EBITDA*	PBT	PAT
CONSOLIDATED	Rs. 1,928 Cr	Rs. 357 Cr	Rs. 290 Cr	Rs. 218 Cr
YOY GROWTH	120.7%	428.8%	814.4%	1273.2%
	<i>112.5%</i>	<i>395.9%</i>	<i>745.3%</i>	<i>1170.1%</i>
excluding PAPL is shown in unshaded portion and in italics				
STAND ALONE	Rs. 1,617 Cr	Rs. 308 Cr	Rs. 355 Cr	Rs. 289 Cr
YOY GROWTH	110.6%	219.1%	361.3% #	408.7% #

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

# Excluding dividend from subsidiary: PBT Growth: 236.2% and PAT Growth: 196.4%

# PERFORMANCE OVERVIEW

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- The second wave of Covid 19 disrupted business continuity from second half of April 21 with gradual closure across the country for May 21 and part of June. However sustained demand recovery seen from mid June onwards across towns and cities.
- Strong broad-based sales as well as earnings growth across businesses and geographies on previous year's lower base.
- Consumer and Bazaar businesses ('C&B') has witnessed recovery led by adhesive, construction chemicals and DIY portfolio, recovery in Business to Business ('B2B') is on account of resurgence in industrial activity.
- On consolidated basis, Material cost as a % to net sales is higher by 437 Bps vs same quarter last year and 182 Bps vs sequential quarter. Gross Margins have contracted on account of sharp escalation in input costs partially mitigated by judicious pricing.
- Overseas subsidiaries continued its positive momentum and reported high double-digit constant currency revenue growth as well as strong earnings growth.
- Domestic subsidiaries suffered as a consequence of the lockdown in May, we have seen a sustained recovery in demand from June onwards.

# OVERSEAS SUBSIDIARIES PERFORMANCE

## Q1' FY22

(in INR Crores)

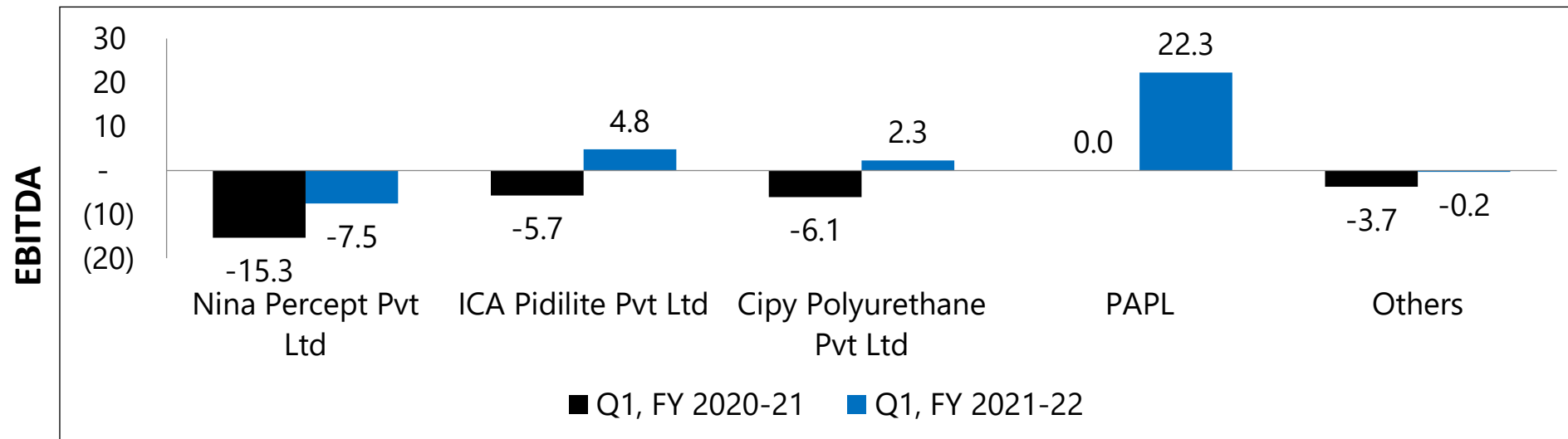
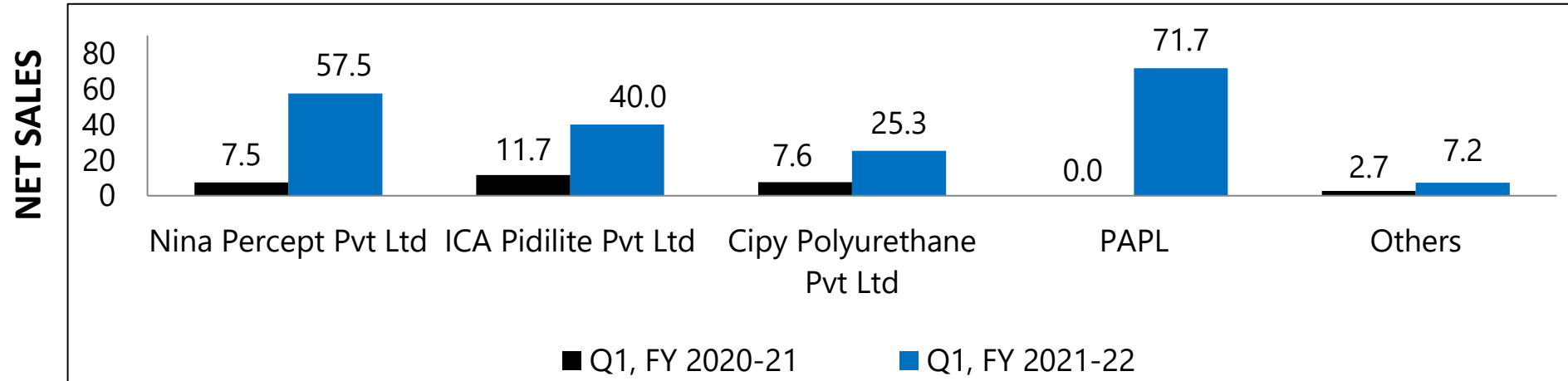


- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
- Amounts in '**bold**' denotes CY



# DOMESTIC SUBSIDIARIES PERFORMANCE

## Q1' FY22



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

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

# A COMPANY AT GLANCE

## Brand established in 1959

Pioneer in Consumer & Specialty Chemicals

Adhesives & sealants, construction chemicals, art & craft products & 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

**25** plants

**30** co-makers in India

**6376** employees

**International manufacturing facilities** in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka & Kenya

**Rs 627 cr** revenue from overseas subsidiaries in FY 21

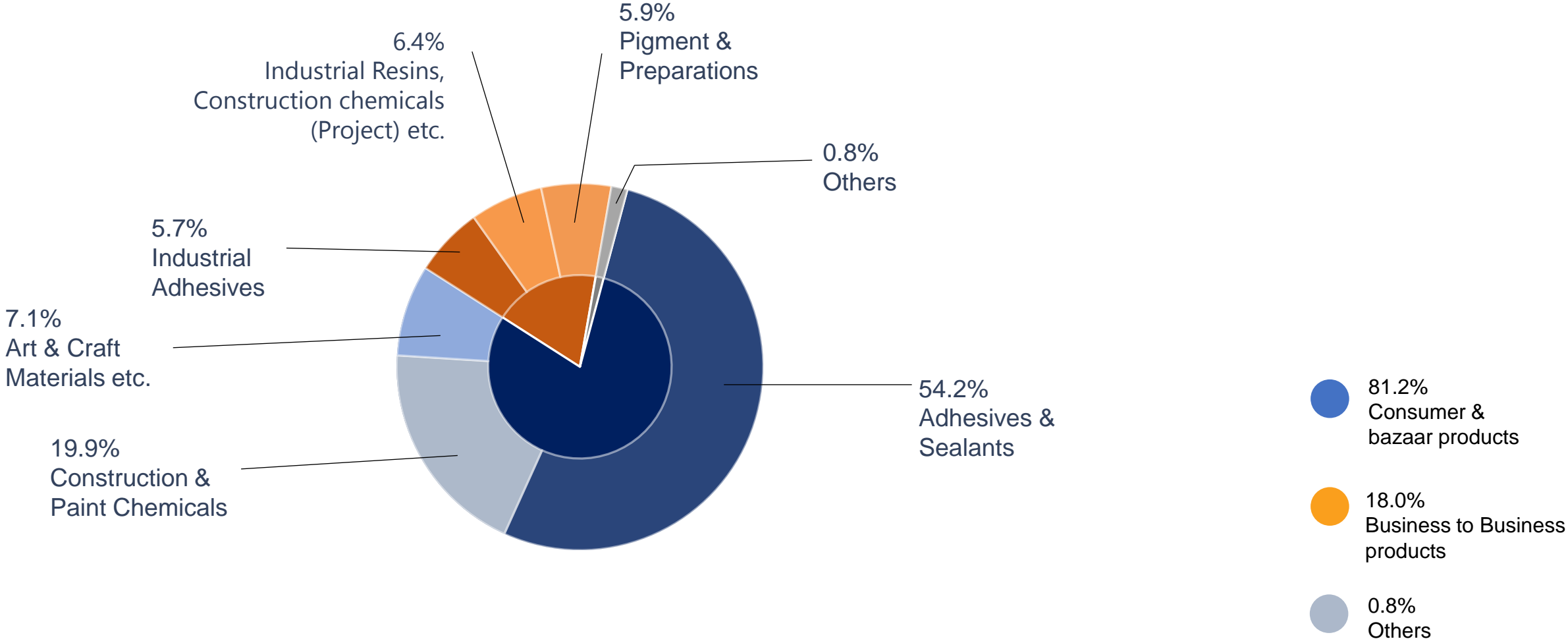
**Exporter of Pigments and Pigment emulsions** to emerging markets as well as Europe and North America

**3** R&D centres in India.

**1** in Singapore

**1** in USA

# INDUSTRY SEGMENT COMPOSITION

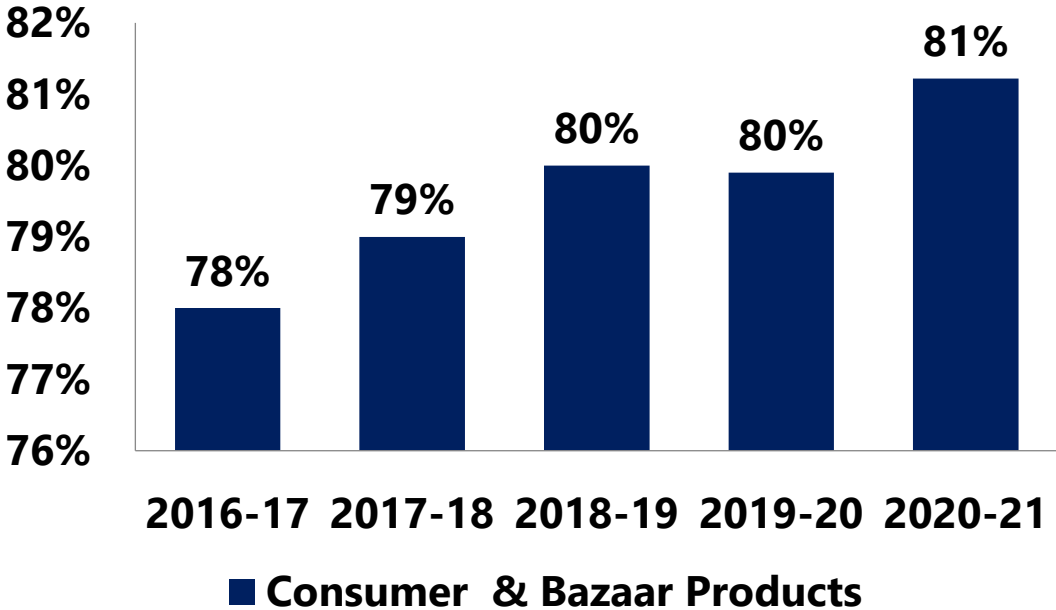


Standalone Results - % of Total Sales based on FY 2020-21

# 5-Year Performance by Business Segments

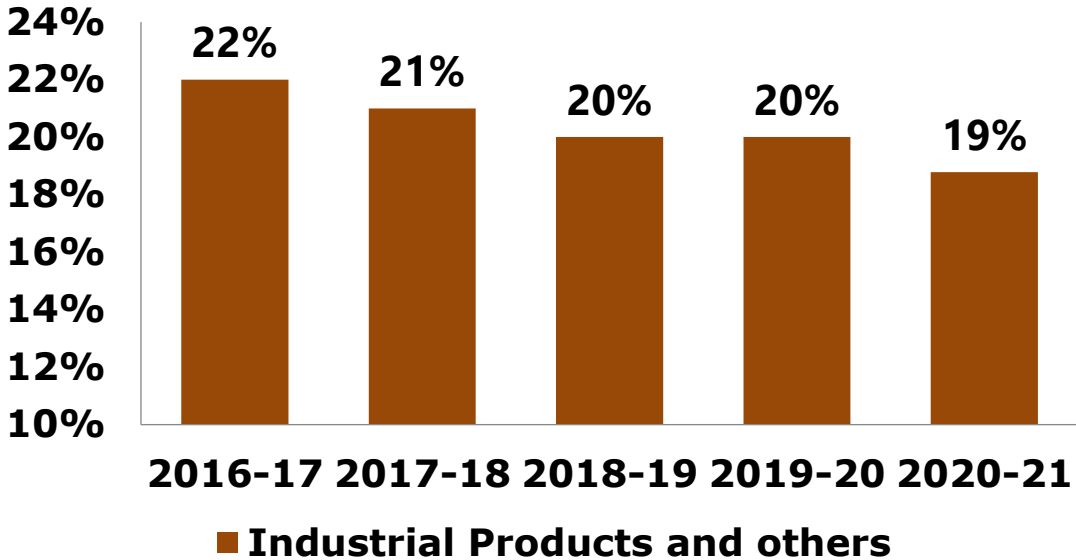
Numbers represent Percentage of Total Sales

## Consumer and Bazaar (C&B)



## Business to Business (B2B)

B2B includes Others also



# DOMESTIC PRESENCE

## INDIA OPERATIONS

**6,000+** SKUs of **600+** products

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Domestic Revenue of **Rs. 5,547 Cr** for FY21

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**25** plants, **30** Co-makers

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**4,700+** distributors

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**44** warehouses

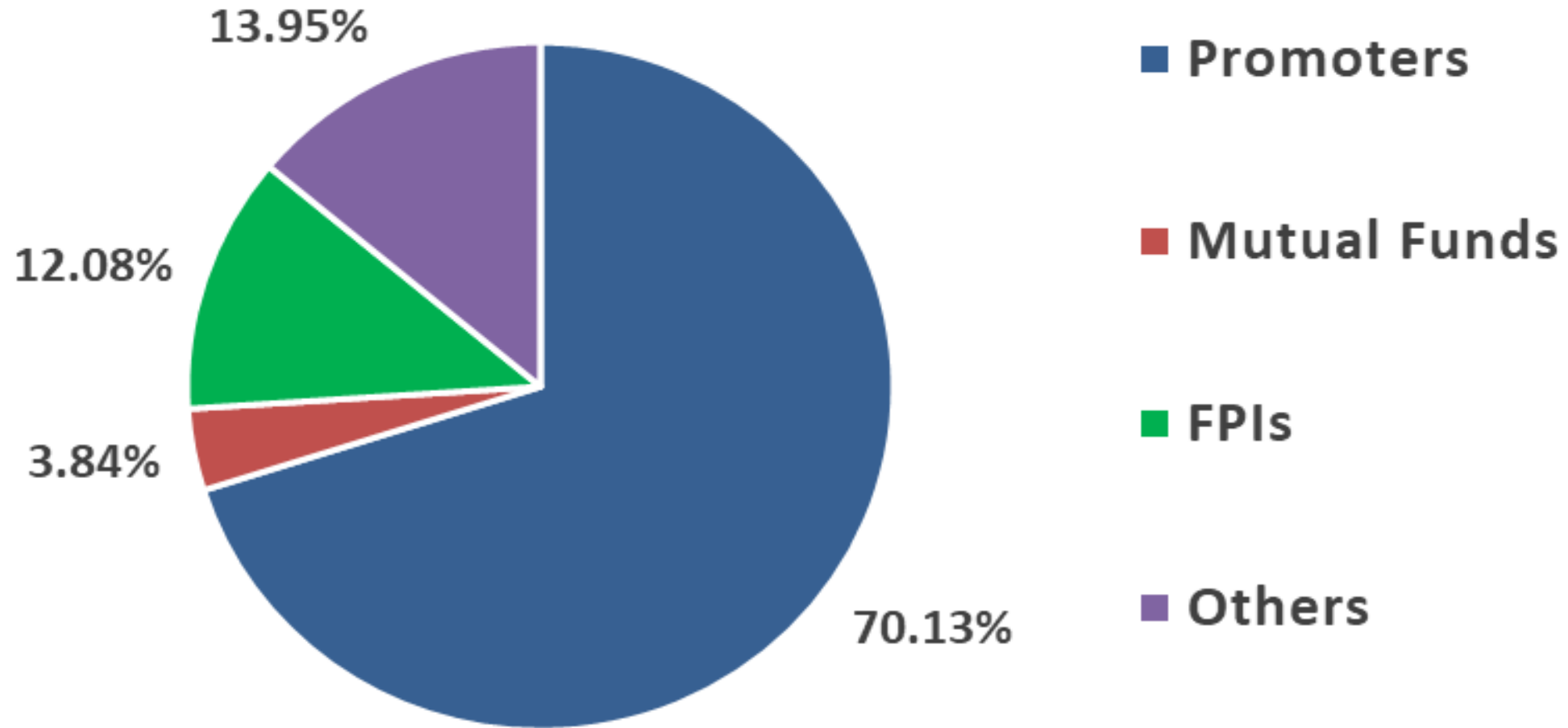
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**9** regional offices & **2** RDCs



# SHARE HOLDING PATTERN- 30 JUNE 2021

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# 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.

# CELEBRATING OCCASSIONS- DIGITAL WAY



Fevicol



Tell us your mazboot bonding stories with your Ma down below 🙌 #MothersDay #FevicolKaJod #MazbootJod

ULTIMATE BOND      MAZBOOT JOD



Ma completes everything

#HappyMothersDay



Fevikwik



We swear by the Holy Treenity for the environment: Repair, Reuse and Recycle.  
#FevikwikStars #Fevikwik



*This is a **Pedh** Promotion to fix the environment*

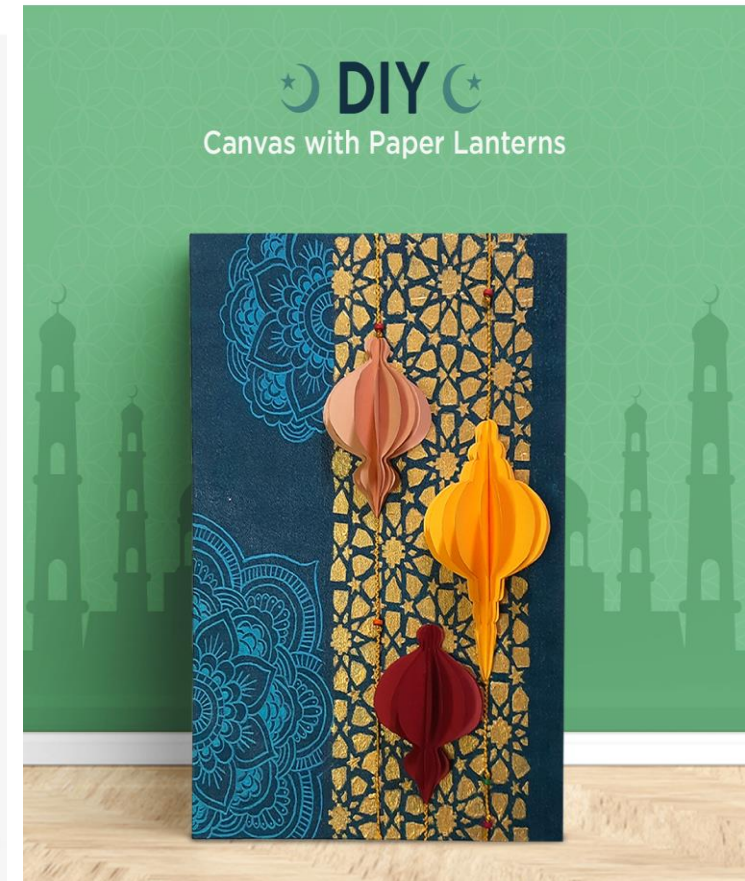
#WorldEnvironmentDay



hobbyideasindia



Add this wonderful and elegant Eid decor to your space! These wonderful paper lanterns will give an...





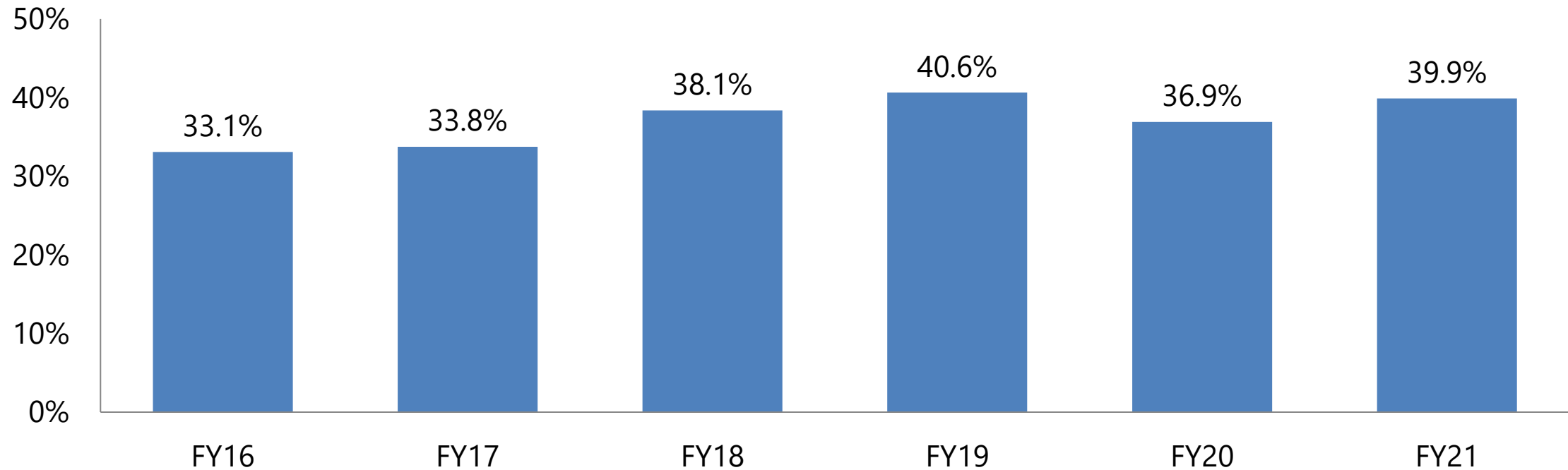
# SHARE PRICE MOVEMENT



Rebased to 100

# CONSISTENT DIVIDEND PAYOUTS

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FY 21: Final dividend of Rs. 8.5 Per share approved by shareholders at the AGM held on 11 August 21.

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



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## **Investor Relations**

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