

Q3' FY 22

Earnings
Presentation



OUR BRANDS



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.

MARKET OUTLOOK

- The business witnessed steady demand conditions in this quarter; increasing covid cases resulting in uncertain operating environment.
- Continued, unprecedented inflation in input costs necessitated calibrated pricing actions as well as the need to manage costs aggressively to maintain margins in a healthy range.
- Going forward, we expect near-term demand conditions to be a little more challenged, given the disruptions as a result of the pandemic as well as input inflation to continue.
- We see demand conditions improving as well as input costs moderating by the end of the current quarter/ beginning of the new financial year.
- Confident of the medium to long-term potential of the Indian home improvement sector and in our ability to deliver profitable volume growth.

FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

Q3' FY22

	NET SALES	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 2,841 Cr	Rs. 550 Cr	Rs. 487 Cr	Rs. 359 Cr
YOY GROWTH	24.0%	-14.1%	-19.1%	-19.5%
STAND ALONE	Rs. 2,407 Cr	Rs. 480 Cr	Rs. 434 Cr	Rs. 323 Cr
YOY GROWTH	23.6%	-16.2%	-21.0%	-21.2%

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

EARNINGS SUMMARY

9M' FY22

	NET SALES	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 7,382 Cr	Rs. 1,457 Cr	Rs. 1,268 Cr	Rs. 952 Cr
YOY GROWTH	47.0%	19.2%	14.1%	16.3%
STAND ALONE	Rs. 6,224 Cr	Rs. 1,266 Cr	Rs. 1,231 Cr	Rs. 950 Cr
YOY GROWTH	43.6%	10.9%	13.8% #	18.1% #

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

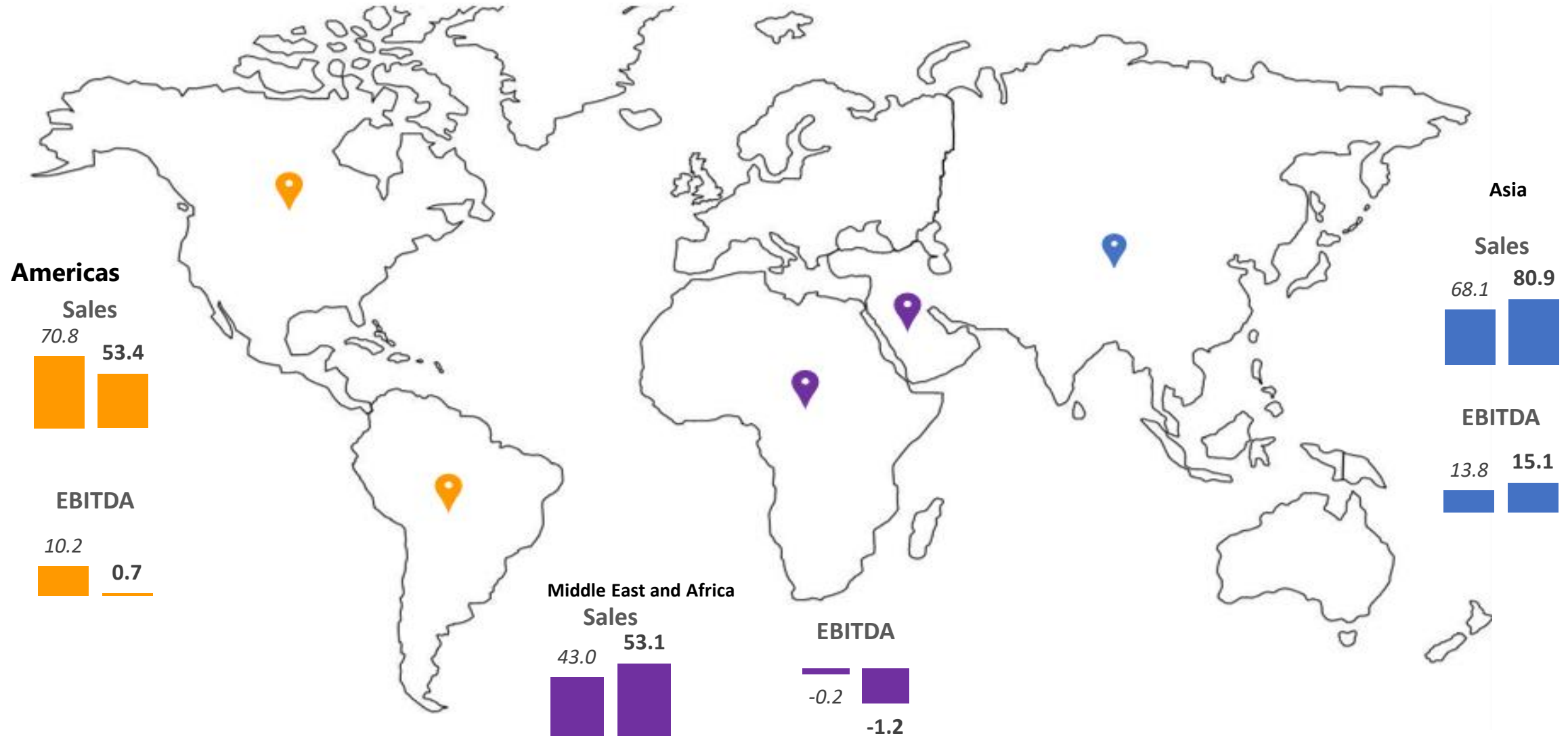
Excluding dividend from subsidiary: PBT Growth: 4.9% and PAT Growth: 3.1%

PERFORMANCE OVERVIEW

- Robust double digit revenue growth led by staggered pricing actions and broad-based growth across Consumer and Bazaar ('C&B') and Business to Business ('B2B') with growth in urban geographies outpacing rural geographies.
- Gross Margins continues to get impacted on account of unabated increase in input cost.
- With continued investments in our brands, EBITDA margins were maintained within historic range through judicious pricing, rising volumes, and operational efficiencies.
- Domestic subsidiaries in C&B reported double-digit sales growth. Performance of domestic subsidiaries in B2B have improved sequentially on account of recovery in real estate and construction related activities.
- Subsidiaries in Asia witnessed modest growth. Americas declined on a higher previous year base. During the previous year, sales were higher on account of pent-up demand as well as benefits passed by the Governments to consumers during Covid. Margins continued to remain under pressure due to higher input cost.

OVERSEAS SUBSIDIARIES PERFORMANCE Q3' FY22

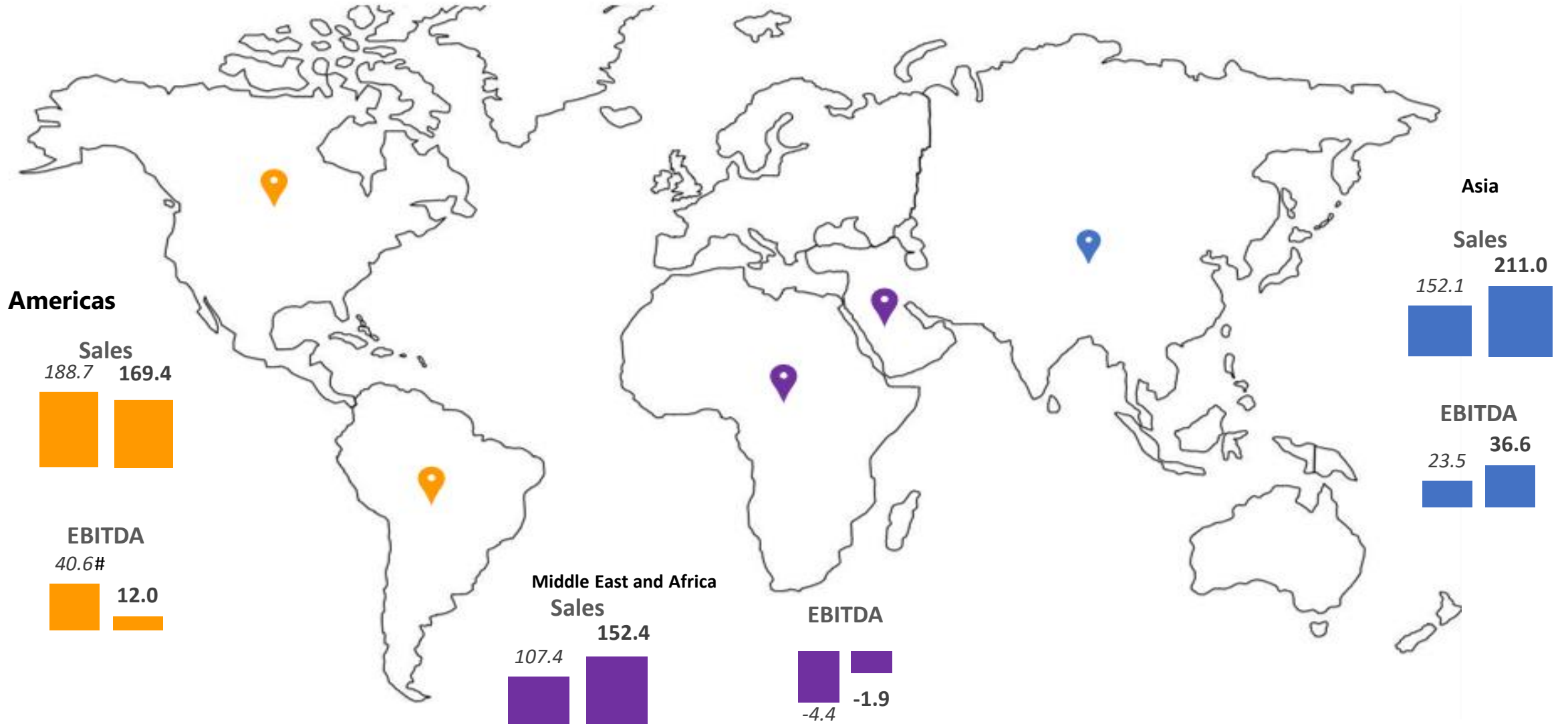
(in INR Crores)



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

OVERSEAS SUBSIDIARIES PERFORMANCE 9M' FY22

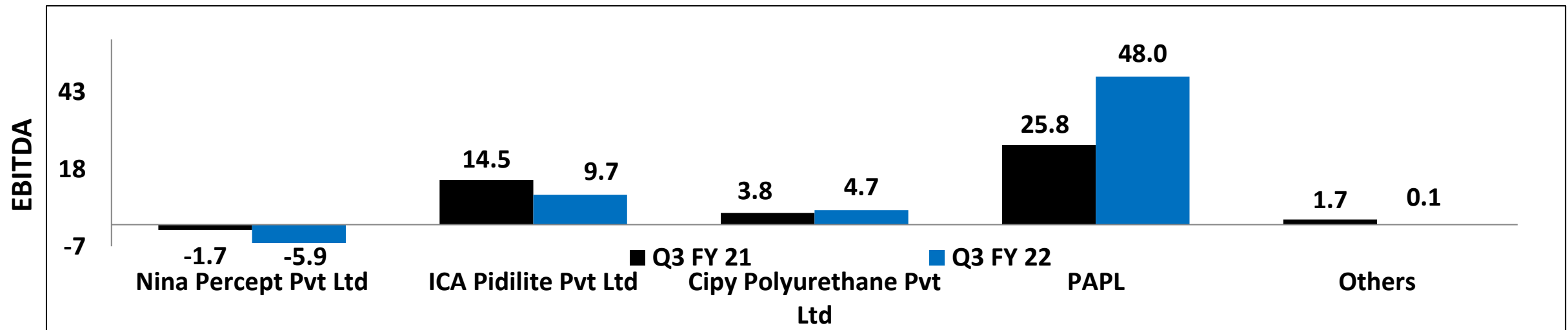
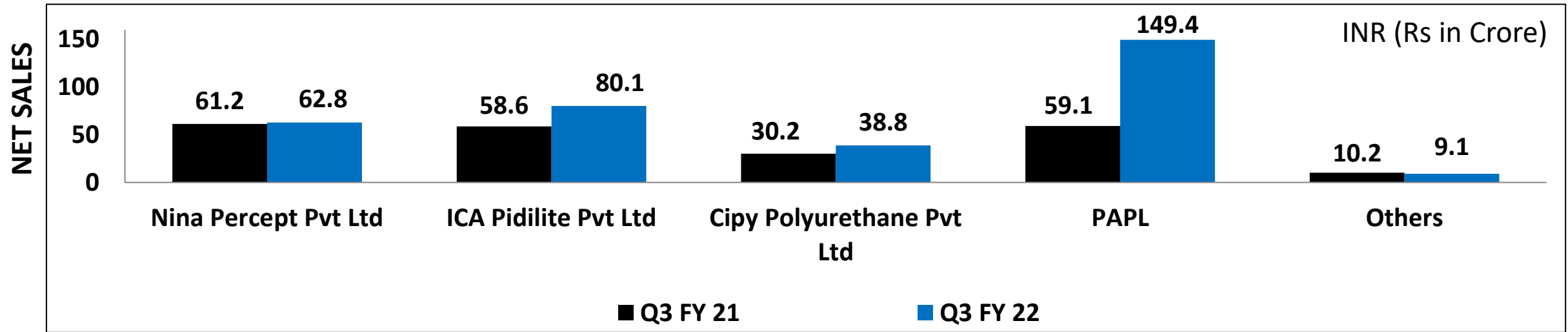
(in INR Crores)



• Amounts are like for like actual reported numbers excluding translations and other consolidation impacts # Including tax gain of Rs 9.5 Cr in YTD Dec 20.
 • Amounts in 'bold' denotes CY

DOMESTIC SUBSIDIARIES PERFORMANCE

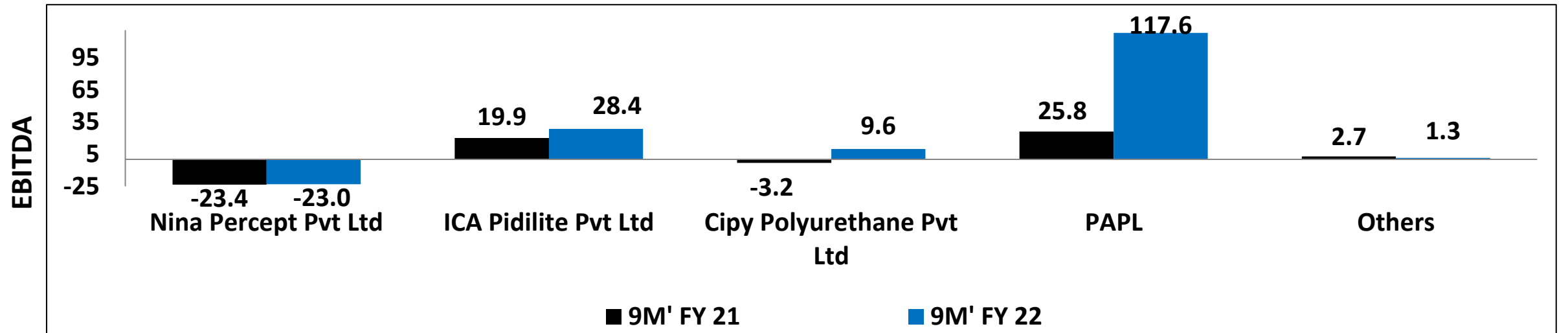
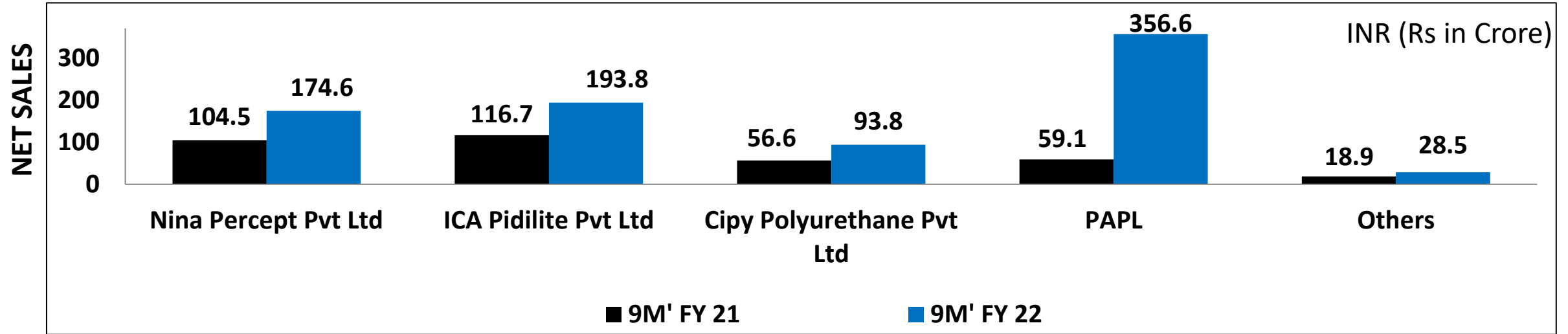
Q3' FY22



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

DOMESTIC SUBSIDIARIES PERFORMANCE

9M' FY22



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

26 plants

30 co-makers in India

6500+ 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

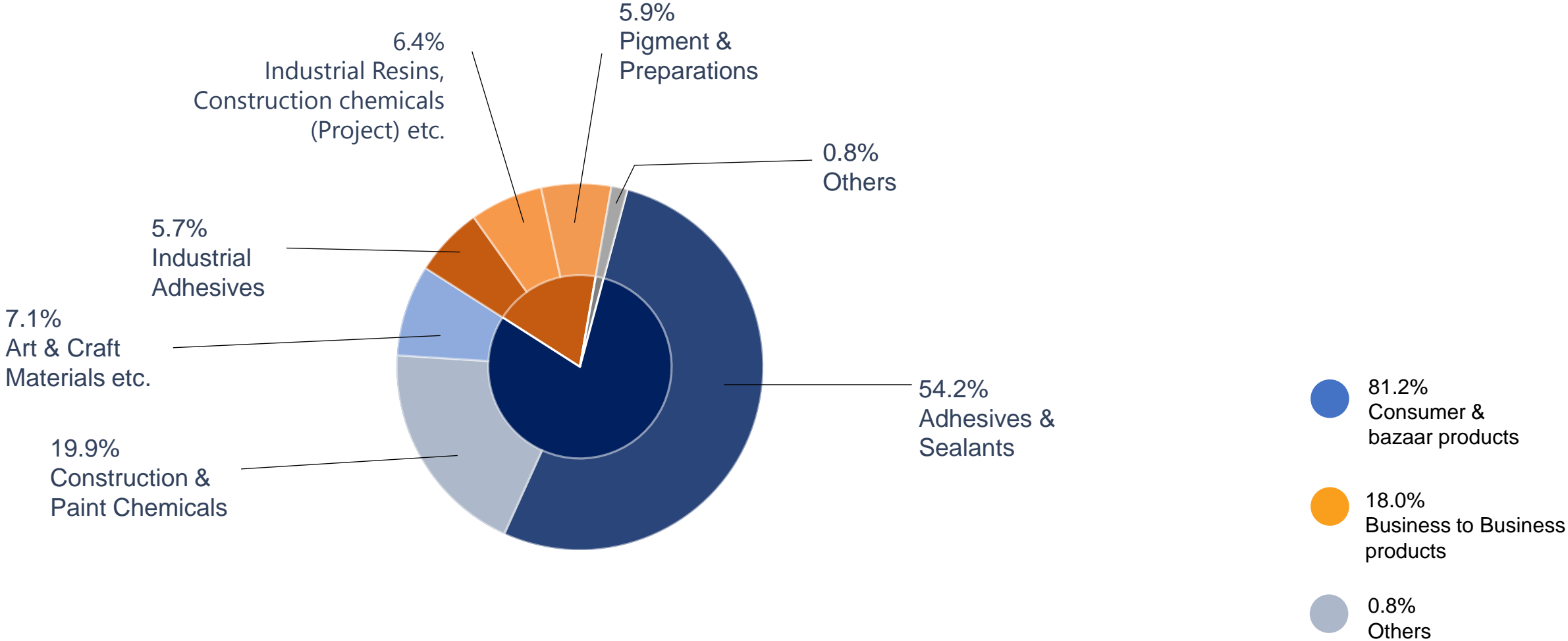
3 R&D centres in India.

1 in Singapore

1 in USA

100% of our employees have been vaccinated with 1st dose and 91.3% with 2nd dose.

INDUSTRY SEGMENT COMPOSITION

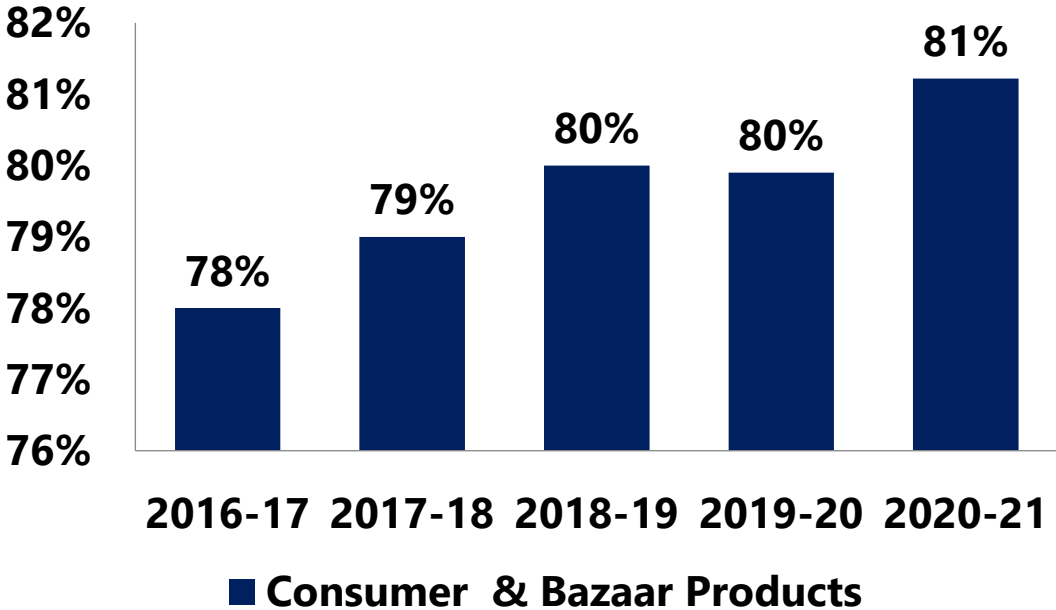


Standalone Results - % of Total Sales based on FY 2020-21

5-Year Performance by Business Segments

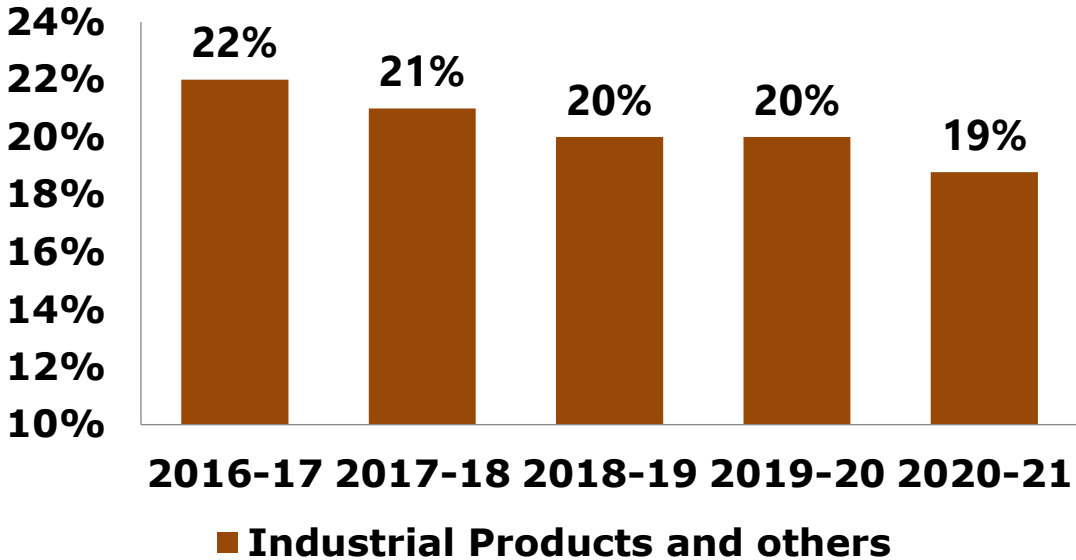
Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)



Business to Business (B2B)

B2B includes Others also



DOMESTIC PRESENCE

INDIA OPERATIONS

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

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

26 plants, **30** Co-makers

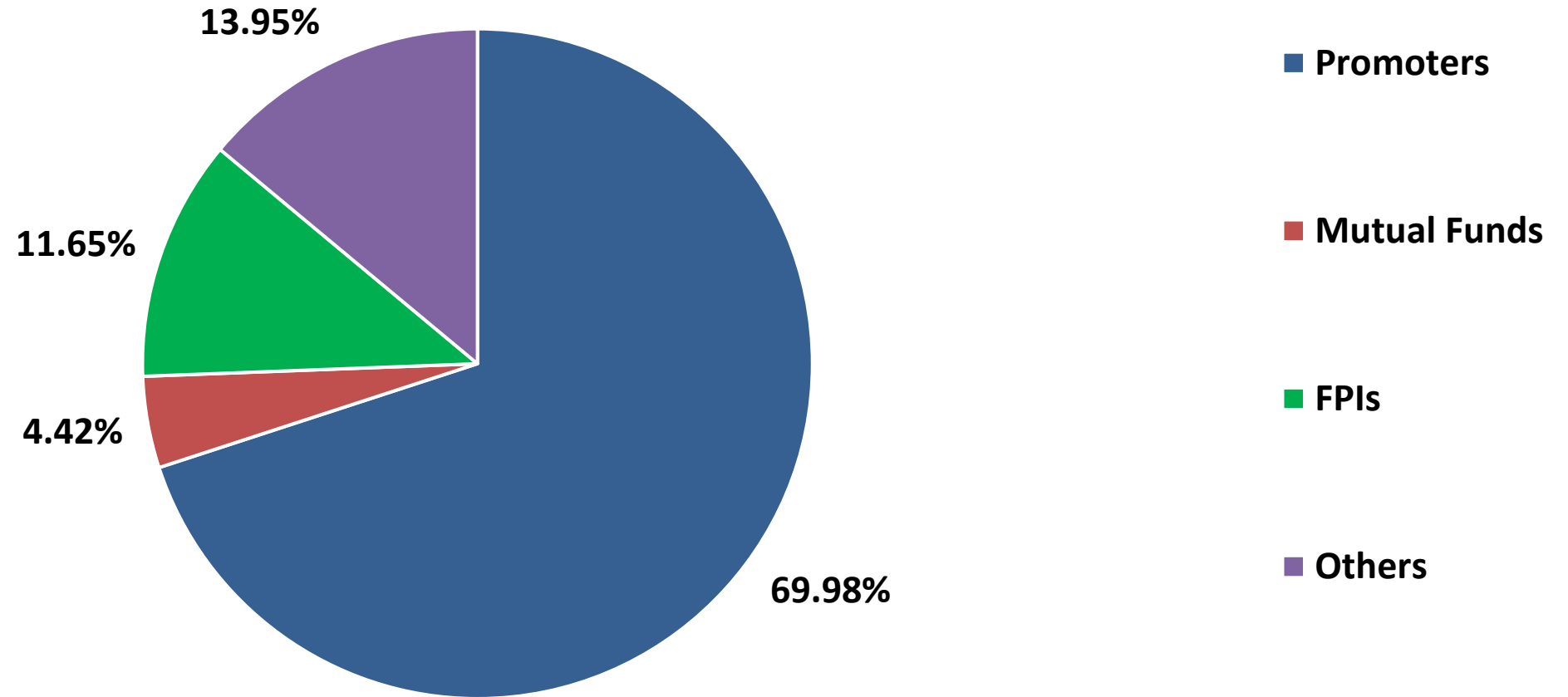
4,800+ distributors

44 warehouses

9 regional offices & **2** RDCs



SHARE HOLDING PATTERN- 31 December 2021





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.

फेंको नहीं, जोड़ो

₹5/-*

500 mg

*NMP for


Doesn't bond certain substances, such as Polythene, PP, HDPE, Silicone Rubber, PTFE, Styrofoam, etc.



Roff

TILE & STONE FIXING SOLUTIONS

CONNECTING DIGITALLY

 **Fevicol**

Here's to the phenomenal victory that left generations stuck to Indian cricket!

#FevicolKaJod #MazbootJod



 **Fevikwik**

Blink (and tap) twice to fix everything ;)

#Fevikwik #PhenkoNahiJodo

blink and **it's** fixed 😊

**PHENKO
NAHI,
JODO!**



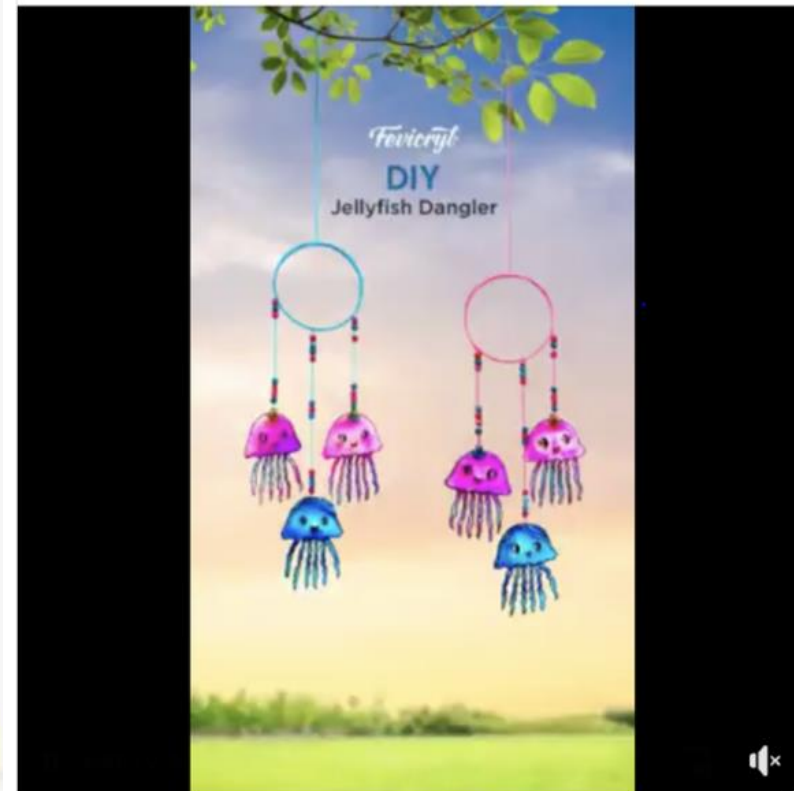
 **Hobby Ideas India** ✓
29 December 2021 at 12:03 · 🌐

We are here with the cutest DIY idea to decorate your room with. And that too, you can make all by yourself, in just a few simple steps.

Don't believe us? Check out the video to find out by yourself 🤩

📌 Do save this video for future reference and share your recreations with us 🥰

Y... See more



CELEBRATING OCCASSIONS- DIGITAL WAY



Fevicol

Never sleigh never ;)

#Christmas #FevicolKaJod #MazbootJod



Pakde gaye ho ho ho!



Fevikwik

Keep Fevikwik at home in case you Fumbledor break something 🙌

#Fevikwik #PhenkoNahiJodo #ReturnToHogwarts

Okulus Repairo



For Wizards



For Muggles

**PHENKO
NAHI.
JODO!**



Hobby Ideas India

26 December 2021 at 17:00

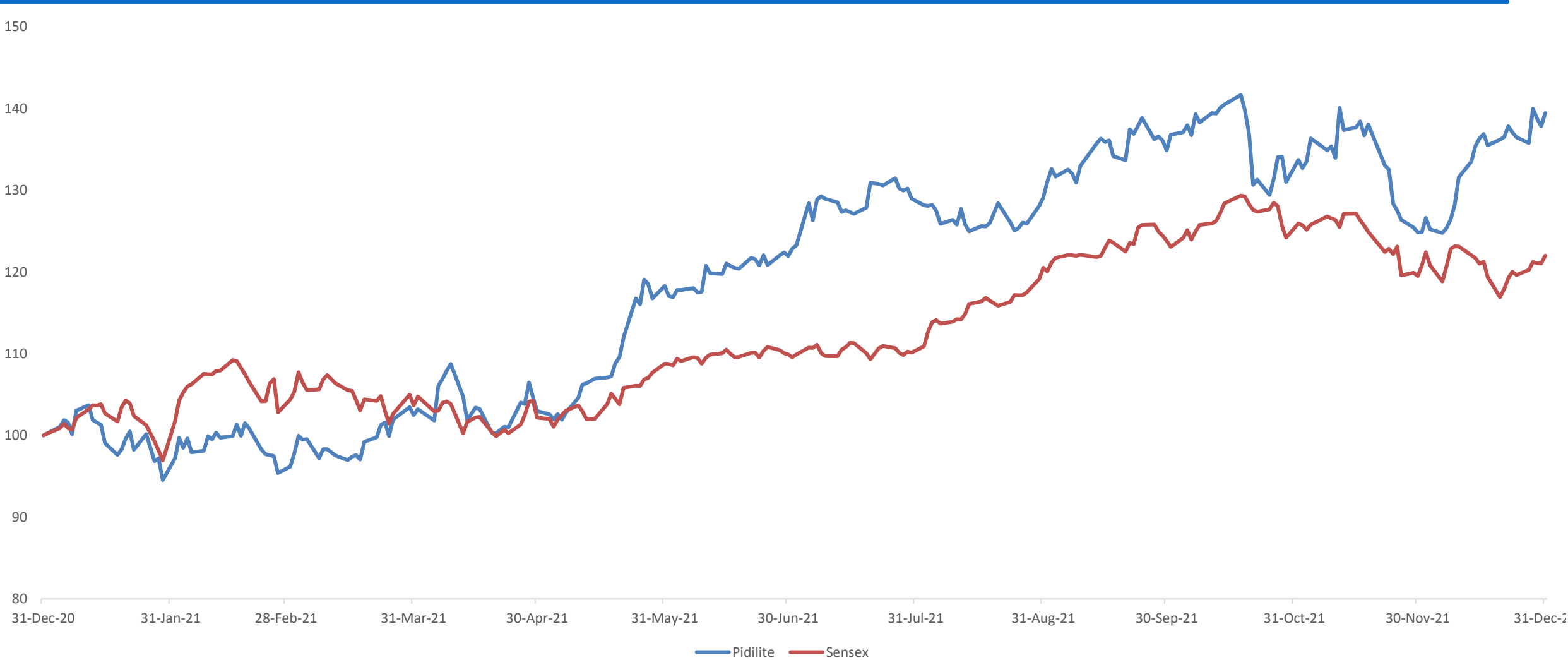
Get your space ready for the New Year celebrations with this DIY Welcome 2022 Clock!

Click on the link to check out the DIY process behind creating this super-cute DIY!- <https://bit.ly/DIYWelcome2022Clock>

Click on the following links to get your own set of Fevicryl products for the DIY-... [See more](#)

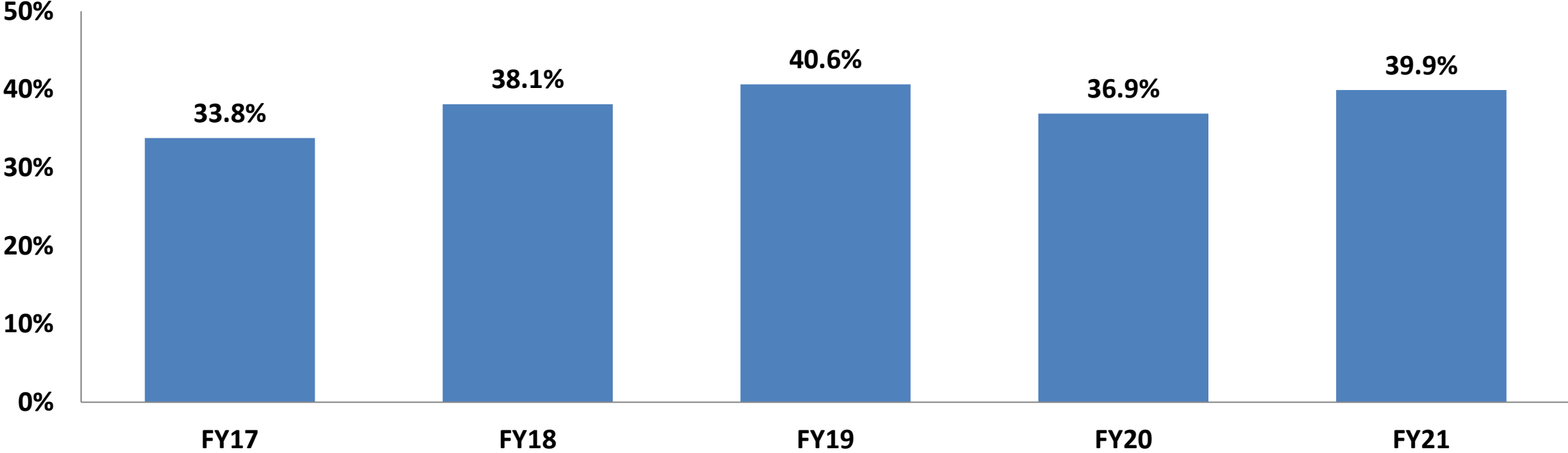


SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



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



CIN : L24100MH1969PLC014336

Investor Relations

Investor.relations@pidilite.co.in

Manisha Shetty

[Additional Company Secretary]

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

Phone : +91 22 28357949

Fax : +91 22 28216007

