



Pidilite Industries Ltd.



**Q1 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.



Q1 FY18

Financial Highlights



Q1 FY18 Earnings Summary



	Gross Revenue*	EBITDA**	PBT	PAT
Standalone	Rs 1486 Cr	Rs 306 Cr	Rs 317 Cr	Rs 217 Cr
YoY Growth	- 0.2%	- 20.8%	- 17.8%	- 20.3%
Consolidated	Rs 1669 Cr	Rs 321 Cr	Rs 330 Cr	Rs 227 Cr
YoY Growth	- 1.3%	-18.6%	-15.4%	-16.8%

* Gross Revenue includes other operating income

** EBITDA is before non operating income

Figures reported are Ind AS compliant

Standalone

- Gross Revenue declined by 0.2% in Q1.
- Material cost, as a % to sale, is higher by 164 bps due to strengthening of raw material costs.
- EBITDA, before non-operating income, at Rs 306 Cr declined by 20.8% mainly on account of lower sales, increase in material costs and higher growth of expenses.

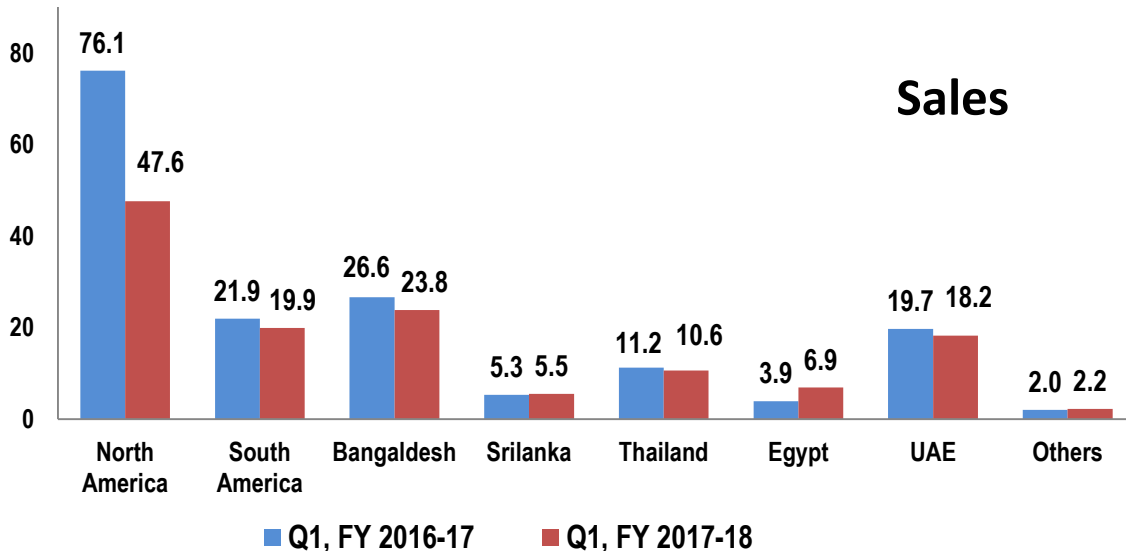
Consolidated

- Gross Revenue declined by 1.3% in Q1.
- EBITDA, before non-operating income, at Rs 321 Cr declined by 18.6%.

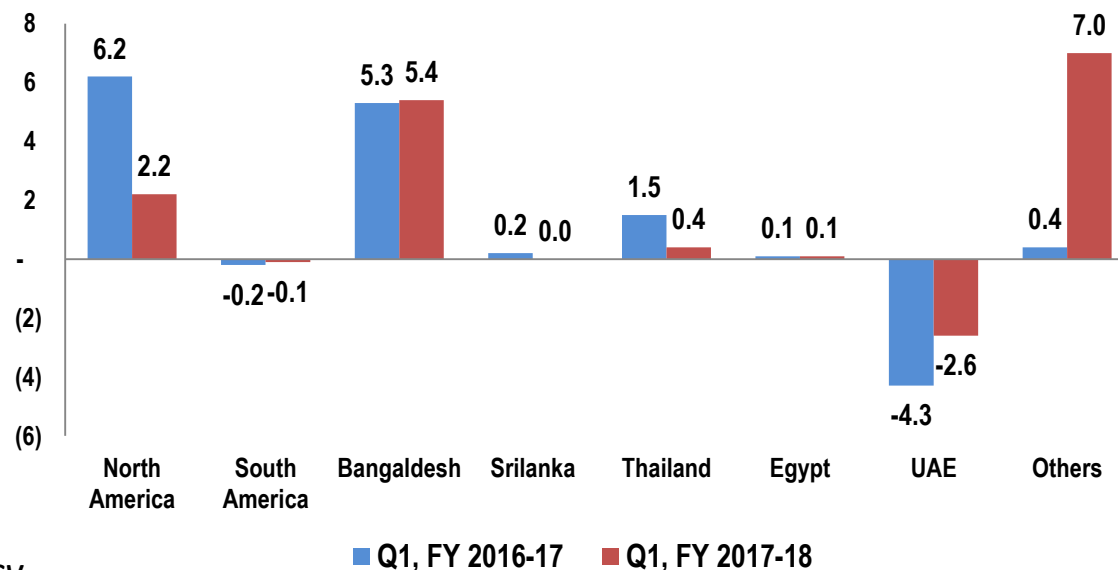
Q1 FY18 Overseas Performance



(in INR Crores)



EBITDA



Figures are reported as per constant currency

Company Overview



Company Overview



Brand established in 1959.
Pioneer in Consumer and
Specialty Chemicals

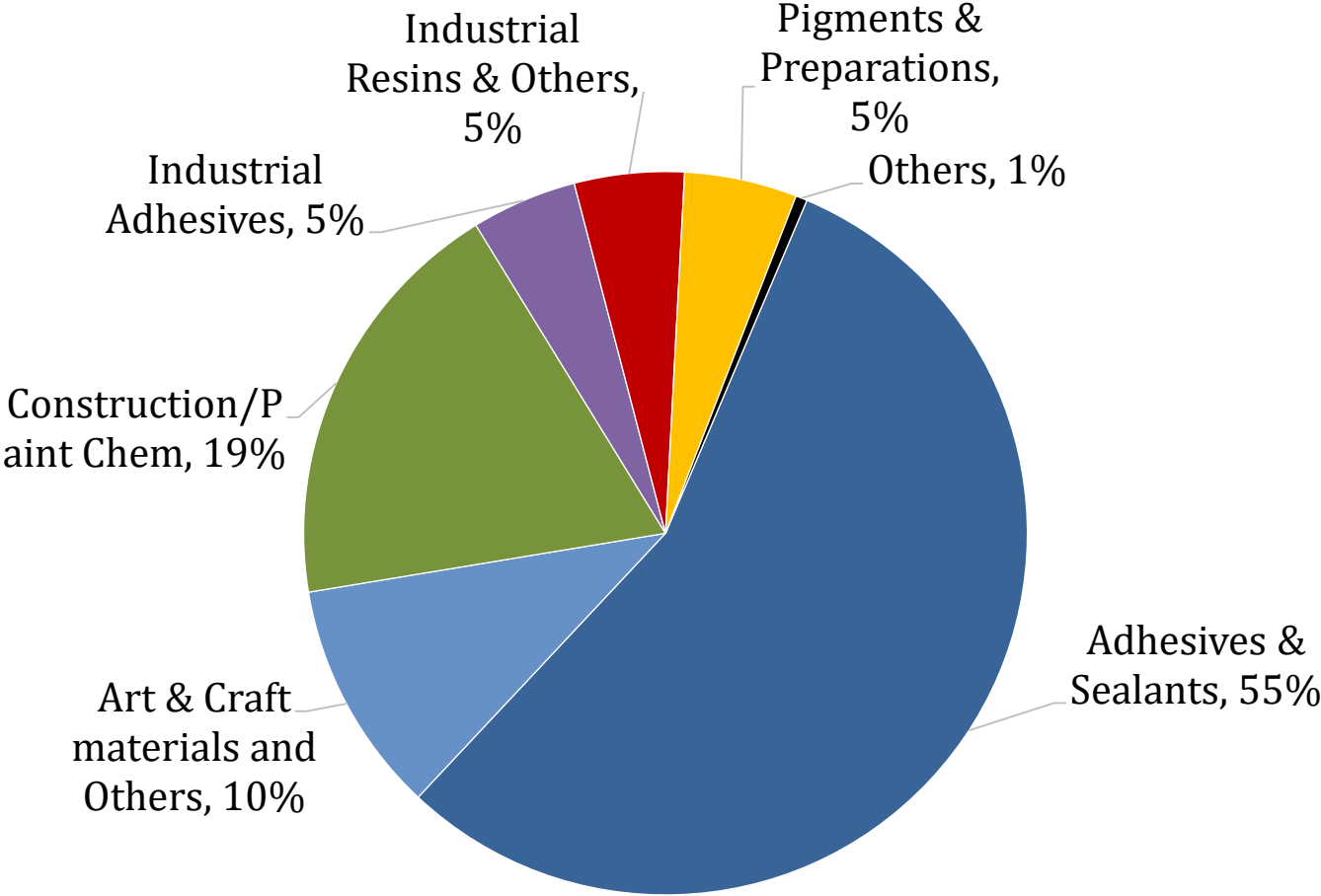
Adhesives & sealants,
construction chemicals, art &
craft products and polymer
emulsions

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



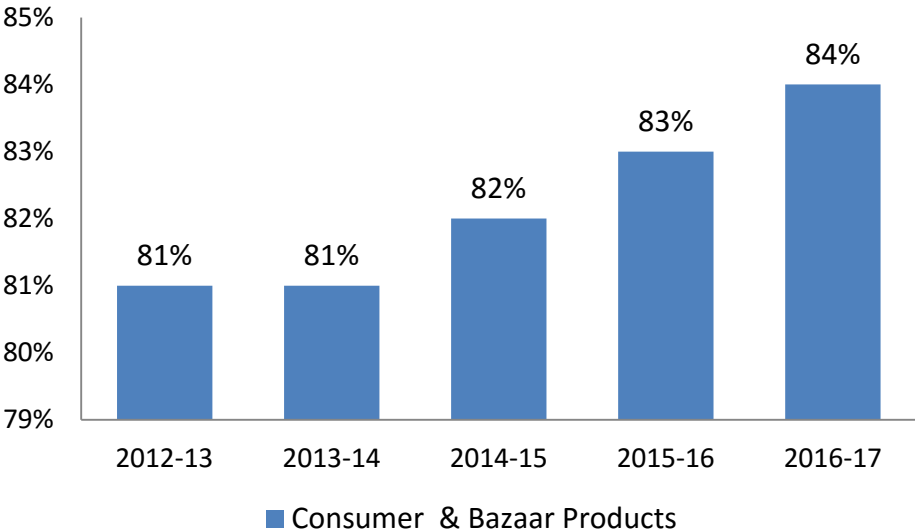
Numbers represent Percentage of Total Net Revenue

5-Year Performance by Business Segments

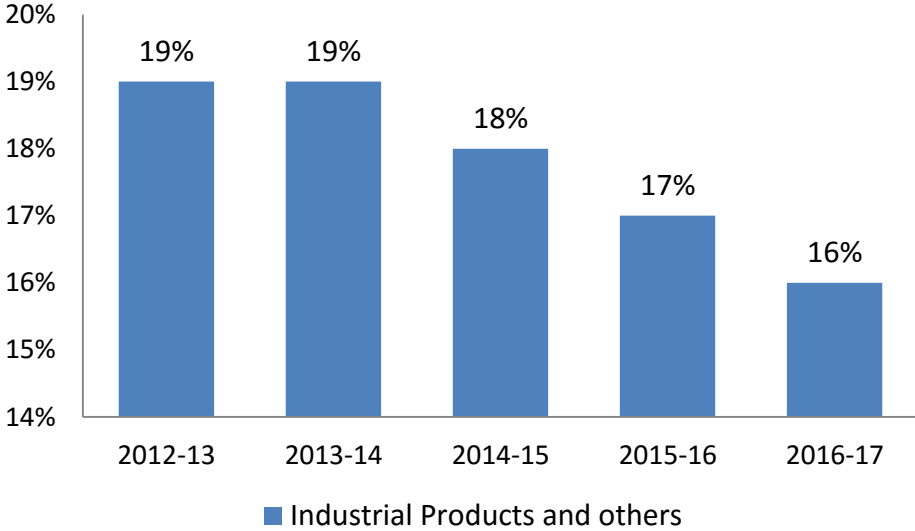


Numbers represent Percentage of Total Net Revenue

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, **24** Co-makers
- **7000** distributors
- **30** warehouses
- **8** regional offices

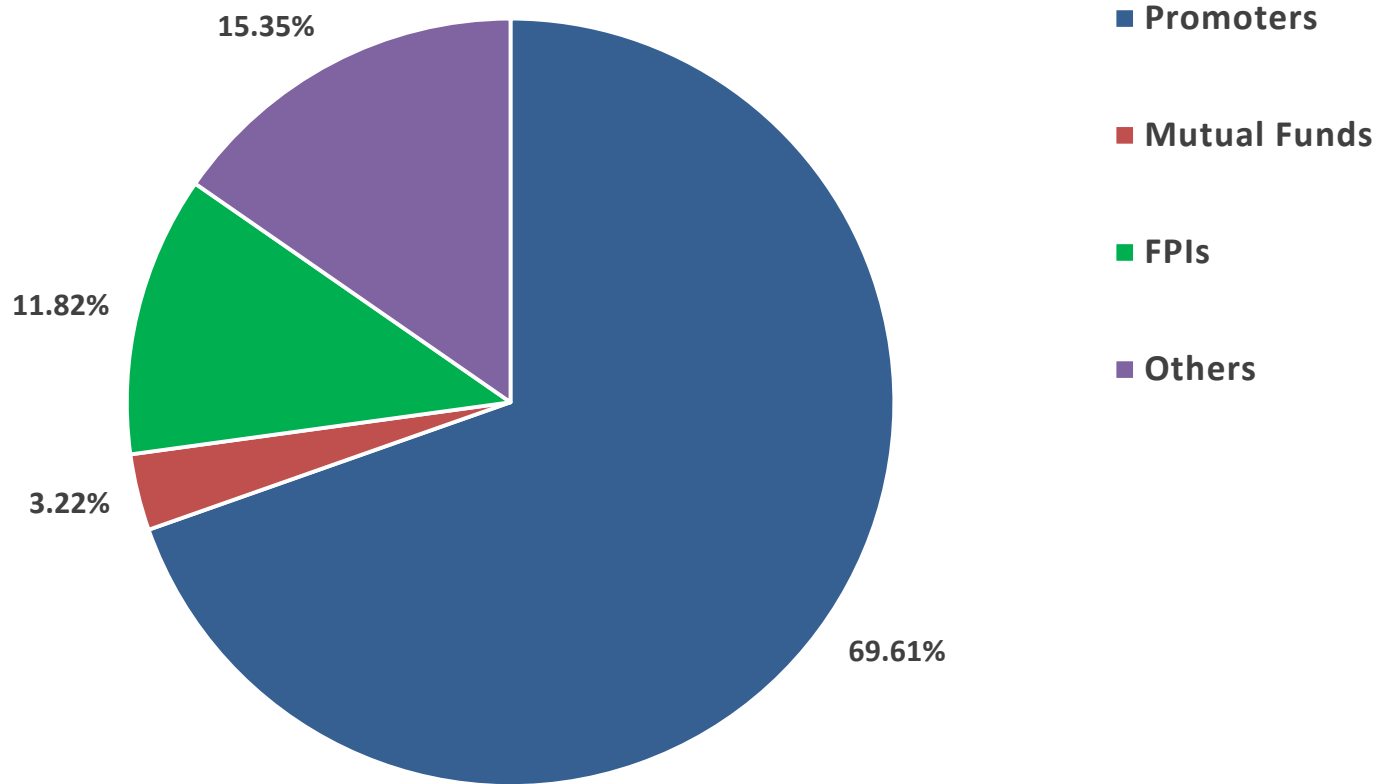


- Exports to more than **80** countries. Major exports to Middle East, Africa, USA & Europe.
- Export Turnover of **Rs. 484 Cr** in **FY17**.
- **17** Overseas subsidiaries – 5 Direct and 12 Step down and 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 599 Cr** in **FY17**.
- International manufacturing facility in USA, Thailand, Dubai, Brazil, Egypt 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**.

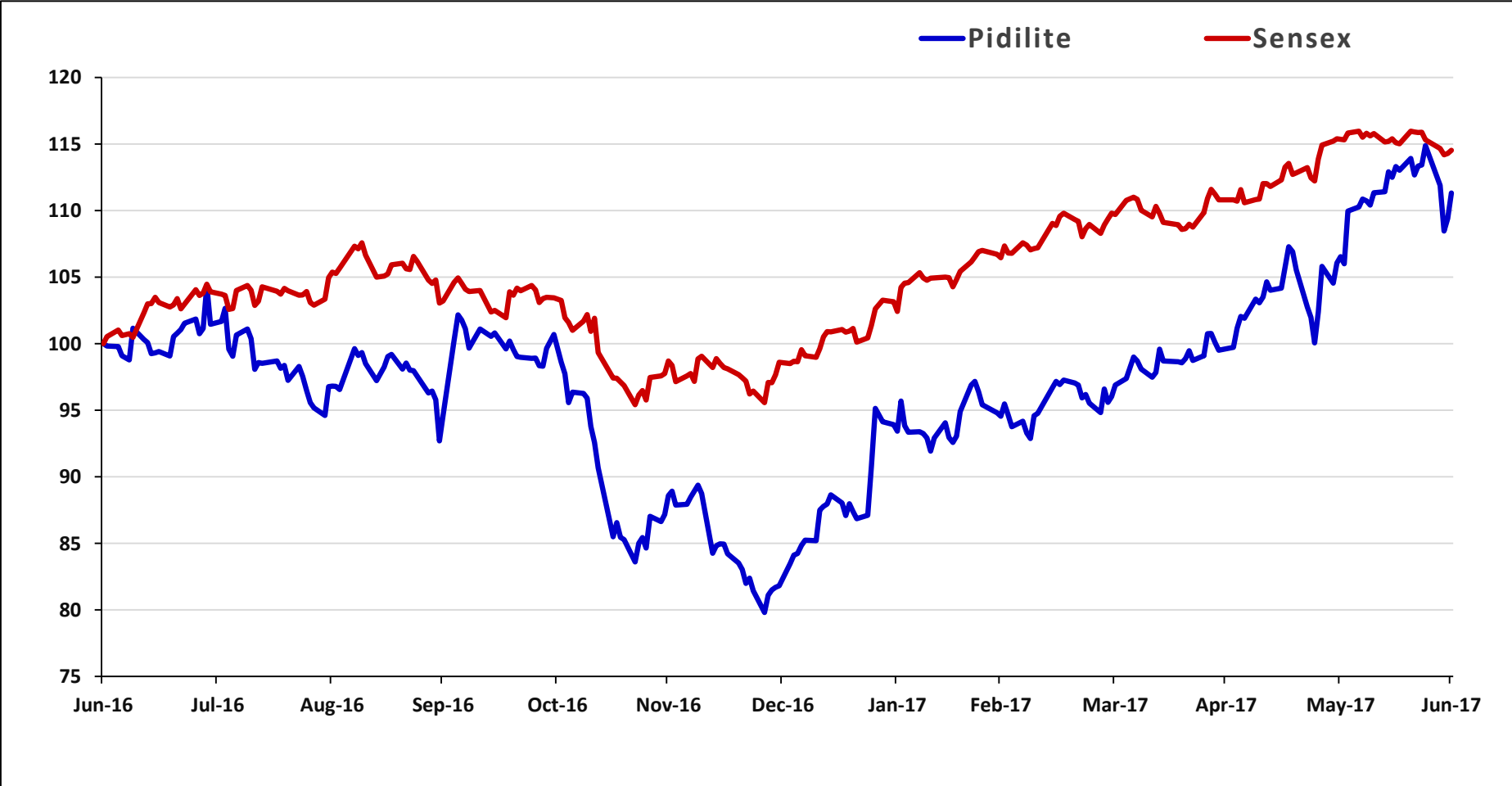
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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 June 30, 2017

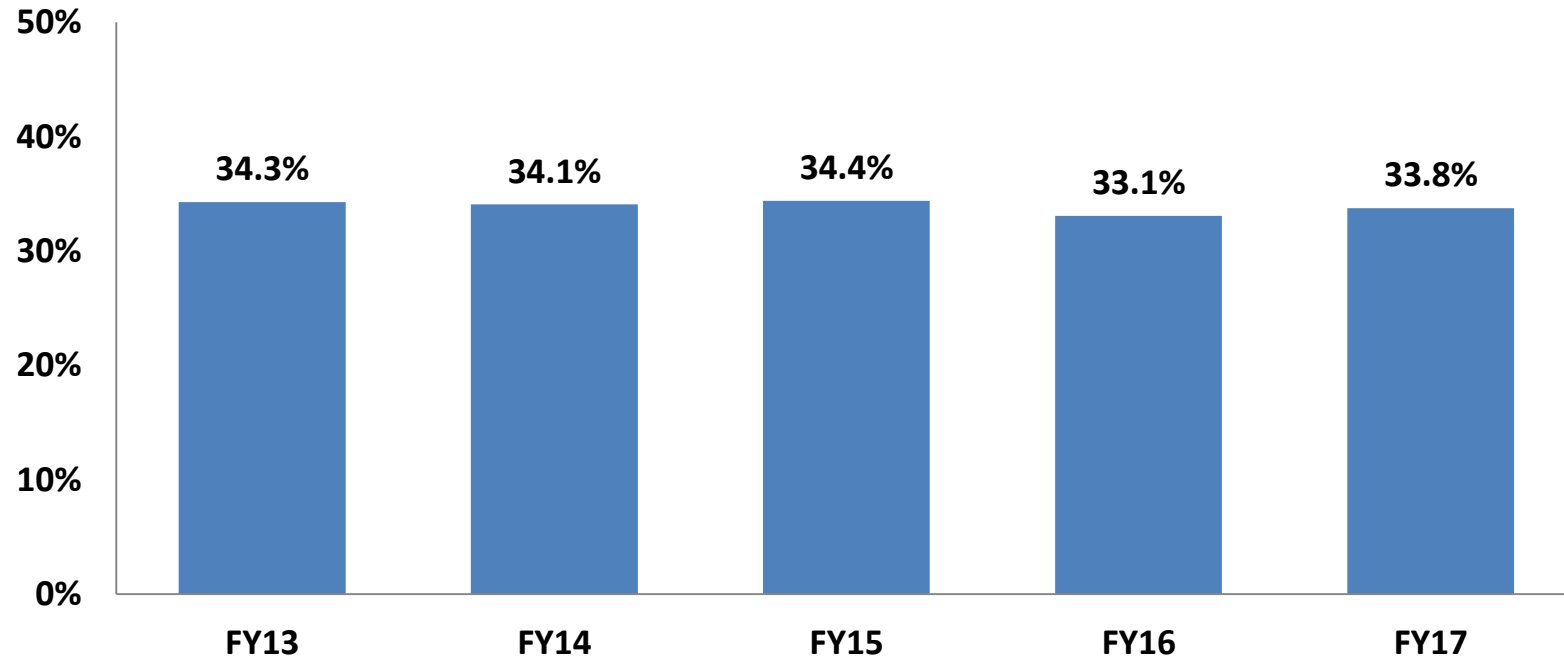


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

Investor Contacts



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