



**Pidilite Industries Ltd.**



**Q2 FY21  
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



# Q2 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
<b>Standalone</b>	Rs 1,620 Cr	Rs 473 Cr	Rs 455 Cr	Rs 339 Cr
<b>YoY Growth</b>	3.7%	34.5%	21.7%	4.5% **
<b>Consolidated</b>	Rs 1,857 Cr	Rs 514 Cr	Rs 479 Cr	Rs 357 Cr
<b>YoY Growth</b>	3.4%	39.3%	27.1%	9.7% **

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

\*\*Due to tax reversal in PY with reduction in corporate tax rate, on like to like basis PAT grew by 27.1% (Standalone) & 33.5% (Consolidated)

# H1 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
<b>Standalone</b>	Rs 2,388 Cr	Rs 570 Cr	Rs 532 Cr	Rs 396 Cr
<b>YoY Growth</b>	-28.3%	-26.0%	- 33.5%	- 35.3% **
<b>Consolidated</b>	Rs 2,730 Cr	Rs 582 Cr	Rs 510 Cr	Rs 372Cr
<b>YoY Growth</b>	- 28.2%	-28.5%	-37.4%	-39.9% **

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

\*\*Due to tax reversal in PY with reduction in corporate tax rate, on like to like basis PAT declined by 32.2% (Standalone) & 36.9% (Consolidated)

## Standalone

- Net Sales grew by 3.7% over same quarter last year.
- Material cost as a % to net sales is lower by 283 Bps over same quarter last year and 200 Bps v.s previous quarter.
- EBITDA, before non-operating income, at Rs 473 Cr, grew by 34.5% over the same quarter last year.

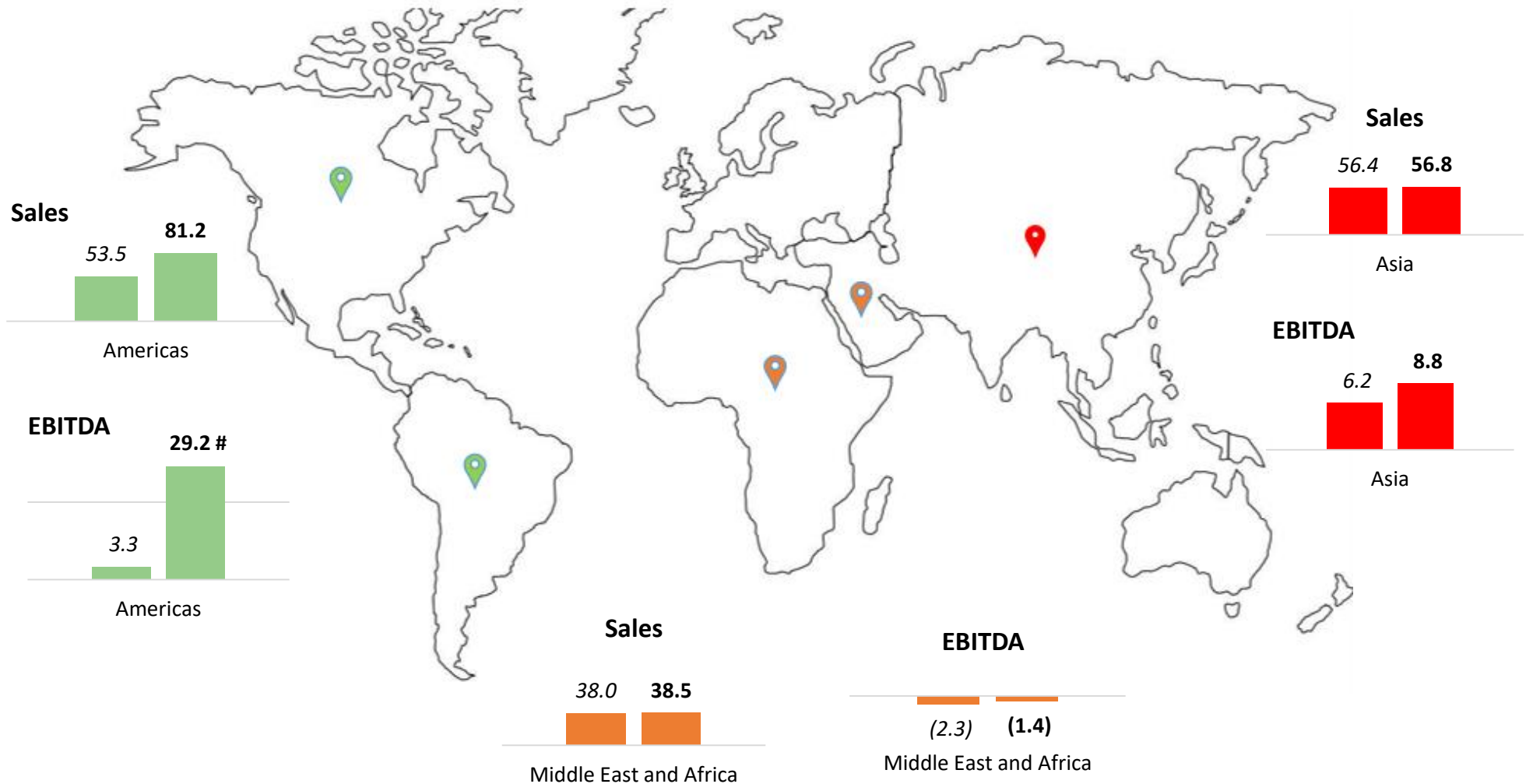
## Consolidated

- Net Sales grew by 3.4% over same quarter last year.
- Material cost as a % to net sales is lower by 226 Bps vs same quarter last year and 216 Bps vs previous quarter.
- EBITDA, before non-operating income, at Rs 514 Cr, grew by 39.3% over the same quarter last year.

# Q2 FY21 Overseas Subsidiaries Performance



(in INR Crores)



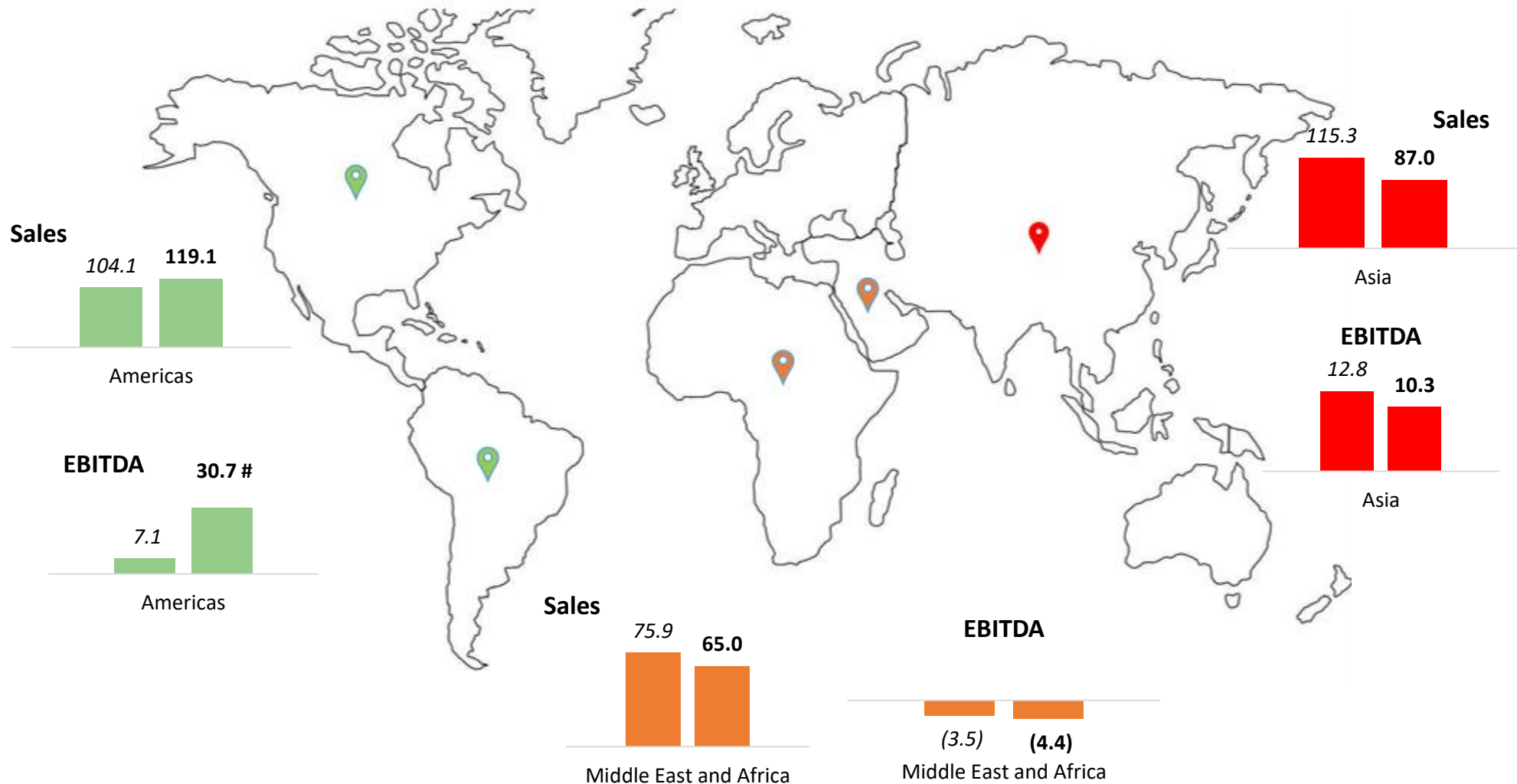
# Including tax gain pertaining to earlier years in CY in Americas of Rs 9.5 Cr.

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

# H1 FY21 Overseas Subsidiaries Performance



(in INR Crores)



# Including tax gain pertaining to earlier years in CY in Americas of Rs 9.5 Cr.

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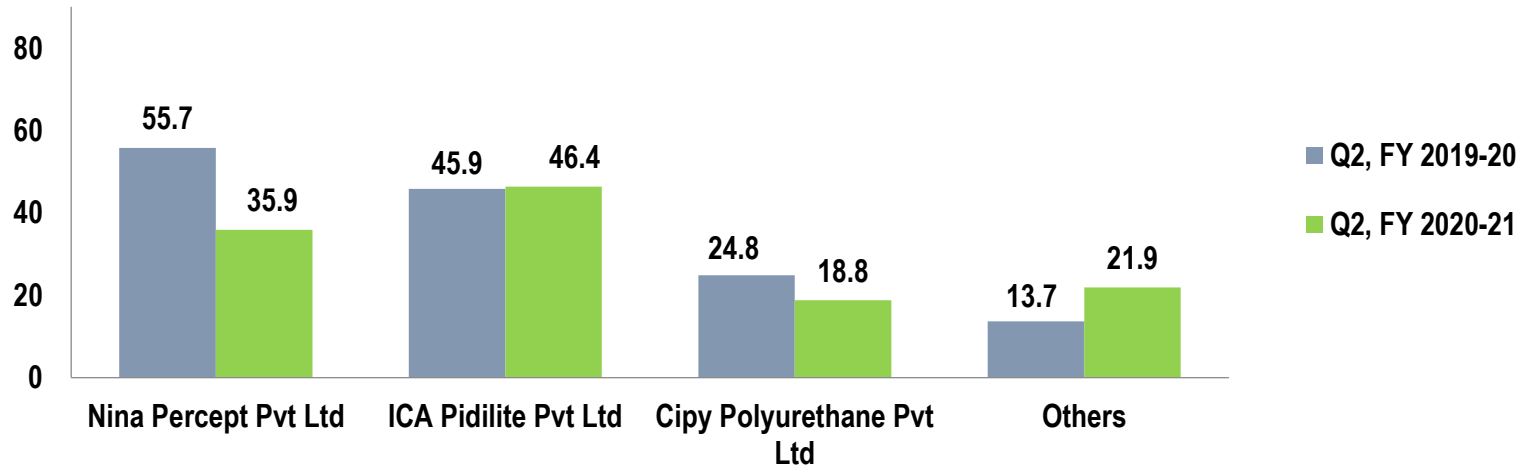


# Q2 FY21 Domestic Subsidiaries Performance

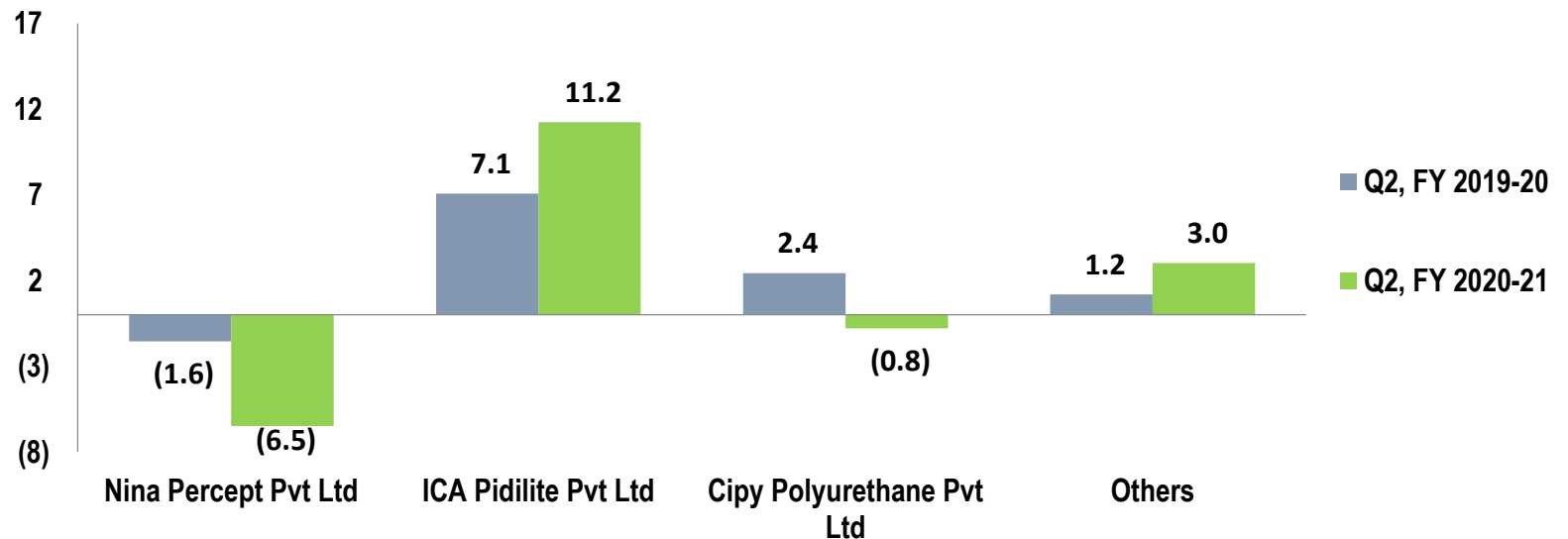


## Sales

(in INR Crores)

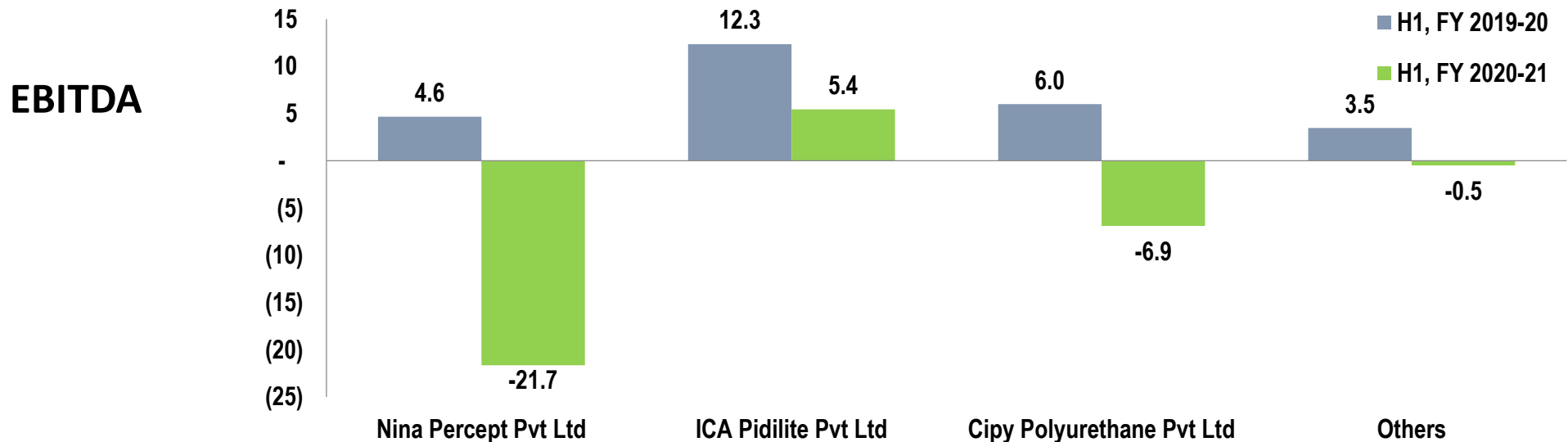
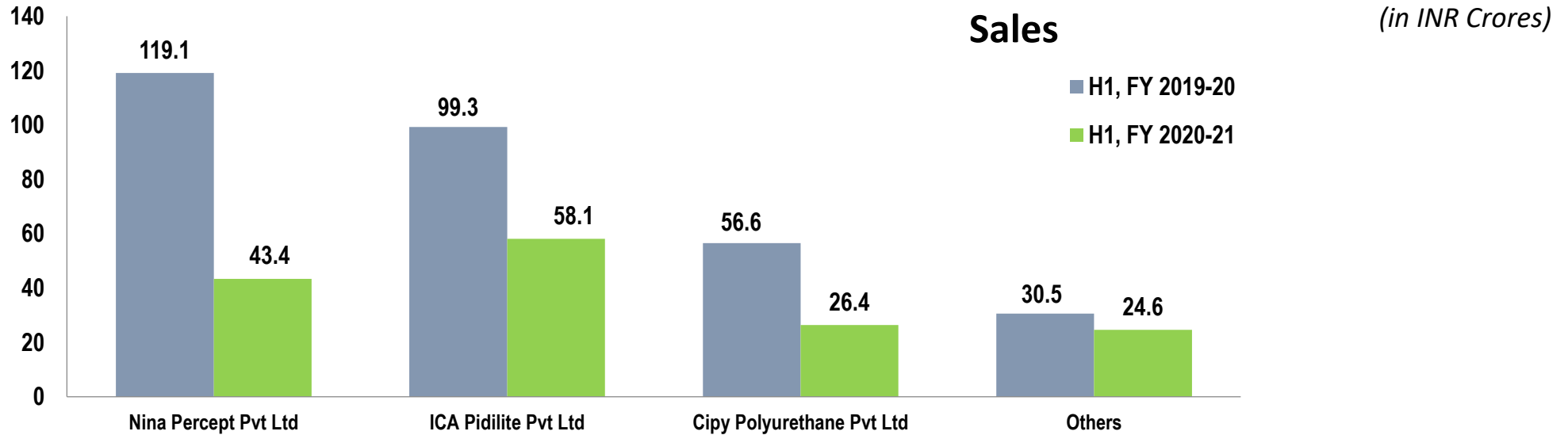


## EBITDA



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

# H1 FY21 Domestic Subsidiaries Performance



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



# Pidilite has Acquired 100% stake in Huntsman Advanced Material Solutions



- On 3rd November 2020, Pidilite has completed the acquisition of 100% stake in Huntsman Advanced Materials Solutions Private Limited (HAMSPL) for a cash consideration of approximately Rs. 2100 crores, excluding customary working capital and other adjustments.
- HAMSPL manufactures and sells Adhesives, Sealants and other products under well-known brands such as Araldite, Araldite Karpenter and Araseal for retail end-use in Indian Sub-continent Region
- In the calendar year 2019, business revenue was approximately Rs 400 Cr.
- Araldite is the market leader in the epoxy adhesives and will add to the strong portfolio of Pidilite's adhesive and sealant brands.
- The acquisition includes a trademark license for Middle east, Africa and ASEAN countries.



# Company Overview



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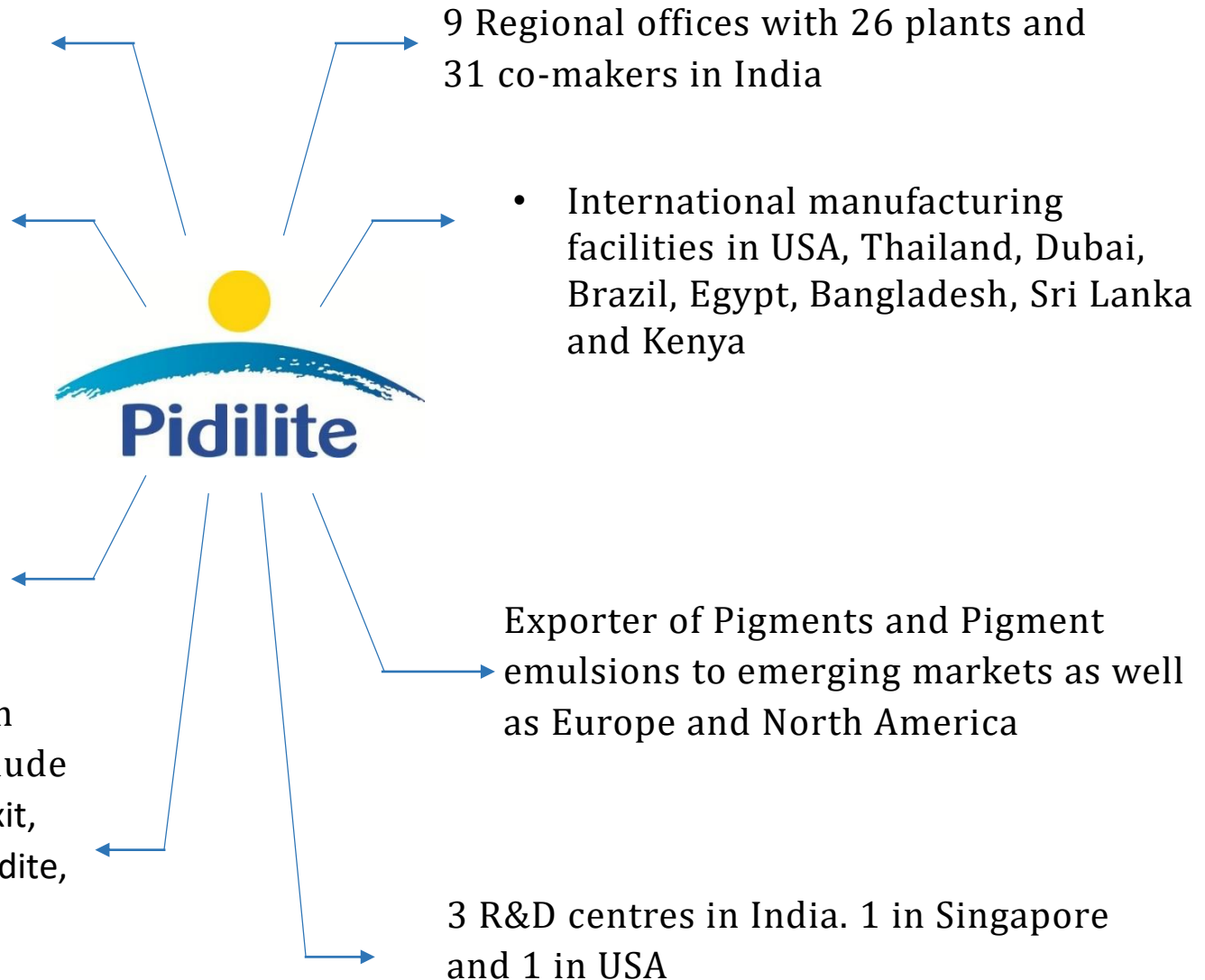


Brand established in 1959.  
Pioneer in Consumer and  
Specialty Chemicals

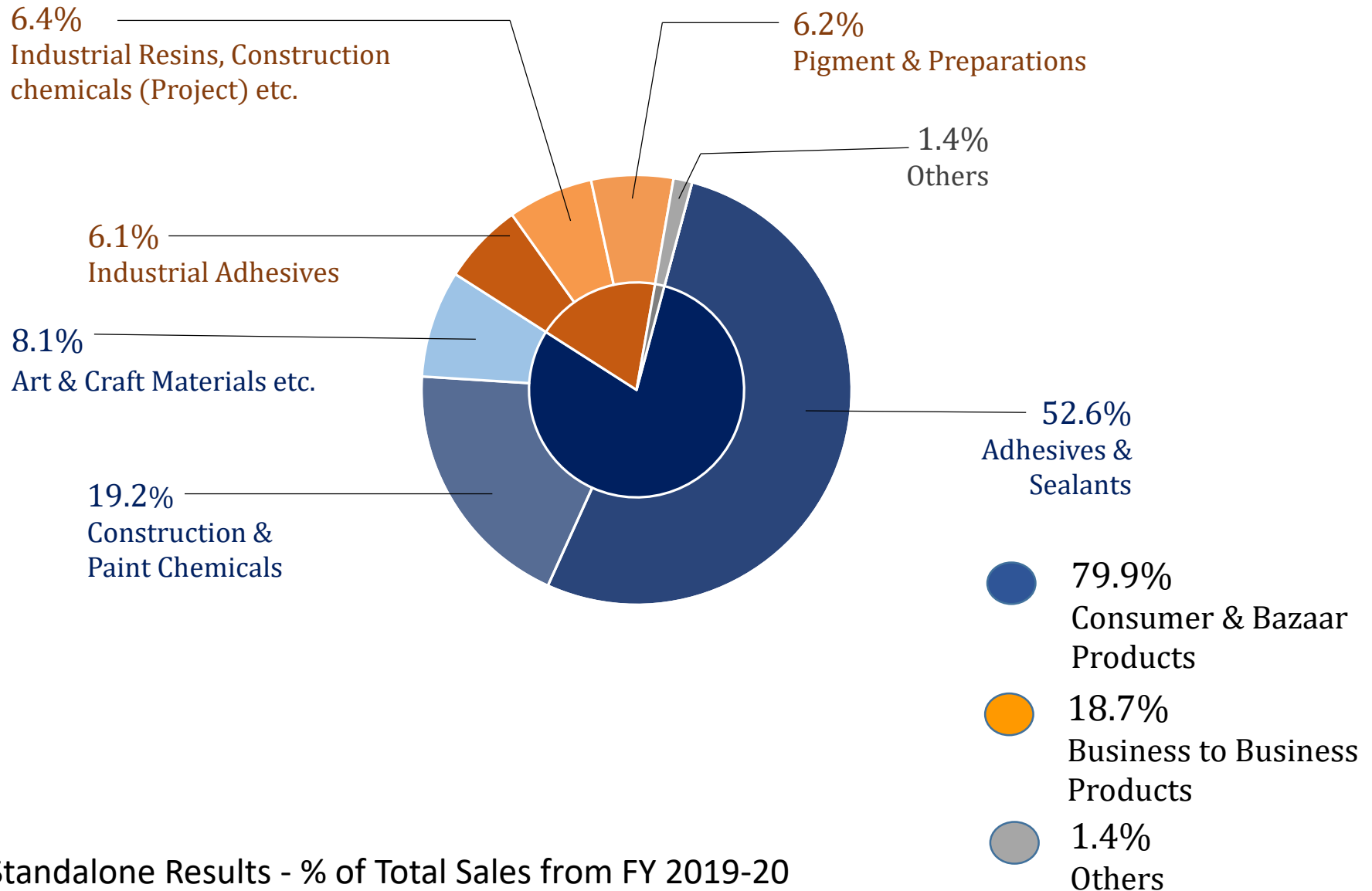
Adhesives & sealants,  
construction chemicals, art &  
craft products and polymer  
emulsions

History of creating strong  
brands

Among the most trusted brands in  
the country. Other big brands include  
M-Seal, Fevikwik, Fevistik, Roff, Dr. Fixit,  
Fevicryl, Motomax, Hobby Ideas, Araldite,  
Araldite Karpenter and Araseal



# Industry Segment Composition



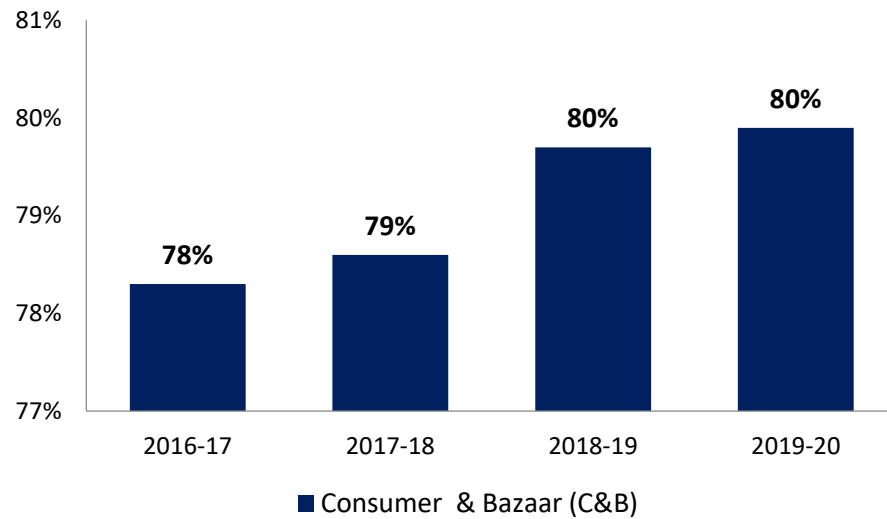
Standalone Results - % of Total Sales from FY 2019-20

# 4-Year Performance by Business Segments

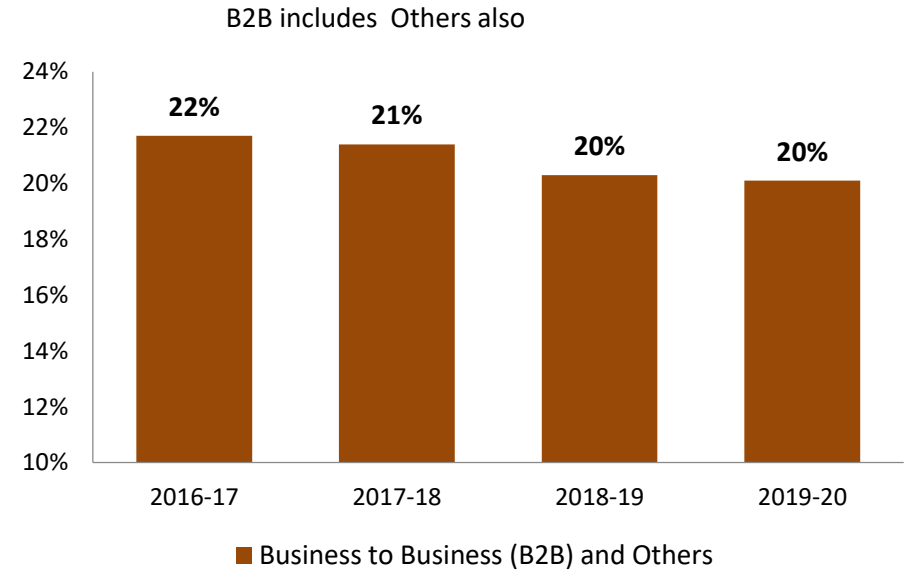


Numbers represent Percentage of Total Sales

## Consumer and Bazaar (C&B)



## Business to Business (B2B)



# Domestic Presence – India operations

- **6000+** SKUs of **600+** products
- Domestic Revenue of **Rs. 5,638 Cr** for FY20
- **26** plants, **31** Co-makers
- **4,700+** distributors
- **30** warehouses
- **9** regional offices & **2** RDCs





- 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.

# Connecting users and dealers via digital platform



## HOW TO PLACE YOUR ORDER?

- 1 After deciding what you want to buy, click on the link in the description & choose your nearest outlet.
- 2 Call the vendor/outlet and inform them about the order you're going to place through swiggy genie.
- 3 Place your order & complete online payment.

**GET 10% OFF**

**SWIGGY GENIE**

## STUCK AT HOME?

Even more reason to get creative!

Get your favourite art & craft products like Fevicol, Fevicol Star, Fevicrete & Fevicrete DIY Kits delivered to your doorstep via

**SWIGGY GENIE**

**GET 10% OFF**

## Utilities

New

Gurukul

Learn · Grow · Succeed

Gurukul

New

Meetings

Scan

## Laser Distance Measure

**600 500 FCCR POINTS** only

**100 Points Cash Back after 10 Days**

**REDEEM NOW before offer ends TODAY**

- Valid only if redeemed today.
- 100 Points will be added as Cashback after 10 days of redemption
- Items needs to be collected / delivered before 10 days to avoid cancellation

# Celebrating Occasions via Digital Media

**Fevicol**

Hum apni nahi, doston ki baat kar rahe hain.  
Tag the friend who stuck with you through thick and thin?  
#HappyFriendshipsDay #MazbootJod #FevicolKaJod

Stuck together through

#HappyFriendshipDay

**Fevikwik**

This Independence Day, we've taken the pledge to repair and reuse, have you?  
#HappyIndependenceDay #Fevikwik #PhenkoNahiJodo

True independence is using freedom responsibly  
**PHENKO NAHI, JODO!**

#HappyIndependenceDay

**Fevicol**

Bacche mann ke sacche  
Iss maahaul mein ghar par baithe, toh bohot acche  
#FevicolKaJod #MazbootJod



The ultimate way to practice quarantine

**Fevikwik**

Fevikwik ki maths, chutki mein samjhaye  
#HappyTeachersDay #Fevikwik #PhenkoNahiJodo

5 ka matlab Fevikwik

#HappyTeachersDay

**PHENKO NAHI, JODO!**

**Fevikwik**

The only thing we might be slower than!  
#HappyBirthdayDhoni #Fevikwik

FASTEST THINGS IN THE WORLD

Cheetah	
Racecar	
Weekends	
Fevikwik	
Dhoni's Stumping	

Always Kwik in leaving you stumped

#HappyBirthdayDhoni

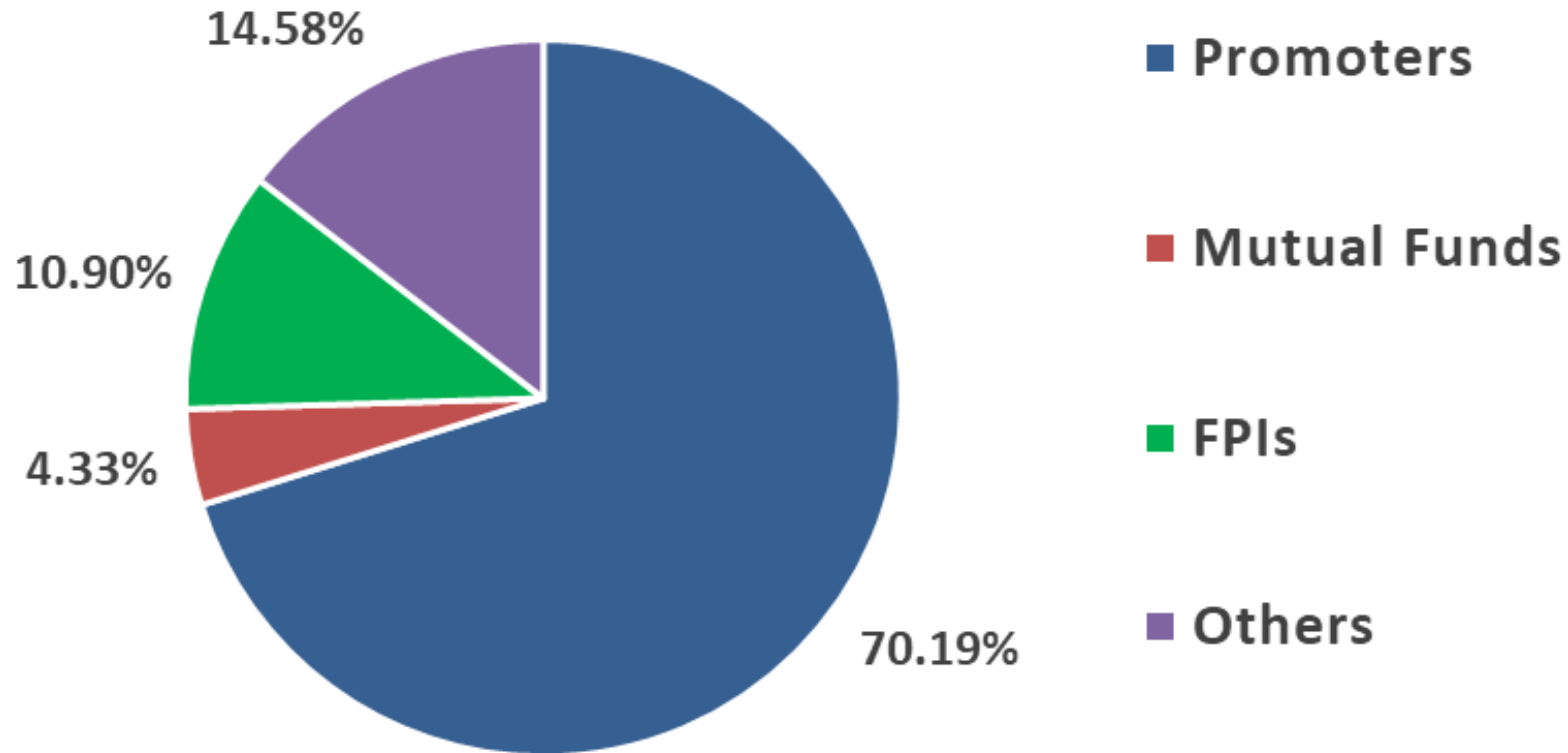
# Marketing/ Advertising



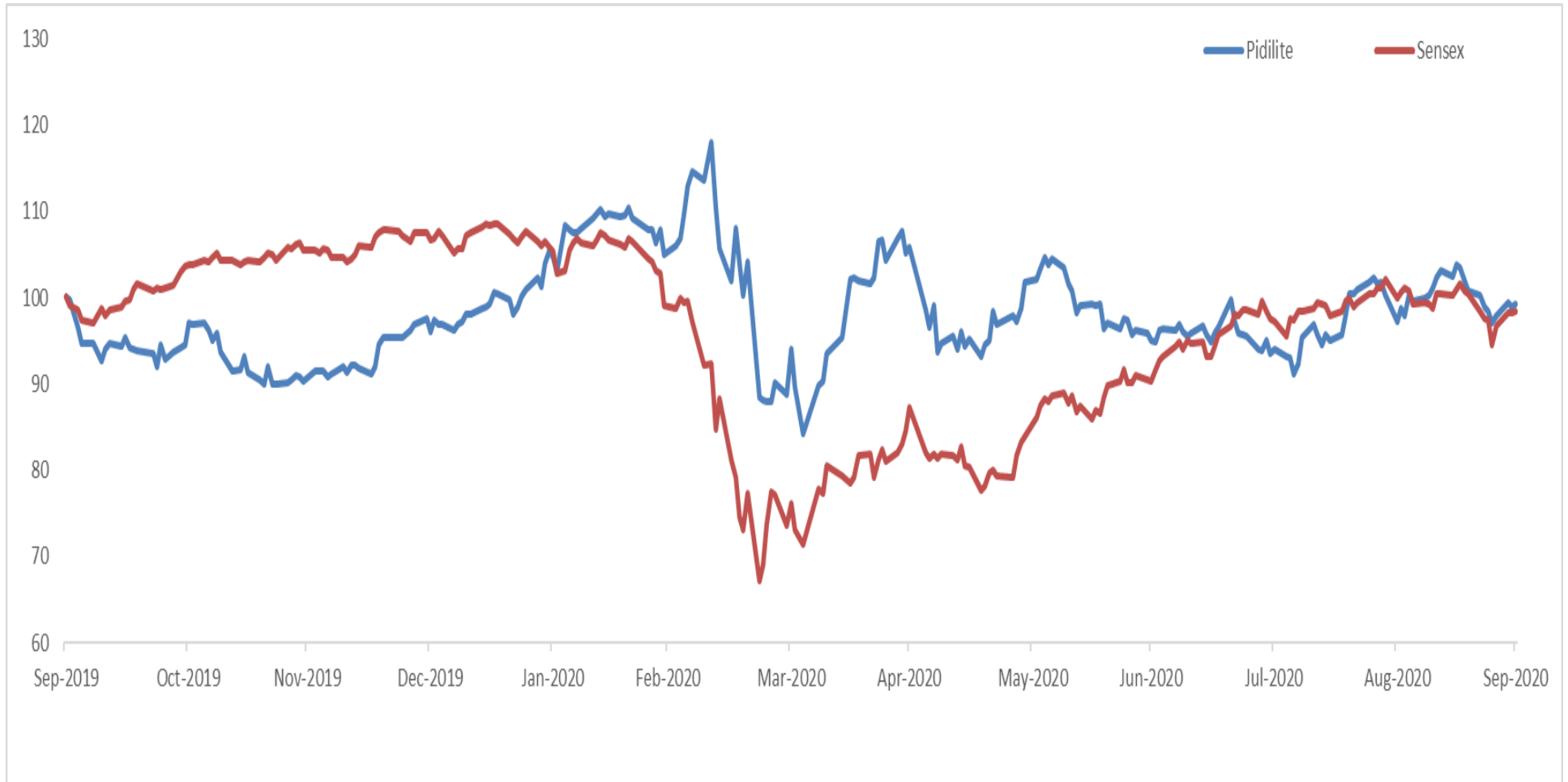
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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 September 30, 2020

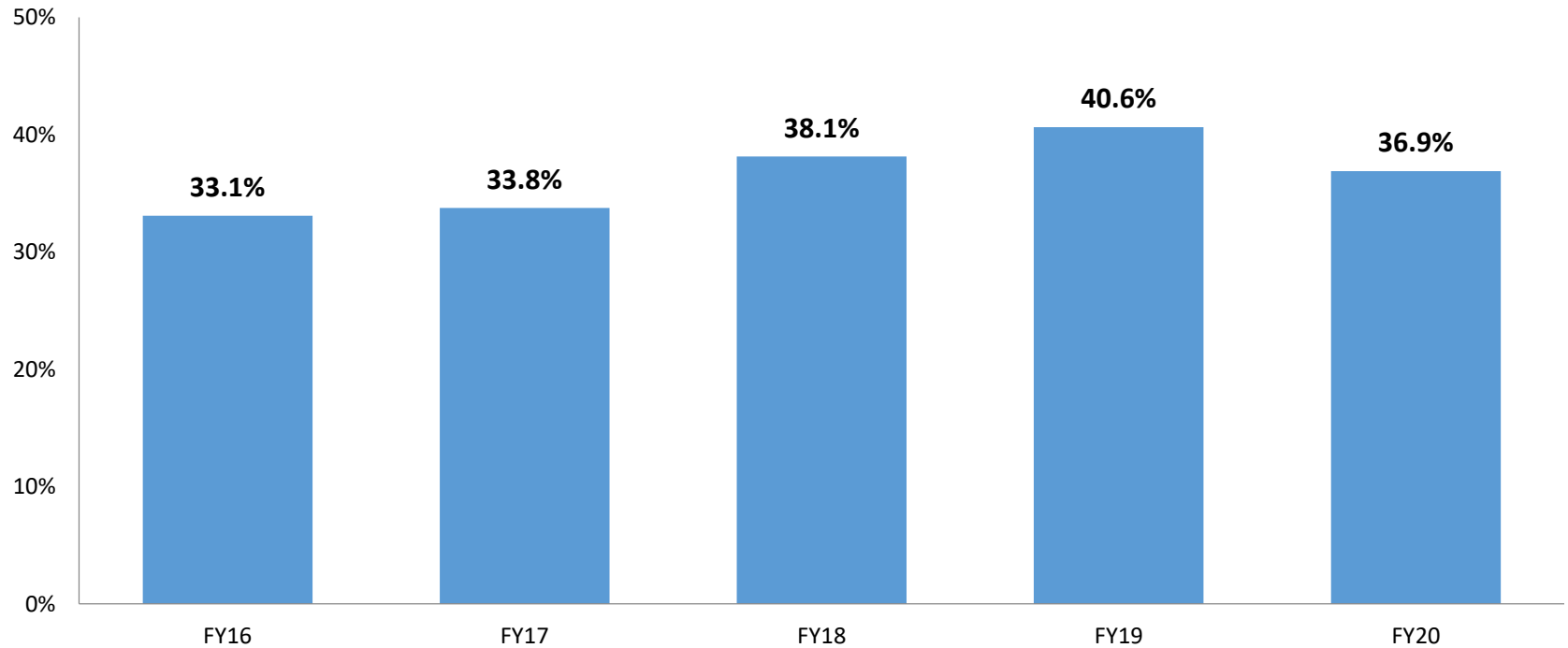


# Share Price Movement



*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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The ultimate adhesive

