



Q2' 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 growth along with improving consumer demand sentiments due to accelerated vaccinations, reduced COVID infections and increased mobility.
 - Unprecedented increases and volatility in input costs has been a major challenge during quarter.
 - Going forward we remain cautiously optimistic on continuing robust demand.
 - Unabated commodity inflation and supply availability remains a significant challenge and would require continued focus.
- 

FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

Q2' FY22

| | NET SALES | EBITDA* | PBT* | PAT |
|--------------|---------------------|-------------------|-------------------|-------------------|
| CONSOLIDATED | Rs. 2,613 Cr | Rs. 550 Cr | Rs. 492 Cr | Rs. 376 Cr |
| YOY GROWTH | 40.7% | 6.9% | 2.7% | 5.3% |
| | <i>33.4%</i> | <i>-ve 2.3%</i> | <i>-ve 7.0%</i> | <i>-ve 4.4%</i> |
| STAND ALONE | Rs. 2,200 Cr | Rs. 479 Cr | Rs. 442 Cr | Rs. 339 Cr |
| YOY GROWTH | 35.8% | 1.2% | -ve 2.9% | 0.2% |

excluding PAPL is shown in unshaded portion and in italics

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

EARNINGS SUMMARY

H1' FY22

| | NET SALES | EBITDA* | PBT* | PAT |
|--|---------------------|-------------------|-------------------|-------------------|
| CONSOLIDATED | Rs. 4,541 Cr | Rs. 907 Cr | Rs. 781 Cr | Rs. 593 Cr |
| YOY GROWTH | 66.3% | 55.8% | 53.1% | 59.3% |
| | <i>58.7%</i> | <i>43.9%</i> | <i>39.7%</i> | <i>45.6%</i> |
| excluding PAPL is shown in unshaded portion and in italics | | | | |
| STAND ALONE | Rs. 3,817 Cr | Rs. 787 Cr | Rs. 797 Cr | Rs. 628 Cr |
| YOY GROWTH | 59.9% | 38.1% | 49.8% # | 58.8% # |

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

Excluding dividend from subsidiary: PBT Growth: 31.7% and PAT Growth: 28.3%

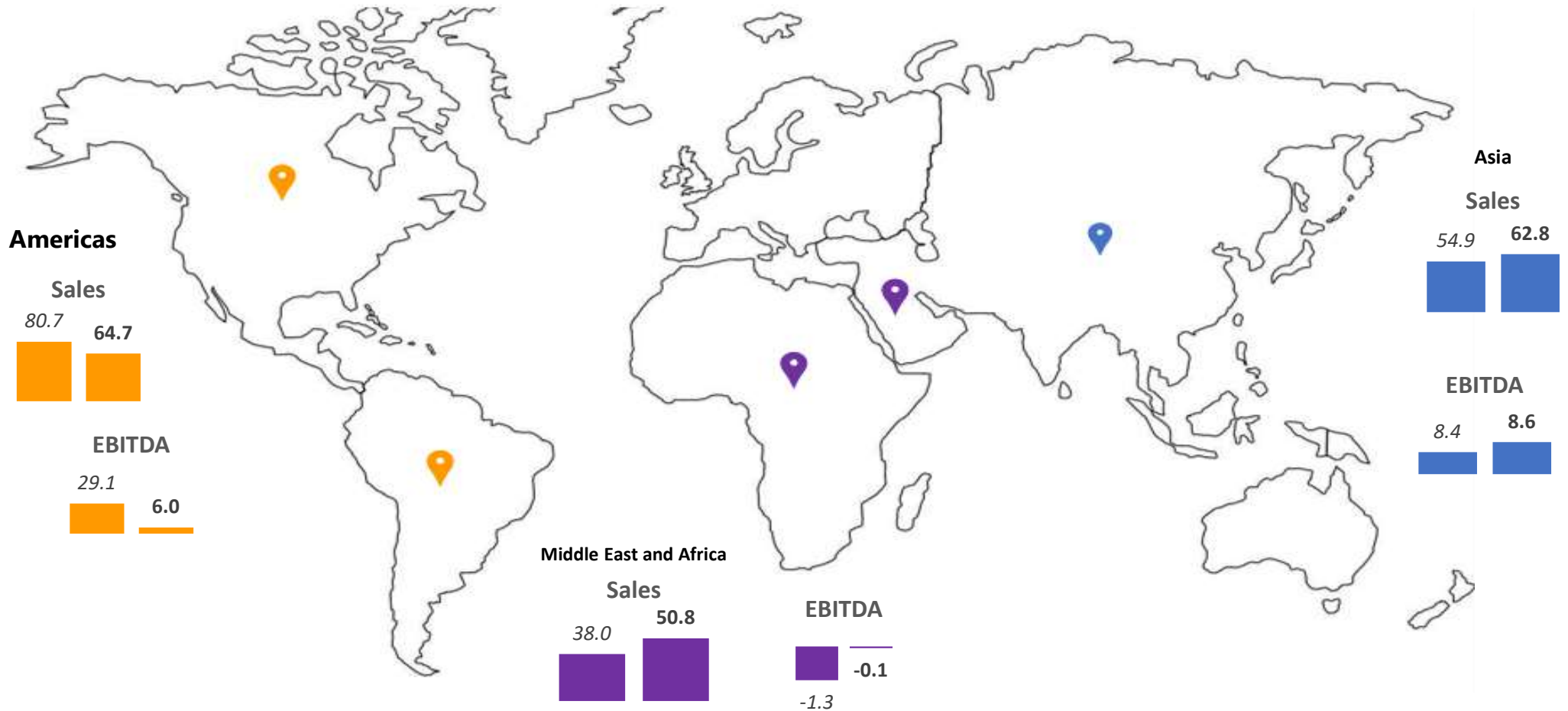
PERFORMANCE OVERVIEW

- Strong sales volume and value growth across geographies.
- Consumer and Bazaar businesses ('C&B') reported growth across all categories such as adhesives, construction chemicals and DIY portfolio. Business to Business ('B2B') growth led by continued momentum in industrial activities.
- Gross Margins have contracted on account of sharp escalation in input costs.
- Calibrated pricing actions and a focus on costs and operational efficiencies have led us to have maintained EBITDA margins in our historic range.
- Domestic subsidiaries in C&B business returned to double digit growth led by higher sales in premium products. Subsidiaries in B2B business have improved sequentially on account of recovery in real estate and construction related activities, however margin recovery will take long due to unabated commodity inflation.
- In International subsidiaries , modest revenue growth in Asia on the back of lockdown restrictions in many countries. Margins impacted on account of input cost inflation. Americas decline 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.

OVERSEAS SUBSIDIARIES PERFORMANCE

Q2' FY22

(in INR Crores)



• Amounts are like for like actual reported numbers excluding translations and other consolidation impacts

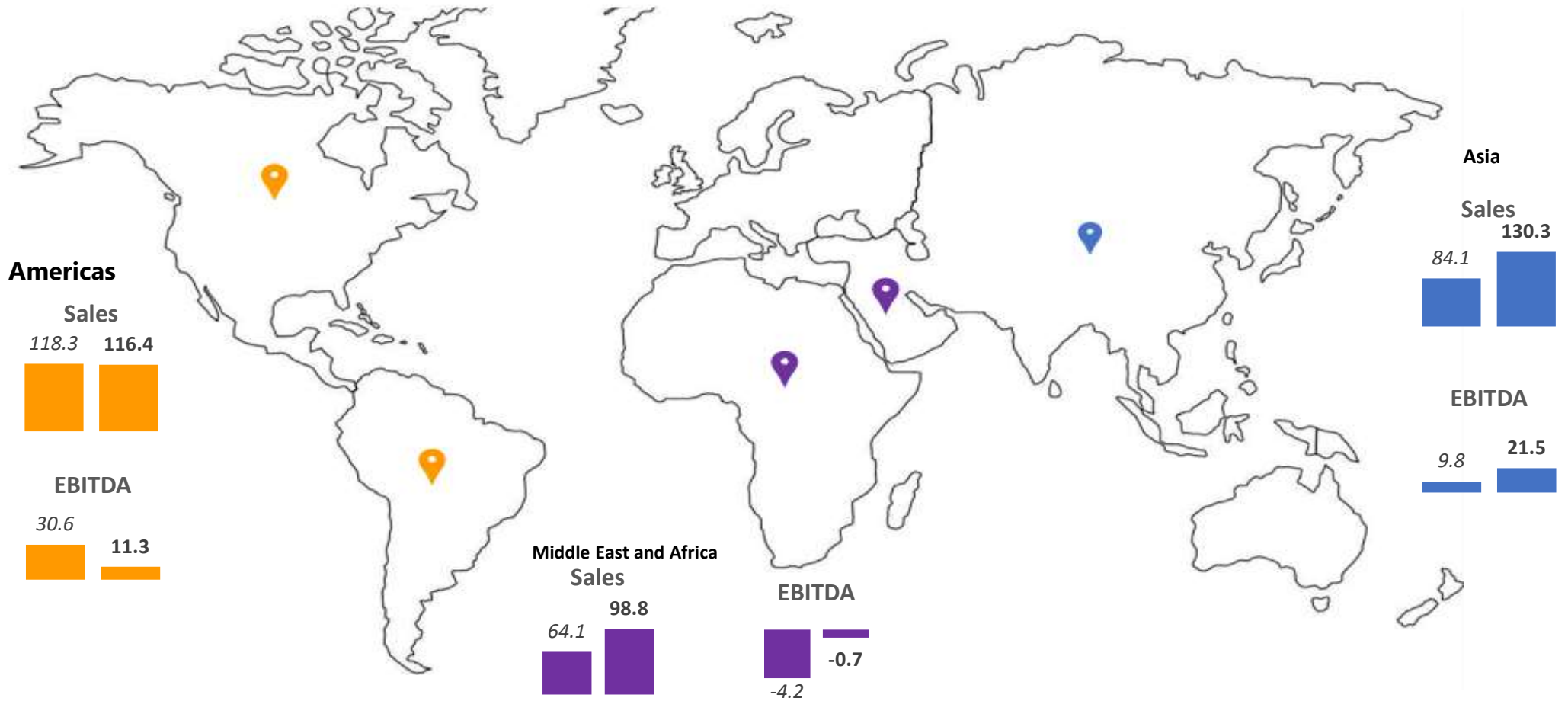
• Amounts in '**bold**' denotes CY

^ America includes one off tax gain in Pulvitec of Rs 9.5 Crs during Q2'21.

OVERSEAS SUBSIDIARIES PERFORMANCE

Q2' FY22

(in INR Crores)



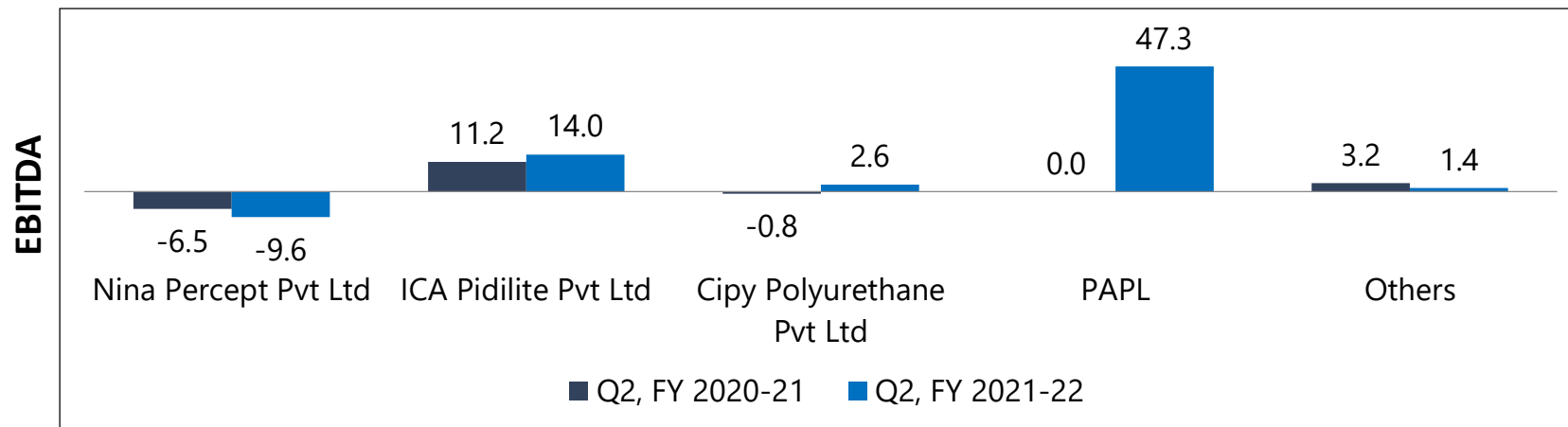
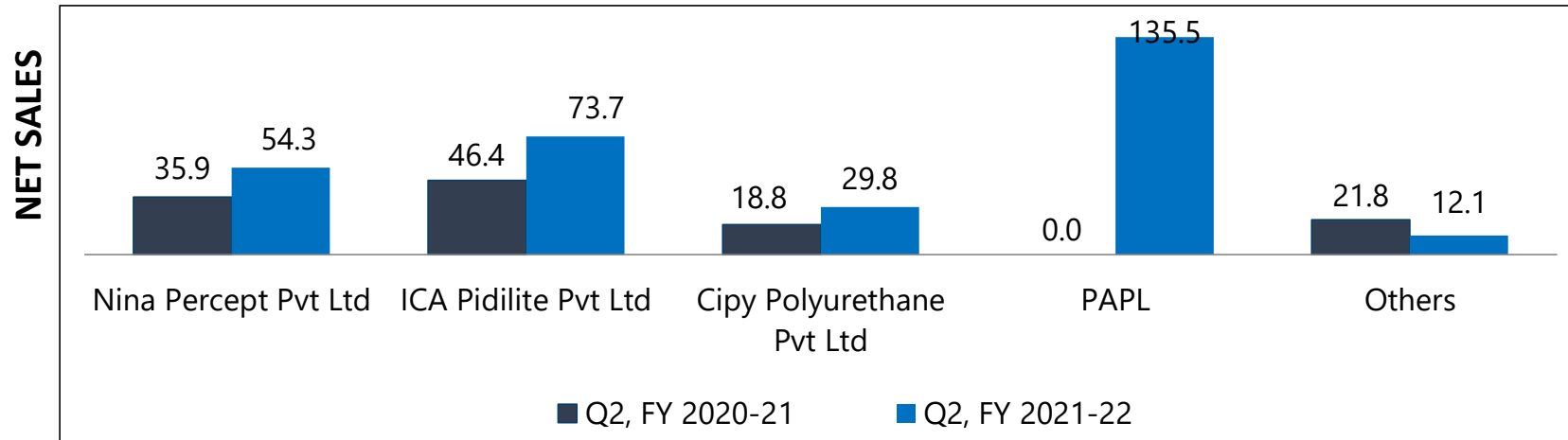
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DOMESTIC SUBSIDIARIES PERFORMANCE

Q2' FY22



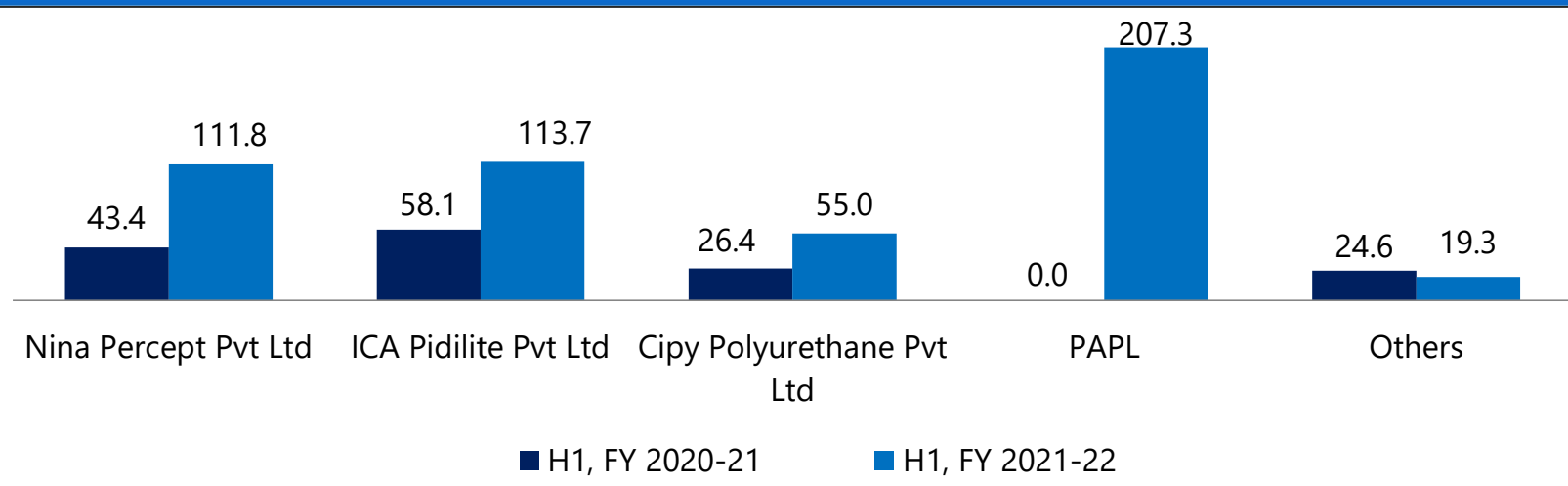
The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3rd November 2020.

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

DOMESTIC SUBSIDIARIES PERFORMANCE

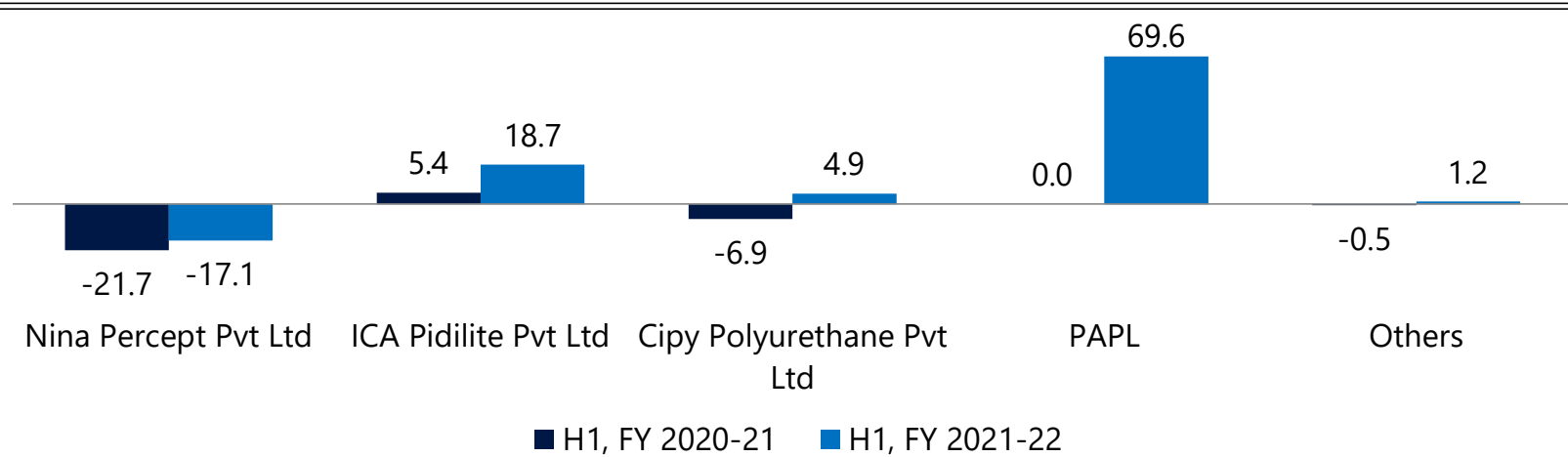
H1' FY22

NET SALES



INR (Rs in Crore)

EBITDA



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

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

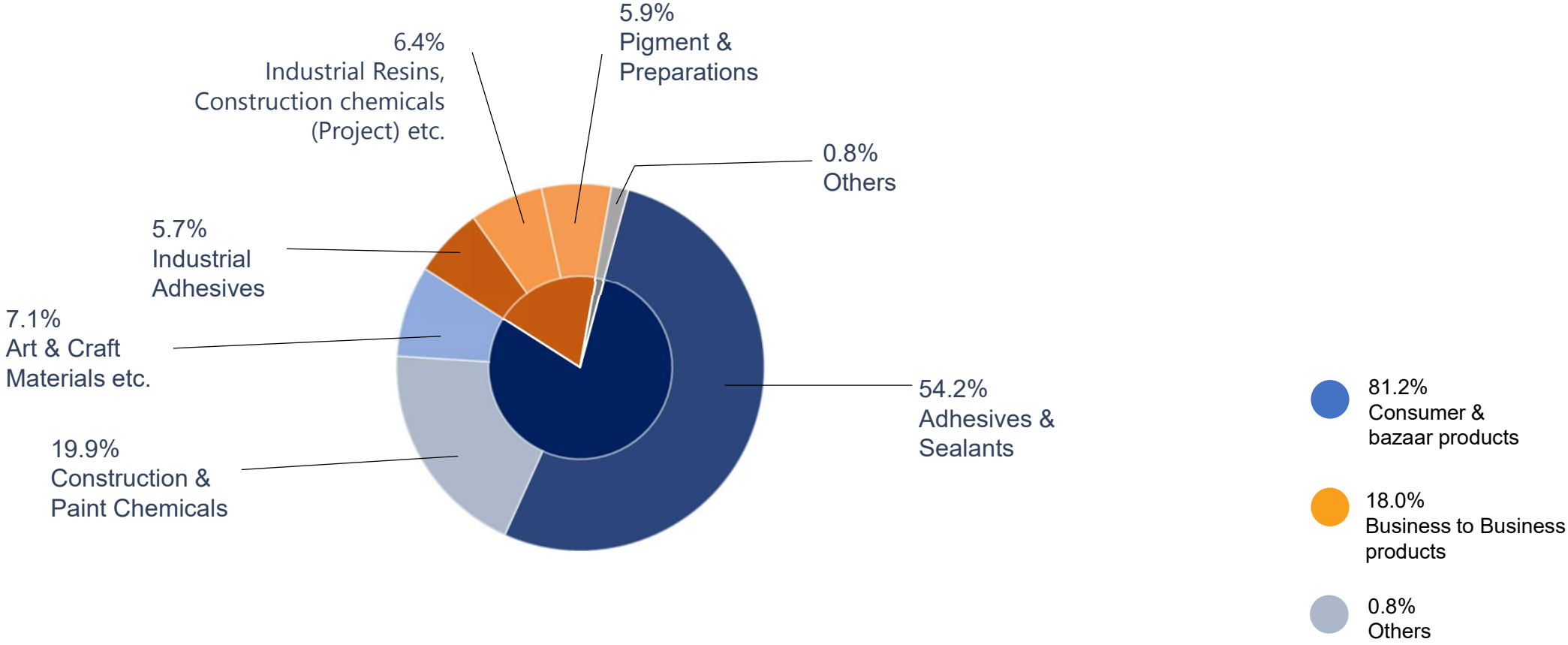
3 R&D centres in India.

1 in Singapore

1 in USA

97% of our employees have been vaccinated with 1st dose and 60% with 2nd dose, target to fully vaccinate all employees by end of December 21.

INDUSTRY SEGMENT COMPOSITION

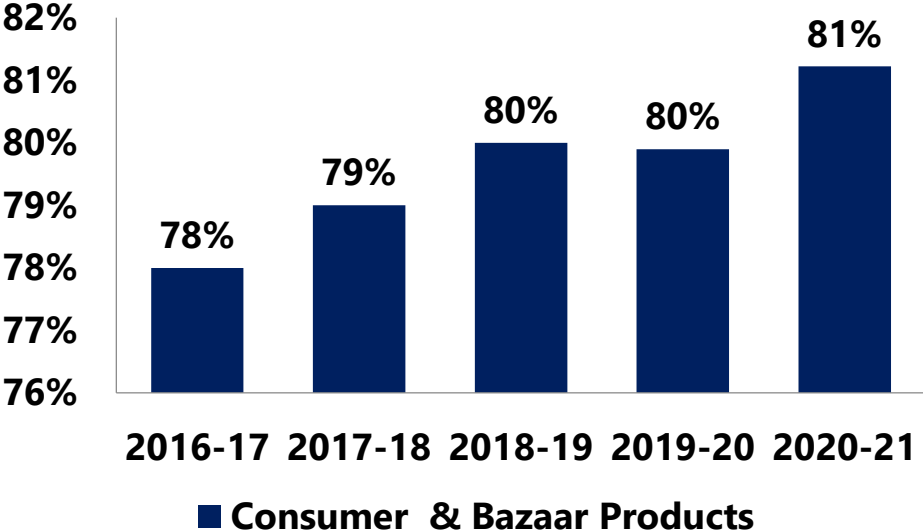


Standalone Results - % of Total Sales based on FY 2020-21

5-Year Performance by Business Segments

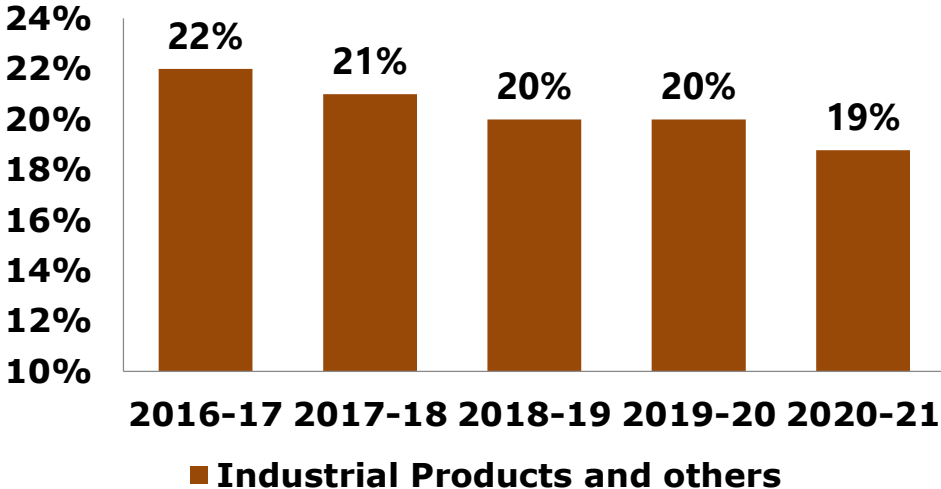
Numbers represent Percentage of Total Sales

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

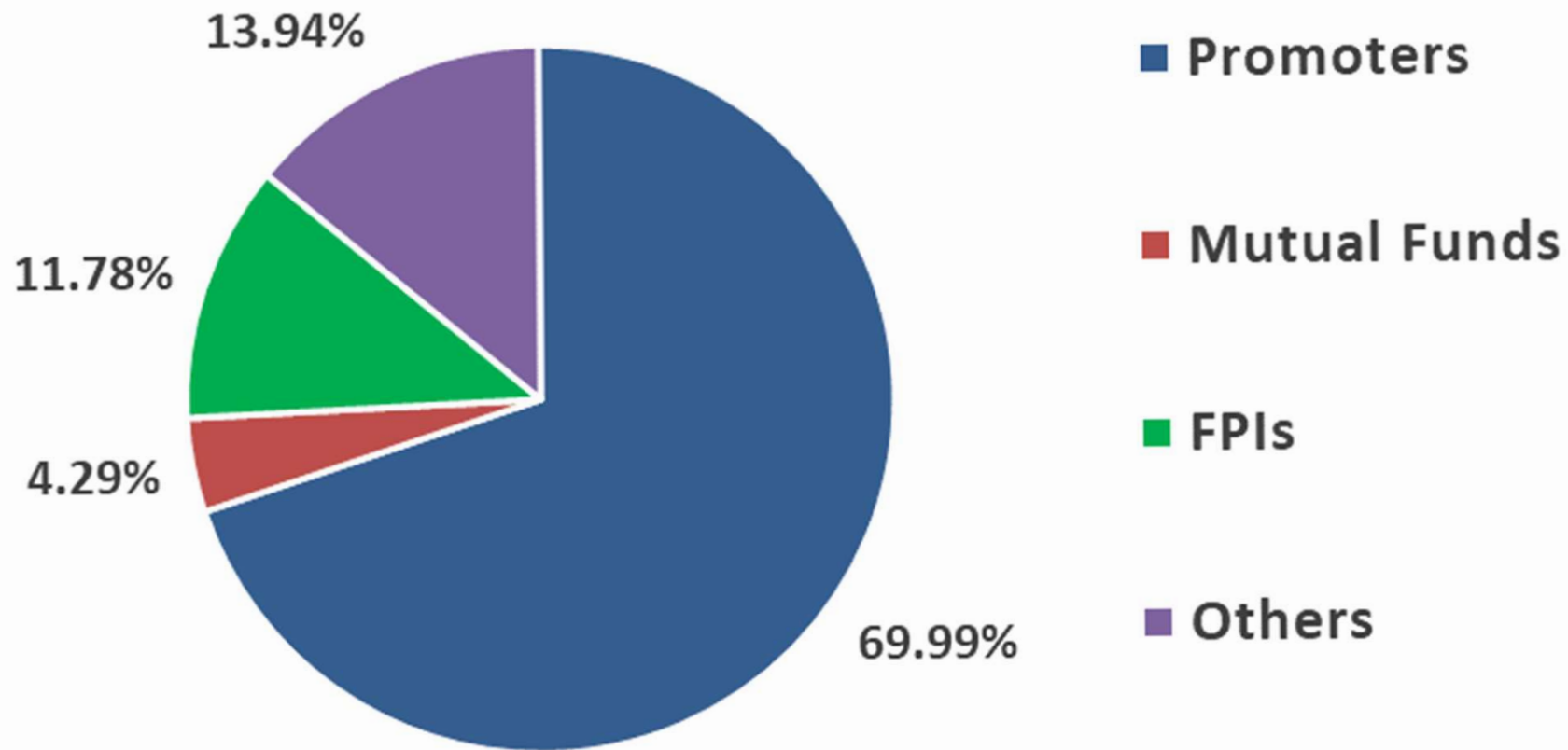
4,800+ distributors

44 warehouses

9 regional offices & **2** RDCs



SHARE HOLDING PATTERN- 30 September 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.

CONNECTING DIGITALLY

Roff
Published by Gayatri S · 6 August · 🌐

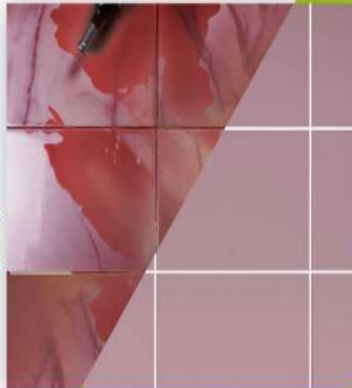
Worried about food and drink spillages staining tile joints? Roff Epoxy Joint Fillers are non-porous and prevents staining keeping your tiles beautiful. Visit www.roff.in for more details.

#Roff #PidiliteRoff #TileAdhesive #TileJointFillers



WANT STAIN FREE TILE JOINTS?

CEMENTITIOUS
JOINT
FILLER
IS POROUS
AND STAINS
EASILY



ROFF
EPOXY
JOINT-
FILLER IS
NON-POROUS
AND STAIN
FREE

Hobby Ideas India
Published by Muskan Agarwal · 17 September · 🌐

Fevicryl Fabric Glue is all you need to #StickAndCelebrate the festive season, right Hobbyists? So tell us, what will you create with Fevicryl Fabric Glue to make your festivities special? 🌟

What will you make using **Fevicryl Fabric Glue** this festive season

Fevicryl FLASH
FRIDAYS

Fevikwik

The wait is finally over! Here are the top 3 #FevikwikStars who won an iPhone 12 Mini! Congratulations!

Fevikwik STARS

iPhone 12 Mini
WINNERS

Kaun kehta hai
todkar jodne se
kuch nahi milta?

Prathamesh Avchare
Rashmika Bansal
Krishna Singh

Swipe to see the 3 lucky winners

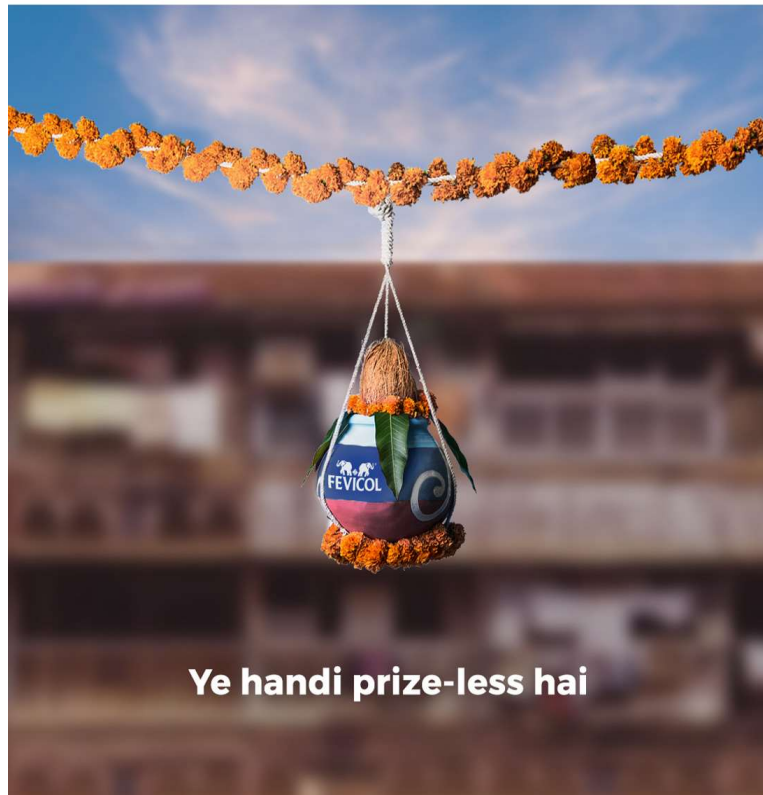
CELEBRATING OCCASSIONS- DIGITAL WAY



Fevicol

Pakde rahenge, todenge nahi :P

#Janmashtami #FevicolKaJod #MazbootJod



Ye handi prize-less hai



Fevikwik

If it hadn't been for them, we would have never known the difference.

#HappyTeachersDay #Fevikwik #PhenkoNahiJodo

"PHENKO, NAHI JODO"

"PHENKO NAHI, JODO"

*Because of you, we know why
punctuation matters.*

#HappyTeachersDay

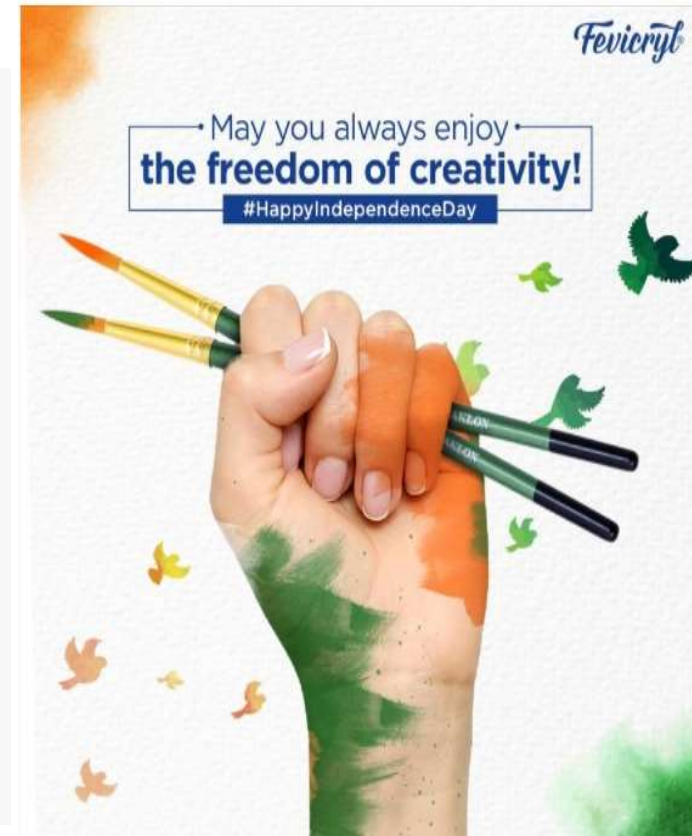


Hobby Ideas India

Published by Muskan Agarwal · 15 August ·

In creativity, there is freedom. There are no rules. You are free to imagine, to choose and to create. And this will make you feel the most alive, won't it? Drop in a 🇮🇳 if you agree!

#HappyIndependenceDay

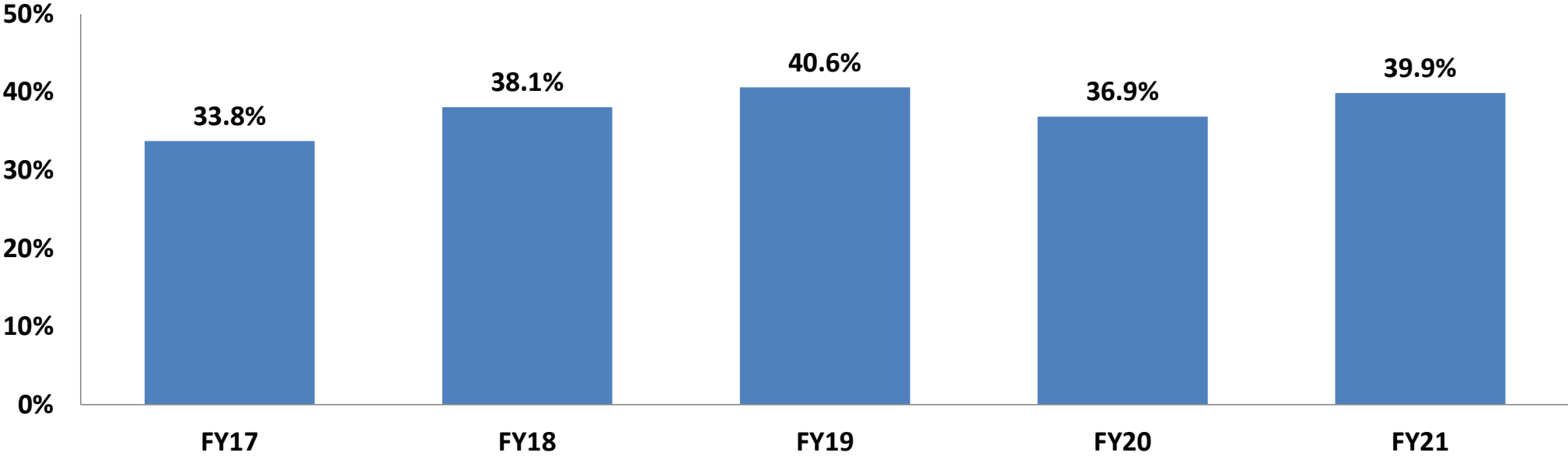


SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



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



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