



Q4' 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 quarter witnessed unprecedented inflation in key raw materials impacting consumer demand.
 - The inflationary trend is expected to continue in near term which will be mitigated by calibrated pricing actions and effective cost management actions.
 - Despite near term concerns around significant inflation and the impact of this on market growth, we are confident of the medium to long-term prospects of the home improvement sector and remain committed on delivering consistent and profitable volume led growth.
 - We continue to focus on digital initiatives, innovation and building a resilient and agile supply chain.
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FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

FY'22

	NET SALES	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 9,880 Cr	Rs. 1,869 Cr	Rs. 1,614 Cr	Rs. 1,207 Cr
YOY GROWTH	36.3%	11.1%	5.7%	7.2%
STAND ALONE	Rs. 8,298 Cr	Rs. 1,612 Cr	Rs. 1,627 Cr	Rs. 1,269 Cr
YOY GROWTH	34.1%	4.0%	11.7% #	17.3% #

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

Excluding dividend from subsidiary: PBT Growth: -1.5% and PAT Growth: -0.5%

EARNINGS SUMMARY

Q4' FY22

	NET SALES	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 2,498 Cr	Rs. 412 Cr	Rs. 346 Cr	Rs. 254 Cr
YOY GROWTH	12.0%	-10.5%	-16.6%	-17.2%
STAND ALONE	Rs. 2,075 Cr	Rs. 346 Cr	Rs. 397 Cr	Rs. 318 Cr
YOY GROWTH	12.1%	-15.2%	5.6%#	15.1%#

- EBITDA is before non operating income. PBT is Profit before tax and Exceptional Items.
- # Excluding dividend from subsidiary: PBT Growth: -ve 20.0% and PAT Growth: -ve 19.7%

PERFORMANCE OVERVIEW

- Current year registered a robust sales growth aided by strong volume growth across categories and geographies. Growth was broad based across C&B and B2B segments with both the segments reporting volume growths of over twenty percent each.
- Quarter witnessed price led growth with volumes remain subdued on account of the pandemic and persistent inflation impacting consumer demand over previous year higher base.
- The inflationary trend continued in this quarter also adversely impacting margins; adequate investment was done in our brands.
- Domestic C&B subsidiaries reported good sales growth. The sales growth in B2B subsidiaries are showing signs of revival but EBITDA remained under pressure due to higher input costs.
- International subsidiaries registered moderate sales growth amidst high inflation and currency devaluation. Subsidiaries in Asia continued the growth momentum; Africa reported modest sales growth; Americas declined on a higher previous year base. Margins continued to remain under pressure due to higher input cost.

OVERSEAS SUBSIDIARIES PERFORMANCE FY'22

(in INR Crores)

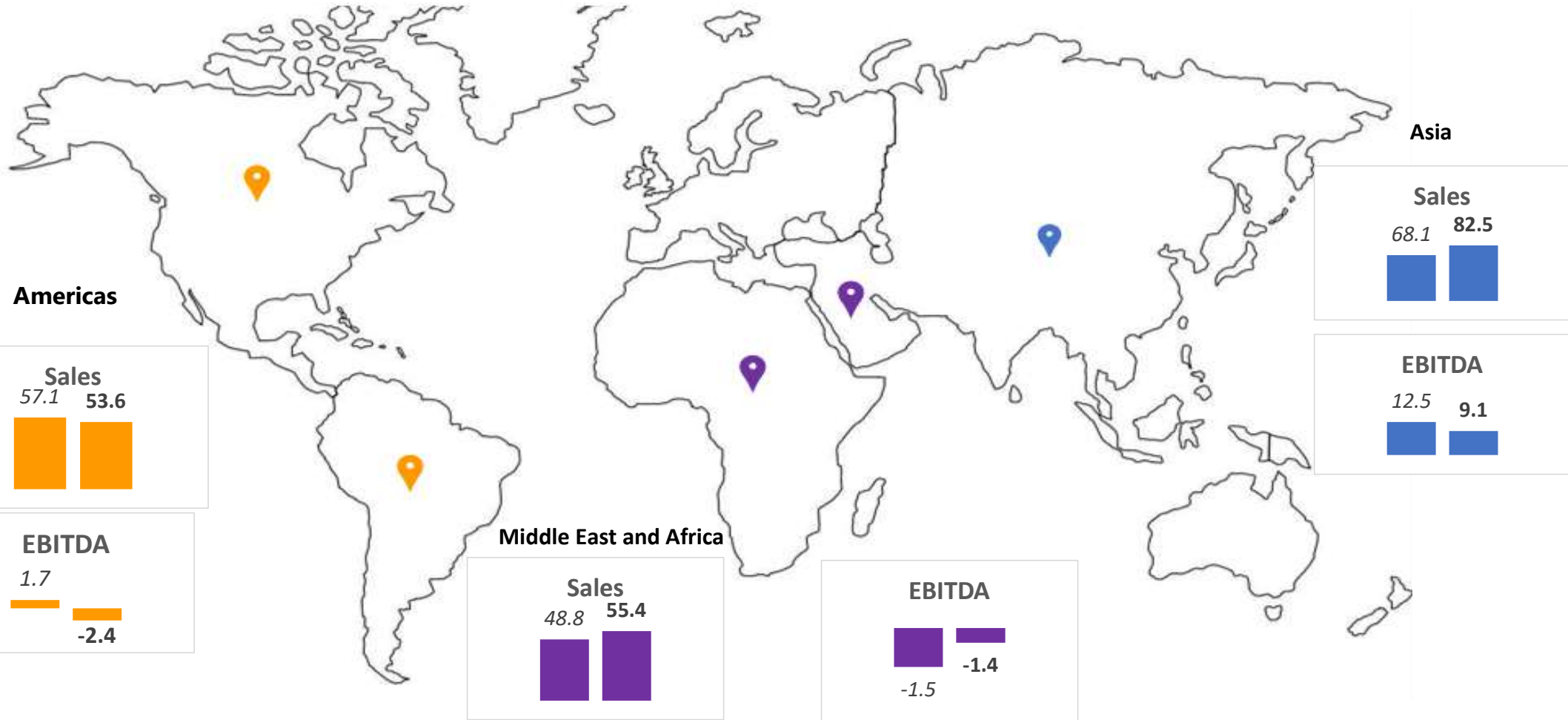


Including tax gain of Rs 9.5 Cr in FY'21.

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

OVERSEAS SUBSIDIARIES PERFORMANCE Q4' FY22

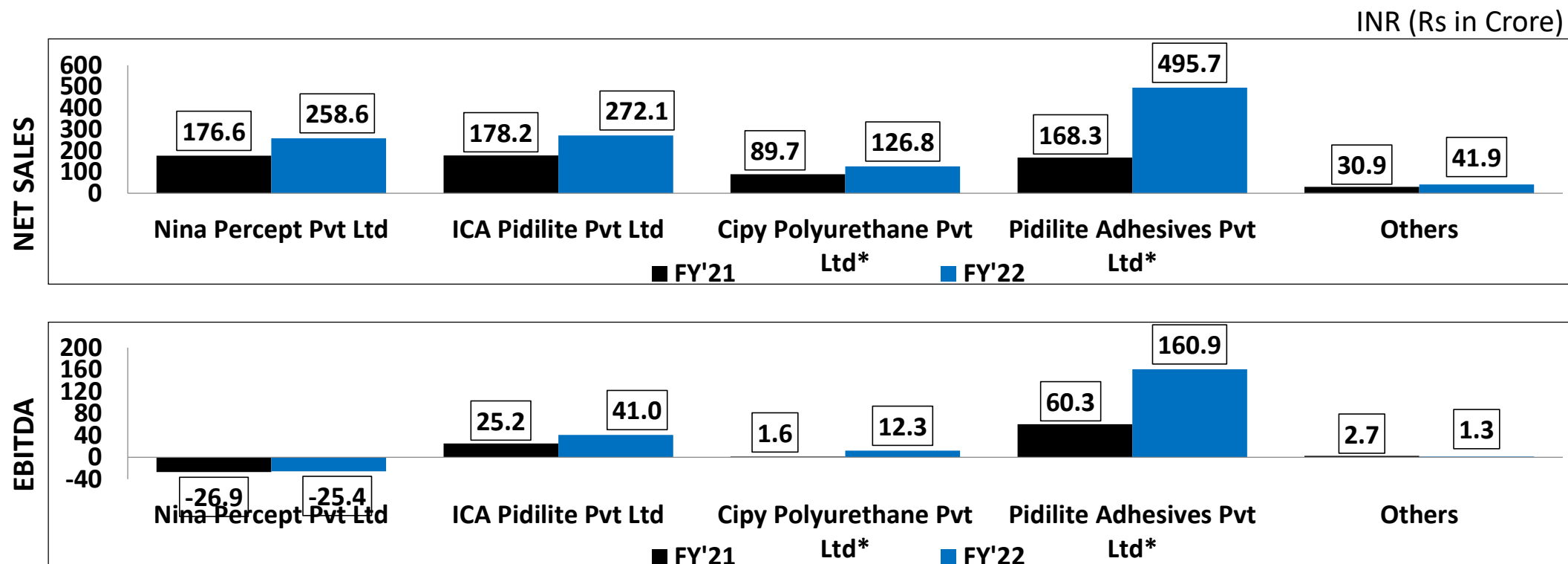
(in INR Crores)



- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
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DOMESTIC SUBSIDIARIES PERFORMANCE

FY22

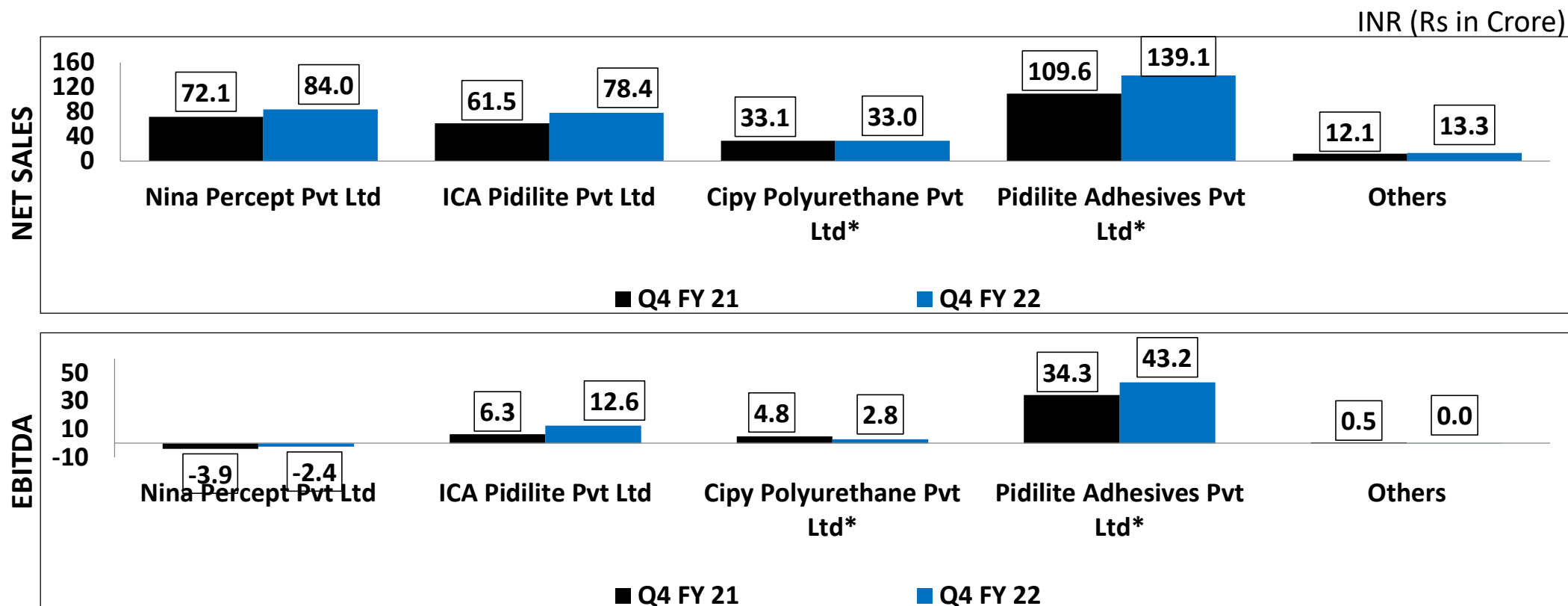


*During the year, the Company has filed two merger applications with National Company Law Tribunal (NCLT) with respect to merger of its wholly owned subsidiaries namely Pidilite Adhesives Pvt. Ltd (PAPL) and Cipy Polyurethanes Pvt. Ltd (CIPY). Consequent to the filing of NCLT orders approving the mergers with Registrar of Companies, mergers have become effective from Appointed date 1st April 2022. As a result of merger being an event happening after balance sheet date, no effect of merger given in the financial results.

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

DOMESTIC SUBSIDIARIES PERFORMANCE

Q4'FY22



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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, Araldite, Araldite Carpenter and Araseal.

9 Regional offices

26 plants

29 co-makers in India

7500+ employees

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

Rs 725 Cr revenue from overseas subsidiaries in FY 22

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

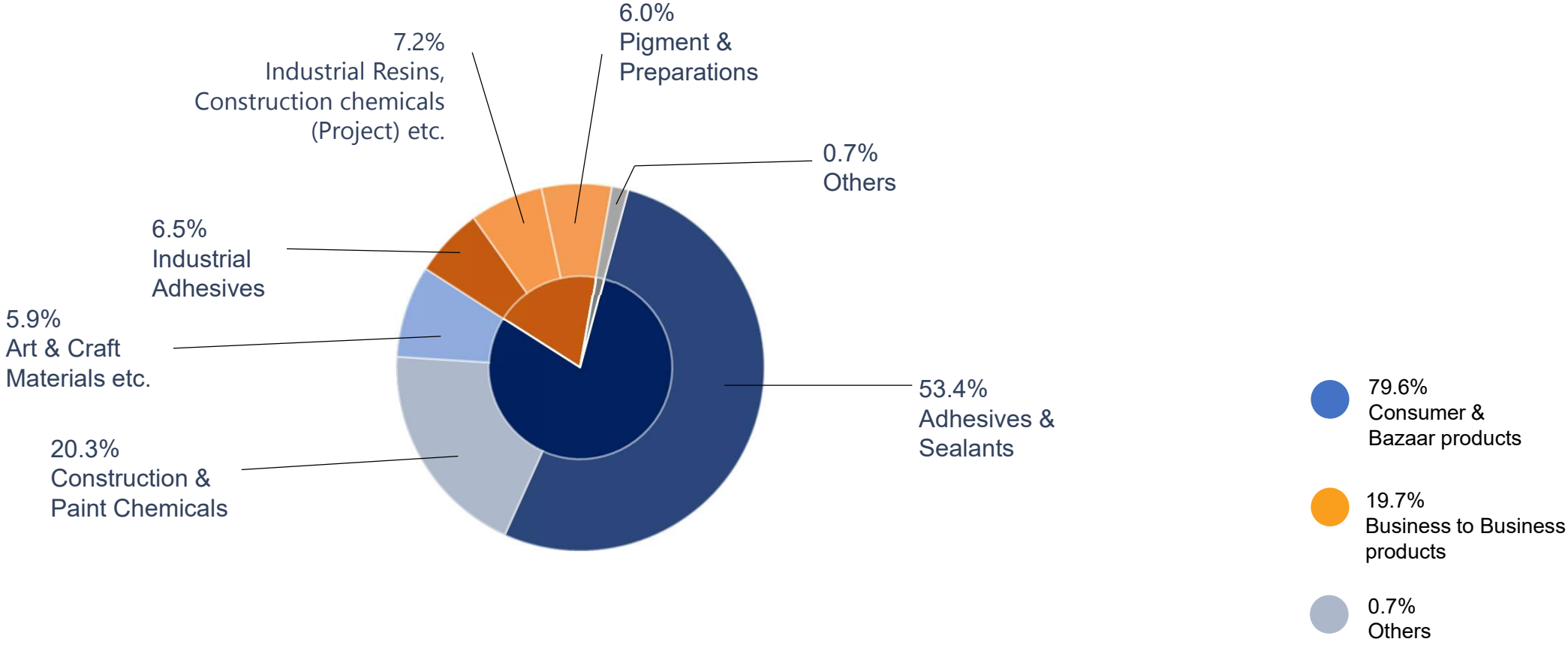
3 R&D centres in India.

1 in Singapore

1 in USA

100% of our employees have been vaccinated with 1st dose and 96.3% with 2nd dose.

INDUSTRY SEGMENT COMPOSITION

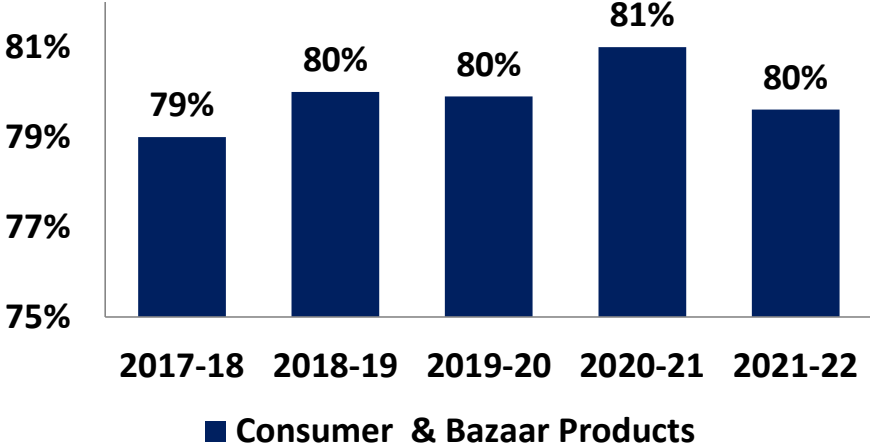


Standalone Results - % of Total Sales based on FY 2021-22

5-Year Performance by Business Segments

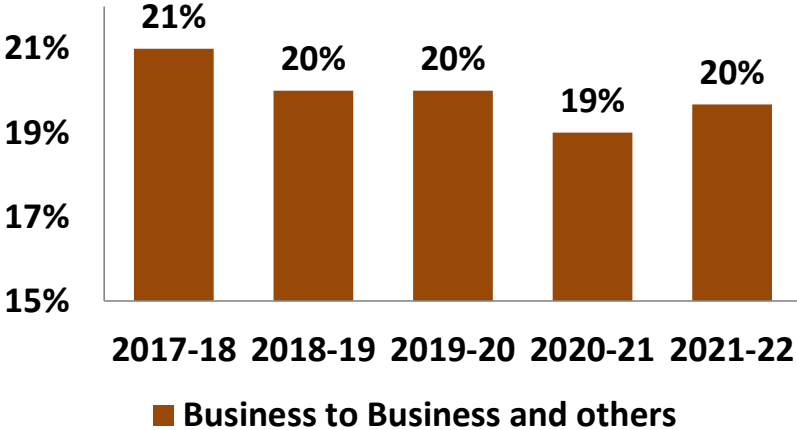
Numbers represent Percentage of Total Sales

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. 7,461 Cr** for FY22

26 plants, **29** Co-makers

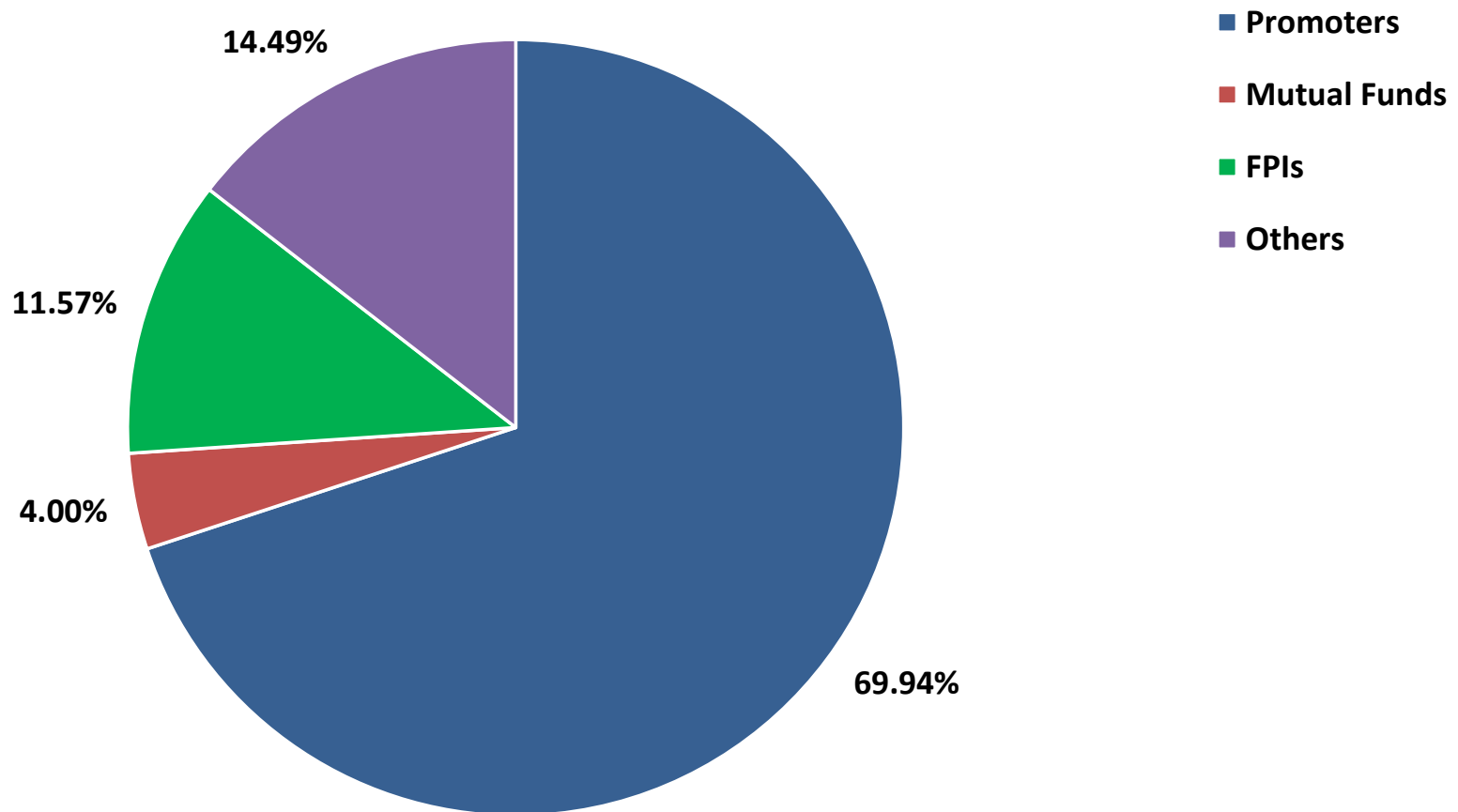
4,800+ distributors

43 warehouses

9 regional offices & **3** RDCs



SHARE HOLDING PATTERN- 31 March 2022





फेंको नहीं, जोड़ो

₹5/-

500 mg

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



Roff

TILE & STONE FIXING SOLUTIONS

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.

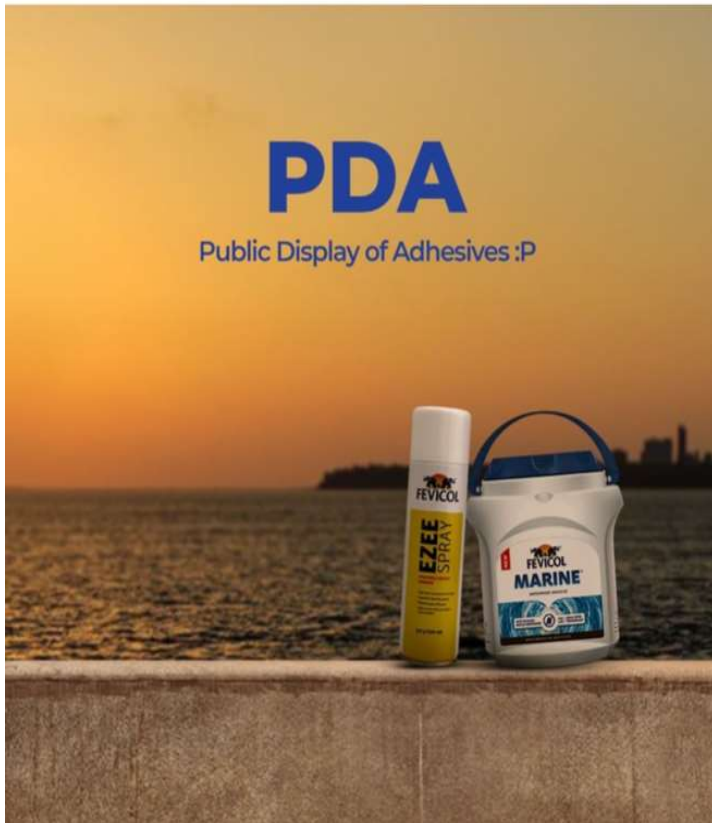
Significant relationship building activities with end users and influencers.

Extensive grass root contact with end-users to promote usage of products and brands.

CONNECTING DIGITALLY



In an alternate universe, this would be Fevicol Marine Lines ;) #FevicolKaJod #MazbootJod



Introducing a new age vow for you and your loved one ;) #Fevikwik #ValentinesDay



One thing in common? They all stick around! #FevicolKaJod #MazbootJod



CELEBRATING OCCASSIONS- DIGITAL WAY

We are ready to launch ourselves in a colourful new year! Are you?

... See more



Fevicol

Jisse dhundta hai tu har kahi, jo kabhi mili hai nahi! Woh lakdi hai kaha? Woh lakdi hai yaha! Happy Makar Sankranti!

#MakarSankranti #FevicolKaJod #MazbootJod



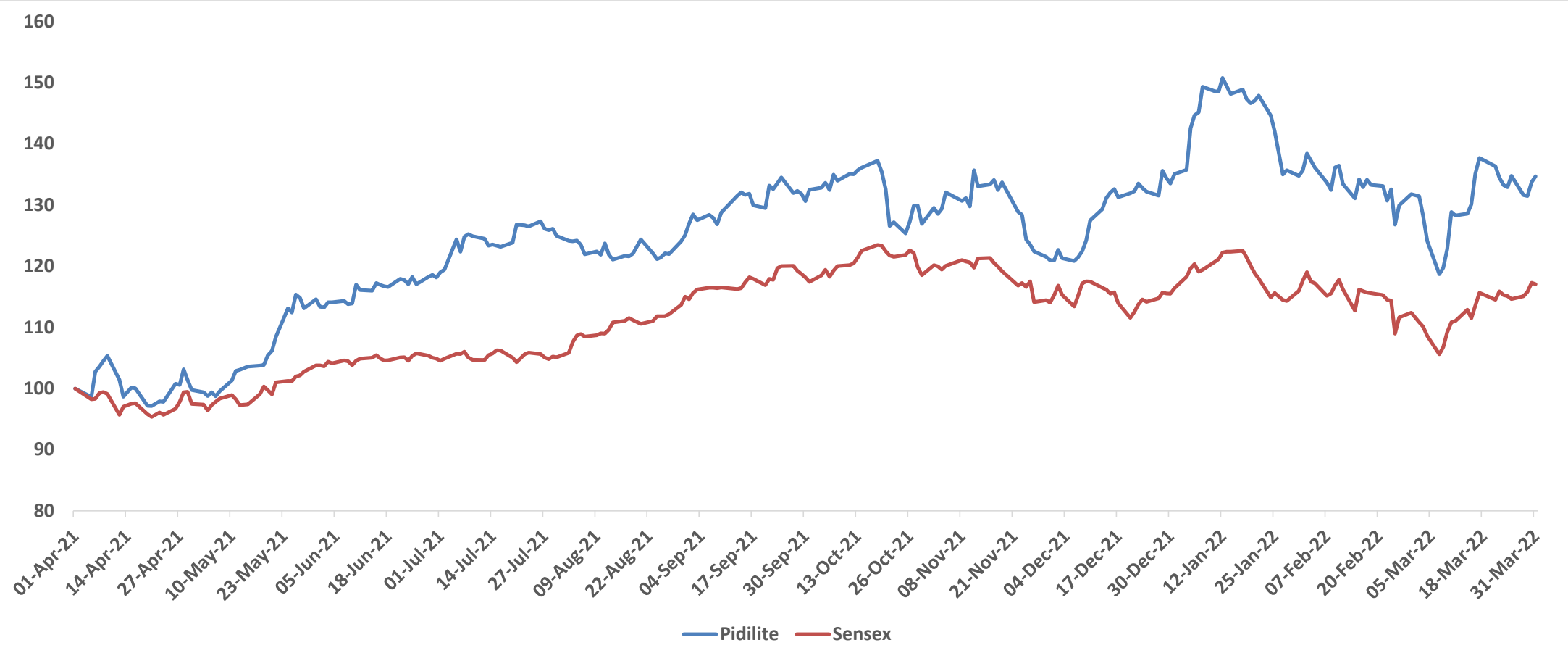
Stray kites? Stay, kites!

New year calls for new masterpieces, have you made yours yet?

... See more

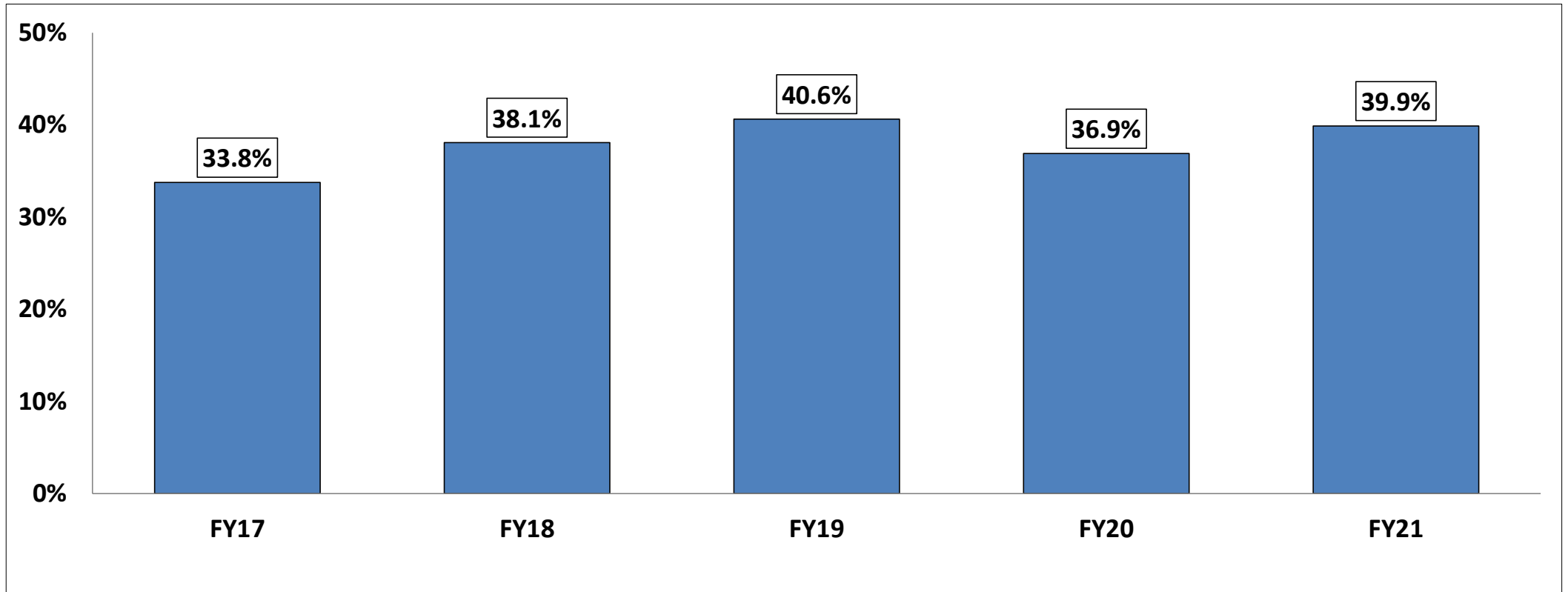


SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



FY 22: The Board of Directors have proposed a final dividend of Rs. 10 Per share, subject to approval of shareholders at the AGM.

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



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