

Q1' FY 23

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

- Currently the domestic demand situation is stable with a positive bias due to continued good demand conditions in housing and home improvement sector and good monsoon
- Global operating environment in terms of inflation, currency and supply chain disruptions remain fragile and might impact margins.
- The recent tightening in monetary policies by Central Banks for taming inflation, may impact consumer sentiments
- Recent softening of input prices led by lower oil prices are encouraging but benefit of this will flow in second half of financial year.
- The focus continues to be to deliver broad based profitable volume growth.

FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

Q1' FY23

	NET SALES	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 3,091 Cr	Rs. 529 Cr	Rs. 473 Cr	Rs. 358 Cr
YOY GROWTH	60.3%	52.3%	63.3%	64.3%
STANDALONE	Rs. 2,778 Cr	Rs. 487 Cr	Rs. 443 Cr	Rs. 333 Cr
YOY GROWTH	62.5%	50.3%	58.8%	60.7%

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

PERFORMANCE OVERVIEW

- Q1 FY23 recorded robust revenue growth, a combination of higher volumes and measured price increases.
- Consolidated Revenue crossed a new milestone of Rs 3,000 cr in the current quarter.
- C&B reported growth across all geographies and categories of adhesives, construction chemicals and DIY portfolio. B2B growth was strong across all verticals.
- While input costs remained elevated, EBITDA Margins remained constant sequentially on account of calibrated pricing, increased sales and effective cost management actions.
- Domestic subsidiaries registered good sales growth. EBITDA margins of B2B subsidiaries remained under pressure due to higher input costs.
- International subsidiaries maintained positive momentum and reported high double-digit constant currency revenue growth largely led by judicious pricing actions.

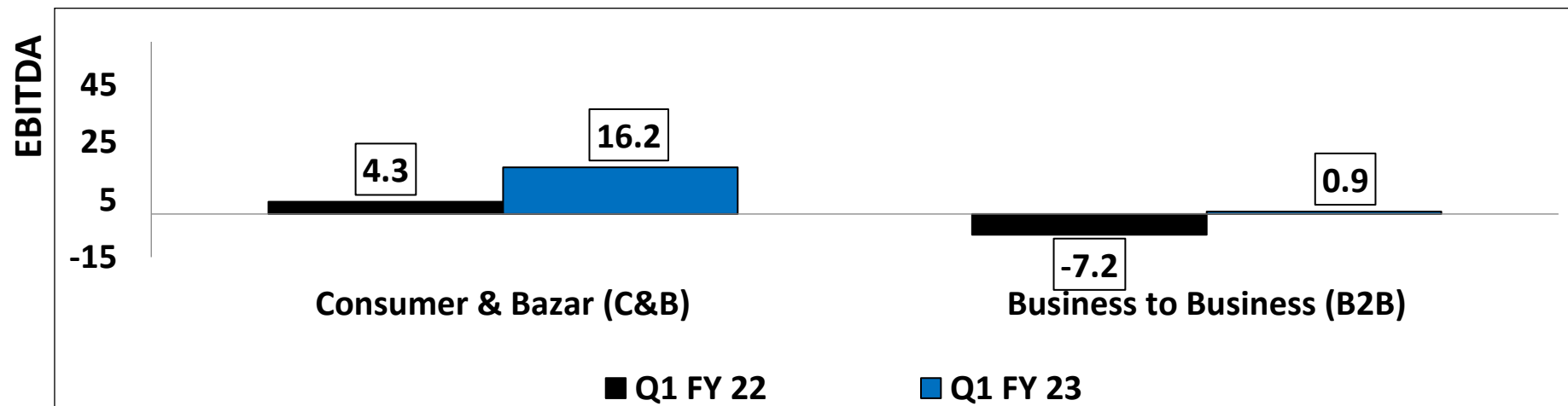
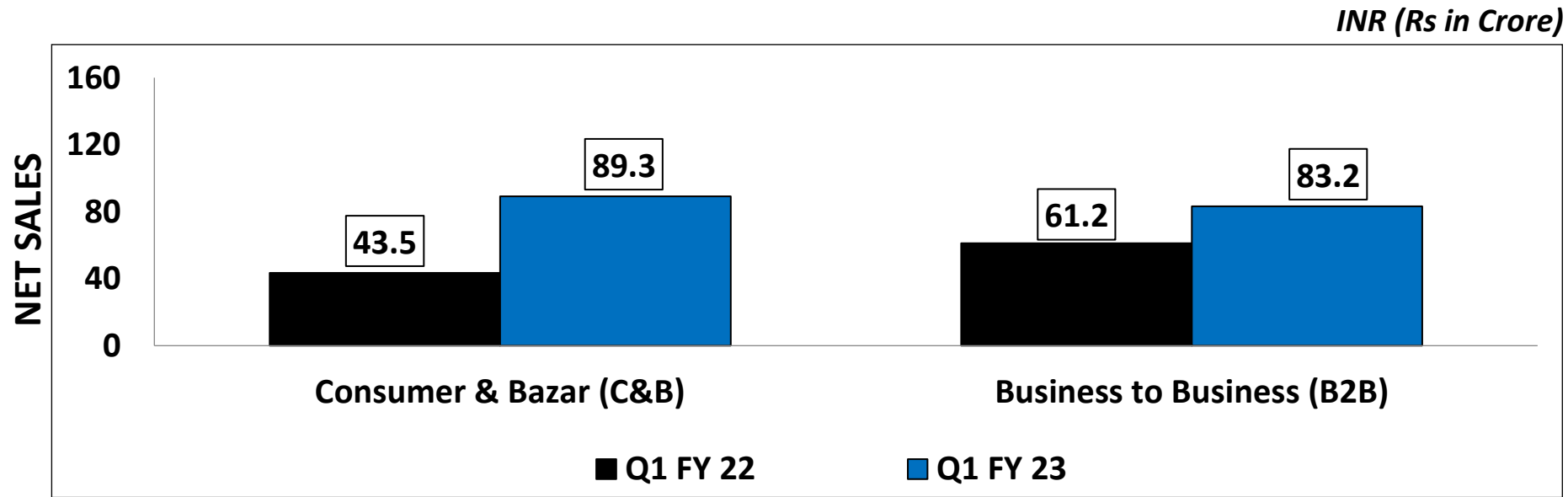
OVERSEAS SUBSIDIARIES PERFORMANCE Q1' FY23

(in INR Crores)



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

DOMESTIC SUBSIDIARIES PERFORMANCE Q1'FY23



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.

8 Regional offices

30 plants

34 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

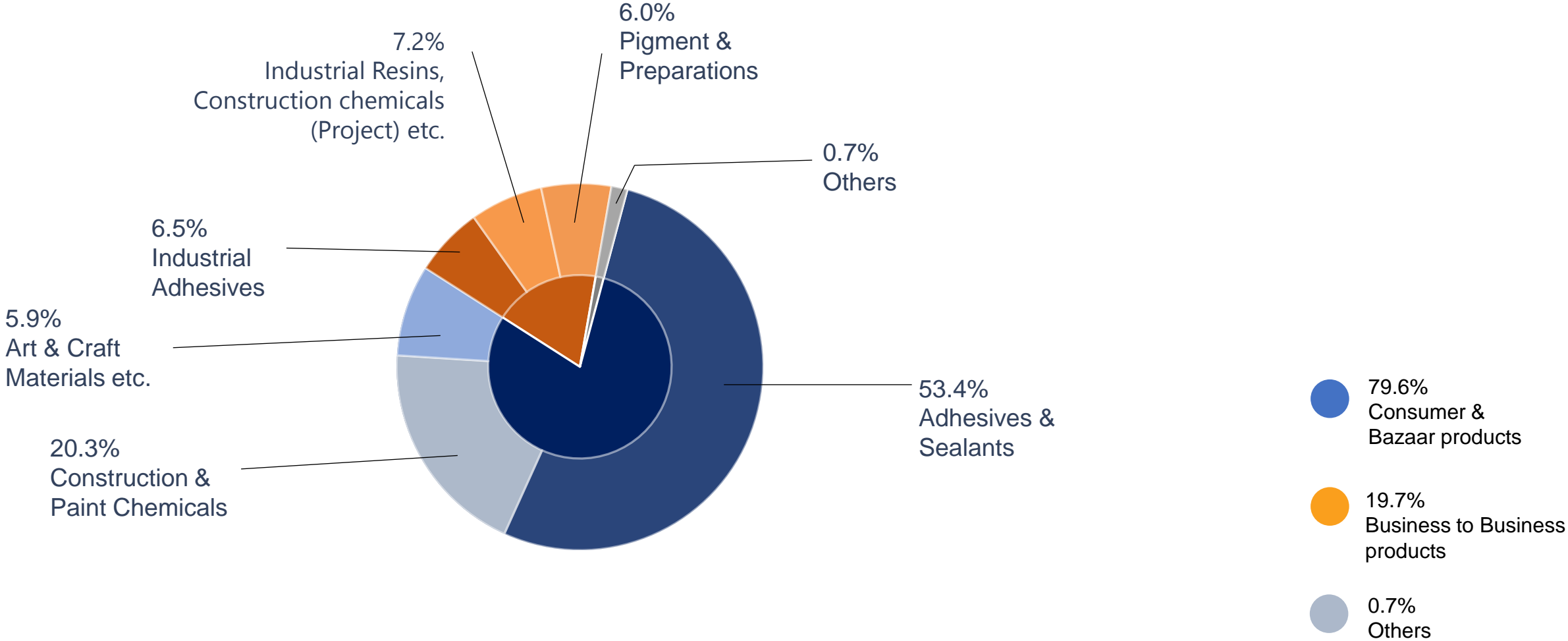
Exporter of Pigments and Pigment emulsions to emerging markets as well as Europe and North America

3 R&D centres in India.

1 in Singapore

1 in USA

INDUSTRY SEGMENT COMPOSITION

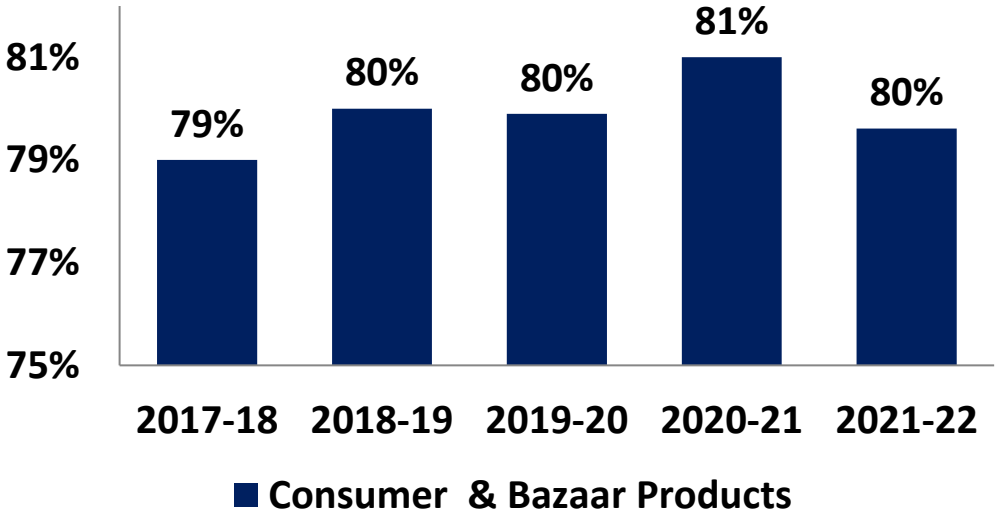


Standalone Results - % of Total Sales based on FY 2021-22

5-Year Performance by Business Segments

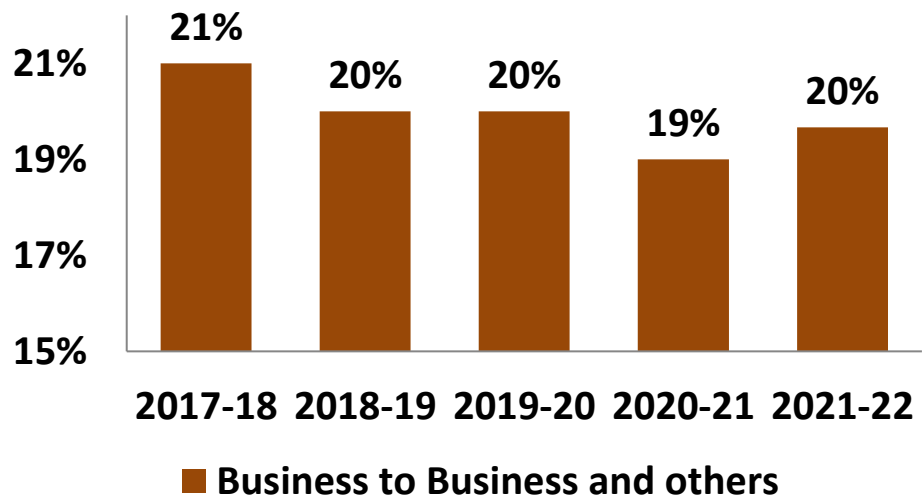
Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)



Business to Business (B2B)

B2B includes Others also



DOMESTIC PRESENCE

INDIA OPERATIONS

6,000+ SKUs of **850+** products

Domestic Revenue of **Rs. 7,461 Cr** for FY22

30 plants, **34** Co-makers

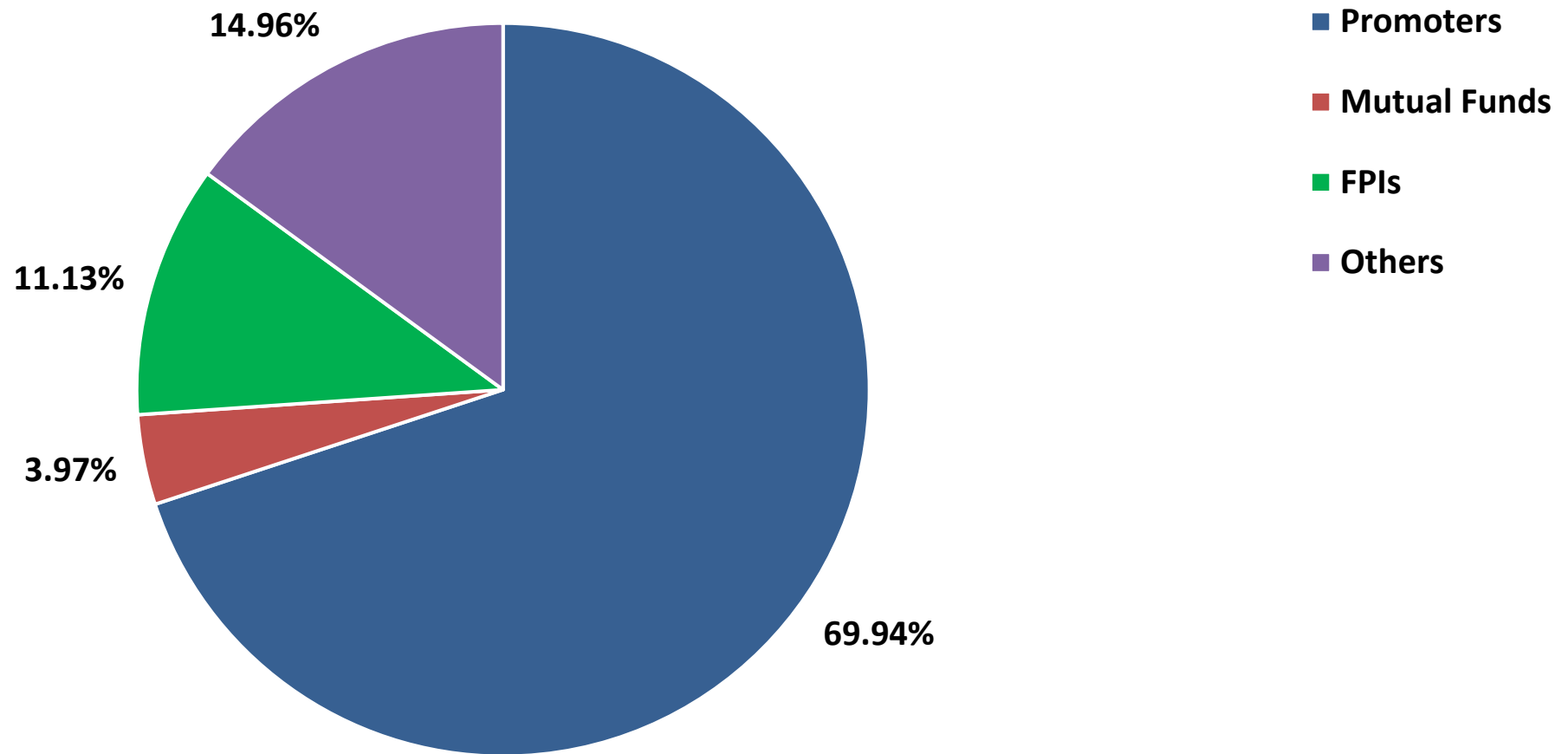
4,700+ distributors

43 warehouses

8 regional offices & **3** RDCs



SHARE HOLDING PATTERN- 30th June 2022





फेंको नहीं, जोड़ो

₹5/-*

500 mg

*MMP for
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



Fevicol



Yaha log rukte nahi, ruk jaate hain!

#FevicolKaJod #MazbootJod



Estimated Time of Arrival: Never



Fevikwik



Did you notice Thor'sese cracks on the hammer?

#Fevikwik #PhenkoNahiJodo #Thor #ThorHammer

Even for Gods
without a plan



PHENKO
NAHI.
JODO!



Dr. Fixit



CRACKS ON
TERRACE CAUSING
LEAKAGE?

FIX THEM YOURSELF



NO NEED OF A PROFESSIONAL



CAN BE APPLIED ON WET SURFACE ALSO

CELEBRATING OCCASSIONS- DIGITAL WAY



Hobby Ideas India

Don't we all agree to this?
This Earth Day, let's fill the world with ART and bask in the joy it brings. Because as we said, Earth without Art is just EH!



Fevicol

Always down to Earth :)
#SpaceDay #FevicolKaJod #MazbootJod



Even at such heights, we're very grounded ;)



Fevicol

Don't worry, doodh ;)
#WorldMilkDay #FevicolKaJod #MazbootJod



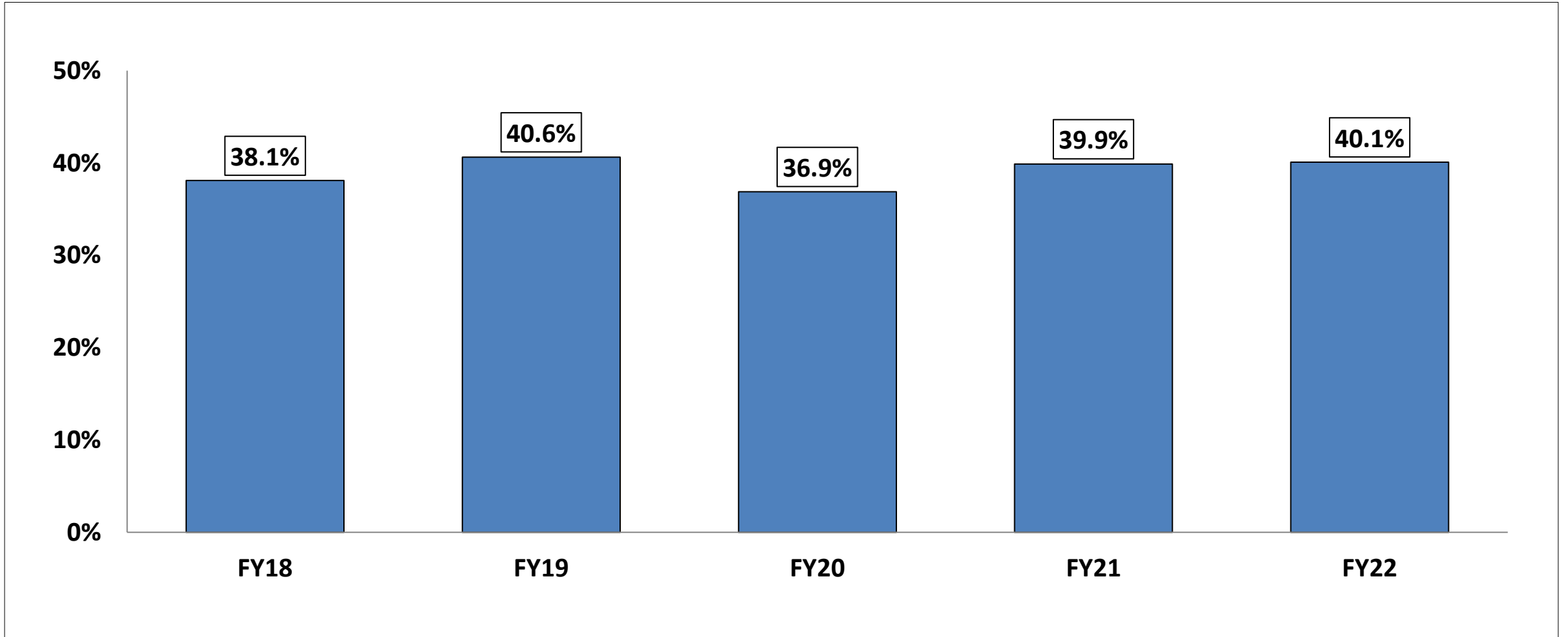
Nazar hattegi doodhghatna nahi ghategi ;)

SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



FY 22: Final dividend of Rs. 10.0 per share approved by shareholders at the AGM held on 10th August 2022

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



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