



19th May, 2022

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th floor, P. J. Tower,
Dalal Street, Fort
Mumbai - 400 001
Stock Code – 500331

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Stock Code - PIDILITIND

Sub: Investor Update

Dear Sir,

Please find attached the Investor Update for the quarter and year ended 31st March, 2022 and a presentation.

Thanking You,

Yours faithfully,
For Pidilite Industries Limited

Manisha Shetty
Company Secretary

Encl: a/a

Regd. Office
Regent Chambers, 7th Floor
Jamnalal Bajaj Marg
208 Nariman Point
Mumbai 400 021

Pidilite Industries Limited
Corporate Office
Ramkrishna Mandir Road
Andheri - E, Mumbai 400059, India
T + 91 22 2835 7000
2835 7952 / 2835 7365
F +91 22 2830 4482
www.pidilite.com
CIN:L24100MH1969PLC014336

**Pidilite Industries Limited
Investor Update**

Year and quarter ended March 2022

Financial Highlights

Coverage

- Financial Highlights
- Business segment wise results
- Overseas subsidiaries performance
- Domestic subsidiaries performance
- Financial Results

Particulars	Consolidated		Standalone	
	Year Ended Mar'22	Quarter Ended Mar'22	Year Ended Mar'22	Quarter Ended Mar'22
Sales Growth	36.3%	12.0%	34.1%	12.1%
EBITDA Growth/(Decline)	11.1%	(10.5%)	4.0%	(15.2%)

Investor Communication

This investor update covers the Company's performance for the year and quarter ended 31st March 2022.

Contact information

Manisha Shetty, Company Secretary
E-mail: manisha.shetty@pidilite.com
Telephone : 022-2835 7949

Mumbai, May 18, 2022:

The current year registered robust sales growth aided by strong volume growth across categories and geographies. Growth was broad based across Consumer and Bazaar ('C&B') and Business to Business ('B2B') segments with both the segments reporting volume growths of over twenty percent each. This was strongly enabled by the focus on digital initiatives, innovation and building a resilient and agile supply chain.

The current quarter witnessed price led growth with volumes remaining subdued on account of the pandemic and persistent inflation impacting consumer demand. The margins remained impacted adversely by unprecedented inflation in key raw materials as a result of volatility and increased input costs. This was partially mitigated by calibrated pricing actions. In this difficult macro environment, we continued to make adequate investment in our brands.



Financial Highlights

FY 2021 - 22:

Consolidated Performance as compared to the previous year ended:

- Net sales grew by 36.3%.
- Material cost as a % to net sales is higher by 853 Bps.
- EBITDA before non-operating income grew by 11.1%
- Profit before tax and Exceptional Items (PBT) grew by 5.7%.
- Profit after tax (PAT) grew by 7.2%.

Standalone Performance as compared to the previous year ended:

- Net sales grew by 34.1%, with underlying sales volume & mix growth of 19.9%. This was driven by growth of 20.2% in sales volume & mix of C&B and B2B each.
- Material cost as a % to net sales is higher by 960 Bps.
- EBITDA before non-operating income grew by 4.0%
- Profit before tax and Exceptional Items (PBT) grew by 11.7% (excluding dividend from subsidiary: declined by 1.5%).
- Profit after tax (PAT) grew by 17.3% (excluding dividend from subsidiary: declined by 0.5%).

Q4 FY 2021 - 22:

Consolidated Performance as compared to the same quarter last year:

- Net sales grew by 12.0%.
- Material cost as a % to net sales is higher by 738 Bps vs same quarter last year and flat vs sequential quarter.
- EBITDA before non-operating income declined by 10.5%, given the input cost led contraction in gross margins by 7.4%.
- Profit before tax and Exceptional Items (PBT) declined by 16.6%.
- Profit after tax (PAT) declined by 17.2%.

Standalone Performance as compared to the same quarter last year:

- Net sales grew by 12.1%.
- Material cost as a % to net sales is higher by 922 Bps over same quarter last year and 48 Bps vs sequential quarter.
- EBITDA before non-operating income declined by 15.2%, given the input cost led contraction in gross margins by 9.2%
- Profit before tax and Exceptional Items (PBT) grew by 5.6% (excluding dividend from subsidiary: declined by 20.0%)
- Profit after tax (PAT) grew by 15.1% (excluding dividend from subsidiary: declined by 19.7%).

Dividend

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



Business Segment Wise Performance – Standalone (On a comparable basis)

Rs Crores

Sr. No	PARTICULARS	Year Ended			Quarter Ended		
		Mar'22	Mar'21	Growth	Mar'22	Mar'21	Growth
1	Segment Sales						
	a) Consumer & Bazaar Products (C&B)	6,554.5	4,978.6	31.7%	1,593.8	1,446.8	10.2%
	b) Business to Business (B2B)	1,853.7	1,272.6	45.7%	519.3	419.2	23.9%
	c) Others	63.7	38.5	65.3%	18.8	17.4	7.9%
	Total	8,471.9	6,289.7	34.7%	2,131.9	1,883.4	13.2%
	Less : Inter Segment Sales	173.4	103.1	68.2%	57.0	32.1	77.6%
	Net Sales	8,298.5	6,186.6	34.1%	2,074.9	1,851.3	12.1%
2	Segment Results						
	a) Consumer & Bazaar Products (C&B)	1,719.1	1,658.6	3.6%	373.5	429.5	-13.0%
	b) Business to Business (B2B)	193.6	167.6	15.5%	46.7	60.6	-22.9%
	c) Others	-2.2	-1.8	-17.4%	-0.8	1.4	-158.2%
	Total Segment Results	1,910.5	1,824.4	4.7%	419.4	491.5	-14.7%
	Less : i) Finance Costs	26.4	17.0	55.5%	4.9	4.4	10.9%
	ii) Other unallocable expenditure net of Unallocable income	256.6	350.3	-26.8%	17.8	111.2	-84.0%
	Profit before tax (Before exceptional items)	1,627.5	1,457.1	11.7%	396.8	375.9	5.6%
	Less:- Exceptional Items	-	0.5		-	-	
	Profit before tax	1,627.5	1,456.6	11.7%	396.8	375.9	5.6%

FY 2021 - 2022

- Net sales of Consumer and Bazaar segment grew by 31.7%. PBIT of C&B segment grew by 3.6%.
- Net sales of B2B segment grew by 45.7%. PBIT of B2B segment grew by 15.5%.

Q4 FY 2021 - 2022

- Net sales of Consumer and Bazaar segment grew by 10.2%. PBIT of C&B segment declined by 13.0%.
- Net sales of B2B segment grew by 23.9%. PBIT of B2B segment declined by 22.9%.

Overseas subsidiaries performance

- The Company has 20 overseas subsidiaries (6 direct and 14 step-down) and one joint venture, including those having manufacturing and selling operations in USA, Brazil, Thailand, Dubai, Egypt, Sri Lanka, Bangladesh and Kenya.
- The Subsidiaries in Asia continued the growth momentum. Americas declined 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. Middle East and Africa reported modest sales growth. Margins continued to remain under pressure due to higher input cost.
- The performance of the following geographies in constant currency terms is detailed below. These are like for like actual reported numbers excluding translations and other consolidation impacts.



Rs Crores

Sales	Full Year			Quarter ended		
	FY'22	FY'21	Growth	Mar'22	Mar'21	Growth
Asia	293.5	220.0	33.4%	82.5	68.1	21.2%
Middle East and Africa	207.9	156.4	33.0%	55.4	48.8	13.6%
Americas	224.0	246.9	-9.3%	53.6	57.1	-6.2%
Total	725.4	623.3	16.4%	191.5	174.0	10.1%

Rs Crores

EBITDA	Full Year			Quarter ended		
	FY'22	FY'21	Growth	Mar'22	Mar'21	Growth
Asia	45.7	35.9	27.4%	9.1	12.5	-27.3%
Middle East and Africa	-3.3	-5.9	44.0%	-1.4	-1.5	4.3%
Americas#	9.7	42.6	-77.2%	-2.4	1.7	-243.8%
Total	52.1	72.6	-28.2%	5.3	12.7	-58.2%

Including tax gain of Rs 9.5 Cr in FY 21.

Domestic subsidiaries performance

- The Company has 14 domestic subsidiaries, 3 associates and 1 partnership firm.
- Domestic subsidiaries in C&B registered good sales growth and healthy margins. The sales growth in B2B subsidiaries are showing signs of revival but EBITDA remained under pressure due to higher input costs.
- The performance of major subsidiaries is detailed below. These are like for like actual reported numbers excluding consolidation impacts.

Rs Crores

Sales	Full Year Ended			Quarter Ended		
	Mar'22	Mar'21	Growth	Mar'22	Mar'21	Growth
Nina Percept Pvt Ltd	258.6	176.6	46.4%	84.0	72.1	16.5%
ICA Pidilite Pvt Ltd	272.1	178.2	52.7%	78.4	61.5	27.4%
Cipy Polyurethane Pvt Ltd*	126.8	89.7	41.4%	33.0	33.1	0.0%
Pidilite Adhesives Pvt Ltd*	495.7	168.3	194.5%	139.1	109.6	26.9%
Others	41.9	30.9	35.5%	13.3	12.1	10.5%
Total	1,195.1	643.7	85.7%	347.8	288.4	20.6%

Rs Crores

EBITDA	Full Year Ended			Quarter Ended		
	Mar'22	Mar'21	Growth	Mar'22	Mar'21	Growth
Nina Percept Pvt Ltd	-25.4	-26.9	5.6%	-2.4	-3.9	38.5%
ICA Pidilite Pvt Ltd	41.0	25.2	62.7%	12.6	6.3	98.8%
Cipy Polyurethane Pvt Ltd*	12.3	1.6	658.0%	2.8	4.8	-42.3%
Pidilite Adhesives Pvt Ltd*	160.9	60.3	166.6%	43.2	34.3	26.1%
Others	1.3	2.7	-51.8%	0.0	0.5	-95.6%
Total	190.1	62.9	202.1%	56.2	42.0	33.6%

*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.





PIDILITE INDUSTRIES LIMITED

REGD. OFFICE : 7th Floor, Regent Chambers, Jamnalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021

Tel No. 91 22 2835 7000 Fax : 91 22 2835 6007

Email address : investor.relations@pidilite.co.in Website : www.pidilite.com CIN : L24100MH1969PLC014336

STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31.03.2022

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended	
		31.03.2022 Unaudited	31.12.2021 Unaudited	31.03.2021 Unaudited	31.03.2022 Audited	31.03.2021 Audited
1	Total Income					
	a) Revenue from Operations	2084.40	2416.31	1857.01	8340.17	6216.33
	b) Other Income	105.46	6.47	11.86	230.37	73.49
	Total Income	2189.86	2422.78	1868.87	8570.54	6289.82
2	Expenses					
	a) Cost of materials consumed	1169.29	1197.70	875.05	4174.20	2469.53
	b) Purchases of stock-in-trade	191.88	177.56	163.27	637.16	453.99
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(167.55)	(2.40)	(143.96)	(214.02)	(89.77)
	d) Employee benefits expense	225.06	227.76	215.68	905.19	787.75
	e) Finance costs	4.87	6.65	4.39	26.42	16.99
	f) Depreciation, amortisation and impairment expense	45.89	44.44	39.32	175.12	147.10
	g) Other expenses	323.66	337.57	339.25	1238.98	1047.15
	Total Expenses	1793.10	1989.28	1493.00	6943.05	4832.74
3	Profit before exceptional items and tax (1-2)	396.76	433.50	375.87	1627.49	1457.08
4	Exceptional items	-	-	-	-	0.45
5	Profit before tax (3-4)	396.76	433.50	375.87	1627.49	1456.63
6	Tax Expense					
	Current tax	69.95	111.00	96.80	360.95	375.05
	Deferred tax	8.65	(0.02)	2.55	(2.08)	0.12
7	Profit for the period (5-6)	318.16	322.52	276.52	1268.62	1081.46
8	Other Comprehensive Income					
	Items that will not be reclassified to profit or loss	(4.88)	(2.41)	(4.69)	(12.12)	(0.95)
	Income tax relating to items that will not be reclassified to profit or loss	1.23	0.60	1.18	3.05	0.24
9	Total Comprehensive Income for the period (7+8)	314.51	320.71	273.01	1259.55	1080.75
10	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	50.83	50.82	50.82	50.83	50.82
11	Other Equity				6366.12	5510.40
12	Earnings per equity share in Rs.					
	a) Basic	@ 6.26	@ 6.35	@ 5.44	24.96	21.28
	b) Diluted	@ 6.26	@ 6.34	@ 5.44	24.95	21.27

@ For the period only and not annualised.
See accompanying Notes to Financial Results

STANDALONE SEGMENT INFORMATION FOR THE QUARTER AND YEAR ENDED 31.03.2022

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended	
		31.03.2022	31.12.2021	31.03.2021	31.03.2022	31.03.2021
		Unaudited	Unaudited	Unaudited	Audited	Audited
1	Segment Revenue					
	a) Consumer & Bazaar Products	1599.20	1925.10	1450.97	6579.16	4998.16
	b) Business to Business	523.43	511.74	420.73	1870.73	1282.73
	c) Others	18.77	20.46	17.40	63.70	38.53
	Total	2141.40	2457.30	1889.10	8513.59	6319.42
	Less : Inter Segment Revenue	57.00	40.99	32.09	173.42	103.09
	Revenue from Operations	2084.40	2416.31	1857.01	8340.17	6216.33
2	Segment Results					
	a) Consumer & Bazaar Products	373.53	501.85	429.46	1719.10	1658.63
	b) Business to Business	46.72	50.11	60.61	193.56	167.58
	c) Others	(0.81)	(1.17)	1.41	(2.16)	(1.84)
	Total	419.44	550.79	491.48	1910.50	1824.37
	Less : i) Finance Costs	4.87	6.65	4.39	26.42	16.99
	ii) Other Unallocable Expenditure net of Unallocable Income	17.81	110.64	111.22	256.59	350.30
	Profit Before Exceptional Item and Tax	396.76	433.50	375.87	1627.49	1457.08
	Exceptional Items	-	-	-	-	0.45
	Profit Before Tax	396.76	433.50	375.87	1627.49	1456.63
3	Segment Assets					
	a) Consumer & Bazaar Products	3257.39	3170.85	2724.66	3257.39	2724.66
	b) Business to Business	1255.05	1234.58	979.15	1255.05	979.15
	c) Others	11.74	14.81	20.53	11.74	20.53
	d) Unallocated	3899.73	3821.23	3899.07	3899.73	3899.07
	Total Segment Assets	8423.91	8241.47	7623.41	8423.91	7623.41
4	Segment Liabilities					
	a) Consumer & Bazaar Products	1298.59	1356.66	1208.22	1298.59	1208.22
	b) Business to Business	468.73	434.81	395.70	468.73	395.70
	c) Others	1.00	1.84	1.74	1.00	1.74
	d) Unallocated	238.64	351.08	456.53	238.64	456.53
	Total Segment Liabilities	2006.96	2144.39	2062.19	2006.96	2062.19

Consumer & Bazaar segment (C&B) covers sale of products mainly to end consumers which are retail users such as carpenters, painters, plumbers, mechanics, households, students, offices, etc. Sale consists of mainly Adhesives, Sealants, Art and craft Materials and Construction and paint Chemicals. Business to Business (B2B) covers sale of products to end customers which are mainly large business users. This includes Industrial Products (IP) such as adhesives, synthetic resins, organic pigments, pigment preparations, construction chemicals (projects), surfactants, etc. Others mainly includes sale of raw materials.

STANDALONE STATEMENT OF ASSETS AND LIABILITIES AS AT 31.03.2022

Rs Crores

Sr No	Particulars	As at	As at
		31.03.2022	31.03.2021
		Audited	Audited
A	ASSETS		
1	Non Current Assets		
(a)	Property, Plant and Equipment	1290.01	1023.38
(b)	Right of Use Assets	166.52	118.67
(c)	Capital Work-In-Progress	207.34	281.5
(d)	Goodwill	86.34	86.34
(e)	Other Intangible Assets	189.43	194.17
(f)	Financial Assets		
(i)	Investments	3298.70	3312.26
(ii)	Loans	5.02	4.82
(iii)	Other Financial Assets	18.74	15.15
(g)	Income Tax Assets (net)	125.18	86.98
(h)	Other Non-Current Assets	41.65	79.37
	Total Non Current Assets	5428.93	5202.64
2	Current Assets		
(a)	Inventories	1372.70	975.94
(b)	Financial Assets		
(i)	Investments	147.31	169.35
(ii)	Trade Receivables	1157.61	999.09
(iii)	Cash and Cash equivalents	116.49	109.81
(iv)	Bank balances other than (iii) above	2.82	2.56
(v)	Loans	17.66	16.25
(vi)	Other Financial Assets	10.17	7.34
(c)	Other Current Assets	170.22	140.43
	Total Current Assets	2994.98	2420.77
	TOTAL ASSETS	8423.91	7623.41
B	EQUITY AND LIABILITIES		
	EQUITY		
(a)	Equity Share Capital	50.83	50.82
(b)	Other Equity	6366.12	5510.40
	Total Equity	6416.95	5561.22
	LIABILITIES		
1	Non-Current Liabilities		
(a)	Financial Liabilities		
(i)	Lease Liabilities	63.72	48.79
(ii)	Other Financial Liabilities	19.94	13.63
(b)	Provisions	54.69	45.02
(c)	Deferred Tax Liabilities (net)	70.73	75.86
	Total Non-Current Liabilities	209.08	183.30
2	Current Liabilities		
(a)	Financial Liabilities		
(i)	Borrowings	105.00	55.00
(ii)	Trade Payables		
	- Total Outstanding Dues of Micro Enterprises and Small Enterprises	58.88	67.04
	- Total Outstanding Dues of Creditors other than Micro Enterprises and Small Enterprises	791.88	726.78
(iii)	Lease Liabilities	25.55	18.54
(iv)	Other Financial Liabilities	694.44	900.44
(b)	Other Current Liabilities	80.32	72.66
(c)	Provisions	33.89	16.48
(d)	Current Tax Liabilities (net)	7.92	21.95
	Total Current Liabilities	1797.88	1878.89
	Total Liabilities	2006.96	2062.19
	TOTAL EQUITY AND LIABILITIES	8423.91	7623.41

STANDALONE STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31.03.2022

Rs Crores

Particulars	For the Year ended	
	31.03.2022 Audited	31.03.2021 Audited
A] Cash Flows from Operating Activities		
Profit before tax	1627.49	1456.63
Adjustments for:		
Finance costs recognised in Statement of Profit and Loss	26.42	16.99
Interest income recognised in Statement of Profit and Loss	(0.58)	(12.78)
Dividend income recognised in Statement of Profit and Loss	(196.41)	(2.78)
Loss on disposal of Property, Plant and Equipment	8.19	5.85
Net gain arising on financial assets designated at FVTPL	(11.19)	(39.99)
Allowance for Doubtful Debts and Advances (net)	0.40	3.73
Exceptional Item - Impairment in value of Investments	-	0.45
Depreciation, Amortisation and Impairment Expense	175.12	147.10
Unrealised foreign exchange loss/ gain (net)	3.90	(1.88)
Provision for Employee Benefits	14.96	7.89
Profit on buyback of shares	(1.11)	-
Expense recognised in respect of Equity-Settled Share-Based Payments	28.09	17.28
Operating profits before Working Capital changes	1675.28	1598.49
Movements in Working Capital:		
(Increase)/Decrease in Operating Assets		
Trade Receivables	(160.41)	(200.06)
Inventories	(396.76)	(240.47)
Non-Current Loans	(0.20)	(0.78)
Current Loans	(1.41)	(7.87)
Other Non-Current Financial Assets	(3.59)	0.02
Other Current Financial Assets	(2.83)	0.89
Other Non-Current Non Financial Assets	(20.87)	(27.80)
Other Current Non Financial Assets	(29.79)	13.39
Increase/(Decrease) in Operating Liabilities		
Trade Payables	54.91	296.34
Other Current Financial Liabilities	49.27	121.42
Other Non-Current Financial Liabilities	6.31	6.37
Other Current Non Financial Liabilities	8.90	(17.40)
Cash generated from Operations	1178.81	1542.54
Taxes paid (net of refunds)	(413.18)	(342.02)
Net Cash generated from Operating Activities [A]	765.63	1200.52
B] Cash Flows from Investing Activities		
Payments for purchase of Property, Plant and Equipment, Other Intangible Assets & Capital Work-In-Progress	(315.25)	(323.97)
Proceeds from disposal of Property, Plant and Equipment & Other Intangible Assets	0.77	1.76
Net Cash outflow on acquisition / Investment in Subsidiaries	(359.95)	(2109.95)
Proceeds from buyback of shares from subsidiary	11.28	-
Payments to purchase Investments	(30.00)	(2898.47)
Proceeds on sale of Investments	170.24	3634.27
(Increase)/ Decrease in Bank Deposits	(0.18)	1.42
(Increase) / Decrease in Other Bank Balances	(0.08)	0.69
Interest received	0.58	12.78
Dividend received	196.41	2.78
Net cash used in Investing Activities [B]	(326.18)	(1678.69)
C] Cash Flows from Financing Activities		
Net increase in Current Borrowings	50.00	55.00
Proceeds from issue of Equity shares of the Company	0.01	0.01
Payment of Lease Liabilities	(31.26)	(24.08)
Dividends paid on Equity Shares (including tax thereon)	(431.85)	(0.69)
Interest paid	(19.67)	(11.53)
Net cash (used in) / generated from Financing Activities [C]	(432.77)	18.71
Net increase / (decrease) in Cash and Cash Equivalents [A+B+C]	6.68	(459.46)
Cash and Cash Equivalents at the beginning of the year	109.81	564.17
Unrealised loss/gain on foreign currency cash and cash equivalents	(0.05)	0.18
Cash and Cash Equivalents at the beginning of the year	109.76	564.35
Cash and Cash Equivalents at the end of the year	116.49	109.81
Unrealised loss on foreign currency cash and cash equivalents	(0.05)	(0.05)
Cash acquired under Business combination *	-	(4.87)
Cash and Cash Equivalents at the end of the year	116.44	104.89
Net increase / (decrease) in Cash and Cash Equivalents	6.68	(459.46)

*The Company had completed the acquisition of the business of wholly owned entity, Ms Nitin Enterprise on 31st March 2021.

Notes:

The above Cash Flow Statement has been prepared under the 'Indirect Method' as set out in the Indian Accounting Standard (IND AS 7) - Statement of Cash Flows.



Notes to the Standalone Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 18th May 2022.
2. The Statutory auditors have performed audit of the standalone financial results for the year ended 31st March 2022 and limited review of financial results for the quarter ended 31st March 2022 and have issued an unmodified opinion.
3. The financial results of the Company have been prepared in accordance with Indian Accounting Standards ("Ind AS") notified under Section 133 of the Companies Act, 2013 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Exceptional items represents diminution / impairment in value of investment in a subsidiary of Rs.0.45 Crores for the year ended 31st March 2021.
5. Other Income includes dividend received from a subsidiary amounting to Rs.96.20 Crores for quarter ended 31st March 2022 and Rs.192.40 crores for the year ended 31st March 2022.
6. The Company has taken into account external and internal information for assessing possible impact of COVID -19 on various element of its financial results, including recoverability of its assets.
7. The Company has allotted 1,22,785 equity shares on 8th March 2022 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company, to whom the options were granted.
8. The Company granted options of 2,500 equity shares on 11th March 2022 and 330 equity shares on 18th May 2022 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company.
9. 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.
10. Subject to the approval of the shareholders at the Annual General Meeting, the Board recommended payment of Dividend of Rs.10.00 per equity share of Re. 1/- each for the financial year ended 31st March 2022.
11. The figures for the quarter ended 31st March 2022 and 31st March 2021 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the relevant financial year.
12. Previous periods' figures are regrouped to make them comparable with those of current period, wherever applicable.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai
Dated : 18th May 2022

BHARAT PURI
Managing Director
DIN: 02173566



PIDILITE INDUSTRIES LIMITED

REGD. OFFICE : 7th Floor, Regent Chambers, Jammalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021

Tel No. 91 22 2835 7000 Fax : 91 22 2835 6007

Email address : investor.relations@pidilite.co.in Website : www.pidilite.com CIN : L24100MH1969PLC014336

STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31.03.2022

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended	
		31.03.2022 Unaudited	31.12.2021 Unaudited	31.03.2021 Unaudited	31.03.2022 Audited	31.03.2021 Audited
1	Total Income					
	a) Revenue from Operations	2507.10	2850.72	2235.52	9920.96	7292.71
	b) Other Income	11.11	5.17	17.33	36.30	79.40
	Total Income	2518.21	2855.89	2252.85	9957.26	7372.11
2	Expenses					
	a) Cost of materials consumed	1413.88	1438.06	1086.50	5040.74	3017.82
	b) Purchases of stock-in-trade	186.62	185.34	181.31	648.40	477.17
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(184.23)	(15.14)	(168.17)	(244.96)	(118.32)
	d) Employee benefits expense	278.61	280.02	262.71	1112.36	980.86
	e) Finance costs	9.35	10.75	7.44	42.08	37.23
	f) Depreciation, amortisation and impairment expense	62.19	60.46	57.19	239.61	200.66
	g) Other expenses	411.14	413.41	412.38	1517.13	1254.56
	Total Expenses	2177.56	2372.90	1839.36	8355.36	5849.98
3	Profit before Exceptional Items, Share of profit of Associates and Joint venture and Tax (1-2)	340.65	482.99	413.49	1601.90	1522.13
4	Share of profit of associates (net of tax)	5.22	3.73	1.32	11.88	3.98
5	Share of profit of joint venture (net of tax)	-	-	-	-	-
6	Profit before Exceptional Items and Tax (3+4+5)	345.87	486.72	414.81	1613.78	1526.11
7	Exceptional items	-	-	3.62	-	3.62
8	Profit before tax (6-7)	345.87	486.72	411.19	1613.78	1522.49
9	Tax Expense					
	Current tax	79.95	127.78	104.03	407.94	399.88
	Deferred tax	11.57	(0.30)	(0.28)	(0.92)	(3.52)
10	Profit for the period (8-9)	254.35	359.24	307.44	1206.76	1126.13
	Attributable to:					
	Shareholders of the Company	254.35	358.49	306.19	1207.56	1131.21
	Non Controlling Interest	-	0.75	1.25	(0.80)	(5.08)
11	Other Comprehensive Income					
	Items that will not be reclassified to profit or loss	(5.71)	(2.39)	(4.83)	(12.88)	(0.99)
	Income tax relating to items that will not be reclassified to profit or loss	1.44	0.60	1.25	3.23	0.28
	Items that will be reclassified to profit or loss	(14.38)	0.04	(3.85)	(12.46)	(10.15)
	Total Other Comprehensive Income	(18.65)	(1.75)	(7.43)	(22.11)	(10.86)
	Attributable to:					
	Shareholders of the Company	(17.23)	(1.90)	(7.55)	(20.63)	(11.22)
	Non Controlling Interest	(1.42)	0.15	0.12	(1.48)	0.36
12	Total Comprehensive Income for the period (10+11)	235.70	357.49	300.01	1184.65	1115.27
	Attributable to:					
	Shareholders of the Company	237.12	356.59	298.64	1,186.93	1,119.99
	Non Controlling Interest	(1.42)	0.90	1.37	(2.28)	(4.72)
13	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	50.83	50.82	50.82	50.83	50.82
14	Other Equity				6352.88	5542.14
15	Earnings per equity share in Rs.					
	a) Basic	@ 5.00	@ 7.05	@ 6.03	23.76	22.26
	b) Diluted	@ 5.00	@ 7.05	@ 6.02	23.75	22.24

@ For the period only and not annualised.
See accompanying Notes to Financial Results

CONSOLIDATED SEGMENT INFORMATION FOR THE QUARTER AND YEAR ENDED 31.03.2022

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended	
		31.03.2022	31.12.2021	31.03.2021	31.03.2022	31.03.2021
		Unaudited	Unaudited	Unaudited	Audited	Audited
1	Segment Revenue					
	a) Consumer & Bazaar	1913.23	2264.52	1730.27	7794.41	5808.88
	b) Business to Business	645.28	618.64	535.01	2278.32	1575.40
	c) Others	18.77	20.46	17.39	63.70	38.53
	Total	2577.28	2903.62	2282.67	10136.43	7422.81
	Less : Inter Segment Revenue	70.18	52.90	47.15	215.47	130.10
	Revenue from Operations	2507.10	2850.72	2235.52	9920.96	7292.71
2	Segment Results					
	a) Consumer & Bazaar	417.70	562.88	469.22	1933.70	1773.63
	b) Business to Business	44.41	40.00	52.41	152.70	118.13
	c) Others	(0.82)	(1.16)	1.40	(2.16)	(1.84)
	Total	461.29	601.72	523.03	2084.24	1889.92
	Less : i) Finance Costs	9.35	10.75	7.44	42.08	37.23
	ii) Other Unallocable Expenditure net of Unallocable Income	111.29	107.98	102.10	440.26	330.56
	Add: Share of profit of associates and joint venture	5.22	3.73	1.32	11.88	3.98
	Profit Before Exceptional Item and Tax	345.87	486.72	414.81	1613.78	1526.11
	Exceptional Items	-	-	3.62	-	3.62
	Profit before tax	345.87	486.72	411.19	1613.78	1522.49
3	Segment Assets					
	a) Consumer & Bazaar	6804.00	6831.64	6353.49	6804.00	6353.49
	b) Business to Business	1850.86	1801.48	1565.54	1850.86	1565.54
	c) Others	11.74	14.81	20.53	11.74	20.53
	d) Unallocated	849.02	781.28	890.86	849.02	890.86
	Total Segment Assets	9515.62	9429.21	8830.42	9515.62	8830.42
4	Segment Liabilities					
	a) Consumer & Bazaar	1699.18	1804.47	1653.18	1699.18	1653.18
	b) Business to Business	974.19	910.64	837.44	974.19	837.44
	c) Others	1.00	1.84	1.74	1.00	1.74
	d) Unallocated	238.64	351.08	505.06	238.64	505.06
	Total Segment Liabilities	2913.01	3068.03	2997.42	2913.01	2997.42

Consumer & Bazaar segment (C&B) covers sale of products mainly to end consumers which are retail users such as carpenters, painters, plumbers, mechanics, households, students, offices, etc. Sale consists of mainly Adhesives, Sealants, Art and craft Materials and Construction and paint Chemicals. Business to Business (B2B) covers sale of products to end customers which are mainly large business users. This includes Industrial Products (IP) such as adhesives, synthetic resins, organic pigments, pigment preparations, construction chemicals (projects), surfactants, etc. Others mainly includes sale of raw materials.

CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES AS AT 31.03.2022

Rs Crores

Sr No	Particulars	As at 31.03.2022 Audited	As at 31.03.2021 Audited
A	ASSETS		
1	Non Current Assets		
(a)	Property, Plant and Equipment	1,554.86	1,285.03
(b)	Right of Use Assets	202.93	157.81
(c)	Capital Work-In-Progress	225.42	293.87
(d)	Goodwill	1,286.83	1,283.95
(e)	Other Intangible Assets	1,658.64	1,691.13
(f)	Investments accounted for using equity method	60.66	32.47
(g)	Financial Assets		
(i)	Investments	224.43	307.04
(ii)	Loans	5.05	4.85
(iii)	Other Financial Assets	64.45	51.06
(h)	Income Tax Assets (net)	140.08	97.12
(i)	Deferred Tax Assets (net)	21.28	16.59
(j)	Other Non-current Assets	55.38	94.13
	Total Non Current Assets	5,500.01	5,315.05
2	Current Assets		
(a)	Inventories	1,695.09	1,234.15
(b)	Financial Assets		
(i)	Investments	173.52	176.46
(ii)	Trade Receivables	1,430.54	1,321.02
(iii)	Cash and cash equivalents	352.07	442.65
(iv)	Bank balances other than (iii) above	3.10	8.81
(v)	Loans	17.22	16.89
(vi)	Other Financial Assets	86.01	85.26
(c)	Current Tax Assets (net)	2.95	3.13
(d)	Other Current Assets	255.11	227.00
	Total Current Assets	4,015.61	3,515.37
	TOTAL ASSETS	9,515.62	8,830.42
B	EQUITY AND LIABILITIES		
	EQUITY		
(a)	Equity Share Capital	50.83	50.82
(b)	Other Equity	6,352.88	5,542.14
	Equity attributable to owners of the Company	6,403.71	5,592.96
	Non-Controlling Interests	198.90	240.04
	Total Equity	6,602.61	5,833.00
	LIABILITIES		
1	Non-Current Liabilities		
(a)	Financial Liabilities		
(i)	Borrowings	1.72	12.39
(ii)	Lease Liabilities	96.04	80.68
(iii)	Other Financial Liabilities	19.94	13.63
(b)	Provisions	71.83	57.98
(c)	Deferred Tax Liabilities (net)	398.45	398.03
	Total Non-Current Liabilities	587.98	562.71
2	Current Liabilities		
(a)	Financial Liabilities		
(i)	Borrowings	285.62	201.51
(ii)	Trade Payables		
	- Total Outstanding Dues of Micro Enterprises and Small Enterprises	89.50	86.03
	- Total Outstanding Dues of Creditors other than Micro Enterprises and Small Enterprises	959.79	920.71
(iii)	Lease Liabilities	32.45	27.71
(iv)	Other Financial Liabilities	780.32	1,034.04
(b)	Other Current Liabilities	120.92	114.73
(c)	Provisions	42.69	24.96
(d)	Current Tax Liabilities (net)	13.74	25.02
	Total Current Liabilities	2,325.03	2,434.71
	Total Liabilities	2,913.01	2,997.42
	TOTAL EQUITY AND LIABILITIES	9,515.62	8,830.42

CONSOLIDATED STATEMENT OF CASHFLOWS FOR THE YEAR ENDED 31.03.2022

Rs Crores

Particulars	For the Year ended	
	31.03.2022 Audited	31.03.2021 Audited
A] Cash Flows from Operating Activities		
Profit before tax	1,613.78	1,522.49
Adjustments for:		
Share of profit from Associates	(11.88)	(3.98)
Finance costs recognised in Statement of Profit and Loss	42.08	37.23
Interest income recognised in Statement of Profit and Loss	(4.58)	(16.84)
Dividend income recognised in Statement of Profit and Loss	(1.22)	(1.13)
Dividend from Associate	2.80	1.79
Exceptional Item - Impairment in value of Investments	-	3.62
Loss on disposal of Property, Plant and Equipment	9.12	5.73
Net gain arising on financial assets designated at FVTPL	(11.93)	(40.26)
Allowance for Doubtful Debts	16.73	11.01
Depreciation, Amortisation and Impairment Expense	239.61	200.66
Unrealised Foreign Exchange Gain (Net)	(13.56)	(9.01)
Provision for Employee Benefits	16.00	8.09
Provision / (Write back) of Warranties and Others	2.70	(0.35)
Expense recognised in respect of Equity-Settled Share-Based Payments	28.09	17.24
Operating profits before Working Capital changes	1,927.74	1,736.29
Movements in Working Capital:		
(Increase)/Decrease in Operating Assets		
Trade Receivables	(122.71)	(175.88)
Inventories	(460.18)	(278.70)
Non-Current Loans	(0.20)	(0.76)
Current Loans	(0.33)	0.49
Other Non-Current Financial Assets	(10.63)	(0.19)
Other Current Financial Assets	(0.75)	17.94
Other Non-Current Non Financial Assets	6.89	(4.20)
Other Current Non Financial Assets	(28.11)	(29.20)
Increase/(Decrease) in Operating Liabilities		
Trade Payables	75.96	354.61
Other Current Financial Liabilities	17.19	147.68
Other Non-Current Financial Liabilities	6.31	6.37
Other Current Non Financial Liabilities	6.19	(11.41)
Cash generated from Operations	1,417.37	1,763.03
Taxes paid (net of refunds)	(462.00)	(370.91)
Net Cash generated from Operating Activities [A]	955.37	1,392.12
B] Cash Flows from Investing Activities		
Payments for purchase of Property, Plant and Equipment, Other Intangible Assets & Proceeds from disposal of Property, Plant and Equipment & Other Intangible Assets	(374.74)	(353.76)
Payments to purchase Investments	0.77	1.76
Proceeds on sale of Investments	(100.95)	(2931.95)
Payments for business acquisitions	170.24	3638.81
Decrease / (Increase) in Bank Deposits	(262.21)	(2056.86)
(Increase) / Decrease in Other Bank Balances	3.07	(4.75)
Interest received	(0.12)	0.89
Dividend received	4.58	16.84
Net cash used in Investing Activities [B]	(558.14)	(1,687.89)
C] Cash Flows from Financing Activities		
Proceeds from issue of Equity Instruments of the Company	0.01	0.01
Payment of Lease Liabilities	(48.68)	(33.93)
Net Increase in Current Borrowings	102.71	27.93
Net Decrease in Non-Current Borrowings	(18.13)	(11.13)
Payment from Share Capital issued to Minority (net)	(38.86)	(29.11)
Dividend paid on Equity Shares (including tax thereon)	(431.85)	(0.69)
Interest paid	(33.16)	(29.32)
Net cash used in Financing Activities [C]	(467.96)	(76.24)
Net decrease in Cash and Cash Equivalents [A+B+C]	(70.73)	(372.00)
Cash and Cash Equivalents at the beginning of the year	327.20	606.37
Unrealised (loss)/gain on foreign currency cash and cash equivalents	(0.05)	0.18
Cash and Cash Equivalents at the beginning of the year	327.15	606.55
Cash and Cash Equivalents at the end of the year	256.47	327.20
Unrealised loss on foreign currency cash and cash equivalents	(0.05)	(0.05)
Cash acquired on Business Combination	-	(92.60)
Cash and Cash Equivalents at the end of the year	256.42	234.55
Net decrease in Cash and Cash Equivalents	(70.73)	(372.00)

Notes:

The above Cash Flow Statement has been prepared under the 'Indirect Method' as set out in the Indian Accounting Standard (IND AS 7) - Statement of Cash Flows.

	As at 31.03.2022	As at 31.03.2021
Cash and Cash Equivalents comprises of		
Cash and cash equivalents	352.07	442.65
Less:		
- Bank overdrafts	95.60	115.45
	256.47	327.20

Notes to the Consolidated Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 18th May 2022.
2. The above results comprise the results of Pidilite Industries Ltd. (Parent Company), 34 subsidiary companies (including one partnership firms), (Parent Company and its subsidiaries together referred as "the Group") three Associate Companies and one Joint Venture. The Statutory auditors have performed audit of the consolidated financial results for the year ended 31st March 2022 and limited review of financial results for the quarter ended 31st March 2022 and have issued an unmodified opinion.
3. The financial results of the Group have been prepared in accordance with Indian Accounting Standards ("Ind AS") notified under Section 133 of the Companies Act, 2013 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Exceptional items represents diminution / impairment in value of investment of Rs.3.62 Crores for year ended 31st March 2021.
5. The Group has taken into account external and internal information for assessing possible impact of COVID -19 on various element of its financial results, including recoverability of its assets.
6. The Parent Company has allotted 1,22,785 equity shares on 8th March 2022 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company, to whom the options were granted.
7. The Parent Company granted options of 2,500 equity shares on 11th March 2022 and 330 equity shares on 18th May 2022 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company.
8. Subject to the approval of the shareholders at the Annual General Meeting, the Board recommended payment of Dividend of Rs. 10.00 per equity share of Re. 1/- each for the financial year ended 31st March 2022.
9. During the year, the Parent 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.
10. The figures for the quarter ended 31st March 2022 and 31st March 2021 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the relevant financial year
11. Previous periods' figures are regrouped to make them comparable with those of current period, wherever applicable.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai
Dated : 18th May 2022

BHARAT PURI
Managing Director
DIN: 02173566



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.
- 

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)

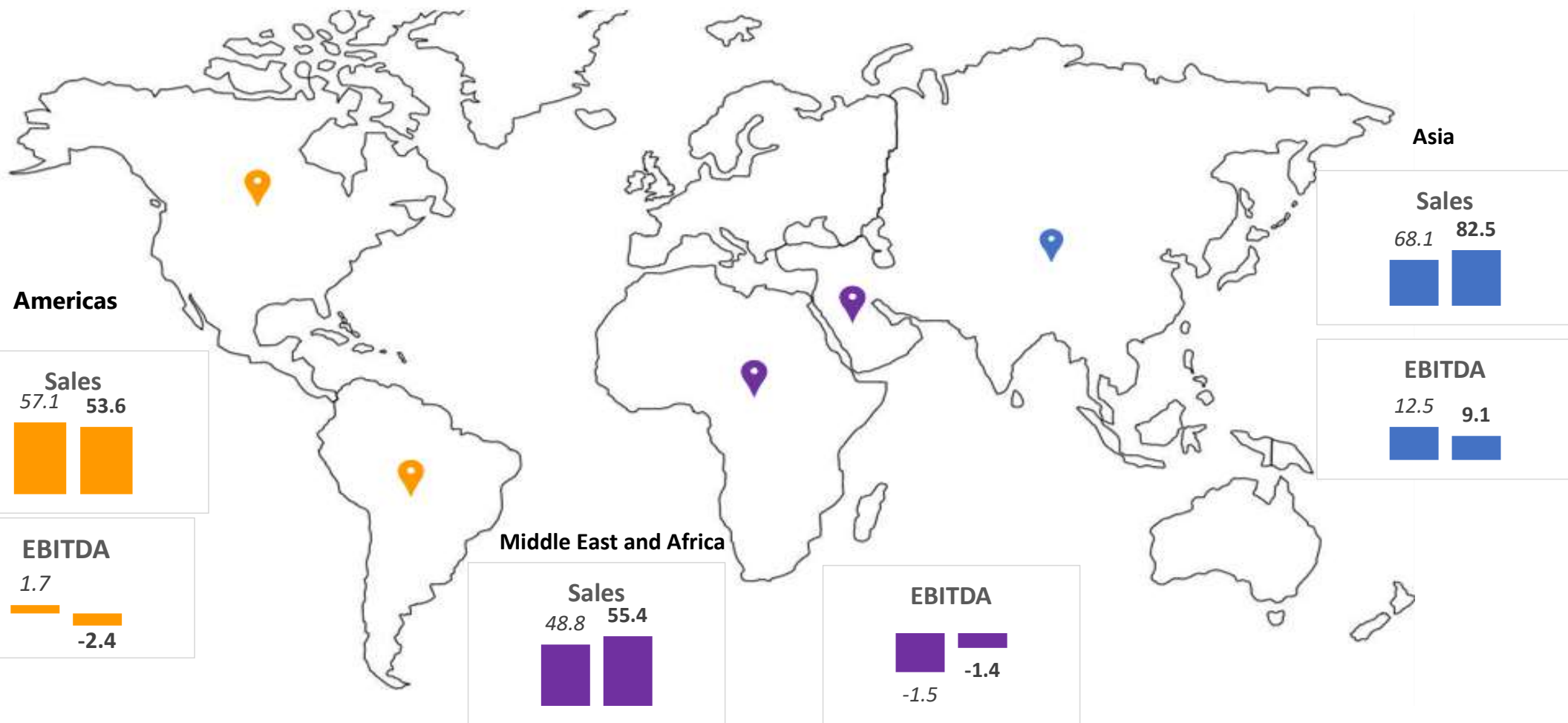


Including tax gain of Rs 9.5 Cr in FY'21.

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

OVERSEAS SUBSIDIARIES PERFORMANCE Q4' FY22

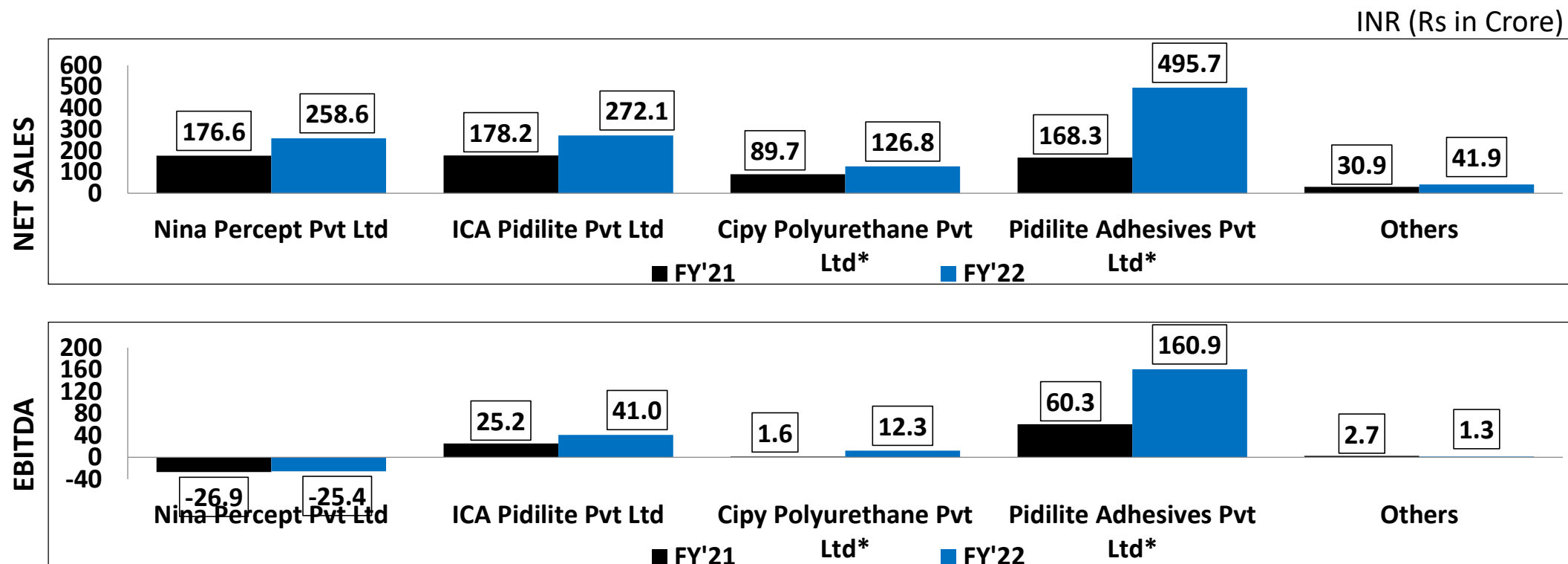
(in INR Crores)



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

DOMESTIC SUBSIDIARIES PERFORMANCE

FY22

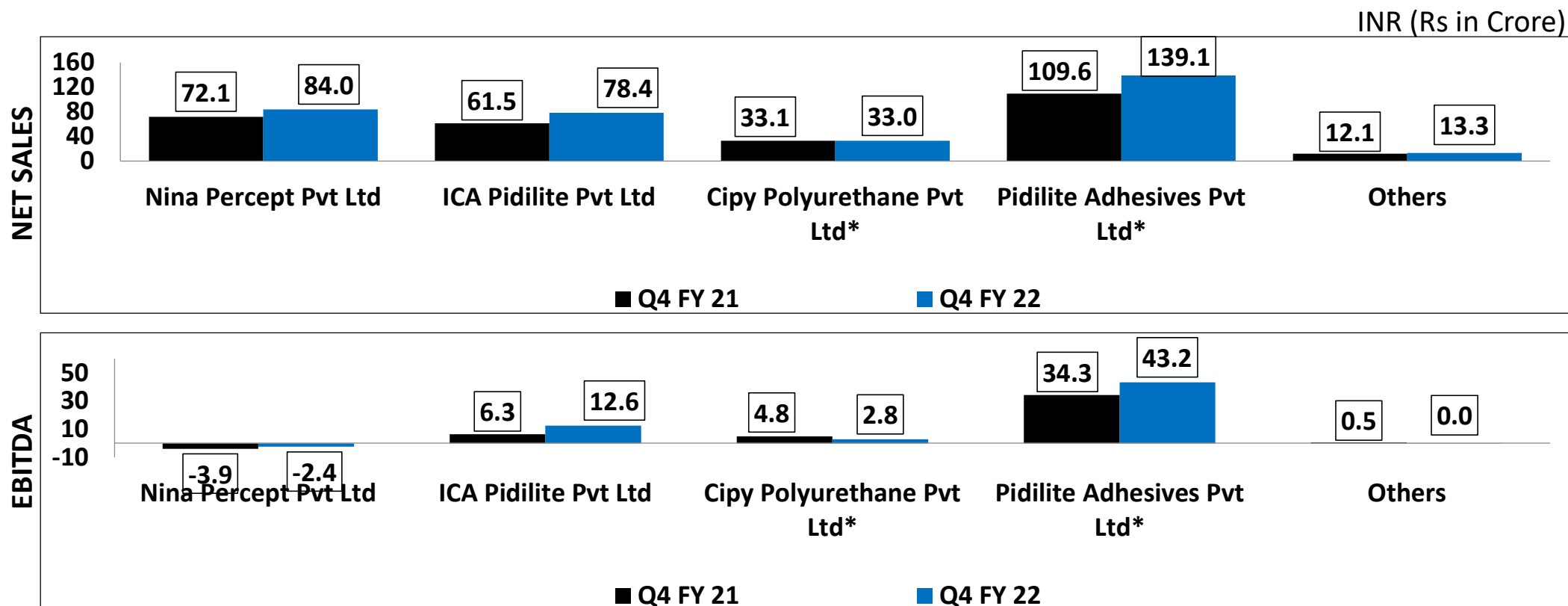


*During the year, the Company has filed two merger applications with National Company Law Tribunal (NCLT) with respect to merger of its wholly owned subsidiaries namely Pidilite Adhesives Pvt. Ltd (PAPL) and Cipy Polyurethanes Pvt. Ltd (CIPY). Consequent to the filing of NCLT orders approving the mergers 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



*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.

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

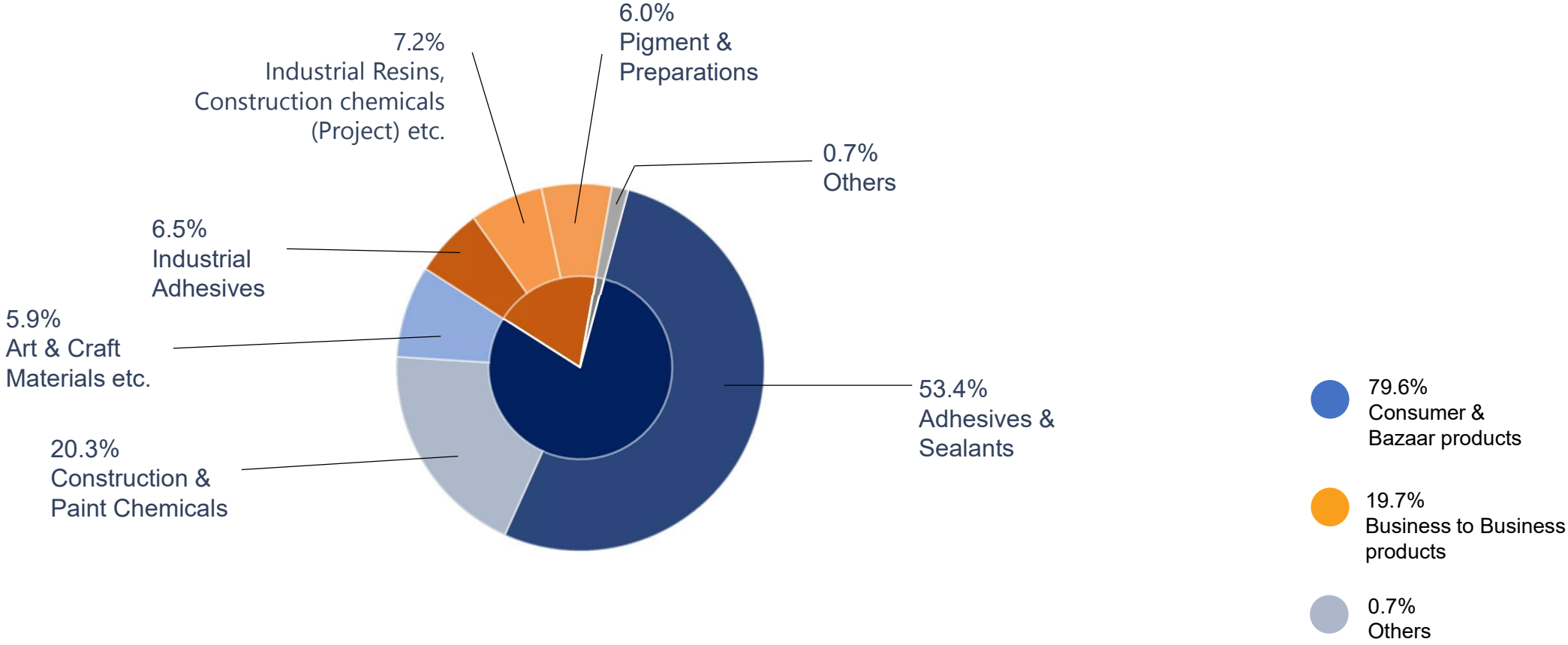
3 R&D centres in India.

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

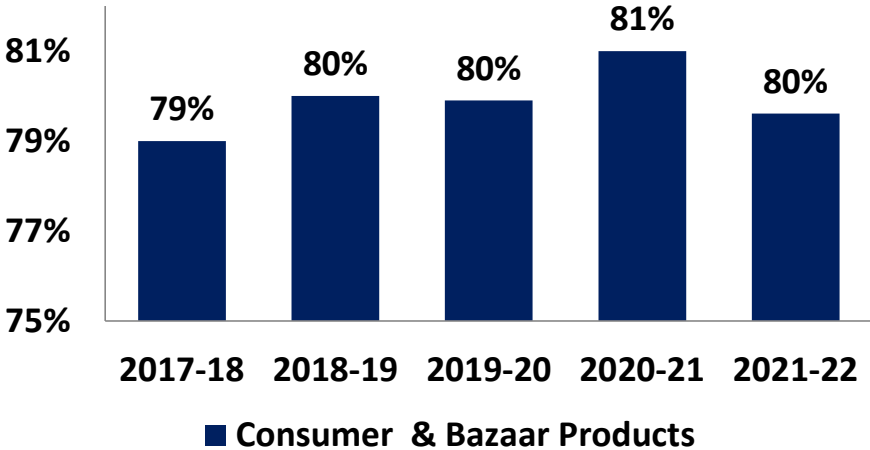


Standalone Results - % of Total Sales based on FY 2021-22

5-Year Performance by Business Segments

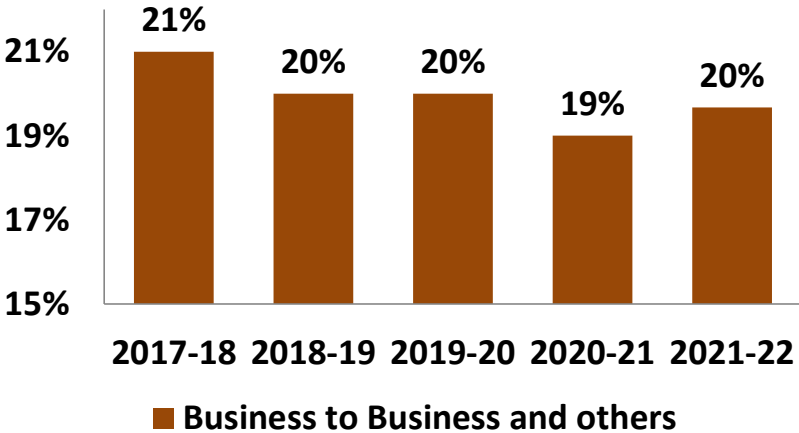
Numbers represent Percentage of Total Sales

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

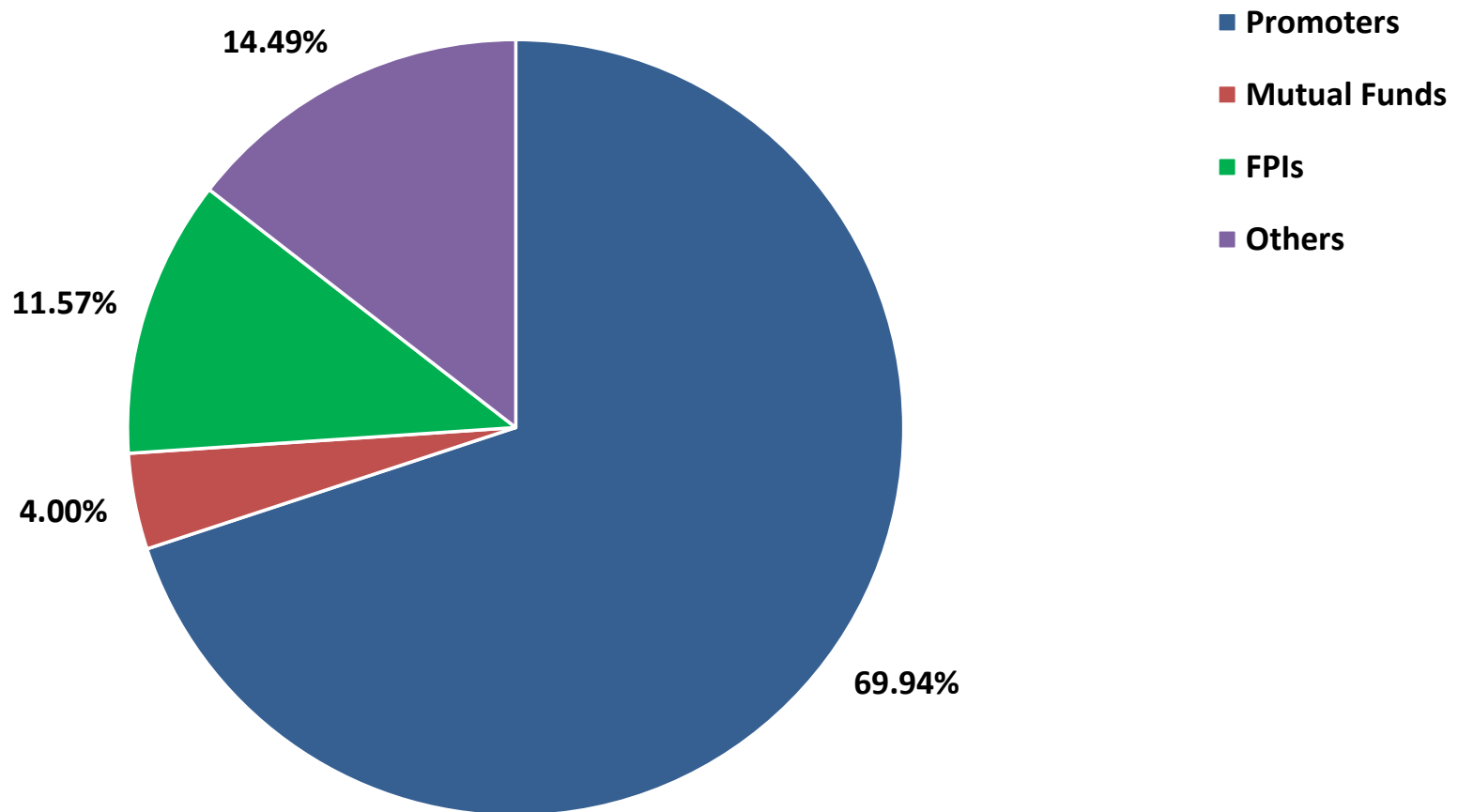
4,800+ distributors

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.



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

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

#FevicolKaJod #MazbootJod

PDA

Public Display of Adhesives :P



Fevikwik

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

#Fevikwik #ValentinesDay

With you and
Fevikwik by my side,
I can fix anything.



Fevicol

One thing in common? They all stick around!

#FevicolKaJod #MazbootJod

Woh dost jo



Chutki me
reply kare



Paani jaisa
cool rahe



Gussa naak
par rakhe



Sabse
trustworthy ho

TAP AND HOLD

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



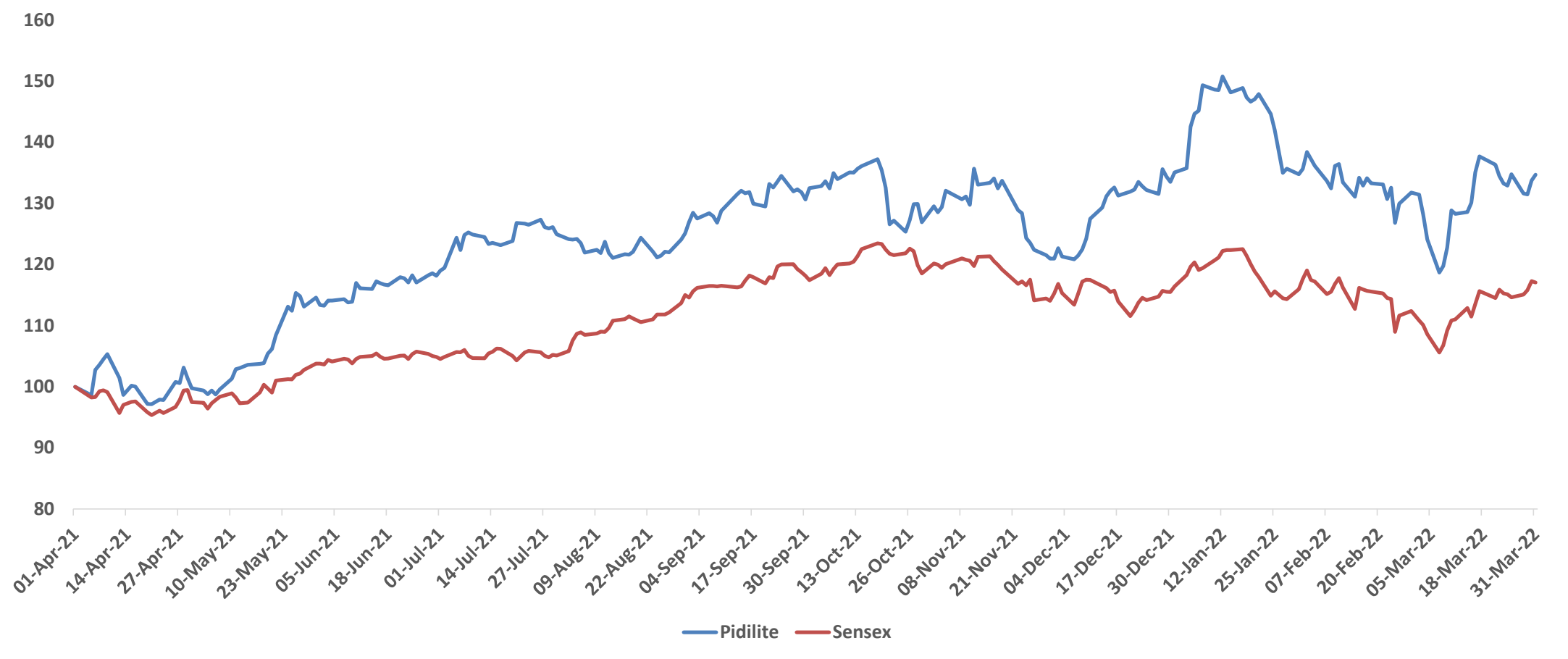
Stray kites? Stay, kites!

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

... See more

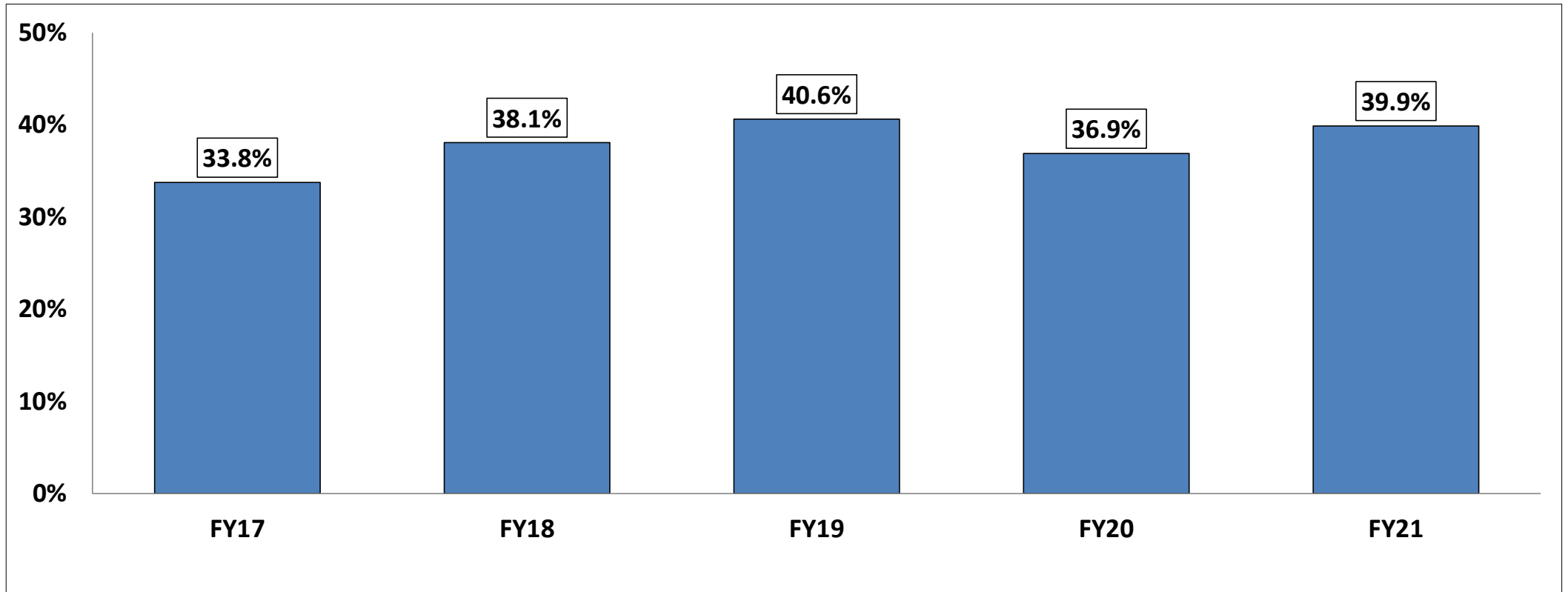


SHARE PRICE MOVEMENT



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



CIN : L24100MH1969PLC014336

Investor Relations

Investor.relations@pidilite.co.in

Manisha Shetty

[Company Secretary]

Ramkrishna Mandir Road,
Off Mathuradas Vasanji Road,
Andheri (E), Mumbai - 400 059.

Phone : +91 22 28357949

Fax : +91 22 28216007

