



Pidilite Industries Limited

Investor Update

Quarter ended June 2009

Coverage

- Financial Highlights
- Business segment wise performance
- Overseas Subsidiaries
- Financial Results

Investor Communication

This investor update covers the Company's performance for quarter ended 30th June 2009

Contact information

Mr. P.C. Patel, President and Company Secretary

E-mail: pccpatel@pidilite.com

Telephone: 022-22822708

Financial Highlights

Quarter ended 30th June 2009

- Net Sales at Rs.5150 mn grew by 3.5% over the same quarter last year.
- Sales were impacted due to the general slow down in the economy and in particular in industrial products.
- EBITDA (before foreign exchange difference) grew by 35.7% to Rs.1240 mn.
- Profit from ordinary activities before foreign exchange difference increased by 38.9% to Rs.1050 mn.

- Material cost to Net Sales ratio dropped by 443 basis points in comparison to same period last year.
- Costs, other than Staff costs, were lower than same period last year.
- After considering the foreign exchange difference the resultant Profit Before Tax (PBT) and Profit After Tax (PAT) for the Quarter is Rs.988 mn and Rs.848 mn respectively as compared to PBT of Rs.644 mn and PAT of Rs.549 last year.
- The foreign exchange loss for the quarter is Rs.62 mn as compared to a loss of Rs.113 mn in the same quarter last year. In March 09 company had exercised the option permitted under the amendment to AS 11 and accordingly dealt with foreign exchange losses by adjustments to carrying value of depreciable assets and amortize other differences. In the current quarter the foreign exchange gain on loans is Rs.137 mn and in accordance with the option exercised in March 09, the company has credited Rs.65 mn to the carrying cost of depreciable assets and Rs.72 mn to the Foreign Currency Monetary Item Translation Account. Out of the said Foreign Currency Monetary Item Translation Account Rs.12 mn has been amortized in the current quarter.

Business segment wise performance

Figures in Rs. Mn

	<i>Rs. In Million</i>					
Segment Revenue	Q1 2009	Q1 2010	Growth %	FY 2008	FY 2009	Growth
Consumer & Bazaar Products	3673	4105	11.8	12225	13884	13.6
Industrial Products	1089	1145	5.1	4019	4527	12.6
Others	444	25	-94.4	1589	1642	3.3
Less: Inter-segment Revenue	230	126	-45.2	809	979	21.0
Total	4976	5149	3.5	17024	19074	12.0

Figures in Rs. Mn

	<i>Rs. In Million</i>					
Segment PBIT	Q1 2009	Q1 2010	Growth %	FY 2008	FY 2009	Growth
Consumer & Bazaar Products	906	1217	34.3	2453	2546	3.8
Industrial Products	141	197	39.7	504	531	5.4
Others	40	-28	-170.0	170	93	-45.3
Total	1087	1386	27.5	3127	3170	1.4
Less: i) Interest	51	76	49.0	161	318	97.5
ii) Other Unallocable Expenditure - Net of Unallocable income	392	322	-17.9	724	1220	68.5
Total	644	988	53.4	2242	1632	-27.2

CONSUMER & BAZAAR PRODUCTS

- For the quarter ended June 2009 the segment posted revenue of Rs.4105 mn registering a growth of 11.8% over the corresponding period last year.
- Profit before tax and interest for this segment for the quarter at Rs.1216 mn posting a rise of 34.2% over the same quarter last year. The increase is mainly due to decrease in material cost and control on expenses.

INDUSTRIAL PRODUCTS

- Industrial products revenue increased by 5.1% over the corresponding quarter last year, posting revenue of Rs.1145 mn for the quarter.
- Profit before tax and interest for this segment at Rs.197 mn posted an increase of 40.4% over the corresponding quarter last year due to drop in material costs.

OTHERS (VAM)

- Since the pricing of bought-out VAM was more advantageous, the Company opted to purchase VAM available in the market rather than operate the plant.
- Revenue from the segment stood at Rs.25 mn and the loss before tax and interest from this segment was Rs.28 mn.

Overseas subsidiaries

REVIEW OF OVERSEAS SUBSIDIARIES

- The Company has 13 overseas subsidiaries (4 direct and 9 step-down subsidiaries) including subsidiaries having significant sales and manufacturing operations in the USA, Brazil, Thailand and Dubai
- Total revenue from overseas subsidiaries for the quarter ended 30th June 2009 stood at Rs.665 mn up by 12.7% over previous quarter.
- Overseas subsidiaries have reduced losses to Rs.18 mn as compared to Rs.47 mn for the same period in the previous year.
- Significant actions have been taken to reduce costs and improve margins across all subsidiaries.

Financials

PIDILITE INDUSTRIES LIMITED

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

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2009

(Rs. in lac)

Sr. No.	Particulars	Standalone			Consolidated		
		Unaudited		Audited	Unaudited		Audited
		For the Quarter ended		For the Year ended	For the Quarter ended		For the Year ended
		30.06.2009	30.06.2008	31.03.2009	30.06.2009	30.06.2008	31.03.2009
1	a) Net Sales/Income from Operation	51498	49761	176112	58101	55503	198632
	b) Other operating Income	472	368	2060	579	554	2538
	Total Income	51970	50129	178172	58680	56057	201170
2	Expenditure						
	a) (Increase) / Decrease in stock in trade	(742)	(646)	928	(189)	(280)	91
	b) Consumption of raw materials	18809	20586	72614	22861	22113	82413
	c) Purchase of traded goods	2260	2069	8171	1329	3380	12553
	d) Employees cost	5177	3985	16305	6656	5436	22047
	e) Depreciation	1142	1062	4722	1459	1356	5882
	f) Other expenditure						
	1) Packing material consumption	6346	5967	21570	6346	5967	21570
	2) Others	7994	9012	32918	9472	10431	38608
	g) Total	40986	42035	157228	47934	48403	183164
3	Profit from Operations before Other Income, Interest & Exceptional Items	10984	8094	20944	10746	7654	18006
4	Other Income	288	31	329	274	19	334
5	Profit Before Interest & Exceptional Items	11272	8125	21273	11020	7673	18340
6	Interest (Net)	759	511	3178	872	580	3609
7	Profit After Interest but before Exceptional Items	10513	7614	18095	10148	7093	14731
8	Exceptional Items						
	a) Donations	15	53	168	15	53	168
9	Profit from Ordinary Activities before Foreign Exchange Difference Expenses / (Income)	10498	7561	17927	10133	7040	14563
10	Foreign Exchange Difference - Expense / (Income)	620	1126	1607	413	1075	1812
11	Profit from Ordinary Activities before Tax	9878	6435	16320	9720	5965	12751
12	Tax Expenses						
	Less: Provision for Current Taxation #	1730	934	1502	1731	973	1507
	(Add) / Less: Provision for Deferred Tax	(333)	9	180	(333)	9	160
13	Net Profit from Ordinary Activities after Tax	8481	5492	14638	8322	4983	11084
14	Extraordinary Item (net of tax expense Rs. nil)	-	-	-	-	-	-
15	Minority Interest				2	15	69
16	Share of Profit / (Loss) in Associate Company				19	26	35
17	Net Profit for the period	8481	5492	14638	8343	5024	11188
18	Paid-up Equity Share Capital (Face Value of Share : Re. 1)	2531	2531	2531	2531	2531	2531
19	Reserves excluding Revaluation Reserve			70831			66880
20	Earnings Per Share (EPS) in Rs.						
	a) Basic EPS	@ 3.35	@ 2.17	5.78	@ 3.30	@ 1.99	4.42
	b) Diluted EPS	@ 3.28	@ 2.12	5.65	@ 3.22	@ 1.94	4.32
21	Public Shareholding						
	- Number of shares	73685549	73688375	73688375	73685549	73688375	73688375
	- Percentage of shareholding	29.12	29.12	29.12	29.12	29.12	29.12
21.	Promoters and Promoter Group Shareholding as on 30th June 2009	Pledged / Encumbered		Non-encumbered			
	- Number of Shares	- Nil -		179381757			
	- Percentage of Shares						
	(i) As a % of total shareholding of Promoters and Promoter Group	- Nil -		100%			
	(ii) As a % of total share capital of the Company	- Nil -		70.88%			

Provision for Current Taxation includes Wealth Tax and in respect of previous periods includes Fringe Benefit Tax

@ For the period only and not annualised.

REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs. in Lacs)

Sr. No.	Particulars	Standalone			Consolidated		
		Unaudited		Audited	Unaudited		Audited
		For the Quarter ended		For the Year ended	For the Quarter ended		For the Year ended
		30.06.2009	30.06.2008	31.03.2009	30.06.2009	30.06.2008	31.03.2009
1	Segment Revenue						
	a) Consumer & Bazaar Products	41053	36730	128944	47656	42472	151464
	b) Industrial Products	11452	10892	41081	11452	10892	41081
	c) Others	251	4439	14674	251	4439	14674
	Total	52756	52061	184699	59359	57803	207219
	Less: Inter Segment Revenue	1258	2300	8587	1258	2300	8587
	Net Segment Revenue	51498	49761	176112	58101	55503	198632
2	Profit / (Loss) before Interest and Tax						
	a) Consumer & Bazaar Products	12163	9062	25461	12118	8661	23056
	b) Industrial Products	1973	1405	5312	1973	1405	5312
	c) Others	(280)	401	928	(280)	401	928
	Total	13856	10868	31701	13811	10467	29296
	Less: i) Interest	759	511	3178	872	580	3609
	ii) Other unallocable expenditure - net of unallocable income	3219	3922	12203	3219	3922	12936
	Total Profit Before Tax	9878	6435	16320	9720	5965	12751
3	Capital Employed						
	a) Consumer & Bazaar Products	38000	43952	39089	32641	42217	34121
	b) Industrial Products	11339	14916	14209	11339	14916	14209
	c) Others	3155	3711	3122	3155	3711	3122
	d) Unallocated	29349	7162	16942	29349	7162	17959
	Total Capital Employed	81843	69741	73362	76484	68006	69411

Notes :

- The above results have been reviewed by the Audit Committee and taken on record by the Board of Directors at their meetings held on 27th July, 2009.
- The Statutory Auditors have carried out a "Limited Review" of the stand alone financial results for the quarter ended 30th June 2009.
- The company has opted for the first time to publish stand alone as well as consolidated financial statements. The Consolidated Financial Results prepared as per Accounting Standard (AS-21) comprise the results of Pidilite Industries Ltd. (Holding Company) and 17 subsidiary companies.
- The Company had, in March 2009 exercised the option permitted by the Central Government under notification no G.S.R 225 (E) to treat foreign exchange difference relating to assets as adjustments in the carrying value of such depreciable assets and amortise other differences of a specified nature over the term of the relative item. Accordingly in the current quarter the Company has credited the gain of Rs. 652.9 Lacs to the carrying cost of the depreciable assets and credited Rs.715.3 Lacs to the Foreign Currency Monetary Item Translation Account. Out of the said Foreign Currency Monetary Item Translation Account Rs. 121 Lacs has been amortised in the current quarter.
- Unallocated Capital Employed as at 30th June 2009 includes Capital Work in Progress of Rs. 24407 Lacs of Synthetic Elastomer Project presently under implementation.
- The Company had raised US \$ 40 million from issue of zero coupon Foreign Currency Convertible Bonds (FCCB) in December 2007. After payment of US \$ 0.99 million for certain issue related expenses, the Company has utilised US \$ 20.24 million for investment in equity capital of its overseas subsidiaries, US \$ 13.36 million for capex, US \$ 0.75 million for buyback of FCCB's and finance cost of US \$ 0.43 million. The balance amount is kept with banks.
- In terms of Clause 41 of the Listing Agreement, details of number of investor complaints for the quarter ended 30th June, 2009: beginning - nil, received - nil, disposed of - nil and pending - nil.
- As per the Finance (NO.2) Bill, 2009, no provision for Fringe Benefit Tax done for the quarter ended 30th June, 2009.
- Previous period's figures are regrouped wherever necessary.

Mumbai
Dated 27th July 2009

M.B.PAREKH
Managing Director