Disclaimer

This presentation may contain statements which reflect 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.
Q3 FY16
Financial Highlights
# Q3 FY16 Earnings Summary

<table>
<thead>
<tr>
<th></th>
<th>Net Revenue</th>
<th>EBITDA</th>
<th>PBT</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standalone</strong></td>
<td>Rs 11,767 M</td>
<td>Rs 2,868 M</td>
<td>Rs 2,645 M</td>
<td>Rs 1,857 M</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>+ 8.8 %</td>
<td>+ 52.4 %</td>
<td>+ 64.6 %</td>
<td>+ 50.1 %</td>
</tr>
<tr>
<td><strong>Consolidated</strong></td>
<td>Rs 13,391 M</td>
<td>Rs 2,953 M</td>
<td>Rs 2,681 M</td>
<td>Rs 1,859 M</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>+ 11.4 %</td>
<td>+ 52.7 %</td>
<td>+ 65.7 %</td>
<td>+ 49.8 %</td>
</tr>
</tbody>
</table>
## YTD FY16 Earnings Summary

<table>
<thead>
<tr>
<th></th>
<th>Net Revenue</th>
<th>EBITDA</th>
<th>PBT</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standalone</strong></td>
<td>Rs 36,476 M</td>
<td>Rs 8,952 M</td>
<td>Rs 8,346 M</td>
<td>Rs 5,880 M</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>+ 6.3 %</td>
<td>+ 43.5 %</td>
<td>+ 45.6 %</td>
<td>+ 38.5 %</td>
</tr>
<tr>
<td><strong>Consolidated</strong></td>
<td>Rs 41,286 M</td>
<td>Rs 9,403 M</td>
<td>Rs 8,632 M</td>
<td>Rs 6,048 M</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>+ 8.6 %</td>
<td>+ 46.9 %</td>
<td>+ 48.9 %</td>
<td>+ 41 %</td>
</tr>
</tbody>
</table>
Comments on Financial Performance

Standalone

• Net Revenue grew by 8.8% in Q3 and 6.3% YTD.
• EBITDA grew by 52.4% in Q3 and 43.5% YTD as compared to last year, mainly due to reduction in input costs.

Consolidated

• Net Revenue grew by 11.4% in Q3 and by 8.6% YTD.
• The higher consolidated growth was mainly due to impact of Nina Waterproofing acquisition completed during the year.
• EBITDA grew by 52.7% in Q3 and 46.9% YTD.
Q3 FY16 Overseas Performance

Net Revenue

<table>
<thead>
<tr>
<th>Region</th>
<th>Q3, FY 2014-15</th>
<th>Q3, FY 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>510</td>
<td>623</td>
</tr>
<tr>
<td>South America</td>
<td>275</td>
<td>229</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>160</td>
<td>261</td>
</tr>
<tr>
<td>South &amp; South East Asia</td>
<td>234</td>
<td>375</td>
</tr>
</tbody>
</table>

EBITDA

<table>
<thead>
<tr>
<th>Region</th>
<th>Q3, FY 2014-15</th>
<th>Q3, FY 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>19</td>
<td>52</td>
</tr>
<tr>
<td>South America</td>
<td>(11)</td>
<td>(2)</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>(2)</td>
<td>(13)</td>
</tr>
<tr>
<td>South &amp; South East Asia</td>
<td>(37)</td>
<td>39</td>
</tr>
</tbody>
</table>

# Figures are reported as per constant currency and before extraordinary expenses
YTD FY16 Overseas Performance

Net Revenue

<table>
<thead>
<tr>
<th>Region</th>
<th>YTD, FY 2014-15</th>
<th>YTD, FY 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>1,746</td>
<td>1,850</td>
</tr>
<tr>
<td>South America</td>
<td>756</td>
<td>689</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>408</td>
<td>729</td>
</tr>
<tr>
<td>South &amp; South East Asia</td>
<td>727</td>
<td>1,005</td>
</tr>
</tbody>
</table>

EBITDA

<table>
<thead>
<tr>
<th>Region</th>
<th>YTD, FY 2014-15</th>
<th>YTD, FY 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>(31)</td>
<td>116</td>
</tr>
<tr>
<td>South America</td>
<td>(18)</td>
<td>197</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>(22)</td>
<td>(150)</td>
</tr>
<tr>
<td>South &amp; South East Asia</td>
<td>(86)</td>
<td>139</td>
</tr>
</tbody>
</table>

# Figures are reported as per constant currency and before extraordinary expenses
Q3 FY16

Company Overview
Company Overview

Brand established in 1959. Pioneer in Consumer and Specialty Chemicals

Adhesives & sealants, construction chemicals, art & craft products and polymer emulsions

History of creating strong brands.

Among the most trusted brands in the country. Other big brands include Dr. Fixit, M-seal and Fevikwik

8 Regional offices with 19 plants and 30 co-makers in India

International manufacturing facilities in Thailand, Singapore, Dubai, Brazil, US, Egypt and Bangladesh

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

3 R&D centers in India and 1 in Singapore
Industry Segment Composition as on March 2015

Numbers represent Percentage of Total Net Revenue

- Adhesives & Sealants: 50%
- Construction/ Paint Chemicals: 20%
- Art Materials & Others: 12%
- Industrial Resins: 6%
- Industrial Adhesives: 6%
- Organic Pigment & Preparation: 6%
5-Year Performance by Business Segments

Numbers represent Percentage of Total Net Revenue

- **Consumer & Bazaar Products**
  - 2010-11: 77%
  - 2011-12: 79%
  - 2012-13: 81%
  - 2013-14: 81%
  - 2014-15: 82%

- **Industrial Products**
  - 2010-11: 23%
  - 2011-12: 21%
  - 2012-13: 19%
  - 2013-14: 19%
  - 2014-15: 18%
Domestic Presence – India operations

• **6000+** SKUs of **550** products

• Gross Turnover of **Rs. 46582 M** for FY 15

• **19** plants, **30** Co-makers

• **7000** distributors

• **30** warehouses

• **8** regional offices
Global Presence

- Exports to more than 60 countries. Major exports to Middle East, Africa, USA & Europe
- Export Turnover of Rs 4149 M in FY15
- 16 Overseas subsidiaries – (5 Direct and 11 Step down) and 1 Joint Venture
- Total Revenue from Overseas subsidiaries of Rs.4895 M in FY15
- International manufacturing facility in Thailand, Singapore, Dubai, Brazil, US, Egypt and Bangladesh
- Specific focus on Africa, Middle East, SAARC and emerging Asia
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.
Shareholding Pattern (December 31, 2015)

- Promoters: 69.73%
- Mutual Funds: 12.92%
- FPIs: 13.39%
- Others: 3.96%
Share Price Movement

Rebased to 100
Backed by consistent dividend payouts

![Bar Chart]

- FY10: 30.2%
- FY11: 31.3%
- FY12: 32.3%
- FY13: 34.3%
- FY14: 34.1%
- FY15: 34.4%
Investor Contacts

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Ramkrishna Mandir Road, Off Mathuradas Vasanji Road, Andheri (E), Mumbai - 400 059.
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Fax : +91 22 28216007

Investor Relations - investor.relations@pidilite.co.in

CIN : L24100MH1969PLC014336

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