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.
Q1 FY18

Financial Highlights
## Q1 FY18 Earnings Summary

<table>
<thead>
<tr>
<th></th>
<th>Gross Revenue*</th>
<th>EBITDA**</th>
<th>PBT</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standalone</strong></td>
<td>Rs 1486 Cr</td>
<td>Rs 306 Cr</td>
<td>Rs 317 Cr</td>
<td>Rs 217 Cr</td>
</tr>
<tr>
<td><strong>Consolidated</strong></td>
<td>Rs 1669 Cr</td>
<td>Rs 321 Cr</td>
<td>Rs 330 Cr</td>
<td>Rs 227 Cr</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>-0.2%</td>
<td>-20.8%</td>
<td>-17.8%</td>
<td>-20.3%</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>-1.3%</td>
<td>-18.6%</td>
<td>-15.4%</td>
<td>-16.8%</td>
</tr>
</tbody>
</table>

* Gross Revenue includes other operating income
** EBITDA is before non operating income

Figures reported are Ind AS compliant
Comments on Financial Performance

Standalone

• Gross Revenue declined by 0.2% in Q1.
• Material cost, as a % to sale, is higher by 164 bps due to strengthening of raw material costs.
• EBITDA, before non-operating income, at Rs 306 Cr declined by 20.8% mainly on account of lower sales, increase in material costs and higher growth of expenses.

Consolidated

• Gross Revenue declined by 1.3% in Q1.
• EBITDA, before non-operating income, at Rs 321 Cr declined by 18.6%.
Q1 FY18 Overseas Performance

Sales

EBITDA

# Figures are reported as per constant currency

(in INR Crores)
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 23 plants and 24 co-makers in India

International manufacturing facilities in Thailand, 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
Industry Segment Composition as on March 2017

Numbers represent Percentage of Total Net Revenue

- Adhesives & Sealants, 55%
- Construction/Paint Chem, 19%
- Art & Craft materials and Others, 10%
- Industrial Adhesives, 5%
- Industrial Resins & Others, 5%
- Pigments & Preparations, 5%
- Others, 1%
5-Year Performance by Business Segments

Numbers represent Percentage of Total Net Revenue

Consumer and Bazaar Products

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<tr>
<td>%</td>
<td>81%</td>
<td>81%</td>
<td>82%</td>
<td>83%</td>
<td>84%</td>
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Industrial Products

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<tbody>
<tr>
<td>%</td>
<td>19%</td>
<td>19%</td>
<td>18%</td>
<td>17%</td>
<td>16%</td>
</tr>
</tbody>
</table>
Domestic Presence – India operations

- **5200+** SKUs of **500** products
- Gross Turnover (domestic) of **Rs. 5,720 Cr** for FY17
- **23** plants, **24** Co-makers

- **7000** distributors
- **30** warehouses
- **8** regional offices
Global Presence

- Exports to more than 80 countries. Major exports to Middle East, Africa, USA & Europe.

- Export Turnover of Rs. 484 Cr in FY17.

- 17 Overseas subsidiaries – 5 Direct and 12 Step down and 1 Joint Venture.

- Total revenue from Overseas subsidiaries of Rs. 599 Cr in FY17.

- International manufacturing facility in USA, Thailand, Dubai, Brazil, Egypt and Bangladesh.

- Specific focus growing business in Bangladesh, Sri Lanka and Egypt.

- Manufacturing facility planned in Sri Lanka and Ethiopia this year. Additional manufacturing facility planned in Bangladesh.
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 as of June 30, 2017

- Promoters: 69.61%
- Mutual Funds: 11.82%
- FPIs: 3.22%
- Others: 15.35%
Share Price Movement

Rebased to 100
Backed by consistent dividend payouts

Note: The company transitioned into IND AS from 01.04.2015
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