Q1FY20
Earnings Presentation
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.
Financial Highlights
# Q1FY20 Earnings Summary

<table>
<thead>
<tr>
<th></th>
<th>Net Sales</th>
<th>EBITDA **</th>
<th>PBT</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standalone*</td>
<td>Rs 1,768 Cr</td>
<td>Rs 418 Cr</td>
<td>Rs 426 Cr</td>
<td>Rs 288 Cr</td>
</tr>
<tr>
<td>YoY Growth</td>
<td>11.0%</td>
<td>16.4%</td>
<td>7.3%</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

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<th>EBITDA **</th>
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<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated</td>
<td>Rs 2,006 Cr</td>
<td>Rs 444 Cr</td>
<td>Rs 439 Cr</td>
<td>Rs 294 Cr</td>
</tr>
<tr>
<td>YoY Growth</td>
<td>10.3%</td>
<td>15.7%</td>
<td>16.4%</td>
<td>22.2%</td>
</tr>
</tbody>
</table>

* Excluding income from inter-company transfer of intangible assets in same period last year, PBT and PAT grew by 17.2% and 19.2% respectively

** EBITDA is before non operating income
Comments on Financial Performance

Standalone

• Net Sales grew by 11% in Q1.

• EBITDA, before non-operating income, at Rs 418 Cr grew by 16.4% in Q1, given the input cost led improvement in gross margins by 1.3%.

Consolidated

• Net Sales grew by 10.3%.

• EBITDA, before non-operating income, at Rs 444 Cr grew by 15.7% in Q1, given the input cost led improvement in gross margins by 1%.
Q1FY20 Overseas Subsidiaries Performance

Sales (in INR Crores)

- Bangladesh: Q1, FY 2018-19 = 27.4, Q1, FY 2019-20 = 32.6
- Srilanka: Q1, FY 2018-19 = 6.8, Q1, FY 2019-20 = 8.0
- North America: Q1, FY 2018-19 = 28.1, Q1, FY 2019-20 = 31.5
- South America: Q1, FY 2018-19 = 19.8, Q1, FY 2019-20 = 21.0
- Thailand: Q1, FY 2018-19 = 13.6, Q1, FY 2019-20 = 13.7
- Egypt: Q1, FY 2018-19 = 8.1, Q1, FY 2019-20 = 8.0
- UAE: Q1, FY 2018-19 = 22.7, Q1, FY 2019-20 = 26.3
- Others: Q1, FY 2018-19 = 2.1, Q1, FY 2019-20 = 1.8

EBITDA

- Bangladesh: Q1, FY 2018-19 = 5.2, Q1, FY 2019-20 = 5.4
- Srilanka: Q1, FY 2018-19 = -0.4, Q1, FY 2019-20 = 0.1
- North America: Q1, FY 2018-19 = -0.5, Q1, FY 2019-20 = 1.5
- South America: Q1, FY 2018-19 = 0.3, Q1, FY 2019-20 = 0.8
- Thailand: Q1, FY 2018-19 = -0.4, Q1, FY 2019-20 = 0.4
- Egypt: Q1, FY 2018-19 = -2.3, Q1, FY 2019-20 = -1.0
- UAE: Q1, FY 2018-19 = -0.3, Q1, FY 2019-20 = 0.3
- Others: Q1, FY 2018-19 = -0.4, Q1, FY 2019-20 = -0.1

*EBITDA is before exception items
Figures are reported as per constant currency*
Q1FY20 Domestic Performance

Sales (in INR Crores)

EBITDA

*Nina Waterproofing Systems Pvt Ltd and Percept Waterproofing Pvt Ltd merged into Nina Percept Pvt Ltd with effect from 1 April, 2017.

# CIPY Polyurethanes Pvt Ltd acquired in February 2018
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 25 co-makers in India

- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka
- Special focus on growing business in Bangladesh and Sri Lanka
- Manufacturing facility planned in Ethiopia. An additional manufacturing facility in Bangladesh is expected to commence production by end of September’19.

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

C&B – Consumer & Bazaar,   IP – Industrial Products,   Others

C&B 84%
Adhesives & Sealants 56%
Construction/ Paint Chemicals 20%
Art/Craft Materials & Others 8%
Industrial Adhesives 4%
Industrial Resins 5%
Pigment & Preparation 6%
Others 1%
5-Year Performance by Business Segments

Numbers represent Percentage of Total Sales

Consumer and Bazaar Products

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>82%</td>
</tr>
<tr>
<td>2015-16</td>
<td>83%</td>
</tr>
<tr>
<td>2016-17</td>
<td>84%</td>
</tr>
<tr>
<td>2017-18</td>
<td>84%</td>
</tr>
<tr>
<td>2018-19</td>
<td>84%</td>
</tr>
</tbody>
</table>

Industrial Products

IP includes Others also

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>18%</td>
</tr>
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<td>16%</td>
</tr>
<tr>
<td>2018-19</td>
<td>16%</td>
</tr>
</tbody>
</table>
Domestic Presence – India operations

- **5200+** SKUs of **500+** products
- Domestic Revenue of **Rs. 5,488 Cr** for FY19
- **23** plants, **25** Co-makers
- **4,900+** distributors
- **27** warehouses
- **8** regional offices & **2** RDCs
Global Presence

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

- Export Turnover of Rs. 607 Cr in FY19.

- 19 Overseas subsidiaries – 6 Direct and 13 Step down. 1 Joint Venture.

- Total revenue from Overseas subsidiaries of Rs. 523 Cr in FY19.

- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Singapore, Bangladesh and Sri Lanka.

- Specific focus on growing business in Bangladesh and Sri Lanka.

- Manufacturing facility planned in Ethiopia. An additional manufacturing facility in Bangladesh is expected to commence production by end of September’19.
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, 2019

- Promoters: 69.75%
- Mutual Funds: 11.46%
- FPIs: 14.51%
- Others: 4.28%
Backed by consistent dividend payouts

Note: The company transitioned into IND AS from 01.04.2015
Investor Contacts

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