

## Performance by Industry Segment (Standalone)

The Company operates under two major business segments i.e. Branded Consumer & Bazaar and Business to Business.

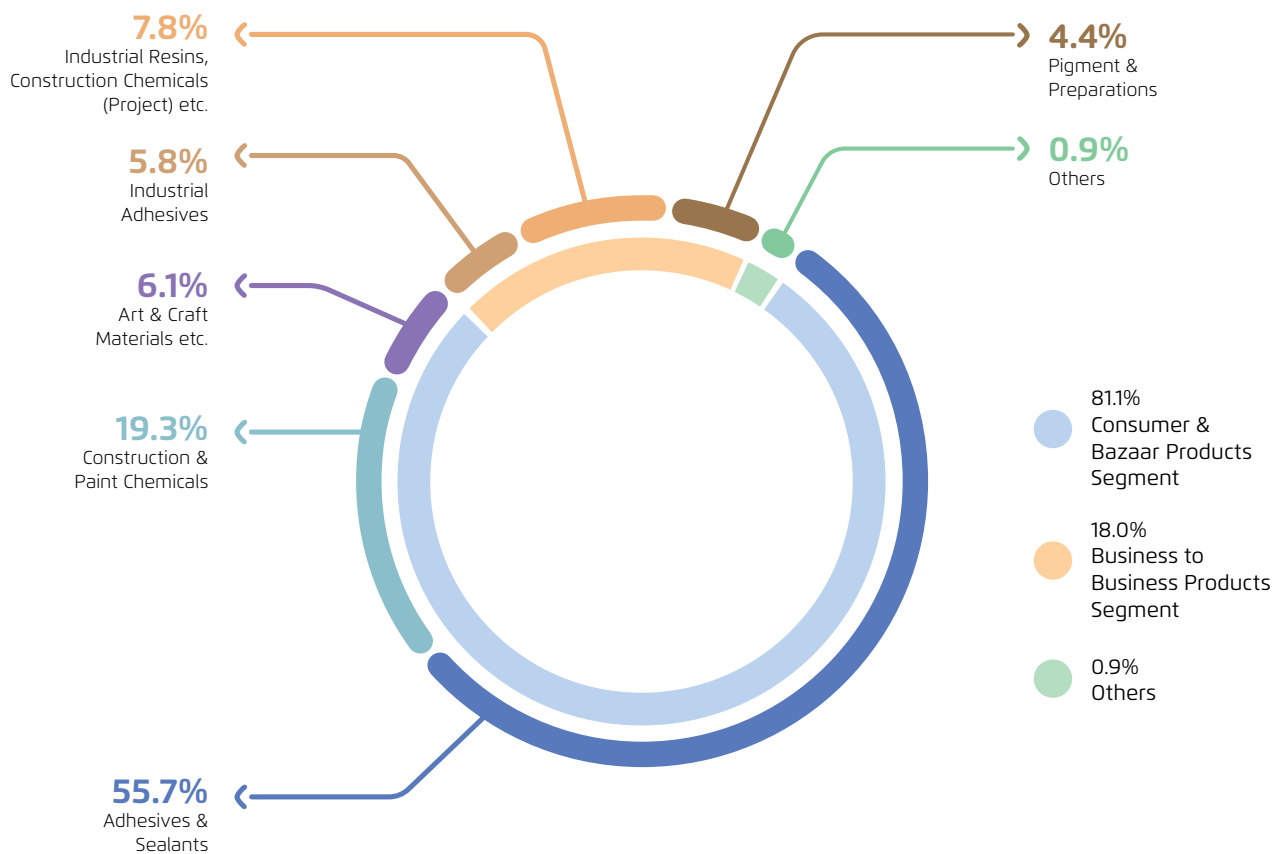
Products, such as Adhesives, Sealants, Art & Craft Materials and Others, Construction and Paint Chemicals are covered under Branded Consumer & Bazaar segment. These products are widely used by carpenters, painters, plumbers, mechanics, households, students, offices etc.

Business to Business segment covers products, such as Industrial Adhesives, Industrial Resins, Construction Chemicals (Projects), Organic Pigments, Pigment Preparations, etc. and caters to various industries like packaging, joineries, textiles, paints, printing inks, paper, leather, etc.

In both business segments, there are a few medium to large companies with national presence and a large number of

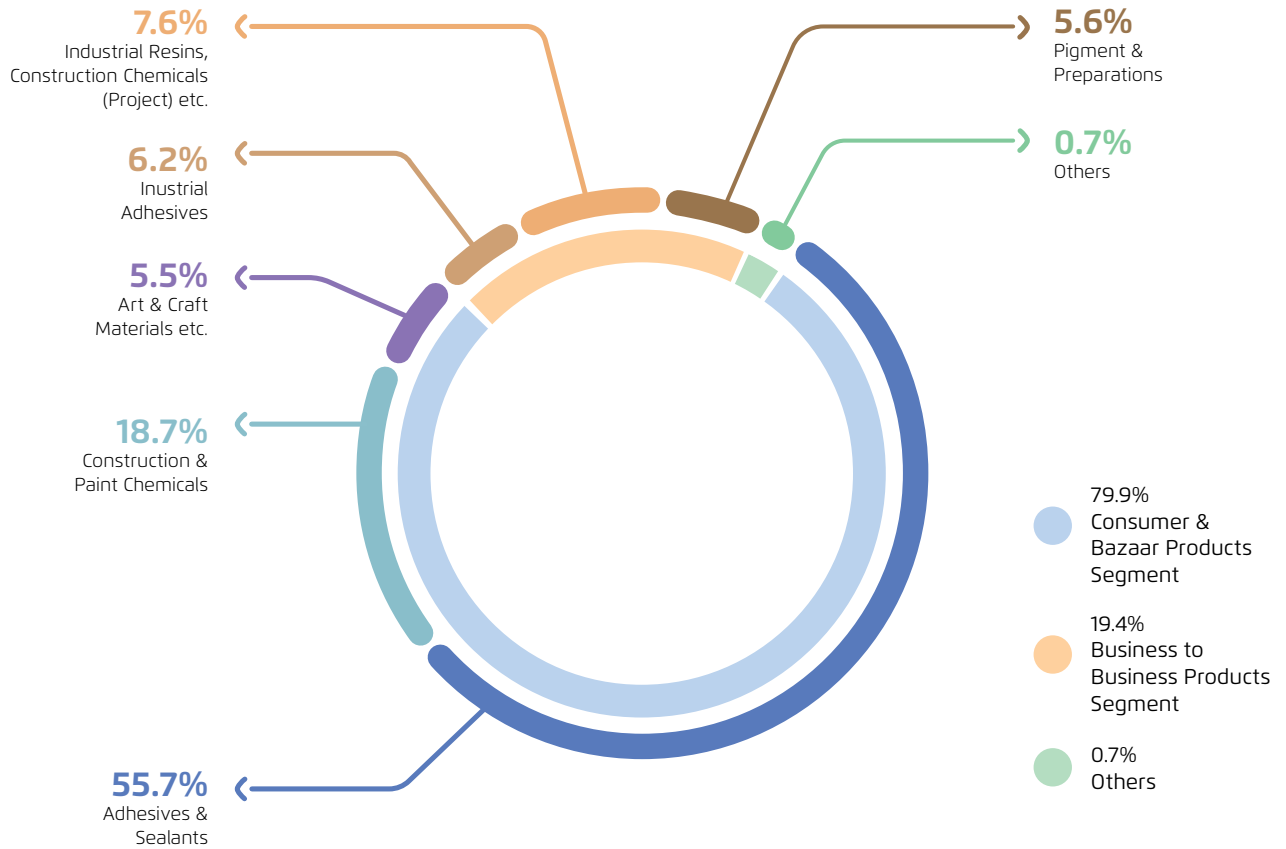
small companies which are active regionally. Multinational companies are also present in many of the product categories in which the Company operates.

## Business Segment / Product Category % (FY 2023)



Standalone - % of Total Sales based on FY 2022-23

**Business Segment / Product Category % (FY 2022)**



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

**Note**

During FY 2021-22, the Company had filed two merger applications with NCLT 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 ROC, mergers have become effective from the appointed date being 1<sup>st</sup> April, 2022. Accordingly, the FY 2022 numbers have been restated for the accounting impact of the merger, as if the merger had occurred from the beginning of the previous year.