



Pidilite Industries Limited

Investor Update

Quarter ended June 2017

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Investor Communication

This investor update covers the Company's performance for Quarter ended 30th June 2017.

Contact information

Ms. Savithri Parekh, Company Secretary

E-mail: savithri.parekh@pidilite.com

Telephone: 022-28357949

Financial Highlights

April – June 2017

This quarter saw the announcement of the launch of GST, a welcome tax reform for the country. Performance in this quarter was impacted by the short-term challenges of transition to GST largely as a result of destocking by customers in June as well as an upward trend in some key raw material prices. We continued to invest in our brands, people and manufacturing facilities as we remain positive on the medium-term outlook for the industry.

Standalone Performance as compared to same quarter last year:

- Gross sales at Rs 1,479 Cr declined by 0.2% with volume and mix decline of 0.1% largely on account of correction in channel inventory ahead of GST implementation.
- Material cost, as a % to sale, is higher by 164 bps due to strengthening of raw material costs.
- Expenses, other than material costs, were higher by 11.1%. This includes 14.5% growth in excise duty due to end of excise exemption at two of the Company's manufacturing units during last year. Staff cost grew by 11.3%. Advertising and Promotion expenses grew by 39.6% due to timing difference in spend as compared to last year and plans to increase advertising spend to accelerate sales growth.
- 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.

- Other income is higher by 51.6% mainly due to increase in mark to market value of investments.
- Profit before tax at Rs 317 Cr declined by 17.8%.
- Profit after tax at Rs. 217 Cr declined by 20.3%.

Consolidated Performance as compared to same quarter last year:

- Gross sales at Rs 1,662 Cr declined by 1.3%.
- Other expenses, including Excise duty, were higher by 11.5%.
- EBITDA, before non-operating income, at Rs 321 Cr declined by 18.6%.
- Other income is higher by 79.6 % mainly due to increase in mark to market value of investments and profit of Rs 5.83 crores on sale of assets of Cyclo division.
- Profit before tax at Rs 330 Cr declined by 15.4% and Profit after tax at Rs 227 Cr declined by 16.8%.

Business segment wise performance – Standalone

(Rs Crores)

Segment	Quarter ended		
	Jun - 17	Jun - 16	% Change
1. Segment Revenue			
a) Consumer & Bazaar Products	1,248.86	1,252.82	-0.3%
b) Industrial Products	248.48	248.04	0.2%
c) Others	16.07	9.74	65.0%
Total	1,513.41	1,510.60	0.2%
Less : Inter Segment Revenue	27.09	21.26	27.4%
Gross Sales / Income From Operations	1,486.32	1,489.34	-0.2%
2. Segment Results			
a) Consumer & Bazaar Products	319.87	390.79	-18.1%
b) Industrial Products	36.47	45.22	-19.3%
c) Others	-0.30	0.05	-700.0%
Total	356.04	436.06	-18.4%
Less : i) Finance costs	1.46	1.38	5.8%
ii) Other Unallocable Expenditure - Net Of Unallocable Income	37.21	48.72	-23.6%
Total Profit Before Tax	317.37	385.96	-17.8%

April – June 2017

- Revenues of Consumer & Bazaar segment declined by 0.3% with volume and mix decline of 0.3%. PBIT of Consumer & Bazaar segment declined by 18.1%.
- Revenues of Industrial Products segment grew by 0.2% with volume and mix growth of 1.0%. PBIT of Industrial products segment declined by 19.3%.

Overseas subsidiaries performance

- The Company has 17 overseas subsidiaries (5 direct and 12 step-down) and one joint venture including those having manufacturing and selling operations in USA, Brazil, Thailand, Dubai, Egypt, Sri-Lanka and Bangladesh.
- The performance of the following geographies, in constant currency terms, is detailed below. These are like for like actual reported numbers and exclude the translations and other impacts which are done at the time of consolidation.
- Pidilite USA Inc. (PUSA), a wholly owned subsidiary of the Company has sold the business of the Cyclo Division of PUSA to Niteo Products LLC, USA. Some of the trademarks used by the Cyclo Division were owned by Pidilite International Pte Ltd., Singapore, a wholly owned subsidiary of the Company and the same stand assigned to Niteo Products LLC, USA. The consolidated financial results for the quarter include the profit of Rs 5.83 Crores on sale of the assets of Cyclo division, shown in "Others" in table below.

(Rs. In crores)

Name of Subsidiary	Sales Q1' FY 18	Sales Q1' FY 17	% Growth	EBITDA Q1' FY 18	EBITDA Q1' FY 17	% Growth
Pidilite USA Inc.	47.60	76.07	(37.43)	2.20	6.20	(64.56)
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	19.94	21.93	(9.07)	(0.12)	(0.22)	47.87
Pidilite Speciality Chemicals Bangladesh Pvt Ltd	23.77	26.61	(10.65)	5.41	5.31	1.82
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C	6.92	3.91	76.85	0.06	0.13	(56.35)
Pidilite Bamco Ltd includes Bamco Supply and Services	10.60	11.15	(4.99)	0.42	1.51	(72.48)
Pidilite MEA Chemicals LLC	18.23	19.71	(7.53)	(2.55)	(4.33)	41.08
Pidilite Lanka Pvt Ltd	5.49	5.26	4.33	(0.04)	0.23	(115.88)
Others	2.19	2.01	8.65	7.02	0.38	1760.38
Total	134.73	166.66	(19.16)	12.40	9.20	34.71

- Sales for the quarter declined by 19.16 %. However EBITDA grew by 34.71 % due to profit on sale of assets of Cyclo division.
- Pidilite USA sales declined due to fall in sales of products for adult colouring market and sale of Cyclo business on 7th June 2017. Sale of products Adult colouring segment had seen significant growth during this quarter last year. Sales of Pulvitec do Brasil declined due to economic slowdown. However EBITDA improved due to cost and margin improvement initiatives.
- Pidilite Bangladesh sales declined due to floods and Ramadan Eid in June this year as compared to July last year. Floods also impacted sales of Pidilite Lanka. Sales of Pidilite Bamco and Bamco Supply and Services, subsidiaries in Thailand, declined due to decrease in government spent on road and bridge projects.
- The subsidiaries in Egypt reported good sales growth. However EBITDA was lower than last year due to significant increase in Raw Material costs and high inflation. Cost reduction actions reduced losses of Pidilite MEA, subsidiary in Middle East.

Domestic subsidiaries performance

The performance of domestic subsidiaries is detailed below:

(Rs. In crores)

Name of Subsidiary	Sales Q1' FY 18	Sales Q1' FY 17	% Growth	EBITDA Q1' FY 18	EBITDA Q1' FY 17	% Growth
Nina Waterproofing Systems Pvt Ltd	46.05	35.47	29.83	4.87	3.96	23.01
Percept Waterproofing Services Ltd	12.06	8.95	34.74	1.03	0.81	27.02
ICA Pidilite Pvt Ltd	27.78	14.52	91.34	0.51	2.08	(75.59)
Others	16.16	12.66	27.63	1.56	1.48	5.54
Total	102.04	71.59	42.53	7.96	8.33	(4.36)

- Sales for the quarter of subsidiaries grew by 42.53%. EBITDA (excludes non-operating income and forex loss) declined by 4.36%.
- NINA and Percept, subsidiaries engaged in waterproofing services, posted good growth in sales and EBITDA.
- ICA Pidilite, joint venture of the Company and ICA of Italy for wood finishes, sales is not comparable with previous year as the company started operations in May 2016. ICA Pidilite EBITDA declined due to increase in expenses to support future sales growth and certain one-time expenses.

PIDILITE INDUSTRIES LIMITED

REGD. OFFICE : 7th Floor, Regent Chambers, Jarnalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021
Tel No. 91 22 2835 7000 Fax : 91 22 2835 6007
Email address : investor.relations@pidilite.co.in Website : www.pidilite.com CIN : L24100MH1969PLC014336

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2017

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended
		30.06.2017	31.03.2017	30.06.2016	31.03.2017
		Unaudited	Audited	Unaudited	Audited
1	Total Income				
	a) Revenue from Operations	1486.32	1238.80	1489.34	5298.65
	b) Other Income	35.44	28.31	23.38	110.10
	Total Income	1521.76	1267.11	1512.72	5408.75
2	Expenses				
	a) Cost of materials consumed	587.43	528.31	520.35	2025.82
	b) Purchases of stock-in-trade	80.07	66.96	62.58	244.22
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(7.82)	(71.67)	53.69	(7.90)
	d) Excise Duty	136.56	106.33	119.18	433.28
	e) Employee benefits expense	144.49	124.62	129.80	507.45
	f) Finance costs	1.46	1.43	1.38	5.68
	g) Depreciation and amortisation expense	22.84	22.68	22.23	90.24
	h) Other expenses	239.36	230.12	217.55	870.90
	Total Expenses	1204.39	1008.78	1126.76	4169.69
3	Profit before exceptional items and tax (1-2)	317.37	258.33	385.96	1239.06
4	Exceptional items	-	94.34	-	94.34
5	Profit before tax (3-4)	317.37	163.99	385.96	1144.72
6	Tax Expense				
	Current tax	94.29	89.79	115.78	362.66
	Deferred tax	6.00	3.19	(2.20)	8.27
7	Profit for the period (5-6)	217.08	71.01	272.38	773.79
8	Other Comprehensive Income				
	Items that will not be reclassified to profit or loss	(0.70)	0.95	(0.08)	(2.79)
	Income tax relating to items that will not be reclassified to profit or loss	0.20	(0.27)	0.00	0.81
9	Total Comprehensive Income for the period (7+8)	216.58	71.69	272.30	771.81
10	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	51.27	51.27	51.27	51.27
11	Other Equity				3348.08
12	Earnings per equity share in Rs.				
	a) Basic	@ 4.23	@ 1.39	@ 5.31	15.09
	b) Diluted	@ 4.23	@ 1.38	@ 5.31	15.09

@ For the period only and not annualised.
See accompanying Notes to Financial Results

STANDALONE UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2017

Sr. No.	Particulars	For the Quarter ended			Rs Crores
		30.06.2017	31.03.2017	30.06.2016	For the Year ended
		Unaudited	Audited	Unaudited	Audited
1	Segment Revenue				
	a) Consumer & Bazaar Products	1248.86	992.38	1252.82	4368.63
	b) Industrial Products	248.48	254.06	248.04	963.37
	c) Others	16.07	13.64	9.74	49.03
	Total	1513.41	1260.08	1510.60	5381.03
	Less : Inter Segment Revenue	27.09	21.28	21.26	82.38
	Revenue from Operations	1486.32	1238.80	1489.34	5298.65
2	Segment Results				
	a) Consumer & Bazaar Products	319.87	259.16	390.79	1246.95
	b) Industrial Products	36.47	40.94	45.22	165.25
	c) Others	(0.30)	(1.75)	0.05	(4.06)
	Total	356.04	298.35	436.06	1408.14
	Less : i) Finance Costs	1.46	1.43	1.38	5.68
	ii) Other Unallocable Expenditure net of Unallocable Income	37.21	132.93	48.72	257.74
	Total Profit Before Tax	317.37	163.99	385.96	1144.72
3	Segment Assets				
	a) Consumer & Bazaar Products	1617.68	1530.57	1504.35	1,530.57
	b) Industrial Products	439.83	426.39	396.02	426.39
	c) Others	43.58	40.74	39.35	40.74
	d) Unallocated	2585.91	2297.88	1970.21	2,297.88
	Total Segment Assets	4687.00	4295.58	3909.93	4295.58
4	Segment Liabilities				
	a) Consumer & Bazaar Products	658.78	568.33	618.73	568.33
	b) Industrial Products	164.86	151.59	157.13	151.59
	c) Others	9.93	8.19	5.63	8.19
	d) Unallocated	235.99	168.12	203.97	168.12
	Total Segment Liabilities	1069.56	896.23	985.46	896.23

Unallocated Segment Assets as at 30th June, 2017 include the following:-

- Capital Work in Progress Rs. 101.35 Crores (30th June, 2016 Rs. 123.68 Crores) of Synthetic Elastomer Project,
- Investments in units of mutual funds/ term deposits with banks Rs. 1663.83 Crores (30th June, 2016 Rs. 974.05 Crores)

The Company prepared its first Ind AS compliant financial statements for the year ended 31st March, 2017, and had availed certain Ind AS 101 exemptions while finalising its interim financial results for the quarter ended 30th June, 2016; it further availed certain other Ind AS 101 exemptions as permissible, while finalising its financial statements for the year ended 31st March, 2017. Consequently, Capital Work in progress and Reserves disclosed above for the quarter ended 30th June, 2016 are lower by Rs 84.99 Crores as compared to the numbers reported earlier.

Notes to the Standalone Financial Results:

- The above results have been reviewed by the Audit Committee on 24th July, 2017 and approved by the Board of Directors at their meeting held on 25th July, 2017.
- The Company has opted to publish Standalone as well as Consolidated Financial Results. The Statutory Auditors have carried out a "Limited Review" of the above financial results for the quarter ended 30th June, 2017.
- The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 read with the relevant rules of the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) (Amendment) Rules, 2016.
- Exceptional items represent impairment loss on investment in subsidiary companies Rs. 94.34 crores for the quarter and year ended 31st March, 2017.
- The figures for the quarter ended 31st March, 2017 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter for the period ended 31st December, 2016.
- Previous periods' figures are restated/regrouped wherever necessary, to make them comparable.

Mumbai
Dated : 25th July, 2017

BHARAT PURI
Managing Director

PIDILITE INDUSTRIES LIMITED

REGD. OFFICE : 7th Floor, Regent Chambers, Jammalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021
Tel No. 91 22 2835 7000 Fax : 91 22 2835 6007
Email address : investor.relations@pidilite.co.in Website : www.pidilite.com CIN : L24100MH1969PLC014336

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2017

Rs Crores

Sr. No.	Particulars	For the Quarter ended			
		30.06.2017		31.03.2017	
		Unaudited	Audited	Unaudited	Audited
1	Total Income				
	a) Revenue from Operations	1669.27	1404.32	1691.31	6062.31
	b) Other Income	43.22	28.56	24.07	112.25
	Total Income	1712.49	1432.88	1715.38	6174.56
2	Expenses				
	a) Cost of materials consumed	645.54	613.39	585.34	2270.43
	b) Purchases of stock-in-trade	86.24	87.65	104.66	399.86
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	6.33	(93.76)	57.91	(30.73)
	d) Excise Duty	140.35	108.93	121.94	445.52
	e) Employee benefits expense	180.92	161.25	162.52	645.27
	f) Finance costs	3.73	4.81	3.53	13.93
	h) Depreciation and amortisation expense	31.26	29.59	25.75	115.14
	i) Other expenses	288.91	269.01	265.01	1072.17
	Total Expenses	1383.28	1180.87	1326.66	4931.59
3	Share of profit of associate	0.43	1.41	0.64	3.53
4	Share of profit of joint venture	0.12	0.94	0.22	1.77
5	Profit before tax (1-2+3+4)	329.76	254.36	389.58	1248.27
6	Tax Expense				
	Current tax	98.03	95.12	119.88	375.28
	Deferred tax	5.22	2.01	(2.45)	9.77
7	Profit for the period (5-6)	226.51	157.23	272.15	863.22
	Attributable to:				
	Shareholders of the Company	226.49	156.90	269.99	859.99
	Non Controlling Interest	0.02	0.33	2.16	3.23
8	Other Comprehensive Income				
	Items that will not be reclassified to profit or loss	(0.68)	1.54	(0.08)	(2.21)
	Income tax relating to items that will not be reclassified to profit or loss	0.20	(1.05)	-	0.04
	Items that will be reclassified to profit or loss	(4.52)	-	-	-
	Total Other Comprehensive Income	(5.00)	0.49	(0.08)	(2.17)
	Attributable to:				
	Shareholders of the Company	(5.00)	0.49	(0.08)	(2.17)
	Non Controlling Interest	-	-	-	-
9	Total Comprehensive Income for the period (7+8)	221.51	157.72	272.07	861.05
	Attributable to:				
	Shareholders of the Company	221.49	157.39	269.91	857.82
	Non Controlling Interest	0.02	0.33	2.16	3.23
10	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	51.27	51.27	51.27	51.27
11	Other Equity				3419.64
12	Earnings per equity share in Rs.				
	a) Basic	@ 4.42	@ 3.06	@ 5.27	16.77
	b) Diluted	@ 4.42	@ 3.06	@ 5.26	16.77

@ For the period only and not annualised.
See accompanying Notes to Financial Results

CONSOLIDATED UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2017

Sr. No.	Particulars	Rs Crores			
		For the Quarter ended			For the Year ended
		30.06.2017	31.03.2017	30.06.2016	31.03.2017
	Unaudited	Audited	Unaudited	Audited	
1	Segment Revenue				
	a) Consumer & Bazaar Products	1431.81	1157.90	1454.79	5132.29
	b) Industrial Products	248.48	254.06	248.04	963.37
	c) Others	16.07	13.64	9.74	49.03
	Total	1696.36	1425.60	1712.57	6144.69
	Less : Inter Segment Revenue	27.09	21.28	21.26	82.38
	Revenue from Operations	1669.27	1404.32	1691.31	6062.31
2	Segment Results				
	a) Consumer & Bazaar Products	330.02	265.11	391.54	1256.45
	b) Industrial Products	36.47	40.94	45.22	165.25
	c) Others	(0.30)	(1.75)	0.05	(4.06)
	Total	366.19	304.30	436.81	1417.64
	Less : i) Finance Costs	3.73	4.81	3.53	13.93
	ii) Other Unallocable Expenditure net of Unallocable Income	33.25	47.48	44.56	160.74
	Add: Share of profit of associate/joint venture	0.55	2.35	0.86	5.30
	Total Profit Before Tax	329.76	254.36	389.58	1248.27
3	Segment Assets				
	a) Consumer & Bazaar Products	2568.96	2478.43	2522.28	2478.43
	b) Industrial Products	439.83	426.39	396.02	426.39
	c) Others	43.58	40.74	39.35	40.74
	d) Unallocated	2105.41	1828.63	1445.74	1828.63
	Total Segment Assets	5157.78	4774.19	4403.39	4774.19
4	Segment Liabilities				
	a) Consumer & Bazaar Products	1057.07	981.35	1109.85	981.35
	b) Industrial Products	164.86	151.58	157.13	151.58
	c) Others	9.93	8.19	5.63	8.19
	d) Unallocated	232.02	162.16	209.73	162.16
	Total Segment Liabilities	1463.88	1303.28	1482.34	1303.28

Unallocated Segment Assets as at 30th June, 2017 include the following:-

- a) Capital Work in Progress Rs. 101.35 Crores (30th June, 2016 Rs. 123.68 Crores) of Synthetic Elastomer Project,
- b) Investments in units of mutual funds/ term deposits with banks Rs. 1663.83 Crores (30th June, 2016 Rs. 974.05 Crores)

The Company prepared its first Ind AS compliant financial statements for the year ended 31st March, 2017, and had availed certain Ind AS 101 exemptions while finalising its interim financial results for the quarter ended 30th June, 2016; it further availed certain other Ind AS 101 exemptions as permissible, while finalising its financial statements for the year ended 31st March, 2017. Consequently, Capital Work in progress and Reserves disclosed above for the quarter ended 30th June, 2016 are lower by Rs 84.99 Crores as compared to the numbers reported earlier.

Notes to the Consolidated Financial Results:

1. The above results have been reviewed by the Audit Committee on 24th July, 2017 and approved by the Board of Directors at their meeting held on 25th July, 2017.
2. The Company has opted to publish Standalone as well as Consolidated Financial Results. The above results comprise the results of Pidilite Industries Ltd. (Holding Company), 26 subsidiary companies, two partnership firms, one associate company and one joint venture. The Statutory Auditors have carried out a "Limited Review" of the above financial results for the quarter ended 30th June, 2017.
3. The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 read with the relevant rules of the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards)
4. Pidilite USA Inc. (PUSA), a wholly owned subsidiary of the Company has sold the business of one of the divisions (Cyclo Division) of PUSA to Niteo Products LLC, USA. Some of the trademarks used by the Cyclo Division were owned by Pidilite International Pte Ltd., Singapore, a wholly owned subsidiary of the Company and the same stand assigned to Niteo Products LLC, USA. The above financials results include the profit of Rs 5.83 Crores on sale of the assets of Cyclo division.
5. The figures for the quarter ended 31st March, 2017 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter for the period ended 31st December, 2016.
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Mumbai
Dated : 25th July, 2017

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Managing Director