

Q1' FY 26

Earnings Presentation

OUR BRANDS



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.

PERFORMANCE OVERVIEW

- Current quarter's revenue growth of 10.6% was underpinned by UVG of 9.9% across categories and geographies.
- Consumer and Bazaar ('C&B') UVG was 9.3% with sequential improvement.
- Business to Business (B2B) continued to report robust UVG 12.6%.
- Gross Margins were in line with Q1 FY25 however EBITDA margins improved by 101 bps over Q1 FY25 to 25.6%.
- Domestic subsidiaries reported QoQ sales growth of 11.5% and EBITDA margin of 11.9%. EBITDA grew by 31.7% driven by softening of material cost.
- Revenue and EBITDA of International subsidiaries grew by 6.4% and 9.0% respectively over Q1 FY25. EBITDA margins improved by 34 bps over Q1FY25.
- Consolidated current quarter recorded revenue growth of 10.6%
- Consolidated EBITDA increased by 15.8% over Q1 FY25 and Profit after tax grew by 18.7%.

PERFORMANCE OVERVIEW

- To commemorate the 101st Birth Anniversary of the founder Shri BK Parekh, the company announced bonus issue and a special dividend. The Board of Directors in its meeting held on 6 Aug 2025 has approved# the issue of 1 fully paid bonus equity shares of face value Rs. 1/ for every 1 fully paid equity share of face value Rs. 1/. The company has also announced special interim dividend of Rs. 10 per share.
- As we look ahead, we continue to remain cautiously optimistic as the domestic operating environment improves with good monsoons, steady demand conditions especially in the construction sector, lower interest rates and recent measures to improve liquidity.
- We however remain watchful of geopolitical developments with its likely impact on supply chain disruptions and uncertainty around global tariffs.
- We remain committed to our strategic agenda of delivering consistent, profitable volume led growth through investment in our brands, supply chain and people.

FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

Q1' FY26

	NET SALES [#]	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 3,742 Cr	Rs. 941 Cr	Rs. 916 Cr	Rs. 678 Cr
YOY GROWTH	10.6%	15.8%	19.1%	18.7%
STANDALONE	Rs. 3,467 Cr	Rs. 888 Cr	Rs. 879 Cr	Rs. 650 Cr
YOY GROWTH	10.6%	15.2%	18.5%	17.8%

*EBITDA is before non-operating income. PBT is Profit before tax and Exceptional Items.

SEGMENT SUMMARY - STANDALONE

(in INR Crores)

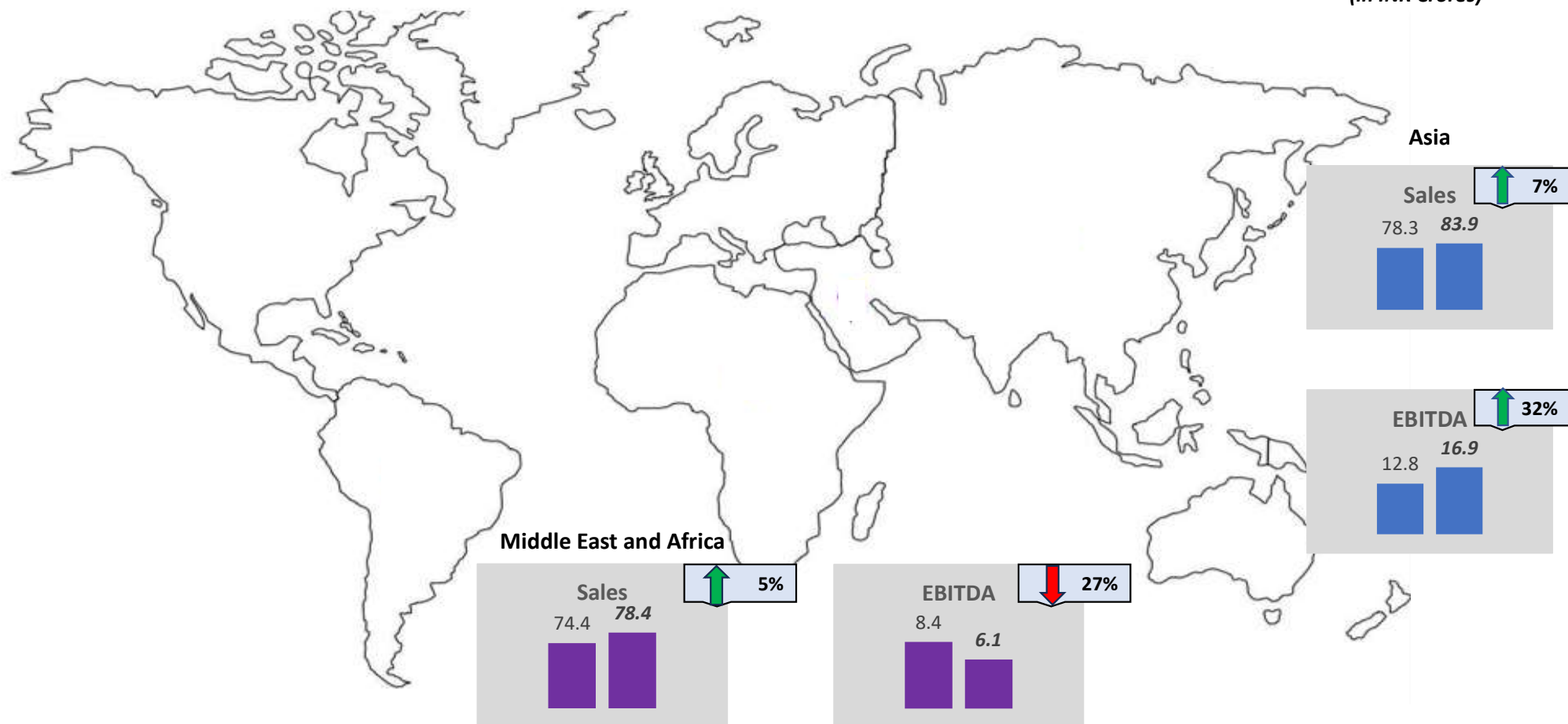
Sr. No.	PARTICULARS	Q1' 25	Q1' 26	Growth (%)
1	Segment Sales			
	a) C&B	2,557	2,818	10.2%
	b) B2B	629	702	11.6%
	c) Others	13	14	9.7%
	Total	3,198	3,534	10.5%
	Less : Inter Segment Sales	64	66	3.6%
	Net Sales	3,134	3,467	10.6%
2	Segment Results (PBIT)^			
	a) C&B	779	904	16.1%
	<i>Margins (PBIT/Sales)</i>	<i>30.5%</i>	<i>32.1%</i>	
	b) B2B	107	131	23.1%
	<i>Margins (PBIT/Sales)</i>	<i>17.0%</i>	<i>18.7%</i>	
	c) Others	1	2	32.3%
	Total Segment Results	886	1,037	16.9%
	Less : i) Finance Costs	8	6	-25.3%
	ii) Other unallocable expenditure net of unallocable income	136	151	11.2%
	Profit Before Tax (PBT)*	742	879	18.5%

^PBIT is Profit Before Interest, Tax and Exceptional Items.

*PBT is Profit Before Tax and Exceptional Items.

OVERSEAS SUBSIDIARIES PERFORMANCE Q1 FY'26

(in INR Crores)



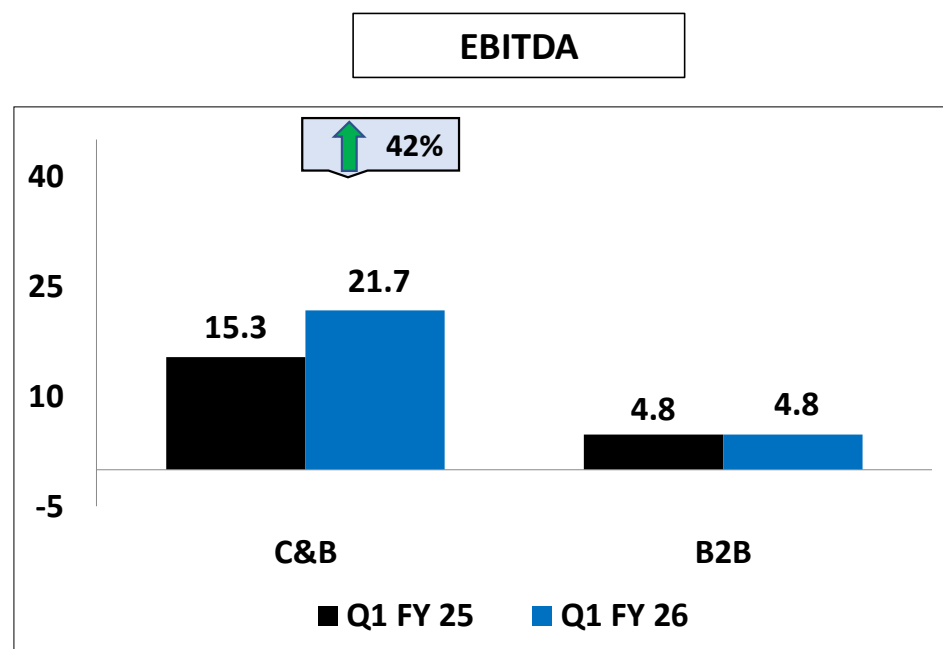
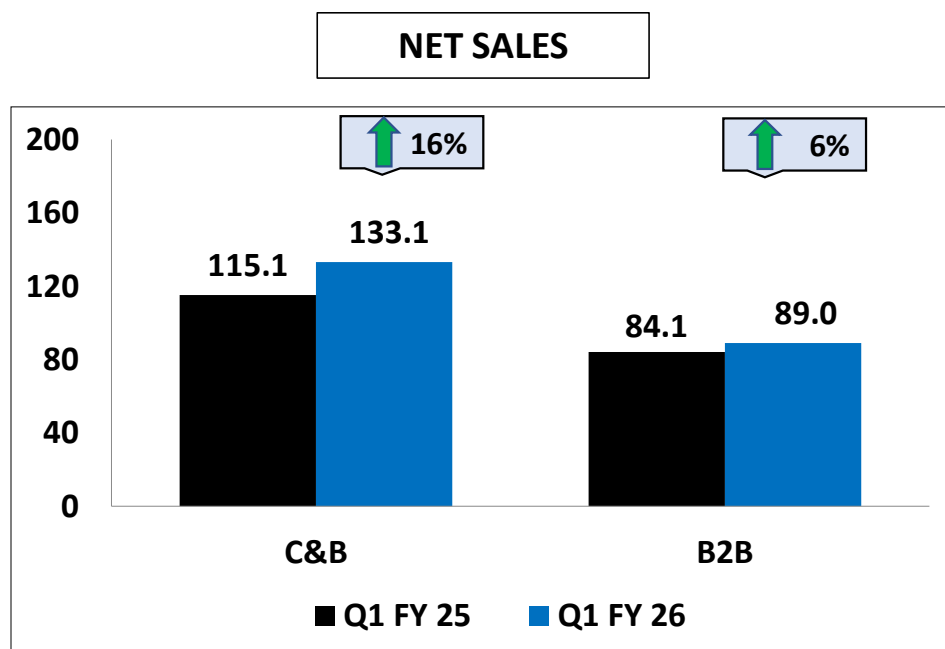
i) The above numbers are at constant currency, excluding translation and consolidation adjustments.

ii) Amounts in 'bold' denotes CY; Growth% represents growth over PY.

iii) Performance of Pidilite USA and Pulvitec Brazil has been excluded in PY

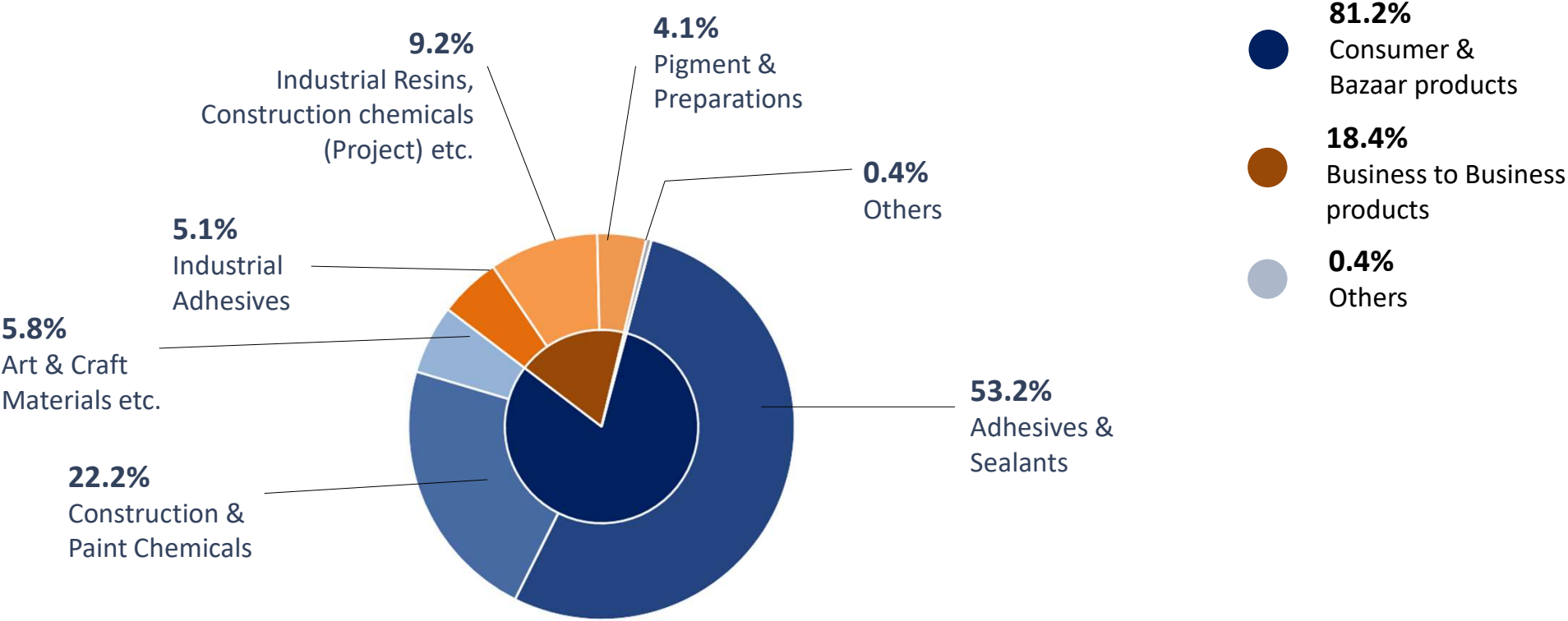
DOMESTIC SUBSIDIARIES PERFORMANCE Q1 FY'26

(in INR Crores)



EBITDA is before exceptional items. Figures are reported excluding consolidation adjustments.

INDUSTRY SEGMENT COMPOSITION

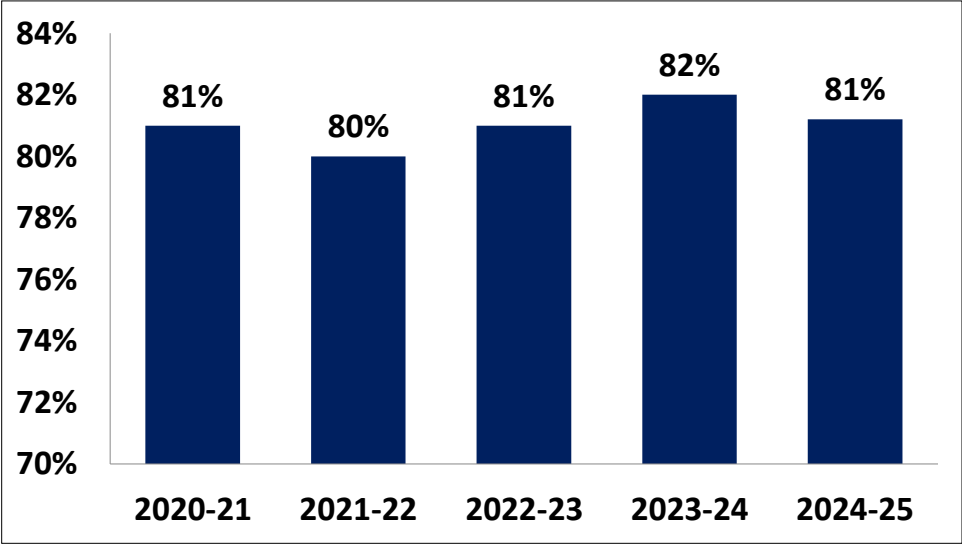


Standalone Results - % of Total Sales based on FY 2024-25

5-Year Performance by Business Segments (Standalone)

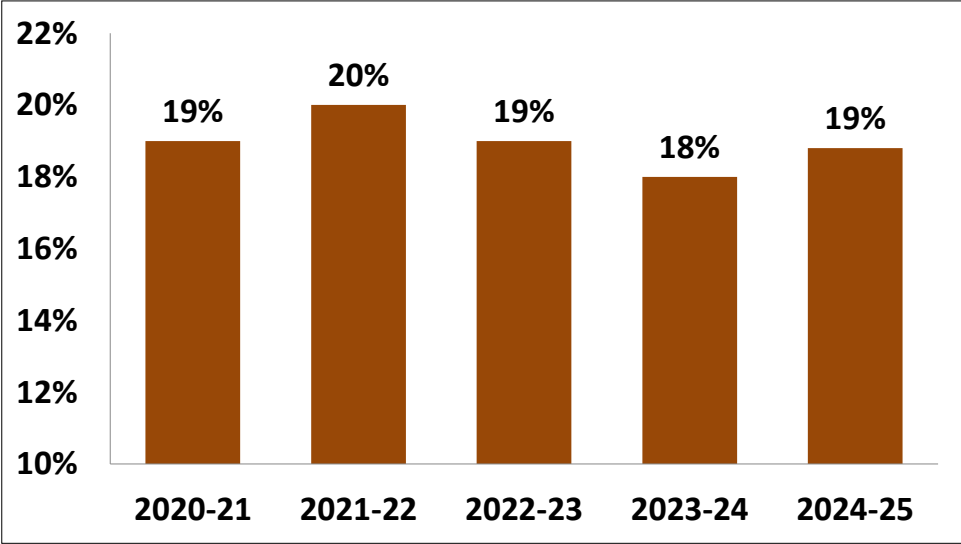
Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)



Business to Business (B2B)

B2B includes Others also



COMPANY AT A GLANCE

Brand established in 1959

Pioneer in Consumer & Specialty Chemicals

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

History of creating **strong brands**

Among the **most trusted brands** in the country. Other big brands include M-Seal, Fevickwik, Fevistik, Roff, Dr. Fixit, Fevicryl, Araldite, Araldite Carpenter and Araseal.

Domestic Presence

33 plants & **31** co-makers

8 Regional offices & **5** RDCs

47 Warehouses

14 domestic subsidiaries (including **1** partnership firm) and **6** associates

International manufacturing facilities in Thailand, Dubai, Egypt, Bangladesh, Sri Lanka & Kenya

19 overseas subsidiaries (**5** direct and **14** step-down) and **1** Joint Venture

Rs. 647 Cr revenue from overseas subsidiaries in FY 25

Standalone Export Revenue of **Rs. 993 Cr** in FY 25

Revenue Figures are excluding consolidation adjustments.

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

5 R&D centres in India.

1 in Singapore

6,100+ SKUs of **800+** Products

8,150+ employees at Standalone level

5050+ distributors in India

Creating Value by Creating Categories





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

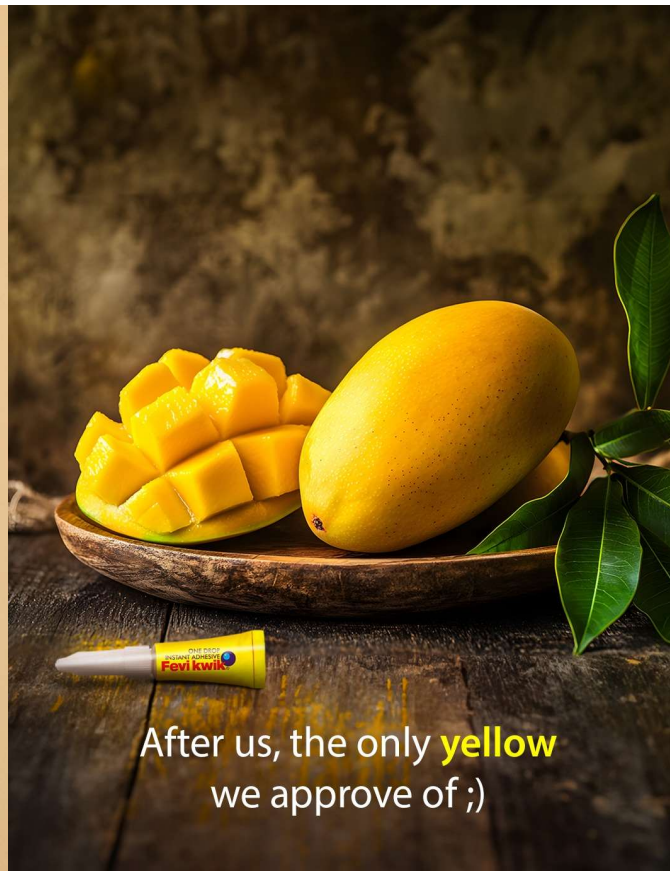
Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, etc.)

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.

CONNECTING DIGITALLY



 **Fevicol**

Nahi @fevicolkajod just a solid Prep. Cover.
Set routine 🍌 But thanks for the complime
#NykaaFevicol #prepcoversetkajod #Fevicolkajod #Mazbootjod



Heat ho ya humidity,
base make up
hilega nahi.

PREP
COVER
SET
BY NYKAA

Galti se kahi
Fevicol
toh nahi laga diya ?



CELEBRATING OCCASSIONS- DIGITAL WAY



Pidilite

**Strong Bonds.
Beautiful Finishes.**

Only possible with your hard work

#HappyLabourDay

Roff

TILE & STONE FIXING EXPERT



DR. FIXIT
WATERPROOFING EXPERT

Let water splashes bring joy.
And not wall leaks that annoy.

#HappyHoli

1800 209 5504 | www.drfixit.co.in | info.drfixit@pidilite.com



FEVICOL

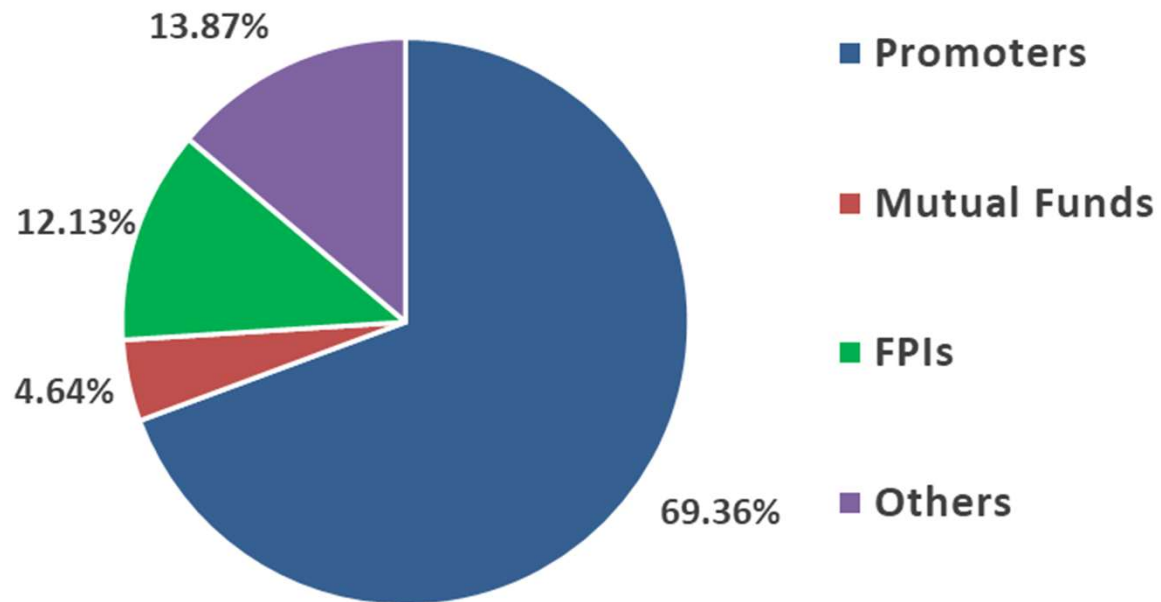
We heard someone say "I will sleep like a baby tonight" :)

[Congratulations RCB , Finals , RCB vs PBKS ,
Fevicol Ka Jod , Mazboot Jod]

Ee sala cup namde chipak gaya ;)

FEVICOL

SHARE HOLDING PATTERN- 30th June 2025

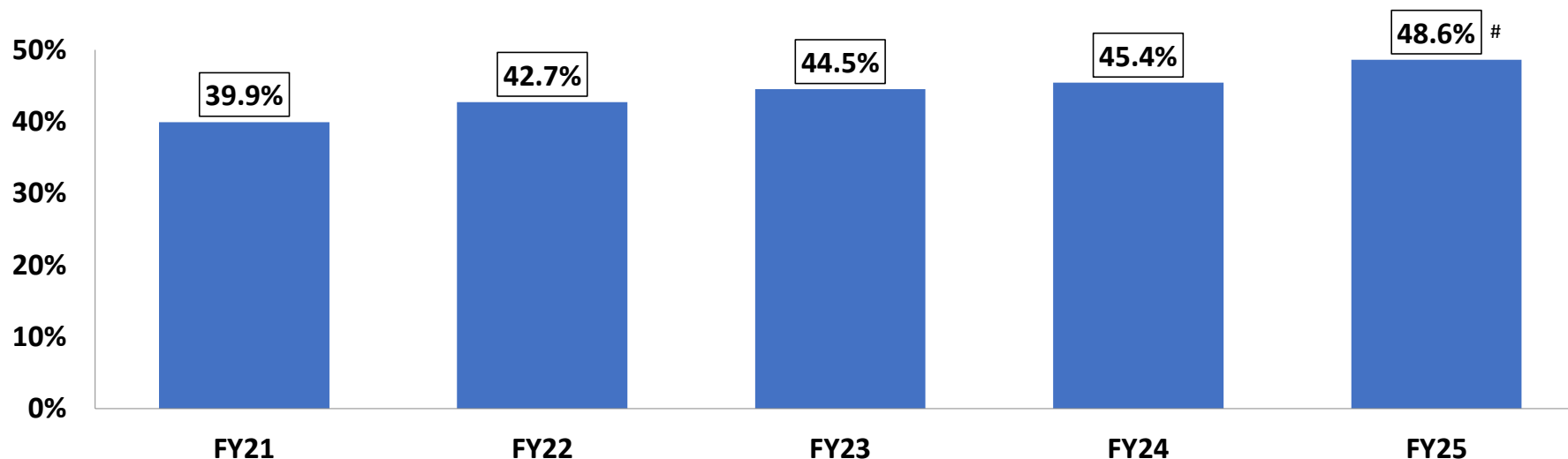


SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



Other Updates:

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Note: The Net Profit considered for above calculation is excluding exceptional items

#The proposal is subject to approval of shareholders at the AGM.



Pidilite

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