

31<sup>st</sup> October, 2018

The Secretary  
BSE Ltd.  
Corporate Relationship Dept.,  
14<sup>th</sup> floor, P. J. Tower,  
Dalal Street, Fort  
Mumbai - 400 001  
**Stock Code – 500331**

The Secretary  
National Stock Exchange of India Ltd.  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai - 400 051  
**Stock Code - PIDILITIND**

Sub: Investor Update

Dear Sir,

Please find attached the Investor Update for the quarter and half year ended 30<sup>th</sup> September, 2018 and a presentation.

Thanking You,

Yours faithfully,

**For Pidilite Industries Limited**

  
**P. Ganesh**  
**Chief Financial Officer**

**Encl: as above**

AA

**Pidilite Industries Limited**

**Corporate Office**  
Ramkrishna Mandir Road  
Andheri - E, Mumbai 400059, India

**Regd. Office**  
Regent Chambers, 7th Floor  
Jamnalal Bajaj Marg  
208 Nariman Point  
Mumbai 400 021

T + 91 22 2835 7000  
2835 7952 / 2835 7365  
F + 91 22 2830 4482  
www.pidilite.com  
CIN:L24100MH1969PLC014336



## Pidilite Industries Limited

### Investor Update

Quarter and half year ended September 2018

#### Coverage

- Financial Highlights
- Business segment wise results
- Overseas subsidiaries performance
- Domestic subsidiaries performance
- Financial Results

#### Financial Highlights

Particulars	Standalone		Consolidated	
	Quarter Ended Sept'18	Half Year Ended Sept'18	Quarter Ended Sept'18	Half Year Ended Sept'18
Sales Growth	11.9%	16.8%*	15.5%	19.5%*
EBITDA Growth	-6.5%	4.3%	-1.9%	8.0%

#### Investor Communication

This investor update covers the Company's performance for the quarter and half year ended 30<sup>th</sup> September 2018.

#### Contact information

Manisha Shetty, Additional Company Secretary

E-mail : manisha.shetty@pidilite.com

Telephone : 022-2835 7949

#### Financial Highlights

##### July - September 2018

##### Consolidated Performance as compared to the same quarter last year:

- Net sales grew by 15.5%.
- Material cost as a % to net sale is higher by 337 Bps.
- Other expenses increased by 15.5%, led by higher spends on A&SP.
- EBITDA before non-operating income declined by 1.9%, given the input cost led contraction in gross margins by 3.4% and higher A&SP spends.
- Profit before tax declined by 6.1%.
- Profit after tax declined by 8.6%. The higher decline in consolidated PAT as compared to EBIDTA is mainly on account of elimination of inter-company dividend and effect of tax thereon.

##### Standalone Performance as compared to the same quarter last year:

- Net sales grew by 11.9%, with sales volume & mix growth of 9.6%. This was driven by 10.7% growth in sales volume & mix of Consumer & Bazaar products and 4.8% growth in sales volume & mix of Industrial Products.
- Material cost as a % to net sales is higher by 360 Bps.
- Other expenses increased by 13.4%, led by higher spends on A&SP.
- EBITDA before non-operating income declined by 6.5%, given the input cost led contraction in gross margins by 3.6% and higher A&SP spends.
- Profit before tax declined by 4.8%.
- Profit after tax declined by 6.3%.

\*Reflecting accounting impact of GST (excise duty and net input taxes adjusted from sales of base half year).

## April – September 2018

### Consolidated Performance as compared to the same period last year:

- On a comparable basis\*, net sales grew by 19.5% (excluding sales of Cyclo division of Pidilite USA Inc., which was sold by Pidilite USA Inc. in June 2017).
- Material cost as a % to net sales is higher by 224 Bps.
- Other expenses excluding excise duty increased by 16.5%, led by higher spends on A&SP.
- EBITDA before non-operating income grew by 8.0%, given the input cost led contraction in gross margins by 2.2% and higher A&SP spends.
- Profit before tax increased by 3.4%.
- Profit after tax declined by 1.5%. The lower growth in consolidated PAT as compared to EBITDA is primarily on account of elimination of inter-company dividend and profit on transfer of certain intangible assets and effect of tax thereon.

### Standalone Performance as compared to the same period last year:

- On a comparable basis\*, net sales grew by 16.8%, with sales volume & mix growth of 13.8%. This was driven by 15.4% growth in sales volume & mix of Consumer & Bazaar products and 6.2% growth in sales volume & mix of Industrial Products.
- Material cost, as a % to net sales, is higher by 209 Bps.
- Other expenses excluding excise duty increased by 16.7%, led by higher spends on A&SP.
- EBITDA before non-operating income grew by 4.3%, given the input cost led contraction in gross margins by 2.1% and higher A&SP spends.
- Profit before tax increased by 8.7%.
- Profit after tax increased by 7.0%.

\*Reflecting accounting impact of GST (excise duty and net input taxes adjusted from sales of base half year).

### Business Segment Wise Performance – Standalone (On a comparable basis)

		Rs Crores					
Sr. No.	Particulars	Quarter ended			Half Year ended		
		Sept'18	Sept'17	% Changes	Sept'18	Sept'17	% Changes
<b>1</b>	<b>Segment Net Sales</b>						
	a) Consumer & Bazaar Products	1,268.4	1,135.3	11.7%	2,622.9	2,227.5	17.8%
	b) Industrial Products	251.6	224.9	11.9%	507.2	451.7	12.3%
	c) Others	17.3	12.9	34.2%	33.5	27.2	23.0%
	Total	1,537.3	1,373.1	12.0%	3,163.6	2,706.4	16.9%
	Less : Inter Segment Revenue	28.4	25.1	13.0%	62.2	52.2	19.2%
	<b>Net Sales</b>	<b>1,508.9</b>	<b>1,347.9</b>	<b>11.9%</b>	<b>3,101.4</b>	<b>2,654.2</b>	<b>16.8%</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products	374.4	395.0	-5.2%	796.3	717.1	11.0%
	b) Industrial Products	42.0	32.8	28.2%	80.0	69.5	15.0%
	c) Others	-1.8	-0.6	212.3%	-5.1	-0.9	481.6%
	Total	414.7	427.2	-2.9%	871.2	785.8	10.9%
	Less : i) Finance Costs	1.7	1.5	9.9%	3.7	3.0	23.6%
	ii) Other Unallocable Expenditure net of Unallocable Income	48.3	42.5	13.6%	105.6	82.2	28.5%
	<b>Total Profit Before Tax</b>	<b>364.8</b>	<b>383.2</b>	<b>-4.8%</b>	<b>761.9</b>	<b>700.6</b>	<b>8.7%</b>

### July - September 2018

- Net sales of Consumer & Bazaar segment grew by 11.7% whereas PBIT of Consumer & Bazaar segment declined by 5.2%.
- Net sales of Industrial Products segment grew by 11.9%. PBIT of Industrial products segment grew by 28.2%.

### April – September 2018

- Net sales\* of Consumer & Bazaar segment grew by 17.8%. PBIT of Consumer & Bazaar segment grew by 11.0%.
- Net sales\* of Industrial Products segment grew by 12.3%. PBIT of Industrial products segment grew by 15.0%.

\*Reflecting accounting impact of GST (excise duty and net input taxes adjusted from sales of base half year).

### Overseas subsidiaries performance

- The Company has 18 overseas subsidiaries (6 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 major geographies in constant currency terms is detailed below. These are like for like actual reported numbers excluding translations and other consolidation impacts.
- Figures displayed below do not include Sales and EBITDA of Cyclo Division of Pidilite USA (Cyclo business was sold by Pidilite USA in June 17).

Rs Crores

Sales	Quarter Ended			Half Year Ended		
	Sep'18	Sep'17	% Change	Sep'18	Sep'17	% Change
Pidilite USA Inc. (Sargent)	27.5	26.4	4.3%	55.1	60.2	-8.5%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	21.5	23.3	-8.0%	41.7	41.3	0.8%
Pidilite Speciality Chemicals Bangladesh Pvt Ltd	20.8	18.0	15.5%	47.8	40.9	17.0%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C	8.4	7.2	15.7%	16.1	14.6	10.1%
Pidilite Bamco Ltd includes Bamco Supply and Services	12.7	13.0	-2.4%	25.4	24.9	2.4%
Pidilite MEA Chemicals LLC	23.7	22.0	7.7%	46.1	41.1	12.2%
Pidilite Lanka Pvt Ltd	9.6	8.5	13.8%	17.0	14.0	21.4%
Others	2.1	2.0	1.9%	4.2	4.1	2.4%
<b>TOTAL SALES</b>	<b>126.3</b>	<b>120.5</b>	<b>4.8%</b>	<b>253.4</b>	<b>241.0</b>	<b>5.1%</b>

EBITDA	Quarter Ended			Half Year Ended		
	Sep'18	Sep'17	% Change	Sep'18	Sep'17	% Change
Pidilite USA Inc. (Sargent)	1.6	0.8	117.3%	3.2	3.9	-18.2%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	0.5	(0.4)	228.7%	0.0	(0.7)	101.3%
Pidilite Speciality Chemicals Bangladesh Pvt Ltd	3.2	3.0	7.3%	8.3	8.4	-1.5%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C	0.0	(0.4)	100.8%	(0.4)	(0.3)	-2.1%
Pidilite Bamco Ltd includes Bamco Supply and Services	(0.1)	1.1	-111.0%	0.7	1.5	-57.0%
Pidilite MEA Chemicals LLC	(1.4)	(2.9)	50.4%	(3.7)	(5.6)	33.8%
Pidilite Lanka Pvt Ltd	(0.7)	0.5	-242.1%	(1.0)	0.4	-348.0%
Others	(0.7)	(0.4)	-89.1%	(1.0)	7.2	-113.8%
<b>TOTAL EBITDA</b>	<b>2.4</b>	<b>1.2</b>	<b>95.6%</b>	<b>6.1</b>	<b>14.9</b>	<b>-59.1%</b>

- Pidilite USA sales grew by 4.3% over the same quarter last year. However, sales for the half year declined by 8.5% over the same period last year due to drop in demand for adult colouring products. EBITDA for the half year has declined by 18% over the same period last year due to lower sales and change in product/customer mix.
- Pulvitec do Brasil sales declined by 8% over the same quarter last year. EBITDA has shown small improvement.
- Pidilite Speciality Chemicals Bangladesh sales grew by 15.5% over the same quarter last year whereas EBITDA grew by 7.3%. EBITDA for the half year declined marginally due to increase in material cost and currency fluctuations.
- Pidilite Industries Egypt sales grew by 15.7% over the same quarter last year. EBITDA losses have reduced during the quarter.
- Pidilite Bamco Ltd and Bamco Supply and Services, subsidiaries in Thailand, reported decline in sales by 2.4% over the same quarter last year. EBITDA for the quarter declined on account of higher material cost and unfavourable customer mix.
- Pidilite MEA Chemicals sales grew by 7.7% over the same quarter last year. EBITDA losses for the quarter has reduced due to higher capacity utilisation and better product mix.
- Pidilite Lanka had a steady sales growth during the quarter. However, EBITDA declined due to higher manufacturing expenses and forex losses.

## Domestic subsidiaries performance

- The company has 9 domestic subsidiaries and 2 partnership firms.
- The performance of major subsidiaries is detailed below. These are like for like actual reported numbers and exclude consolidation impact.

Rs Crores

Sales - Rs Cr	Quarter Ended			Half year ended		
	Sep'18	Sep'17	% Changes	Sep'18	Sep'17	% Changes
Nina Waterproofing Systems Pvt Ltd	59.6	34.5	72.8%	119.7	80.8	48.2%
Percept Waterproofing Services Ltd	14.4	12.2	18.2%	30.8	24.2	27.2%
ICA Pidilite Pvt Ltd	44.3	33.4	32.7%	81.4	59.6	36.6%
Cipy Polyurethane Pvt Ltd	35.6	-	0.0%	73.1	-	0.0%
Others	15.6	10.0	55.2%	33.7	24.0	40.2%
<b>Total Sales</b>	<b>169.5</b>	<b>90.1</b>	<b>88.2%</b>	<b>338.7</b>	<b>188.6</b>	<b>79.6%</b>

EBITDA - Rs Cr	Quarter Ended			Half year ended		
	Sep'18	Sep'17	% Changes	Sep'18	Sep'17	% Changes
Nina Waterproofing Systems Pvt Ltd	2.7	2.8	-4.0%	10.1	7.7	31.3%
Percept Waterproofing Services Ltd	1.3	1.7	-25.2%	3.7	2.7	37.0%
ICA Pidilite Pvt Ltd	(0.3)	3.7	-108.8%	1.4	4.0	-66.3%
Cipy Polyurethane Pvt Ltd	4.7	-	0.0%	8.6	-	0.0%
Others	0.9	0.8	-16.8%	3.4	2.3	-45.1%
<b>Total EBITDA</b>	<b>9.2</b>	<b>9.0</b>	<b>2.9%</b>	<b>27.2</b>	<b>16.8</b>	<b>62.0%</b>

- Nina and Percept, subsidiaries engaged in waterproofing services, reported strong sales and EBITDA growth for the half year.
- ICA Pidilite reported good growth in sales for the half year. EBITDA for the half year was impacted by higher A&SP spends and foreign exchange losses.
- CIPY reported sales of Rs 35.6 Crs and EBITDA of 4.7 Crs for the quarter.

**PIDILITE INDUSTRIES LIMITED**

REGD. OFFICE : 7th Floor, Regent Chambers, Jamnalal 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 AND SIX MONTHS ENDED 30.09.2018**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Six Months ended		For the Year ended
		30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	<b>Total Income</b>						
	a) Revenue from Operations	1517.97	1608.31	1363.83	3126.28	2841.56	5490.96
	b) Other Income	43.54	64.50	34.92	108.04	70.36	136.49
	<b>Total Income</b>	<b>1561.51</b>	<b>1672.81</b>	<b>1398.75</b>	<b>3234.32</b>	<b>2911.92</b>	<b>5627.45</b>
2	<b>Expenses</b>						
	a) Cost of materials consumed	688.77	700.95	502.21	1389.72	1089.64	2271.28
	b) Purchases of stock-in-trade	80.41	84.66	58.75	165.07	138.82	275.13
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(4.81)	11.20	73.36	6.39	65.54	(8.48)
	d) Excise Duty	-	-	-	-	136.56	136.56
	e) Employee benefits expense	161.98	166.11	147.28	328.09	291.77	570.86
	f) Finance costs	1.66	2.01	1.51	3.67	2.97	6.06
	g) Depreciation and amortisation expense	23.65	22.93	23.10	46.58	45.94	91.48
	h) Other expenses	245.10	287.80	209.30	532.90	440.07	953.28
	<b>Total Expenses</b>	<b>1196.76</b>	<b>1275.66</b>	<b>1015.51</b>	<b>2472.42</b>	<b>2211.31</b>	<b>4296.17</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>364.75</b>	<b>397.15</b>	<b>383.24</b>	<b>761.90</b>	<b>700.61</b>	<b>1331.28</b>
4	Exceptional items	-	-	-	-	-	-
5	<b>Profit before tax (3-4)</b>	<b>364.75</b>	<b>397.15</b>	<b>383.24</b>	<b>761.90</b>	<b>700.61</b>	<b>1331.28</b>
6	<b>Tax Expense</b>						
	Current tax	109.29	128.10	118.84	237.39	213.13	356.89
	Deferred tax	10.84	2.12	3.45	12.96	9.45	19.20
7	<b>Profit for the period (5-6)</b>	<b>244.62</b>	<b>266.93</b>	<b>260.95</b>	<b>511.55</b>	<b>478.03</b>	<b>955.19</b>
8	<b>Other Comprehensive Income</b>						
	Items that will not be reclassified to profit or loss	(3.20)	(0.04)	(0.74)	(3.24)	(1.44)	0.20
	Income tax relating to items that will not be reclassified to profit or loss	1.11	0.01	0.24	1.12	0.44	(0.07)
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>242.53</b>	<b>266.90</b>	<b>260.45</b>	<b>509.43</b>	<b>477.03</b>	<b>955.32</b>
10	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	50.79	50.78	51.28	50.79	51.28	50.78
11	<b>Other Equity</b>						3513.15
12	<b>Earnings per equity share in Rs.</b>						
	a) Basic	@ 4.82	@ 5.26	@ 5.09	@ 10.07	@ 9.32	18.81
	b) Diluted	@ 4.81	@ 5.25	@ 5.09	@ 10.07	@ 9.32	18.80

@ For the period only and not annualised.

See accompanying Notes to Financial Results

**STANDALONE UNAUDITED SEGMENT INFORMATION FOR THE QUARTER AND SIX MONTHS ENDED 30.09.2018**

Sr. No.	Particulars	Rs Crores					
		For the Quarter ended			For the Six Months ended		For the Year ended
		30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
<b>1</b>	<b>Segment Revenue</b>						
	a) Consumer & Bazaar Products	1275.09	1368.31	1148.61	2643.39	2388.88	4546.29
	b) Industrial Products	253.92	257.60	226.60	511.52	475.08	994.77
	c) Others	17.37	16.23	13.75	33.60	29.82	55.81
	Total	1546.38	1642.14	1388.96	3188.51	2893.78	5596.87
	Less : Inter Segment Revenue	28.41	33.83	25.13	62.23	52.22	105.91
	<b>Revenue from Operations</b>	<b>1517.97</b>	<b>1608.31</b>	<b>1363.83</b>	<b>3126.28</b>	<b>2841.56</b>	<b>5490.96</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products	374.40	421.89	394.99	796.28	717.10	1349.96
	b) Industrial Products	42.04	37.93	32.80	79.97	69.52	158.29
	c) Others	(1.78)	(3.29)	(0.57)	(5.06)	(0.87)	(1.94)
	Total	414.66	456.53	427.22	871.19	785.75	1506.31
	Less : i) Finance Costs	1.66	2.01	1.51	3.67	2.97	6.06
	ii) Other Unallocable Expenditure net of Unallocable Income	48.25	57.37	42.47	105.62	82.17	168.97
	<b>Total Profit Before Tax</b>	<b>364.75</b>	<b>397.15</b>	<b>383.24</b>	<b>761.90</b>	<b>700.61</b>	<b>1331.28</b>
<b>3</b>	<b>Segment Assets</b>						
	a) Consumer & Bazaar Products	1940.08	1883.80	1764.61	1940.08	1764.61	1822.41
	b) Industrial Products	553.52	532.35	466.17	553.52	466.17	508.51
	c) Others	55.11	45.74	41.07	55.11	41.07	46.54
	d) Unallocated	2407.94	2596.65	2339.56	2407.94	2339.56	2,250.49
	<b>Total Segment Assets</b>	<b>4956.65</b>	<b>5058.54</b>	<b>4611.41</b>	<b>4956.65</b>	<b>4611.41</b>	<b>4627.95</b>
<b>4</b>	<b>Segment Liabilities</b>						
	a) Consumer & Bazaar Products	782.00	745.27	671.96	782.00	671.96	727.27
	b) Industrial Products	200.59	205.61	171.69	200.59	171.69	163.22
	c) Others	11.10	10.04	5.36	11.10	5.36	5.92
	d) Unallocated	251.81	265.58	176.76	251.81	176.76	167.61
	<b>Total Segment Liabilities</b>	<b>1245.50</b>	<b>1226.50</b>	<b>1025.77</b>	<b>1245.50</b>	<b>1025.77</b>	<b>1064.02</b>

Unallocated Segment Assets as at 30th September 2018 include the following:-

- a) Capital Work in Progress Rs. 101.35 Crores (30th June 2018 Rs. 101.35 Crores, 31st March 2018 Rs. 101.35 Crores and 30th September 2017 Rs. 101.35 Crores) of Synthetic Elastomer Project,
- b) Investments in units of mutual funds, debenture, bonds, term deposits with banks, etc Rs. 1299.54 Crores (30th June 2018 Rs. 1483.04 Crores, 31st March 2018 Rs. 1176.59 Crores and 30th September 2017 Rs. 1467.43 Crores)



**STANDALONE UNAUDITED STATEMENT OF ASSETS AND LIABILITIES AS AT 30.09.2018**

Rs Crores

Sr No	Particulars	As at 30.09.2018 Unaudited	As at 31.03.2018 Audited
A	<b>ASSETS</b>		
1	<b>Non Current Assets</b>		
	(a) Property, Plant and Equipment	662.84	656.62
	(b) Capital Work-In-Progress	177.53	164.13
	(c) Goodwill	86.11	86.11
	(d) Other Intangible Assets	196.54	197.34
	(e) <b>Financial Assets</b>		
	(i) Investments	827.68	713.68
	(ii) Loans	2.95	3.32
	(iii) Other Financial Assets	11.80	11.69
	(f) Income Tax Assets (net)	53.41	62.27
	(g) Other Non-Current Assets	81.62	69.25
	<b>Total Non Current Assets</b>	<b>2,100.48</b>	<b>1,964.41</b>
2	<b>Current Assets</b>		
	(a) Inventories	660.47	630.94
	(b) <b>Financial Assets</b>		
	(i) Investments	1,119.53	1,072.01
	(ii) Trade Receivables	837.22	689.59
	(iii) Cash and Cash equivalents	74.68	66.12
	(iv) Bank balances other than (iii) above	5.37	11.64
	(v) Loans	15.79	13.22
	(vi) Other Financial Assets	11.31	8.59
	(c) Current Tax Assets	-	23.66
	(d) Other Current Assets	131.80	147.77
	<b>Total Current Assets</b>	<b>2,856.17</b>	<b>2,663.54</b>
	<b>TOTAL ASSETS</b>	<b>4,956.65</b>	<b>4,627.95</b>
B	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	(a) Equity Share Capital	50.79	50.78
	(b) Other Equity	3,660.36	3,513.15
	<b>Total Equity</b>	<b>3,711.15</b>	<b>3,563.93</b>
	<b>LIABILITIES</b>		
1	<b>Non-Current Liabilities</b>		
	(a) Financial Liabilities		
	(i) Other Financial Liabilities	43.29	43.01
	(b) Provisions	30.14	29.57
	(c) Deferred Tax Liabilities (net)	114.74	102.90
	<b>Total Non-Current Liabilities</b>	<b>188.17</b>	<b>175.48</b>
2	<b>Current Liabilities</b>		
	(a) <b>Financial Liabilities</b>		
	(i) Trade Payables		
	- Due to Micro and Small Enterprises	23.48	19.58
	- Due to others	478.19	408.58
	(ii) Other Financial Liabilities	390.32	394.36
	(b) Other Current Liabilities	71.00	49.46
	(c) Provisions	14.41	9.78
	(d) Current Tax Liabilities (net)	79.93	6.78
	<b>Total Current Liabilities</b>	<b>1,057.33</b>	<b>888.54</b>
	<b>Total Liabilities</b>	<b>1,245.50</b>	<b>1,064.02</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,956.65</b>	<b>4,627.95</b>

Notes to the Standalone Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 30th October 2018.
2. 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 and six months ended 30th September 2018.
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) (Amendment)
4. Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July 2017, Revenues are required to be net of GST. Accordingly, the Revenues for the periods upto 30th September 2017 included Excise Duty and are not comparable to those presented thereafter. Revenues for the six months ended 30th September 2017 include Excise Duty upto 30th June 2017. The following additional information is being provided for ease of understanding:

	Rs Crores					
	Quarter ended			Six Months ended		Year ended
	30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
<b>Revenue from Operations (A)</b>	1517.97	1608.31	1363.83	3126.28	2841.56	5490.96
<b>Excise Duty (B)</b>	-	-	-	-	136.56	136.56
<b>Revenue from Operations excluding Excise Duty (A-B)</b>	1517.97	1608.31	1363.83	3126.28	2705.00	5354.40

5. During the quarter, the Company allotted 1,09,000 equity shares of face value of Re. 1/- each under Employee Stock Option Scheme - 2012 and 19,900 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the eligible employees of the Company and its subsidiaries.
6. The Company granted options for 2,71,400 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 on 30th October 2018.
7. The current tax for the year ended 31st March 2018 includes Rs. 46.47 Crores being excess provision written back of earlier years.
8. Previous periods' figures are regrouped to make them comparable with those of current period.

Mumbai  
Dated : 30th October 2018

**BHARAT PURI**  
Managing Director  
DIN: 02173566

**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 AND SIX MONTHS ENDED 30.09.2018**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Six Months ended		For the Year ended
		30.09.2018 Unaudited	30.06.2018 Unaudited	30.09.2017 Unaudited	30.09.2018 Unaudited	30.09.2017 Unaudited	31.03.2018 Audited
1	<b>Total Income</b>						
	a) Revenue from Operations	1757.44	1834.07	1529.87	3591.51	3190.55	6218.76
	b) Other Income	27.63	32.13	33.67	59.76	76.89	148.41
	<b>Total Income</b>	<b>1785.07</b>	<b>1866.20</b>	<b>1563.54</b>	<b>3651.27</b>	<b>3267.44</b>	<b>6367.17</b>
2	<b>Expenses</b>						
	a) Cost of materials consumed	808.34	791.77	551.91	1600.11	1197.45	2565.02
	b) Purchases of stock-in-trade	99.13	105.46	86.54	204.59	172.78	318.86
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(18.31)	10.15	80.53	(8.16)	86.86	3.77
	d) Excise Duty	-	-	-	-	140.35	140.35
	e) Employee benefits expense	203.70	207.10	183.70	410.80	364.62	712.40
	f) Finance costs	6.02	7.27	3.87	13.29	7.60	15.54
	h) Depreciation and amortisation expense	31.58	30.11	29.61	61.69	60.87	119.88
	i) Other expenses	299.74	337.93	251.13	637.67	531.45	1137.14
	<b>Total Expenses</b>	<b>1430.20</b>	<b>1489.79</b>	<b>1187.29</b>	<b>2919.99</b>	<b>2561.98</b>	<b>5012.96</b>
3	<b>Share of profit of associate</b>	(0.11)	0.46	1.08	0.35	1.51	4.75
4	<b>Share of profit of joint venture</b>	(0.54)	(0.04)	0.04	(0.58)	0.16	(0.16)
5	<b>Profit before tax (1-2+3+4)</b>	<b>354.22</b>	<b>376.83</b>	<b>377.37</b>	<b>731.05</b>	<b>707.13</b>	<b>1358.80</b>
6	<b>Tax Expense</b>						
	Current tax	113.18	134.28	121.14	247.46	219.17	374.08
	Deferred tax	9.86	1.77	3.31	11.63	8.53	18.63
7	<b>Profit for the period (5-6)</b>	<b>231.18</b>	<b>240.78</b>	<b>252.92</b>	<b>471.96</b>	<b>479.43</b>	<b>966.09</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	231.63	238.67	251.91	470.30	478.40	962.35
	Non Controlling Interest	(0.45)	2.11	1.01	1.66	1.03	3.74
8	<b>Other Comprehensive Income</b>						
	Items that will not be reclassified to profit or loss	(3.24)	(0.23)	(0.85)	(3.47)	(1.53)	(0.02)
	Income tax relating to items that will not be reclassified to profit or loss	1.12	0.07	0.26	1.19	0.46	-
	Items that will be reclassified to profit or loss	17.27	2.23	4.87	19.50	0.35	(1.52)
	<b>Total Other Comprehensive Income</b>	<b>15.15</b>	<b>2.07</b>	<b>4.28</b>	<b>17.22</b>	<b>(0.72)</b>	<b>(1.54)</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	14.90	2.22	4.28	17.12	(0.72)	(1.70)
	Non Controlling Interest	0.25	(0.15)	-	0.10	-	0.16
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>246.33</b>	<b>242.85</b>	<b>257.20</b>	<b>489.18</b>	<b>478.71</b>	<b>964.55</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	246.53	240.89	256.19	487.42	477.68	960.65
	Non Controlling Interest	(0.20)	1.96	1.01	1.76	1.03	3.90
10	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	50.79	50.78	51.28	50.79	51.28	50.78
11	<b>Other Equity</b>						3523.26
12	<b>Earnings per equity share in Rs.</b>						
	a) Basic	@ 4.56	@ 4.70	@ 4.91	@ 9.26	@ 9.33	18.95
	b) Diluted	@ 4.56	@ 4.70	@ 4.91	@ 9.25	@ 9.33	18.94

@ For the period only and not annualised.

See accompanying Notes to Financial Results

**CONSOLIDATED UNAUDITED SEGMENT INFORMATION FOR THE QUARTER AND SIX MONTHS ENDED 30.09.2018**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Six Months ended		For the Year ended
		30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>						
	a) Consumer & Bazaar Products	1514.56	1594.07	1314.65	3108.62	2737.87	5274.09
	b) Industrial Products	253.92	257.60	226.60	511.52	475.08	994.77
	c) Others	17.37	16.23	13.75	33.60	29.82	55.81
	Total	1785.85	1867.90	1555.00	3653.74	3242.77	6324.67
	Less : Inter Segment Revenue	28.41	33.83	25.13	62.23	52.22	105.91
	<b>Revenue from Operations</b>	<b>1757.44</b>	<b>1834.07</b>	<b>1529.87</b>	<b>3591.51</b>	<b>3190.55</b>	<b>6218.76</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products	364.44	402.99	387.23	767.42	721.37	1371.80
	b) Industrial Products	42.04	37.93	32.80	79.97	69.52	158.29
	c) Others	(1.78)	(3.29)	(0.57)	(5.06)	(0.87)	(1.94)
	Total	<b>404.70</b>	<b>437.63</b>	<b>419.46</b>	<b>842.33</b>	<b>790.02</b>	<b>1528.15</b>
	Less : i) Finance Costs	6.02	7.27	3.87	13.29	7.60	15.54
	ii) Other Unallocable Expenditure net of Unallocable Income	43.81	53.95	39.34	97.76	76.96	158.40
	Add: Share of profit of associate/joint venture	(0.65)	0.42	1.12	(0.23)	1.67	4.59
	<b>Total Profit Before Tax</b>	<b>354.22</b>	<b>376.83</b>	<b>377.37</b>	<b>731.05</b>	<b>707.13</b>	<b>1358.80</b>
<b>3</b>	<b>Segment Assets</b>						
	a) Consumer & Bazaar Products	3217.05	3120.57	2697.43	3217.05	2697.43	3012.02
	b) Industrial Products	553.52	532.35	466.17	553.52	466.17	508.51
	c) Others	55.11	45.74	41.07	55.11	41.07	46.54
	d) Unallocated	1746.41	1946.80	1890.69	1746.41	1890.69	1637.39
	<b>Total Segment Assets</b>	<b>5572.09</b>	<b>5645.46</b>	<b>5095.36</b>	<b>5572.09</b>	<b>5095.36</b>	<b>5204.46</b>
<b>4</b>	<b>Segment Liabilities</b>						
	a) Consumer & Bazaar Products	1167.64	1108.15	954.07	1167.64	954.07	1087.08
	b) Industrial Products	200.59	205.61	171.69	200.59	171.69	163.22
	c) Others	11.10	10.04	5.36	11.10	5.36	5.92
	d) Unallocated	288.62	300.38	176.76	288.62	176.76	199.19
	<b>Total Segment Liabilities</b>	<b>1667.95</b>	<b>1624.18</b>	<b>1307.88</b>	<b>1667.95</b>	<b>1307.88</b>	<b>1455.41</b>

Unallocated Segment Assets as at 30th September 2018 include the following:-

- a) Capital Work in Progress Rs. 101.35 Crores (30th June 2018 Rs. 101.35 Crores, 31st March 2018 Rs. 101.35 Crores and 30th September 2017 Rs. 101.35 Crores) of Synthetic Elastomer Project,
- b) Investments in units of mutual funds, debenture, bonds, term deposits with banks, etc Rs. 1299.54 Crores (30th June 2018 Rs. 1483.04 Crores, 31st March 2018 Rs. 1176.59 Crores and 30th September 2017 Rs. 1467.43 Crores)

**CONSOLIDATED UNAUDITED STATEMENT OF ASSETS AND LIABILITIES AS AT 30.09.2018**

		Rs Crores	
Sr No	Particulars	As at 30.09.2018 Unaudited	As at 31.03.2018 Audited
A	<b>ASSETS</b>		
1	<b>Non Current Assets</b>		
	(a) Property, Plant and Equipment	889.57	802.59
	(b) Capital Work-In-Progress	198.54	227.73
	(c) Goodwill	186.24	177.42
	(d) Other Intangible Assets	356.42	362.18
	(e) Investments accounted for using equity method	22.76	25.03
	(f) Financial Assets		
	(i) Investments	181.86	105.99
	(ii) Loans	7.64	5.91
	(iii) Other Financial Assets	40.06	38.81
	(g) Income Tax Assets (net)	56.32	64.82
	(h) Deferred Tax Assets (net)	7.14	5.86
	(i) Other Non-current Assets	89.12	79.34
	<b>Total Non Current Assets</b>	<b>2,035.67</b>	<b>1,895.68</b>
2	<b>Current Assets</b>		
	(a) Inventories	864.78	804.33
	(b) Financial Assets		
	(i) Investments	1,144.86	1,114.92
	(ii) Trade Receivables	1,106.17	938.13
	(iii) Cash and cash equivalents	139.60	149.34
	(iv) Bank balances other than (iii) above	14.79	14.24
	(v) Loans	12.85	11.85
	(vi) Other Financial Assets	81.71	65.49
	(c) Current Tax Assets (net)	9.11	28.64
	(d) Other Current Assets	162.55	175.49
	(e) Assets held for Sale	-	6.35
	<b>Total Current Assets</b>	<b>3,536.42</b>	<b>3,308.78</b>
	<b>TOTAL ASSETS</b>	<b>5,572.09</b>	<b>5,204.46</b>
B	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	(a) Equity Share Capital	50.79	50.78
	(b) Other Equity	3,648.47	3,523.26
	<b>Equity attributable to owners of the Company</b>	<b>3,699.26</b>	<b>3,574.04</b>
	<b>Non-Controlling Interests</b>	<b>204.88</b>	<b>175.01</b>
	<b>Total Equity</b>	<b>3,904.14</b>	<b>3,749.05</b>
1	<b>LIABILITIES</b>		
	<b>Non-Current Liabilities</b>		
	(a) Financial Liabilities		
	(i) Borrowings	10.85	7.11
	(ii) Others	88.94	91.24
	(b) Provisions	39.03	38.17
	(c) Deferred Tax Liabilities (net)	122.33	110.66
	<b>Total Non-Current Liabilities</b>	<b>261.15</b>	<b>247.18</b>
2	<b>Current Liabilities</b>		
	(a) <b>Financial Liabilities</b>		
	(i) Borrowings	95.66	115.44
	(ii) Trade Payables		
	- Due to Micro and Small Enterprises	25.92	22.33
	- Due to others	613.83	521.48
	(iii) Others	460.55	443.12
	(b) Other Current Liabilities	101.25	79.09
	(c) Provisions	19.76	13.07
	(d) Current Tax Liabilities (net)	89.83	13.70
	<b>Total Current Liabilities</b>	<b>1,406.80</b>	<b>1,208.23</b>
	<b>Total Liabilities</b>	<b>1,667.95</b>	<b>1,455.41</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5,572.09</b>	<b>5,204.46</b>

Notes to the Consolidated Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 30th October 2018.
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), 27 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 and six months ended 30th September 2018.
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) (Amendment) Rules, 2016.
4. Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July 2017, Revenues are required to be net of GST. Accordingly, the Revenues for the periods upto 30th September 2017 included Excise Duty and are not comparable to those presented thereafter. Revenues for the six months ended 30th September 2017 include Excise Duty upto 30th June 2017. The following additional information is being provided for ease of understanding:

Rs Crores

	Quarter ended			Six Months ended		Year ended
	30.09.2018	30.06.2018	30.09.2017	30.09.2018	30.09.2017	31.03.2018
<b>Revenue from Operations (A)</b>	1,757.44	1834.07	1529.87	3591.51	3190.55	6218.76
<b>Excise Duty (B)</b>	-	-	-	-	140.35	140.35
<b>Revenue from Operations excluding Excise Duty (A-B)</b>	1757.44	1834.07	1529.87	3591.51	3050.20	6078.41

5. During the quarter, the Company allotted 1,09,000 equity shares of face value of Re. 1/- each under Employee Stock Option Scheme - 2012 and 19,900 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the eligible employees of the Company and its subsidiaries.
6. The Company granted options for 2,71,400 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 on 30th October 2018.
7. The current tax for the year ended 31st March 2018 includes Rs. 46.47 Crores being excess provision written back of earlier years.
8. Previous periods' figures are regrouped to make them comparable with those of current period.

Mumbai  
Dated : 30th October 2018

**BHARAT PURI**  
Managing Director  
DIN: 02173566



**Pidilite Industries Ltd.**



**Q2FY19**

**Earnings Presentation**

*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



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Net Sales

EBITDA \*\*

PBT

PAT

Consolidated

Rs 1,748 Cr

Rs 370 Cr

Rs 354 Cr

Rs

YoY Growth

15.5%

-1.9%

-6.1%





































