

7th August, 2019

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th 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 ended 30th June, 2019 and a presentation.

Thanking You,

Yours faithfully,
For Pidilite Industries Limited


Puneet Bansal
Company Secretary

Encl: a/a

AS

Pidilite Industries Limited

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Ramkrishna Mandir Road
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CIN:L24100MH1969PLC014336



Pidilite Industries Limited

Investor Update

Quarter ended June 2019

Coverage

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

Financial Highlights

Particulars	Consolidated	Standalone
	Quarter Ended June'19	Quarter Ended June'19
Sales Growth	10.3%	11.0%
EBITDA Growth	15.7%	16.4%

Investor Communication

This investor update covers the Company's performance for the quarter ended 30th June 2019.

Contact information

Mr. Puneet Bansal, Company Secretary

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Telephone : 022-2835 7949

Financial Highlights

April – June 2019

Consolidated Performance as compared to the same quarter last year:

- Net sales grew by 10.3%.
- Material cost as a % to net sale is lower by 100 Bps vs same period last year.
- EBITDA before non-operating income grew by 15.7% mainly on account of input cost led improvement by 1%
- Profit before tax grew by 16.4%.
- Profit after tax grew by 22.2%.

Standalone Performance as compared to the same quarter last year:

- Net sales grew by 11.0%, with sales volume & mix growth of 6.3%. This was driven by 6.1% growth in sales volume & mix of Consumer & Bazaar products and 11.7% growth in sales volume & mix of Industrial Products.
- Material cost as a % to net sales is lower by 130 Bps over same period last year.
- EBITDA before non-operating income grew by 16.4% mainly on account of input cost led improvement by 1.3%
- Profit before tax grew by 7.3%. Excluding income from inter-company transfer of intangible assets in same period last year, grew by 17.2%.
- Profit after tax grew by 7.7%. Excluding income from inter-company transfer of intangible assets and effect of tax thereon, in same period last year, grew by 19.2%.

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

Rs Crores

Sr. No.	Particulars	Quarter ended		
		Jun'19	Jun'18	% Changes
1	Segment Net Sales			
	a) Consumer & Bazaar Products	1,491.0	1,349.0	10.5%
	b) Industrial Products	290.2	255.6	13.5%
	c) Others	22.5	21.7	3.6%
	Total	1,803.7	1,626.3	10.9%
	Less : Inter Segment Revenue	35.6	33.8	5.3%
	Net Sales	1,768.1	1,592.5	11.0%
2	Segment Results			
	a) Consumer & Bazaar Products	449.3	421.9	6.5%
	b) Industrial Products	45.3	37.9	19.3%
	c) Others	-1.4	-3.3	58.5%
	Total	493.2	456.5	8.0%
	Less : i) Finance Costs	2.7	2.0	35.2%
	ii) Other Unallocable Expenditure net of Unallocable Income	64.3	57.4	12.0%
	Total Profit Before Tax	426.2	397.1	7.3%
	PBT excluding Intangible Income of previous year	426.2	363.7	17.2%

Intangible income represents inter-company transfer of intangible assets in same period last year

April - June 2019

- Net sales of Consumer & Bazaar segment grew by 10.5%. PBIT of Consumer & Bazaar segment grew by 6.5%. Excluding intangible income of previous year growth is 15.7%.
- Net sales of Industrial Products segment grew by 13.5%. PBIT of Industrial products segment grew by 19.3%.

Overseas subsidiaries performance

- The Company has 19 overseas subsidiaries (6 direct and 13 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.

Sales	Rs Crores		
	Quarter Ended		
	Jun'19	Jun'18	Growth
Pidilite Speciality Chemicals Bangladesh Pvt Ltd	32.6	27.4	18.9%
Pidilite Lanka Pvt Ltd	8.0	6.8	18.4%
Pidilite USA Inc.	31.5	28.1	12.4%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	21.0	19.8	6.5%
Pidilite Bamco Ltd includes Bamco Supply and Services	13.7	13.6	0.9%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C.	8.0	8.1	-2.0%
Pidilite MEA Chemicals LLC	26.3	22.7	16.1%
Others	1.8	2.1	-14.8%
Total Sales	142.9	128.4	11.3%

EBITDA	Quarter Ended		
	Jun'19	Jun'18	Growth
	Pidilite Speciality Chemicals Bangladesh Pvt Ltd	5.4	5.2
Pidilite Lanka Pvt Ltd	0.1	-0.4	136.2%
Pidilite USA Inc.	3.3	1.5	111.7%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	0.3	-0.5	172.4%
Pidilite Bamco Ltd includes Bamco Supply and Services	0.4	0.8	-54.5%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C.	-0.1	-0.4	77.8%
Pidilite MEA Chemicals LLC	-1.0	-2.3	56.9%
Others	0.3	-0.3	211.8%
Total EBITDA	8.7	3.7	133.8%

- Bangladesh and Pidilite Lanka have reported good sales growth. EBITDA growth in Bangladesh is marginal due to higher manufacturing and SG&A expenses to support future growth.
- Sargent Art, a division of Pidilite USA, reported good growth in sales and EBITDA mainly due to favourable trend and growth of key customers.
- The subsidiaries in Thailand and Egypt reported flat sales due to competitive pressures and market conditions.

Domestic subsidiaries performance

- The Company has 8 domestic subsidiaries and 2 partnership firm.
- The performance of major subsidiaries is detailed below. These are like for like actual reported numbers and exclude consolidation impact.

Rs Crores

Sales	Quarter Ended		
	Jun'19	Jun'18	Growth
Nina Percept Pvt Ltd	63.4	76.5	-17.2%
ICA Pidilite Pvt Ltd	53.4	37.1	44.1%
Cipy Polyurethane Pvt Ltd	31.8	37.4	-14.9%
Others	16.8	16.0	4.9%
Total Sales	165.4	167.0	-1.0%

EBITDA	Quarter Ended		
	Jun'19	Jun'18	Growth
Nina Percept Pvt Ltd	6.3	10.1	-37.4%
ICA Pidilite Pvt Ltd	5.4	1.9	190.1%
Cipy Polyurethane Pvt Ltd	3.6	3.9	-8.3%
Others	2.3	1.5	46.9%
Total EBITDA	17.6	17.4	0.8%

- Nina Percept and Cipy, reported decline in sales and EBITDA due to market conditions.
- During the previous year, ICA Pidilite had acquired brands and technical knowhow of certain wood finish products from holding company (PIL). Like for like sales growth after excluding these products is 18% over same quarter last year. EBITDA growth is on account of improved margins due to scaled up local manufacturing and forex gains.

PIDILITE INDUSTRIES LIMITED

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STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2019

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended
		30.06.2019 Unaudited	31.03.2019 Audited	30.06.2018 Unaudited	31.03.2019 Audited
1	Total Income				
	a) Revenue from Operations	1779.07	1378.66	1608.31	6094.66
	b) Other Income	38.99	52.54	64.50	191.51
	Total Income	1818.06	1431.20	1672.81	6286.17
2	Expenses				
	a) Cost of materials consumed	672.31	633.95	700.95	2763.65
	b) Purchases of stock-in-trade	102.50	101.06	84.66	374.58
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	86.82	(63.01)	11.20	(73.81)
	d) Employee benefits expense	198.66	170.81	166.11	663.54
	e) Finance costs	2.71	1.85	2.01	7.14
	f) Depreciation, amortisation and impairment expense	28.05	29.82	22.93	99.83
	g) Other expenses	300.81	273.95	287.80	1074.79
	Total Expenses	1391.86	1148.43	1275.66	4909.72
3	Profit before exceptional items and tax (1-2)	426.20	282.77	397.15	1376.45
4	Exceptional items	-	-	-	-
5	Profit before tax (3-4)	426.20	282.77	397.15	1376.45
6	Tax Expense				
	Current tax	135.87	34.56	128.10	385.56
	Deferred tax	2.78	5.01	2.12	11.45
7	Profit for the period (5-6)	287.55	243.20	266.93	979.44
8	Other Comprehensive Income				
	Items that will not be reclassified to profit or loss	(1.20)	2.84	(0.04)	(4.37)
	Income tax relating to items that will not be reclassified to profit or loss	0.42	(1.12)	0.01	1.39
9	Total Comprehensive Income for the period (7+8)	286.77	244.92	266.90	976.46
10	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	50.80	50.80	50.78	50.80
11	Other Equity				4135.92
12	Earnings per equity share in Rs.				
	a) Basic	@ 5.66	@ 4.79	@ 5.26	19.28
	b) Diluted	@ 5.66	@ 4.78	@ 5.25	19.27

@ For the period only and not annualised.

See accompanying Notes to Financial Results

STANDALONE UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2019

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended
		30.06.2019	31.03.2019	30.06.2018	31.03.2019
		Unaudited	Audited	Unaudited	Audited
1	Segment Revenue				
	a) Consumer & Bazaar Products	1498.68	1097.78	1362.82	5065.92
	b) Industrial Products	293.49	292.28	257.60	1065.58
	c) Others	22.53	20.61	21.72	86.51
	Total	1814.70	1410.67	1642.14	6218.01
	Less : Inter Segment Revenue	35.63	32.01	33.83	123.35
	Revenue from Operations	1779.07	1378.66	1608.31	6094.66
2	Segment Results				
	a) Consumer & Bazaar Products	449.29	292.86	421.87	1449.66
	b) Industrial Products	45.26	43.20	37.93	154.10
	c) Others	(1.36)	(1.67)	(3.27)	(8.53)
	Total	493.19	334.39	456.53	1595.23
	Less : i) Finance Costs	2.71	1.85	2.01	7.14
	ii) Other Unallocable Expenditure net of Unallocable Income	64.28	49.77	57.37	211.64
	Total Profit Before Tax	426.20	282.77	397.15	1376.45
3	Segment Assets				
	a) Consumer & Bazaar Products	2071.45	1956.86	1883.80	1956.86
	b) Industrial Products	598.39	583.98	532.35	583.98
	c) Others	76.77	73.67	45.74	73.67
	d) Unallocated	3106.28	2735.50	2596.65	2735.50
	Total Segment Assets	5852.89	5350.01	5058.54	5350.01
4	Segment Liabilities				
	a) Consumer & Bazaar Products	911.85	741.96	745.27	741.96
	b) Industrial Products	245.32	216.03	205.61	216.03
	c) Others	6.17	10.99	10.04	10.99
	d) Unallocated	210.92	194.31	265.58	194.31
	Total Segment Liabilities	1374.26	1163.29	1226.50	1163.29

Unallocated Segment Assets as at 30th June 2019 include the following:-

- Capital Work in Progress Rs. 95.43 Crores (31st March 2019 Rs. 95.43 Crores, 30th June 2018 Rs. 101.35 Crores) of Synthetic Elastomer Project.
- Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 1970.78 Crores (31st March 2019 Rs. 1571.00 Crores, 30th June 2018 Rs. 1402.11 Crores)

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 respective meetings held on 6th August 2019.
2. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter ended 30th June 2019.
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 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Effective 1st April 2019, the Company adopted IND AS 116 'Leases' and applied the same to the lease contracts existing on 1st April 2019 using the modified retrospective approach, recognizing right-of-use asset and adjusted lease liability. Accordingly, comparatives for the year ended 31st March 2019 and other periods disclosed have not been retrospectively adjusted. The effect of the adoption is not significant to the profit for the period.
5. During the quarter, the Company allotted 1,650 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company and its subsidiaries to whom the options were granted.
6. The current tax for the quarter and year ended 31st March 2019, is after considering Rs. 52.87 Crores being excess provision written back in respect of earlier years.
7. The figures for the quarter ended 31st March 2019 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 of the relevant financial year.
8. Previous periods' figures are regrouped to make them comparable with those of current period.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai
Dated : 6th August 2019

BHARAT PURI
Managing Director
DIN: 02173566

PIDILITE INDUSTRIES LIMITED

REGD. OFFICE : 7th Floor, Regent Chambers, Jamnalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021

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STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2019

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the year ended
		30.06.2019	31.03.2019	30.06.2018	31.03.2019
		Unaudited	Audited	Unaudited	Audited
1	Total Income				
	a) Revenue from Operations	2016.81	1638.93	1834.07	7078.74
	b) Other Income	39.86	56.21	32.13	146.64
	Total Income	2056.67	1695.14	1866.20	7225.38
2	Expenses				
	a) Cost of materials consumed	791.51	794.88	791.77	3265.51
	b) Purchases of stock-in-trade	93.29	76.93	105.46	396.28
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	95.70	(56.97)	10.15	(75.21)
	d) Employee benefits expense	243.62	217.12	207.10	836.66
	e) Finance costs	7.34	6.57	7.27	26.07
	f) Depreciation, amortisation and impairment expense	37.73	38.96	30.11	132.74
	g) Other expenses	348.96	328.19	337.93	1,287.29
	Total Expenses	1618.15	1405.68	1489.79	5869.34
3	Profit before Exceptional Items, Share of profit of Associate and Joint venture and Tax (1-2)	438.52	289.46	376.41	1356.04
4	Share of profit of associate (net of tax)	0.29	1.47	0.46	3.60
5	Share of profit of joint venture (net of tax)	-	-	(0.04)	-
6	Profit before Exceptional Items and Tax (3+4+5)	438.81	290.93	376.83	1359.64
7	Exceptional items	-	10.95	-	18.02
8	Profit before tax (6-7)	438.81	279.98	376.83	1341.62
9	Tax Expense				
	Current tax	141.08	40.74	134.28	406.58
	Deferred tax	3.34	2.37	1.77	6.65
10	Profit for the period (8-9)	294.39	236.87	240.78	928.39
	Attributable to:				
	Shareholders of the Company	292.89	235.14	238.67	924.91
	Non Controlling Interest	1.50	1.73	2.11	3.48
11	Other Comprehensive Income				
	Items that will not be reclassified to profit or loss	(1.47)	0.88	(0.23)	(6.29)
	Income tax relating to items that will not be reclassified to profit or loss	0.47	(0.68)	0.07	1.83
	Items that will be reclassified to profit or loss	0.88	(4.40)	2.23	7.23
	Total Other Comprehensive Income	(0.12)	(4.20)	2.07	2.77
	Attributable to:				
	Shareholders of the Company	(0.16)	(3.82)	2.22	2.82
	Non Controlling Interest	0.04	(0.38)	(0.15)	(0.05)
12	Total Comprehensive Income for the period (10+11)	294.27	232.67	242.85	931.16
	Attributable to:				
	Shareholders of the Company	292.73	231.32	240.89	927.73
	Non Controlling Interest	1.54	1.35	1.96	3.43
13	Paid-up Equity Share Capital (Face value of share : Re. 1/-)	50.80	50.80	50.78	50.80
14	Other Equity				4097.29
15	Earnings per equity share in Rs.				
	a) Basic	@ 5.77	@ 4.63	@ 4.70	18.21
	b) Diluted	@ 5.76	@ 4.63	@ 4.70	18.20

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

CONSOLIDATED UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2019

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended
		30.06.2019	31.03.2019	30.06.2018	31.03.2019
		Unaudited	Audited	Unaudited	Audited
1	Segment Revenue				
	a) Consumer & Bazaar Products	1736.42	1358.05	1588.58	6050.00
	b) Industrial Products	293.49	292.28	257.60	1065.58
	c) Others	22.53	20.61	21.72	86.51
	Total	2052.44	1670.94	1867.90	7202.09
	Less : Inter Segment Revenue	35.63	32.01	33.83	123.35
	Revenue from Operations	2016.81	1638.93	1834.07	7078.74
2	Segment Results				
	a) Consumer & Bazaar Products	462.47	300.78	402.97	1449.11
	b) Industrial Products	45.26	43.20	37.93	154.10
	c) Others	(1.36)	(1.67)	(3.27)	(8.53)
	Total	506.37	342.31	437.63	1594.68
	Less : i) Finance Costs	7.34	6.57	7.27	26.07
	ii) Other Unallocable Expenditure net of Unallocable Income	60.51	46.28	53.95	212.57
	Add: Share of profit of associate/joint venture	0.29	1.47	0.42	3.60
	Total Profit Before Exceptional Item and Tax	438.81	290.93	376.83	1359.64
	Exceptional Items	-	10.95	-	18.02
	Profit before tax	438.81	279.98	376.83	1341.62
3	Segment Assets				
	a) Consumer & Bazaar Products	3337.88	3203.06	3120.57	3203.06
	b) Industrial Products	598.39	583.98	532.35	583.98
	c) Others	76.77	73.67	45.74	73.67
	d) Unallocated	2424.57	2053.80	1946.80	2053.80
	Total Segment Assets	6437.61	5914.51	5645.46	5914.51
4	Segment Liabilities				
	a) Consumer & Bazaar Products	1302.76	1103.97	1108.15	1103.97
	b) Industrial Products	245.32	216.03	205.61	216.03
	c) Others	6.17	10.99	10.04	10.99
	d) Unallocated	237.64	228.28	300.38	228.28
	Total Segment Liabilities	1791.89	1559.27	1624.18	1559.27

Unallocated Segment Assets as at 30th June 2019 include the following:-

- a) Capital Work in Progress Rs. 95.43 Crores (31st March 2019 Rs. 95.43 Crores, 30th June 2018 Rs. 101.35 Crores) of Synthetic Elastomer Project.
- b) Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 1970.78 Crores (31st March 2019 Rs. 1571.00 Crores, June 2018 Rs. 1402.11 Crores)

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 respective meetings held on 6th August 2019.
2. The above results comprise the results of Pidilite Industries Ltd. (Holding Company), 29 subsidiary companies (including two partnership firms), one Associate Company and one Joint Venture. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter ended 30th June 2019.
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 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Effective 1st April 2019, the Group adopted IND AS 116 'Leases' and applied the same to the lease contracts existing on 1st April 2019 using the modified retrospective approach, recognizing right-of-use asset and adjusted lease liability. Accordingly, comparatives for the year ended 31st March 2019 and other periods disclosed have not been retrospectively adjusted. The effect of the adoption is not significant to the profit for the period.
5. Exceptional items represent diminution / impairment in value of investments for the quarter ended 31st March 2019 Rs. 10.95 Crores and for the year ended 31st March 2019 Rs. 18.02
6. During the quarter, the Company allotted 1,650 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company and its subsidiaries to whom the options were granted.
7. The current tax for the quarter and year ended 31st March 2019, is after considering Rs. 52.87 Crores being excess provision written back in respect of earlier years.
8. The figures for the quarter ended 31st March 2019 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 of the relevant financial year.
9. Previous periods' figures are regrouped to make them comparable with those of current period.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai
Dated : 6th August 2019

BHARAT PURI
Managing Director
DIN: 02173566



Pidilite Industries Ltd.



Q1FY20
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



Q1FY20 Earnings Summary



	Net Sales	EBITDA **	PBT	PAT
Standalone*	Rs 1,768 Cr	Rs 418 Cr	Rs 426 Cr	Rs 288 Cr
YoY Growth	11.0%	16.4%	7.3%	7.7%
Consolidated	Rs 2,006 Cr	Rs 444 Cr	Rs 439 Cr	Rs 294 Cr
YoY Growth	10.3%	15.7%	16.4%	22.2%

* 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

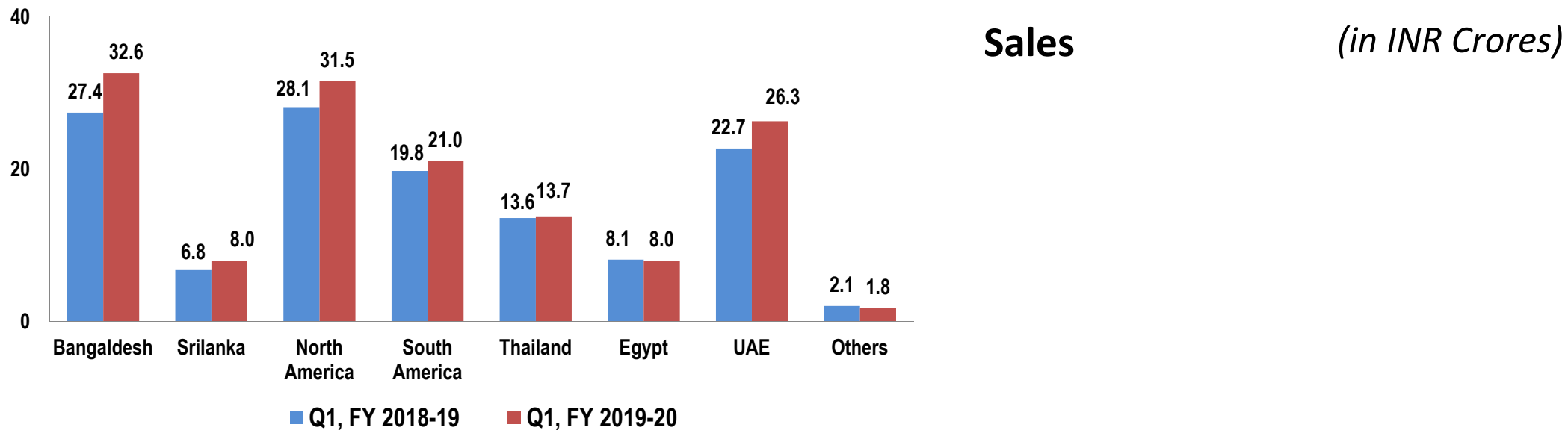
Standalone

- 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%.

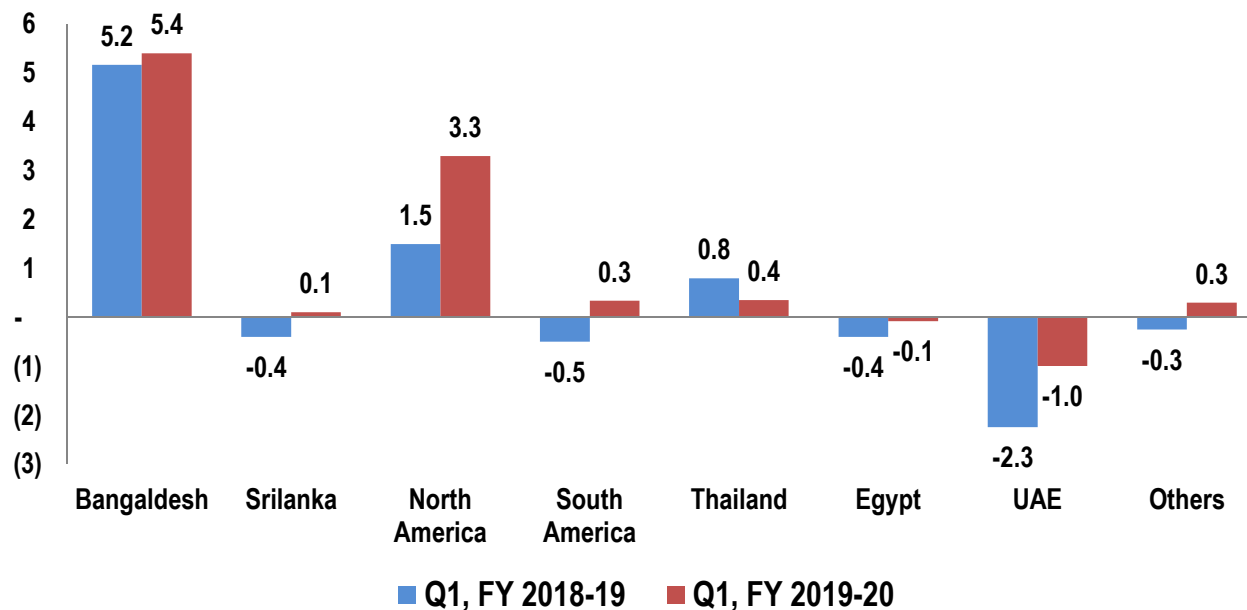
Consolidated

- 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

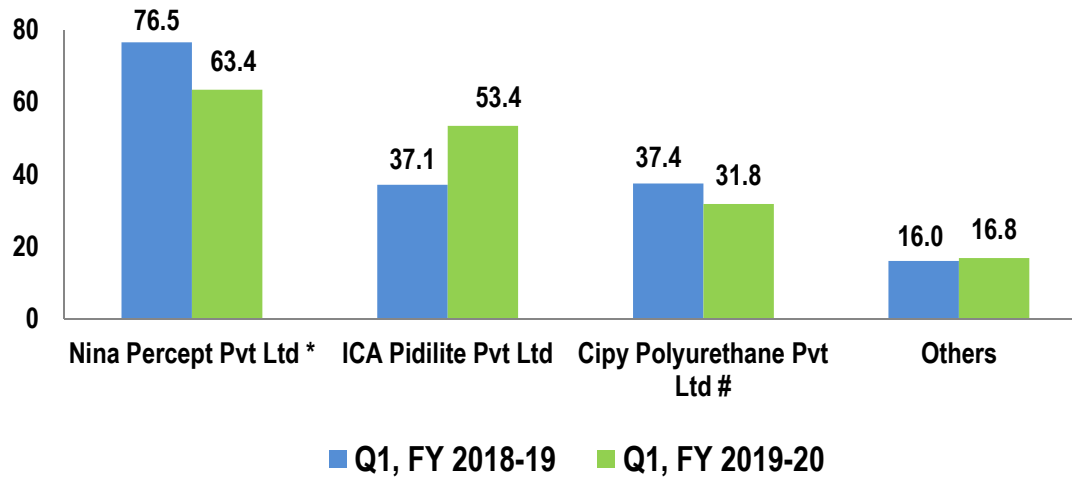


EBITDA

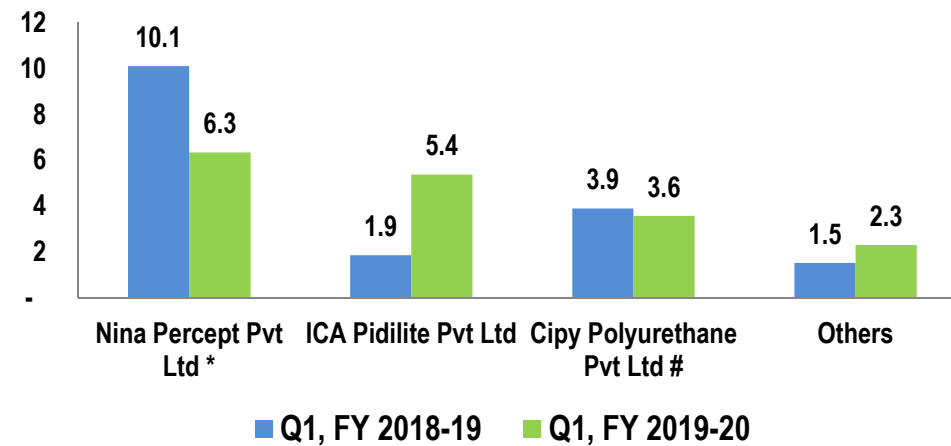


EBITDA is before exception items
 Figures are reported as per constant currency

Q1FY20 Domestic Performance



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



Company Overview



Brand established in 1959.
Pioneer in Consumer and
Specialty Chemicals

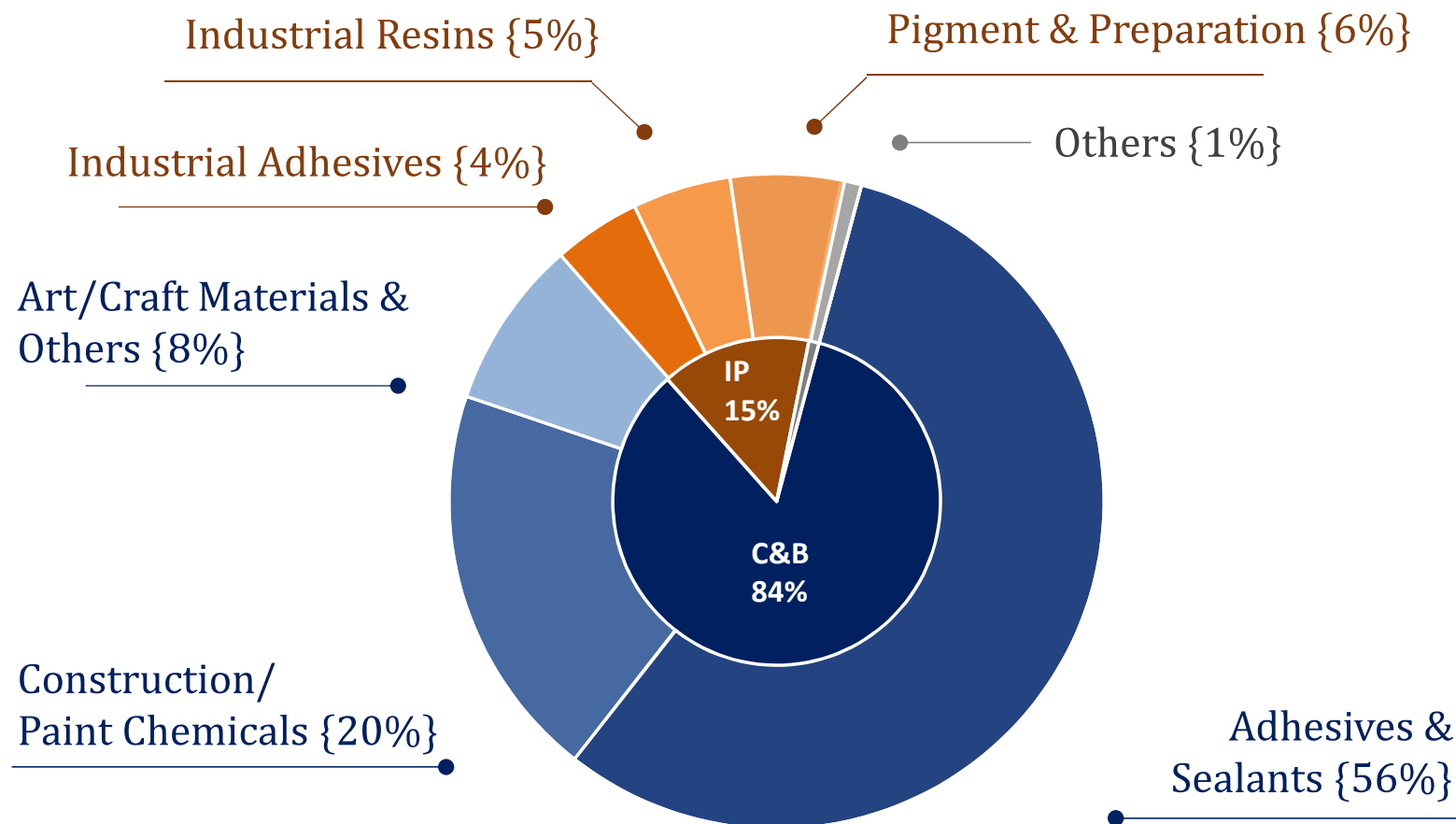
Adhesives & sealants,
construction chemicals, art &
craft products and polymer
emulsions

History of creating strong
brands

Among the most trusted brands in
the country. Other big brands include
Dr. Fixit, M-seal and Fevikwik



Industry Segment Composition

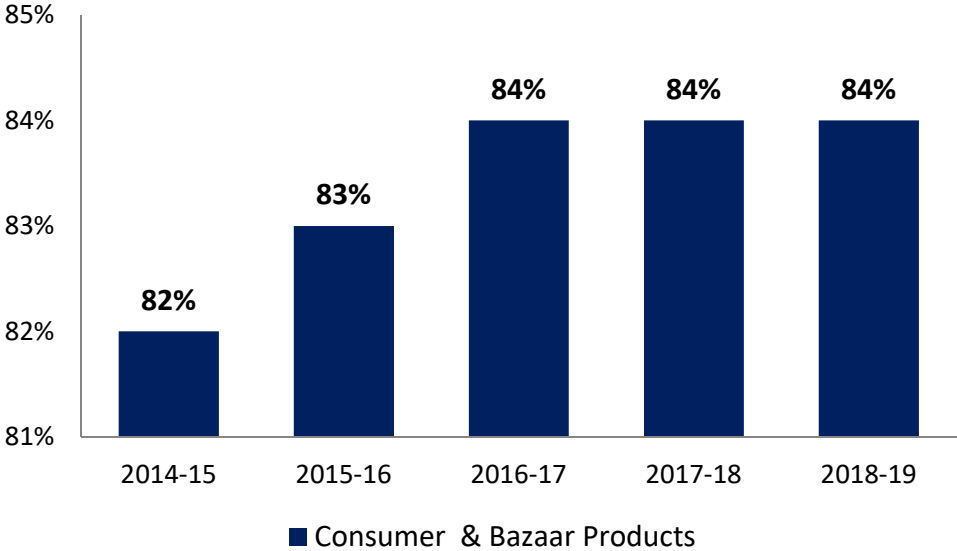


5-Year Performance by Business Segments



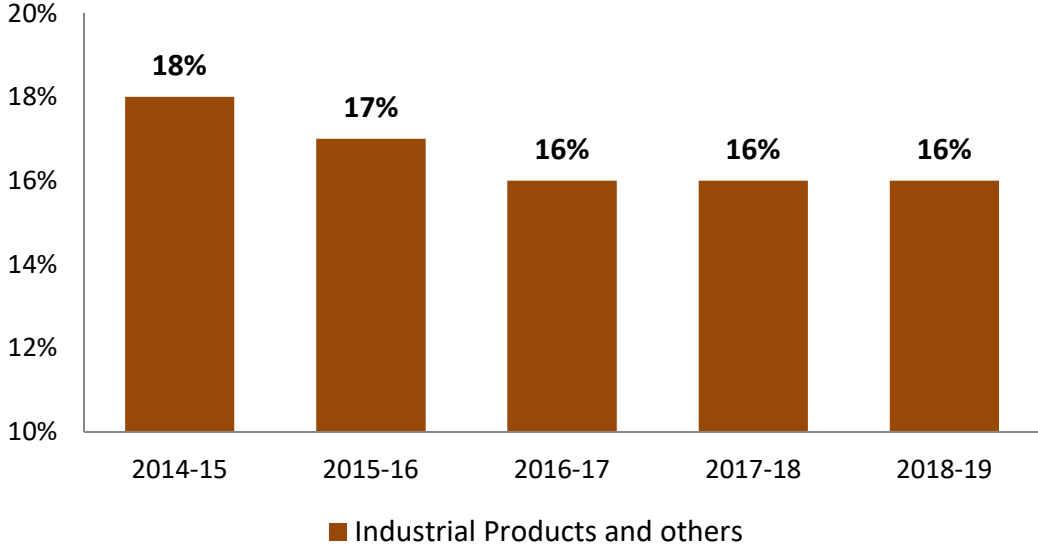
Numbers represent Percentage of Total Sales

Consumer and Bazaar Products



Industrial Products

IP includes Others also



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



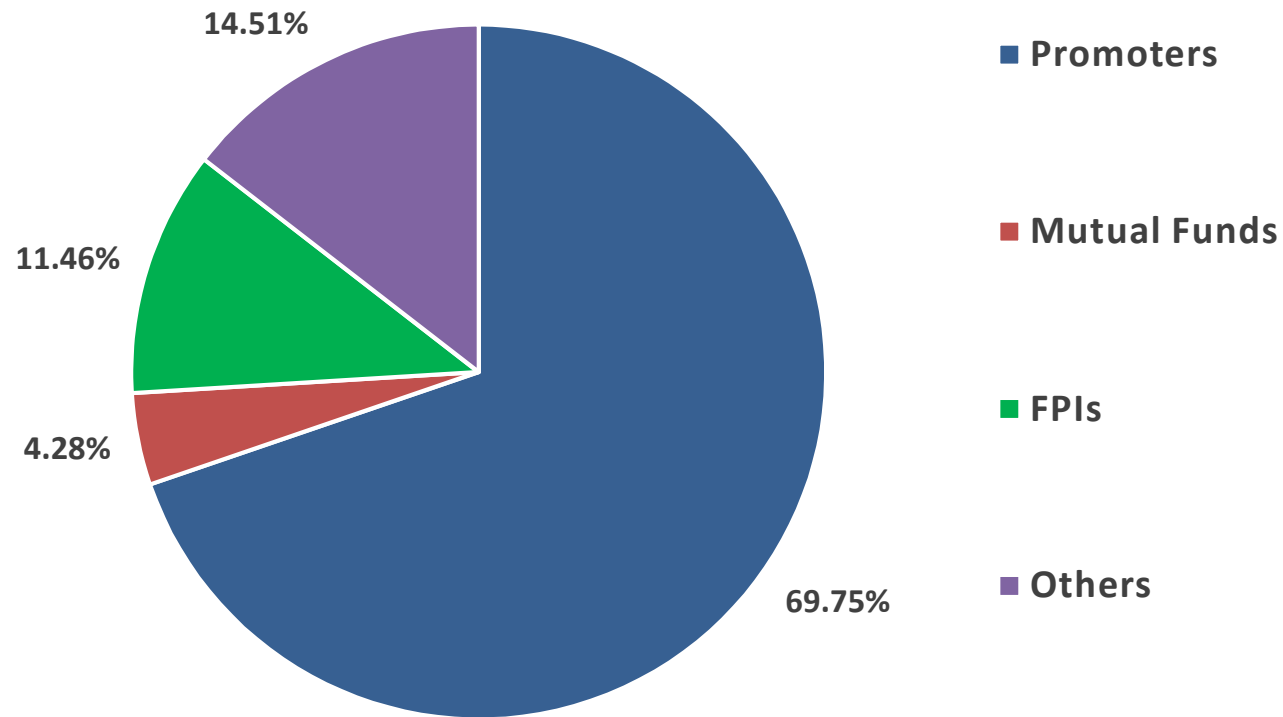
- Exports to more than **80** countries. Major exports to Middle East, SAARC, Africa, USA & Europe.
- Export Turnover of **Rs. 607 Cr** in **FY19**.
- **19** Overseas subsidiaries – 6 Direct and 13 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 523 Cr** in **FY19**.
- 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

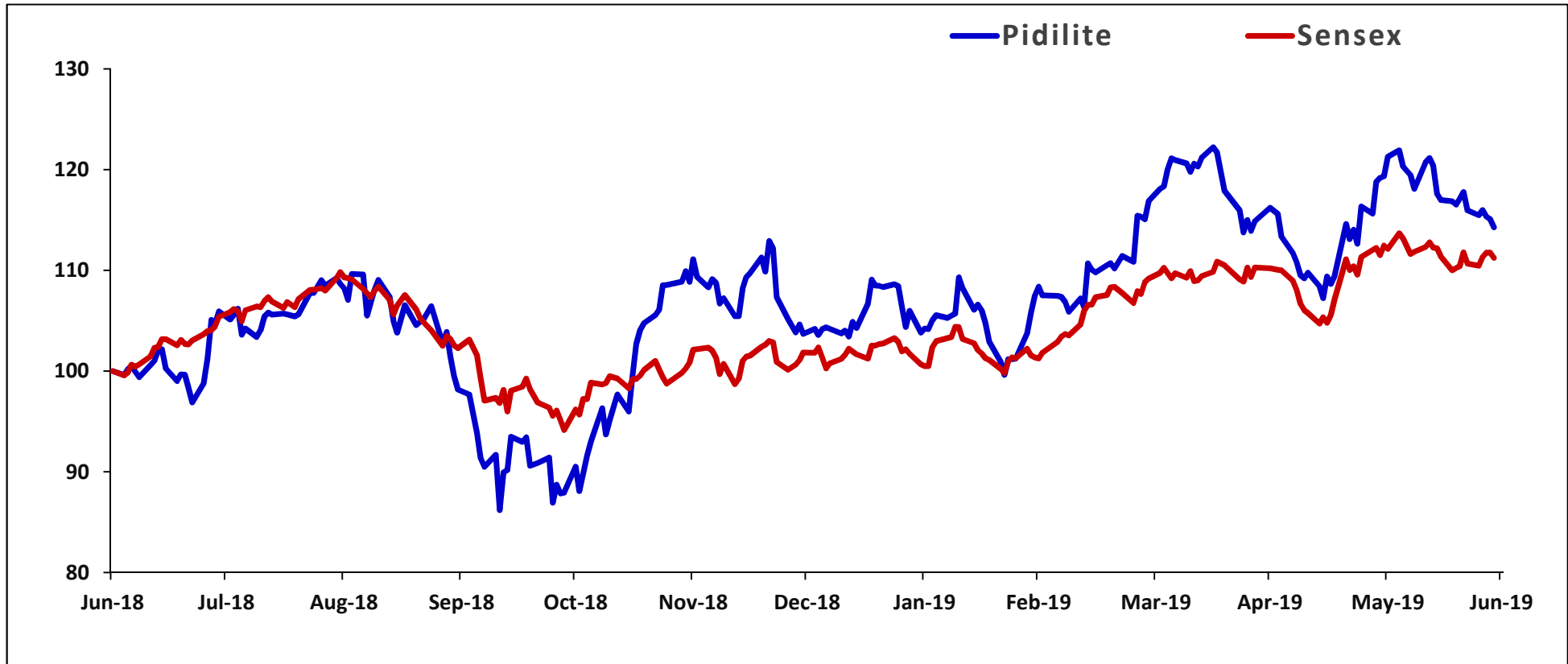
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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

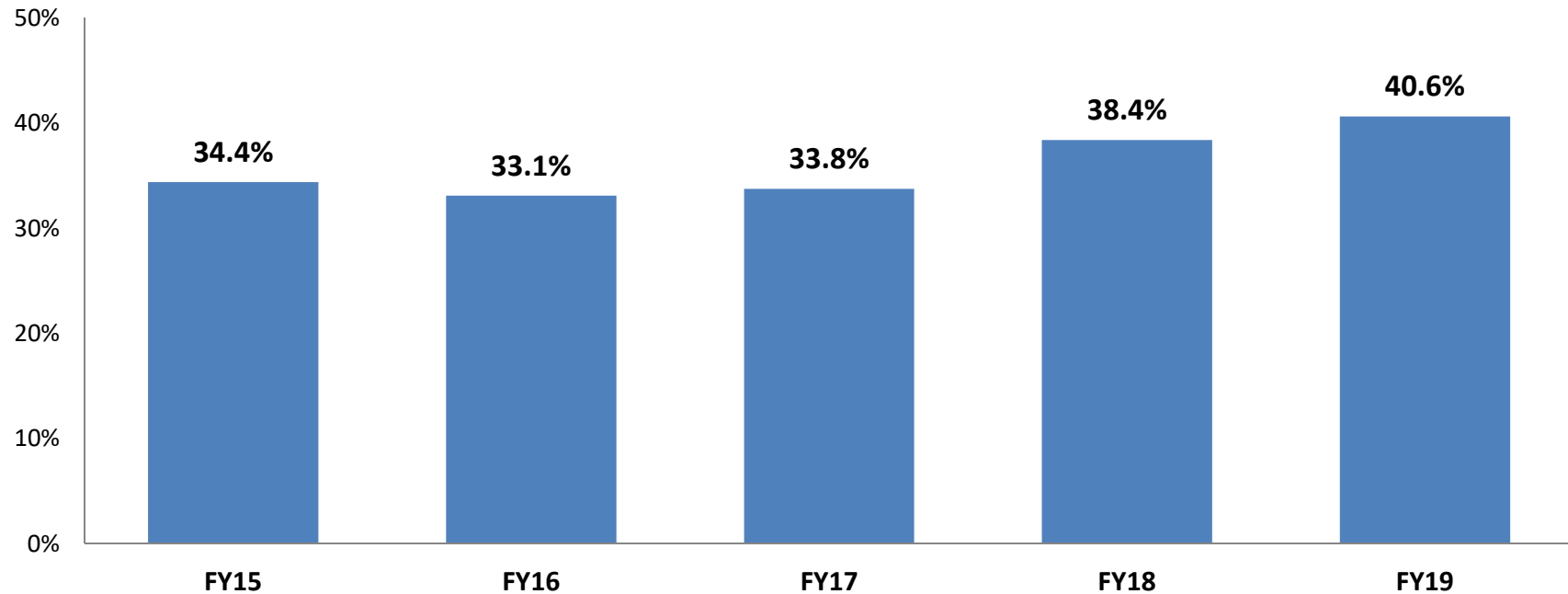


Share Price Movement



Rebased to 100

Backed by consistent dividend payouts



Note : The company transitioned into IND AS from 01.04.2015

Investor Contacts



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