

29<sup>th</sup> January, 2021

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 31<sup>st</sup> December, 2020 and a presentation.

Thanking You,

Yours faithfully,  
For Pidilite Industries Limited



**Puneet Bansal**  
Company Secretary

Encl: a/a

**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 nine months ended December 2020

**Financial Highlights**

**Coverage**

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

Particulars	Consolidated		Standalone	
	Quarter Ended Dec'20	Nine Months Ended Dec'20	Quarter Ended Dec'20	Nine Months Ended Sep'20
Sales Growth/(Decline)	19.5%	(12.2%)	17.9%	(13.0%)
EBITDA Growth/(Decline)	38.1%	(4.3%)	33.2%	(4.8%)

**Investor Communication**

This investor update covers the Company's performance for the quarter and nine months ended 31<sup>st</sup> December 2020.

**Contact information**

Mr. Puneet Bansal, Company Secretary  
E-mail: puneet.bansal@pidilite.com  
Telephone : 022-2835 7949

**Mumbai, January 28, 2021:**

The Consumer and Bazaar (C&B) segment registered volume and value growth in excess of twenty percent during this quarter. Robust growth was registered across all verticals driven by continued demand momentum in rural areas and strong recovery in urban including metros. Due to resurgence in industrial activity healthy volume growth has been registered in the Business to Business (B2B) segment too.

**Financial Highlights**

**October – December 2020**

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

- Net sales grew by 19.5% (\*Excluding PAPL 16.4%).
- Material cost as a % to net sales is lower by 105 Bps vs same quarter last year and higher by 80 Bps vs previous quarter.
- EBITDA before non-operating income grew by 38.1% (\*Excluding PAPL 32.5%) on account of lower input cost and A&SP spends.
- Profit before tax and Exceptional Items (PBT) grew by 32.3% (\*Excluding PAPL 26.6%) mainly due to lower income from investments in current year.
- Profit after tax (PAT) grew by 29.0% (\*Excluding PAPL 23.4%) over the same quarter last year.

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

- Net sales grew by 17.9%, with underlying sales volume & mix growth of 18.7%. This was driven by growth of 22.1% in sales volume & mix of C&B and 11.9% in sales volume & mix of B2B.
- Material cost as a % to net sales is lower by 121 Bps over same quarter last year and higher by 137 Bps vs previous quarter.
- EBITDA before non-operating income grew by 33.2% on account of lower input cost and A&SP spends.
- Profit before tax and Exceptional Items (PBT) grew by 26.6% mainly due to lower income from investments in current year.
- PAT grew by 23.9% over the same quarter last year.

**April – December 2020****Consolidated Performance as compared to the previous corresponding nine months ended:**

- Net sales declined by 12.2% (\*Excluding PAPL 13.2%).
- Material cost as a % to net sales is lower by 209 Bps.
- EBITDA before non-operating income declined by 4.3% (\*Excluding PAPL 6.3%).
- Profit before tax and Exceptional Items (PBT) declined by 12.5% (\*Excluding PAPL 14.5%).
- PAT declined by 15.2% (\*Excluding PAPL 17.2%) due to tax reversal in prior year with reduction in corporate tax rate (on like to like basis PAT declined by 12.6%).

**Standalone Performance as compared to the previous corresponding nine months ended:**

- Net sales declined by 13.0%, with underlying sales volume & mix decline of 13.6%. This was driven by 11.5% decline in sales volume & mix of C&B and 17.1% decline in sales volume & mix of B2B.
- Material cost as a % to net sales is lower by 254 Bps.
- EBITDA before non-operating income declined by 4.8%.
- Profit before tax and Exceptional Items (PBT) declined by 12.4%.
- PAT declined by 14.6% due to tax reversal in prior year with reduction in corporate tax rate (on like to like basis PAT declined by 11.9%)

*\* The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3<sup>rd</sup> November 2020.*

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

Rs Crores

Sr. No	PARTICULARS	Quarter Ended			Nine Months Ended		
		Dec'20	Dec'19	Growth	Dec'20	Dec'19	Growth
<b>1</b>	<b>Segment Sales</b>						
	a) Consumer & Bazaar Products (C&B)	1,591.5	1,319.4	20.6%	3,531.8	3,986.0	-11.4%
	b) Business to Business (B2B)	375.5	340.0	10.4%	853.4	1,032.5	-17.3%
	c) Others	12.1	21.5	-43.7%	21.1	61.2	-65.5%
	Total	<b>1,979.1</b>	<b>1,680.9</b>	<b>17.7%</b>	<b>4,406.3</b>	<b>5,079.7</b>	<b>-13.3%</b>
	Less : Inter Segment Sales	31.6	28.7	10.1%	71.0	97.8	-27.4%
	<b>Net Sales</b>	<b>1,947.5</b>	<b>1,652.2</b>	<b>17.9%</b>	<b>4,335.3</b>	<b>4,981.9</b>	<b>-13.0%</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products (C&B)	591.1	442.6	33.5%	1,229.2	1,250.1	-1.7%
	b) Business to Business (B2B)	57.6	57.0	1.2%	107.0	180.9	-40.9%
	c) Others	-0.5	0.2	-308.0%	-3.3	-3.5	6.3%
	Total Segment Results	<b>648.2</b>	<b>499.8</b>	<b>29.7%</b>	<b>1,332.9</b>	<b>1,427.5</b>	<b>-6.6%</b>
	Less : i) Finance Costs	6.2	3.4	84.3%	12.6	9.7	29.9%
	ii) Other unallocable expenditure net of Unallocable income	93.1	63.0	47.6%	239.1	183.9	30.0%
	<b>Profit before tax (Before Exceptional Items)</b>	<b>548.9</b>	<b>433.4</b>	<b>26.6%</b>	<b>1,081.2</b>	<b>1,233.9</b>	<b>-12.4%</b>
	Less:- Exceptional Items	-	-		0.5	22.2	
	<b>Profit before tax</b>	<b>548.9</b>	<b>433.4</b>	<b>26.6%</b>	<b>1,080.8</b>	<b>1,211.7</b>	<b>-10.8%</b>

**October - December 2020**

- Net sales of Consumer and Bazaar segment grew by 20.6%. PBIT of C&B segment grew by 33.5%.
- Net sales of B2B segment grew by 10.4%. PBIT of B2B segment grew by 1.2%.

**April - December 2020**

- Net sales of Consumer and Bazaar segment declined by 11.4%. PBIT of C&B segment declined by 1.7%.
- Net sales of B2B segment declined by 17.3%. PBIT of B2B segment declined by 40.9%.

**Overseas subsidiaries performance**

- The Company has 20 overseas subsidiaries (6 direct and 14 step-down) and one joint venture.
- Overseas subsidiaries have also performed strongly, reporting double-digit constant currency revenue growth as well as strong earnings growth.
- The performance of the following geographies in constant currency terms is detailed below. These are like for like actual reported numbers excluding translations and other consolidation impacts.

Rs Crores

Sales	Quarter Ended			Nine Months ended		
	Dec-20	Dec-19	Growth	Dec-20	Dec-19	Growth
Asia	70.2	63.4	10.7%	157.2	178.4	-11.9%
Middle East and Africa	43.1	40.4	6.6%	107.8	116.0	-7.1%
Americas	71.1	48.1	47.7%	189.4	151.6	24.9%
<b>Total</b>	<b>184.4</b>	<b>151.9</b>	<b>21.3%</b>	<b>454.4</b>	<b>446.0</b>	<b>1.9%</b>

EBITDA	Quarter Ended			Nine Months ended		
	Dec-20	Dec-19	Growth	Dec-20	Dec-19	Growth
Asia	14.1	8.2	72.2%	24.3	20.9	16.4%
Middle East and Africa	-0.2	-1.2	82.1%	-4.6	-4.7	2.9%
Americas#	10.3	1.5	570.7%	40.8	8.6	372.9%
<b>Total#</b>	<b>24.2</b>	<b>8.5</b>	<b>183.2%</b>	<b>60.5</b>	<b>24.8</b>	<b>143.7%</b>

# Including tax gain of Rs.9.5 cr pertaining to earlier years in Nine Months Dec 20.

### Domestic subsidiaries performance

- The Company has 15 domestic subsidiaries and 2 partnership firms.
- While Domestic Subsidiaries in the C&B segment have shown healthy growth, subsidiaries in the B2B segment have shown signs of recovery in the latter part of the quarter.
- The performance of major subsidiaries is detailed below. These are like for like actual reported numbers excluding consolidation impacts.

Rs Crores

Sales	Quarter Ended			Nine Months Ended		
	Dec '20	Dec '19	Growth	Dec '20	Dec '19	Growth
Nina Percept Pvt Ltd	61.2	78.7	-22.2%	104.5	197.8	-47.2%
ICA Pidilite Pvt Ltd	58.6	47.3	23.9%	116.7	146.7	-20.4%
Cipy Polyurethane Pvt Ltd	30.2	33.9	-10.7%	56.6	90.5	-37.5%
Others	22.1	15.1	46.0%	46.7	45.7	2.1%
<b>Total (excl. PAPL)</b>	<b>172.1</b>	<b>175.0</b>	<b>-1.6%</b>	<b>324.5</b>	<b>480.7</b>	<b>-32.5%</b>
Pidilite Adhesives Pvt Ltd	59.1	-	-na-	59.1	-	-na-
<b>Total</b>	<b>231.2</b>	<b>175.0</b>	<b>32.1%</b>	<b>383.6</b>	<b>480.7</b>	<b>-20.2%</b>

EBITDA	Quarter Ended			Nine Months Ended		
	Dec '20	Dec '19	Growth	Dec '20	Dec '19	Growth
Nina Percept Pvt Ltd	-1.7	8.0	-121.3%	-23.4	13.2	-276.8%
ICA Pidilite Pvt Ltd	14.5	7.8	85.9%	19.9	20.1	-1.2%
Cipy Polyurethane Pvt Ltd	3.8	6.8	-44.1%	-3.2	12.8	-125.1%
Others	-1.2	0.7	-271.4%	-1.7	4.3	-139.6%
<b>Total (excl. PAPL)</b>	<b>15.4</b>	<b>23.3</b>	<b>-33.9%</b>	<b>-8.4</b>	<b>50.4</b>	<b>-116.7%</b>
Pidilite Adhesives Pvt Ltd	25.8	-	-na-	25.8	-	-na-
<b>Total</b>	<b>41.2</b>	<b>23.3</b>	<b>76.8%</b>	<b>17.4</b>	<b>50.4</b>	<b>-65.5%</b>

**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 STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31.12.2020**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Nine Months ended		For the Year ended
		31.12.2020 Unaudited	30.09.2020 Unaudited	31.12.2019 Unaudited	31.12.2020 Unaudited	31.12.2019 Unaudited	31.03.2020 Audited
1	<b>Total Income</b>						
	a) Revenue from Operations	1956.70	1630.23	1663.44	4359.32	5014.04	6332.59
	b) Other Income	19.46	22.51	39.11	61.63	135.32	151.86
	<b>Total Income</b>	<b>1976.16</b>	<b>1652.74</b>	<b>1702.55</b>	<b>4,420.95</b>	<b>5,149.36</b>	<b>6484.45</b>
2	<b>Expenses</b>						
	a) Cost of materials consumed	769.48	620.85	671.41	1594.48	1987.74	2520.70
	b) Purchases of stock-in-trade	145.47	116.34	97.52	290.72	288.01	387.71
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(35.90)	(28.24)	(3.10)	54.19	79.37	27.98
	d) Employee benefits expense	205.01	195.35	187.33	572.07	572.56	736.89
	e) Finance costs	6.23	3.02	3.38	12.60	9.70	13.40
	f) Depreciation, amortisation and impairment expense	37.06	35.93	31.76	107.78	90.12	125.79
	g) Other expenses	299.95	254.07	280.87	707.90	887.96	1175.75
	<b>Total Expenses</b>	<b>1427.30</b>	<b>1197.32</b>	<b>1269.17</b>	<b>3339.74</b>	<b>3915.46</b>	<b>4988.22</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>548.86</b>	<b>455.42</b>	<b>433.38</b>	<b>1,081.21</b>	<b>1,233.90</b>	<b>1496.23</b>
4	Exceptional items	-	0.45	-	0.45	22.24	59.28
5	<b>Profit before tax (3-4)</b>	<b>548.86</b>	<b>454.97</b>	<b>433.38</b>	<b>1,080.76</b>	<b>1,211.66</b>	<b>1436.95</b>
6	<b>Tax Expense</b>						
	Current tax	142.25	115.00	100.11	278.25	287.95	368.65
	Deferred tax	(2.83)	1.19	2.88	(2.43)	(18.32)	(33.32)
7	<b>Profit for the period (5-6)</b>	<b>409.44</b>	<b>338.78</b>	<b>330.39</b>	<b>804.94</b>	<b>942.03</b>	<b>1101.62</b>
8	<b>Other Comprehensive Income</b>						
	Items that will not be reclassified to profit or loss	1.25	6.21	(1.20)	3.74	(9.91)	(14.88)
	Income tax relating to items that will not be reclassified to profit or loss	(0.31)	(1.57)	0.29	(0.94)	2.48	3.68
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>410.38</b>	<b>343.42</b>	<b>329.48</b>	<b>807.74</b>	<b>934.60</b>	<b>1090.42</b>
10	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	50.81	50.81	50.80	50.81	50.80	50.81
11	<b>Other Equity</b>						4414.01
12	<b>Earnings per equity share in Rs.</b>						
	a) Basic	@ 8.06	@ 6.67	@ 6.50	@ 15.84	@ 18.54	21.69
	b) Diluted	@ 8.05	@ 6.66	@ 6.50	@ 15.83	@ 18.53	21.68

@ For the period only and not annualised.

See accompanying Notes to Financial Results

**STANDALONE SEGMENT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31.12.2020**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Nine Months ended		For the Year ended
		31.12.2020	30.09.2020	31.12.2019	31.12.2020	31.12.2019	31.03.2020
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>						
	a) Consumer & Bazaar Products	1597.54	1335.21	1326.31	3547.19	4005.90	4999.82
	b) Business to Business	378.62	315.04	344.25	862.00	1044.63	1377.87
	c) Others	12.17	7.15	21.57	21.13	61.33	76.45
	Total	1988.33	1657.40	1692.13	4430.32	5111.86	6454.14
	Less : Inter Segment Revenue	31.63	27.17	28.69	71.00	97.82	121.55
	<b>Revenue from Operations</b>	<b>1956.70</b>	<b>1630.23</b>	<b>1663.44</b>	<b>4359.32</b>	<b>5014.04</b>	<b>6332.59</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products	591.06	491.07	442.60	1229.17	1250.11	1533.86
	b) Business to Business	57.61	43.83	56.95	106.97	180.90	254.96
	c) Others	(0.52)	0.77	0.25	(3.25)	(3.47)	(4.55)
	Total	648.15	535.67	499.80	1332.89	1427.54	1784.27
	Less : i) Finance Costs	6.23	3.02	3.38	12.60	9.70	13.40
	ii) Other Unallocable Expenditure net of Unallocable Income	93.06	77.23	63.04	239.08	183.94	274.64
	<b>Total Profit Before Exceptional Item and Tax</b>	<b>548.86</b>	<b>455.42</b>	<b>433.38</b>	<b>1081.21</b>	<b>1233.90</b>	<b>1496.23</b>
	Exceptional Items	-	0.45	-	0.45	22.24	59.28
	<b>Total Profit Before Tax</b>	<b>548.86</b>	<b>454.97</b>	<b>433.38</b>	<b>1080.76</b>	<b>1211.66</b>	<b>1436.95</b>
<b>3</b>	<b>Segment Assets</b>						
	a) Consumer & Bazaar Products	2471.65	2293.01	2129.85	2471.65	2129.85	2256.02
	b) Business to Business	852.24	795.96	735.03	852.24	735.03	786.05
	c) Others	9.35	5.44	81.62	9.35	81.62	76.36
	d) Unallocated	3997.42	3201.59	3118.53	3997.42	3118.53	2700.63
	<b>Total Segment Assets</b>	<b>7330.66</b>	<b>6296.00</b>	<b>6065.03</b>	<b>7330.66</b>	<b>6065.03</b>	<b>5819.06</b>
<b>4</b>	<b>Segment Liabilities</b>						
	a) Consumer & Bazaar Products	1280.78	959.66	872.82	1280.78	872.82	905.78
	b) Business to Business	399.80	281.43	273.40	399.80	273.40	289.00
	c) Others	1.93	1.82	5.46	1.93	5.46	4.77
	d) Unallocated	366.34	187.19	177.34	366.34	177.34	154.69
	<b>Total Segment Liabilities</b>	<b>2048.85</b>	<b>1430.10</b>	<b>1329.02</b>	<b>2048.85</b>	<b>1329.02</b>	<b>1354.24</b>

The Company operates in two business segments namely Consumer & Bazaar (C&B) and Business to Business (B2B). C&B segment covers sale of products mainly to end consumers which are retail users such as carpenters, painters, plumbers, mechanics, households, students, offices, etc. Sale consists of mainly Adhesives, Sealants, Art and craft Materials and Construction and paint Chemicals. B2B covers sale of products to end customers which are mainly large business users. This includes Industrial Products (IP) such as adhesives, synthetic resins, organic pigments, pigment preparations, construction chemicals (projects), surfactants, etc. and caters to various industries like packaging, textiles, paints, joineries, printing inks, paper, leather, etc. Others includes sale of speciality acetates, raw materials etc.

During quarter ended 31st March, 2020, the Company had re-organised its internal reporting on operating segments. Hence, in accordance with 'Ind AS 108 – Operating Segments', the segment information for C&B and IP segments in respect of all previous periods reported were regrouped, respectively to C&B and B2B segments. Operating Segment disclosures are consistent with the information provided to and reviewed by the Managing Director (Chief Operating Decision Maker).

Unallocated Segment Assets as at 31st December 2020 include the following:-

- Capital Work in Progress Rs. NIL (30th September 2020 Rs. NIL, 31st December 2019 Rs. 34.91 Crores) pertaining to Synthetic Elastomer Project.
- Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 512.83 Crores (30th September 2020 Rs. 1890.25 Crores, 31st December 2019 Rs. 1944.92 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 28th January 2021.
2. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter and nine months ended 31st December 2020.
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. Exceptional items represents - i) diminution / impairment in value of investment in a subsidiary of Rs.0.45 Crores for quarter ended 30th September 2020 and nine months ended 31st December 2020 and Rs. 4.09 Crores for the year ended 31st March 2020 ii) impairment loss on fair value of "Assets held for Sale" of Rs. 22.24 Crores for nine months ended 31st December 2019 and Rs. 55.19 Crores for the year ended 31st March 2020 pertaining to Synthetic Elastomer Project.
5. The outbreak of COVID 19 pandemic and consequent lockdown has impacted the regular business operations. The results for the nine months ended 31st December 2020 are therefore not comparable with those for the previous period. The Company has assessed the impact of pandemic on its financial results/ position based on the internal and external information available up to the date of approval of these financial results and expects to recover the carrying value of its assets.
6. The Company has allotted 12,300 equity shares on 2nd December 2020 and 5600 equity shares on 4th January 2021 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company, to whom the options were granted.
7. Previous periods' figures are regrouped to make them comparable with those of current period, wherever applicable.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai  
Dated : 28th January 2021

**BHARAT PURI**  
Managing Director  
DIN: 02173566



**STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31.12.2020**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Nine Months ended		For the Year ended
		31.12.2020	30.09.2020	31.12.2019	31.12.2020	31.12.2019	31.03.2020
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	<b>Total Income</b>						
	a) Revenue from Operations	2299.02	1880.33	1926.59	5057.19	5749.79	7294.47
	b) Other Income	20.38	21.69	39.83	62.07	135.47	149.43
	<b>Total Income</b>	<b>2319.40</b>	<b>1902.02</b>	<b>1966.42</b>	<b>5119.26</b>	<b>5885.26</b>	<b>7443.90</b>
2	Expenses						
	a) Cost of materials consumed	948.61	740.56	822.01	1931.32	2347.05	2997.71
	b) Purchases of stock-in-trade	145.71	107.88	70.85	295.86	281.81	383.57
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(54.14)	(20.07)	(2.54)	49.85	84.14	21.22
	d) Employee benefits expense	260.31	242.14	236.05	718.15	714.15	927.22
	e) Finance costs	12.07	8.65	8.19	29.79	23.81	33.60
	f) Depreciation, amortisation and impairment expense	49.48	47.89	41.86	143.47	119.82	169.92
	g) Other expenses	357.71	297.18	337.05	842.18	1047.50	1388.73
	<b>Total Expenses</b>	<b>1719.75</b>	<b>1424.23</b>	<b>1513.47</b>	<b>4010.62</b>	<b>4618.28</b>	<b>5921.97</b>
3	<b>Profit before Exceptional Items, Share of profit of Associate and Joint venture and Tax (1-2)</b>	<b>599.65</b>	<b>477.79</b>	<b>452.95</b>	<b>1108.64</b>	<b>1266.98</b>	<b>1521.93</b>
4	Share of profit of associates (net of tax)	1.58	0.61	1.58	2.66	2.93	3.03
5	Share of profit of joint venture (net of tax)	-	-	-	-	-	-
6	<b>Profit before Exceptional Items and Tax (3+4+5)</b>	<b>601.23</b>	<b>478.40</b>	<b>454.53</b>	<b>1111.30</b>	<b>1269.91</b>	<b>1524.96</b>
7	Exceptional items	-	-	-	-	22.24	55.19
8	<b>Profit before tax (6-7)</b>	<b>601.23</b>	<b>478.40</b>	<b>454.53</b>	<b>1111.30</b>	<b>1247.67</b>	<b>1469.77</b>
9	<b>Tax Expense</b>						
	Current tax	154.26	119.88	105.69	295.85	300.79	383.99
	Deferred tax	0.54	2.08	2.73	(3.24)	(18.66)	(36.27)
10	<b>Profit for the period (8-9)</b>	<b>446.43</b>	<b>356.44</b>	<b>346.11</b>	<b>818.69</b>	<b>965.54</b>	<b>1122.05</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	441.83	356.42	341.78	825.03	958.89	1116.42
	Non Controlling Interest	4.60	0.02	4.33	(6.34)	6.65	5.63
11	<b>Other Comprehensive Income</b>						
	Items that will not be reclassified to profit or loss	1.26	6.25	(1.47)	3.84	(10.71)	(14.63)
	Income tax relating to items that will not be reclassified to profit or loss	(0.31)	(1.58)	0.33	(0.97)	2.60	3.58
	Items that will be reclassified to profit or loss	1.91	(8.45)	3.00	(6.30)	8.02	14.59
	<b>Total Other Comprehensive Income</b>	<b>2.86</b>	<b>(3.78)</b>	<b>1.86</b>	<b>(3.43)</b>	<b>(0.09)</b>	<b>3.54</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	2.70	(3.71)	1.87	(3.67)	(0.17)	3.42
	Non Controlling Interest	0.16	(0.07)	(0.01)	0.24	0.08	0.12
12	<b>Total Comprehensive Income for the period (10+11)</b>	<b>449.29</b>	<b>352.66</b>	<b>347.97</b>	<b>815.26</b>	<b>965.45</b>	<b>1125.59</b>
	<b>Attributable to:</b>						
	Shareholders of the Company	444.53	352.71	343.65	821.36	958.72	1,119.84
	Non Controlling Interest	4.76	(0.05)	4.32	(6.10)	6.73	5.75
13	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	<b>50.81</b>	<b>50.81</b>	<b>50.80</b>	<b>50.81</b>	<b>50.80</b>	<b>50.81</b>
14	<b>Other Equity</b>						<b>4404.80</b>
15	<b>Earnings per equity share in Rs.</b>						
	a) Basic	@ 8.70	@ 7.01	@ 6.73	@ 16.24	@ 18.88	21.98
	b) Diluted	@ 8.69	@ 7.01	@ 6.72	@ 16.22	@ 18.87	21.97

@ For the period only and not annualised.

See accompanying Notes to Financial Results

**CONSOLIDATED SEGMENT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31.12.2020**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Nine Months ended		For the Year ended
		31.12.2020	30.09.2020	31.12.2019	31.12.2020	31.12.2019	31.03.2020
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>						
	a) Consumer & Bazaar	1848.89	1527.71	1478.28	4078.61	4449.48	5573.85
	b) Business to Business	475.08	377.08	462.64	1040.40	1355.72	1796.81
	c) Others	12.17	7.15	21.57	21.13	61.33	76.45
	Total	2336.14	1911.94	1962.49	5140.14	5866.53	7447.11
	Less : Inter Segment Revenue	37.12	31.61	35.90	82.95	116.74	152.64
	<b>Revenue from Operations</b>	<b>2299.02</b>	<b>1880.33</b>	<b>1926.59</b>	<b>5057.19</b>	<b>5749.79</b>	<b>7294.47</b>
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar	645.12	532.35	449.49	1305.92	1270.49	1549.64
	b) Business to Business	55.80	29.00	68.11	65.72	195.84	268.54
	c) Others	(0.52)	0.77	0.25	(3.25)	(3.47)	(4.55)
	Total	<b>700.40</b>	<b>562.12</b>	<b>517.85</b>	<b>1368.39</b>	<b>1462.86</b>	<b>1813.63</b>
	Less : i) Finance Costs	12.07	8.65	8.19	29.79	23.81	33.60
	ii) Other Unallocable Expenditure net of Unallocable Income	88.68	75.68	56.71	229.96	172.07	258.10
	Add: Share of profit of associates/joint venture	1.58	0.61	1.58	2.66	2.93	3.03
	<b>Total Profit Before Exceptional Item and Tax</b>	<b>601.23</b>	<b>478.40</b>	<b>454.53</b>	<b>1111.30</b>	<b>1269.91</b>	<b>1524.96</b>
	Exceptional Items	-	-	-	-	22.24	55.19
	<b>Profit before tax</b>	<b>601.23</b>	<b>478.40</b>	<b>454.53</b>	<b>1111.30</b>	<b>1247.67</b>	<b>1469.77</b>
<b>3</b>	<b>Segment Assets</b>						
	a) Consumer & Bazaar	5720.86	3203.39	2938.36	5720.86	2938.36	3069.02
	b) Business to Business	1412.71	1321.11	1306.66	1412.71	1306.66	1382.59
	c) Others	9.35	5.44	81.62	9.35	81.62	76.36
	d) Unallocated	1006.39	2427.80	2381.22	1006.39	2381.22	2007.73
	<b>Total Segment Assets</b>	<b>8149.31</b>	<b>6957.74</b>	<b>6707.86</b>	<b>8149.31</b>	<b>6707.86</b>	<b>6535.70</b>
<b>4</b>	<b>Segment Liabilities</b>						
	a) Consumer & Bazaar	1401.11	996.68	896.20	1401.11	896.20	962.11
	b) Business to Business	820.39	671.06	651.96	820.39	651.96	696.40
	c) Others	1.93	1.82	5.46	1.93	5.46	4.77
	d) Unallocated	419.93	238.34	218.08	419.93	218.08	201.16
	<b>Total Segment Liabilities</b>	<b>2643.36</b>	<b>1907.90</b>	<b>1771.70</b>	<b>2643.36</b>	<b>1771.70</b>	<b>1864.44</b>

The Group operates in two business segments namely Consumer & Bazaar (C&B) and Business to Business (B2B). C&B segment covers sale of products mainly to end consumers which are retail users such as carpenters, painters, plumbers, mechanics, households, students, offices, etc. Sale consists of mainly Adhesives, Sealants, Art and craft Materials and Construction and paint Chemicals. B2B covers sale of products to end customers which are mainly large business users. This includes Industrial Products (IP) such as adhesives, synthetic resins, organic pigments, pigment preparations, construction chemicals (projects), surfactants, etc. and caters to various industries like packaging, textiles, paints, joineries, printing inks, paper, leather, etc. Others includes sale of speciality acetates, raw materials etc.

During quarter ended 31st March, 2020, the Group had re-organised its internal reporting on operating segments. Hence, in accordance with 'Ind AS 108 – Operating Segments', the segment information for C&B and IP segments in respect of all previous periods/years reported were regrouped, respectively to C&B and B2B segments. Operating Segment disclosures are consistent with the information provided to and reviewed by the Managing Director (Chief Operating Decision Maker).

Unallocated Segment Assets as at 31st December 2020 include the following:-

- Capital Work in Progress Rs. NIL (30th September 2020 Rs. NIL, 31st December 2019 Rs. 34.91 Crores) pertaining to Synthetic Elastomer Project.
- Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 512.83 Crores (30th September 2020 Rs. 1890.25 Crores, 31st December 2019 Rs. 1944.92 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 28th January 2021.
2. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter and nine months ended 31st December 2020.
3. The above results comprise the results of Pidilite Industries Ltd. (Holding Company), 37 subsidiary companies (including two partnership firms), (Holding Company and its subsidiaries together referred as "the Group") two Associate Company and one Joint Venture. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter and nine months ended 31st December 2020.
4. 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.
5. Exceptional items represent – impairment loss on fair value of "Assets held for Sale" of Rs. 22.24 Crores for nine months ended 31st December 2019 and Rs. 55.19 Crores for the year ended 31st March 2020 pertaining to Synthetic Elastomer Project.
6. The outbreak of COVID 19 pandemic and consequent lockdown has impacted the regular business operations. The results for the nine months ended 31st December 2020 are therefore not comparable with those for the previous period. The Company has assessed the impact of pandemic on its financial results/position based on the internal and external information available up to the date of approval of these financial results and expects to recover the carrying value of its assets.
7. The Company has allotted 12,300 equity shares on 2nd December 2020 and 5600 equity shares on 4th January 2021 of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company, to whom the options were granted.
8. Previous periods' figures are regrouped to make them comparable with those of current period, wherever applicable.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai  
Dated : 28th January 2021

**BHARAT PURI**  
Managing Director  
DIN: 02173566



**Pidilite Industries Ltd.**



**Q3 FY21  
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.*

- ❖ Strong Retail Consumer Demand due to decline in Covid cases and market mobility on the rise.
- ❖ Strong Rural Demand supported by recovery in Urban (Metros and Tier 2 Cities) as economy on revival path.
- ❖ Resurgence in Industrial and Manufacturing activities and resumption of real estate and construction.
- ❖ Growth Momentum for General Trade with Alternate Trade Channels on the rise.
- ❖ Inflationary pressure elevated on Raw materials with rising crude prices.

- Financial Highlights



# Q3 FY21 Earnings Summary



	Net Sales	EBITDA *	PBT*	PAT
<b>Consolidated</b>	Rs 2,290 Cr	Rs 641 Cr	Rs 601 Cr	Rs 446 Cr
<b>YoY Growth</b>	19.5% 16.4%	38.1% 32.5%	32.3% 26.6%	29.0% 23.4%
<b>Standalone</b>	Rs 1,948 Cr	Rs 572 Cr	Rs 549 Cr	Rs 409 Cr
<b>YoY Growth</b>	17.9%	33.2%	26.6%	23.9%

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

excluding PAPL is shown in shaded portion



# 9M FY21 Earnings Summary



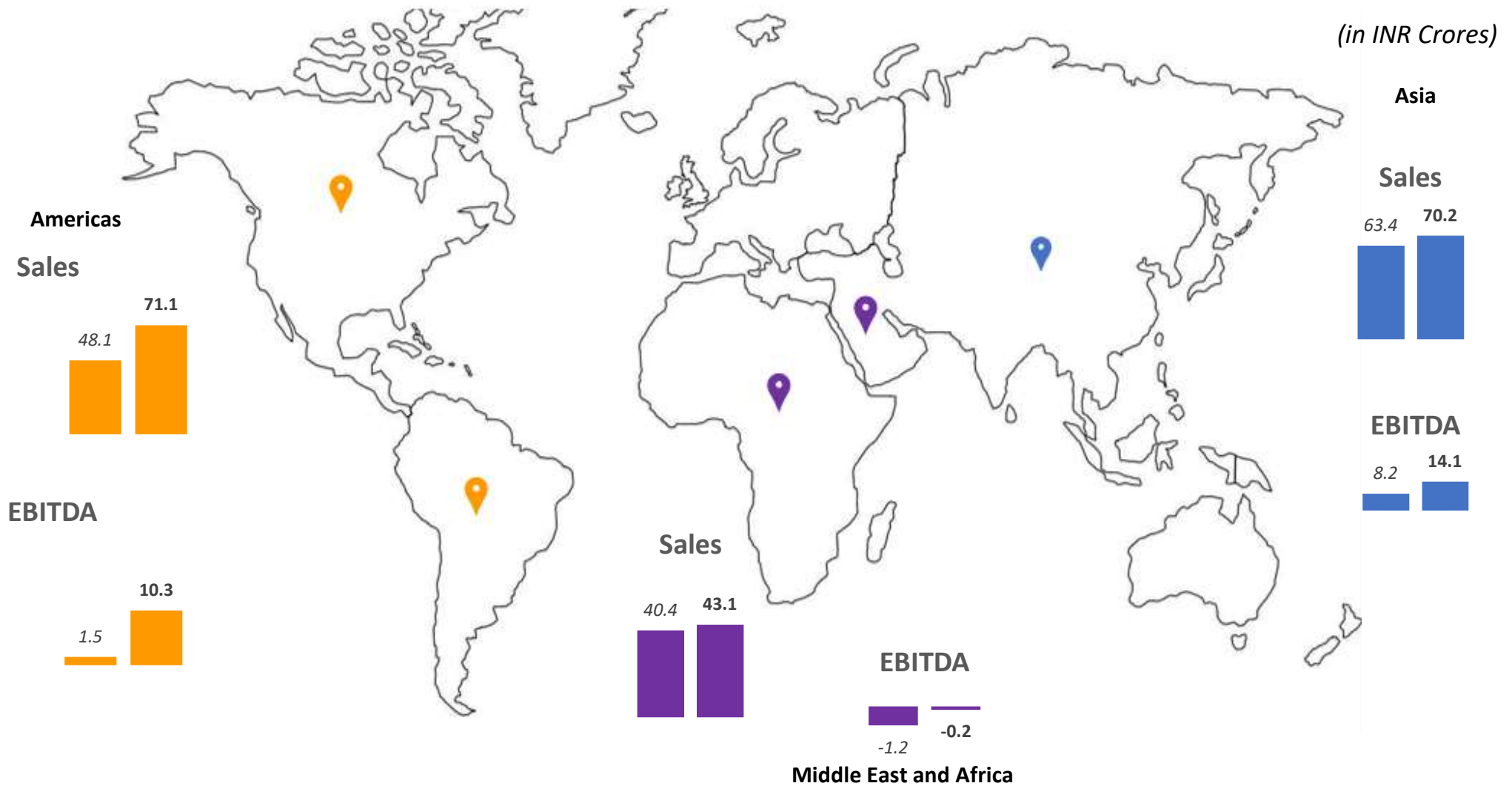
	Net Sales	EBITDA *	PBT*	PAT
<b>Consolidated</b>	<b>Rs 5,021 Cr</b>	<b>Rs 1,223 Cr</b>	<b>Rs 1,111 Cr</b>	<b>Rs 819 Cr</b>
<b>YoY Growth</b>	- 12.2% - 13.2%	- 4.3% - 6.3%	- 12.5% - 14.5%	- 15.2%** - 17.2%
<b>Standalone</b>	<b>Rs 4,335 Cr</b>	<b>Rs 1,142 Cr</b>	<b>Rs 1,081 Cr</b>	<b>Rs 805 Cr</b>
<b>YoY Growth</b>	- 13.0%	- 4.8%	- 12.4%	-14.6%**

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

\*\*Due to tax reversal in PY with reduction in corporate tax rate, on like to like basis PAT declined by 11.9% (Standalone) & 12.6% (Consolidated) excluding PAPL is shown in shaded portion

- Broad based growth across all businesses and geographies.
- The Consumer and Bazaar businesses grew volumes in excess of twenty percent.
- B2B segment also returned to double digit growth due to resurgence in Industrial activities .
- Material cost (Consolidated) as a % to net sales is lower by 105 Bps vs same quarter last year and higher by 80 Bps vs previous quarter.
- EBITDA growth driven by favourable input cost and lower discretionary spends. However, with significant inflation in input costs, margins will be under pressure in the coming quarters.
- Overseas subsidiaries performed strongly reporting double-digit constant currency revenue growth as well as earnings growth.
- While Domestic Subsidiaries in the C&B segment have shown healthy growth, subsidiaries in the B2B segment have shown signs of recovery in the latter part of the quarter.

# Q3 FY21 Overseas Subsidiaries Performance



- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
- Amounts in 'bold' denotes CY

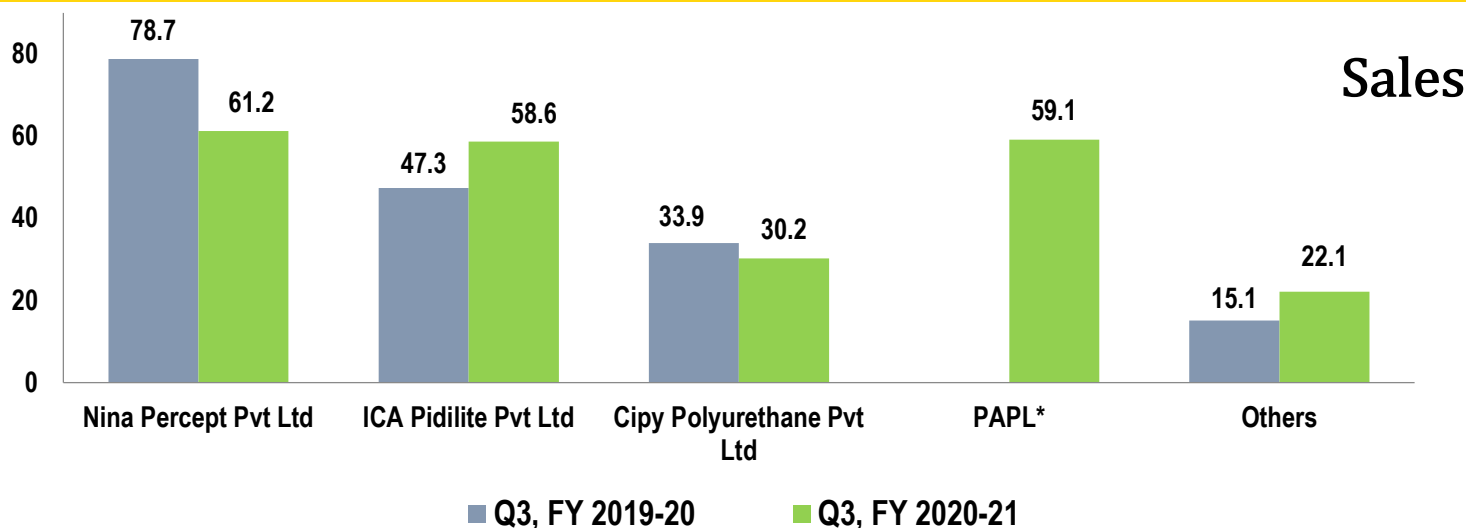
# 9M FY21 Overseas Subsidiaries Performance



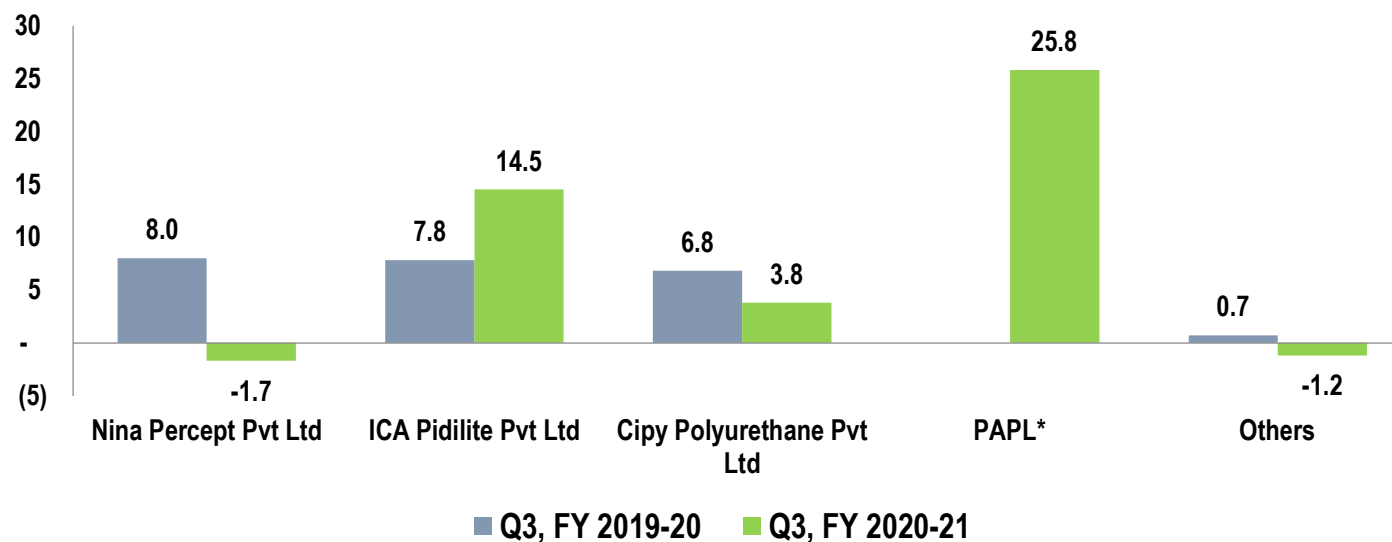
# Including tax gain pertaining to earlier years in CY in Americas of Rs 9.5 Cr.

- Amounts are like for like actual reported numbers excluding translations and other consolidation impacts
- Amounts in '**bold**' denotes CY

# Q3 FY21 Domestic Subsidiaries Performance



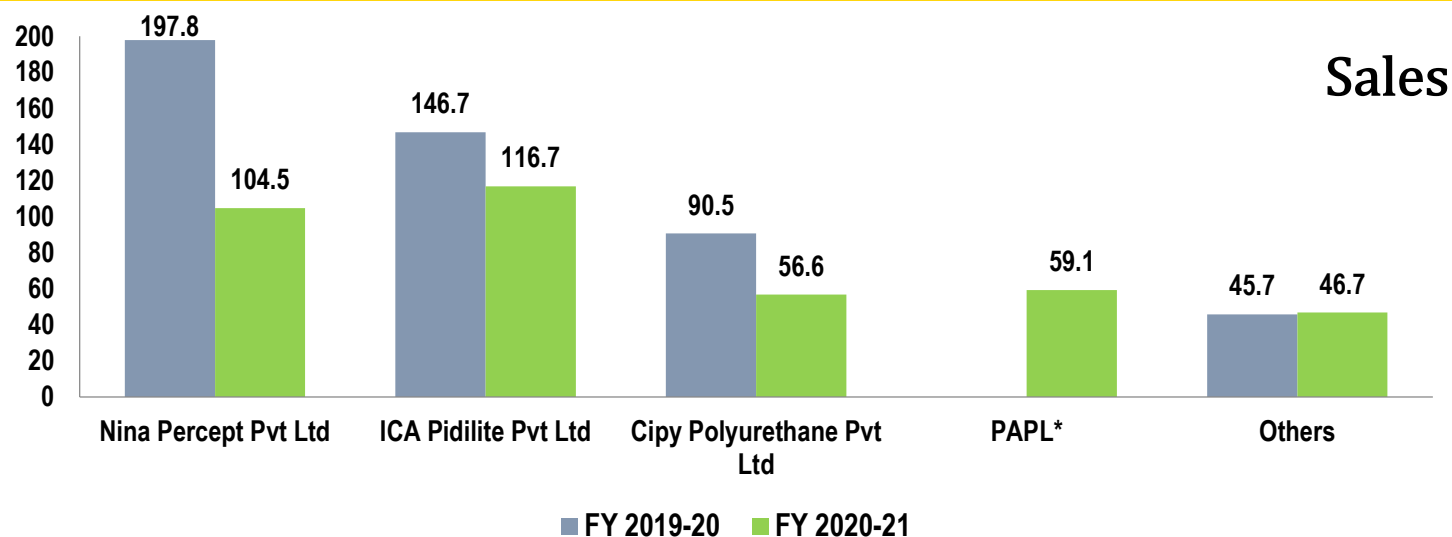
### EBITDA



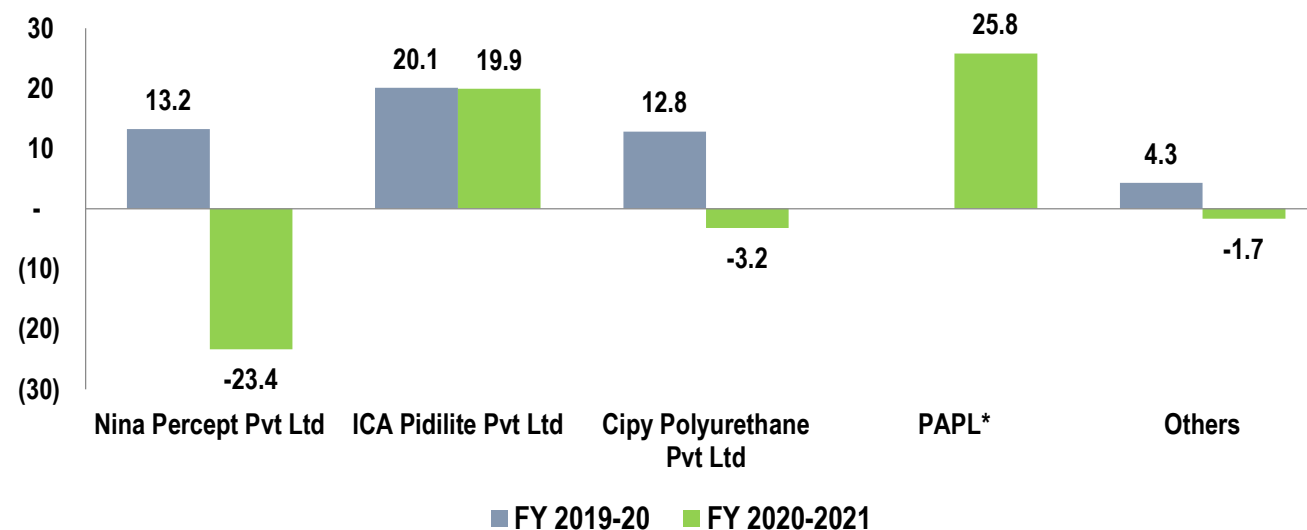
\*The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3<sup>rd</sup> November 2020.

EBITDA is before exception items. Figures are reported excluding other consolidation impacts.

# 9M FY21 Domestic Subsidiaries Performance



### EBITDA



\*The Company acquired 100% stake in Pidilite Adhesives Pvt Ltd (PAPL) [Formerly known as Huntsman Advanced Materials Solutions Private Limited (HAMSPL)] on 3<sup>rd</sup> November 2020.

EBITDA is before exception items. Figures are reported excluding other consolidation impacts.



# Update on PAPL



- On 3rd November 2020, Pidilite acquired 100% stake in Huntsman Advanced Materials Solutions Privat Limited (HAMSPL).
- HAMSPL name changed to Pidilite Adhesives Private Limited ('PAPL')
- PAPL sells Adhesives, Sealants and other products under well-known brands such as Araldite, Araldite Karpenter and Araseal in Indian Sub-continent Region (2019 Revenue: Rs 400 Cr)
- Araldite is the market leader in the epoxy adhesives and will add to the strong portfolio of Pidilite's adhesive and sealant brands.
- PAPL has a nation-wide distribution network and a strong presence in Retail Trade.
- PAPL shown sequential monthly improvement in sales during the quarter Dec 20.
- EBITDA margins improved due to lower input cost and controlled other costs.

# 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

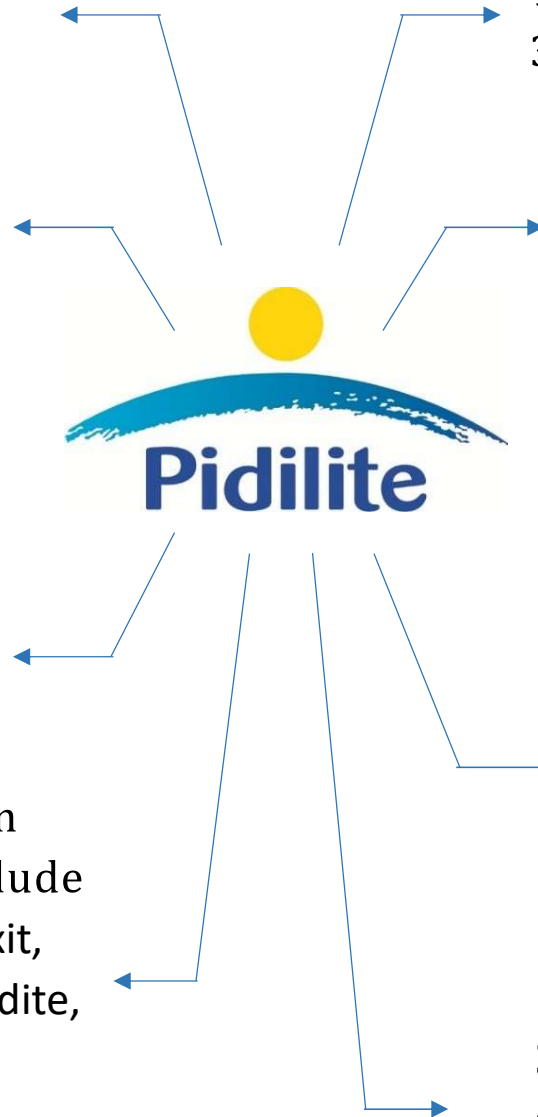
Among the most trusted brands in  
the country. Other big brands include  
M-Seal, Fevikiwik, Fevistik, Roff, Dr. Fixit,  
Fevicryl, Motomax, Hobby Ideas, Araldite,  
Araldite Karpenter and Araseal

9 Regional offices with 27 plants and  
31 co-makers in India

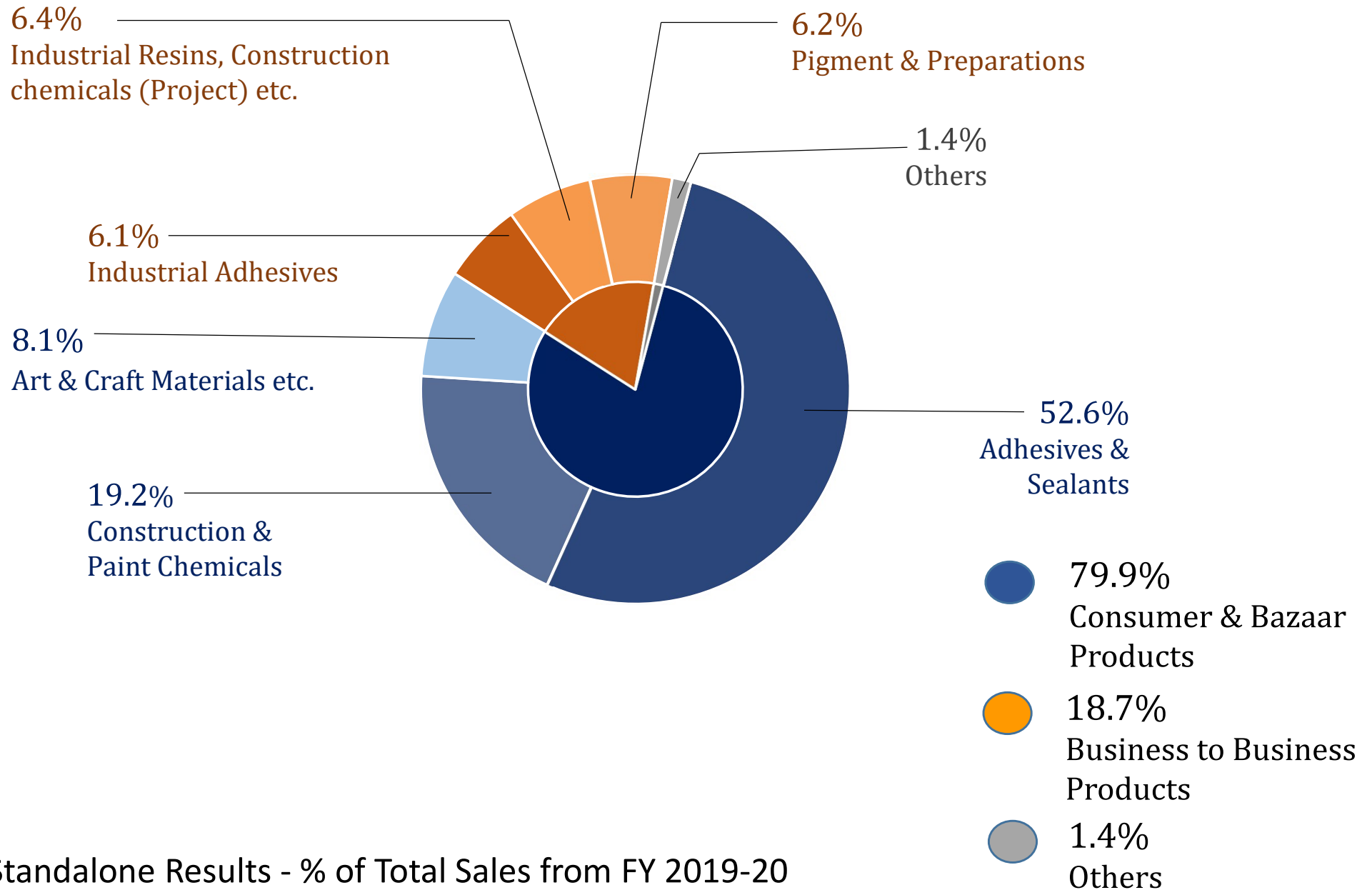
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya

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

3 R&D centres in India. 1 in Singapore and 1 in USA



# Industry Segment Composition



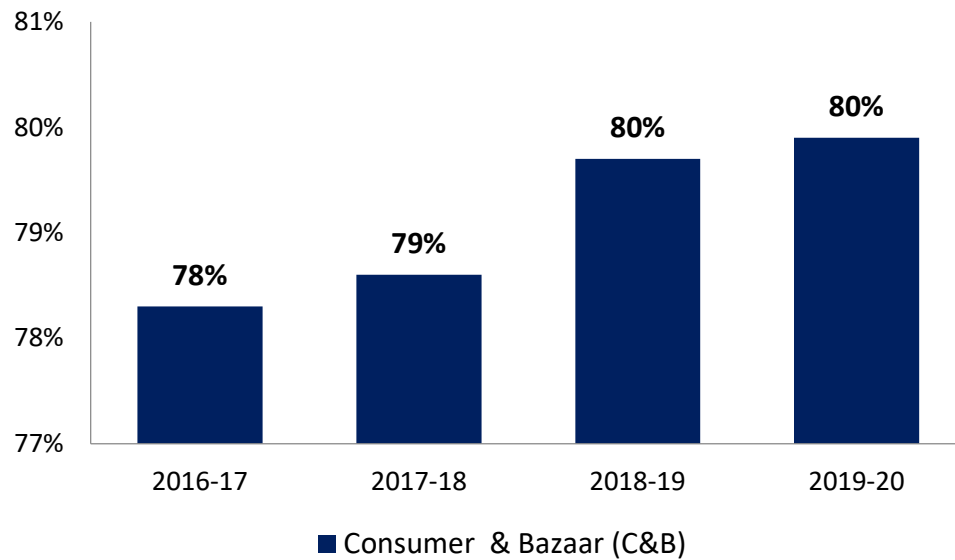
Standalone Results - % of Total Sales from FY 2019-20

# 4-Year Performance by Business Segments



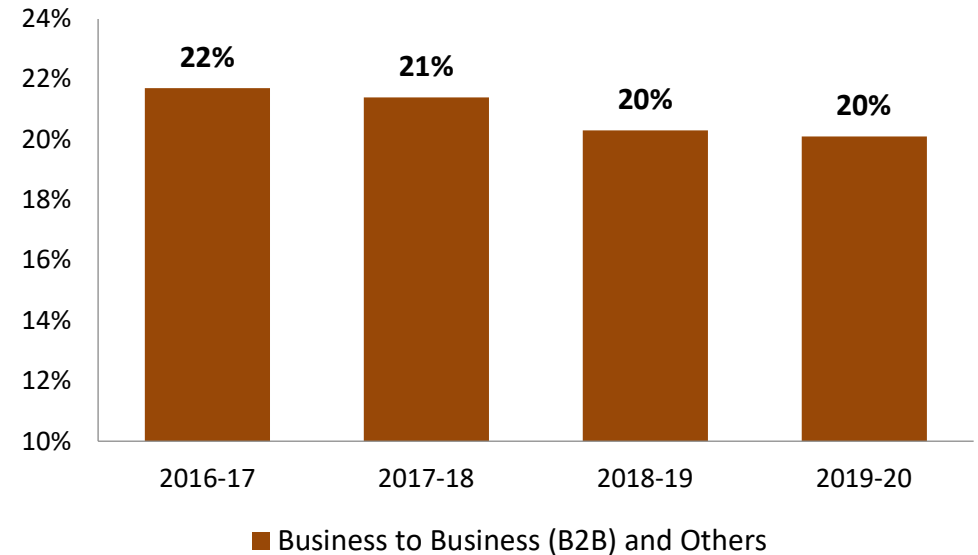
Numbers represent Percentage of Total Sales

## Consumer and Bazaar (C&B)



## Business to Business (B2B)

B2B includes Others also



# Domestic Presence – India operations



- **6000+** SKUs of **600+** products
- Domestic Revenue of **Rs. 5,638 Cr** for FY20
- **27** plants, **31** Co-makers
- **4,700+** distributors
- **42** warehouses (including PAPL 3)
- **9** regional offices & **2** RDCs



- Exports to more than **80** countries. Major exports to Middle East, SAARC, Africa, USA & Europe.
- Export Revenue of **Rs. 695 Cr** in **FY20**.
- **20** Overseas subsidiaries – 6 Direct and 14 Step down. 1 Joint Venture.
- Total revenue from Overseas subsidiaries of **Rs. 575 Cr** in **FY20**.
- International manufacturing facilities in USA, Thailand, Dubai, Brazil, Egypt, Bangladesh, Sri Lanka and Kenya.

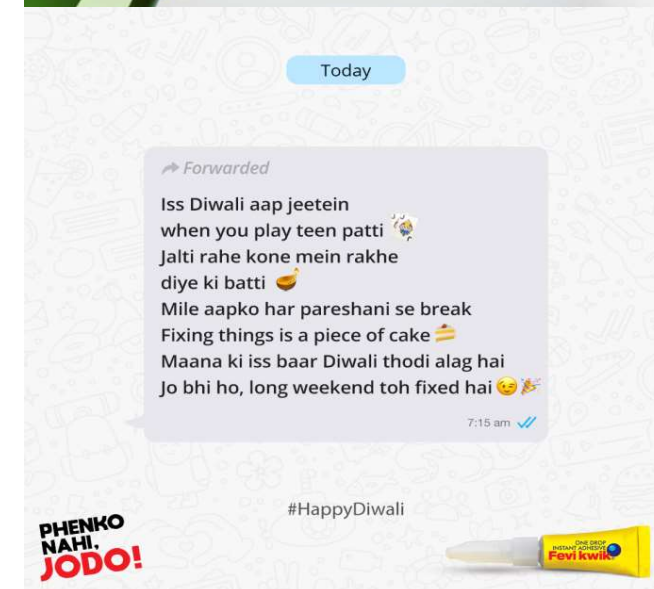
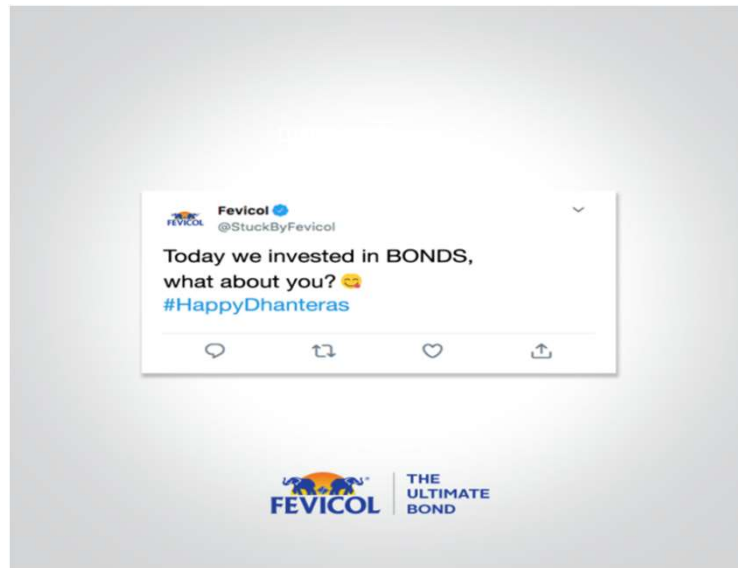
# Connecting users and dealers via digital platform



**FEVICOL** THE ULTIMATE BOND



# Celebrating Occasions via Digital Media



# Adopting Alternate Trade Channels




- Alternate Trade Channels like Ecommerce, Modern Trade (MT) and Pidilite Ki Duniya (PKD) have augmented Q3 growth
- E-comm Sales at 3X growth
- Modern Trade Sales at 1.2X growth
- PKD Sales at 1.3X growth



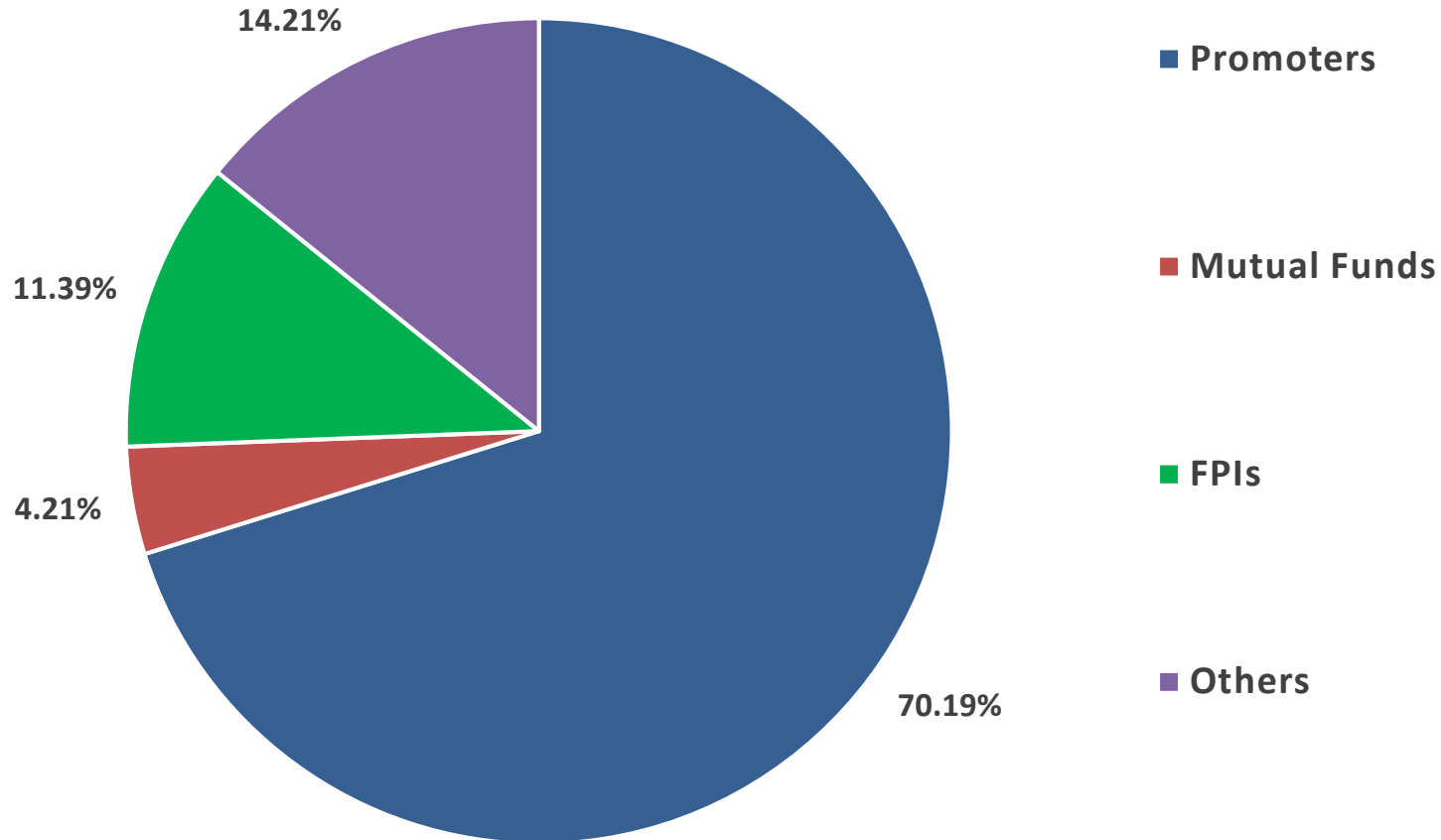
# Marketing/ Advertising



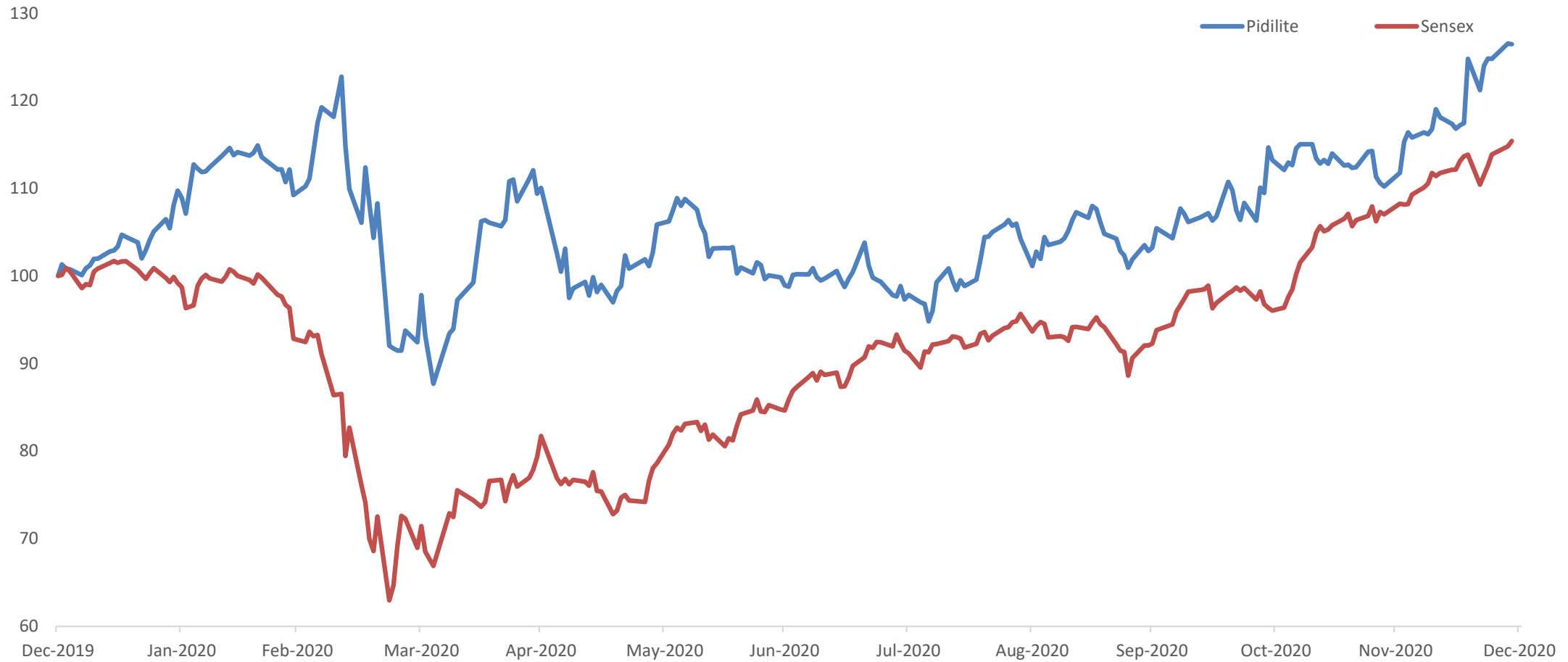
- Consistent and effective brand building activities across various categories (a) Consumer Adhesives & Sealants (b) Craftsmen Adhesives (c) Waterproofing Chemicals (d) Hobby & Craft Colours
- Several of the brands are well-known in respective categories (Fevicol, Fevikwik, M-Seal, Dr Fixit, Fevicryl, 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 December 31, 2020

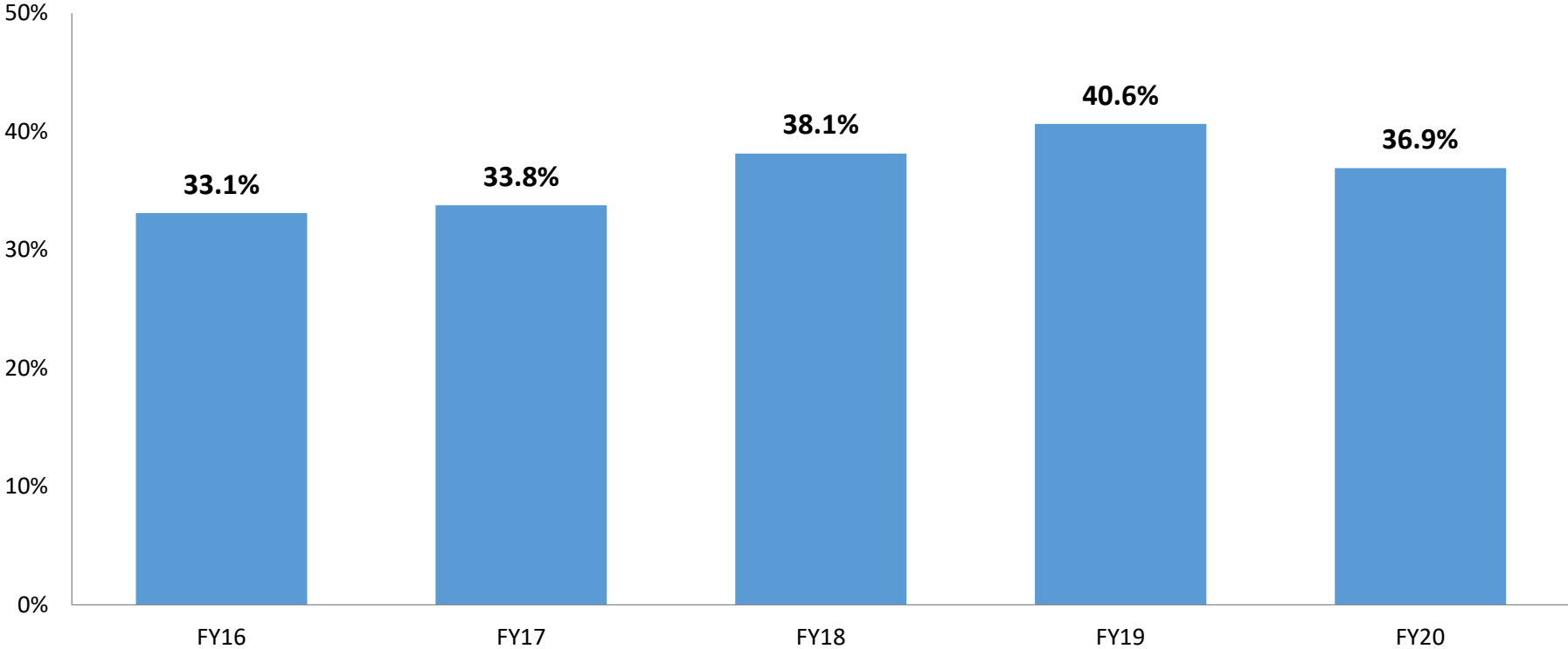


# Share Price Movement



*Rebased to 100*

# Backed by consistent dividend payouts



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

# Investor Contacts



CIN : L24100MH1969PLC014336

Investor Relations - [investor.relations@pidilite.co.in](mailto:investor.relations@pidilite.co.in)

Puneet Bansal, Company Secretary  
Ramkrishna Mandir Road, Off Mathuradas VasANJI Road,  
Andheri (E), Mumbai - 400 059.

Phone : +91 22 28357949

Fax : +91 22 28216007

The ultimate adhesive

