



11<sup>th</sup> February, 2019

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 Presentation**

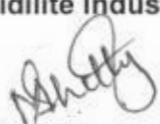
Dear Sir,

Please find attached an Investor Presentation.

Thanking You,

Yours faithfully,

**For Pidilite Industries Limited**

  
**Manisha Shetty**  
**Additional Company Secretary**

**Encl: as above**

**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**

# Investor Presentation

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# Agenda



- **Company Overview**
- Business Overview
- Macro Indicators
- Strategic Direction
- Key Consideration



# Company Overview



Since 1959



No. 1 Adhesives company in India



>5300 permanent employees



Operations in 9 countries



India's Super 50 Company



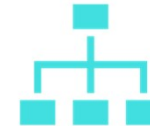
23 Mfg. Plants & 23 Co Makers in India



>500 Products



Exporting to >80 countries



18 International & 9 Domestic Subsidiaries



3 R&D Centers



>INR 55,000 Crore Market Cap



31.13% Market Cap CAGR Since inception



10 Year Revenue CAGR 13%



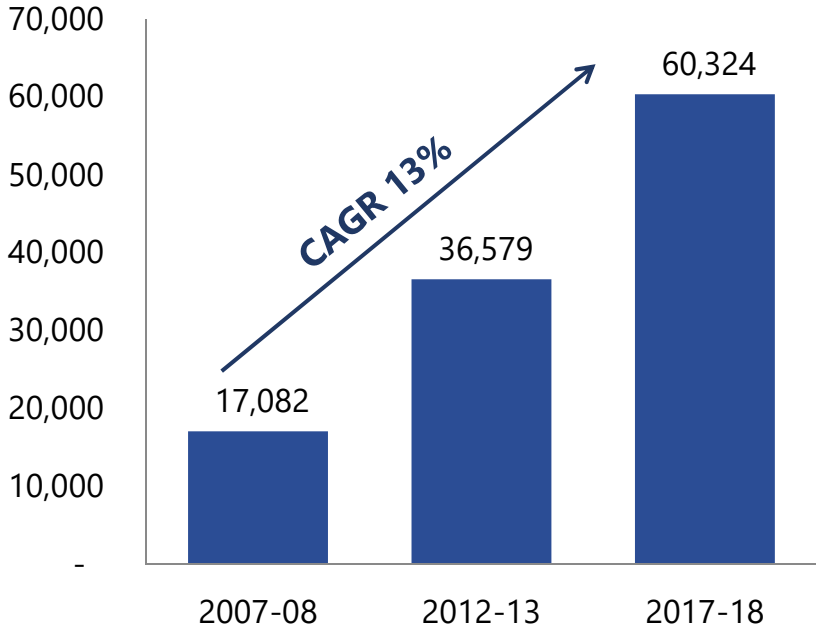
10 Year PAT CAGR 23%



Rs. 18.8 EPS for the FY 2017-18

# Sustainable Strong Growth ...

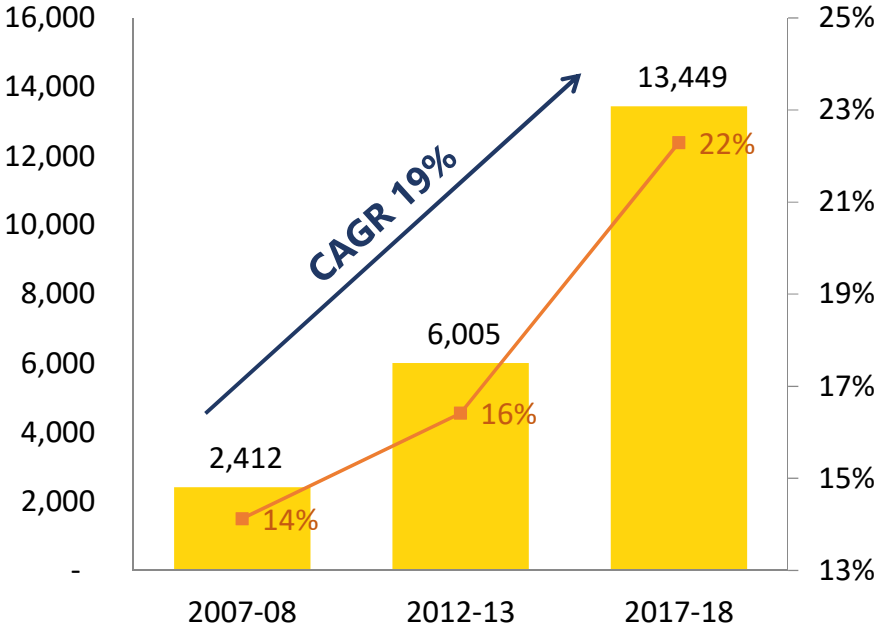
Revenue Growth Trend Over Last 10 Years



■ Consolidated Net Sales (Rs Millions)\*

\*Sales net of excise duty

EBITDA Growth Trend Over Last 10 Years



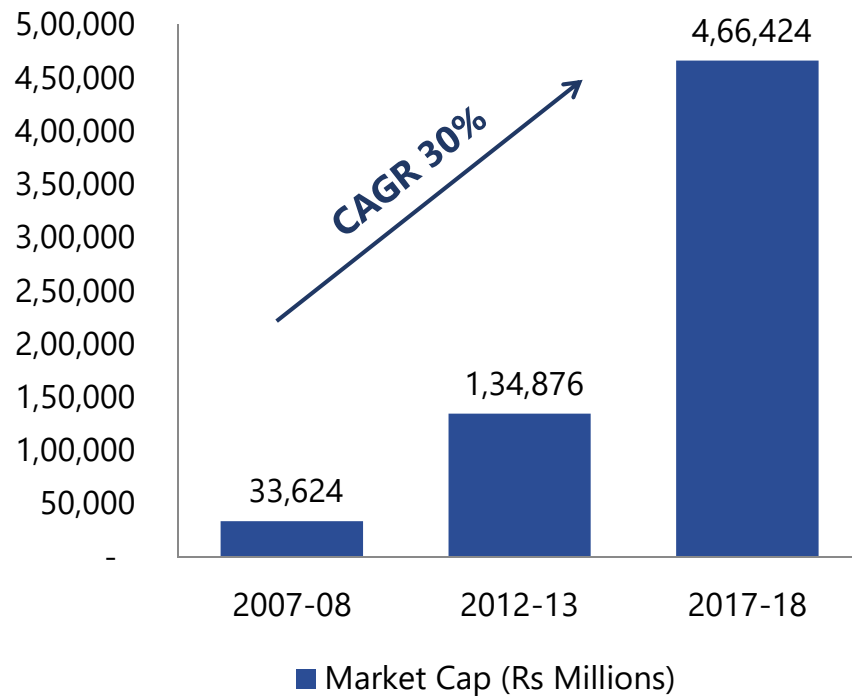
■ Consolidated EBITDA (Rs Millions)\*\*

— EBITDA as a % to Net Sales

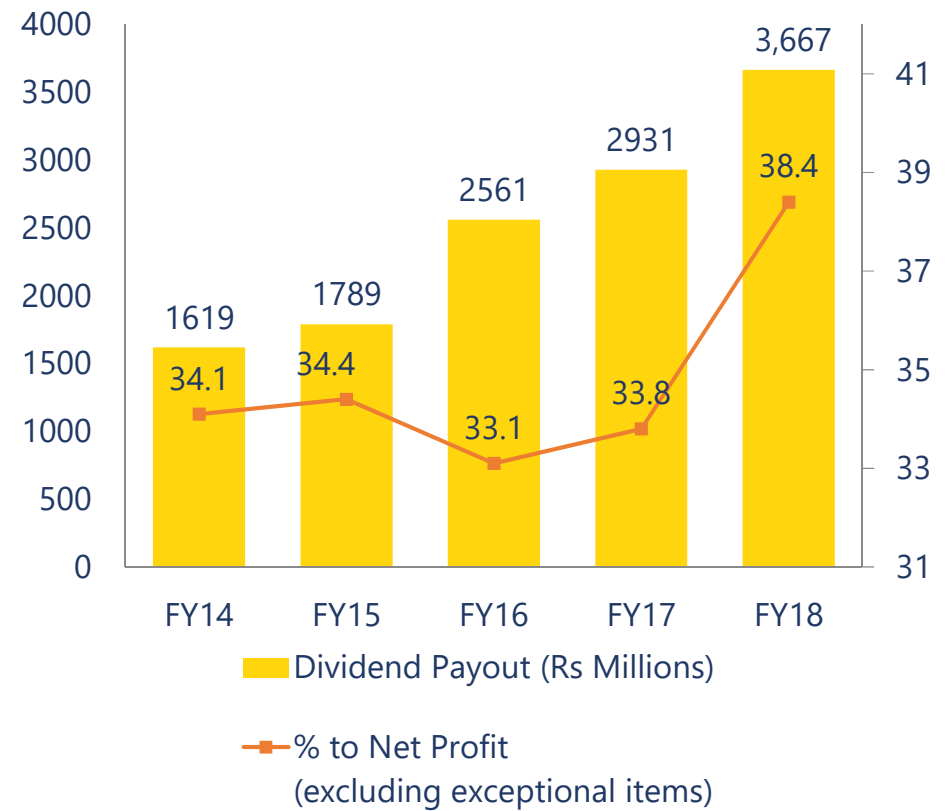
\*\*EBITDA before Non Operating Income

# ...Creating value for shareholders

### Market Cap 10 Year Trend



### Dividend Payout Trend



# Agenda



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# Our Businesses

Consumer & Bazaar



**FEVICOL**  
THE ULTIMATE ADHESIVE  
Woodworking,  
Wall and Wood  
Finishes



**DR. FIXIT**  
WATERPROOFING EXPERT

Construction Chemicals



ONE DROP  
INSTANT ADHESIVE  
**Fevi kwik**  
Consumer Products –  
Maintenance and Arts,  
Stationery, Fabric

Industrial Business

