



8th May, 2025

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: Earnings Presentation

Dear Sir,

Please find attached the Earnings Presentation for the quarter and year ended 31st March, 2025.

Thanking You,

Yours faithfully,
For Pidilite Industries Limited

Manisha Shetty
Company Secretary

Encl: a/a

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Regent Chambers, 7th Floor
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Q4' FY 25

Earnings Presentation



OUR BRANDS



DISCLAIMER

This presentation may contain statements which reflect the management's current views and estimates and could be construed as forward looking statements.

The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed.

Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.

PERFORMANCE OVERVIEW

- Current quarter's revenue growth of 10.2% was aided by UVG of 9.8% across categories and geographies.
- Consumer and Bazaar ('C&B') UVG was 8.0% with sequential improvement, while Business to Business ('B2B') continued to report robust UVG of 16.4%.
- Gross Margins improved by 154 bps over Q4 FY24 and by 86 bps over Q3 FY25, primarily driven by benign input prices.
- A&SP spends were stepped up to drive demand generation (Q4 FY25: 5.4% of Net Sales; Q4 FY24: 4.7%; Q3 FY25: 3.9%).
- EBITDA Margins remained in line with Q4 FY24 at 20.6%.
- FY25 revenue grew by 8.1% underpinned by UVG of 9.3% with C&B UVG of 7.2% and B2B UVG of 19.2%..
- Gross Margins improved by 254 bps over previous year, on account of lower input costs. EBITDA Margins were at 23.6%, compared to 22.9% in previous year.

PERFORMANCE OVERVIEW

- Domestic subsidiaries reported double-digit sales growth in the current quarter. EBITDA also grew in double-digit over Q4 FY24.
- Sales of International subsidiaries (excluding Pidilite USA and Pulvitec Brazil) were in line with Q4 FY24.
- As we look ahead, we continue to remain cautiously optimistic given the domestic operating environment and improving demand conditions, especially in the construction sector, backed by anticipated good monsoon and increase in Government spends.
- We remain watchful of the impact of uncertain global economic and geo-political conditions.
- We remain committed to our strategic agenda of delivering consistent, profitable volume led growth through investment in our brands, supply chain and people.

FINANCIAL HIGHLIGHTS



EARNINGS SUMMARY

Q4' FY25

	NET SALES [#]	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 3,130 Cr	Rs. 633 Cr	Rs. 601 Cr	Rs. 428 Cr
YOY GROWTH	8.3%	9.7%	20.7%	40.5%
STANDALONE	Rs. 2,839 Cr	Rs. 584 Cr	Rs. 606 Cr	Rs. 446 Cr
YOY GROWTH	10.2%	10.7%	30.8%	25.8%

#Comparable Consolidated Net Sales growth (excluding Pidilite USA and Pulvitec Brazil in PY) is 9.5%

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

EARNINGS SUMMARY

FY' 25

	NET SALES [#]	EBITDA*	PBT*	PAT
CONSOLIDATED	Rs. 13,094 Cr	Rs. 3,013 Cr	Rs. 2,848 Cr	Rs. 2,096 Cr
YOY GROWTH	6.1%	11.3%	16.2%	20.0%
STANDALONE	Rs. 12,023 Cr	Rs. 2,835 Cr	Rs. 2,786 Cr	Rs. 2,074 Cr
YOY GROWTH	8.1%	11.2%	16.2%	15.2%

#Comparable Consolidated Net Sales growth (excluding Pidilite USA and Pulvitec Brazil in PY) is 7.6%

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

SEGMENT SUMMARY - STANDALONE

(in INR Crores)

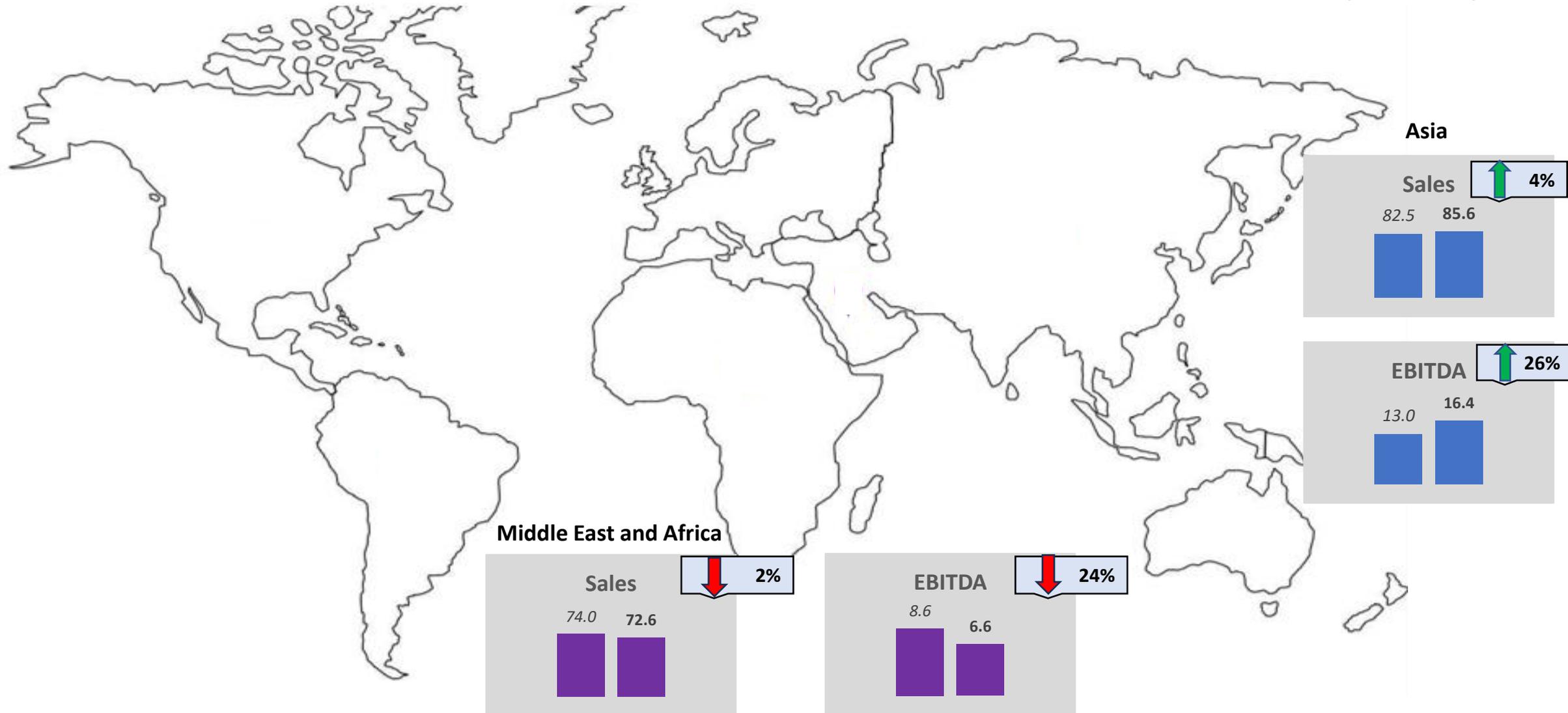
Sr. No.	PARTICULARS	Q4' 24	Q4' 25	Growth (%)	FY' 24	FY' 25	Growth (%)
1	Segment Sales						
	a) C&B	2,015	2,203	9.3%	9,032	9,630	6.6%
	b) B2B	599	682	13.9%	2,238	2,566	14.7%
	c) Others	12	15	24.6%	61	56	-8.7%
	Total	2,626	2,899	10.4%	11,331	12,252	8.1%
	Less : Inter Segment Sales	50	60	20.7%	213	229	7.4%
	Net Sales	2,576	2,839	10.2%	11,118	12,023	8.1%
2	Segment Results (PBIT)^						
	a) C&B	521	582	11.8%	2,632	2,870	9.0%
	<i>Margins (PBIT/Sales)</i>	<i>25.8%</i>	<i>26.4%</i>		<i>29.1%</i>	<i>29.8%</i>	
	b) B2B	66	125	88.0%	301	460	52.6%
	<i>Margins (PBIT/Sales)</i>	<i>11.1%</i>	<i>18.3%</i>		<i>13.5%</i>	<i>17.9%</i>	
	c) Others	0	0	-66.1%	3	3	-1.3%
	Total Segment Results	588	707	20.4%	2,936	3,333	13.5%
	Less : i) Finance Costs	8	10	33.5%	29	35	17.9%
	ii) Other unallocable expenditure net of unallocable income	117	91	-21.7%	510	512	0.4%
	Profit Before Tax (PBT)*	463	606	30.8%	2,397	2,786	16.2%

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

*PBT is Profit Before Tax and Exceptional Items.

OVERSEAS SUBSIDIARIES PERFORMANCE Q4 FY'25

(in INR Crores)



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

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

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

OVERSEAS SUBSIDIARIES PERFORMANCE FY'25

(in INR Crores)



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

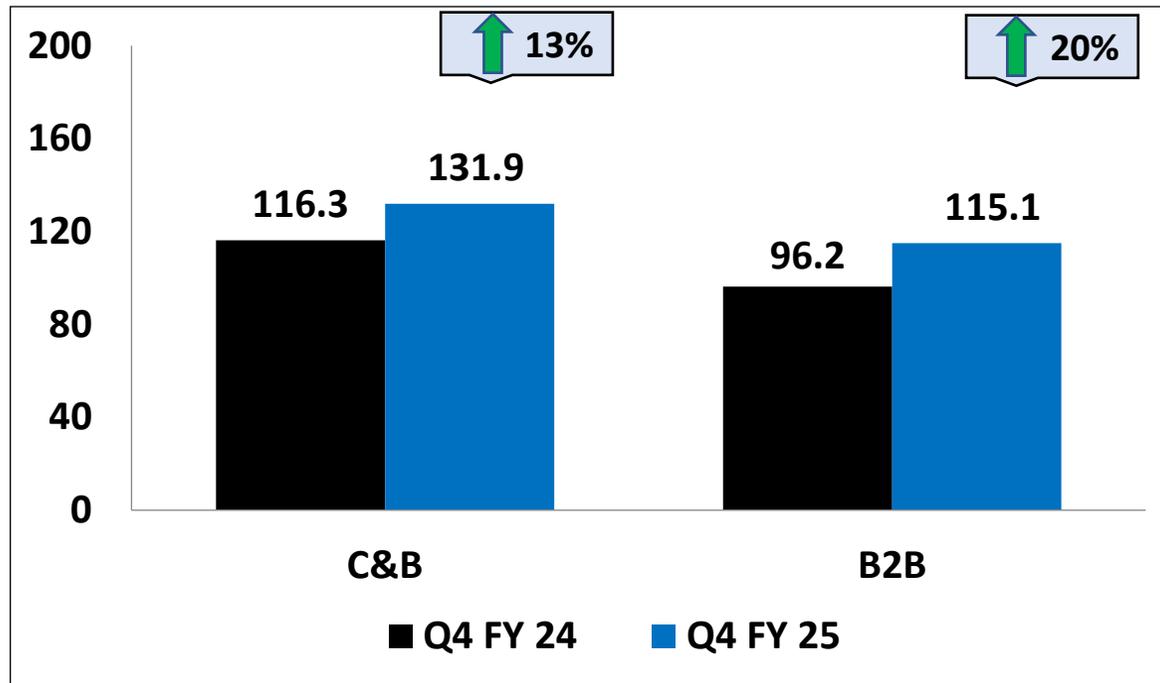
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iii) Performance of Pidilite USA and Pulvitec Brazil has been excluded in PY

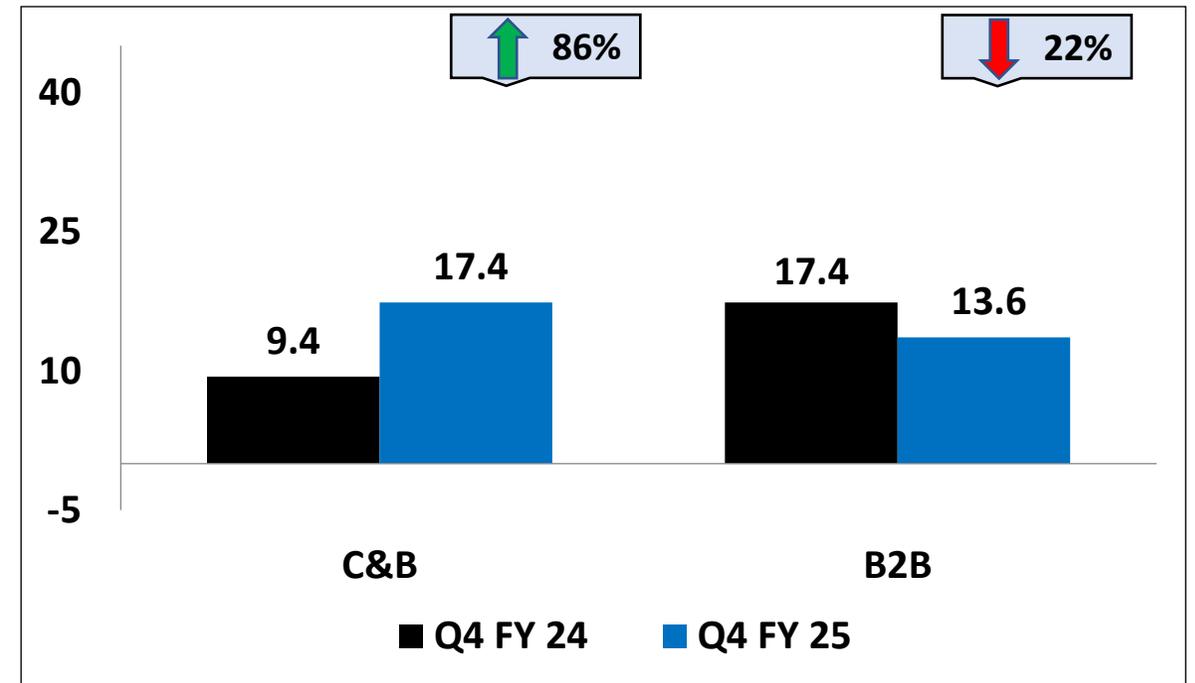
DOMESTIC SUBSIDIARIES PERFORMANCE Q4 FY'25

(in INR Crores)

NET SALES



EBITDA

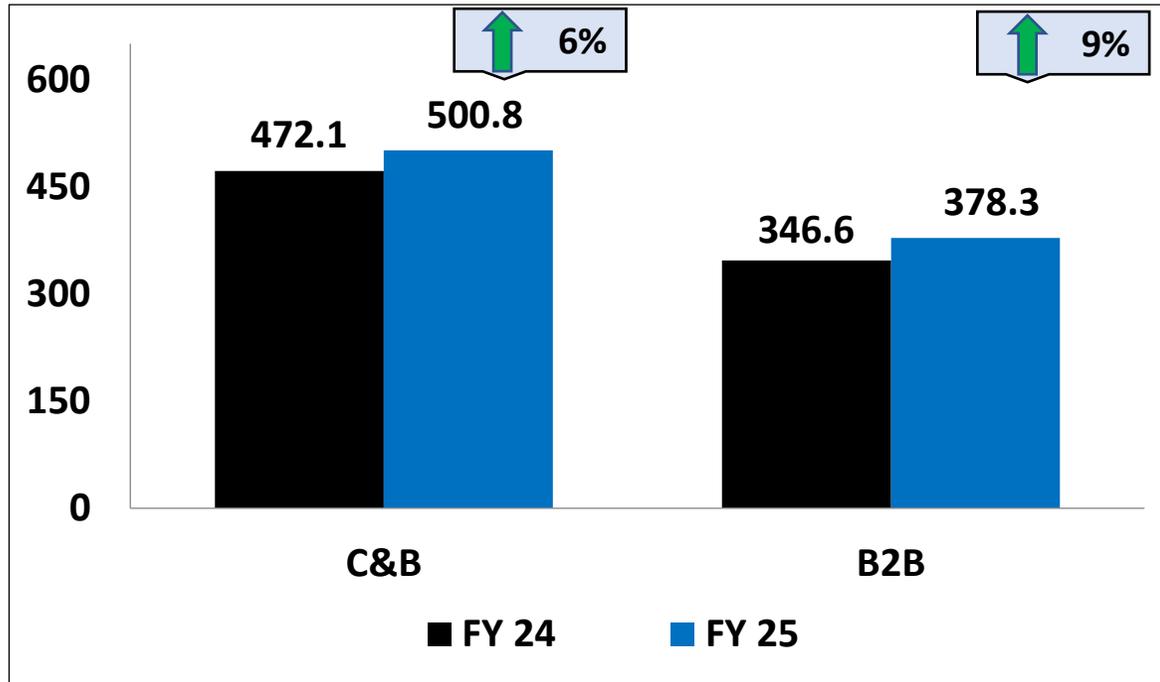


EBITDA is before exceptional items. Figures are reported excluding consolidation adjustments.

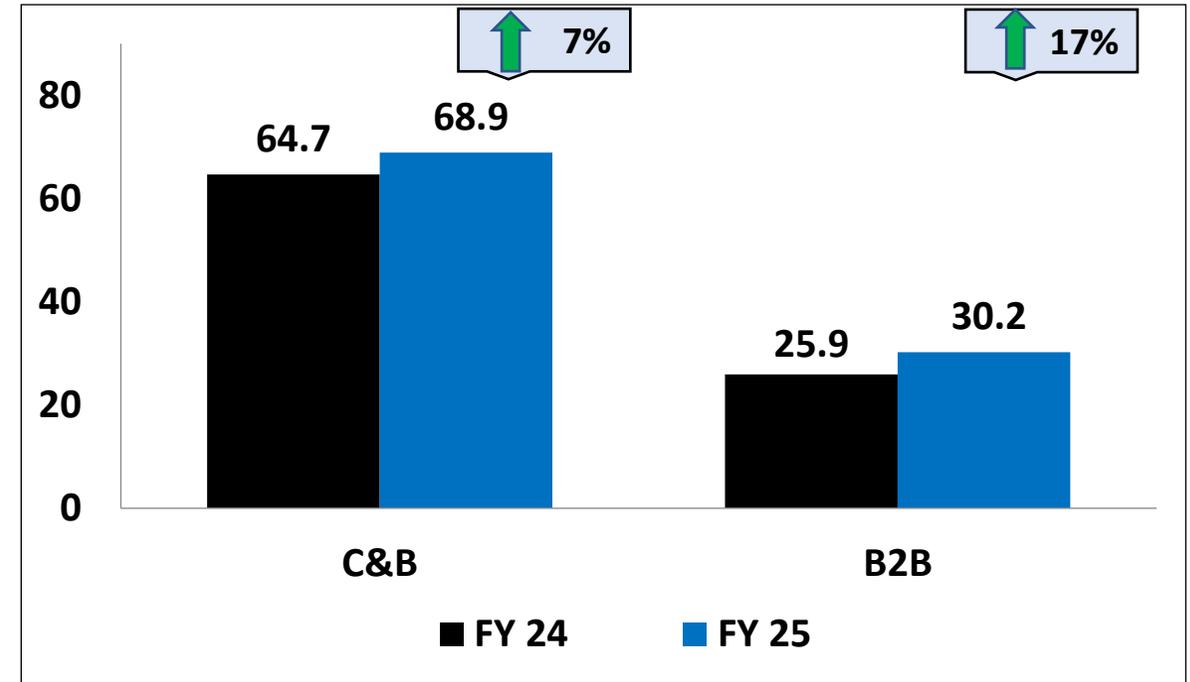
DOMESTIC SUBSIDIARIES PERFORMANCE FY'25

(in INR Crores)

NET SALES

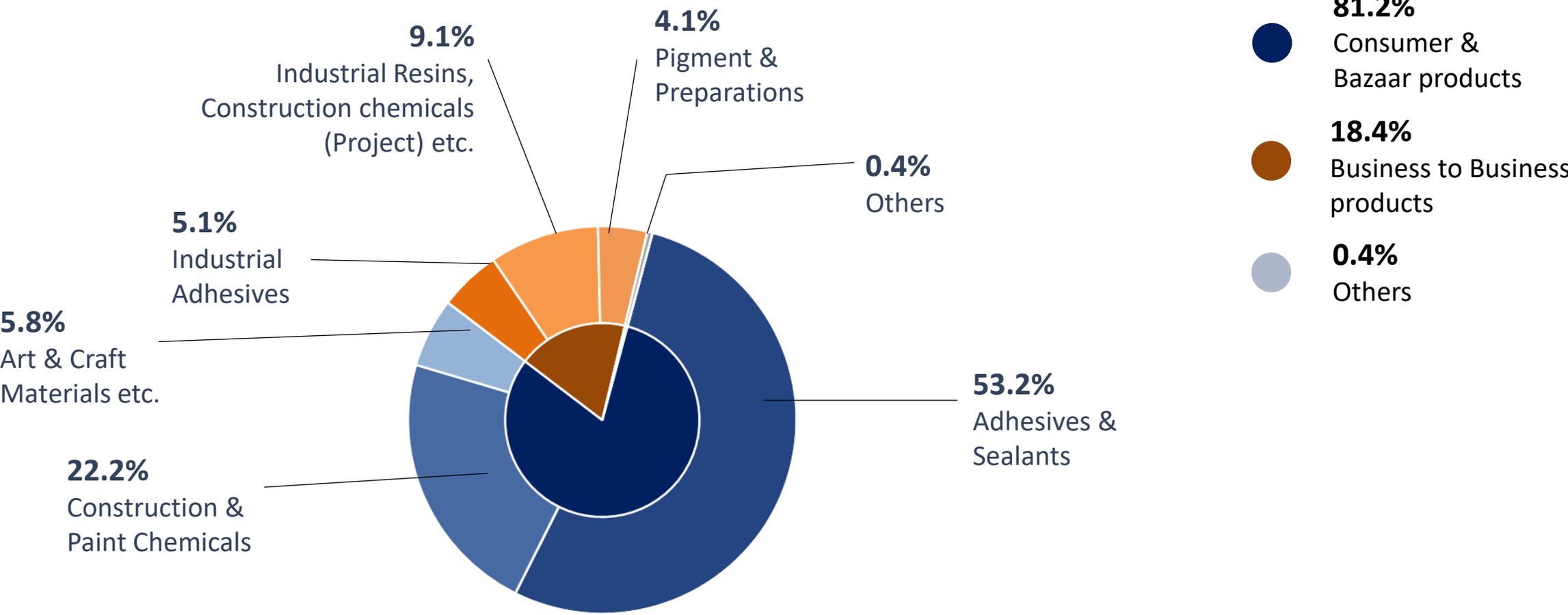


EBITDA



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

INDUSTRY SEGMENT COMPOSITION

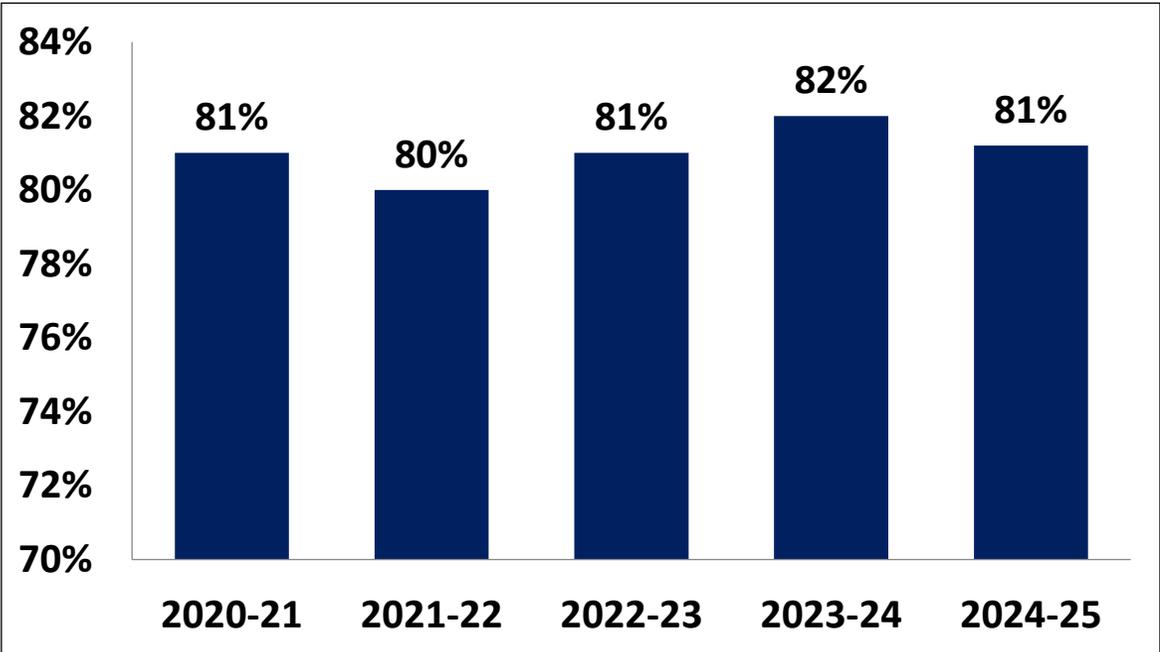


Standalone Results - % of Total Sales based on FY 2024-25

5-Year Performance by Business Segments (Standalone)

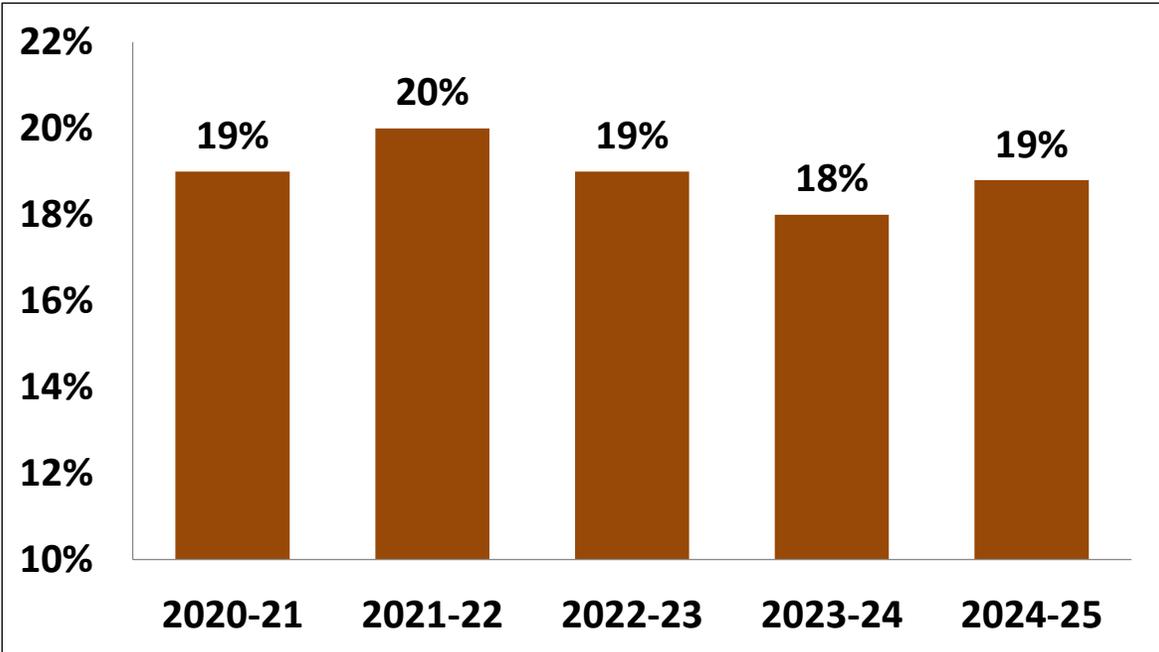
Numbers represent Percentage of Total Sales

Consumer and Bazaar (C&B)



Business to Business (B2B)

B2B includes Others also



COMPANY AT A GLANCE

Brand established in 1959

Pioneer in Consumer & Specialty Chemicals

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

History of creating **strong brands**

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

Domestic Presence

33 plants & **30** co-makers

8 Regional offices & **5** RDCs

47 Warehouses

14 domestic subsidiaries (including **1**

partnership firm) and **6** associates

Standalone Domestic Revenue of

Rs. 11,079 Cr in FY25

Domestic Subsidiaries Revenue of

Rs. 887 cr in FY25

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

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

Rs 647 Cr revenue from overseas subsidiaries in FY 25

Standalone Export Revenue of

Rs. 993 Cr in FY 25

Revenue Figures are excluding consolidation adjustments.

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

5 R&D centres in India.

1 in Singapore

6,200+ SKUs of **820+** Products

8,100+ employees at Standalone level

4,950+ distributors in India

Creating Value by Creating Categories



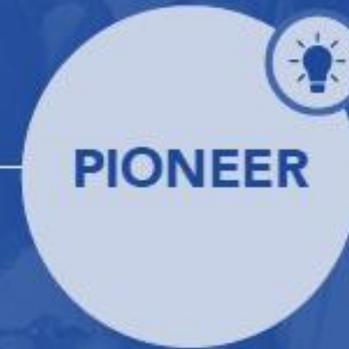
Established Brands with high market maturity and strong share position

1-2X GDP



Emerging categories with significant potential for market growth or share gain

2-4X GDP...



Nascent Categories with huge market creation opportunity

100 Crores revenue in 3 years





MARKETING & ADVERTISING

Consistent and effective brand building activities across various categories

- a. Consumer Adhesives & Sealants
- b. Craftsmen Adhesives
- c. Waterproofing Chemicals
- d. Hobby & Craft Colours

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

Award winning advertisements resulting in mass appeal of brands across all segments and geographies.

Significant relationship building activities with end users and influencers.

Extensive grass root contact with end-users to promote usage of products and brands.

CONNECTING DIGITALLY



Hobby Ideas India

Posted by Khyati Patel

23 Feb · 🌐

Why paint in 2D when you can go 3D?

Check out this stunning painting with a 3... See more

Fevicryl



Fevikwik



That's how we do it ;)

#Fevikwik #ChutkiMeinChipkaaye #PhenkoNahiJodo #Fixing



CELEBRATING OCCASSIONS- DIGITAL WAY



Fevicol

Sabko lapet lenge ;)

#MakarSakranti #FevicolKaJod #MazbootJod



Saath ude, saath jude :)



Fevikwik

Ab hum jode Holi me bhi ;)

#Fevikwik #ChutkiMeinChipkaye #Advanced #Holi



Bura na maano
fix kardenge
#HappyHoli



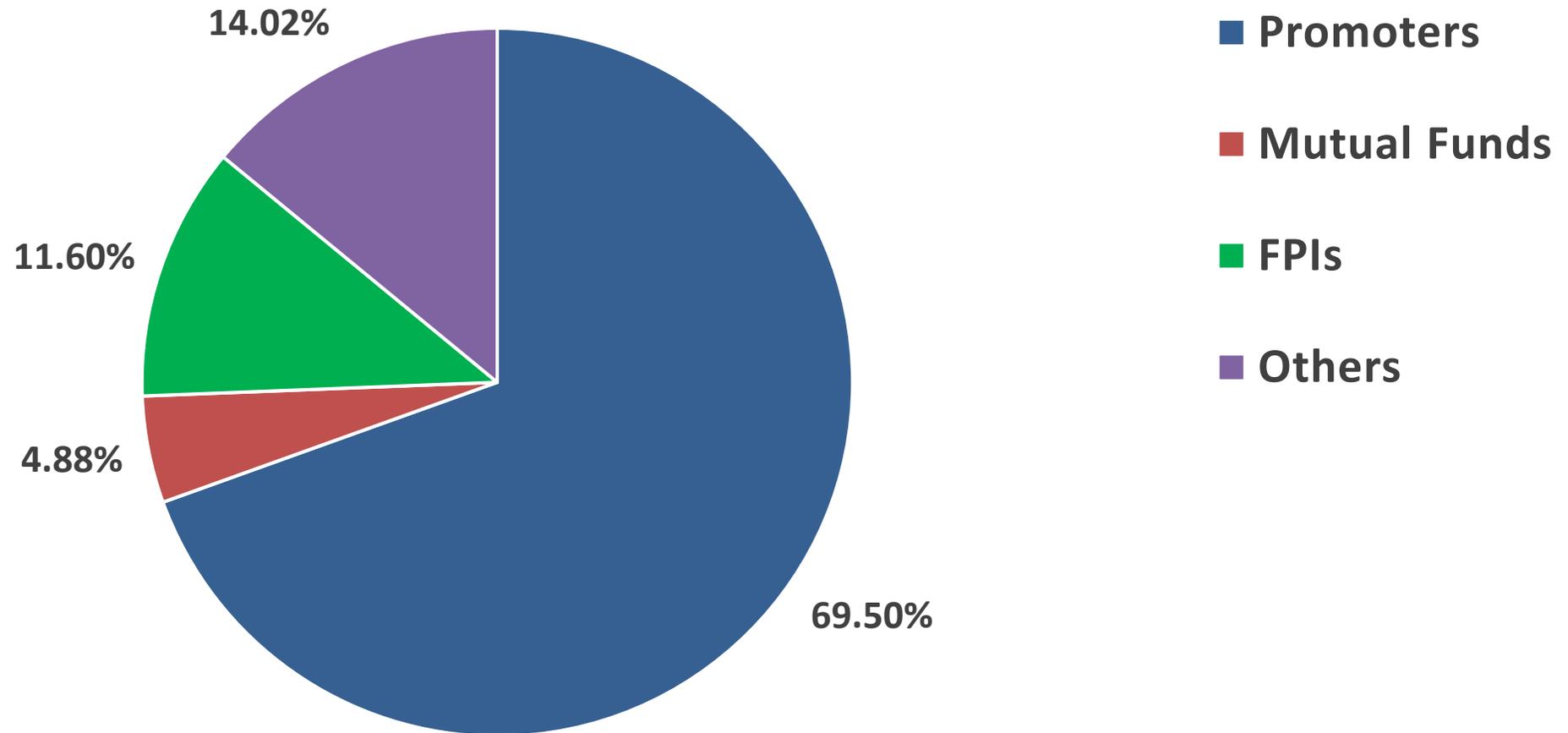
A Nation Built on Principles,
A Home Built on Expert Waterproofing!

#HappyRepublicDay

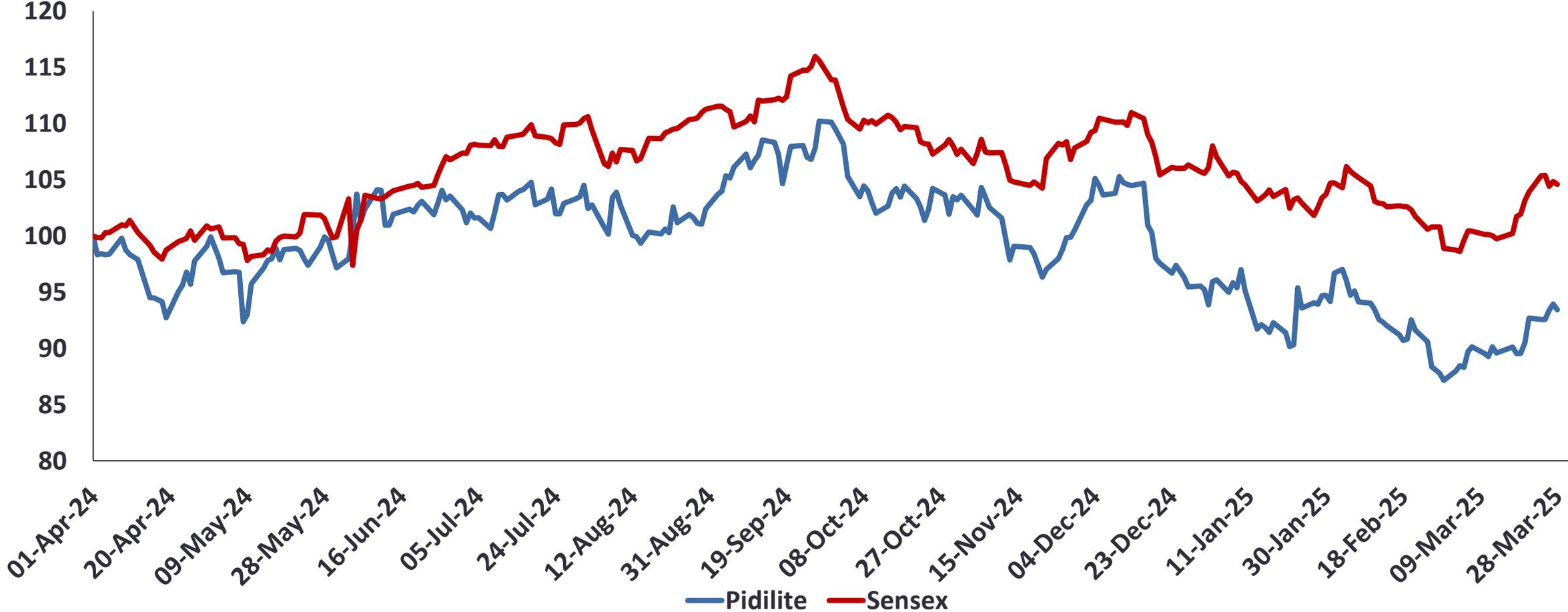


1800 209 5504 | www.drfixit.co.in | info.drfixit@pidilite.com

SHARE HOLDING PATTERN- 31st March 2025

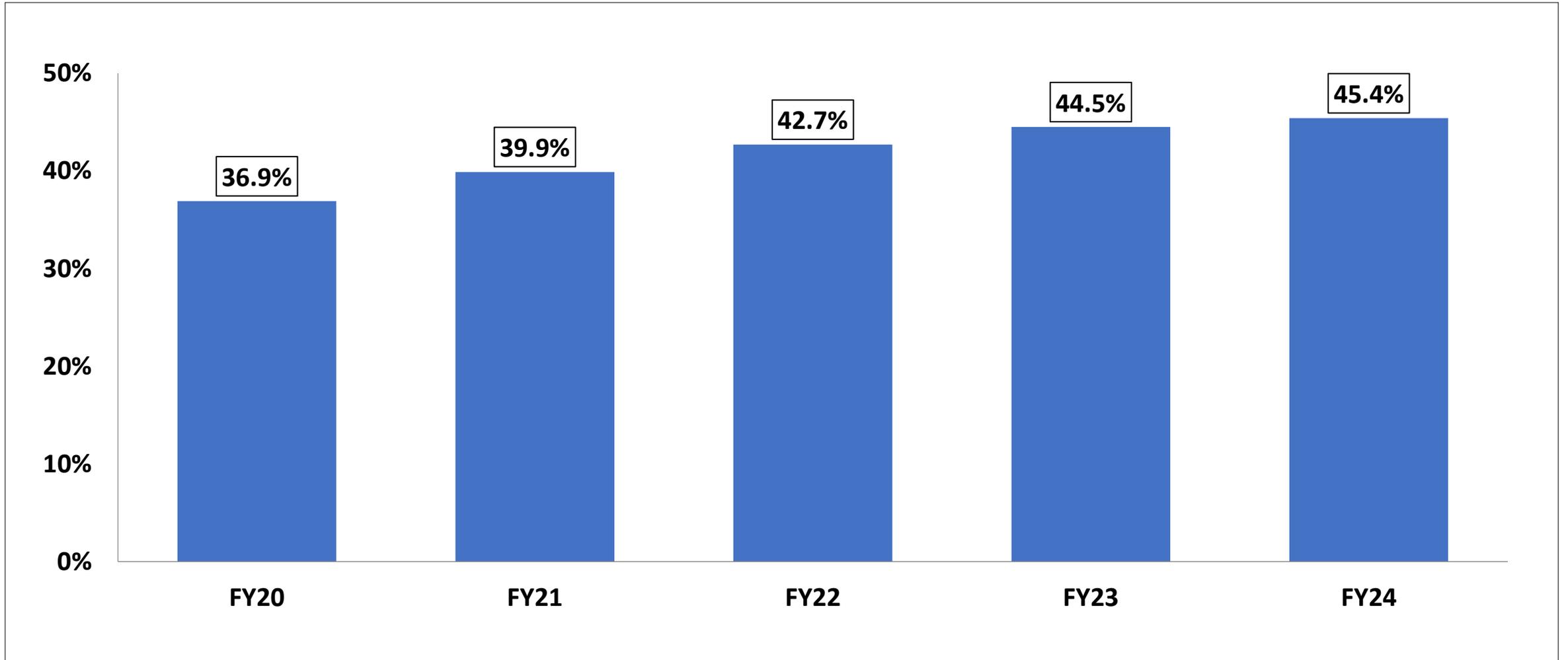


SHARE PRICE MOVEMENT



Rebased to 100

CONSISTENT DIVIDEND PAYOUTS



FY 25: The Board of Directors have proposed a final dividend of Rs. 20 Per share (Dividend Payout – 48.6%), subject to approval of shareholders at the AGM.

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



CIN : L24100MH1969PLC014336

Investor Relations

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