

Pidilite Industries (PIDI IN)

Q4FY26 Result Update

May 08, 2026

Estimate Change | Target | Reco.

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	1,729		1,729	
Sales (INR mn)	165,820	184,362	161,867	179,969
% Chng.	2.4	2.4		
EBITDA (INR mn)	39,120	43,015	38,153	41,955
% Chng.	2.5	2.5		
EPS (INR)	27.5	30.5	26.5	29.4
% Chng.	3.8	3.7		

Key Data

	PIDI.BO PIDI IN
BSE Code	500331
NSE Code	PIDILITIND
52-W High / Low	INR 1,575 / INR 1,259
Face Value	1
Sensex / Nifty	77,328 / 24,176
Market Cap	INR 1,502 bn / \$ 15,900 mn
Shares Outstanding	1017.78 mn
3M Avg. Daily Value	INR 1,253.94 mn

Shareholding Pattern (%)

Promoters	69.32
FIs	11.75
Mutual Fund	4.34
Domestic Institutions	5.30
Public & Others	9.29
Promoter's Pledge (INR bn)	-

Stock Performance (%)

	1M	3M	6M	12M
Absolute	8.9	(0.9)	1.5	0.1
Relative	9.3	7.1	9.2	4.0

Key Financials - Consolidated

Y/e Mar	FY25	FY26	FY27E	FY28E
Sales (INR mn)	131,403	146,008	165,820	184,362
EBITDA (INR mn)	30,125	35,190	39,120	43,015
Margin (%)	22.9	24.1	23.6	23.3
PAT (INR mn)	21,211	24,844	27,978	31,126
EV (INR mn)	719,217	1,462,424	1,443,935	1,429,648
Total Debt (INR mn)	1,472	1,059	1,059	1,059
C&C Eq. (INR mn)	3,239	2,325	2,955	2,510
EPS (INR)	41.7	24.4	27.5	30.6
Gr. (%)	16.6	(41.4)	12.6	11.3
DPS (INR)	16.0	8.0	12.0	13.0
Yield (%)	1.1	0.5	0.8	0.9
RoE (%)	23.4	24.1	23.5	22.4
RoCE (%)	28.8	30.0	29.1	27.4
EV/Sales (x)	5.5	10.0	8.7	7.8
EV/EBITDA (x)	23.9	41.6	36.9	33.2
PE (x)	35.4	60.4	53.7	48.2
P/BV (x)	7.7	13.9	11.6	10.2

Positive demand outlook, expect steady returns

Quick Pointers

- PIDI took price hike of ~10-12% in April & May under fevicol
- Management reiterated EBITDA margin guidance of 20-24%
- PIDI aiming at 100bps gain in UVG growth in near term

We increase our EPS estimates for FY27/FY28 by 3.8%/3.7% led by 1) healthy demand outlook for C&B led by recovery in discretionary spending 2) Price hike of ~10-12% taken cumulatively in April & May 3) PIDI's aim of 100bps expansion in a steady environment led by higher growth pioneer and growth categories.

PIDI posted strong momentum, led by robust 15.4% UVG in C&B during 4Q. EBITDA margin expanded 182bps YoY, supported by healthy GMs of 56.5%. We believe the strong 4Q performance may not sustain in the coming quarters given cyclic peak in margins, volatile input costs and waning impact of channel stocking in 4Q26.

PIDI is well positioned to sustain growth, driven by continuous innovations, strategic tie-ups to introduce technologically advanced products, and 2-4x growth in pioneer and growth categories (45% of sales). Near-term margin outlook remains uncertain given volatile crude prices amidst ongoing geopolitical crisis and investment in new categories. We estimate 12% EPS CAGR over FY26-28 and assign a DCF-based target price of Rs1,729. We expect steady but back ended returns given rich valuations of 47.9x FY28. Retain BUY.

Consolidated Revenues grew by 14.1% YoY to Rs35.8bn (PLe: Rs35.60bn). Gross margins expanded by 156bps YoY to 56.6% (PLe: 53.8%) EBITDA grew by 31.7% YoY to Rs8.3bn (PLe:Rs7.34bn); Margins expanded by 310bps YoY to 23.2% (PLe:20.6%) PBT grew by 30.7% YoY to Rs 7.9bn(PLe: Rs7.17bn) Adj PAT grew by 31.1% YoY to Rs5.9bn (PLe:Rs5.41bn) Consumer and Bazaar Sales grew by 15% YoY to Rs27.6bn; EBIT grew by 35% YoY to 8325.4mn. Industrial Products grew by 7% YoY to Rs8.7bn; EBIT grew by 14% YoY to 1606.6mn. C&B reported 15.4% UVG, while B2B reported UVG of 14.8%.

Standalone Revenues grew by 15.2% YoY to Rs32.8bn (PLe: Rs31.75bn). Gross margins expanded by 104bps YoY to 55.8% (PLe: 54.5%). EBITDA grew by 31.1% YoY to Rs7.7bn (PLe:Rs6.8bn); Margins expanded by 283bps YoY to 23.3% (PLe:21.5%). PBT grew by 20.9% YoY to Rs 7.3bn(PLe: Rs7.2bn) Adj PAT grew by 17.5% YoY to Rs5.5bn

Quarter Summary

Y/e Mar	Q4'26E	Q4'26A	% Var.	Q4'25A	YoY gr. (%)
Net Sales (INR mn)	35,594	35,834	0.7	31,411	14.1
EBITDA (INR mn)	7,342	8,329	13.4	6,326	31.7
Margin (%)	20.6	23.2	262 bps	20.1	310 bps
PAT (INR mn)	5,406	5,921	9.5	4,524	30.9

Source: Company, PL

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Conference Call Highlights

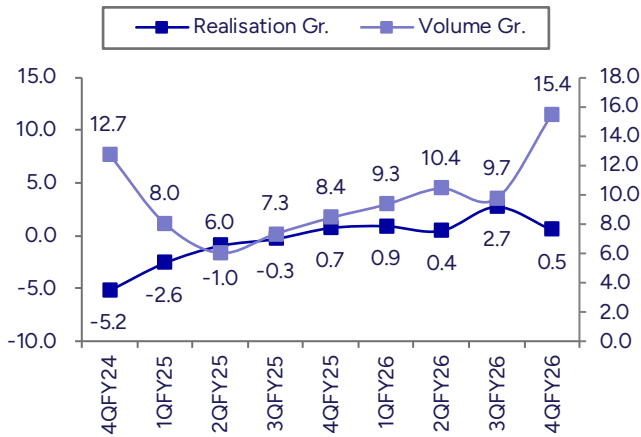
- Jan & Feb witnessed healthy demand momentum, with April sustaining the recovery seen in the earlier months of Q4
- B2B reported UVG of 21.5%, while export UVG declined 13.5% amid geopolitical headwinds.
- Urban growth picked up with gain in market share in Q4
- Project business continued to deliver healthy growth momentum; however, Industrial Products revenue remained impacted due to weak exports.
- Management remains constructive on the C&B segment outlook, while B2B could face near-term challenges amid external headwinds.
- Pidi undertook price hikes of 4–5% in April and 7–8% in May under fevicol segment, with the bulk of hikes now completed.
- Pidi remains confident of sustaining EBITDA margin in the 20–24% range despite macro headwinds
- Roff and Dr Fixit continued to outperform within the portfolio and maintained strong growth momentum.
- VAM prices currently stand at ~\$1,800 versus ~\$840 in previous quarter.
- Paint segment is doing good in Rurban but demand in small town remains subdued
- Fevicol delivered double digit growth in Q4, while Nina SBU declined 16% in Q4 due to environmental issues
- Pidi has secured its supply & RM in anticipation of further escalation of war in middle east
- CAPEX will remain at 4-5% of sales in medium term
- PIDI aiming at 100bps expansion in UVG over near to medium term
- VAM contribution to overall RM basket remains at ~10%

Exhibit 1 : Revenues up 14.1%, Gross Margins expanded 156bps YoY led by strong volume growth

Consolidated	Q4FY26	Q4FY25	YoY gr. (%)	Q4FY26E	% Var.	Q3FY26	FY26	FY25	YoY gr. (%)
Net Revenue	35,834	31,411	14.1	35,594	0.7	37,099	1,46,008	1,31,403	11.1
Gross Profit	20,281	17,288	17.3	19,145	5.9	20,961	81,118	71,440	13.5
Margin %	56.6	55.0	1.6	53.8	2.8	56.5	55.6	54.4	1.2
Other Expenditure	11,952	10,963	9.0	11,803	1.3	11,493	45,405	41,315	9.9
EBITDA	8,329	6,326	31.7	7,342	13.4	9,468	35,713	30,125	18.5
Margin %	23.2	20.1	3.1	20.6	2.6	25.5	24.5	22.9	1.5
Depreciation	971	967	0.4	791	22.8	1,010	3,947	3,585	10.1
Interest	139	144	(3.2)	134	3.4	133	542	504	7.7
Other Income	648	804	(19.4)	749	(13.5)	655	2,662	2,472	7.7
PBT	7,867	6,019	30.7	7,165	9.8	8,980	33,886	28,509	18.9
Tax	1,925	1,487	29.5	1,759	9.4	2,292	8,628	7,265	18.8
Tax rate %	24.5	24.7	(0.9)	24.6		25.5	25.5	25.5	(0.1)
Adj PAT	5,942	4,532	31.1	5,406	9.9	6,688	25,258	21,244	18.9

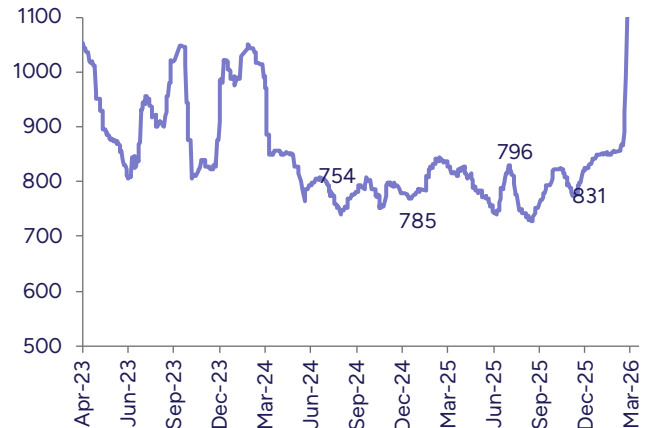
Source: Company, PL

Exhibit 2 : C&B UVG grew 15.4% YoY



Source: Company, PL

Exhibit 3 : VAM prices are up 20.2% QoQ & 19.7% YoY



Source: Company, PL

Exhibit 4 : B2C/ B2B sales grew by 15%/7%, B2C margin up by 440bps YoY

Segmental	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Consumer and Bazaar									
Sales (Rs m)	22472	27408	25805	26726	23976	30067	28365	29742	27563
Growth (%)	6.4	3.0	2.9	5.2	6.7	9.7	9.9	11.3	15.0
EBIT (Rs m)	5448	8039	7710	7865	6178	9458	8575	9105	8325
EBIT Growth %	19.5	13.6	11.2	2.1	13.4	17.6	11.2	15.8	34.8
EBIT margin %	24.2	29.3	29.9	29.4	25.8	31.5	30.2	30.6	30.2
Industrial Products									
Sales (Rs m)	7079	7256	7036	7572	8089	8066	7613	7777	8654
Growth (%)	11.7	7.0	14.3	18.8	14.3	11.2	8.2	2.7	7.0
EBIT (Rs m)	835	1103	1040	1335	1415	1329	1158	1200	1607
EBIT Growth %	18.1	20.3	51.9	76.4	69.4	20.5	11.3	-10.1	13.6
EBIT margin %	11.8	15.2	14.8	17.6	17.5	16.5	15.2	15.4	18.6

Source: Company, PL

Domestic subs – B2B exports impacted due to geopolitical headwinds

- Sales in domestic subs grew 5.3% led by C&B segment.
- C&B subs registered 22.1% sales growth. Margins down by 77bps YoY and 254bps QoQ. EBITDA grew by 14.9% to Rs. 200mn
- B2B sub degrew by 14% YoY. EBITDA came in at Rs.130mn as against 136mn YoY. Margins increased to 13.1% from 11.8% YoY.

Exhibit 5 : Domestic subs - margins down due to low exports in B2B business

Sales - (INR mn)	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Consumer & Bazar (C&B)	1,319	1,331	1,456	1,470	1,610
Business to Business (B2B)	1,151	890	768	940	990
Total	2470	2221	2224	2410	2600
Sales Growth (YoY)	16	11.5	11	4	5
Consumer & Bazar (C&B)	13	16	17	13	22
Business to Business (B2B)	20	6	1	-9	-14
EBITDA (Rs mn)	310	265	192	280	330
Consumer & Bazar (C&B)	174	217	250	220	200
Business to Business (B2B)	136	48	(58)	60	130
EBITDA margin %	12.6%	11.9%	8.6%	11.6%	12.7%
Consumer & Bazar (C&B)	13.19%	16.3%	17.17%	14.97%	12.42%
Business to Business (B2B)	11.8%	5.4%	-7.6%	6.4%	13.1%
EBITDA growth (YoY)	16	32	22	-8	6
Consumer & Bazar (C&B)	85.1	41.8	40.4	27.9	14.9
Business to Business (B2B)	(21.8)	-	176.2	(54.2)	(4.4)

Source: Company, PL

IBD –Asia & MENA deliver great set of numbers

- International (IBD) sales were up 13.1% YoY while EBITDA improved by 34.8%.
- **Asia:** Sales increased by 9.8% YoY and EBITDA improved by 40.2% YoY to Rs230mn.
- **Middle East & Africa:** Sales improve with 17.1% growth YoY with EBITDA of Rs80mn, Margins remains same QoQ at 9.4%

Exhibit 6 : Steady performance on all fronts

Subsidiaries	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Sales (Rs m)	1,582	1,623	1,724	1,750	1,790
Asia	856	839	855	900	940
Middle East & Africa	726	784	869	850	850
Sales growth (YoY)	1.1	6.3	4.4	9.7	13.1
Asia	3.8	7.2	5.9	12.1	9.8
Middle East & Africa	(1.9)	5.4	3.0	7.3	17.1
EBITDA (Rs m)	230.0	230.0	239.0	280.0	310.0
Asia	164.0	169.0	174.0	200.0	230.0
Middle East & Africa	66.0	61.0	65.0	80.0	80.0
EBITDA (margin %)	14.5	14.2	13.9	16.0	17.3
Asia	19.2	20.1	20.4	22.2	24.5
Middle East & Africa	9.1	7.8	7.5	9.4	9.4
EBITDA growth (YoY)	6.5	8.5	1.7	23.3	34.8
Asia	26.2	32.0	3.6	30.7	40.2
Middle East & Africa	(23.3)	(27.4)	(3.0)	8.1	21.2

Source: Company, PL

Financials

Income Statement (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Net Revenues	131,403	146,008	165,820	184,362
YoY gr. (%)	6.1	11.1	13.6	11.2
Cost of Goods Sold	59,963	64,891	75,972	85,310
Gross Profit	71,440	81,118	89,848	99,052
Margin (%)	54.4	55.6	54.2	53.7
Employee Cost	17,416	19,412	21,369	23,592
Other Expenses	-	-	-	-
EBITDA	30,125	35,190	39,120	43,015
YoY gr. (%)	11.3	16.8	11.2	10.0
Margin (%)	22.9	24.1	23.6	23.3
Depreciation and Amortization	3,585	3,947	4,221	4,745
EBIT	26,540	31,243	34,900	38,271
Margin (%)	20.2	21.4	21.0	20.8
Net Interest	504	542	568	646
Other Income	2,472	2,662	3,259	4,196
Profit Before Tax	28,509	33,362	37,591	41,821
Margin (%)	21.7	22.8	22.7	22.7
Total Tax	7,265	8,495	9,586	10,664
Effective Tax Rate (%)	25.5	25.5	26.0	26.0
Profit After Tax	21,244	24,868	28,005	31,157
Minority Interest	-	-	-	-
Share Profit from Associate	(33)	(24)	(27)	(31)
Adjusted PAT	21,211	24,844	27,978	31,126
YoY gr. (%)	16.6	17.1	12.6	11.3
Margin (%)	16.1	17.0	16.9	16.9
Extra Ord. Income / (Exp)	(249)	(137)	-	-
Reported PAT	20,962	24,707	27,978	31,126
YoY gr. (%)	20.0	17.9	13.2	11.3
Margin (%)	16.0	16.9	16.9	16.9
Other Comprehensive Income	(57)	-	-	-
Total Comprehensive Income	20,905	24,707	27,978	31,126
Equity Shares O/s (mn)	509	1,017	1,017	1,017
EPS (INR)	41.7	24.4	27.5	30.6

Source: Company, PL

Balance Sheet (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Non-Current Assets				
Gross Block	64,197	68,230	75,387	82,087
Tangibles	48,327	52,671	60,255	67,323
Intangibles	15,870	15,559	15,132	14,763
Acc: Dep / Amortization	19,966	23,364	27,216	31,592
Tangibles	19,966	23,364	27,216	31,592
Intangibles	-	-	-	-
Net Fixed Assets	44,231	44,866	48,171	50,495
Tangibles	28,361	29,307	33,039	35,731
Intangibles	15,870	15,559	15,132	14,763
Capital Work In Progress	1,290	3,289	4,167	4,407
Goodwill	12,822	12,870	12,822	12,822
Non-Current Investments	4,657	4,886	5,008	5,133
Net Deferred Tax Assets	(3,776)	(3,786)	(4,582)	(5,100)
Other Non-Current Assets	2,218	2,759	2,819	3,134
Current Assets				
Investments	31,620	39,198	56,541	70,210
Inventories	16,851	17,376	19,774	23,373
Trade Receivables	18,112	21,811	23,088	25,670
Cash & Bank Balance	3,362	2,989	4,291	5,066
Other Current Assets	3,940	3,180	3,316	3,687
Total Assets	140,115	154,329	181,115	205,208
Equity				
Equity Share Capital	509	1,017	1,017	1,017
Other Equity	97,036	107,304	128,789	146,534
Total Network	97,545	108,321	129,806	147,552
Non-Current Liabilities				
Long Term Borrowings	-	-	-	-
Provisions	1,344	1,565	1,322	1,470
Other Non Current Liabilities	2,202	2,195	3,746	4,662
Current Liabilities				
ST Debt / Current of LT Debt	1,472	1,059	1,059	1,059
Trade Payables	13,901	15,366	16,651	18,698
Other Current Liabilities	17,526	19,428	21,150	23,676
Total Equity & Liabilities	140,115	154,328	181,115	205,208

Source: Company, PL

Cash Flow (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
PBT	28,509	33,362	37,591	41,821
Add. Depreciation	3,585	3,947	4,221	4,745
Add. Interest	504	542	568	646
Less Financial Other Income	2,472	2,662	3,259	4,196
Add. Other	(2,529)	(2,662)	(3,259)	(4,196)
Op. Profit before WC Changes	30,068	35,190	39,120	43,015
Net Changes-WC	(12,880)	(8,324)	(16,767)	(15,675)
Direct Tax	(7,265)	(8,495)	(9,586)	(10,664)
Net Cash from Op. Activities	9,923	18,371	12,768	16,676
Capital Expenditures	(5,940)	(6,630)	(8,356)	(7,308)
Interest / Dividend Income	2,472	2,662	3,259	4,196
Others	(278)	(428)	(135)	(141)
Net Cash from Inv. Activities	(3,745)	(4,396)	(5,232)	(3,254)
Issue of Share Cap. / Premium	613	(6,282)	5,361	-
Debt Changes	160	(413)	-	-
Dividend Paid	(8,138)	(7,629)	(11,698)	(13,224)
Interest Paid	(504)	(542)	(568)	(646)
Others	(222)	(24)	-	-
Net Cash from Fin. Activities	(8,090)	(14,891)	(6,904)	(13,869)
Net Change in Cash	(1,912)	(915)	631	(446)
Free Cash Flow	3,983	11,742	4,412	9,368

Source: Company, PL

Quarterly Financials (INR mn)

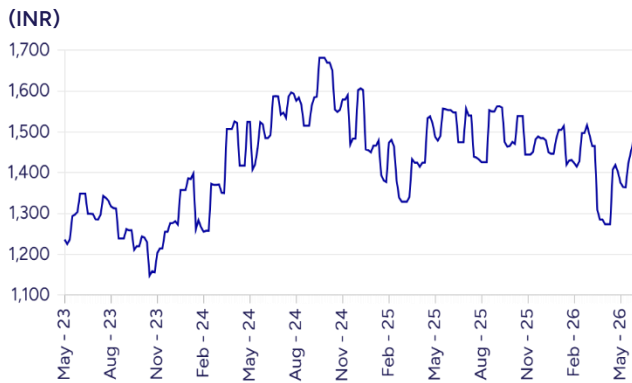
Y/e Mar	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Net Revenues	37,531	35,544	37,099	35,834
YoY gr. (%)	10.5	9.9	10.1	14.1
Raw Material Expenses	17,218	15,982	16,138	15,553
Gross Profit	20,314	19,563	20,961	20,281
Margin (%)	54.1	55.0	56.5	56.6
EBITDA	9,410	8,507	9,468	8,329
YoY gr. (%)	15.8	10.7	18.6	31.7
Margin (%)	25.1	23.9	25.5	23.2
Depreciation / Depletion	967	1,000	1,010	971
EBIT	8,443	7,508	8,458	7,358
Margin (%)	22.5	21.1	22.8	20.5
Net Interest	138	133	133	139
Other Income	857	502	655	648
Profit before Tax	9,162	7,877	8,980	7,867
Margin (%)	24.4	22.2	24.2	22.0
Total Tax	2,383	2,027	2,292	1,925
Effective Tax Rate (%)	26.0	25.7	25.5	24.5
Profit After Tax	6,779	5,850	6,688	5,942
Minority Interest	-	-	-	-
Share Profit from Associate	2	(4)	(2)	(20)
Adjusted PAT	6,781	5,846	6,686	5,921
YoY gr. (%)	18.7	8.2	20.0	30.9
Margin (%)	18.1	16.4	18.0	16.5
Extra Ord. Income / (Exp)	-	-	(447)	(80)
Reported PAT	6,781	5,846	6,238	5,842
YoY gr. (%)	18.7	8.2	12.0	36.6
Margin (%)	18.1	16.4	16.8	16.3
Other Comprehensive Income	(6)	123	10	116
Total Comprehensive Income	6,775	5,969	6,248	5,957
Avg. Shares O/s (mn)	508	1,018	1,018	1,018
EPS (INR)	13.3	5.7	6.6	5.8

Source: Company, PL

Key Financial Metrics

Y/e Mar	FY25	FY26	FY27E	FY28E
Per Share (INR)				
EPS	41.7	24.4	27.5	30.6
CEPS	48.8	28.3	31.7	35.3
BVPS	191.8	106.5	127.6	145.1
FCF	7.8	11.5	4.3	9.2
DPS	16.0	8.0	12.0	13.0
Return Ratio (%)				
RoCE	28.8	30.0	29.1	27.4
ROIC	25.2	27.9	29.0	29.5
RoE	23.4	24.1	23.5	22.4
Balance Sheet				
Net Debt : Equity (x)	-	-	-	-
Net Working Capital (Days)	59	60	58	60
Valuation (x)				
PER	35.3	60.4	53.6	48.2
P/B	7.6	13.8	11.5	10.1
P/CEPS	30.2	52.1	46.6	41.8
EV/EBITDA	23.8	41.5	36.9	33.2
EV/Sales	5.4	10.0	8.7	7.7
Dividend Yield (%)	1.0	0.5	0.7	0.8
FCFF Yield (%)	0.5	0.7	0.2	0.6
PEG Ratio	2.1	(1.5)	4.2	4.2

Source: Company, PL

Price Chart

Recommendation History

No.	Date	Rating	TP (INR)	Share Price (INR)
1	09-Apr-26	BUY	1729	1347
2	04-Feb-26	BUY	1734	1460
3	08-Jan-26	BUY	1714	1515
4	31-Oct-25	BUY	1714	1445
5	08-Oct-25	BUY	1714	1471
6	07-Aug-25	BUY	3427	3051
7	09-Jul-25	BUY	3428	3060
8	12-May-25	BUY	3428	2980
9	09-Apr-25	Accumulate	3318	2931
10	19-Mar-25	Accumulate	3318	2738

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (INR)	Share Price (INR)
1	Asian Paints	Hold	2355	2270
2	Avenue Supermarts	Hold	4410	4586
3	Britannia Industries	BUY	6792	5475
4	Colgate Palmolive	Hold	2174	1907
5	Dabur India	Hold	491	470
6	Emami	Accumulate	484	419
7	Hindustan Unilever	Accumulate	2454	2251
8	ITC	Reduce	308	303
9	Jubilant FoodWorks	BUY	584	428
10	Marico	Accumulate	875	807
11	Metro Brands	Accumulate	1156	997
12	Nestle India	Accumulate	1504	1380
13	Pidilite Industries	BUY	1729	1347
14	Restaurant Brands Asia	Accumulate	74	62
15	Titan Company	BUY	5103	4440
16	Westlife Foodworld	Accumulate	552	501

PL's Recommendation Nomenclature (Absolute Performance)

BUY	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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