

Phillips Carbon Black Ltd

Investor Update Q3 FY14

Performance Summary

Particulars	Q3FY14	Q2FY14	%Change (QoQ)	Q3FY13	%Change (YoY)
Production (MT)	71,564	73,036	(2%)	72,531	(1%)
<i>Capacity Utilization(%)</i>	68%	69%	(1%)	71%	(3%)
Total Sales Volume (MT)	66,842	75,072	(11%)	68,054	(2%)
Domestic (MT)	46,113	54,569	(16%)	49,327	(7%)
Export (MT)	20,729	20,503	1%	18,727	11%
	₹ Crs	₹ Crs		₹ Crs	
Net Sales	560	597	(6%)	546	3%
EBITDA (before forex)	42	44	(5%)	31	35%
EBITDA%	7.5%	7.4%	0.1%	5.7%	1.8%
PBT	(17)	(25)	32%	(14)	(21%)
PAT	(16)	(21)	24%	0.8	-

Performance Summary: YTD

Particulars	9MFY14	9MFY13	% Change
Production (MT)	214,810	229,780	(7%)
<i>Capacity Utilization(%)</i>	68%	75%	(7%)
Total Sales Volume (MT)	210,541	223,710	(6%)
Domestic (MT)	148,465	159,761	(7%)
Export (MT)	62,076	63,949	(3%)
	₹ Crs	₹ Crs	
Net Sales	1683	1750	(4%)
EBITDA (before forex)	107	80	33%
EBITDA%	6.4%	4.6%	1.8%
PBT	(90)	(42)	(114%)
PAT	(89)	(26)	(242%)

Power Sales

	Power Sales (KwH in lacs)	Net Sales (₹ Crs)	Net Realization
Q1 FY12	712	22.53	3.16
Q2 FY12	598	18.06	3.02
Q3 FY12	671	20.33	3.03
Q4 FY12	715	20.92	2.93
Q1FY13	792	24.39	3.08
Q2FY13	725	21.04	2.90
Q3FY13	657	19.19	2.92
Q4FY13	550	18.73	3.41
Q1FY14	488	15.54	3.18
Q2FY14	527	17.09	3.24
Q3FY14	528	17.67	3.35

Highlights of Q3 FY14

- The Net Sales during Q3FY14 decreased by 6% compared to Q2FY14 due to lower sales volume of 11%
- EBIDTA before forex costs is at Rs 42 crs in Q3FY14 vis-à- vis Rs 44 crs in Q2FY14.

Outlook for Q4 FY14

- Sales volume expected to be better than previous quarter
- Average realization on power is expected to be in line with Q3FY14

Cautionary Statement

Statement in this “ Management Discussion and Analysis” describing the Company’s objectives, projections, estimates, expectations or predictions may be “ forward looking statements” within the meaning of applicable securities law and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include demand supply conditions, finished goods prices, availability and prices of raw materials, changes in the government regulations, tax regimes, economic development within India and the countries within which the Company conducts business and other factors such as litigations and labour negotiations.

Thank You