

Phillips Carbon Black Ltd

Investor Update Q3 FY15

Performance Summary

Particulars	Q3FY15	Q2FY15	%Change (QoQ)	Q3FY14	%Change (YoY)
Production (MT)	80,292	83,730	-4%	71,564	12%
<i>Capacity Utilization(%)</i>	78%	82%	-3%	78%	0%
Total Sales Volume (MT)	77,374	82,736	-6%	66,842	16%
Domestic (MT)	55,910	60,504	-8%	46,113	21%
Export (MT)	21,464	22,232	-3%	20,729	4%
	Crs	Crs		Crs	
Net Sales (incl. other income)	609	663	-8%	564	8%
EBITDA (before forex)	63	64	-2%	44	42%
EBITDA%	10.3%	9.7%	0.5%	7.8%	2.5%
PBT	11	5	101%	-17	-
PAT	7	4	68%	-15	-
Power realization Rate (Rs/KWH)	3.74	3.36	11%	3.35	12%

Performance Summary YTD

Particulars	YTD Dec FY15	YTD Dec FY14	% Change
Production (MT)	2,38,303	2,14,809	11%
<i>Capacity Utilization(%)</i>	77%	78%	-1%
Total Sales Volume (MT)	2,36,355	2,10,541	12%
Domestic (MT)	1,72,371	1,48,465	16%
Export (MT)	63,984	62,076	3%
	Rs Crs	Rs Crs	
Net Sales (incl. other income)	1886	1695	11%
EBITDA (before forex)	177	118	50%
EBITDA%	9.4%	7.0%	2.5%
PBT	19	-90	-
PAT	12	-89	-
Power realization Rate (Rs/KWH)	3.47	3.30	5%

Highlights of Q3 FY15

- Substantial increase in sales volume in Q3FY15 vis-à-vis Q3FY14
- EBITDA margin and PBT have entered into double digit trajectory in Q3FY15
- Power realization has increased significantly during Q3FY15

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