

Phillips Carbon Black Ltd

Investor Update Q3 FY16

A trusted Global player providing cutting edge solutions to our Partners and an exciting workplace to our People

Performance Summary

Particulars	Q3FY16	Q2FY16	%Change (QoQ)	Q3FY15	%Change (YoY)
Production (MT)	82,806	82,523	0.3%	80,292	3%
<i>Capacity Utilization(%)</i>	<i>81%</i>	<i>80%</i>	<i>0.3%</i>	<i>78%</i>	<i>3%</i>
Total Sales Volume (MT)	80,203	82,444	(3%)	77,374	4%
Domestic (MT)	57,596	59,387	(3%)	55,910	3%
Export (MT)	22,607	23,057	(2%)	21,464	5%
	Rs Crs	Rs Crs		Rs Crs	
Net Sales (incl. other income)	464	508	(9%)	609	(24%)
EBITDA (before forex)	60	56	8%	63	(5%)
EBITDA%	13%	11%	2%	10%	3%
PBT	19	13	54%	11	78%
PAT	8	5	54%	7	19%
Power realization Rate (Rs/KWH)	3.32	3.60	(8%)	3.74	(11%)

Performance Summary YTD

Particulars	YTD Dec FY16	YTD Dec FY15	% Change
Production (MT)	244,399	238,303	3%
<i>Capacity Utilization(%)</i>	79%	77%	3%
Total Sales Volume (MT)	246,639	236,355	4%
Domestic (MT)	178,468	172,371	4%
Export (MT)	68,171	63,984	7%
	Rs Crs	Rs Crs	
Net Sales (incl. other income)	1451	1886	(23%)
EBITDA (before forex)	164	177	(8%)
EBITDA%	11%	9%	2%
PBT	37	19	97%
PAT	16	12	32%
Power realization Rate (Rs/KWH)	3.57	3.47	3%

Power Sales

	Power Sales (KwH in lacs)	Net Sales (Rs Crs)	Net Realization
Q1FY15	492	16.32	3.32
Q2FY15	592	19.90	3.36
Q3FY15	468	17.51	3.74
Q4FY15	450	15.72	3.49
Q1FY16	531	20.11	3.79
Q2FY16	477	17.15	3.60
Q3FY16	512	17.01	3.32

Highlights of Q3 FY16

- Sales volume higher by 4% YTD FY16 compared to last year
- YTD EBITDA is higher by 2% than last year
- Profit Before Tax is higher by 54% in Q3FY16 compared to Q2FY16
- Power realization continues to be better in FY 16 over FY 15.

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