

# **Phillips Carbon Black Ltd.**

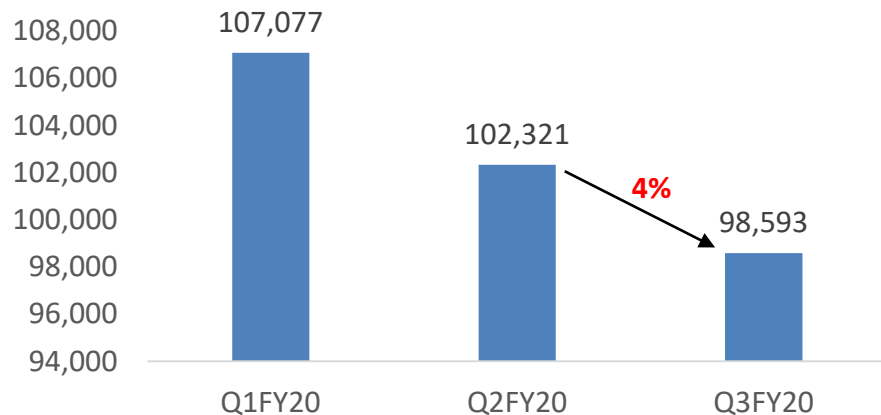
## **Investor Update Q3 FY20**

# Overview of Q3FY`20

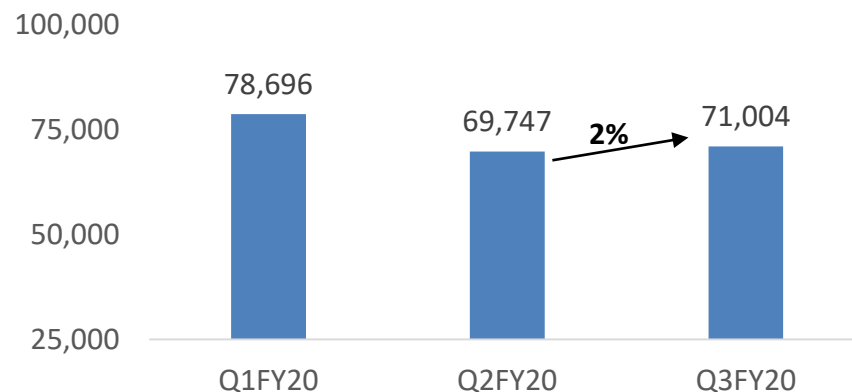
- Marginal fall in volume on account of Christmas & New Year holidays in International market
- Revenue fall is primarily on account of falling feedstock prices
- Drop in power realisation on the back of lower exchange rates
- Continued focus on R&D and joint product development initiatives for expansion of product portfolio
- Declared an interim dividend of Rs 7 per share for the year ending 31<sup>st</sup> March 2020.

# Volume Summary

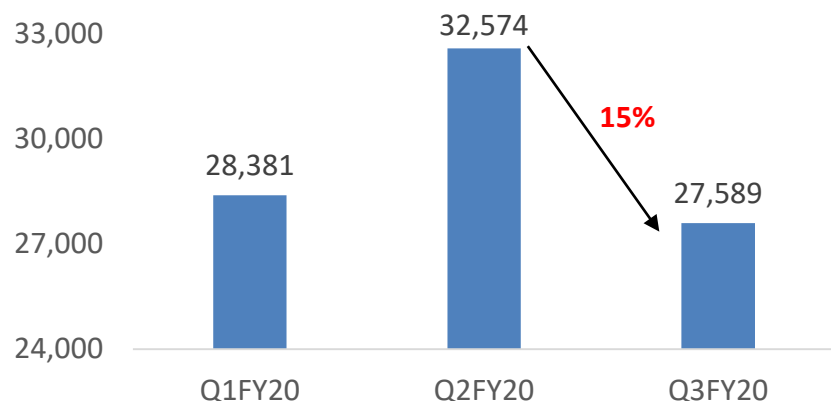
## Sales Volume (MT)



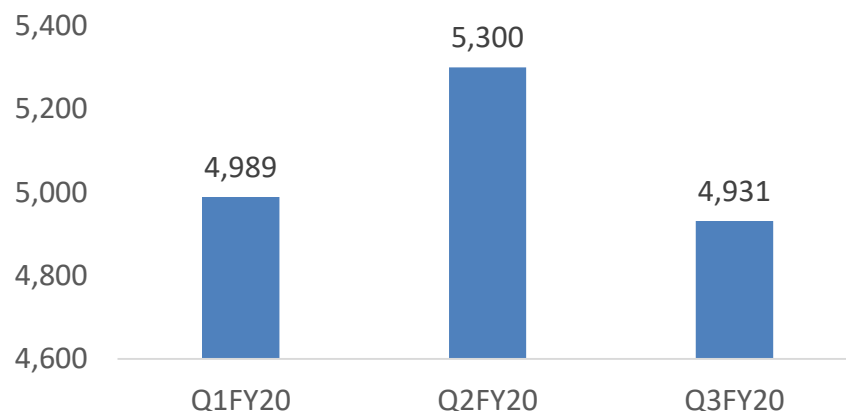
## Domestic Sales Volume (MT)



## Export Sales Volume (MT)

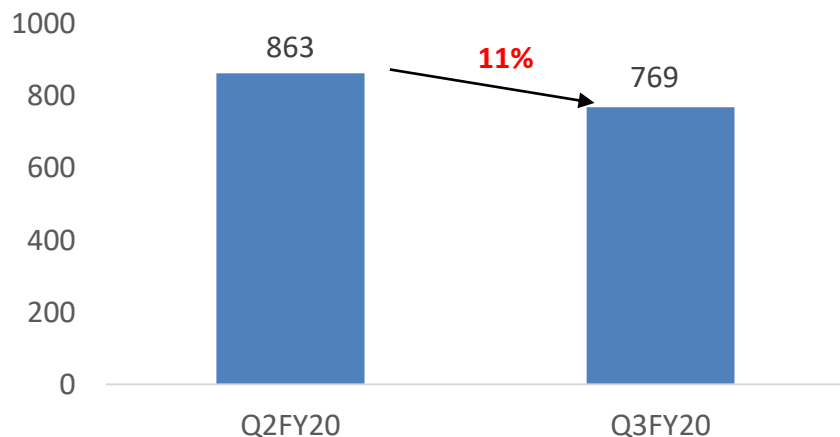


## Specialty Sales Volume (MT)

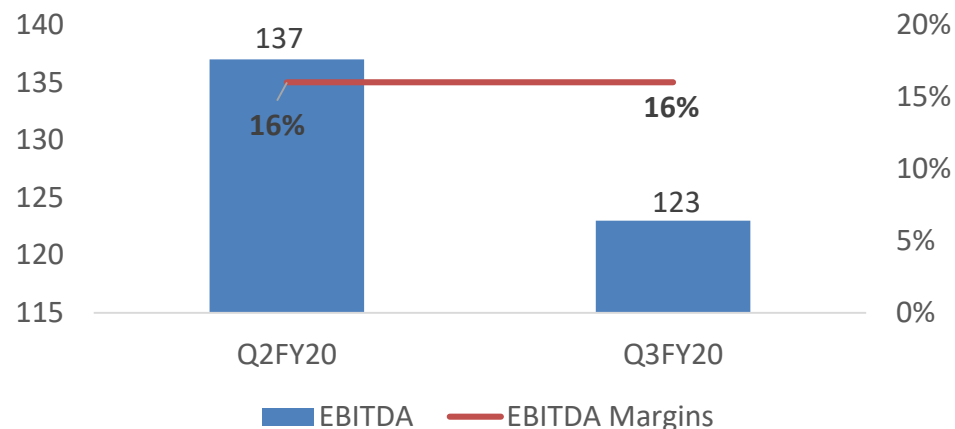


# QoQ Financial Performance

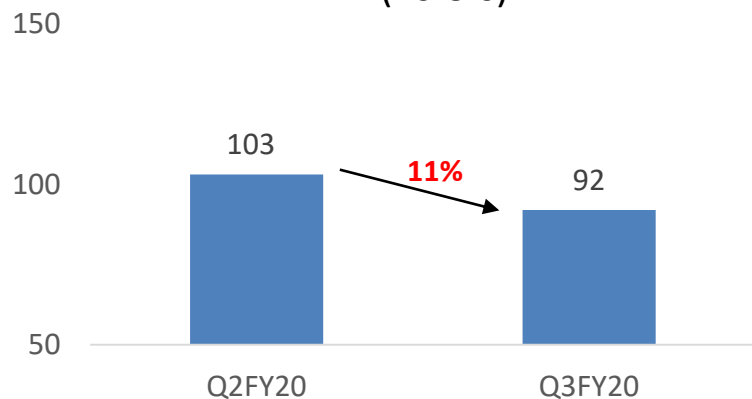
Revenue (Rs Crs)



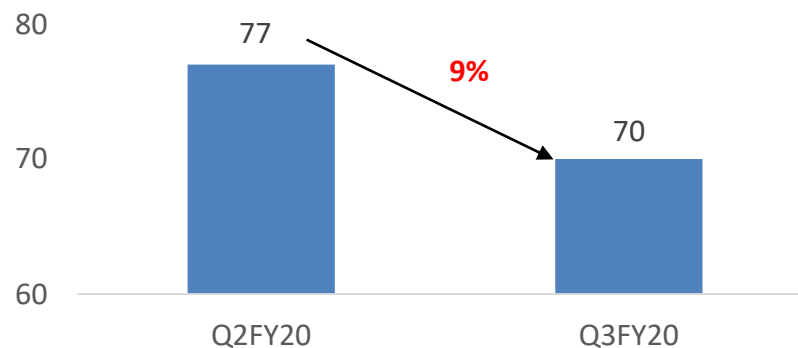
EBITDA (Rs Crs) and EBITDA margins



PBT (Rs Crs)

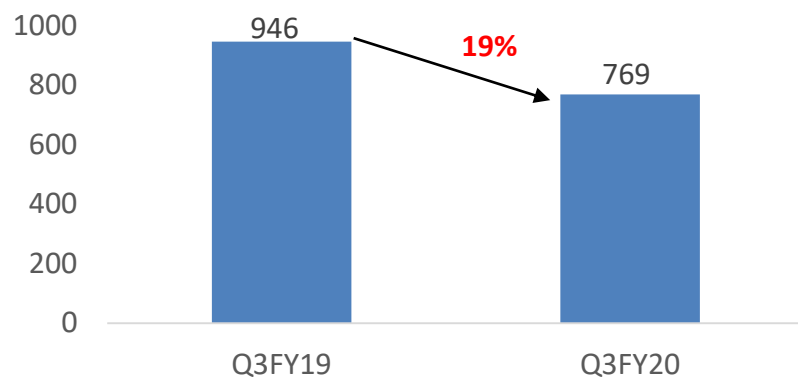


PAT (Rs Crs)

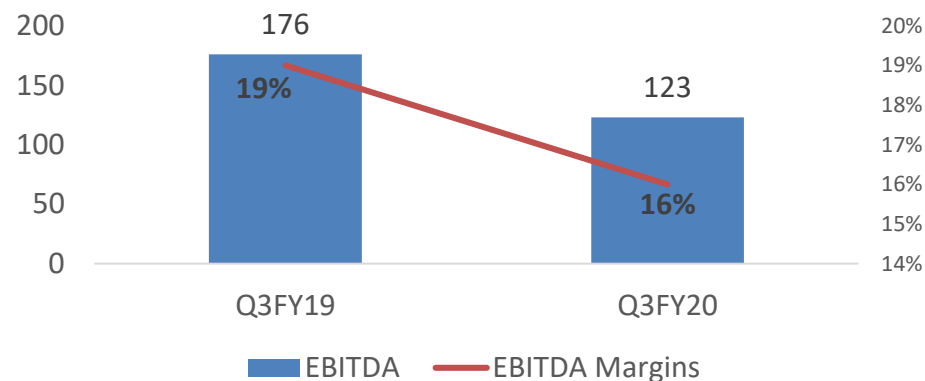


# YoY Financial Performance

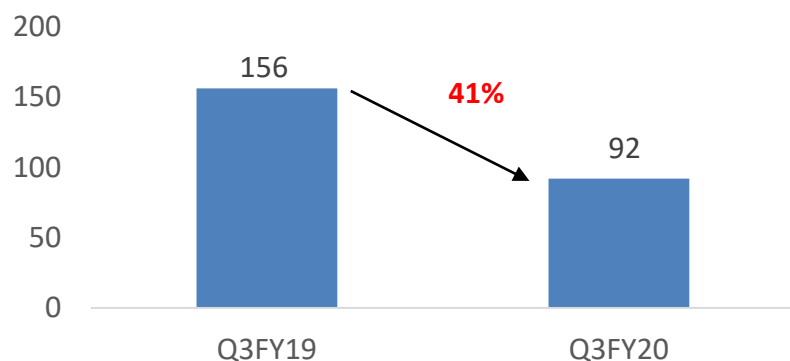
Revenue (Rs Crs)



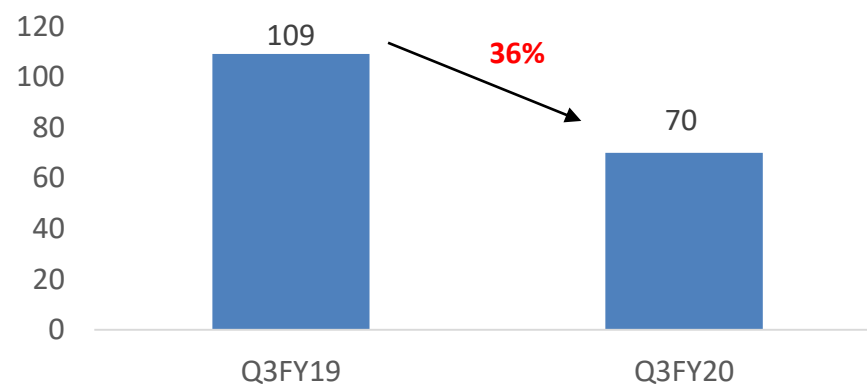
EBITDA (Rs Crs) and EBITDA margins



PBT (Rs Crs)

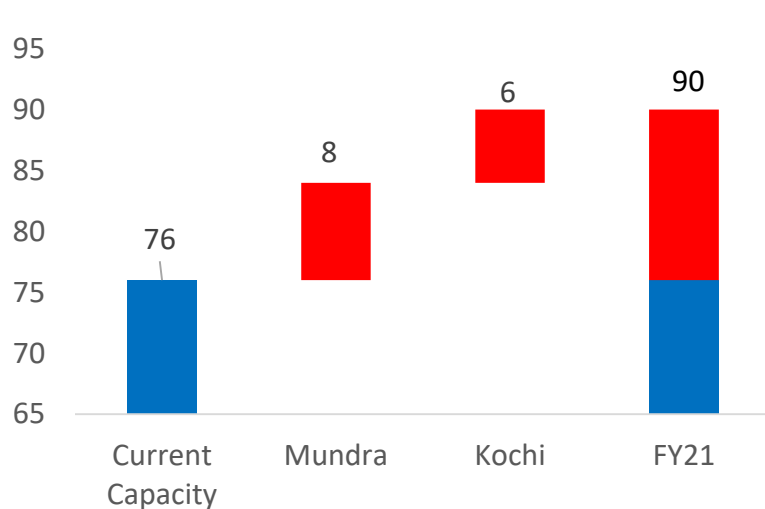


PAT (Rs Crs)

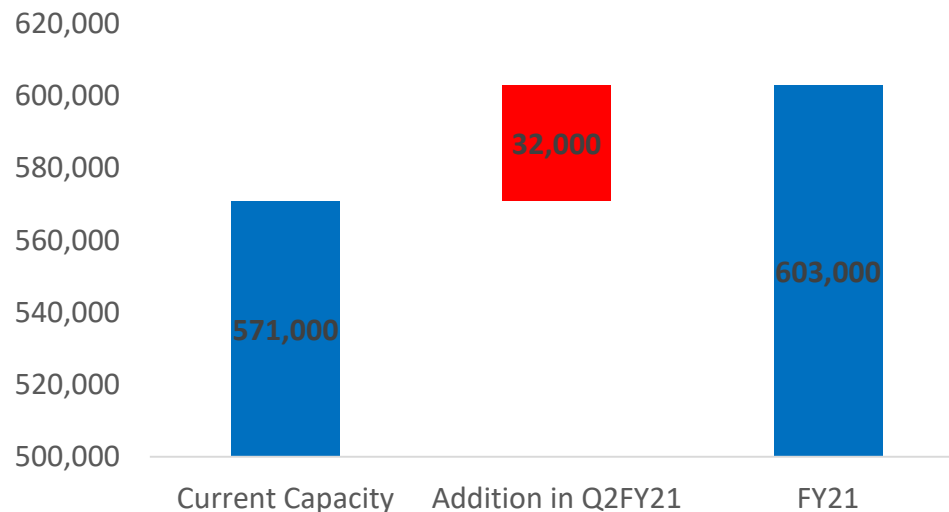


# Outlook for FY` 21

Ramp up in Power Capacity (MW)



Capacity Expansion Plans (MT)



- Fall in demand from the domestic Tyre market is expected to be short lived and should revive going forward
- Focusing on international market to increase sales volumes

# 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