

# **Phillips Carbon Black Ltd**

## **Investor Update Q1 FY13**



# Performance Summary

Particulars	Q1FY13	Q4FY12	%Change (QoQ)	Q1FY12	%Change (YoY)
Production (MT)	83,369	73,542	13%	86,480	-3%
Total Sales Volume (MT)	80,311	74,768	7%	87,317	-8%
Domestic (MT)	58,293	57,602	1%	60,948	-4%
Export (MT)	22,018	17,166	28%	26,369	-17%
	₹ Crs	₹ Crs		₹ Crs	
Net Sales	621	540	15%	568	9%
EBIDTA (before forex)	51	53	-4%	76	-33%
EBITDA%	8.2%	9.8%		13.4%	
PBT	8	6	33%	55	-85%
PAT	7	5	40%	42	-83%
EPS (Fully Diluted) – ₹	1.91	1.47		12.53	

# Performance Summary: YoY

Particulars	FY12	FY11	%Change
Production (MT)	3,16,508	3,05,950	4%
Total Sales Volume (MT)	3,14,348	3,08,605	2%
Domestic (MT)	2,14,319	2,40,026	11%
Export (MT)	1,00,029	68,579	46%
	₹ Crs	₹ Crs	
Gross Sales	2267	1879	21%
Net Sales	2187	1696	29%
EBIDTA (before forex)	234	221	6%
PBDIT%	10.7%	13%	
PBT	103	164	(37%)
PAT	87	116	(25%)
EPS (Fully Diluted) – ₹	25.82	35.43	

# Power Sales

	Power Sales (KwH in lacs)	Net Sales (₹ Crs)	Net Realization
<b>Q1 FY12</b>	712	22.53	3.16
<b>Q2 FY12</b>	598	18.06	3.02
<b>Q3 FY12</b>	671	20.33	3.03
<b>Q4 FY12</b>	715	20.92	2.93
<b>Q1FY13</b>	792	26.30	3.32

# Highlights of Q1 FY13

- Net Sales increased due to sales price increase on account of steep increase in raw material prices.
- The performance of the company has been impacted due to lower offtake by tyre companies and higher imports of carbon black in the country from China at dumping prices resulting in lower capacity utilization
- Import of carbon black has increased, despite the anti dumping duty on carbon black import
- The price of CBFS has continuously increased since April 2011 due to political disturbances in Middle East



# Outlook for Q2 FY13

- Sales volume expected to be in line with Q1FY13.
- Margin in carbon black expected to be further under pressure due to steep increase in imports from China.
- Average realization on power is expected to be in line with Q1FY13



# Status of new projects

- Commissioned 8 MW power plant at Mundra in June 2013
- The 50,000 MT Carbon Black expansion at Cochin plant is expected to be completed by Q2 FY13
- MOU signed with Tamilnadu Govt for setting up new carbon black & power plant
- The project work at Vietnam is under review in view of global developments



# 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

