

Phillips Carbon Black Ltd

Investor Update Q1 FY15

Performance Summary

Particulars	Q1FY15	Q4FY14	%Change (QoQ)	Q1FY14	%Change (YoY)
Production (MT)	74,281	73,867	1%	70,209	6%
Capacity Utilization(%)	72%	80%	-10%	77%	-5%
Total Sales Volume (MT)	76,245	77,298	-1%	68,628	11%
Domestic (MT)	55,956	50,635	11%	47,783	17%
Export (MT)	20,289	26,663	-24%	20,845	-3%
	Rs Crs	Rs Crs		Rs Crs	
Net Sales	610	594	3%	526	16%
EBITDA (before forex)	50	43	17%	26	88%
EBITDA%	8.2%	7.2%	1.0%	5.0%	3.13%
PBT	3	2	-33%	-48	105%
PAT	1	2	48%	-52	102%
Power realization Rate (Rs/KWH)	3.32	2.82	18%	3.18	4%

Highlights of Q1 FY15

- Significant improvement in Domestic sales volume 17% Y-o-Y & 11% Q-o-Q.
- Kochi Plant has received open access in the state of Kerala.
- Improvement in EBITDA % as an indicator of better operational performance.
- Anti Dumping Duty on imports from China, Russia and Thailand extended for one year further till 29th July 2015.

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