

Phillips Carbon Black Ltd

Investor Update Q1 FY16



Performance Summary

Particulars	Q1FY16	Q4FY15	%Change (QoQ)	Q1FY15	%Change (YoY)
Production (MT)	79,070	73,520	8%	74,281	6%
<i>Capacity Utilization(%)</i>	77%	72%	5%	72%	6%
Total Sales Volume (MT)	83,992	77,207	9%	76,245	10%
Domestic (MT)	61,485	54,780	12%	55,956	10%
Export (MT)	22,507	22,427	NA	20,289	11%
	Rs Crs	Rs Crs		Rs Crs	
Net Sales (incl. other income)	480	599	(20%)	613	(22%)
EBITDA (before forex)	48	42	14%	50	(3%)
EBITDA%	10%	7%	3%	8%	2%
PBT	5.4	(4.4)	223%	2.6	108%
PAT	2.4	0.5	372%	1.1	125%
Power realization Rate (Rs/KWH)	3.79	3.49	9%	3.35	13%

Power Sales

	Power Sales (KwH in lacs)	Net Sales (Rs Crs)	Net Realization
Q1 FY15	492	16.32	3.32
Q2 FY15	592	19.90	3.36
Q3 FY15	468	17.51	3.74
Q4 FY15	450	15.72	3.49
Q1FY16	531	20.11	3.79

Highlights of Q1 FY16

- Production & Sales volume is higher by 8% & 9% respectively in Q1FY16 vis-à-vis Q4FY15
- Net Sales in Q1FY16 decreased by 20% compared to Q4FY15 due to fall in raw material prices
- Sales volume in domestic market has increased by 12% compared to Q4FY15 due to improved tyre market and increase penetration in market
- EBITDA margin marginally higher by 3% in Q1FY16 compared to Q4 FY15 due to operational efficiency
- Power realization has increased significantly during Q1FY16 compared to Q4FY15 due to improved power rates and power sales volume

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

