

Phillips Carbon Black Ltd

Investor Update Q1 FY18

Highlights of Q1 FY18

- Capacity utilization increased by 5% in Q1FY18 as compared to Q1FY17
- Export Sales volume increased by 39% in Q1FY18 as compared to Q1FY17
- EBITDA has increased by 46% Q-o-Q basis.
- PAT increased by 4 fold Q-o-Q basis.

Quantitative Summary : Q1 FY18

Particulars	Q1FY18	Q1FY17	%Change (QoQ)
Production (MT)	97,759	92,407	6%
<i>Capacity Utilization(%)</i>	<i>95%</i>	<i>90%</i>	<i>5%</i>
Total Sales Volume (MT)	98,360	95,532	3%
Domestic (MT)	71,814	76,430	(6%)
Export (MT)	26,546	19,102	39%

Financial Summary : Q1 FY18

In Rs Crs

Particulars	Q1FY18	Q1FY17	%Change (QoQ)
Total Income (Net of Excise)	585	434	35%
EBITDA (before forex)	99	68	46%
<i>EBITDA%</i>	17%	16%	1%
PBT	66	29	128%
PAT	48	12	300%

Outlook for Q1FY18

- Tyre industry is expected to maintain a strong momentum in FY18
- CB Sales volume expected to increase with better capacity utilization
- PCBL continues to focus both in domestic market as well as new geographies in the International market
- Power sales is expected to go up on account of better capacity utilization in CB and improving manufacturing efficiency
- Continuous focus on expanding non rubber portfolio including specialty CB

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