

Phillips Carbon Black Ltd

Investor Update Q4 FY12

Performance Summary

Particulars	Q4FY12	Q3FY12	%Change (QoQ)	Q4FY11	%Change (YoY)
Production (MT)	73,541	72,706	1%	76,975	4%
Total Sales Volume (MT)	74,768	71,761	4%	77,782	4%
Domestic (MT)	57,602	49,628	16%	59,250	3%
Export (MT)	17,166	22,133	22%	18,532	7%
	Rs Crs	Rs Crs		Rs Crs	
Net Sales	540	515	5%	444	21%
EBIDTA (before forex)	47	50	6%	65	28%
PBDIT%	8.7%	9.7%		15%	
PBT	6	20	70%	47	87%
PAT	5	20	75%	33	85%
EPS (Fully Diluted) – `	1.47	5.76		10.52	

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%
	Rs Crs	Rs 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 (Rs. Crs)	Net Realization
Q1 FY12	712	22.53	3.16
Q2 FY12	598	18.06	3.02
Q3 FY12	671	20.33	3.03
Q4 FY12	715	20.92	2.93

Highlights of Q4 FY12

- Net Sales increased by 22% lower offtake by tyre companies and higher imports of carbon black in the country from China at dumping prices resulting in lower capacity utilization
- A slowdown in the automobile sector has resulted in major tyre companies resorting to a production cut leading to a lower demand for carbon black.
- Import of carbon black has increased, despite the anti dumping duty on carbon black imports
- Rising crude is an area of concern as it is leading to higher prices of CBFS

Outlook for Q1 FY13

- Lower offtake by tyre companies and higher imports of carbon black in the country from China at dumping prices resulting in lower capacity utilization for the Indian companies
- Efforts are being made to recover entire cost increase as pass through in carbon black segment business particularly for tyre segment

Status of new projects

- Expansion of 12,000 MT of carbon black commissioned at Durgapur
- The company expects to commission the 8 MW power plant at Mundra by Q1FY13
- The 50,000 MT Carbon Black expansion at Cochin plant is expected to be completed by Q2 FY`13
- MOU signed with Tamilnadu Govt for setting up new carbon black & power plant
- The project work at Vietnam is progressing as per schedule

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.