

# **Phillips Carbon Black Ltd**

**Investor Update Q4 FY14**



# Performance Summary

Particulars	Q4FY14	Q3FY14	%Change (QoQ)	Q4FY13	%Change (YoY)
<b>Production (MT)</b>	73,867	71,564	3%	66,775	11%
<i>Capacity Utilization(%)</i>	80%	78%	-	73%	-
<b>Total Sales Volume (MT)</b>	77,298	66,842	16%	69,600	11%
<b>Domestic (MT)</b>	50,635	46,113	10%	48,375	5%
<b>Export (MT)</b>	26,663	20,729	29%	21,225	26%
	<b>Rs Crs</b>	<b>Rs Crs</b>		<b>Rs Crs</b>	
<b>Net Sales</b>	594	560	6%	535	11%
<b>EBITDA (before forex)</b>	43	44	-4%	33	27%
<b>EBITDA%</b>	7.2%	7.9%	-	6.2%	-
<b>PBT</b>	2	-17	-	1.5	-32%
<b>PAT</b>	2	-15	-	4.9	-59%

# Performance Summary: YTD

Particulars	FY14	FY13	% Change
Production (MT)	288,676	296,555	-3%
Capacity Utilization(%)	78%	83%	
Total Sales Volume (MT)	287,839	293,309	-2%
Domestic (MT)	199,100	208,136	-4%
Export (MT)	88,739	85,173	4%
	<b>Rs Crs</b>	<b>Rs Crs</b>	
Net Sales	2277	2285	
EBITDA (before forex)	155	119	30%
EBITDA%	6.8%	5.2%	
PBT	-88	-40	
PAT	-87	-21	

# Power Sales

	Power Sales (KwH in lacs)	Net Sales (₹ Crs)	Net Realization
<b>Q1FY13</b>	792	24.39	3.08
<b>Q2FY13</b>	725	21.04	2.90
<b>Q3FY13</b>	657	19.19	2.92
<b>Q4FY13</b>	550	18.73	3.41
<b>Q1FY14</b>	488	15.54	3.18
<b>Q2FY14</b>	527	17.09	3.24
<b>Q3FY14</b>	528	17.67	3.35
<b>Q4FY14</b>	484	13.68	2.82

# Highlights of Q4 FY14

- Commissioned carbon black line at Kochi Plant having installed capacity of 50,000 MTPA. With this the total capacity is 4,72,000 MTPA.
- The Company's bottom line has turned black.



# 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

