

Phillips Carbon Black Ltd

Investor Update Q4 FY15

Performance Summary

Particulars	Q4FY15	Q3FY15	%Change (QoQ)	Q4FY14	%Change (YoY)
Production (MT)	73,520	80,292	(8%)	73,867	0%
<i>Capacity Utilization(%)</i>	72%	78%	(7%)	80%	(11%)
Total Sales Volume (MT)	77,207	77,374	0%	77,298	0%
Domestic (MT)	54,780	55,910	(2%)	50,635	8%
Export (MT)	22,427	21,464	4%	26,663	(16%)
	Rs Crs	Rs Crs		Rs Crs	
Net Sales (incl. other income)	599	609	(2%)	603	(1%)
EBITDA (before forex)	32	63	(49%)	43	(24%)
EBITDA%	5.4%	10.3%	(5.1%)	7.0%	(1.7%)
PBT	-4	11	(141%)	2	(332%)
PAT	1	7	(93%)	2	(75%)
Power realization Rate (Rs/KWH)	3.49	3.74	(7%)	2.82	24%

Performance Summary YTD

Particulars	FY15	FY14	% Change
Production (MT)	311,823	288,676	8%
Capacity Utilization(%)	76%	78%	(3%)
Total Sales Volume (MT)	313,562	287,839	9%
Domestic (MT)	227,150	199,100	14%
Export (MT)	86,412	88,739	(3%)
	Rs Crs	Rs Crs	
Net Sales (incl. other income)	2485	2298	8%
EBITDA (before forex)	210	105	101%
EBITDA%	8.5%	4.5%	3.9%
PBT	14	(88)	116%
PAT	13	(87)	115%
Power realization Rate (Rs/KWH)	3.48	3.19	9%

Highlights of Q4 FY15

- Overall sales volume is higher by 9% in FY15 vis-à-vis FY14
- EBITDA margin almost doubled during FY15 vis-à-vis FY14
- Power realization has increased significantly during FY15 vis-à-vis FY14

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