

# **Phillips Carbon Black Ltd**

## **Investor Update Q4FY16**

# Quantitative Summary : Q4 & FY16



Phillips Carbon Black Limited

Particulars	Q4FY16	Q3FY16	%Change (QoQ)	Q4FY15	%Change (YoY)
<b>Production (MT)</b>	87,640	82,806	5.8%	73,520	19%
<i>Capacity Utilization(%)</i>	85.4%	80.7%	4.7%	71.7%	13.8%
<b>Total Sales Volume (MT)</b>	88,507	80,203	10%	77,207	15%
<b>Domestic (MT)</b>	64,153	57,596	11%	54,780	17%
<b>Export (MT)</b>	24,354	22,607	8%	22,427	9%

Particulars	YTD Mar FY16	YTD Mar FY15	% Change
<b>Production (MT)</b>	332,038	311,823	6%
<i>Capacity Utilization(%)</i>	81%	76%	5%
<b>Total Sales Volume (MT)</b>	335,146	313,562	7%
<b>Domestic (MT)</b>	242,621	227,150	7%
<b>Export (MT)</b>	92,525	86,412	7%

# Financial Summary : Q4 & FY16

Particulars	Q4FY16	Q3FY16	Q4FY15
	Rs Crs	Rs Crs	Rs Crs
Net Sales (incl. other income)	461	464	599
EBITDA (before forex)	67	60	32
EBITDA%	14%	13%	5%
PBT	20	19	(4)
PAT	7	8	1
Power realization Rate (Rs/KWH)	3.0	3.3	3.5

Particulars	YTD Mar FY16	YTD Mar FY15
	Rs Crs	Rs Crs
Net Sales (incl. other income)	1913	2485
EBITDA (before forex)	230	210
EBITDA%	12%	9%
PBT	57	14
PAT	23	13
Power realization Rate (Rs/KWH)	3.4	3.5

# Power Sales

Period	Power Sales (KwH in MU)	Net Sales (Rs Crs)	Net Realization- Rs / Unit
Q1FY16	53	20	3.79
Q2FY16	48	17	3.60
Q3FY16	51	17	3.32
Q4FY16	73	22	3.03

# Highlights of FY16

- CB Sales Volume higher by 7% in FY 16 over FY15.
- Power Sales Volume higher by 13% in FY 16 over FY 15.
- EBITDA margin up by 4% in FY16 compared to FY15.

# 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