

# **Phillips Carbon Black Ltd**

## **Investor Update Q4 FY18**

# Highlights of FY18

- Sales volume of specialty black in FY18 has been 16,430 MT, 99% growth as compared to FY17
- Additional capacity of 30,000 MT through debottlenecking has been achieved during FY18
- Power sales realization in Q4FY18 stood at Rs 3.13/unit, an increase of 7% as compared to Q4FY17
- Increased profitability on account of improved product mix
- PCBL equity shares having face value of Rs 10 each has been split into 5 equity shares of Rs 2 each

## Quantitative Summary : Q4 FY18 and FY18

Particulars	Q4FY18	Q3FY18	%Change (QoQ)	Q4FY17	%Change (YoY)
<b>Production (MT)</b>	1,02,276	1,00,957	1%	96,741	6%
<i>Capacity Utilization(%)</i>	99%	98%	1%	94%	5%
<b>Total Sales Volume (MT)</b>	1,02,418	1,00,514	1%	98,017	5%
<b>Domestic (MT)</b>	83,579	78,297	7%	71,902	16%
<b>Export (MT)</b>	18,839	22,217	(15%)	26,115	(28%)

Particulars	FY18	FY17	%Change (YoY)
<b>Production (MT)</b>	3,99,904	3,83,316	4%
<i>Capacity Utilization(%)</i>	97%	94%	3%
<b>Total Sales Volume (MT)</b>	4,01,781	3,86,694	4%
<b>Domestic (MT)</b>	3,09,951	2,93,964	5%
<b>Export (MT)</b>	91,830	92,730	NA

# Financial Summary : Q4 FY18 and FY18

In Rs Crs

Particulars	Q4FY18	Q3FY18	%Change (QoQ)	Q4FY17	%Change (YoY)
Total Income	764	616	24%	559	37%
EBITDA (before forex)	113	108	5%	92	23%
EBITDA%	15%	18%	(3%)	16%	(1%)
PBT	88	78	13%	63	40%
PAT	74	57	30%	27	174%

Particulars	FY18	FY17	%Change (YoY)
Net Sales (incl. other income)	2,567	1,946	32%
EBITDA	424	305	39%
EBITDA%	17%	16%	1%
PBT	304	166	83%
PAT	230	73	215%

# Outlook

- Tyre industry is expected to maintain a strong momentum in FY19.
- PCBL continues to focus both in domestic market as well as new geographies in the International market.
- Moving up the value chain and expanding portfolio of high margin grades for both rubber and non rubber applications.
- Planning greenfield capacity expansion in South India

# 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