

# **Phillips Carbon Black Ltd.**

## **Investor Update Q4 FY19**

# Overview of FY19

- Highest ever PBT of Rs.539 Cr in FY19 vis a vis Rs.304 Cr in FY18
- Specialty black volume increased to 19,300 MT in FY19 as compared to 16,430 MT in FY18
- Power sale volume up by 10% to 296 mn units from 270 mn units last year.
- Power realisations improved to Rs 3.29/unit in FY19 from 3.12/unit in FY18
- Brownfield expansion at Mundra Plant completed during the year adding 56KT, to take overall capacity to 571kT.
- State of the Art R & D Centre at Palej location became fully operational during the year.

## Quantitative Summary : Q4 FY19

Particulars	Q4FY19	Q4FY18	%Change (YoY)	Q3FY19	%Change (QoQ)
Production (MT)	1,02,787	1,02,276	NA	1,02,648	NA
Total Sales Volume (MT)	1,01,906	1,02,418	NA	1,01,917	NA
Domestic (MT)	72,136	83,579	(14%)	78,223	(8%)
Export (MT)	29,770	18,839	58%	23,694	26%

## Quantitative Summary : FY19

Particulars	FY19	FY18	%Change (YoY)
Production (MT)	4,10,798	3,99,904	3%
Total Sales Volume (MT)	4,03,423	4,01,781	NA
Domestic (MT)	3,08,076	3,09,951	NA
Export (MT)	95,347	91,830	4%

## Financial Summary : Q4 FY19

In Rs Crs

Particulars	Q4FY19	Q4FY18	%Change (YoY)
Total Income	921	753	22%
EBITDA (before forex)	121	113	7%
EBITDA%	13%	15%	(2%)
PBT	92	88	5%
PAT	74	74	NA
EPS	4.32	4.31	NA

## Financial Summary : FY19

Particulars	FY19	FY18	%Change (YoY)
Total Income	3529	2611	35%
EBITDA (before forex)	640	424	51%
EBITDA%	18%	16%	2%
PBT	539	304	77%
PAT	389	230	69%
EPS	22.54	13.33	

# Outlook for Q1FY20

- Continues to expand its product portfolio of high-performance high-margin grades for both rubber and specialty black applications
- Aligned with strategic customers (domestic and International) for joint development programmes.
- Brownfield projects of 30,000 MT at Palej by Q3 FY20

# 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