

Phillips Carbon Black Ltd

Investor Update Q2 FY16

Performance Summary

Particulars	Q2FY16	Q1FY16	%Change (QoQ)	Q2FY15	%Change (YoY)
Production (MT)	82,523	79,070	4%	83,730	(1%)
<i>Capacity Utilization(%)</i>	80%	77%	3%	82%	(2%)
Total Sales Volume (MT)	82,444	83,992	(2%)	82,736	0%
Domestic (MT)	59,387	61,485	(3%)	60,504	(2%)
Export (MT)	23,057	22,507	2%	22,232	4%
	Rs Crs	Rs Crs		Rs Crs	
Net Sales (incl. other income)	506	477	6%	660	(23%)
EBITDA (before forex)	56	48	15%	64	(14%)
EBITDA%	11%	10%	1%	10%	1%
PBT	12.5	5.4	134%	5.4	132%
PAT	5.4	2.4	129%	4.1	30%
Power realization Rate (Rs/KWH)	3.60	3.79	(5%)	3.36	7%

Performance Summary YTD

Particulars	YTD Sep FY16	YTD Sep FY15	% Change
Production (MT)	161,593	158,011	2%
<i>Capacity Utilization(%)</i>	79%	77%	2%
Total Sales Volume (MT)	166,436	158,981	5%
Domestic (MT)	120,872	116,460	4%
Export (MT)	45,564	42,521	7%
	Rs Crs	Rs Crs	
Net Sales (incl. other income)	983	1271	(23%)
EBITDA (before forex)	104	114	(9%)
EBITDA%	11%	9%	2%
PBT	18	8	124%
PAT	8	5	45%
Power realization Rate (Rs/KWH)	3.70	3.36	10%

Power Sales

	Power Sales (KwH in lacs)	Net Sales (Rs Crs)	Net Realization
Q1FY15	492	16.32	3.32
Q2FY15	592	19.90	3.36
Q3FY15	468	17.51	3.74
Q4FY15	450	15.72	3.49
Q1FY16	531	20.11	3.79
Q2FY16	477	17.15	3.60

Highlights of Q2 FY16

- Sales volume is higher by 5% in H1 FY16 vis-à-vis H1 FY15
- Net Sales in Q2FY16 higher by 6% compared to Q1FY16 on account of higher realization from Carbon Black
- EBITDA increased by 15% in Q2FY16 over Q1FY16
- Power Sales lower in Q2FY16 against Q1FY16 due to lower power generation in Durgapur on account of routine shut down
- Power realization continues to be better in current quarter against corresponding quarter of 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