

# **Phillips Carbon Black Ltd**

## **Investor Update Q2 FY17**

# Highlights of Q2 FY17

- Sales volume growth of 18% during the quarter when compared to same quarter last year
- PAT during the quarter stood at Rs. 15 crore against Rs. 4 crore in same quarter previous year, a growth of 271%
- Capacity utilization increased to 94 % in Q2FY17 as compared to 80% in Q2FY16
- EBITDA increased by 9% Q-o-Q basis & 32% Y-o-Y basis
- Export Sales volume has increased by 29% to 24,596 MT Q-o-Q basis

# Quantitative Summary : Q2 FY17

Particulars	Q2FY17	Q1FY17	%Change (QoQ)	Q2FY16	%Change (YoY)
<b>Production (MT)</b>	96,647	92,407	5%	82,523	17%
<i>Capacity Utilization(%)</i>	94%	90%	4%	80%	14%
<b>Total Sales Volume (MT)</b>	96,981	95,532	2%	82,444	18%
<b>Domestic (MT)</b>	72,835	76,430	(5%)	59,387	23%
<b>Export (MT)</b>	24,596	19,102	29%	23,057	7%

# Financial Summary : Q2 FY17

Particulars	Q2FY17	Q1FY17	%Change (QoQ)	Q2FY16	%Change (YoY)
	Rs Crs	Rs Crs		Rs Crs	
Net Revenue	508	478	6%	506	NA
EBITDA (before forex)	74	68	9%	56	32%
EBITDA% (before forex)	15%	14%	1%	11%	4%
PBT	34	29	17%	13	161%
PAT	15	12	25%	4	271%
Power realization Rate (Rs/KWH)	2.91	2.98	(2%)	3.60	(19%)

# Power Sales

Period	Power Sales (KwH in lacs)	Net Sales (Rs Crs)	Net Realization (Rs/Unit)
Q1FY16	530.8	20.1	3.79
Q2FY16	476.7	17.2	3.60
Q3FY16	511.9	17.0	3.32
Q4FY16	728.3	22.1	3.03
Q1FY17	749.8	22.3	2.98
Q2FY17	662.3	19.3	2.91

# 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