

Phillips Carbon Black Ltd

Investor Update Q2 FY18

Highlights of Q2 FY18

- Increased capacity utilization at 96% in Q2FY18 driven by improved plant performance
- The Board of Directors declared an interim dividend of Rs 6 per share
- Power Sales volumes of 58 MU in Q2FY18. Improved realizations of Rs 3.01 per unit during the quarter
- EBITDA during the quarter stood at Rs 104 crs against Rs 71 crs in the same quarter previous year, registering a growth of 46%
- Net Profit stood at Rs 51 crs in Q2FY18, 306% higher over corresponding qtr previous year

Quantitative Summary : Q2 FY18

Particulars	Q2FY18	Q2FY17	%Change (YoY)
Production (MT)	98,912	96,647	2%
<i>Capacity Utilization(%)</i>	<i>96%</i>	<i>94%</i>	<i>2%</i>
Total Sales Volume (MT)	100,335	96,981	3%
Domestic (MT)	76,261	72,385	5%
Export (MT)	24,074	24,596	-

Financial Summary : Q2 FY18

In Rs Crs

Particulars	Q2FY18	Q2FY17	%Change (YoY)
Total Income	601	465	29%
EBITDA (before forex)	104	71	46%
EBITDA%	17%	15%	2%
PBT	71	32	122%
PAT	50.8	12.5	306%

Outlook

- Tyre industry is expected to maintain a strong momentum in FY18
- PCBL continues to focus both in domestic market as well as new geographies in the International market
- Moving up the value chain and expanding its portfolio of high margin grades for both rubber and non rubber applications including specialty black
- The 80,000 tonnes per annum capacity addition in Palej and Mundra at an estimated investment of Rs 300 crs is in progress and is expected to be ready by FY19
- Exploring 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