



# **Phillips Carbon Black Ltd.**

## **Investor Update Q1FY12**



# Performance Summary

Particulars	Q1FY12	Q1FY11	%Change	FY11
Production (MT)	86,480	72,863	19%	305,950
Total Sales Volume (MT)	87,317	74,690	17%	308,605
Domestic (MT)	60,948	55,954	9%	240,026
Export (MT)	26,369	18,736	41%	68,579
	` Crs	` Crs		` Crs
Gross Sales	623	450	38%	1879
Net Sales/Optg.Income	568	405	41%	1696
PBDIT	77	54	45%	235
<i>PBDIT%</i>	12.4%	11.9%	0.5%	14%
PBT	55	36	53%	164
PAT	42	29	45%	116
EPS (Fully Diluted) – `	12.53	9.07	38%	35.43



# Power sales

	Power Sales (Units in Lacs)	Net Sales (Rs.Crs)	Net Realization (Rs/unit)
Q1 FY11	531	25.20	4.74
Q2 FY11	549	13.56	2.47
Q3 FY11	592	14.89	2.52
Q4 FY11	633	19.80	3.13
FY11	2305	73.46	3.19
Q1 FY11	712	23.84	3.35



# Highlights of FY11

- Net sales (in value terms) recorded a growth of 41% in Q1FY12 compared to Q1FY11 due to
  - Commissioning of second line at Mundra Plant of 50,000 MT
  - Carbon black price increase
  
- Carbon Black PBDIT has increased by 108% in Q1FY12 as compared to Q1FY11 due to
  - Increase in sales volume by 17%
  - Higher contribution in exports by 284 %
  
- PCBL is continuing to be second fastest growing carbon black company in the world



# Status of new projects

- Cochin 10 MW Power Plant commenced operation in April 2011.
- Mundra Carbon Black expansion by 50,000 MT commenced its production in April 2011
- The project work at Vietnam is progressing as per schedule. Construction work commenced from May 2011.



# Outlook for Q2 FY12

- Sales volume in Q2FY12 is expected to be in line with Q1FY12 level.
- Increase in Carbon black price be ` 5500 per MT to cover increase in raw material cost
- Average realization on power is also expected to be in line with Q1FY12.



# 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.