

Date:- 13th November, 2017

The Manager,
Listing Department,
National Stock Exchange of India Ltd,
Exchange Plaza,
Plot No. – C – 1, G Block,
Bandra – Kurla Complex,
Bandra (East),
Mumbai – 400051

The General Manager,
Department of Corporate Services,
BSE Ltd.,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers,
Dalal Street, Fort,
Mumbai – 400001

The Secretary,
The Calcutta Stock Exchange Ltd,
7, Lyons Range,
Kolkata – 700001

Dear Sir,

Sub:- Intimation of Schedule of Investors' Conference

This is to inform you that the Company intends to attend the investors' conferences as follows:-

Date	Place	Particulars
16 th November, 2017	Mumbai	IDFC's Annual Investor Conference
29 th November, 2017	Hongkong	NDR by Kotak Securities
30 th November to 1 st December, 2017	Singapore	NDR by Anand Rathi Share & Stock Brokers
11 th December, 2017	Mumbai	B&K's Emergent India Conference

With regard to the same, we are attaching herewith the Investors' Presentation for the month of October' 2017 to be circulated by the Company in the upcoming Investors' Meets.

Thanking you,

Yours faithfully,

For **PHILLIPS CARBON BLACK LIMITED**

K. Mukherjee

Company Secretary and Chief Legal Officer

Enclo: As above

Phillips Carbon Black Limited



We Touch Lives Every Moment

***Investor Presentation
October - 2017***

Part of a Dynamic Conglomerate....

GROWING LEGACIES IS OUR CULTURE.

The RP - Sanjiv Goenka Group has always focused on growth. In a short span of six years, the Group's assets have grown to ₹40,355 crore and so has our EBITDA to ₹4,231 crore. Our most precious asset, our employees, have grown to over 45,000 today.

This is a fitting testimony to our commitment to augment stakeholders' value towards a brighter future.



www.rp-sg.in

Follow us on   

A Leader in the Industry

Company Overview

- Largest in India and 7th largest globally
- Well spread product mix:
 - Rubber Carbon Black
 - Non Rubber incl Specialty Carbon Black
- Co-generation power plants at each locations
- Over 55 years of rich experience in the industry
- Comprehensive global reach
 - Customers in more than 30 countries
 - Leadership in National market
 - Strong distribution channels
- State of Art R&D setup
- Seamless capability to switch over various feedstocks
- Publicly listed on BSE (Code – 506590) and NSE (PHILPCARB)

What is Carbon Black ?



- Pure elemental carbon in the form of black powder
- Produced by thermal decomposition of gaseous or liquid hydrocarbons under controlled conditions
- Largest application - reinforcing agent in tyres
- Its unique properties make it useful for pigmentation, UV stabilization and also as a conductive agent
- Performance is related to properties of specific surface area, particle size and structure, conductivity and colour

Carbon Black Business Segmentation

Rubber Carbon Black



Tyre Carcass



Tyre Tread



- End market demand remains strong
- Direct sales to global tyre customers

Non Rubber Carbon Black



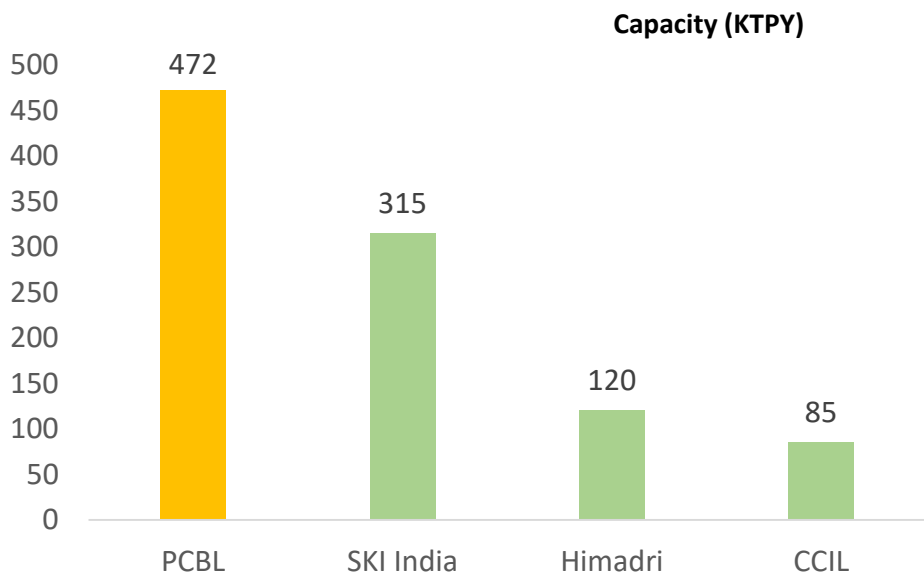
Pure Specialty



- Non Rubber constitutes 9% of total sales volume
- Advanced technology driven specialty blacks manufacturing

Enhancing focus on High Performance Rubber blacks and Specialty Carbon Blacks

Manufacturing



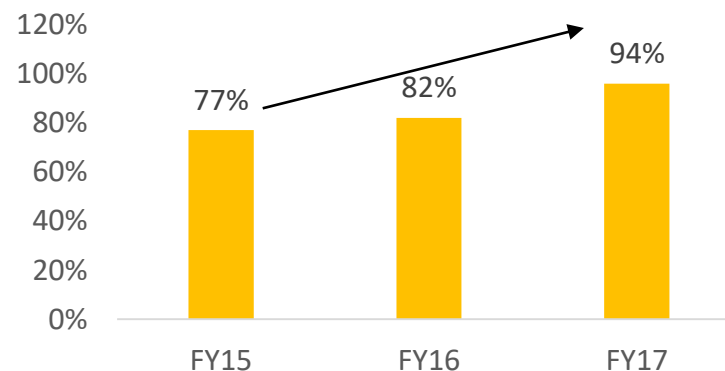
Market Share of PCBL:

- Over one-third of domestic consumption
- Largest shipment of Carbon Black in International market from India among competitors

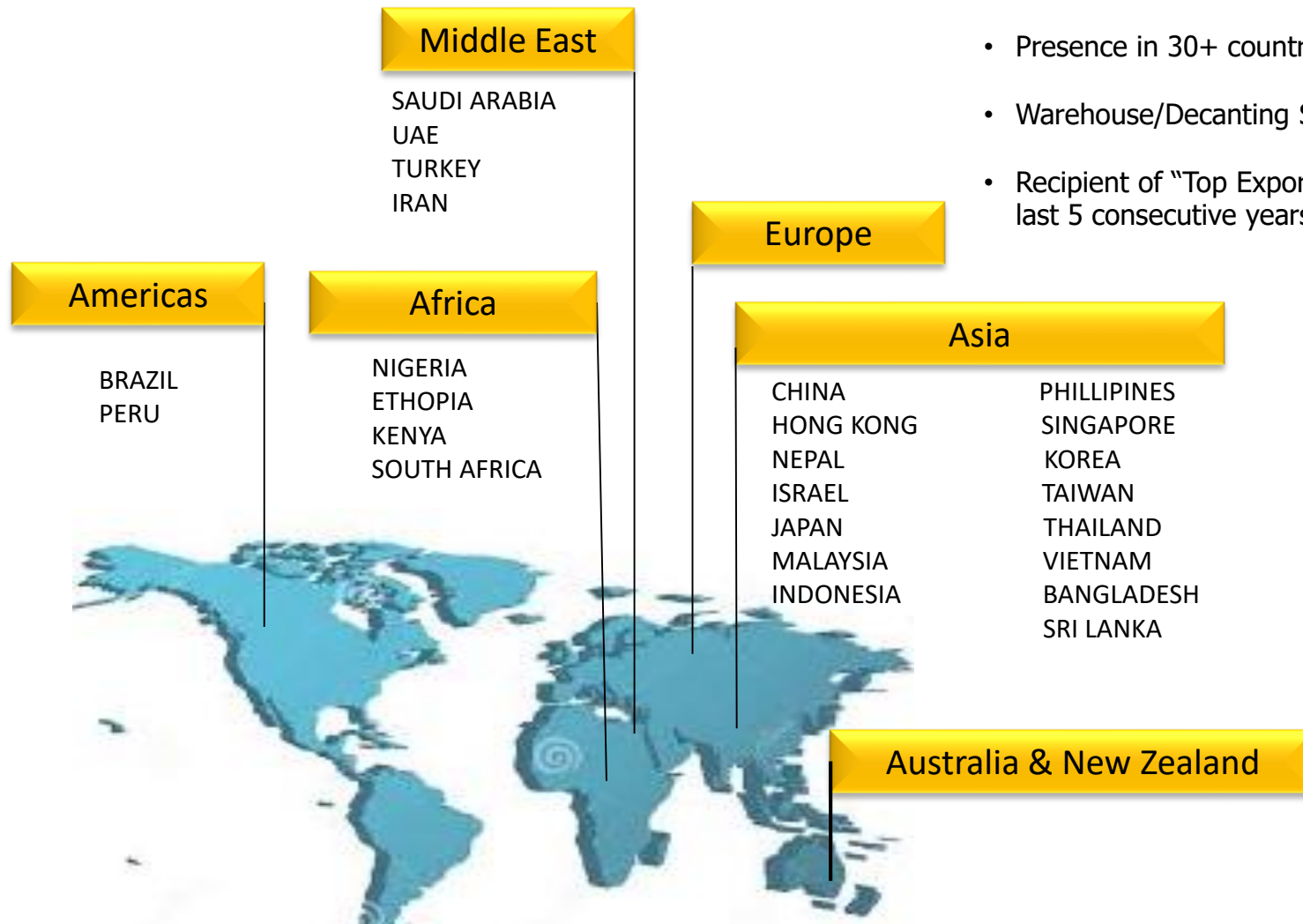
Current Capacity

Location	CB (MT)	CPP (MW)
Durgapur, W.Bengal	1,47,000	30
Mundra, Gujarat	140,000	24
Palej, Gujarat	95,000	12
Kochi, Kerala	90,000	10
Total	4,72,000	76

Capacity Utilisation



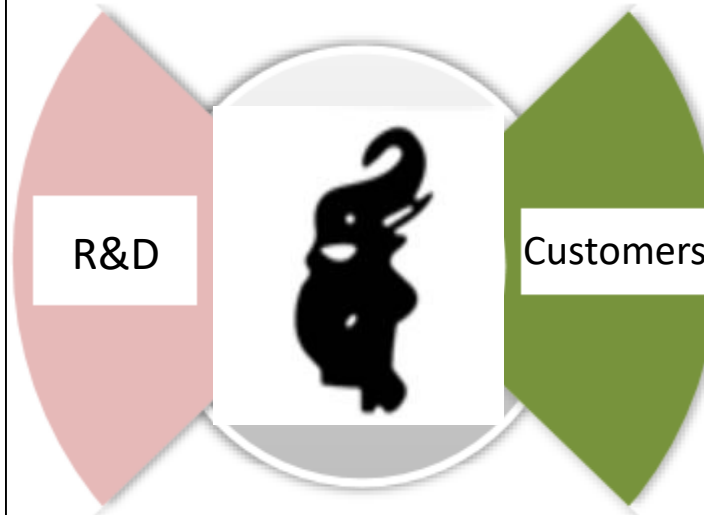
Global Reach with Regional Expertise....



- Four manufacturing facilities located near port
- Presence in 30+ countries
- Warehouse/Decanting Stations near customers
- Recipient of "Top Exports" award from AIRIA for last 5 consecutive years

....With Strong Brand Recall

- Over 50 grades across rubber and non rubber black
- Driving innovation with customers
- Focus on high performance rubber and specialty carbon black
- Seamless capability for multiple feedstock
- Diversified sourcing of feedstocks



Growing Tyre Industry

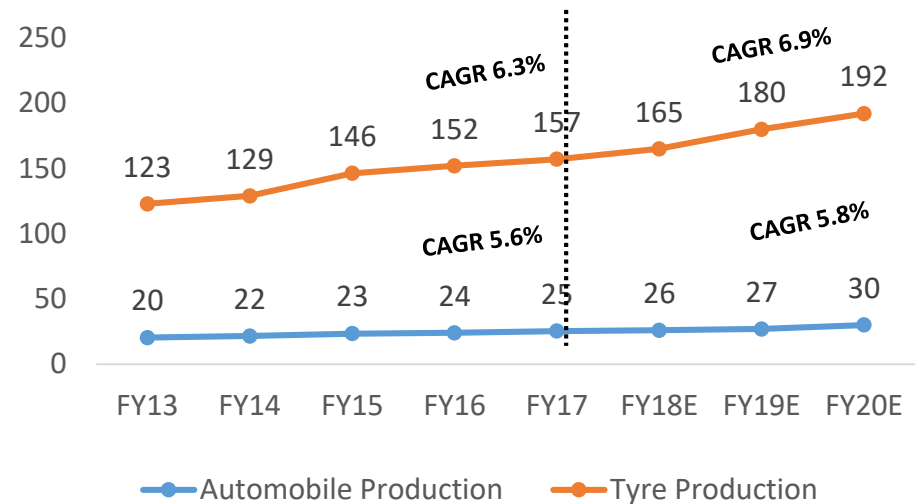
Fastest Growing Auto Market

	Domestic Sales Growth over last yr
Tata Motors	29%
Maruti Suzuki	17%
Honda	10%
Hyundai	6%

Source: Business Standard Research

- French car maker, PSA, Peugeot Brand, is going to enter Indian market by joining hands with Hindustan Motors
- Korean car maker, Kia, will be setting up a greenfield project in AP with capacity of 3 lakhs cars p.a
- Chinese car maker, SAIC, will be using GM's Halol plant to tap Indian market

Automobile Production Vs Tyre Production (Mn Units)

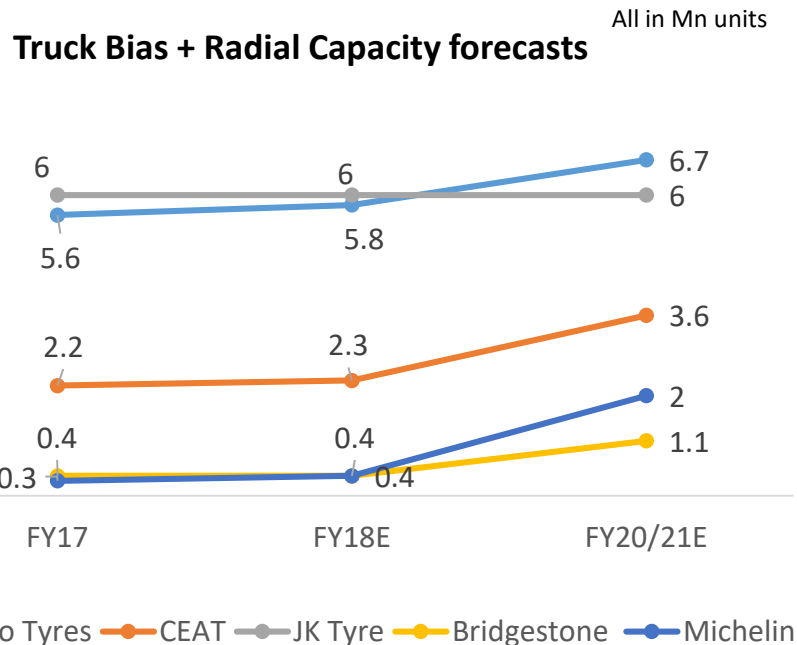


Source: SIAM and ATMA

- Tyre Industry in the last 5 years has outperformed the growth of automobile production on back of higher demand from replacement market
- In FY16 registered vehicle stood at 200Mn against 24Mn annual vehicle sales

Tyre Industry developments

	FY15	FY16	FY17	FY18E	FY19E	FY20E
Truck radial imports - units	784	1286	1402	1262	1388	1527
growth %		64%	9%	-10%	10%	10%
Total local market demand for truck tyres (radial + bias) - units	15,859	16322	15935	17163	18861	20211
growth %		3%	-2%	8%	10%	7%

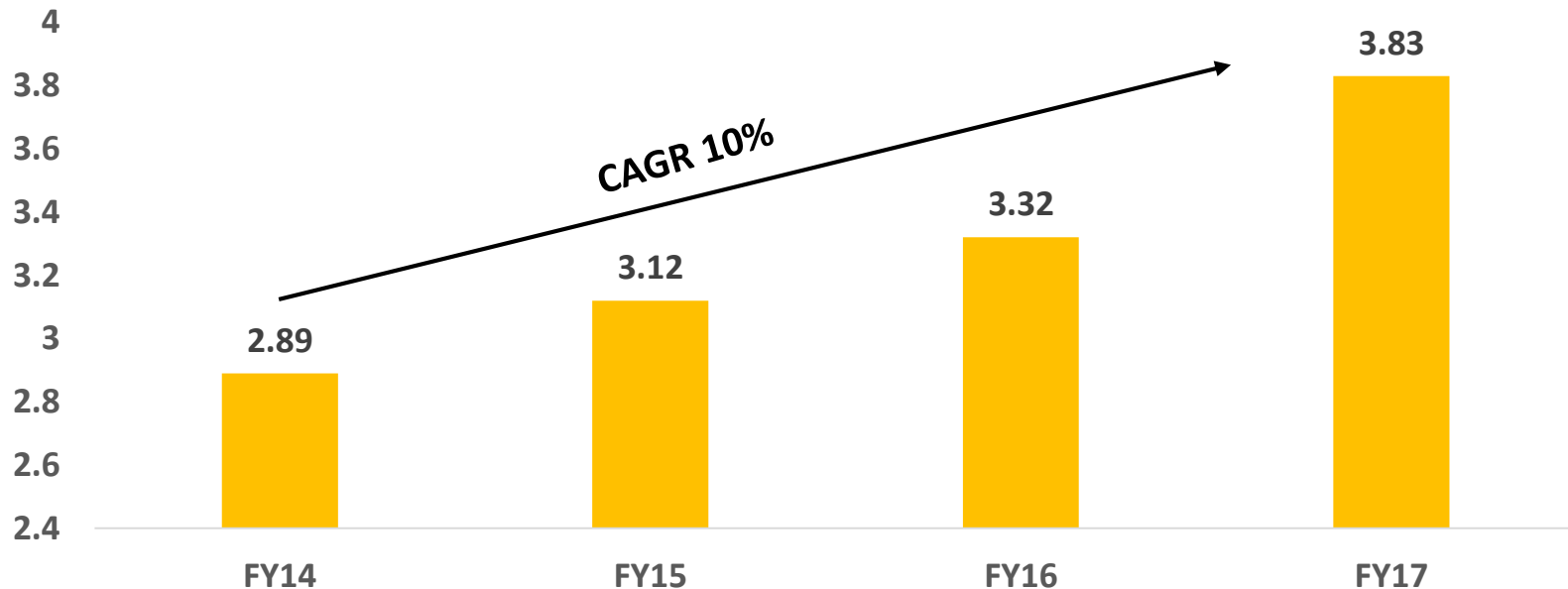


Imposition of anti-dumping duty on Chinese tyres would support margins

- On Sept'17, government has imposed anti-dumping duty on truck radial tyres imported from China
- The duty is in the range of USD250-450/MT. This translates into Rs1500-1600 per truck radial and would result in a duty rate of 10-12%

Volume Growth..

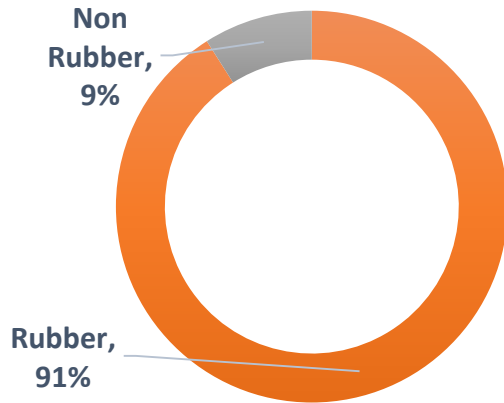
CB Production (Lakh MT)



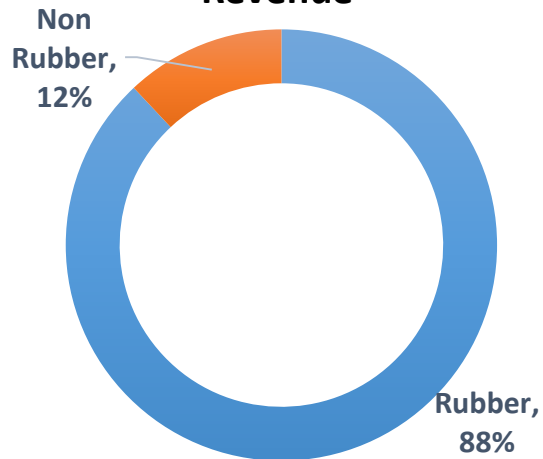
- Additional capacity of around 5% through debottlenecking
- Brownfield expansion under implementation will increase capacity by around 15%
- Adequate headroom in terms of land and other resource availability for further brownfield and greenfield expansion

Increasing focus on Non Rubber application

Sales Volume



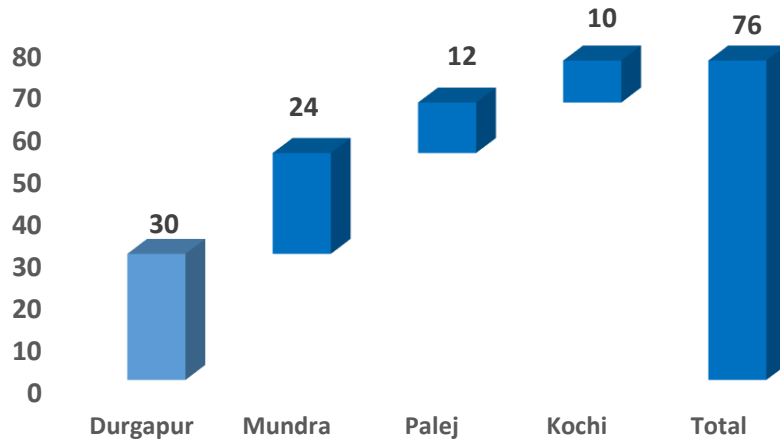
Revenue



- Non Rubber carbon Blacks are higher margin products
- PCBL is India's leading manufacturer of Specialty blacks
- Focus on increasing penetration in Non rubber segment
- Ramping up specialty portfolio to reduce India's dependence on imports
- Moving up value chain to cover more than 90 % of product basket in plastic application (largest market segment)
- Market development across geographies

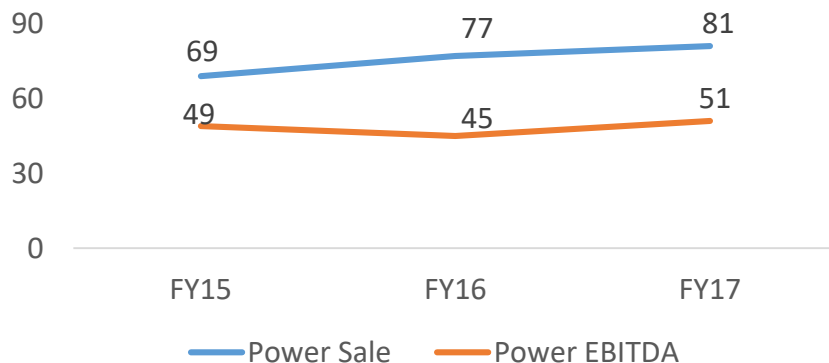
Accelerating Contribution by Power Segment

Power Capacity Across Plants (MW)



	FY15	FY16	FY17
CB Production (MT Lakhs)	3.12	3.32	3.83
Power Generation (MU)	342	372	484
Power Export (MU)	199	225	304

Power Segment Performance (Rs Crs)

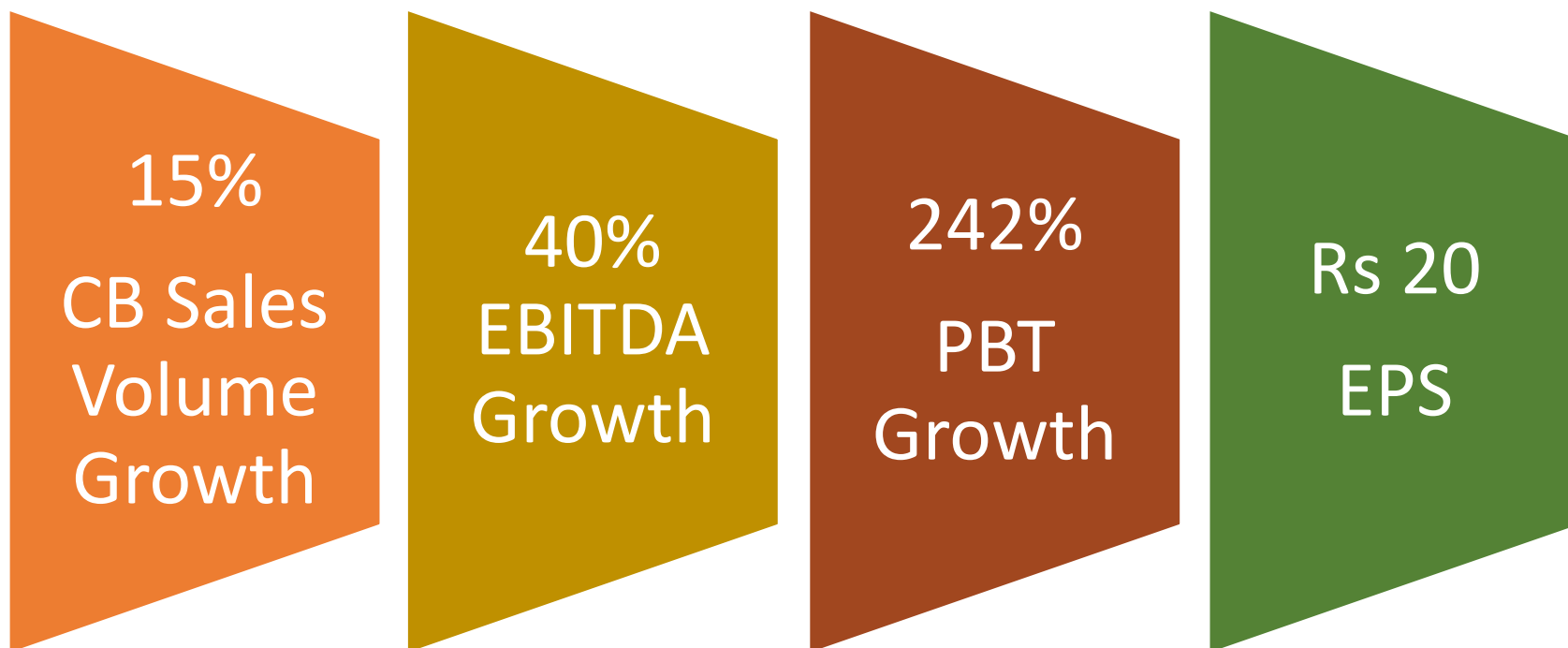


Approximately 35% of power generated is used to meet captive requirement, balance 65% is exported to grid

Increasing efficiency and CB production volume has been driving growth of power revenue

Growth Driven by Sustained Performance....

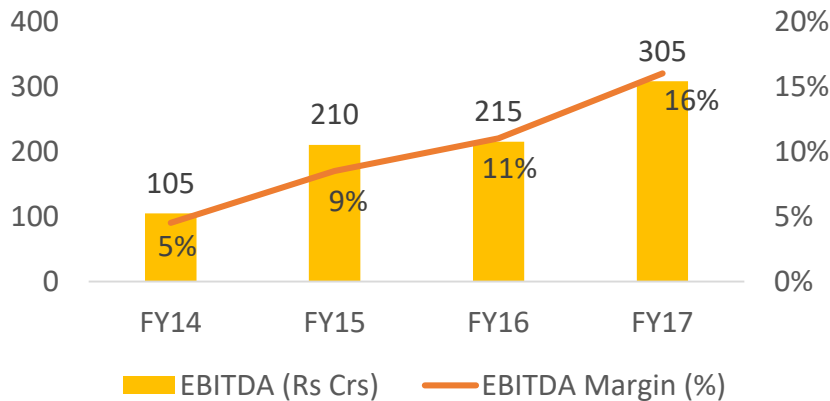
As on FY17



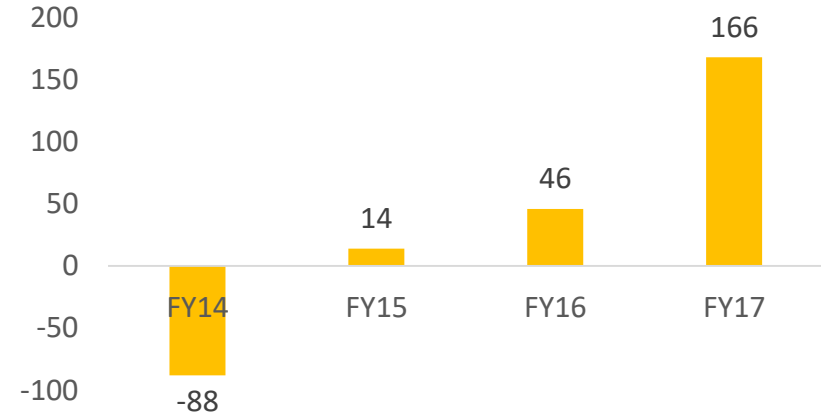


... Resulting from Strong Business Metrics

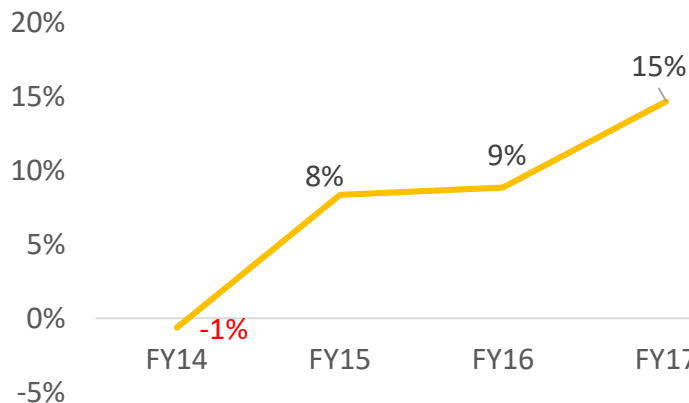
EBITDA and EBITDA margins



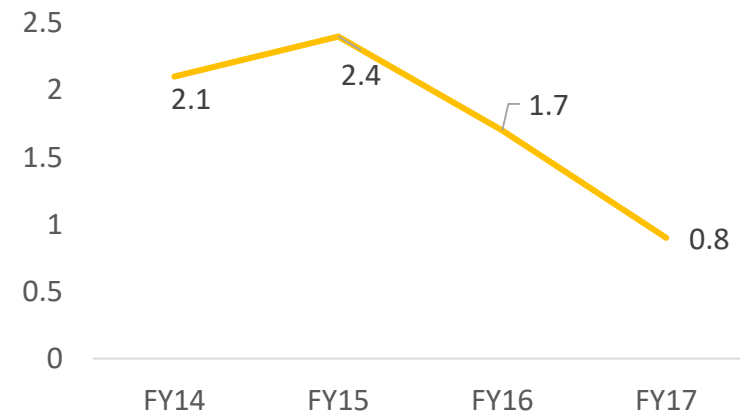
PBT



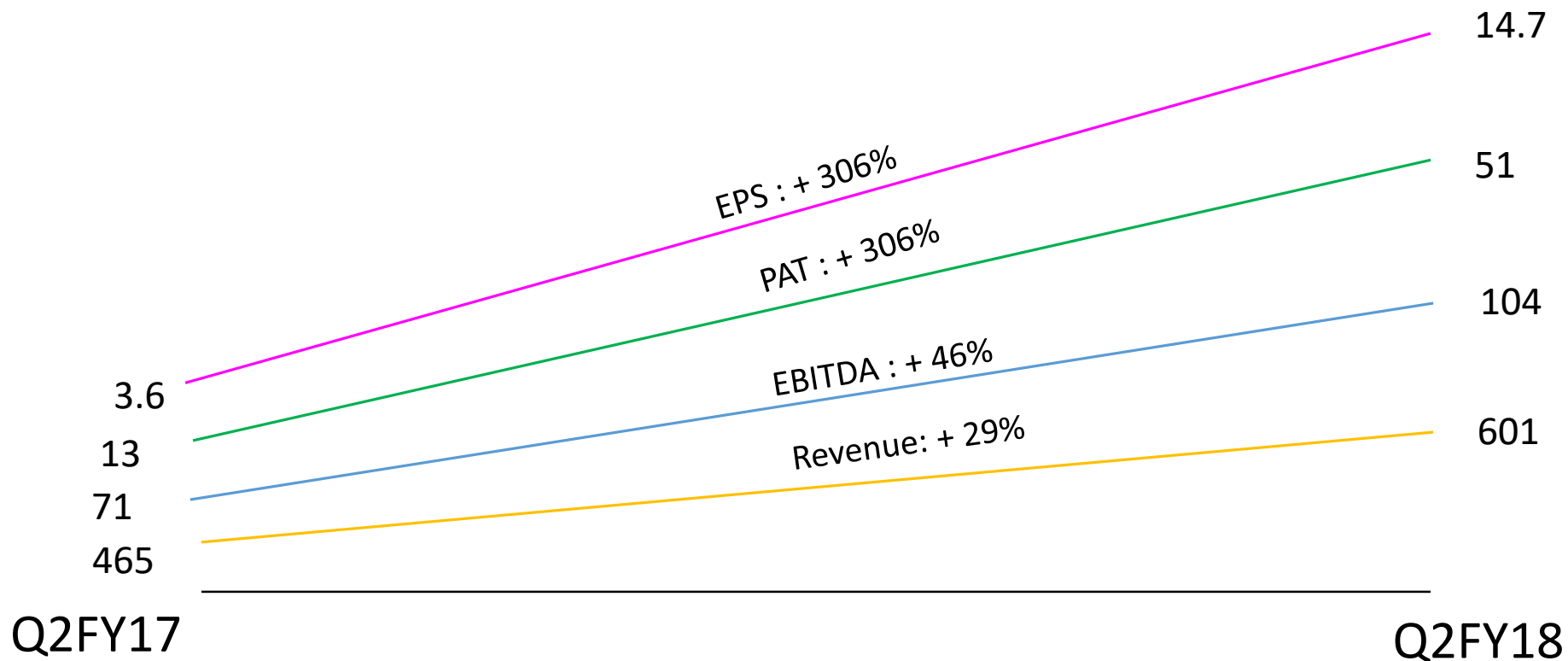
Return on Capital Employed



Net Debt /Equity

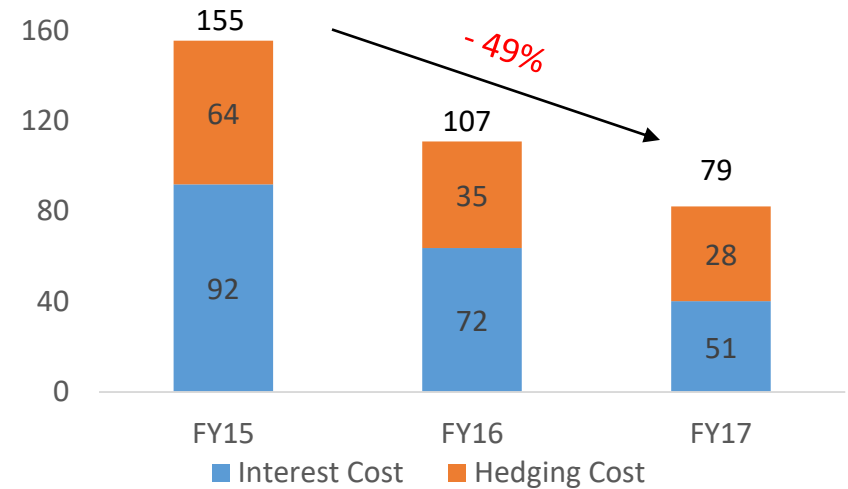
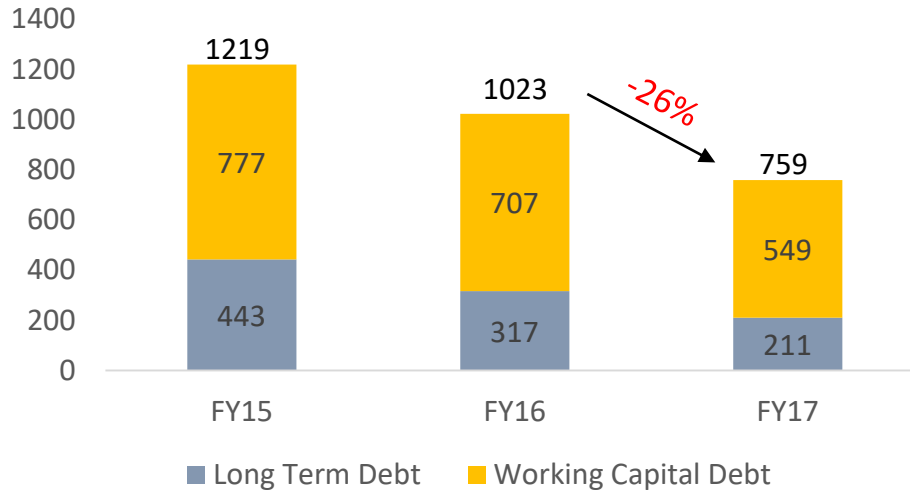


Growth is a Process....



.... We Reinforce it with Endeavour

Borrowing Position

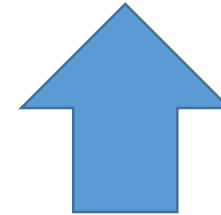


- Fall in crude prices and working capital management reduced the debt requirement despite volume growth
- Reduced leverage with increase in Cash Flow and improved WC management

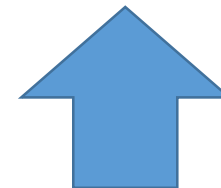
Strong Financial Performance

Rs Crs

	FY17	FY16
Total Income	2,150	2,132
Raw material cost	1,221	1,291
Other Expenses	624	624
EBITDA	305	217
Finance Cost (incl hedging cost)	79	107
Depreciation	60	62
PBT	166	48
Tax Expenses	96	31
PAT	70	17

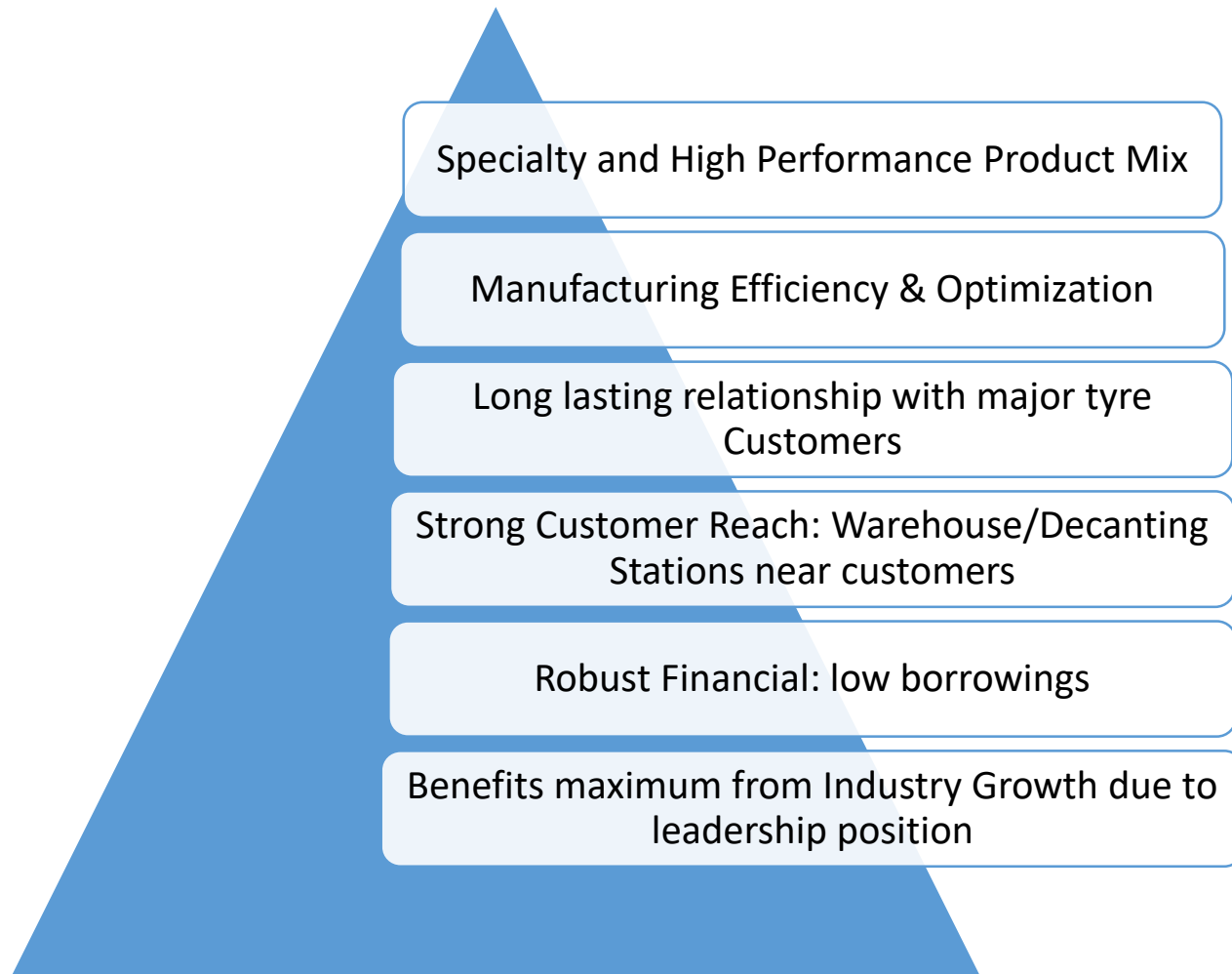


40%
EBITDA Growth



312%
PAT Growth

To Summarise: Factors Building Our Future



Thank You