RP - Sanjiv Goenka Group
Growing Legacies

Phillips Carbon Black Limited

10th February, 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 following investors' conference:

Date of Conference	Particulars	Place
14th February, 2017	Antique Annual Investor Conference	Mumbai

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

Yours faithfully,
For **PHILLIPS CARBON BLACK LIMITED**

K. Mukherjee
Company Secretary and Chief Legal Officer

Enclo : As above

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www.pcblltd.com

February 2017

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Phillips Carbon Black Limited

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RP- Sanjiv Goenka Group

- RP-Sanjiv Goenka Group is a well known diversified business house in India
- RP-Sanjiv Goenka Group has interests across diverse business sectors - Power & Natural Resources, Carbon Black, IT & Education, Retail, Media & Entertainment and Infrastructure
- Power Generation and Distribution contribute a majority of the revenues of RP-SG Group
- Approx. 45,000 employees and 3,00,000 shareholders
- Mr. Sanjiv Goenka is the principal shareholder of the RP-Sanjiv Goenka Group together with other Group companies and related family members

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Major Companies	Businesses
CESC	Fully Integrated Private Power Utility
Phillips Carbon Black	Largest Carbon Black Manufacturer
Spencer`s Retail	2nd Largest Food Based Retailer
Firstsource Solutions	Top 3 Pure Play BPO Player
Saregama India	Biggest Collection of Indian Music
Harrisons Malayalam	Tea and Rubber Plantations

RP- Sanjiv Goenka Group

Gross Assets	Rs. 31,981 crs	
Gross Revenue	Rs. 17,414 crs	2 times growth in 5 yrs
EBIDTA	Rs. 3,550 crs	2.5 times growth in 5 yrs
PBDT	Rs. 2,333 crs	
PBT	Rs. 1,541 crs	

Note: Above Financials exclude Dhariwal Infrastructure (Plant not operational) & ICML

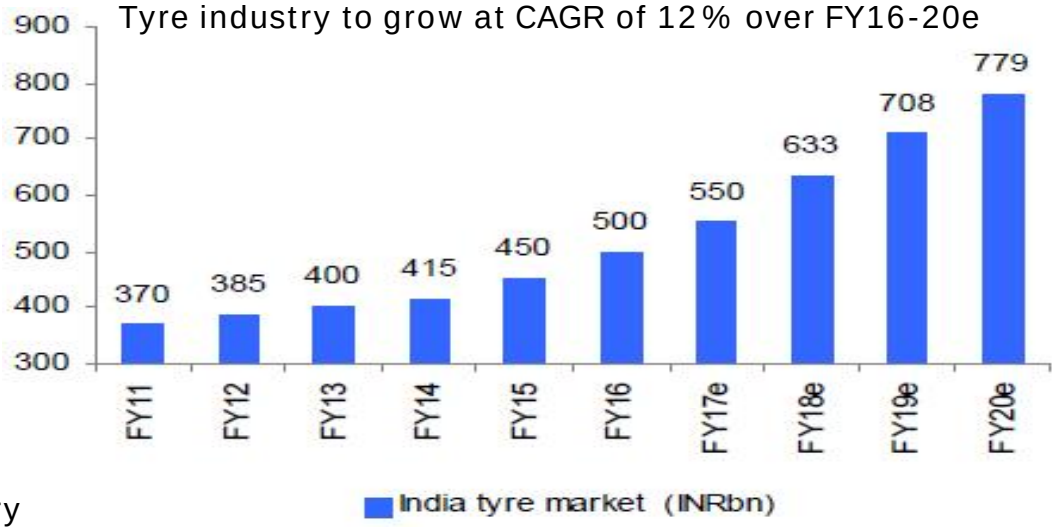
CB Growth Drivers

- Economic growth driving demand in automobile, construction, electronics sectors
- Tyre capacity addition in Asia
- Long term business tie-up with global tyre customers
- Growing "Specialty Black" business
- Moving up the value chain in product portfolio

Indian Tyre Industry Overview

- 39 tyre companies
- 60 tyre plants
- 11 ATMA member companies
- Rs. 55,000 crs tyre industry turnover in India
- Rs. 10,500 crs tyre exports from India

Tyre industry to grow at CAGR of 12% over FY16-20e



Increasing capacity of major players in the industry

Segmentwise capacity	Apollo		JKI (inluding Cavendish)		MRF		CEAT	
in TPD	FY17e	FY18e	FY17e	FY18e	FY17e	FY18e	FY17e	FY18e
CV Bias	500	500	650	650	800	800	280	280
TBR	350	700	600	700	300	350	70	80
PCR	450	500	250	250	500	550	200	200
LCV	100	100	70	70	100	120	85	85
2W	-	100	100	180	350	420	320	360
Farm Segment /OTR	100	100	100	100	200	220	50	90
Total Tonne per day	**1,500**	**2,000**	**1,770**	**1,950**	**2,250**	**2,460**	**1,005**	**1,095**

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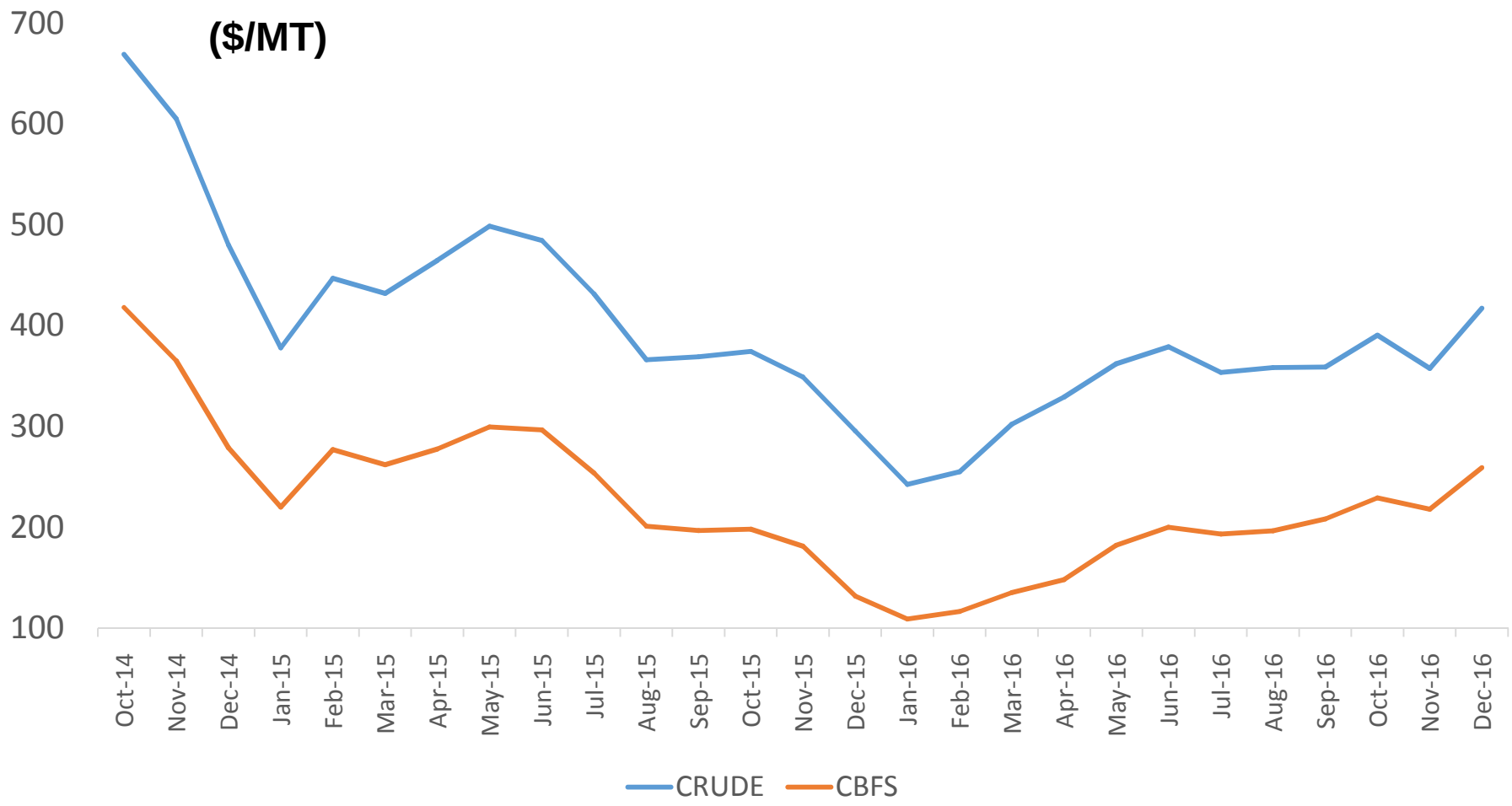
Brent Crude & CBFS Price



Current CB Industry Trend

- Lower feedstock prices owing to drop in crude prices
- Fall in CB imports in India on account of anti-dumping duty
- Better capacity utilization of domestic CB companies
- Reduction of Chinese dominance in global CB markets on account of higher coal-tar prices

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Phillips Carbon Black - at a Glance

Largest producer in India

7th largest globally

Installed Capacity of 472 KT

Co –Generation Power Plants of 76MW

Global tyre companies and specialized application users (Paints, Inks, Plastics etc.)

Market presence in
30+ countries

- ISO/TS16949:2009
- ISO9001: 2008
- ISO14001:2004
- OHSAS18001:2007

BSE (Code – 506590)

NSE (PHILIPCARB)

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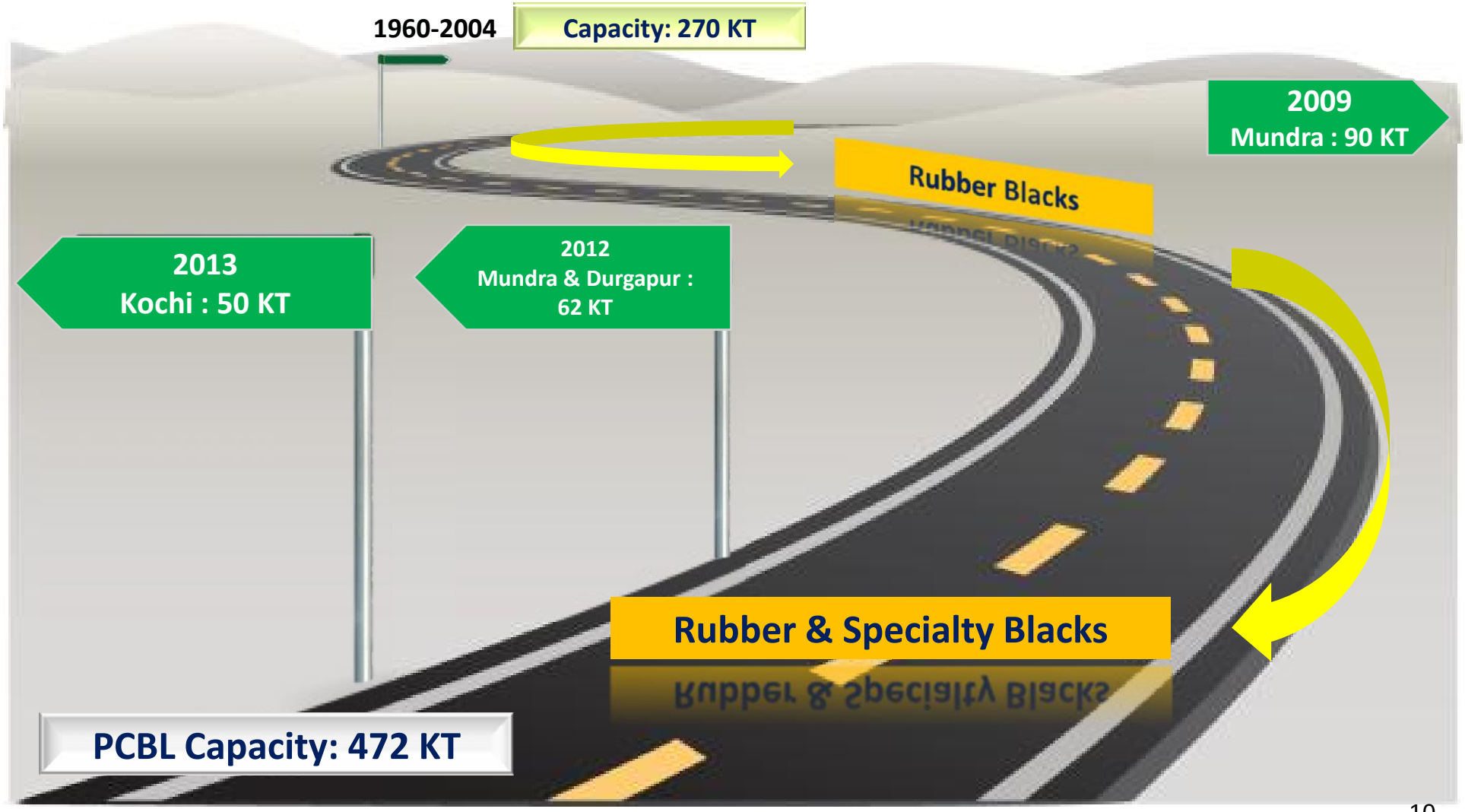
PCBL Journey

Started with **Phillips Petroleum in 1960** , collaboration with **Columbian Chemical,** acquisition of CB division of **Gujarat Carbon Ltd** and amalgamation with **Carbon & Chemicals Ltd**



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Awards & Exhibitions

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International Rubber Conference 2016 , Japan

Carbon Black Conference, Japan

Top Export Award by AIRIA in 2014-15 for 5th consecutive year in Raw Material sector

Make in India 2016, Mumbai

"Great Manager Awards" by Times Ascent and People Business

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Business Profile

Phillips Carbon Black Limited

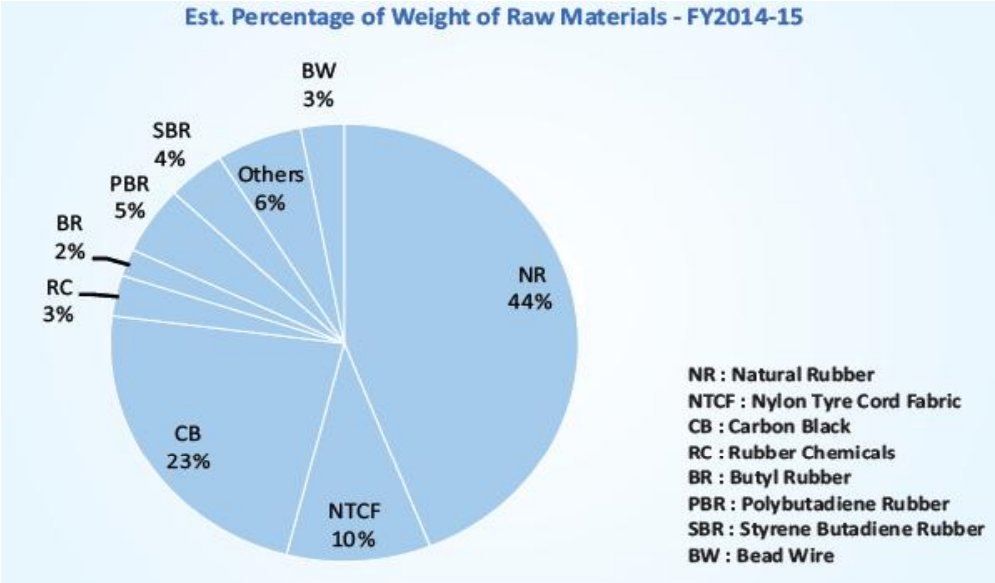
Rubber & Specialty blacks

Focus on Specialty Black

High performance Rubber Blacks

Power plants based on tail gas

CB is a critical raw material for Tyre Industry

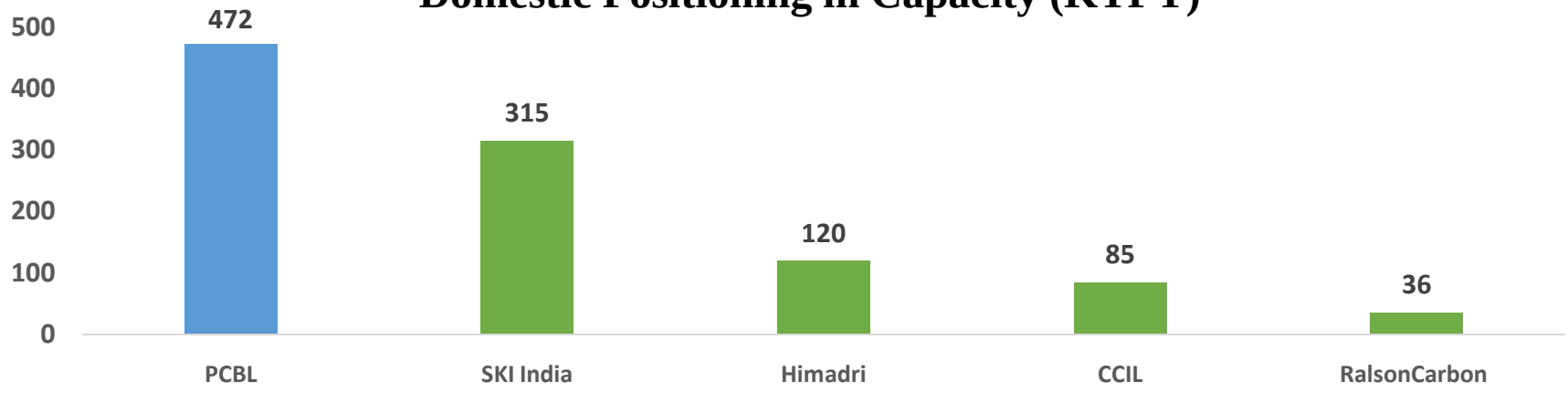


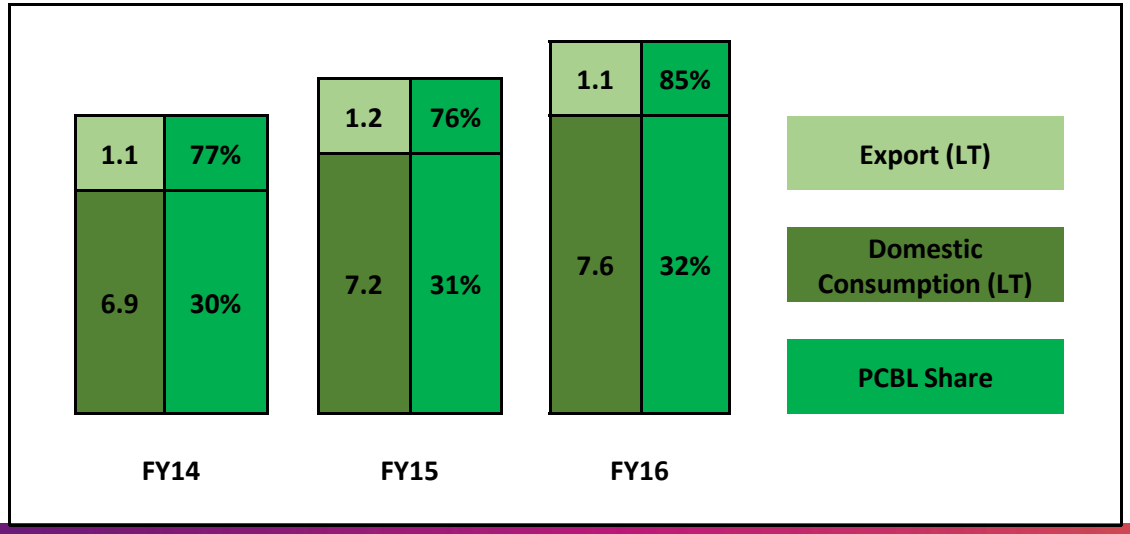
Current installed capacity

S.No	Location	CB (MT)	CPP (MW)
1	Durgapur, W.Bengal	1,47,000	30
2	Mundra, Gujarat	140,000	24
3	Palej, Gujarat	95,000	12
4	Kochi, Kerala	90,000	10
	Total	**4,72,000**	**76**

Positioning

Domestic Positioning in Capacity (KTPY)





Market Share – Domestic and Export (Lakh MT)

Source : Notch, PCBL estimates

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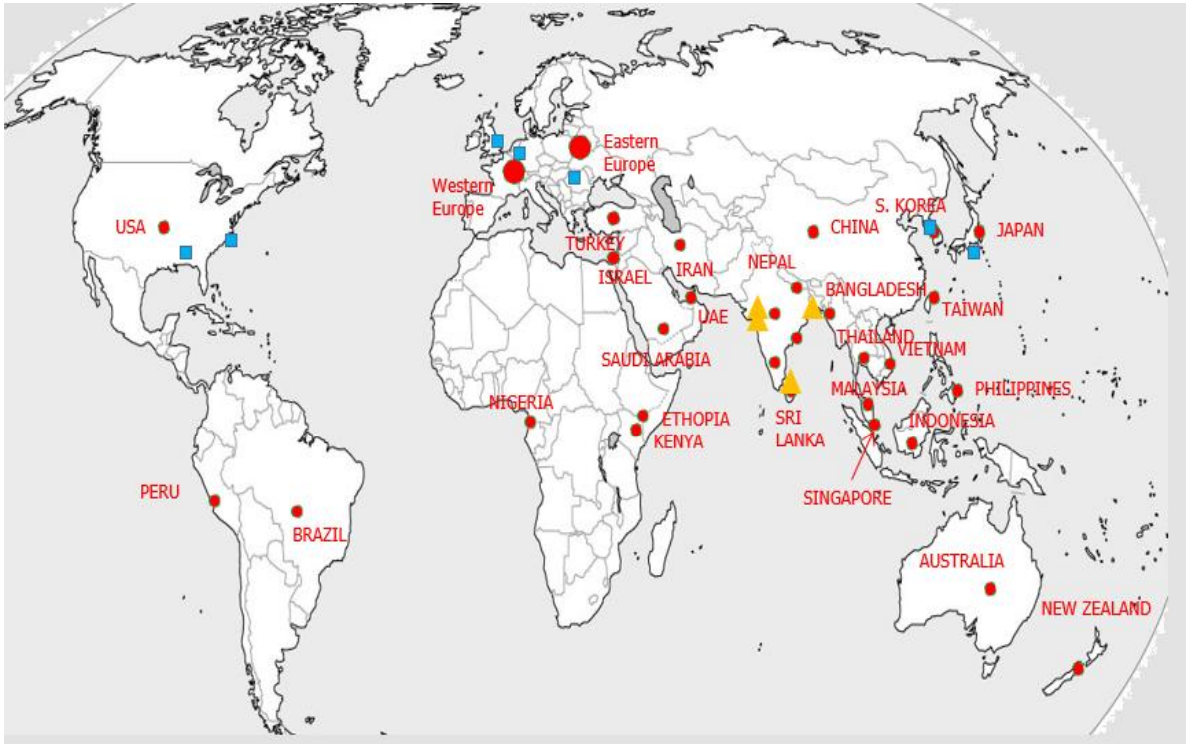
Global Footprints

4 manufacturing facilities located near port

Presence in 30+ countries



Warehouses near strategic customers

High brand recall

Manufacturing Facilities Warehouses Decanting Stations

Large tyre customers across the globe

"Top Exports" award by AIRIA for last 5 consecutive years

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Partners in Growth - Customers

BRIDGESTONE
GOODYEAR
MICHELIN
A better way forward
Continental INDIA
LOADSTAR
YOKOHAMA
TVS TYRES
NEXEN TIRE
BIRLA TYRES
CEAT
MRF
JK TYRE

AND MANY MORE …

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Our Growth will come from….

1. Brand positioning in global markets

2. Portfolio mix towards high value products

3. Addition of New Grades

4. Manufacturing & virtual plants near customers

5. Specialty and high performance blacks

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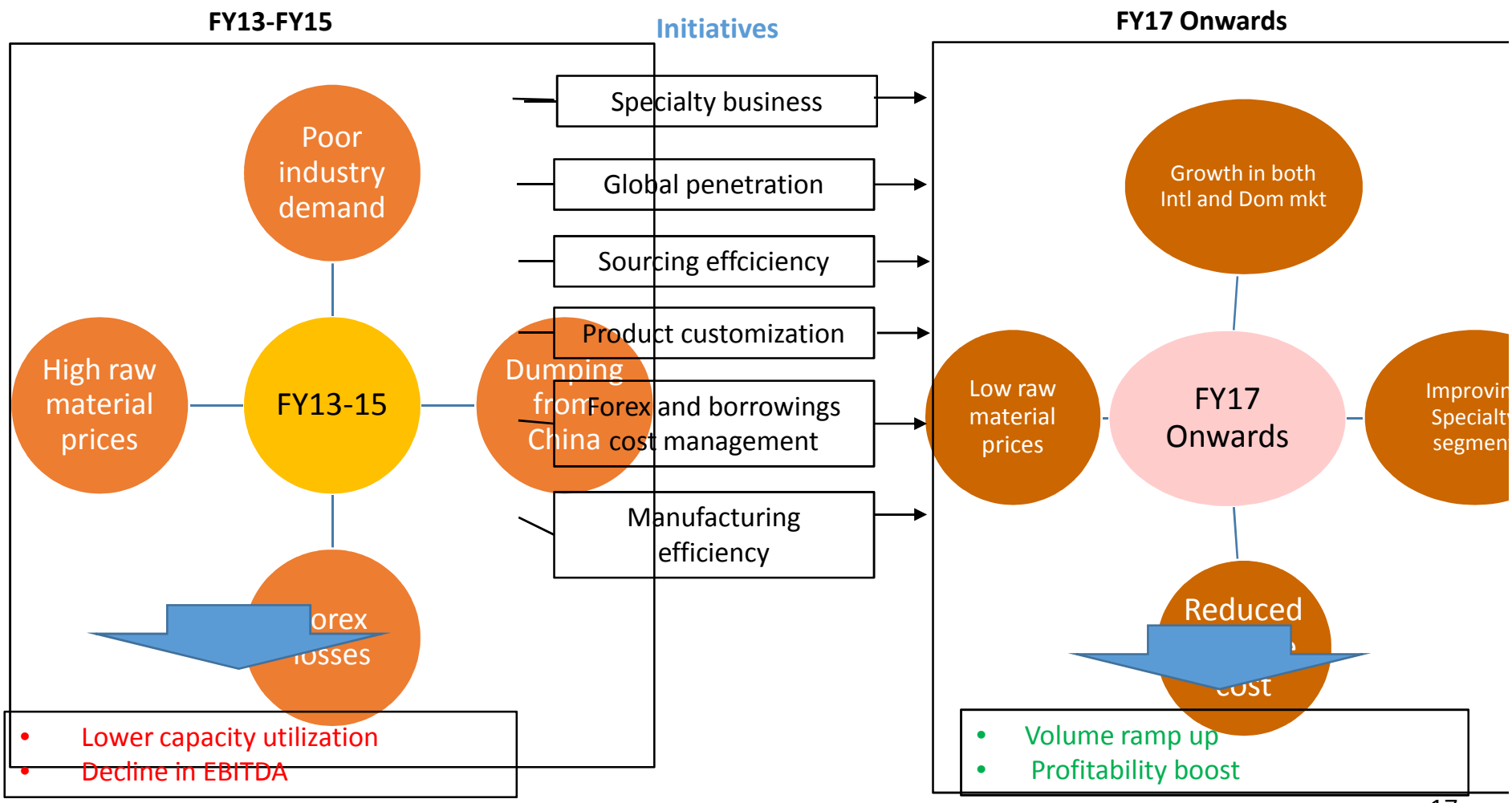
Business Acceleration Underway



Accelerating contribution by power segment

	FY14	FY15	FY16
CB Production (MT Lakhs)	2.89	3.12	3.32
Power Generation (MU)	346	342	372
Power Export (MU)	204	199	225
Power Sale (Rs Crs)	65	69	77
Power EBITDA (Rs Crs)	48	49	45

Approximately 40% of power generated is used to meet captive requirement, balance 60% is exported to grid

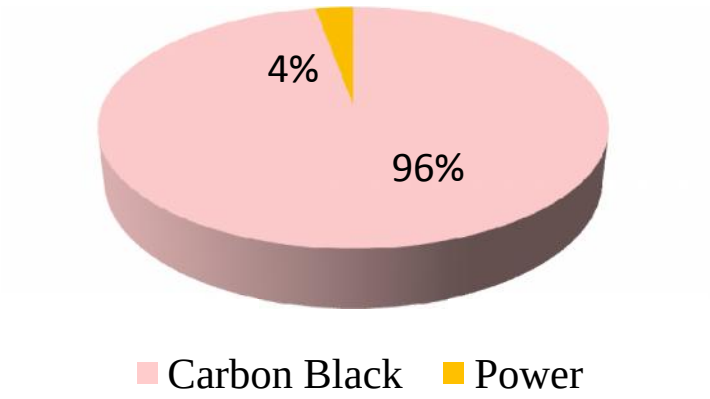
Increasing generation efficiency and CB volume Growth driving growth of power revenue

Increasing focus on Specialty black

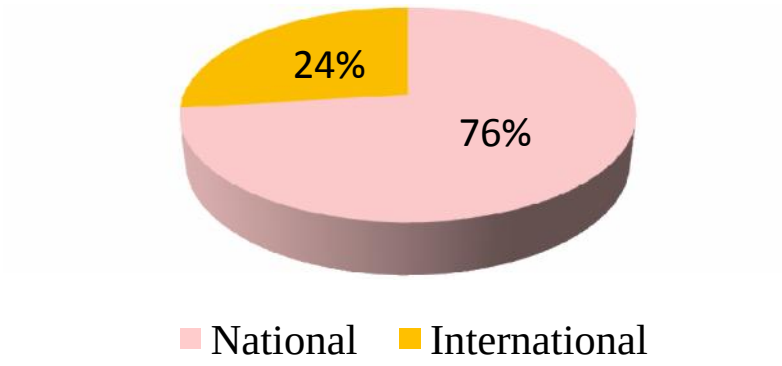
- End users are plastics, inks, paints and coatings, toners, and electronic components
- Major players includes Cabot, Orion Engineered Carbons, PCBL and Columbian Chemicals
- PCBL aims to double its specialty CB Capacity by FY18
- Setting up a new line of 40T / Day dedicated for specialty CB at Palej

Financial Overview

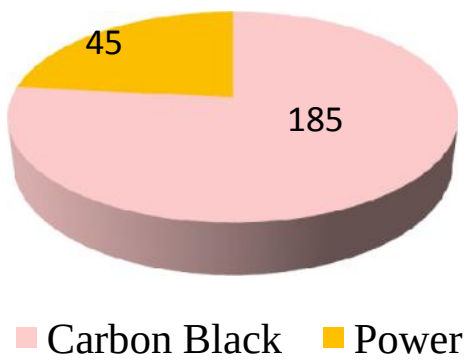
Revenue Split (%) : FY16



CB Revenue Split (%) : FY16



EBITDA Split (Rs. Crs) : FY16



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Quantitative Performance

Particulars	Q3FY17	Q2FY17	%Change (QoQ)	Q3FY16	%Change (YoY)
Production (MT)	97,521	96,647	NA	82,805	18%
Capacity Utilization(%)	*95%*	94%	*1%*	*81%*	*14%*
Total Sales Volume (MT)	96,164	96,981	*NA*	80,203	*20%*
Domestic (MT)	73,247	72,835	*NA*	57,596	*27%*
Export (MT)	22,917	24,596	*NA*	22,607	*NA*

Particulars	YTD FY17	YTD FY16	%Change (YoY)	FY16	FY15	% Change
Production (MT)	286,575	244,399	17%	332,038	311,823	6%
Capacity Utilization(%)	96%	81%	*15%*	*81%*	*76%*	*5%*
Total Sales Volume (MT)	288,676	246,638	17%	335,146	313,562	7%
Domestic (MT)	222,061	177,620	25%	242,621	227,150	*7%*
Export (MT)	66,615	69,018	(3%)	92,525	86,412	7%

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Financial Performance

Particulars	Q3FY17	Q2FY17	%Change (QoQ)	Q3FY16	%Change (YoY)
	Rs Crs	Rs Crs		Rs Crs	
Net Sales (incl. other income)	539	508	*6%*	464	*16%*
EBITDA (before forex)	76	74	*3%*	60	*27%*
EBITDA%	*14%*	14%	*NA*	*13%*	*1%*
PBT	42	34	24%	19	120%
PAT	17	15	13%	8	113%

Particulars	YTD FY17	YTD FY16	% Change	FY16	FY15
	Rs Crs	Rs Crs		Rs Crs	Rs Crs
Net Sales (incl. other income)	1526	1610	(5%)	1913	2485
EBITDA (before forex)	216	161	34%	230	210
EBITDA%	*14%*	*10%*	*4%*	12%	9%
PBT	105	31	239%	57	14
PAT	45	12	275%	23	13
Power realization Rate (Rs/KWH)	2.7	3.4	(21%)	3.4	3.5

Performance Highlights

- Robust volume growth of around 300% over three years in specialty black segment
- Increasing EBITDA and PBT on account of continuous improvement in manufacturing, procurement and financing efficiencies
- Increased capacity utilization driven by improved plant performance
- Revenue growth on account of sales volume growth & value added products
- Plans to increase capacity by 8%

Optimistic Future

Increased competitiveness in international market on account of lower crude price

Auto sector growth to increase domestic CB demand

Initiatives in manufacturing space yielding result

Lower working capital due to fall in raw material prices

Growth of specialty business increasing overall margins

Thank You