

28th July, 2021

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

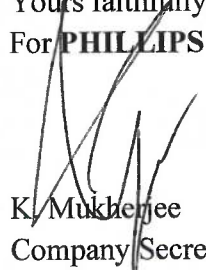
Dear Sir,

Sub:- Investor Presentation

Please find enclosed herewith a copy of the Investor Presentation which is being circulated in the forthcoming Investors' meets.

Yours faithfully,

For **PHILLIPS CARBON BLACK LIMITED**


K. Mukherjee
Company Secretary and Chief Legal Officer

Enclo: As above



**RP - Sanjiv Goenka
Group**
Growing Legacies



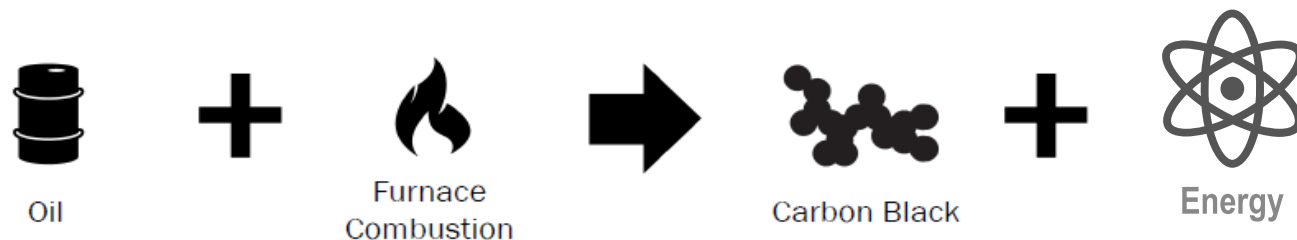
Phillips Carbon Black Limited

A trusted **Global** player providing cutting edge solutions to our **Partners** and an exciting workplace to our **People**

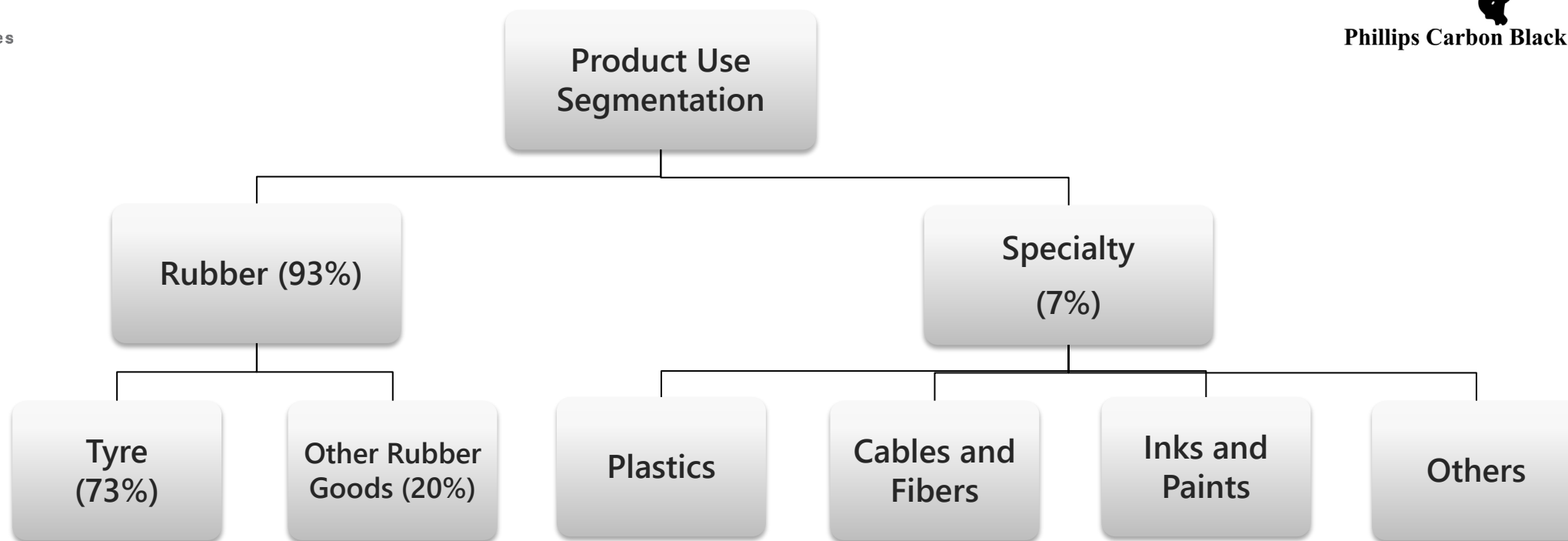
What is Carbon Black?

Carbon Black

- A form of amorphous carbon - black, finely divided powder
- Thermal decomposition of gaseous or liquid hydrocarbons
- Produced at high temperature ($\sim 2000^{\circ}\text{C}$) by incomplete combustion
- Key performance properties:
 - ✓ Specific surface area, structure, processibility, purity, colour properties , durability
- Trade-off between properties make it a technologically advanced product



Applications of Carbon Black



Applications:

- **Tyre** – reinforcement filler agent for tread (abrasion, rolling resistance), inner compound (hysteresis, tensile strength), sidewall (crack resistance)
- **Rubber goods (conveyor belts, hoses and pipes, etc.)** – excellent surface finish, dispersion, flowability, dimensional stability
- **Specialty (plastics, inks, coatings, paints, adhesives and sealants, batteries etc.)** – pigmentation, UV stabilization, conductive agent



Touching lives in more ways than one

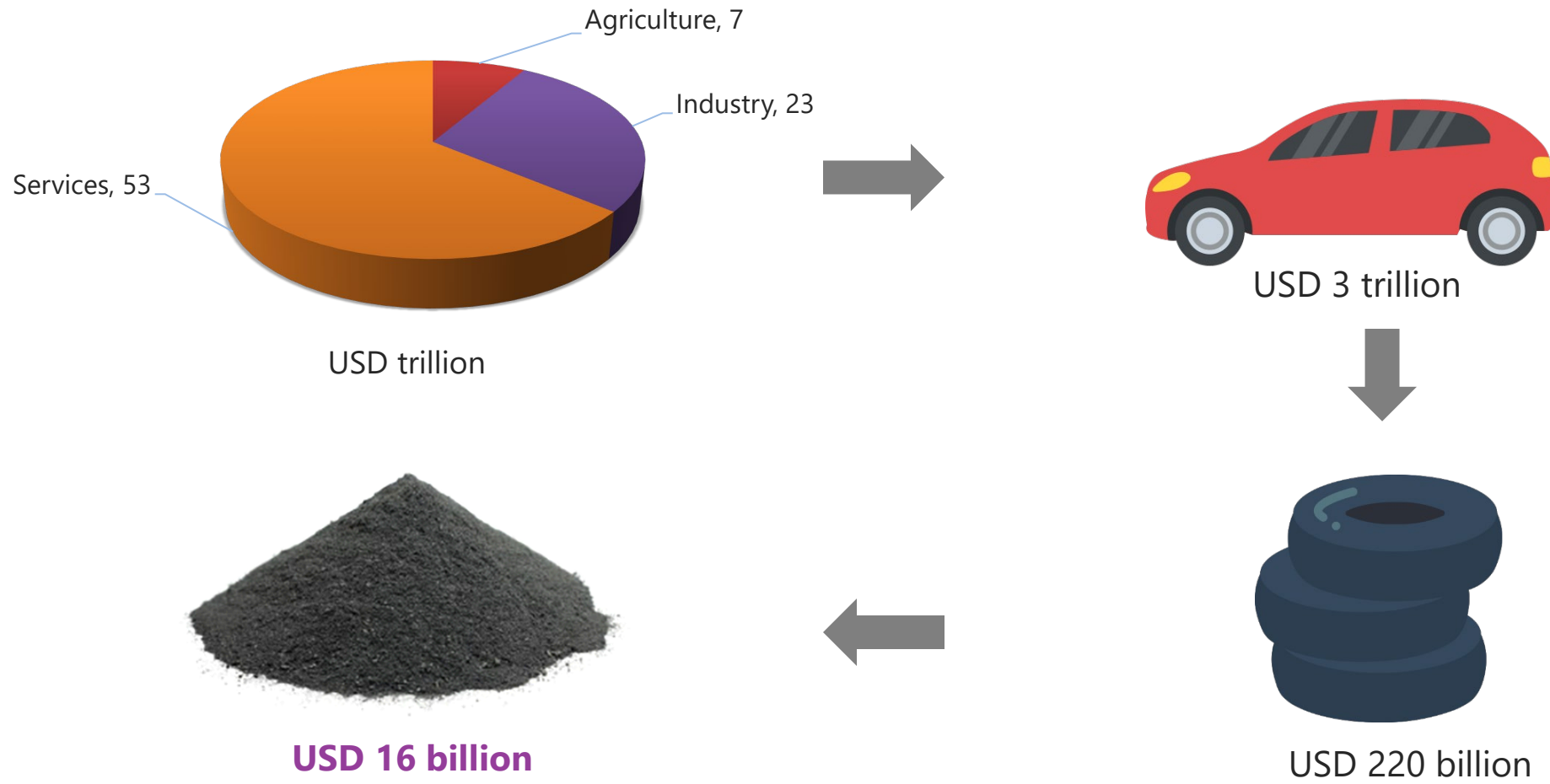


Carbon Black and Global Economy



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Sectoral Composition in World GDP



Carbon Black Industry Overview



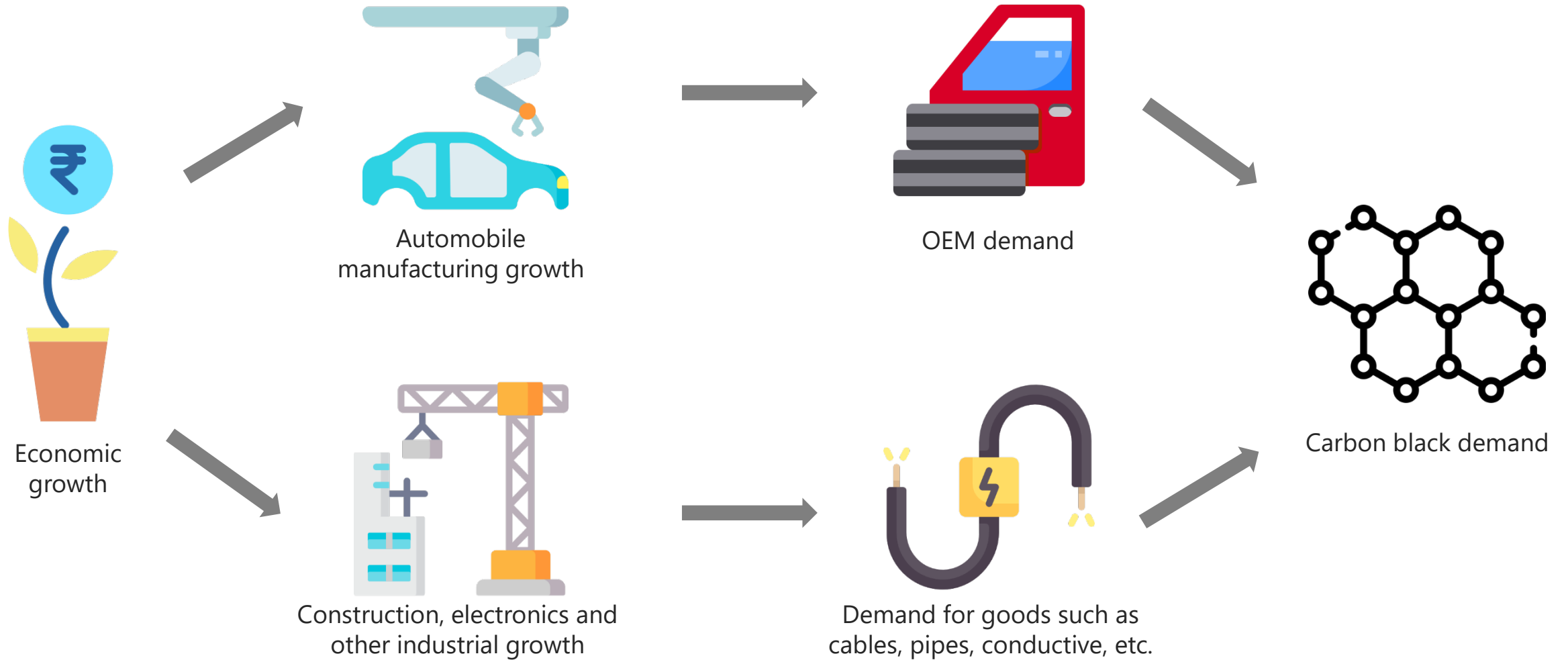
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Top 10 Carbon Black Companies		
Rank	Name	Capacity (MnT)
1	Cabot Corporation, USA	2.33
2	Birla Carbon, India	2.06
3	Orion Carbon, Germany	1.26
4	Black Cat, China	1.15
5	Tokai Carbon, Japan	0.94
6	CSRC, Taiwan	0.79
7	Phillips Carbon Black Limited, India	0.60
8	Omsk, Russia	0.51
9	An Lun Chemical, China	0.45
10	Longxing Chemical, China	0.40

Note : Global Carbon Black installed capacity ~ 17.5 MnT

Source: Notch

Demand Drivers



About Us



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Our Overview



Leader in India
7th globally



Capacity:
Carbon Black – 603 KT
Power – 84 MW



60+ grades

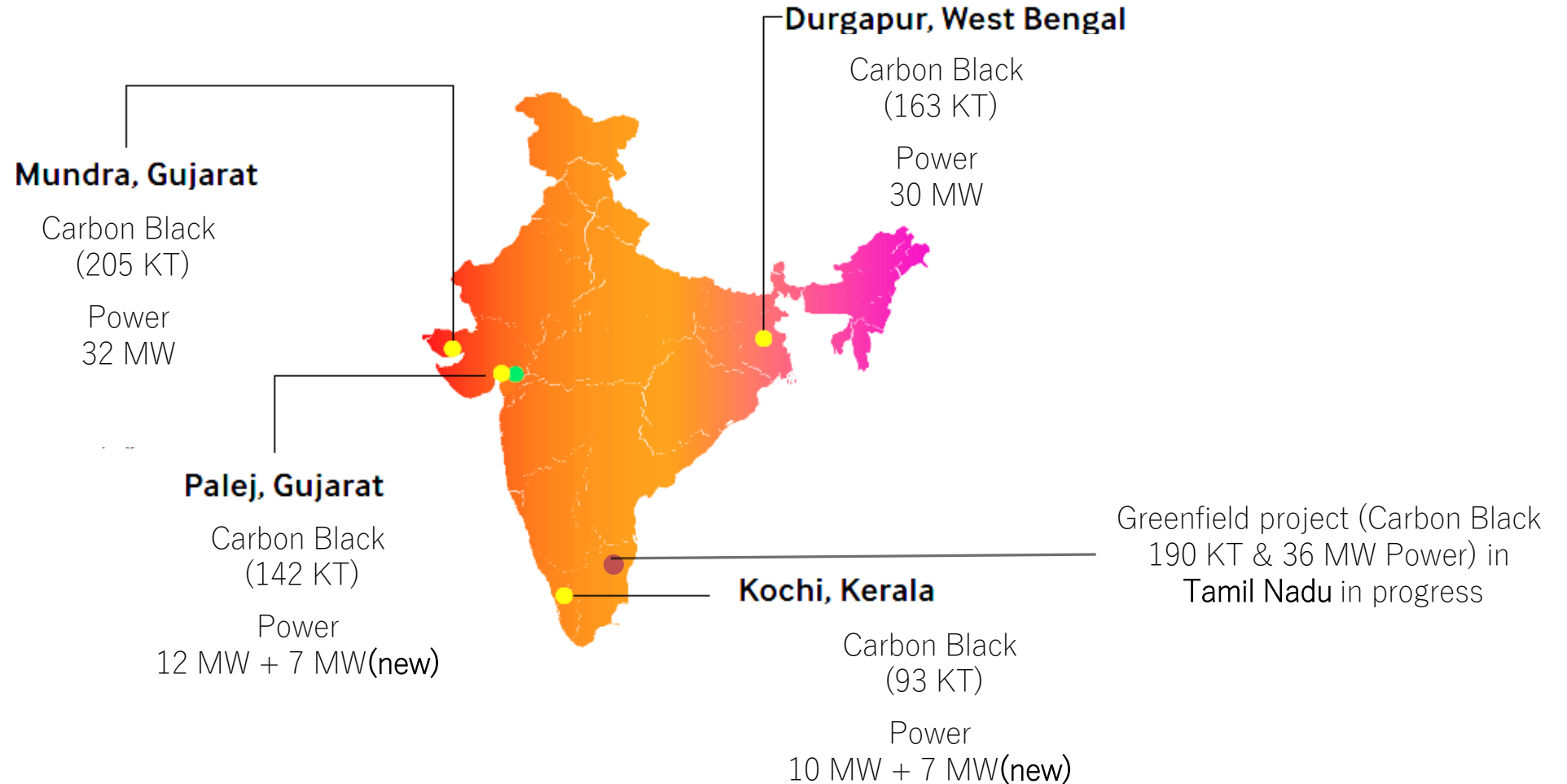


40+ countries

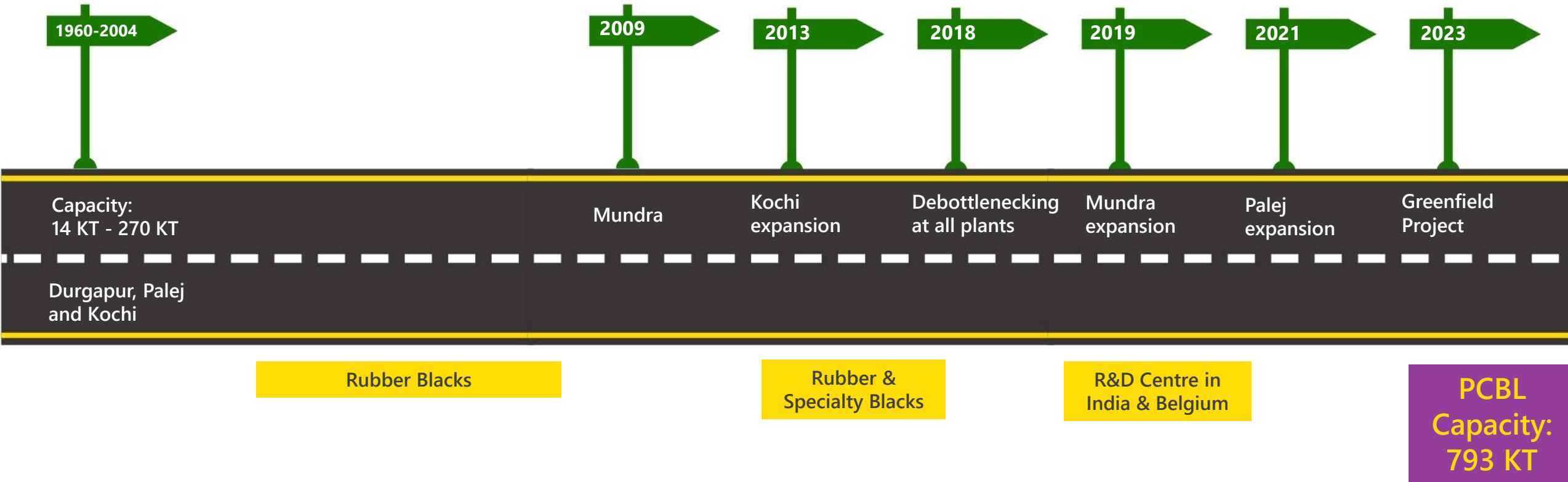


Certification:
WASH – Safety & Hygiene
ISO 45001 : 2018
IATF 16949 : 2016

Our Manufacturing Units



Our Journey

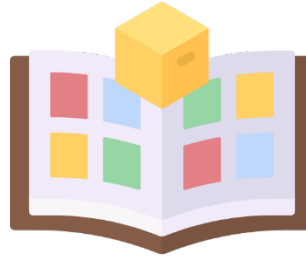


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Our Competitive Strengths



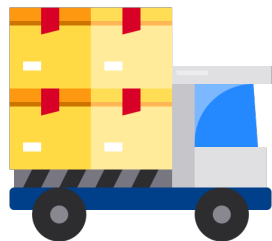
Globally accepted
brand



Wide product
portfolio



Lead specialty
black player



Strategic proximity to
customer locations



R&D center in
India & Belgium

Our Customers



Our Transformation Journey



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Transformation



Transformation

Business
Strategy

Vision

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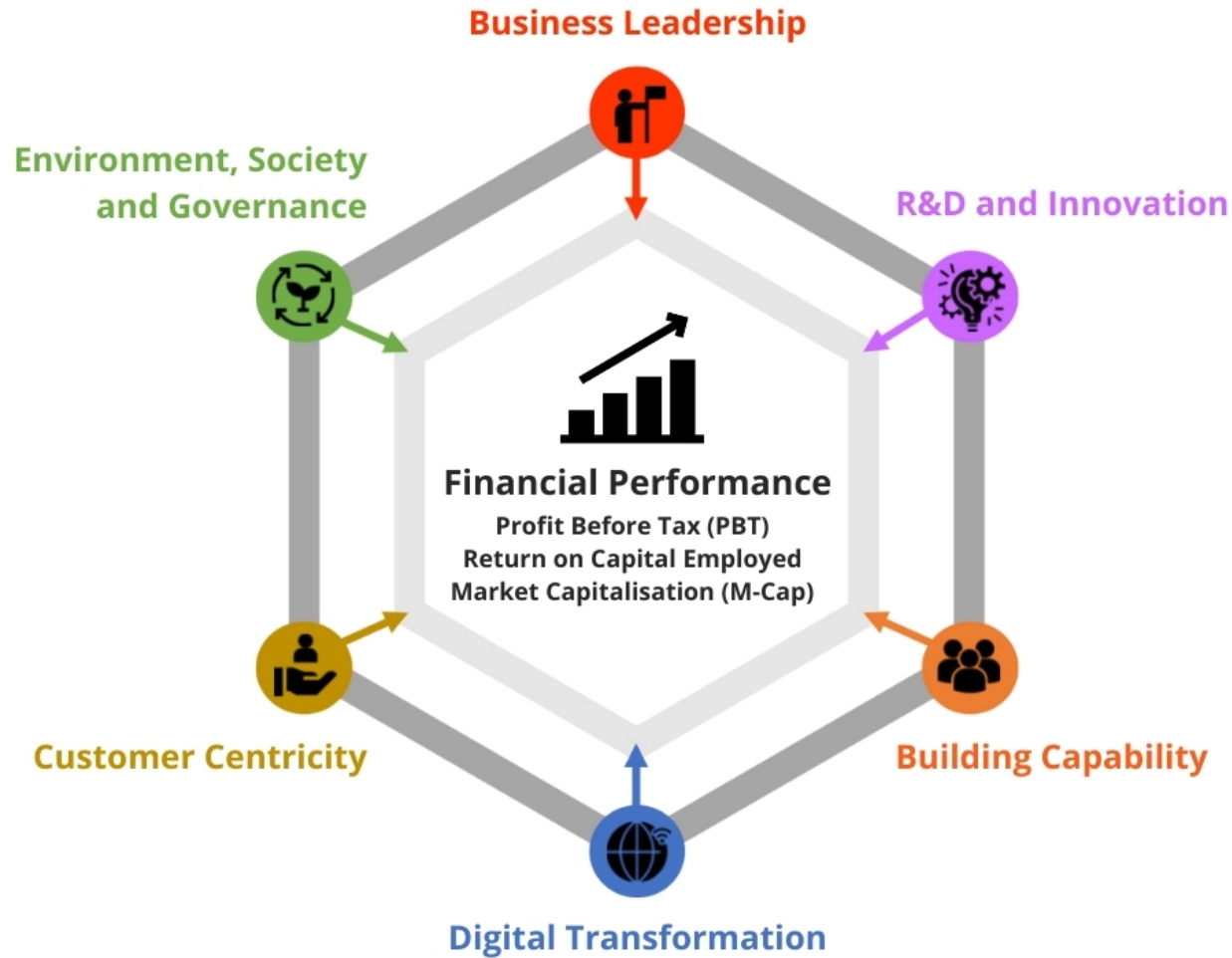
Customer
Centricity

Journey of
Excellence

Organisation
and Brand
Building

FY15

7 Business Themes



Business Leadership

- Continue to strengthen our foothold as a Global player
- Focus on both rubber black as well as specialty black
- Operational excellence to achieve long term sustainable growth
- Increase brand traction for brand PCBL among all stakeholders



Building Capability

- Inculcating leadership capabilities to create a leadership pipeline
- Nurturing functional leaders to become business leaders
- Product and process technology
- Ensuring digital competence
- Driving diversity and inclusivity



Customer Centricity

- Customer engagement in the areas of quality/service and technical support
- Strategic partnership with customers



R&D and Innovation

- Strong focus on innovation in all sectors
- Development of new products and grades
- Process development for existing as well as new products



Digital Transformation

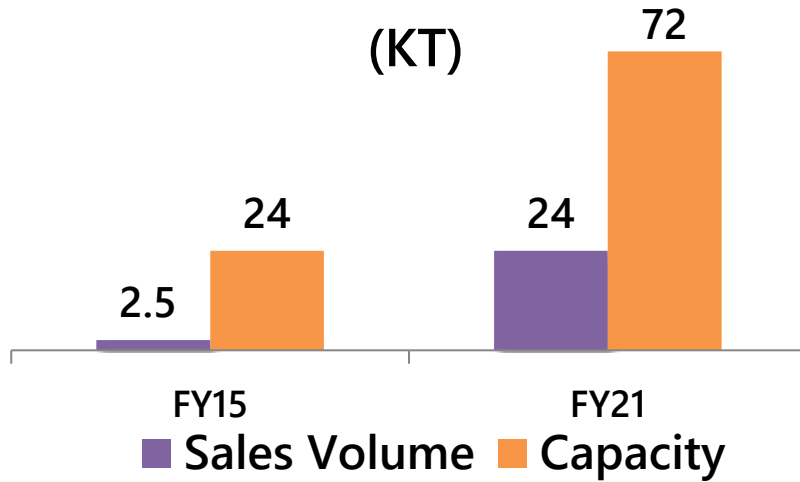
- Creating an integrated business value chain
- Strong focus on business continuity
- Building a digital culture
- Ensuring knowledge management



Environment, Society and Governance

- Building a sustainable organisation
- Ensuring safety and wellness of all stakeholders
- Contributing to societal goals and adding value back to society
- Efficient corporate governance

Specialty Black Growth



> 50 % sales in
International Market



40+ grades



Plastics applications
product reach > 90 %

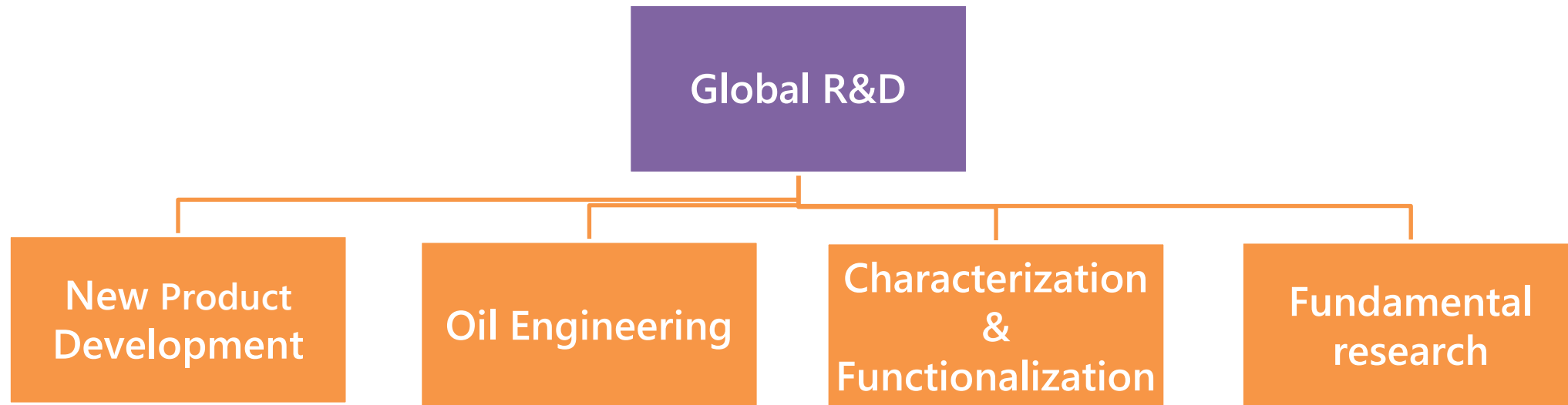


100+ Customers

R&D Infrastructure



Team of 40 scientists and technical professionals in R&D and process technology



Financial Performance

	FY15	FY18	FY21
Gross Capacity (KT)	472	515	603
Gross Margin %	21%	35%	40%
EBITDA (Rs.crs)	219	424	524
EBITDA / MT	6984	10555	13464
PBT (Rs.crs)	14	304	390
EPS (Rs. Per share)	4	13	18
Debt-Equity	2.16	0.50	0.31

Sustainability and ESG



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Sustainability and ESG

- Committed to progressive implementation of sustainability standards
- Our plants are Zero Liquid Discharge compliant (ZLD)
- Adoption of best practices for benefits of all stakeholders
- Milestones achieved:
 - Total GHG emission reduction by 9 % in FY21 over FY20
 - Recycling freshwater (900 KLPD) for utilization in the process and therefore reduction in water withdrawal (river & groundwater) by 8% in last two years
- Future Milestones
 - **Water:** Reduce in freshwater consumption
 - **Employee Health & Safety: Zero** recordable injury report based on Total Recordable Injury Rate (TRIR) by 2025
 - **Environmental Compliance:** ensure certification and compliance in the Environmental management system in our key vendors



Future Growth Levers

- Capacity Expansion
- Expansion of Specialty Blacks Business
- Research and Development
 - ✓ New Product Development – Inks, Conductive, Adhesives, Sealants etc.
 - ✓ New Carbon Black Mfg. Process
 - ✓ Hybrid Filler
- Go-to-market Capability Building
- Digitization and Automation Across Processes
- Supply Chain Efficiency Improvement



THANK YOU