

# INEOS STYROLUTION INDIA LIMITED

## AT A GLANCE

Company presentation

November 2021

**INEOS**  
**STYROLUTION**

Driving Success. Together.

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# INEOS Styrolution India Limited:

## Unmatched in a growing industry

### India's Market Leader in ABS plastics and leading player for Polystyrene

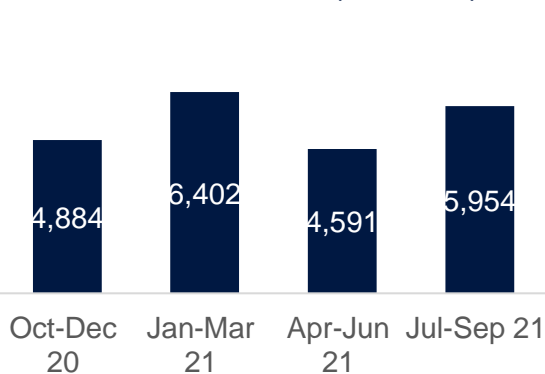
- An **experienced leader** with unmatched background in styrenics plastics
- **No.1 producer** of ABS (Absolac®) and SAN (Absolan®) in India, serving a well-diversified range of attractive applications
- **Long-established relationships with Tier 1** customers in **attractive markets** on a stable **growth** trajectory
- **Well-located assets** with global safety standards and a **strong safety record**
- **Technology leader** with strong R&D capabilities
- **Capability** for further **capacity expansions**
- **Profitability** with a **very robust balance sheet**

# About INEOS Styrolution India Limited

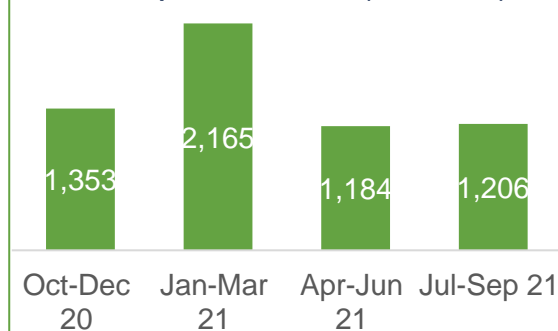
INEOS Styrolution India Limited is leading producer of Styrenics resin in India.



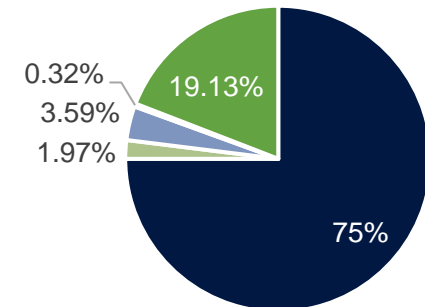
Sales revenue (INR mn)



Profit before tax and exceptional item (INR mn)



Shareholding pattern



- INEOS Styrolution APAC Pte Ltd., Singapore
- Foreign institutions
- Domestic institutions
- IEPF\*
- Non institutions

Average ratio Profit\*\* / Sales revenue: **27%**\*\*\*

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Company portrait: Who we are

Product portfolio: What we offer

Markets: How we serve our customers

Assets: Our footprint in India

Performance: Sales, Profitability and Balance Sheet

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Company portrait: Who we are

An experienced leader with unmatched background in styrenics plastics



# INEOS, one of the Top Tier Chemical Companies in the World

INEOS Styrolution India Limited is part of the INEOS Styrolution business under the umbrella of INEOS, one of the largest chemical companies in the world

# INEOS



Annual revenues

# \$61bn



INEOS has

# 26,000

Employees around the world



# 36

Individual businesses



# 194

Facilities across the world

# INEOS STYROLUTION

# 90+

years of experience in styrenics

INEOS Styrolution, headquartered in Frankfurt, Germany, was founded combining styrenics business of **BASF & INEOS**

**Technology leader** in styrenics, developed INEOS Styrolution India for the past 13 years

Strong **market know-how and positioning** in the Indian market, including strong **brands**

**Well-trained personnel** in all relevant commercial and operations company functions

Parentage of **global leader**, ensuring global standards of **Safety, Health & Environment (SHE)**, Governance and **CSR**

# INEOS Styrolution at a glance

 **3,600**  
EMPLOYEES

 **10**  
COUNTRIES

**20**   
PRODUCTION SITES

 **6** R&D  
CENTERS

 **24** sales  
offices

**NO1**  
GLOBAL  
LEADER  
in styrenics

**90+**  
YEARS  
of experience  
in styrenics

founded in  
**2011**

APPROX. **1,000**  
PATENTS

**4,000+**  
CUSTOMERS

**1,500+** PRODUCTS



**2,000+** APPLICATIONS ACROSS SEVEN INDUSTRIES

**4** BILLION  
EUROS IN REVENUE  
IN 2020



AUTOMOTIVE



ELECTRONICS



HOUSEHOLD



CONSTRUCTION



HEALTHCARE





PACKAGING



TOYS, SPORTS  
& LEISURE



# Experienced Management Guided by Global Parent

Name & Designation	Brief Overview of Profile
 <p><b>Sanjiv Vasudeva</b> <i>MD &amp; CEO</i></p>	<ul style="list-style-type: none"> <li>Over 30 years in multinationals like GE, SABIC &amp; INEOS</li> <li>Country Head for SABIC Innovative Plastics India before joining INEOS Styrolution India Limited in 2016</li> <li>Completed his Chemical Engineering degree from MS University of Baroda; certified Master Black Belt - Six Sigma</li> </ul>
 <p><b>Sanjeev Madan</b> <i>Director &amp; CFO</i></p>	<ul style="list-style-type: none"> <li>Over 25 years in handling business financial planning and related aspects</li> <li>Diverse experience in various industries like Chemical, Lubricant, Telecom, FMCG and Consultancy</li> <li>Worked with SABIC, Valvoline Cummins India Ltd., Bharti Airtel, Coca Cola India and E&amp;Y; He is a CA and graduate from SRCC, Delhi</li> </ul>
<p><b>Head of Operations</b></p>	<ul style="list-style-type: none"> <li>Over 32 years of experience and currently oversees entire India operations for all sites</li> <li>Bachelor of Engineering (Mechanical)</li> </ul>
<p><b>Head of Procurement and Supply Chain</b></p>	<ul style="list-style-type: none"> <li>Over 26 years of experience, responsible for planning, logistics &amp; procurement for all sites</li> <li>M. Tech from IIT Kanpur</li> </ul>
<p><b>Head of R&amp;D</b></p>	<ul style="list-style-type: none"> <li>Over 26 years of experience in ABS, leading the R&amp;D team</li> <li>Master's Degree in Chemistry</li> </ul>

**Supported by Industry Professionals on Board**

 <p><b>Anil Shankar</b> <i>Independent Director</i> Exp: Over 38 years</p>	 <p><b>Ryna Karani</b> <i>Independent Director</i> Exp: Over 26 year</p>	 <p><b>Vinesh Sadekar</b> <i>Independent Director</i> Exp: Over 41 years</p>
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Product portfolio: What we offer

No.1 producer of ABS and SAN plastics in India, serving a well-diversified range of attractive applications

# Our products: ABS and SAN



## ABSOLAC® Acrylonitrile butadiene styrene (ABS) plastics resin

- **Aesthetic, colorful** surfaces and excellent paintability
- **Easy processing, good impact strength and heat resistance**, high adhesion strength required for electroplating, good mechanical strength and chemical resistance.
- Applications include **automotive** exterior (radiator grilles, light housing, spoiler), helmets and automotive interior, housing for electronic devices, household applications, office equipment.



## ABSOLAN® Styrene acrylonitrile (SAN) plastics resin

- Well balanced property profile ranging from excellent **transparency** and good **chemical resistance** to high stiffness, and good dimensional stability.
- Applications include industrial goods, stationery, electrical appliances, household applications and cosmetic jars.

# Our products: Polystyrene



## STYROLUTION® PS General Purpose Polystyrene (GPPS)

- **Transparent polymers** suitable for injection molding and extrusion applications.
- Uses for these products vary from **food service and food packaging to refrigerator components**, healthcare and diagnostic and lab ware as well as XPS insulation.
- Also ideal for **toys, cases, hangers, plastic cups**, IT equipment, jewel boxes, disposable medical products, bath accessories and garden equipments.



## STYROLUTION® PS-High Impact Polystyrene (HIPS)

- **Impact modified** polystyrene resins
- Robust grades for a variety of customer's needs including **Electronic goods housings, Refrigerator liners** and parts, Toys and Stationary products, household items, **Food packaging products like cups, dishes**, containers, yogurt bottles etc..

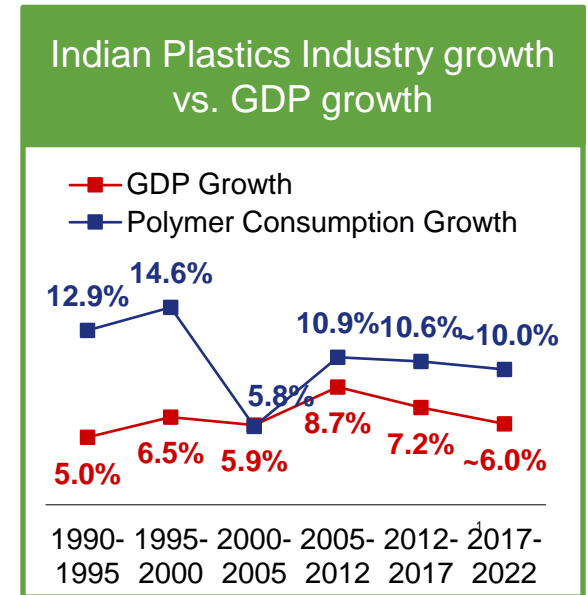
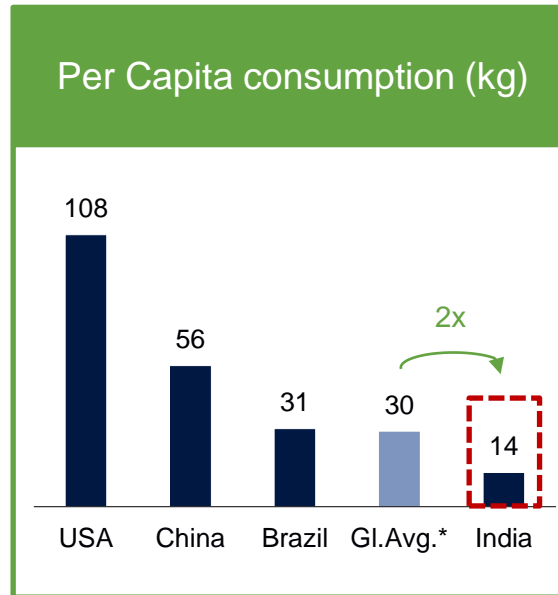
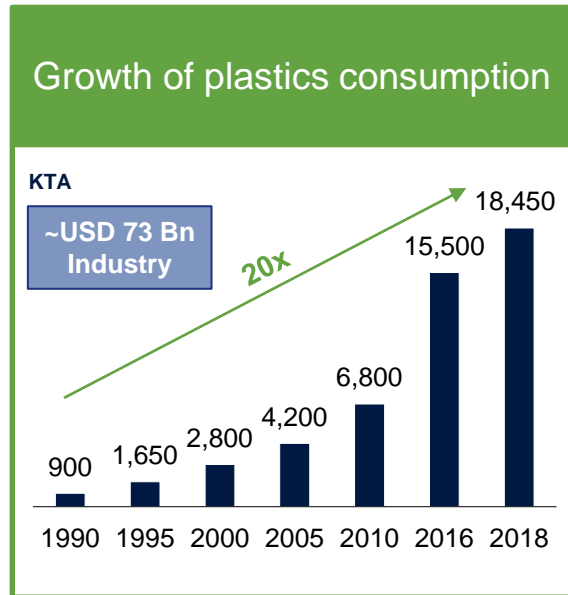
# Contents

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Markets: How we serve our customers

Long-established relationships with Tier 1 customers in attractive markets on a stable growth trajectory

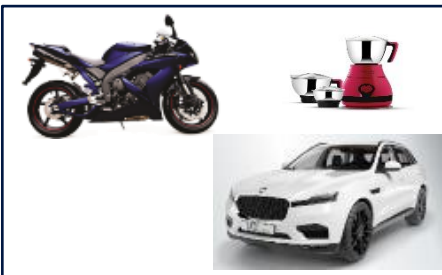


# Significant growth potential for plastics in India



- Indian plastics market **grew by more than 2000% since 1990**
- **Per capita plastics consumption** in India only **half of global average**
- **Polymer** growth has historically **outperformed GDP** growth in India
- Styrenics share in total plastics demand in India is still below the share in global demand; potential for **significant growth in Styrenics in India**

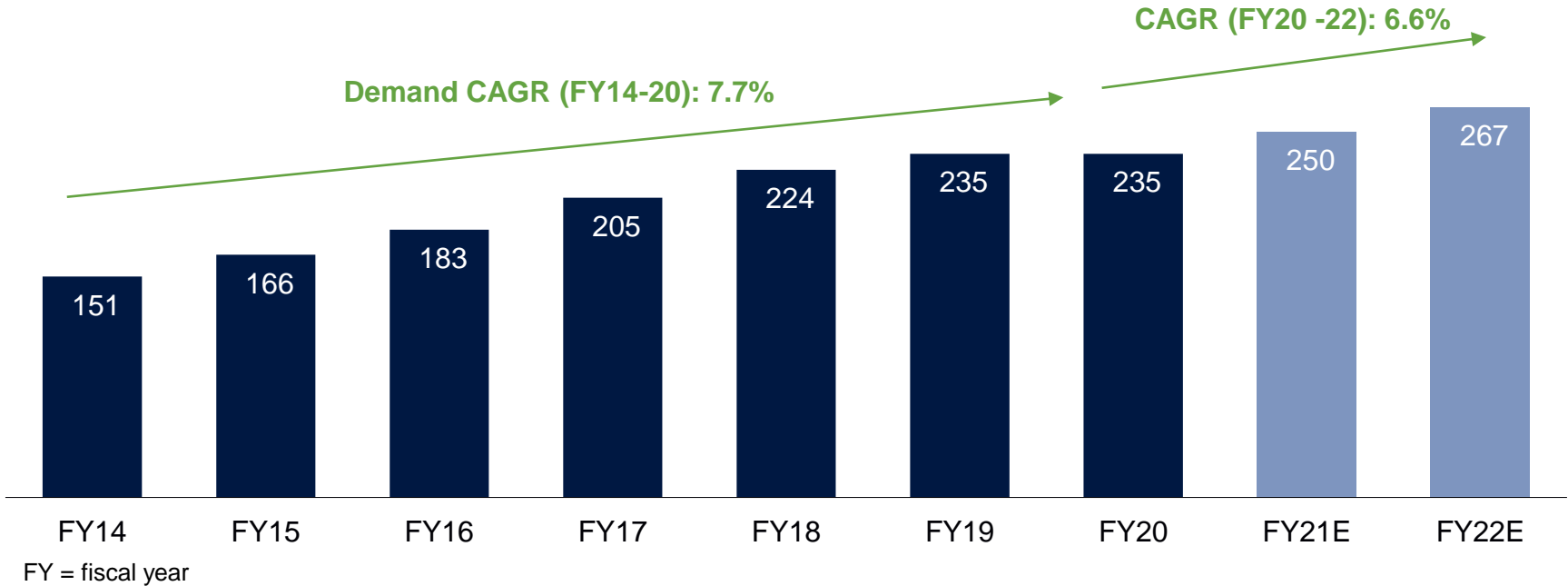


# Product Segments and Applications

	Product	FY21 Net Sales %	End Use	Application examples
Specialties	ABS – Absolac® Brand	Approx. 70%	<ul style="list-style-type: none"> <li>• Automobile</li> <li>• Household</li> <li>• Consumer Electronics</li> <li>• Toys, Sports &amp; Others</li> </ul>	
	SAN – Absolan® Brand		<ul style="list-style-type: none"> <li>• Household</li> <li>• Consumer Electronics</li> <li>• Packaging</li> <li>• Toys and General Injection Moulding</li> </ul>	
Polystyrene (PS)	GPPS	Approx. 30%	<ul style="list-style-type: none"> <li>• Household</li> <li>• Consumer Electronics</li> <li>• Packaging</li> <li>• Construction</li> <li>• Industrial (Injection Molding)</li> <li>• Healthcare &amp; Others</li> </ul>	
	HIPS			

# ABS demand on a growth trajectory

Demand (kt)



## ABS India market share estimates:

INEOS Styrolution India  
25-35%

Domestic Competitor  
15-25%

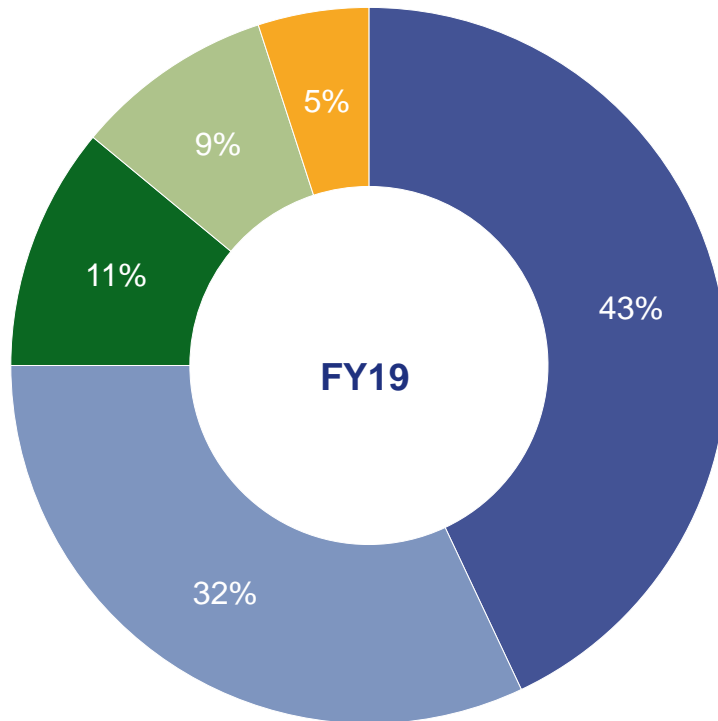
Imports  
40-50%

# Strong growth drivers for ABS.

## Automotive most important industry

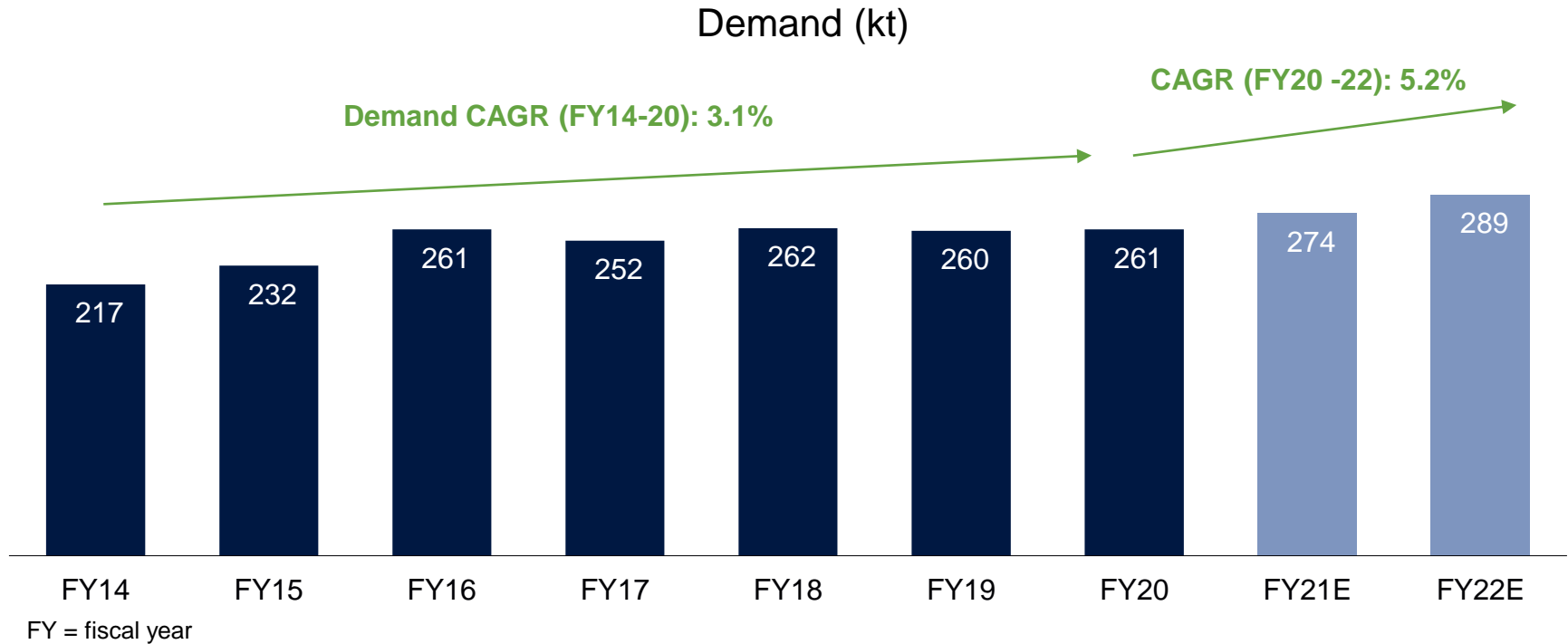
### Market Break-up by End Industry for ABS

■ Auto ■ Household ■ Electronics ■ Construction ■ Healthcare



- Generally, ABS demand has grown and is expected to **grow at or above GDP**
- Demand recovery and strong growth in **automotive** and **home appliances** sectors which tend to grow above GDP.
  - Auto yearly growth projected 8-10%
  - avg. vehicle contains ~6kg of ABS, avg. 2-wheeler ~ 2.5kg
  - Household appliances growth >12%
- Increasing use of ABS in the **healthcare** and **construction** industries
- Domestic production favored due to global supply chain disruptions reducing imports

# PS demand on a growth trajectory



## PS India market share estimates:

INEOS Styrolution India  
Approx. 20%

Domestic Competitors  
60-70%

Imports  
Approx. 10%

# Growth drivers for PS

## Packaging most important industry

### Market Break-up by End Industry for PS



FY19

TSLO = toys, sport, leisure, others

- Key end markets for Polystyrene growing well in India, supported by demand for durables (**home appliances**)
- **Packaging** form a significant part of PS market which saw robust demand during the coronavirus pandemic
- Domestic supply has tightened since 2020

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Assets: Our footprint in India

Well-located assets with global safety standards and a strong safety record

# Asset Locations



# Strong Footprint of Manufacturing Facilities in India

## ABS Production Network (100kt/a capacity)

ABS Rubber



Nandesari



Moxi

Expanded in  
2019

ABS Compounding  
and R&D Centre

Expanded in  
2014



Katol

SAN



Dahej

GPSS  
HIPS

Polystyrene Site (78kt/a capacity)

- Global standards of safety, health & environmental norms; **strong safety record**
- **Well established site infrastructure** and **located in rich industrial corridors** with good access to utilities and other infrastructure.
- Further **capacity expansion** options identified



# Safety, Health and Environment (SHE) – The number one priority

## INEOS SHE principles rigorously implemented

INEOS Group:  
Guidelines and Principles

- INEOS Behavioural and Process **Safety Principles**
- **Life Saving Rules**
- INEOS Group Guide Notes

INEOS Styrolution:  
Policies and Systems

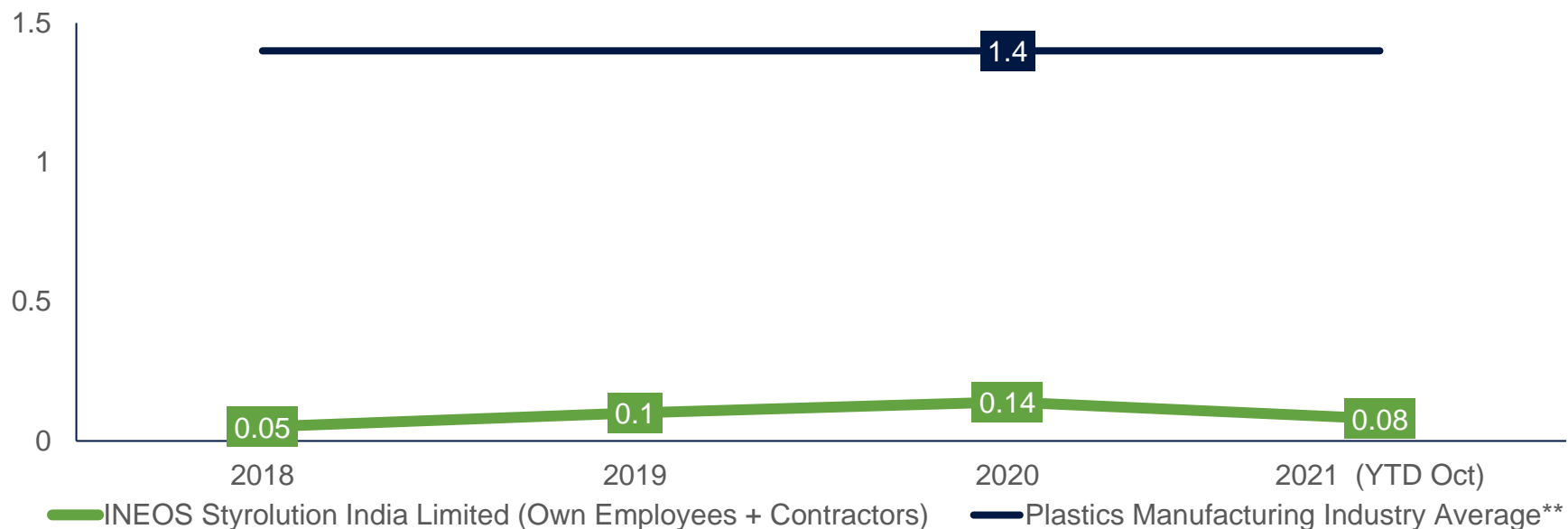
- **Safety, Health & Environmental targets**
- Key Performance Indicator (KPI) & **Audit system**
- Site SHE **improvement plans** and programs
- **Corporate Social Responsibility (CSR)** program

INEOS Styrolution India:  
Implementation and  
Reporting

- Continuous **monitoring and enforcement**
- Regular **auditing** on various levels
- **Training** to live a safety culture
- Signatory of **Operation Clean Sweep®** (zero pellet loss goal)

# Consistently outstanding safety record

Total Case Incident Rate (TCIR)\*



Site	Last recordable on date***	Days without recordable***
Katol	3-Dec-14	2524
Moxi	4-Jun-20	514
Dahej	13-Jul-21	109
Nandesari	7-Jan-19	1028

# State of the Art Research & Development (R&D) Center at Moxi

## Moxi Color Excellence and R&D center

Established in 1996

Supports **process** optimization, **coloring**, **application** and **new product** development, **customer relations** and core **R&D** programs.



- Unique product **innovation capabilities** with world class **color excellence** center (> 800 colors)
- Continuous interaction with customers to understand performance needs as basis for **formulating new grades** in our state of the art R&D Centre.
- On spot color confirmation with customer requirement
- Committed to maintain **highest quality & performance standards** of our products.

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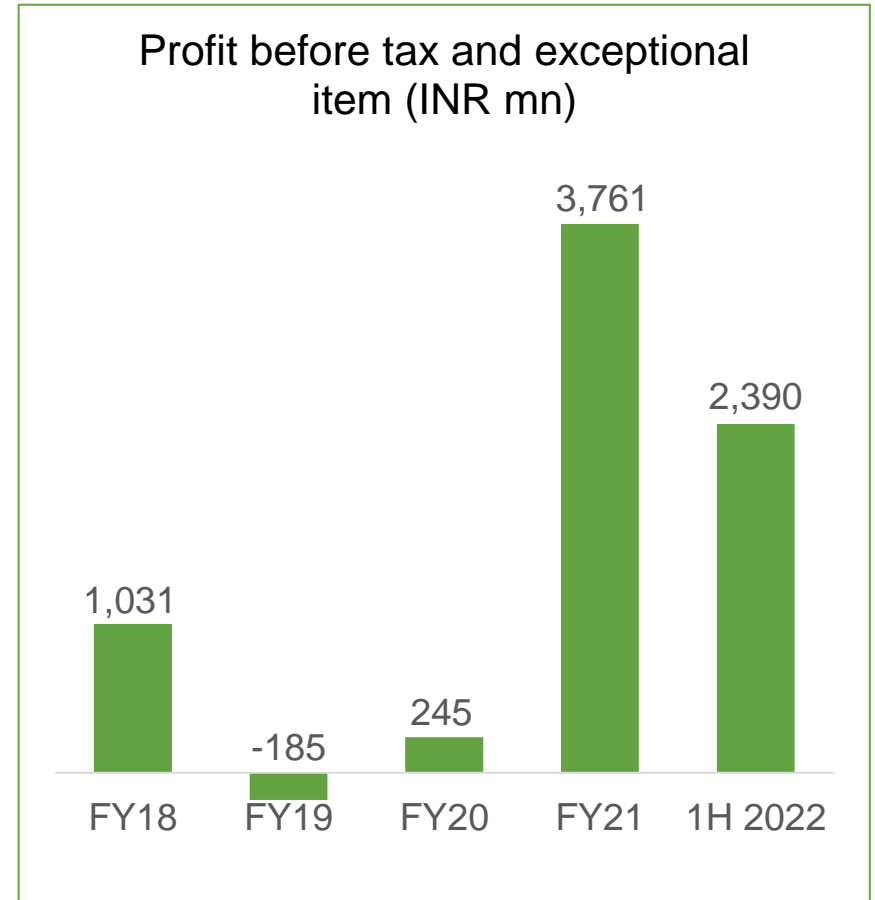
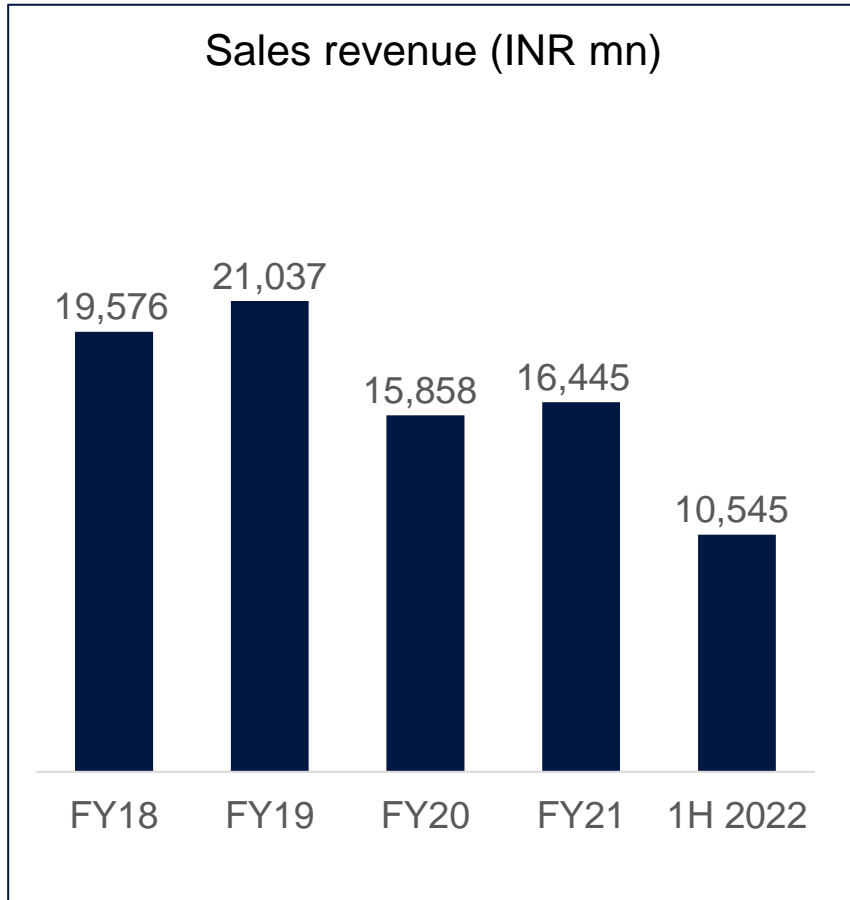
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Performance: Sales, Profitability and Balance Sheet

Profitability with a very robust balance sheet

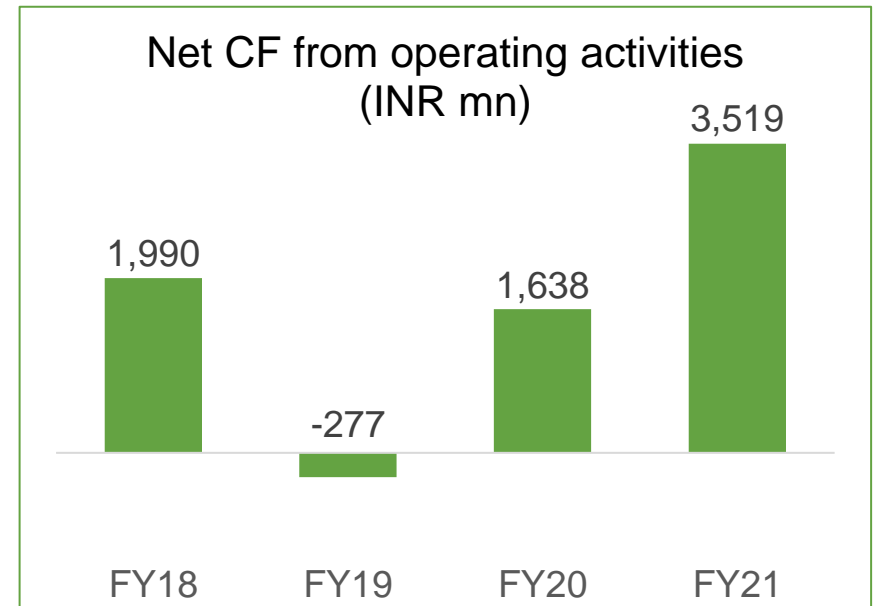
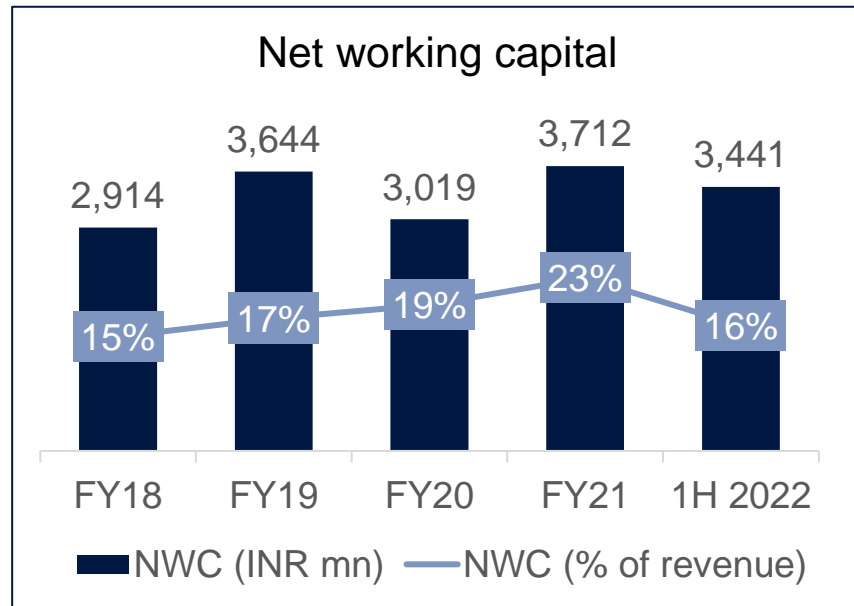
# Sales and Profit

## Headline overview



# Sales and Profit

## Resilient Cash Flow and strong Balance Sheet



- **Robust operating cash flows** coupled with careful working capital management creating financial headroom
- Very conservative financing structure with **marginal debt** (<100 INR mn)
- Interim dividend paid out at 1920% (192 INR / share) in October 2021

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## Unmatched in a growing industry

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# INEOS STYROLUTION

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