

INEOS STYROLUTION INDIA LIMITED

INVESTOR PRESENTATION

Q4 2021-22 (Jan-Mar)

INEOS
STYROLUTION

Driving Success. Together.

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Notes

- Segment Information :

Segment reporting in financial results: Based on the "management approach" as defined in Ind AS 108 - 'Operating Segments', the Chief Operating Decision Maker (CODM), as represented by Chairman, Managing Director and CFO, evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. The accounting principles used in the preparation of these financial results are consistently applied to record revenue and expenditure in individual segment.

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Executive summary

Company information

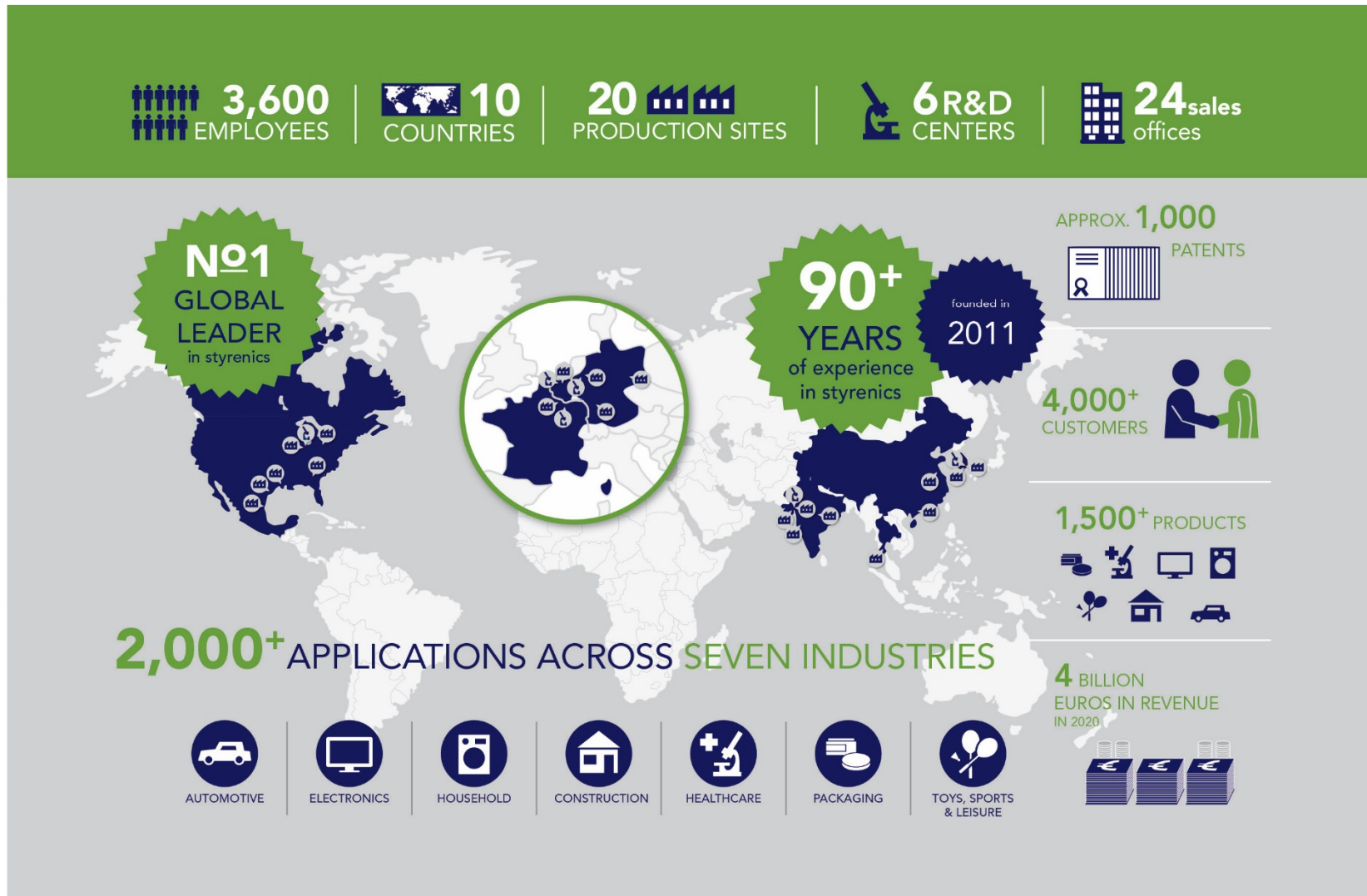
Financial review

Outlook 2022

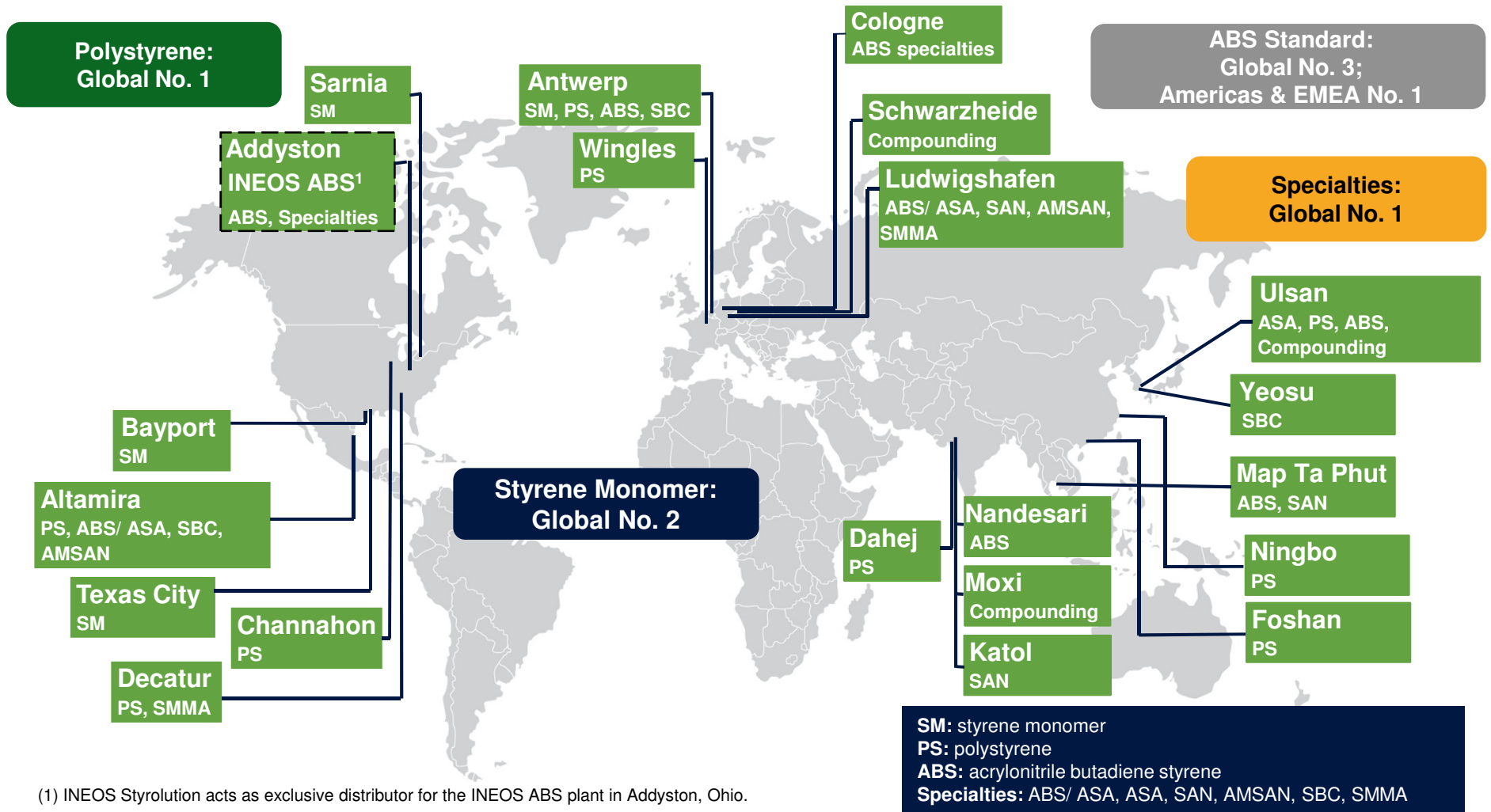
Executive Summary Jan-Mar 2022

Performance Summary	<ul style="list-style-type: none">• Profit / (Loss) before tax and exceptional item:<ul style="list-style-type: none">○ Jan-Mar 22: 1,301 mINR○ Oct-Dec 21: 734 mINR○ Jan-Mar 21: 2,165 mINR
Market Update	<ul style="list-style-type: none">• Demand improved compared to previous quarter• Recovery seen across few market segments during the quarter• Global supply chain disruptions continue to affect all industries
Business Update	<ul style="list-style-type: none">• The health and safety of all employees is our first priority – we have implemented strict measures in relation to social distancing and relevant hygiene measures• Rubber plant had SHE incidence on 25th Mar 2022 and plant was brought under safe shutdown after incidence. However, this did not had any adverse impact on sales due to effective inventory management• Liquidity situation is robust

INEOS Styrolution at a glance



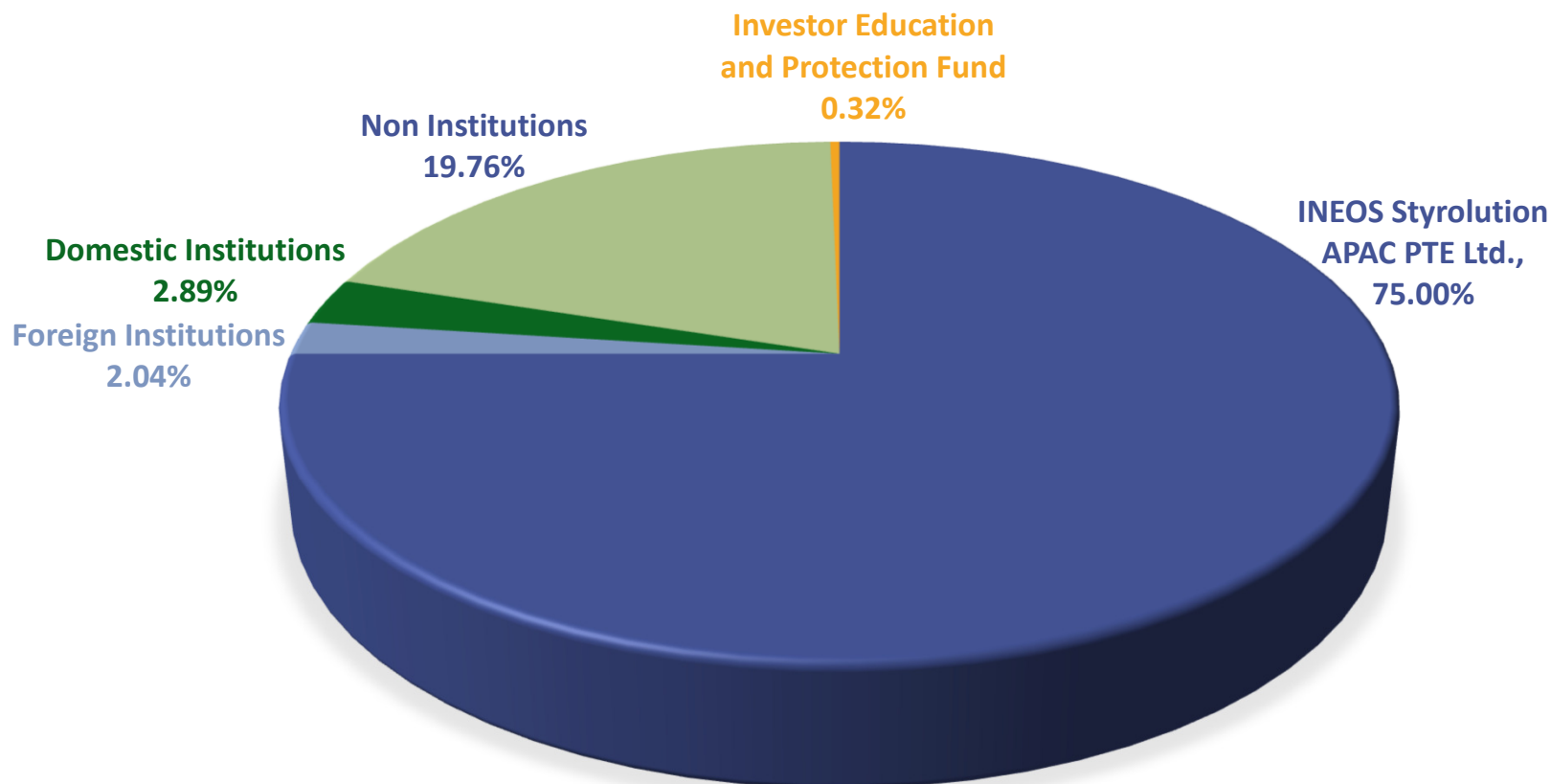
Leading styrenics producer with global reach and proximity to customers



INEOS Styrolution continuously strengthens its leading positions in key markets

Shareholding pattern

as at Mar 31, 2022



On April 18, 2022, INEOS Styrolution APAC Pte Ltd. (Promoter) proposed, through an Offer for Sale ("OFS") to dispose of up to 25,32,330 Equity Shares of the Company, of face Value of Rs.10 each, representing 14.40% of the total paid up equity share capital of the Company, with an option to additionally sell 16,88,220 Equity Shares representing 9.60% of the total paid up equity share capital of the Company. Pursuant to the said OFS, Promoter on April 19, 2022 and April 20, 2022, sold in aggregate, 24,28,040 Equity Shares representing 13.81% of the total paid up equity share capital of the Company.

Financial review

Quarter & Year Ended Mar 2022 results highlights

(Unit : INR mn except EPS)

Particulars	Jan-Mar 22	Oct-Dec 21	Jan-Mar 21	% vs Oct-Dec 21	% vs Jan-Mar 21	Apr-Mar 22	Apr-Mar 21	%
Sales revenue	6,239	5,119	6,365	22%	-2%	21,790	16,315	34%
Other income	9	16	36	-43%	-74%	139	131	6%
Cost of goods sold	4,070	3,199	3,401	27%	20%	13,841	9,641	44%
Depreciation & amortization	94	94	92	-1%	2%	376	360	4%
Other expenses	783	1,107	745	-29%	5%	3,285	2,684	22%
Profit / (loss) before tax	1,301	734	2,165	77%	-40%	4,426	3,761	18%
Profit / (loss) after tax	991	474	1,614	109%	-39%	3,225	2,802	15%
Other comprehensive income	3	5	1	-37%	191%	3	(7)	147%
Total comprehensive income	994	479	1,615	107%	-38%	3,229	2,795	16%
EPS (Rs.)	56.3	27.0	91.8	109%	-39%	183.4	159.3	15%

Segment revenue & results

Quarter & Year Ended Mar 2022 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jan-Mar 22	Oct-Dec 21	Jan-Mar 21	% vs Oct-Dec 21	% vs Jan-Mar 21	Apr-Mar 22	Apr-Mar 21	% vs Apr-Mar 21
1. Segment revenue								
(Revenue from operations)								
(a) Specialties	4,361	3,866	4,476	13%	-3%	15,190	11,473	32%
(b) Polystyrene	1,878	1,253	1,889	50%	-1%	6,600	4,842	36%
Total	6,239	5,119	6,365	22%	-2%	21,790	16,315	34%
2. Segment results								
(Segment profit before interest and tax)								
(a) Specialties	919	565	1,766	63%	-48%	3,244	2,915	11%
(b) Polystyrene	404	184	433	119%	-7%	1,220	941	30%
Total segment profit before interest and tax	1,324	749	2,199	77%	-40%	4,464	3,857	16%
(i) Interest expense	(22)	(14)	(53)	-53%	59%	(82)	(146)	44%
(ii) Interest income	9	8	17	-15%	-46%	67	44	53%
(iii) Other unallocable expenditure (Net of income)	(10)	(8)	2	-20%	-513%	(22)	7	-426%
Profit before tax	1,301	734	2,165	77%	-40%	4,426	3,761	18%

Segment assets & liabilities

Quarter & Year Ended Mar 2022 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jan-Mar 22	Oct-Dec 21	Jan-Mar 21	% vs Oct-Dec 21	% vs Jan-Mar 21	Apr-Mar 22	Apr-Mar 21	% vs Apr-Mar 21
Segment assets								
(a) Specialties	8,075	8,083	8,428	0%	-4%	8,075	8,428	-4%
(b) Polystyrene	2,301	1,415	2,252	63%	2%	2,301	2,252	2%
(c) Unallocated	1,943	816	2,454	138%	-21%	1,943	2,454	-21%
Total segment assets	12,319	10,314	13,134	19%	-6%	12,319	13,134	-6%
Segment liabilities								
(a) Specialties	2,516	1,835	2,824	37%	-11%	2,516	2,824	-11%
(b) Polystyrene	1,084	753	1,231	44%	-12%	1,084	1,231	-12%
(c) Unallocated	154	156	191	-1%	-19%	154	191	-19%
Total segment liabilities	3,755	2,744	4,246	37%	-12%	3,755	4,246	-12%

Outlook 2022

Assumptions for 2022

- We expect the initiatives by Government such as Production Linked Incentive schemes, Atmanirbhar Bharat initiative and Capex investment in infrastructure to support the economic growth
- The grim global economic outlook because of the lingering Russia-Ukraine's war poses a threat
- Inflation risk, elevated commodity prices and lingering COVID 19 are potential headwinds
- Global supply chain disruptions continue to affect all industries and we expect situation to improve in 2022

Target 2022

- Continue to strengthen our product position in focus segments and drive mix to maximize margins in line with INEOS Styrolution strategy
- Continue focus on safe operations and maximize utilization of assets to improve ROCE

THANK YOU
