

# INEOS STYROLUTION INDIA LIMITED

## INVESTOR PRESENTATION

Q1 2019-20 (Apr-Jun)

**INEOS**  
**STYROLUTION**

Driving Success. Together.

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# Notes

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- 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

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## Apr – Jun 2019 Performance summary

- Profit Before Tax (PBT) is 143 INR mn in Apr-Jun 2019 as compared to Loss before tax (203) INR mn in Jan-Mar 2019
- Profit Before Tax (PBT) is 143 INR mn in Apr-Jun 2019 as compared to Profit before tax 266 INR mn in Apr-Jun 2018

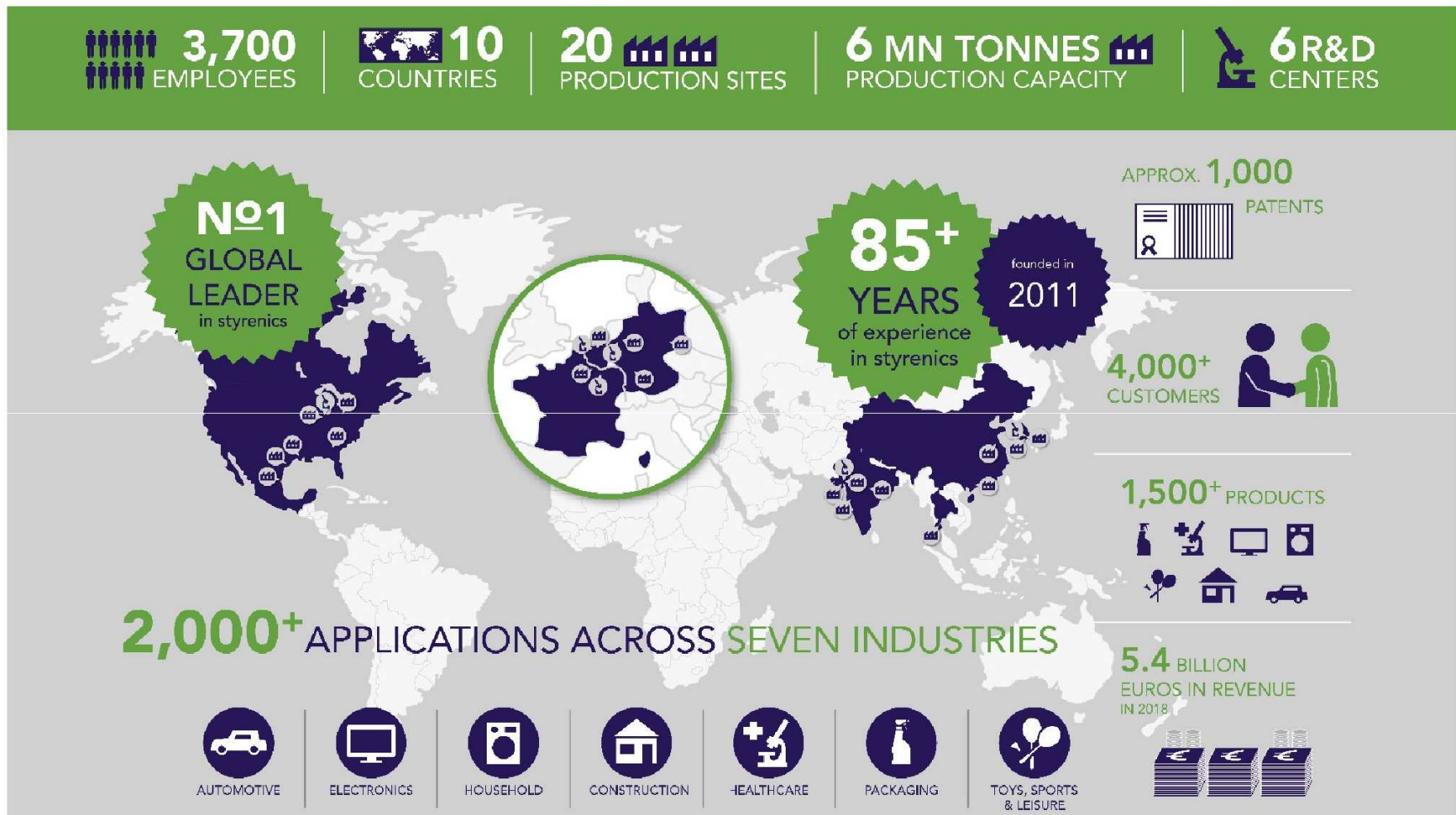
## Apr – Jun 2019 Market update

- Automotive market slow down continued during quarter ended Jun 2019
- Slowdown observed across all segments
- Higher imports in PS and ABS commodity segment

## Apr – Jun 2019 Business update

- After reduction in raw material costs in beginning of the quarter, increase is seen during later part of quarter Jun 2019
- FG market prices did not improve as per expectation
- Demand further impacted due to volatile INR which resulted in higher imports of PS and ABS

# INEOS Styrolution at a glance



# Leading styrenics producer with global reach and proximity to customers

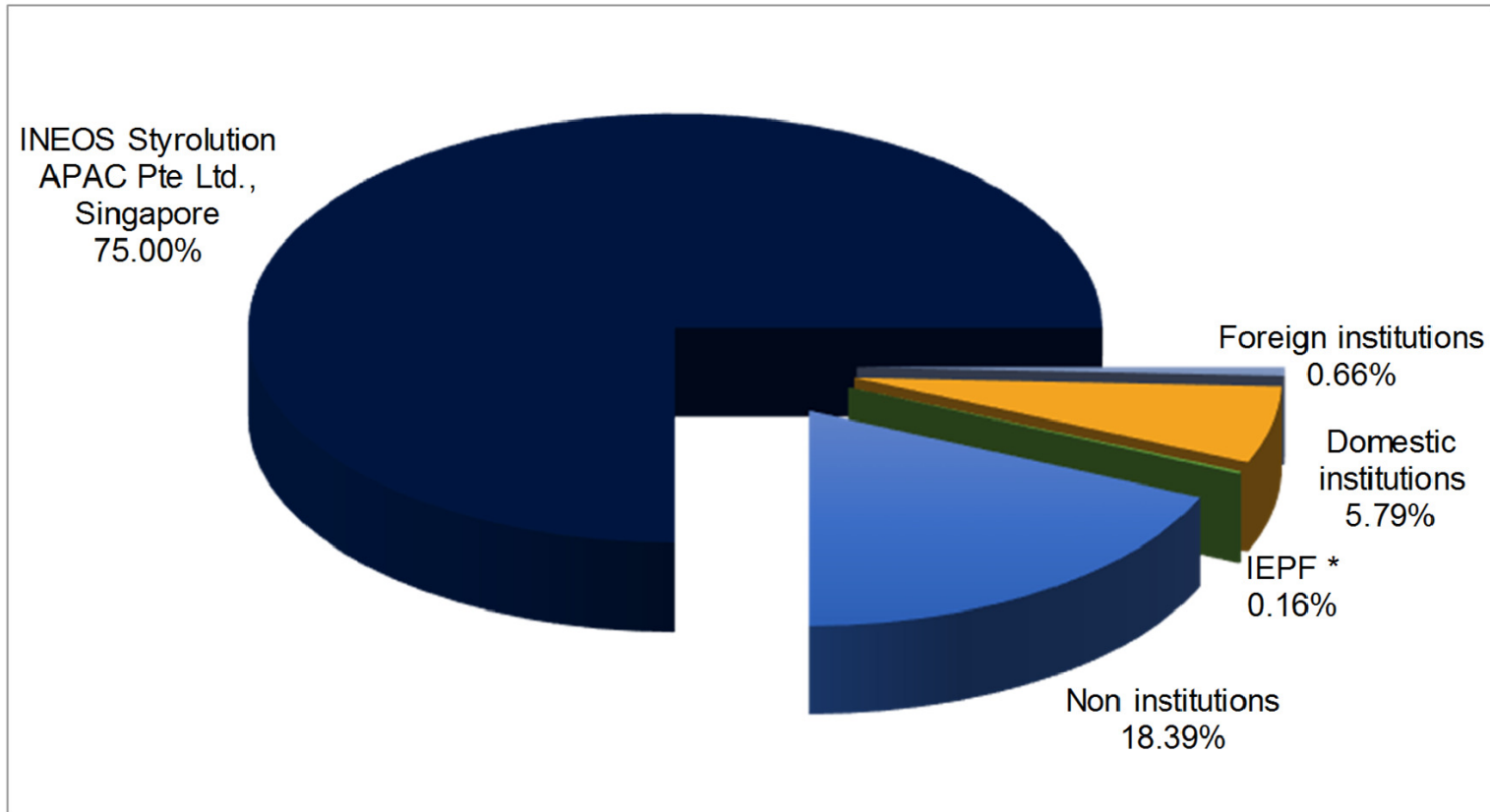


(1) INEOS Styrolution acts as exclusive distributor for the INEOS ABS plant in Addyston, Ohio.



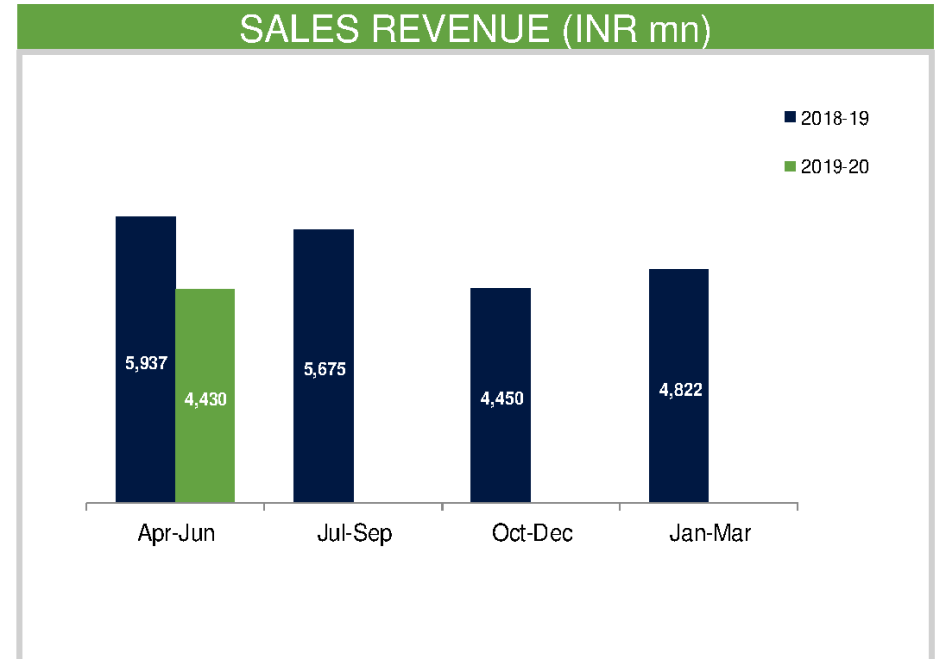
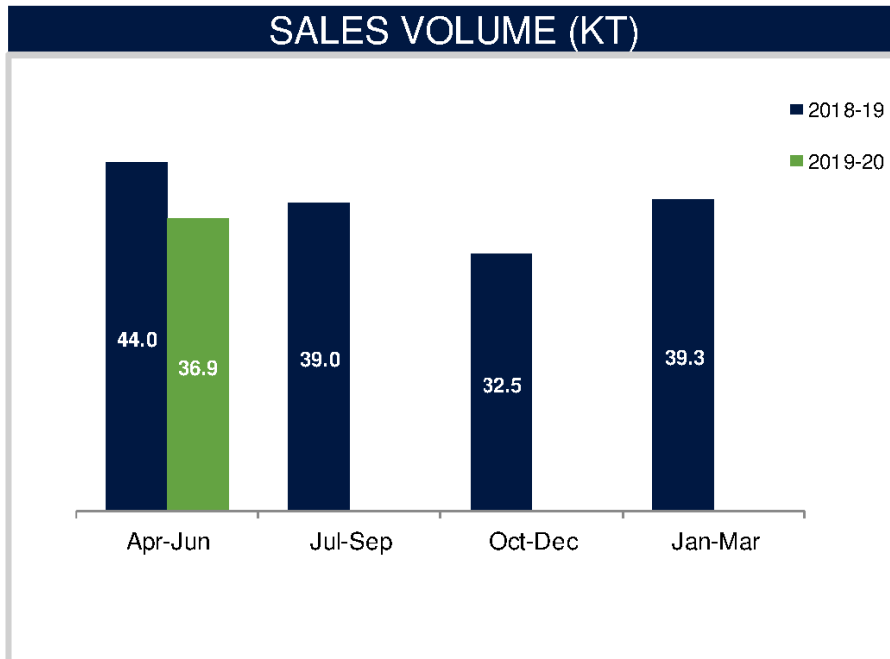
# Shareholding pattern

as at Jun 30, 2019



\* IEPF : Investor Education and Protection Fund [Government Organization]

# Sales performance



- Sales revenue – refer note below.

Revenue from operations for periods up to June 30, 2017 include excise duty, which is discontinued effective from July 01, 2017 upon implementation of Goods and Services Tax (GST) in India. In accordance with Ind AS 18, Revenue, GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the period Apr – Jun 18 is not comparable with period Apr – Jun 17.

# Financial review

## Q1 2019-20 (Apr-Jun) results highlights

(Unit : INR mn except volumes & EPS)

Particulars	Apr-Jun 19	Jan-Mar 19	Apr-Jun 18	% vs Jan-Mar 19	% vs Apr-Jun 18
Volumes (kt)	36.9	39.3	43.8	-6%	-16%
Sales revenue	4,435	4,822	5,945	-8%	-25%
Other income	19	11	29	63%	-35%
Cost of goods sold	3,481	4,071	4,784	-14%	-27%
Depreciation & amortization	72	89	62	-20%	15%
Other expenses	758	877	861	-14%	-12%
Profit before tax	143	(203)	266	170%	-46%
Profit after tax	93	(136)	169	168%	-45%
Other comprehensive income	(4)	(1)	(1)	-188%	-492%
Total comprehensive income	89	(137)	168	164%	-47%
EPS (Rs.)	5.3	(7.7)	9.6	168%	-45%

# Segment revenue & results

Q1 2019-20 (Apr-Jun) results highlights

(Unit : INR mn)

Particulars	Apr-Jun 19	Jan-Mar 19	Apr-Jun 18	% vs Jan-Mar 19	% vs Apr-Jun 18
<b>1. Segment revenue</b>					
(Revenue from operations)					
(a) Specialties	3,204	3,438	4,357	-7%	-26%
(b) Polystyrene	1,231	1,384	1,588	-11%	-22%
<b>Total</b>	<b>4,435</b>	<b>4,822</b>	<b>5,945</b>	<b>-8%</b>	<b>-25%</b>
<b>2. Segment results</b>					
(Segment profit before interest and tax)					
(a) Specialties	106	(167)	343	163%	-69%
(b) Polystyrene	58	9	(6)	521%	1084%
<b>Total segment profit before interest and tax</b>	<b>164</b>	<b>(157)</b>	<b>337</b>	<b>-204%</b>	<b>-51%</b>
(i) Interest expense	(41)	(45)	(19)	-9%	-119%
(ii) Interest income	9	3	4	224%	142%
(iii) Other unallocable expenditure (Net of income)	12	(4)	(56)	385%	121%
<b>Profit before tax</b>	<b>143</b>	<b>(203)</b>	<b>266</b>	<b>170%</b>	<b>-46%</b>