

# INEOS STYROLUTION INDIA LIMITED

## INVESTOR PRESENTATION

Q1 2020-21 (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.

# Contents

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Executive summary

Company information

Financial review

Outlook 2020

# Executive Summary Apr – Jun 2020

<b>Performance Summary</b>	<ul style="list-style-type: none"><li>• Profit / (Loss) before tax and exceptional item:<ul style="list-style-type: none"><li>○ Apr-Jun 20 : (307) mINR</li><li>○ Jan-Mar 20 : 89 mINR</li><li>○ Apr-Jun 19 : 143 mINR</li></ul></li></ul>
<b>Market Update</b>	<ul style="list-style-type: none"><li>• COVID-19 &amp; lockdown impacted economy and demand adversely</li><li>• FG market prices did not improve resulting in margin pressure</li><li>• Volatility seen in key raw material prices throughout the quarter</li><li>• All market segments including automotive industry disrupted during quarter due to COVID</li><li>• Imports continued in PS and ABS commodity segment</li><li>• Liquidity crisis continues to weaken market sentiments</li><li>• Weakening INR compared to USD remains concern</li></ul>
<b>COVID Measures</b>	<ul style="list-style-type: none"><li>• The health and safety of all employees is our first priority – we have implemented strict measures in relation to social distancing, hygiene measures and work from home to minimize risk to our employees</li><li>• Plants did not operate fully during the period under lockdown as per Government rules</li><li>• Liquidity situation is under control, Company has implemented policies to control capex &amp; all discretionary fixed costs have been put on hold</li></ul>

# 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

**5** BILLION  
EUROS IN REVENUE  
IN 2019



AUTOMOTIVE



ELECTRONICS



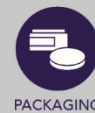
HOUSEHOLD



CONSTRUCTION



HEALTHCARE



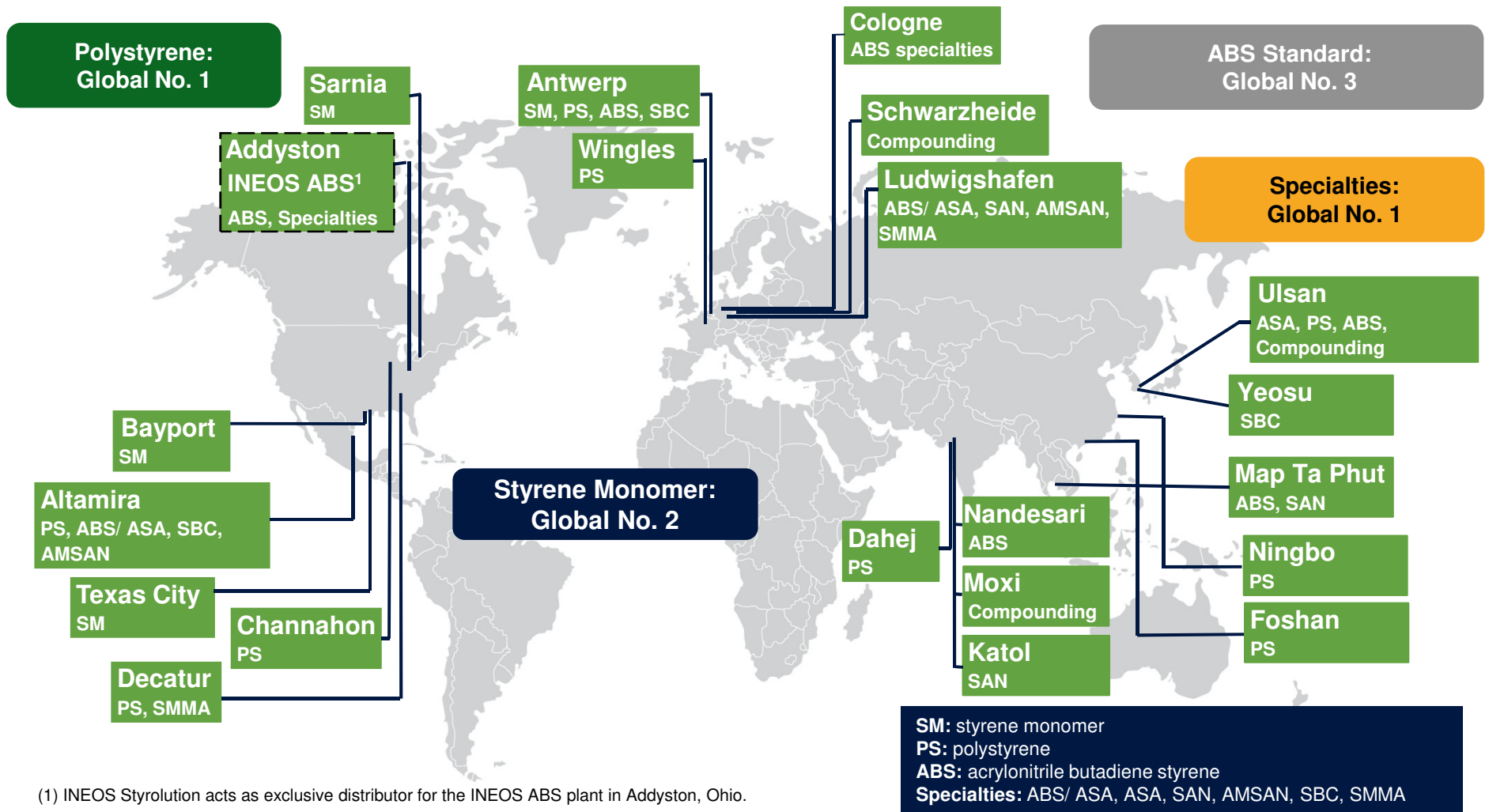
PACKAGING



TOYS, SPORTS  
& LEISURE



# Leading styrenics producer with global reach and proximity to customers

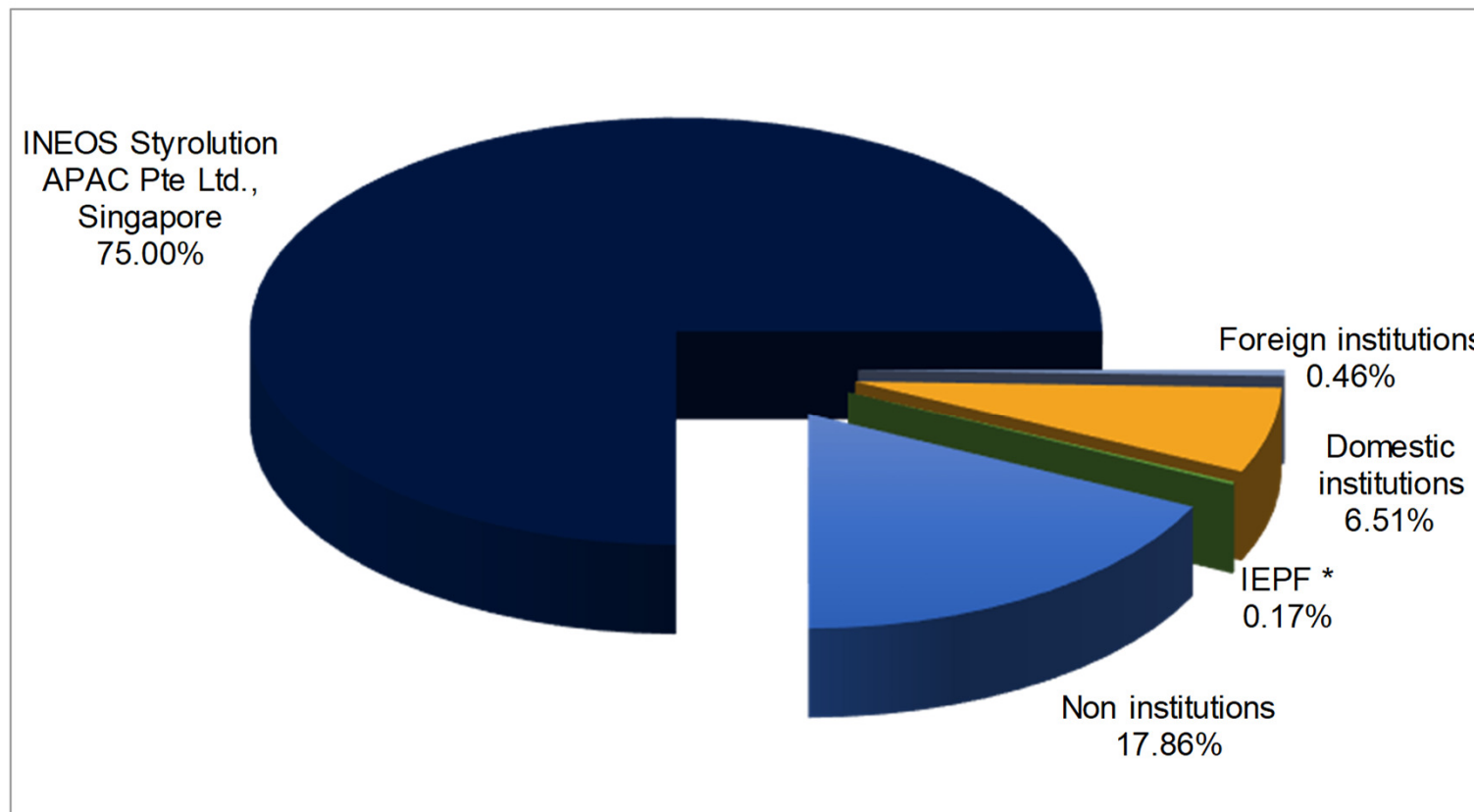


**INEOS Styrolution continuously strengthens its leading positions in key markets**



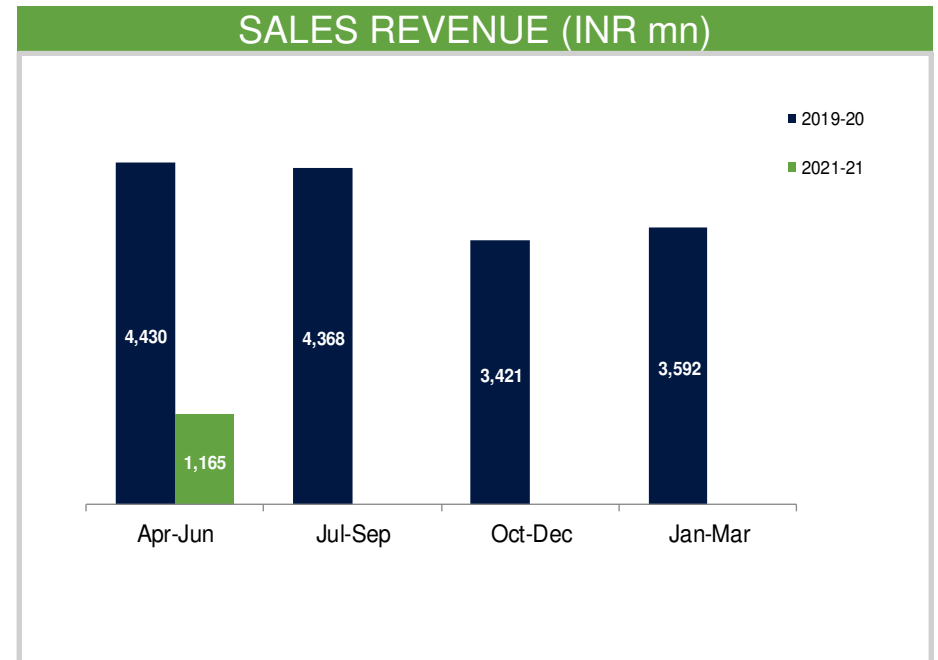
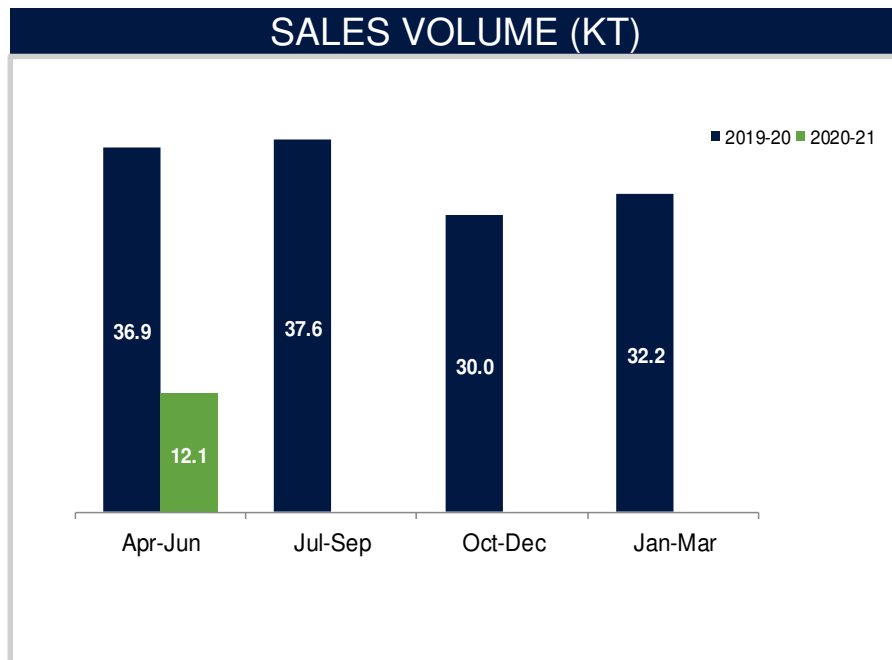
# Shareholding pattern

as at Jun 30, 2020



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

# Sales performance



# Financial review

## Quarter & Year Ended Jun 2020 results highlights

(Unit : INR mn except volumes & EPS)

Particulars	Apr-Jun 20	Jan-Mar 20	Apr-Jun 19
Volumes (kt)	12.1	32.2	36.6
Sales revenue	1,155	3,590	4,435
Other income	10	16	19
Cost of goods sold	904	2,659	3,481
Depreciation & amortization	88	94	72
Other expenses	480	765	758
Profit / (loss) before exceptional Item & tax	(307)	89	143
Exceptional Item	-	-	-
Profit / (loss) before tax	(307)	89	143
Profit / (loss) after tax	(200)	45	93
Other comprehensive income	(2)	(0)	(4)
Total comprehensive income	(202)	44	89
EPS (Rs.)	(11.4)	2.5	5.3

# Segment revenue & results

Quarter & Year Ended Jun 2020 results highlights

(Unit : INR mn)

Particulars	Apr-Jun 20	Jan-Mar 20	Apr-Jun 19
<b>1. Segment revenue</b>			
(Revenue from operations)			
(a) Specialties	764	2,625	3,204
(b) Polystyrene	391	965	1,231
<b>Total</b>	<b>1,155</b>	<b>3,590</b>	<b>4,435</b>
<b>2. Segment results</b>			
(Segment profit before interest and tax)			
(a) Specialties	(243)	133	106
(b) Polystyrene	(42)	65	58
<b>Total segment profit before interest and tax</b>	<b>(285)</b>	<b>198</b>	<b>164</b>
(i) Interest expense	(24)	(49)	(41)
(ii) Interest income	3	0	9
(iii) Other unallocable expenditure (Net of income)	(1)	(60)	12
<b>Profit before tax</b>	<b>(307)</b>	<b>89</b>	<b>143</b>

# Outlook 2020

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## Assumptions for 2020

- Uncertainties in global economy due to events like COVID-19, trade war & ongoing strains among nations like India, US and China can potentially disrupt demand / supply chain which may impact business
- We expect Indian economy to show improvements in H2 2020 after COVID-19, NBFC crisis. The Central government related measures like COVID relief package, liquidity support to industry like MSMEs, corporate tax reduction should help revival of economy

## Target 2020

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

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**THANK YOU**

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