

INEOS STYROLUTION INDIA LIMITED

INVESTOR PRESENTATION

Q3 2021-22 (Oct-Dec)

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

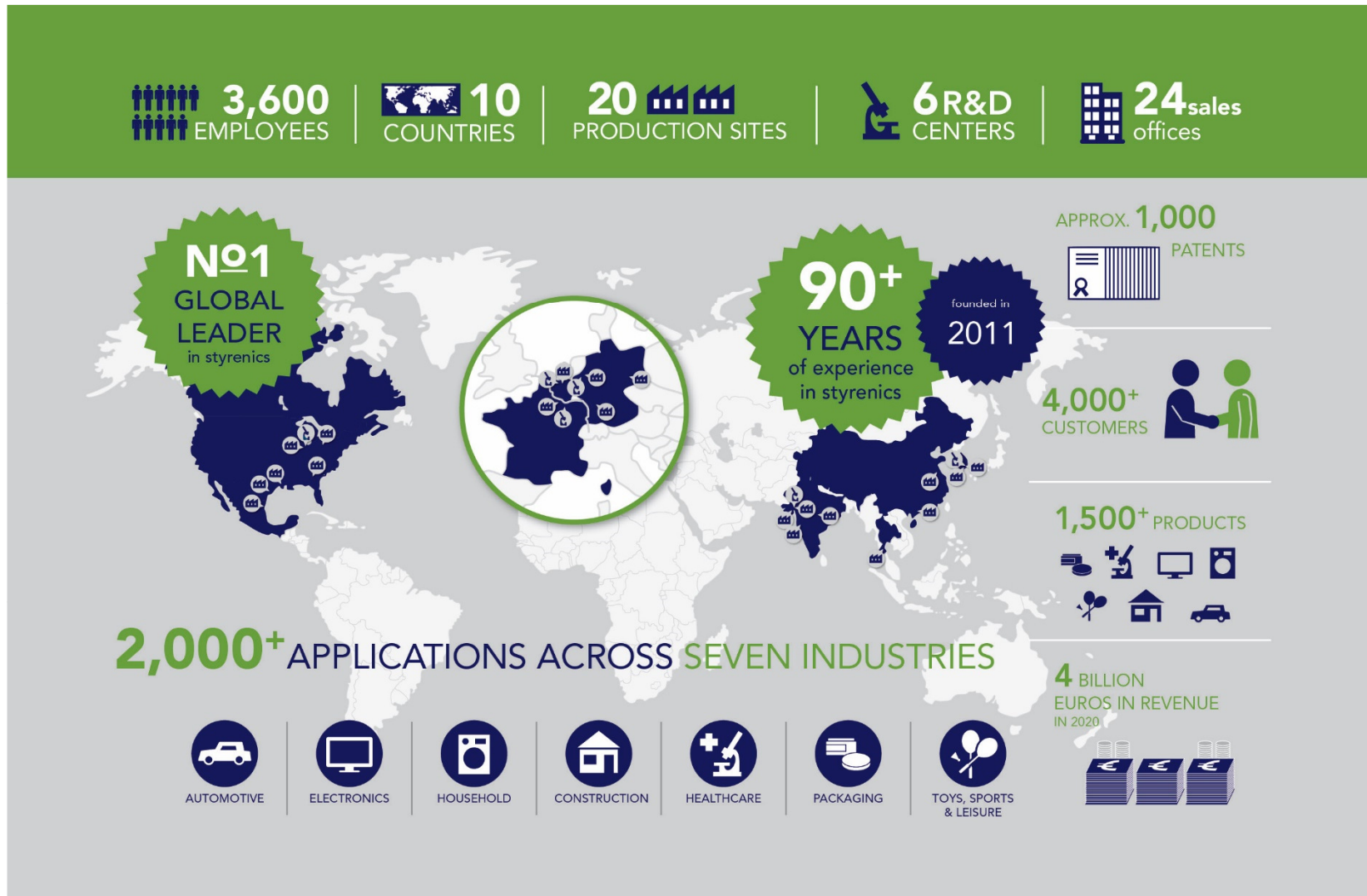
Financial review

Outlook 2022

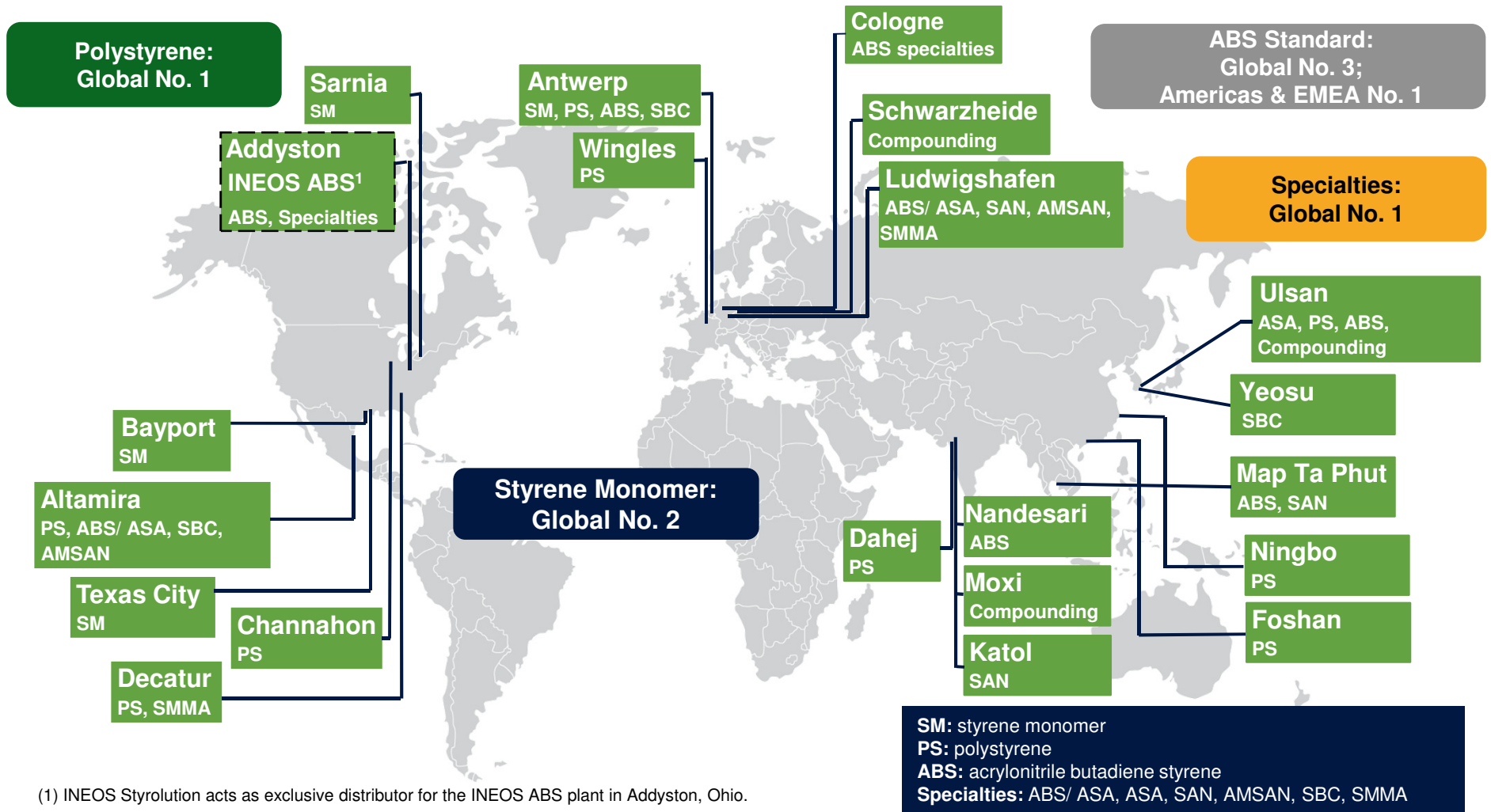
Executive Summary Oct-Dec 2021

Performance Summary	<ul style="list-style-type: none">• Profit / (Loss) before tax and exceptional item:<ul style="list-style-type: none">○ Oct-Dec 21 : 734 mINR○ Jul-Sep 21 : 1,206 mINR○ Oct-Dec 20 : 1,353 mINR
Market Update	<ul style="list-style-type: none">• Demand improved post second wave of COVID• Recovery seen across all 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, hygiene measures and work from home to minimize risks to our employees• Plants operated as per market demand, PS plant had statutory shutdown• Liquidity situation is healthy• Company has implemented policies to control capex & all discretionary fixed costs have been put on hold

INEOS Styrolution at a glance



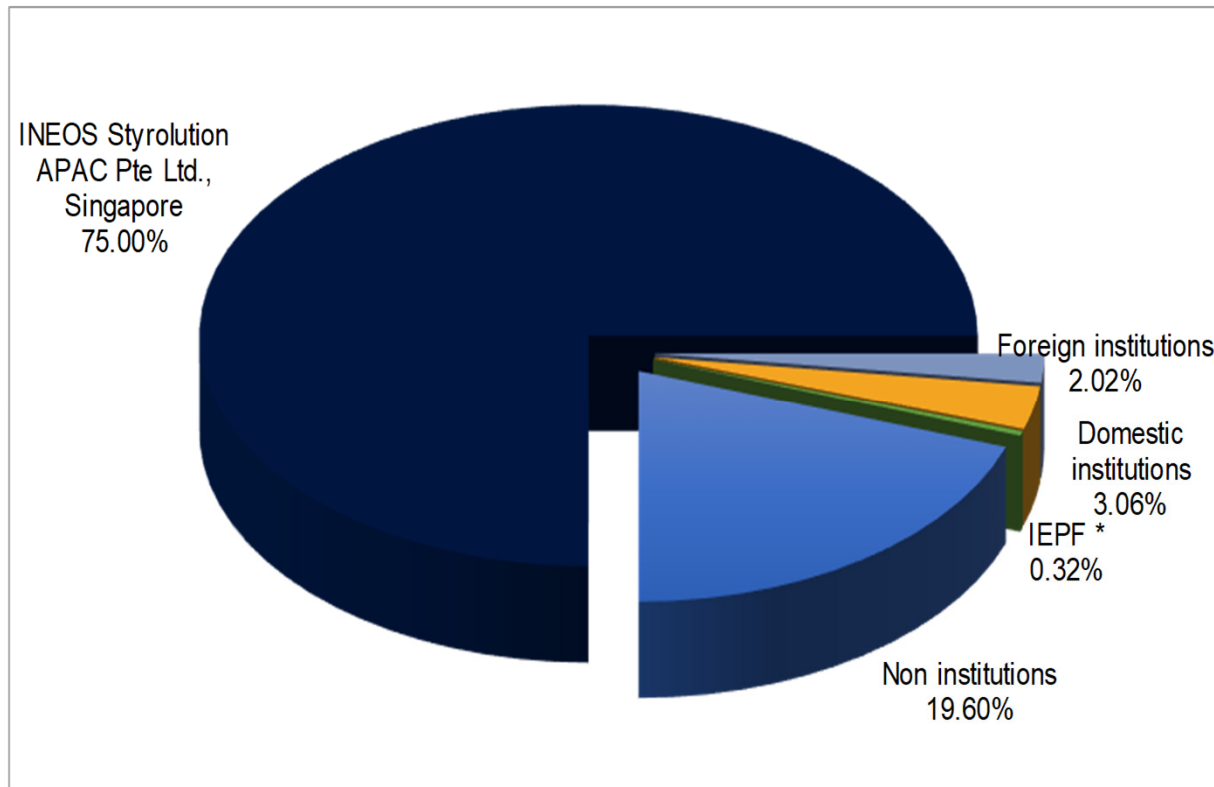
Leading styrenics producer with global reach and proximity to customers



INEOS Styrolution continuously strengthens its leading positions in key markets

Shareholding pattern

as at Dec 31, 2021



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

Financial review

Quarter & Period Ended Dec 2021 results highlights

(Unit : INR mn except EPS)

Particulars	Oct-Dec 21	Jul-Sep 21	Oct-Dec 20	% vs Jul-Sep 21	% vs Oct-Dec 20	Apr - Dec 21	Apr - Dec 20	%
Sales revenue	5,119	5,885	4,848	-13%	6%	15,551	9,949	56%
Other income	16	69	37	-77%	-56%	130	94	37%
Cost of goods sold	3,199	3,934	2,700	-19%	19%	9,771	6,240	57%
Depreciation & amortization	94	97	92	-2%	3%	282	269	5%
Other expenses	1,107	717	742	54%	49%	2,502	1,939	29%
Profit / (loss) before tax	734	1,206	1,353	-39%	-46%	3,125	1,596	96%
Profit / (loss) after tax	474	900	1,030	-47%	-54%	2,235	1,188	88%
Other comprehensive income	5	(1)	(5)	477%	194%	0	(8)	-105%
Total comprehensive income	479	899	1,025	-47%	-53%	2,235	1,180	89%
EPS (Rs.)	27.0	51.2	58.6	-47%	-54%	127.1	67.6	88%

Segment revenue & results

Quarter & Period Ended Dec 2021 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Oct-Dec 21	Jul-Sep 21	Oct-Dec 20	% vs Jul-Sep 21	% vs Oct-Dec 20	Apr - Dec 21	Apr - Dec 20	% vs Apr - Dec 20
1. Segment revenue								
(Revenue from operations)								
(a) Specialties	3,866	4,084	3,496	-5%	11%	10,829	6,997	55%
(b) Polystyrene	1,253	1,801	1,353	-30%	-7%	4,722	2,953	60%
Total	5,119	5,885	4,848	-13%	6%	15,551	9,949	56%
2. Segment results								
(Segment profit before interest and tax)								
(a) Specialties	565	896	1,040	-37%	-46%	2,325	1,150	102%
(b) Polystyrene	184	300	335	-39%	-45%	816	508	60%
Total segment profit before interest and tax	749	1,196	1,375	-37%	-46%	3,140	1,658	89%
(i) Interest expense	(14)	(15)	(33)	5%	57%	(61)	(93)	-35%
(ii) Interest income	8	25	8	-69%	-3%	58	27	113%
(iii) Other unallocable expenditure (Net of income)	(8)	(0)	2	-2255%	-508%	(12)	4	-379%
Profit before tax	734	1,206	1,353	-39%	-46%	3,125	1,596	96%

Segment assets & liabilities

Quarter & Period Ended Dec 2021 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Oct-Dec 21	Jul-Sep 21	Oct-Dec 20	% vs Jul-Sep 21	% vs Oct-Dec 20	Apr - Dec 21	Apr - Dec 20	% vs Apr - Dec 20
Segment assets								
(a) Specialties	8,083	7,819	8,004	3%	1%	8,083	8,004	1%
(b) Polystyrene	1,415	1,930	1,852	-27%	-24%	1,415	1,852	-24%
(c) Unallocated	816	4,389	1,227	-81%	-33%	816	1,227	-33%
Total segment assets	10,314	14,138	11,082	-27%	-7%	10,314	11,082	-7%
Segment liabilities								
(a) Specialties	1,835	2,135	2,600	-14%	-29%	1,835	2,600	-29%
(b) Polystyrene	753	1,153	1,037	-35%	-27%	753	1,037	-27%
(c) Unallocated	156	382	173	-59%	-10%	156	174	-10%
Total segment liabilities	2,744	3,670	3,810	-25%	-28%	2,744	3,811	-28%

Outlook 2022

Assumptions for 2022

- COVID uncertainty continues on the frequency, severity and duration of each wave. This may have an adverse impact on Indian economy
- We expect the initiatives by Government such as Production Linked Incentive schemes, Atmanirbhar Bharat initiative and Capex investment in infrastructure to support the economy going forward
- Global economies to recover driven by stimulus packages in major countries
- 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 in-house assets to improve ROCE

THANK YOU
