

# STYRENIX PERFORMANCE MATERIALS LIMITED (SPML)

(FORMERLY KNOWN AS INEOS STYROLUTION INDIA LIMITED)

## INVESTOR PRESENTATION

Q3 2022-23 (Oct-Dec)

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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.

# Styrenix Performance Materials Limited

## Unmatched in a growing industry

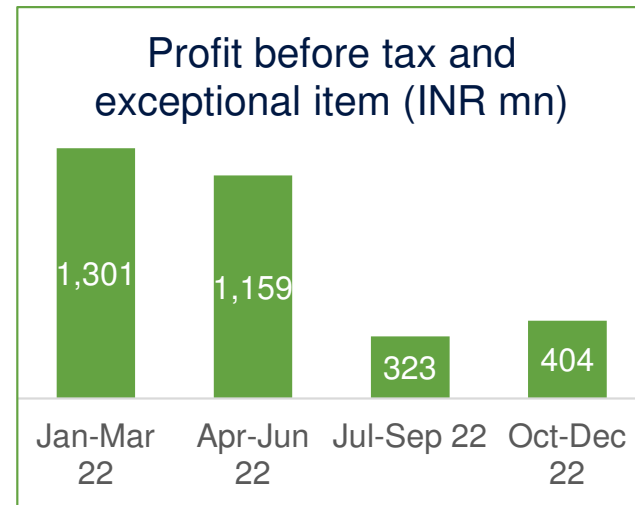
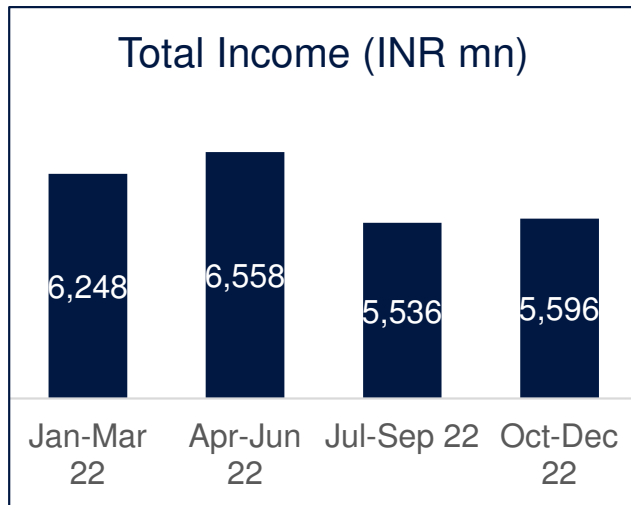
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### India's Market Leader in ABS plastics and leading player for Polystyrene

- 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 Styrenix Performance Materials Limited

Styrenix Performance Materials Limited is leading producer of Styrenics resin in India.



# 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



## STYRENIX® 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.






## STYRENIX® 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..



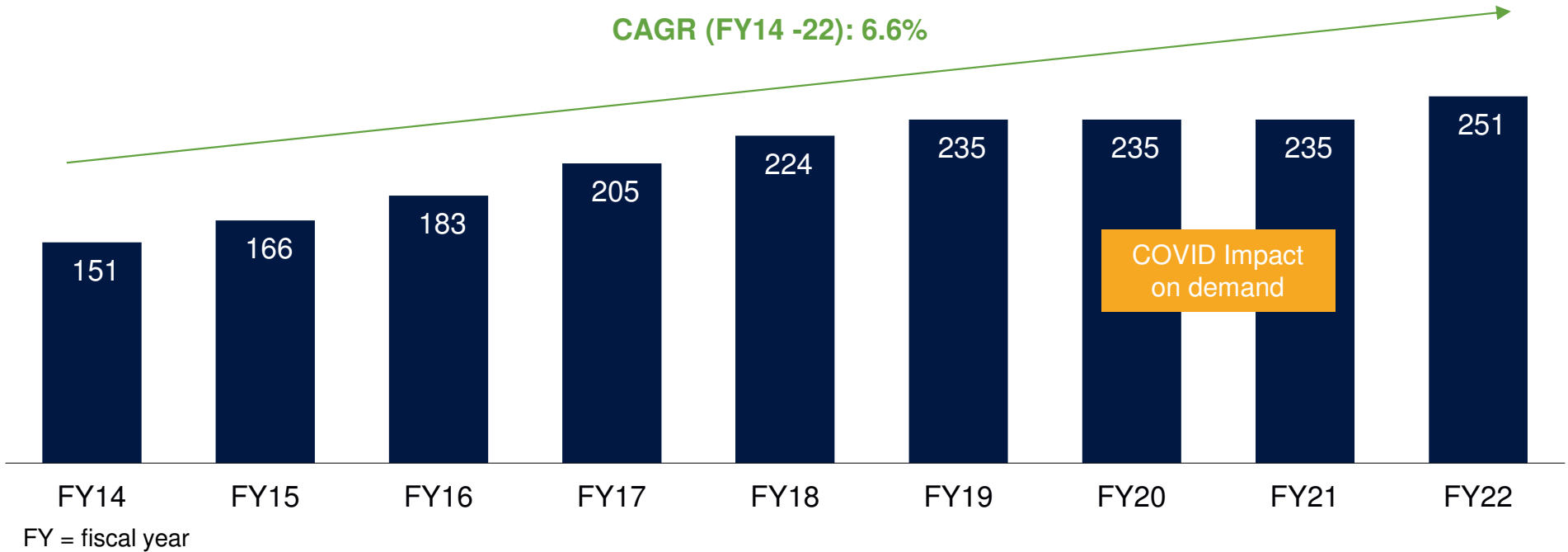
# Product Segments and Applications

	Product	FY22 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)

CAGR (FY14 -22): 6.6%



## ABS India market share estimates:

Styrenix Performance  
Materials Limited  
25-35%

Domestic Competitor  
15-25%

Imports  
40-50%

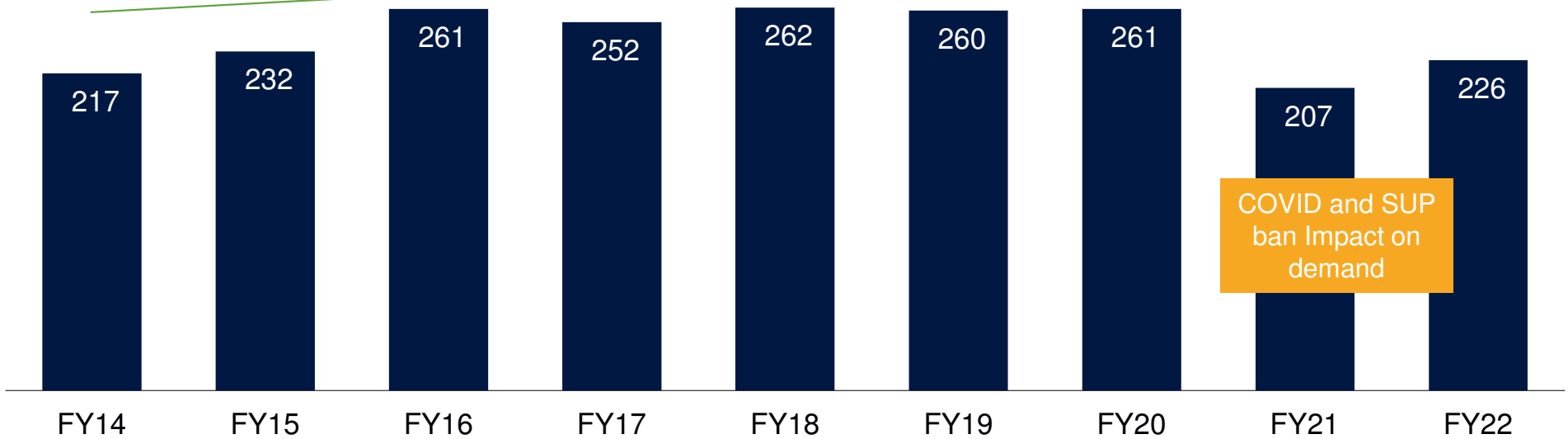
Source

Indian Plastic Industry Report/ Country Paper by Plastindia Foundation, Management Estimate, Import Statistics

# PS demand on a growth trajectory

Demand (kt)

Demand CAGR (FY14-22): 3.1%



FY = fiscal year

## PS India market share estimates:

Styrenix Performance  
Materials Limited  
Approx. 20%

Domestic Competitors  
60-70%

Imports  
Approx. 10%

Source

Indian Plastic Industry Report/ Country Paper by Plastindia Foundation, Management Estimate, Import Statistics

# India Footprint



# Strong Footprint of Manufacturing Facilities in India

## ABS Production Network

ABS Rubber



Nandesari



Moxi

Expanded in  
2019

ABS Compounding  
and R&D Centre

Expanded in  
2014

SAN



Katol



Dahej

GPPS  
HIPS

Polystyrene Site

- 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

# 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.

# Financial review

## Quarter & Nine months Ended Dec 2022 results highlights

(Unit : INR Mn except EPS)

Particulars	Oct-Dec 22	Jul-Sep 22	Oct-Dec 21	% vs Jul-Sep 22	% vs Oct-Dec 21	Apr-Dec 22	Apr-Dec 21	%
Sales revenue	5,572	5,500	5,119	-1%	9%	17,570	15,551	13%
Other income	24	36	16	-32%	50%	121	130	-6%
Cost of goods sold	4,320	4,315	3,199	0%	35%	13,163	9,771	35%
Other expenses	764	788	1,093	-3%	-30%	2,317	2,441	-5%
Profit before Depreciation, Interest and Tax	512	433	843	18%	-39%	2,211	3,468	-36%
Depreciation & amortization	95	95	94	-1%	0%	284	282	1%
Finance Cost	13	13	14	-3%	-8%	40	61	-35%
Profit / (loss) before tax	404	324	734	25%	-45%	1,887	3,125	-40%
Profit / (loss) after tax	302	236	474	28%	-36%	1,406	2,235	-37%
Other comprehensive income	3	2	5	51%	-40%	5	0	1330%
Total comprehensive income	305	238	479	28%	-36%	1,411	2,235	-37%
EPS (Rs.)	17.2	13.4	27.0	28%	-36%	79.9	127.1	-37%

# Segment revenue & results

Quarter & Nine months Ended Dec 2022 results highlights

(Unit : INR Mn)

Particulars	Quarterly					YTD		
	Oct-Dec 22	Jul-Sep 22	Oct-Dec 21	% vs Jul-Sep 22	% vs Oct-Dec 21	Apr-Dec 22	Apr-Dec 21	% vs Apr-Dec 21
<b>1. Segment revenue</b>								
(Revenue from operations)								
(a) Specialties	3,794	4,062	3,866	-7%	-2%	11,905	10,829	10%
(b) Polystyrene	1,778	1,438	1,253	24%	42%	5,665	4,722	20%
<b>Total</b>	<b>5,572</b>	<b>5,500</b>	<b>5,119</b>	<b>1%</b>	<b>9%</b>	<b>17,570</b>	<b>15,551</b>	<b>13%</b>
<b>2. Segment results</b>								
(Segment profit before interest and tax)								
(a) Specialties	300	343	565	-12%	-47%	1,344	2,325	-42%
(b) Polystyrene	115	17	184	564%	-38%	639	816	-22%
<b>Total segment profit before interest and tax</b>	<b>415</b>	<b>360</b>	<b>749</b>	<b>15%</b>	<b>-45%</b>	<b>1,983</b>	<b>3,140</b>	<b>-37%</b>
(i) Interest expense	(13)	(13)	(14)	-3%	8%	(40)	(61)	-35%
(ii) Interest income	15	8	8	72%	84%	36	58	-38%
(iii) Other unallocable expenditure (Net of income)	(12)	(31)	(8)	61%	-46%	(91)	(12)	-636%
<b>Profit before tax</b>	<b>404</b>	<b>324</b>	<b>734</b>	<b>25%</b>	<b>-45%</b>	<b>1,887</b>	<b>3,125</b>	<b>-40%</b>



# Segment assets & liabilities

Quarter & Nine months Ended Dec 2022 results highlights

(Unit : INR Mn)

Particulars	Quarterly					YTD		
	Oct-Dec 22	Jul-Sep 22	Oct-Dec 21	% vs Jul-Sep 22	% vs Oct-Dec 21	Apr-Dec 22	Apr-Dec 21	% vs Apr-Dec 21
<b>Segment assets</b>								
(a) Specialties	7,709	8,256	8,083	-7%	-5%	7,709	8,083	-5%
(b) Polystyrene	2,356	1,974	1,415	19%	66%	2,356	1,415	66%
(c) Unallocated	1,502	898	816	67%	84%	1,502	816	84%
<b>Total segment assets</b>	<b>11,567</b>	<b>11,128</b>	<b>10,314</b>	<b>4%</b>	<b>12%</b>	<b>11,567</b>	<b>10,314</b>	<b>12%</b>
<b>Segment liabilities</b>								
(a) Specialties	2,169	2,089	1,835	4%	18%	2,169	1,835	18%
(b) Polystyrene	1,093	986	753	11%	45%	1,093	753	45%
(c) Unallocated	176	229	156	-23%	13%	176	156	13%
<b>Total segment liabilities</b>	<b>3,438</b>	<b>3,304</b>	<b>2,744</b>	<b>4%</b>	<b>25%</b>	<b>3,438</b>	<b>2,744</b>	<b>25%</b>

# Outlook 2023

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- We expect that the initiatives by Government such as Production Linked Incentive schemes, Atmanirbhar Bharat initiative and Capex investment in infrastructure will support overall economic growth
- Styrenix is working towards :
  - Developing new products to enhance customer value
  - Focus on EV, consumable durable products etc., market which has high growth expectations
  - Carry out various de-bottlenecking activities for full capacity utilization
  - Focus on various cost reduction initiatives to enhance profitability

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**THANK YOU**

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