

INEOS Styrolution India Ltd. - Vadodara 390023 India

To,  
**BSE Limited**  
Dept. DSC\_CRD  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Bandra ('E')  
Mumbai 400 001  
BSE Scrip Code: **506222**

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Plot No. C/1, 'G' Block,  
Bandra- Kurla Complex,  
Bandra ('E')  
Mumbai 400 051  
NSE Symbol: **INEOSSTYRO**

Contact	Phone	E-mail	Date
Abhijaat Sinha	+91 265-2303213	abhijaat.sinha@ineos.com	November 10, 2020

**Subject: Investor Presentation**

Dear Sir / Madam,

Dear Sir,

In continuation to our letter dated November 6, 2020, informing about the earnings call organized by the Company on November 11, 2020, please find attached Investor Presentation relating to the Unaudited Financial Results for the second quarter ended on September 30, 2020.

You are requested to kindly take the above information on your records.

Thanking you.

Yours faithfully,  
For **INEOS Styrolution India Limited**



Abhijaat Sinha  
Head Legal and Company Secretary



# INEOS STYROLUTION INDIA LIMITED

## INVESTOR PRESENTATION

Q2 2020-21 (Jul-Sep)

**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

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Financial review

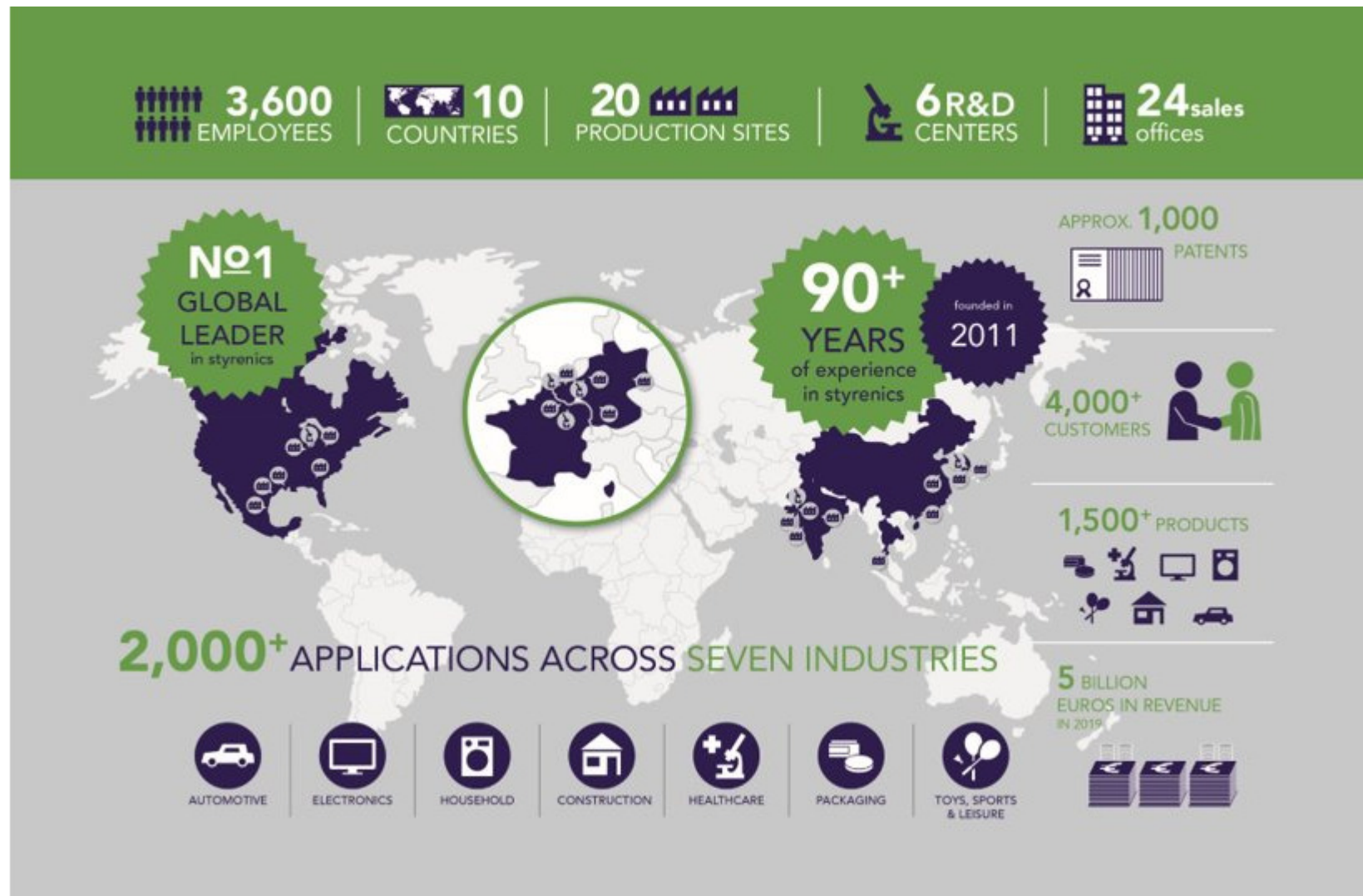
Outlook 2020

# Executive Summary Jul-Sep 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>○ Jul-Sep 20 : 551 mINR</li><li>○ Apr-Jun 20 : (307) mINR</li><li>○ Jul-Sep 19 : 70 mINR</li></ul></li></ul>
<b>Market Update</b>	<ul style="list-style-type: none"><li>• Business improved after gradual easing of lockdown measures despite continued COVID-19 situation</li><li>• High market prices and strong margins resulted in much improved business performance</li><li>• All market segments including automotive industry showing positive signs of volume recovery</li><li>• Imports slowed down in PS and ABS commodity segments</li><li>• INR stable compared to USD</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 risks to our employees</li><li>• Plants operated fully during the period 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>

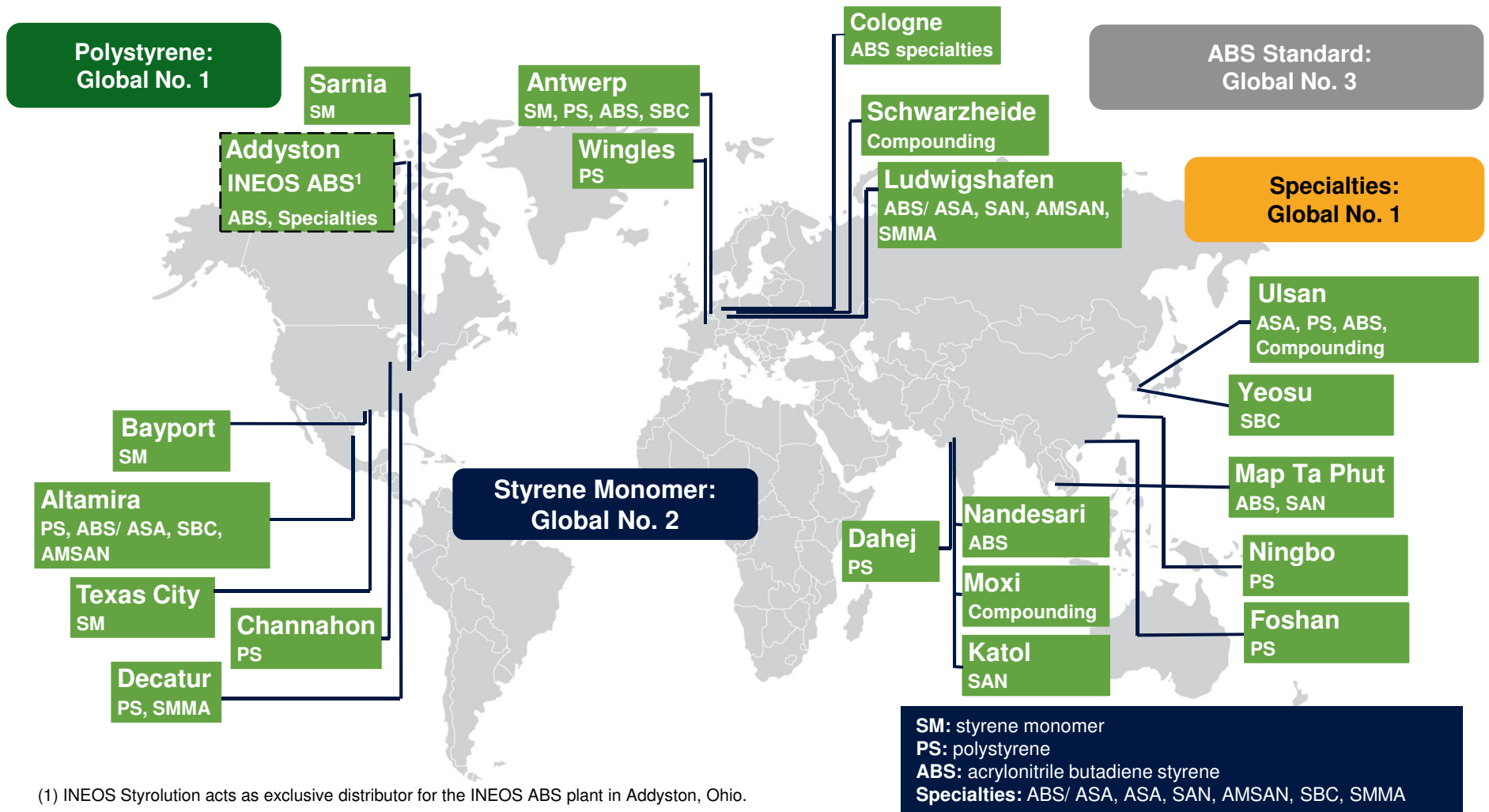


# INEOS Styrolution at a glance





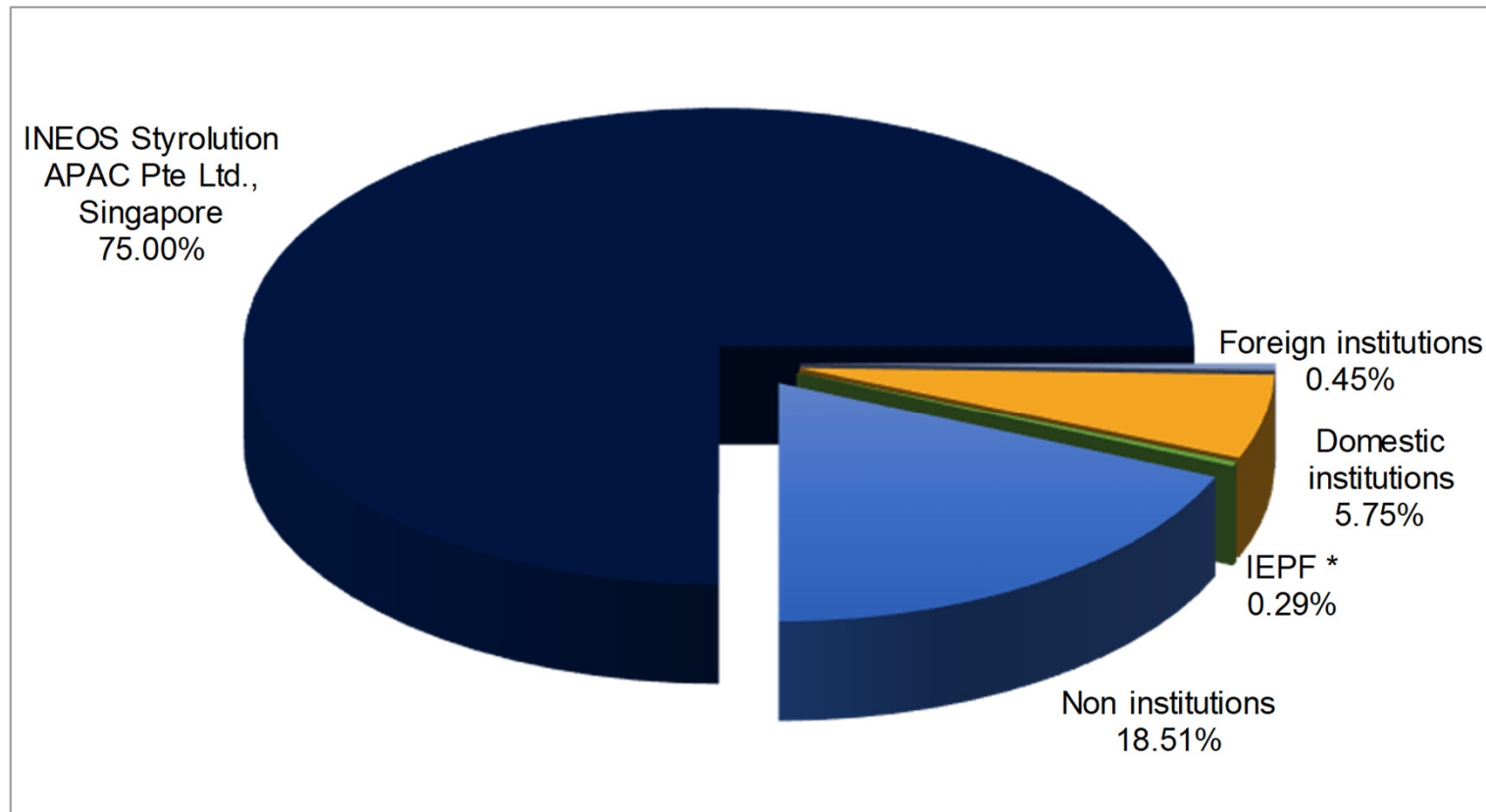
# Leading styrenics producer with global reach and proximity to customers



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

# Shareholding pattern

as at Sep 30, 2020



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

# Financial review

## Quarter & Period Ended Sep 2020 results highlights

(Unit : INR mn except volumes & EPS)

Particulars	Jul-Sep 20	Apr-Jun 20	Jul-Sep 19	% vs Apr-Jun 20	% vs Jul-Sep 19	Apr-Sep 20	Apr-Sep 19	%
Sales revenue	3,946	1,155	4,368	242%	-10%	5,101	8,803	-42%
Other income	42	10	18	341%	139%	52	36	42%
Cost of goods sold	2,636	904	3,457	191%	-24%	3,540	6,938	-49%
Depreciation & amortization	89	88	72	1%	24%	177	143	23%
Other expenses	713	480	786	49%	-9%	1,192	1,544	-23%
Profit / (loss) before exceptional Item & tax	551	(307)	70	279%	681%	244	214	14%
Exceptional Item	-	-	-			-	-	
Profit / (loss) before tax	551	(307)	70	279%	681%	244	214	14%
Profit / (loss) after tax	358	(200)	99	279%	263%	158	192	-17%
Other comprehensive income	(1)	(2)	3	-27%	-150%	(3)	(2)	98%
Total comprehensive income	357	(202)	101	277%	252%	155	190	-18%
EPS (Rs.)	20.4	(11.4)	5.6	279%	263%	9.0	10.9	-17%

# Segment revenue & results

Quarter & Period Ended Sep 2020 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jul-Sep 20	Apr-Jun 20	Jul-Sep 19	% vs Apr-Jun 20	% vs Jul-Sep 19	Apr-Sep 20	Apr-Sep 19	% vs Apr-Sep 19
<b>1. Segment revenue</b>								
(Revenue from operations)								
(a) Specialties	2,737	764	3,304	258%	-17%	3,501	6,508	-46%
(b) Polystyrene	1,209	391	1,064	209%	14%	1,600	2,295	-30%
<b>Total</b>	<b>3,946</b>	<b>1,155</b>	<b>4,368</b>	<b>242%</b>	<b>-10%</b>	<b>5,101</b>	<b>8,803</b>	<b>-42%</b>
<b>2. Segment results</b>								
(Segment profit before interest and tax)								
(a) Specialties	353	(243)	141	245%	151%	109	246	-56%
(b) Polystyrene	215	(42)	(9)	615%	2394%	174	49	254%
<b>Total segment profit before interest and tax</b>	<b>568</b>	<b>(285)</b>	<b>131</b>	<b>299%</b>	<b>333%</b>	<b>283</b>	<b>295</b>	<b>-4%</b>
(i) Interest expense	(37)	(24)	(30)	-52%	-23%	(61)	(71)	14%
(ii) Interest income	16	3	9	367%	74%	19	18	8%
(iii) Other unallocable expenditure (Net of income)	3	(1)	(40)	432%	109%	2	(28)	109%
<b>Profit before tax</b>	<b>551</b>	<b>(307)</b>	<b>70</b>	<b>279%</b>	<b>681%</b>	<b>244</b>	<b>214</b>	<b>14%</b>

# Segment assets & liabilities

Quarter & Period Ended Sep 2020 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jul-Sep 20	Apr-Jun 20	Jul-Sep 19	% vs Apr-Jun 20	% vs Jul-Sep 19	Apr-Sep 20	Apr-Sep 19	% vs Apr-Sep 19
<b>Segment assets</b>								
(a) Specialties	7,600	7,303	8,798	4%	-14%	7,600	8,798	-14%
(b) Polystyrene	1,691	1,842	2,443	-8%	-31%	1,691	2,443	-31%
(c) Unallocated	977	313	329	212%	197%	977	329	197%
<b>Total segment assets</b>	<b>10,267</b>	<b>9,459</b>	<b>11,571</b>	<b>9%</b>	<b>-11%</b>	<b>10,267</b>	<b>11,571</b>	<b>-11%</b>
<b>Segment liabilities</b>								
(a) Specialties	2,954	2,152	3,262	37%	-9%	2,954	3,262	-9%
(b) Polystyrene	912	754	972	21%	-6%	912	972	-6%
(c) Unallocated	153	662	957	-77%	-84%	153	957	-84%
<b>Total segment liabilities</b>	<b>4,019</b>	<b>3,568</b>	<b>5,191</b>	<b>13%</b>	<b>-23%</b>	<b>4,019</b>	<b>5,191</b>	<b>-23%</b>

# Outlook 2020

## 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. 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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