

November 12, 2019

To,
BSE Limited
Dept. DSC_CRD
Phiroze Jeejeebhoy Towers,
Dalal Street
Bandra ('E')
Mumbai 400 001
Stock code No. **506222**

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

Subject: Investors Presentation

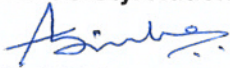
Dear Sir,

In continuation to our letter dated 06.11.2019 informing about the earnings call organized by the Company on November 12, 2019, please find the attached Investor Presentation relating to the Unaudited Financial Results for the second quarter ended on September 30, 2019.

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

Thanking you.

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


Abhijaat Sinha
Company Secretary



INEOS STYROLUTION INDIA LIMITED

INVESTOR PRESENTATION

Q2 2019-20 (Jul-Sep)

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

Jul – Sep 2019 Performance summary	<ul style="list-style-type: none">• Profit Before Tax (PBT) is 70 INR mn in Jul-Sep 2019 as compared to profit before tax 143 INR mn in Apr-Jun 2019• Profit Before Tax (PBT) is 70 INR mn in Jul-Sep 2019 as compared to profit before tax 107 INR mn in Jul-Sep 2018
Jul – Sep 2019 Market update	<ul style="list-style-type: none">• Automotive market slow down continued during quarter ended Sep 2019• Slowdown observed across all segments• Higher imports in PS and ABS commodity segment• Markets reacted adversely over announcement of ban on single use disposable plastics• Liquidity crisis has further weakened market sentiments
Jul – Sep 2019 Business update	<ul style="list-style-type: none">• Volatility seen in key raw material prices throughout the quarter• FG market prices did not improve as per expectation resulting in margin pressure• Demand further impacted due to volatile INR which resulted in higher imports of PS and ABS• Weakening INR compared to USD remains concern

INEOS Styrolution at a glance

 **3,500**
EMPLOYEES

 **10**
COUNTRIES

20  **PRODUCTION SITES**

 **6 R&D**
CENTERS

 **24 sales**
offices

Nº1
GLOBAL
LEADER
in styrenics

85+
YEARS
of experience
in styrenics

founded in
2011

APPROX. **1,000**
PATENTS

4,000+
CUSTOMERS

1,500+ PRODUCTS

2,000+ APPLICATIONS ACROSS SEVEN INDUSTRIES

5.4 BILLION
EUROS IN REVENUE
IN 2018



AUTOMOTIVE



ELECTRONICS



HOUSEHOLD



CONSTRUCTION



HEALTHCARE



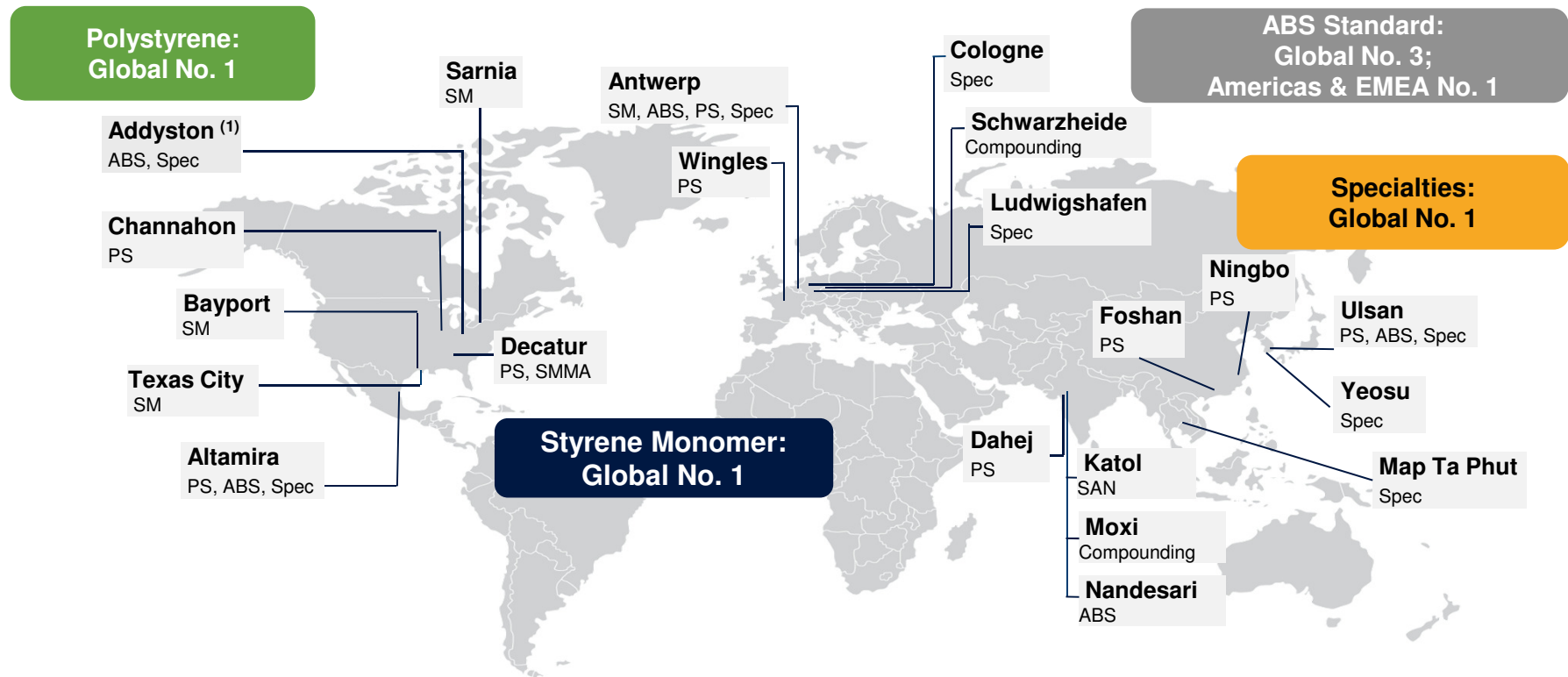
PACKAGING



TOYS, SPORTS
& LEISURE



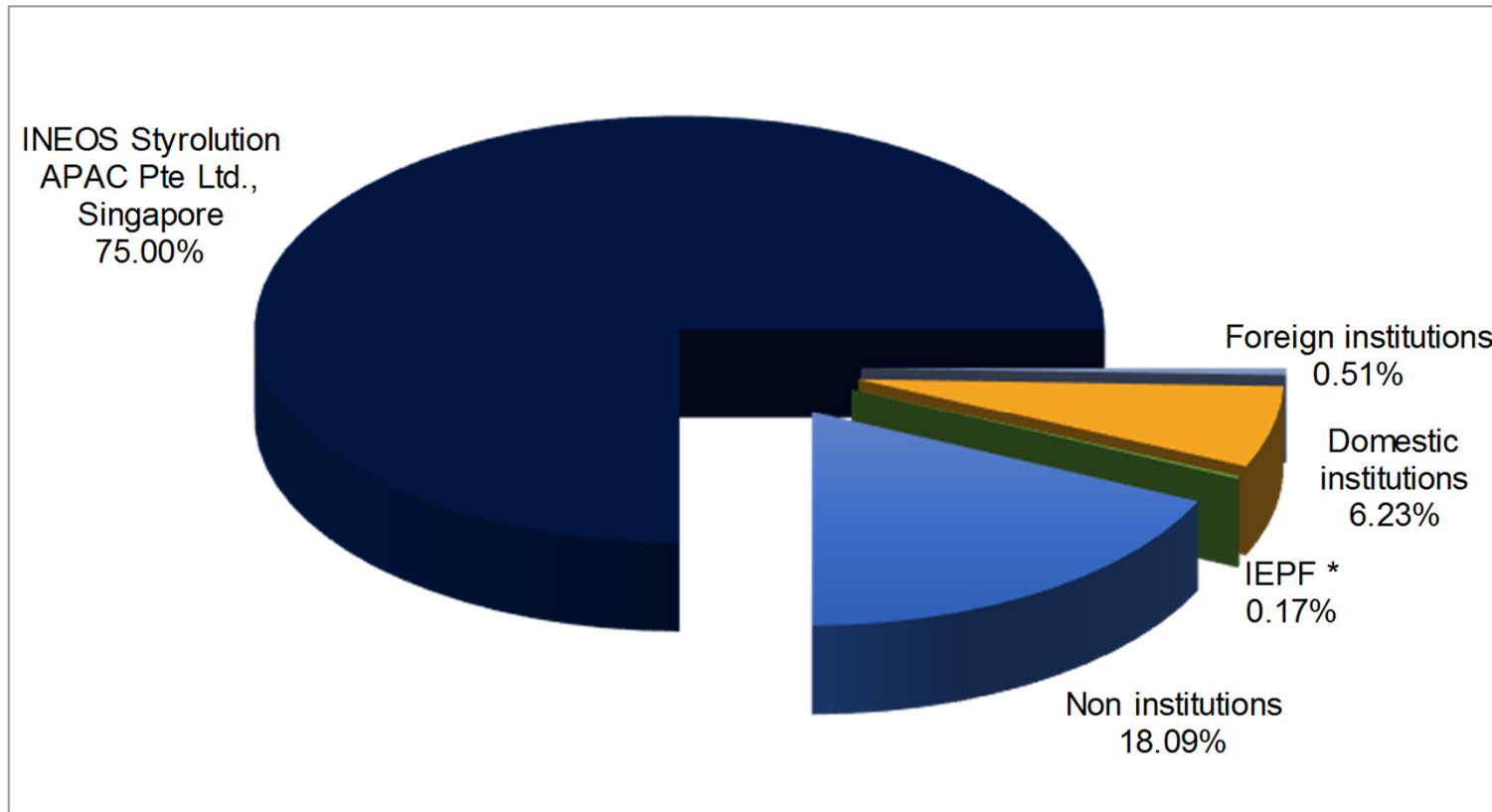
Leading styrenics producer with global reach and proximity to customers



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

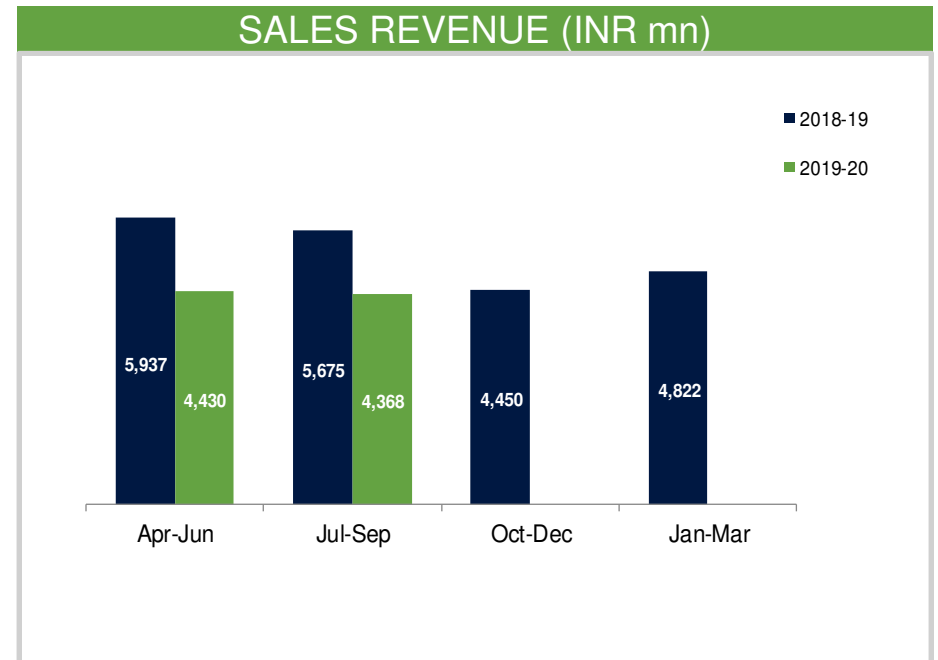
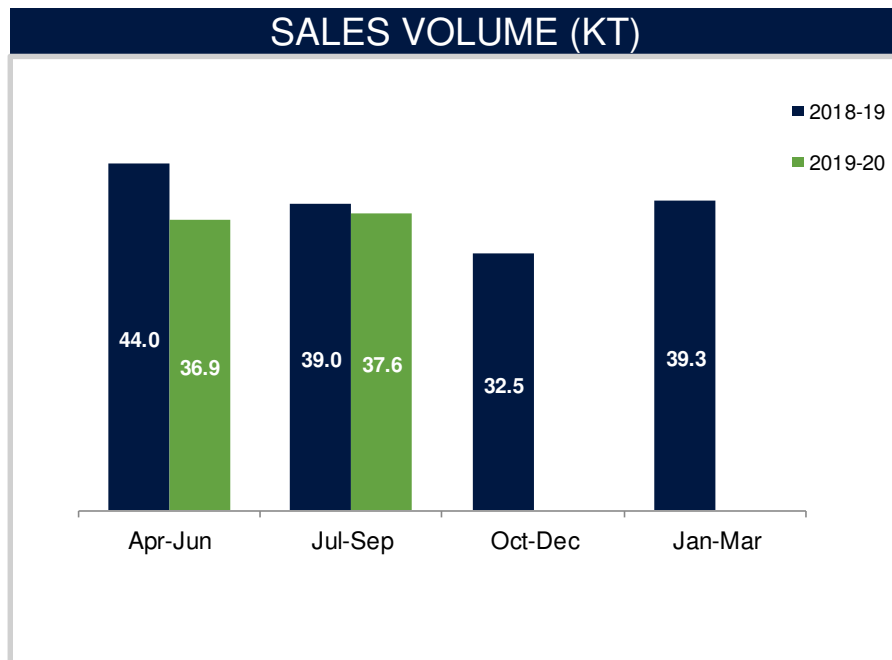
Shareholding pattern

as at Sep 30, 2019



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

Sales performance



Financial review

Q2 2019-20 (Jul-Sep) results highlights

(Unit : INR mn except volumes & EPS)

Particulars	Jul-Sep 19	Apr-Jun 19	Jul-Sep 18	% vs Apr-Jun 19	% vs Jul-Sep 18
Volumes (kt)	37.6	36.9	39.1	2%	-4%
Sales revenue	4,368	4,435	5,684	-1%	-23%
Other income	18	19	56	-5%	-68%
Cost of goods sold	3,457	3,481	4,690	-1%	-26%
Depreciation & amortization	72	72	64	0%	12%
Other expenses	786	758	878	4%	-10%
Profit before tax	70	143	107	-51%	-34%
Profit after tax	99	93	70	6%	41%
Other comprehensive income	3	(4)	0	-163%	665%
Total comprehensive income	101	89	70	15%	44%
EPS (Rs.)	5.6	5.3	4.0	6%	41%

Financial review

YTD 2019-20 (Apr-Sep) results highlights

(Unit : INR mn except volumes & EPS)

Particulars	Apr-Sep 19	Apr-Sep 18	%
Volumes (kt)	74.5	82.9	-10%
Sales Revenue	8,803	11,628	-24%
Other Income	36	85	-57%
Cost of goods sold	6,938	9,474	-27%
Depreciation & amortization	143	126	14%
Other expenses	1,544	1,739	-11%
Profit before tax	214	373	-43%
Profit after tax	192	239	-20%
Other comprehensive income	(2)	(0)	330%
Total comprehensive income	190	239	-20%
EPS (Rs.)	10.9	13.6	-20%

Segment revenue & results

Q2 2019-20 (Jul-Sep) results highlights

(Unit : INR mn)

Particulars	Jul-Sep 19	Apr-Jun 19	Jul-Sep 18	% vs Apr-Jun 19	% vs Jul-Sep 18
1. Segment revenue					
(Revenue from operations)					
(a) Specialties	3,304	3,204	4,393	3%	-25%
(b) Polystyrene	1,064	1,231	1,290	-14%	-18%
Total	4,368	4,435	5,684	-1%	-23%
2. Segment results					
(Segment profit before interest and tax)					
(a) Specialties	141	106	233	33%	-40%
(b) Polystyrene	(9)	58	(67)	-116%	86%
Total segment profit before interest and tax	131	164	166	-20%	-21%
(i) Interest expense	(30)	(41)	(18)	-27%	-63%
(ii) Interest income	9	9	18	5%	-51%
(iii) Other unallocable expenditure (Net of income)	(40)	12	(58)	445%	31%
Profit before tax	70	143	107	51%	-34%

Segment revenue & results

YTD 2019-20 (Apr-Sep) results highlights

(Unit : INR mn)

Particulars	Apr-Sep 19	Apr-Sep 18	% vs Apr-Sep 18
1. Segment revenue			
(Revenue from operations)			
(a) Specialties	6,508	8,748	-26%
(b) Polystyrene	2,295	2,881	-20%
Total	8,803	11,628	-24%
2. Segment results			
(Segment profit before interest and tax)			
(a) Specialties	246	576	-57%
(b) Polystyrene	49	(73)	167%
Total segment profit before interest and tax	295	503	-41%
(i) Interest expense	(71)	(37)	-91%
(ii) Interest income	18	22	-20%
(iii) Other unallocable expenditure (Net of income)	(28)	(114)	75%
Profit before tax	214	373	-43%

Segment assets & liabilities

YTD 2019-20 (Apr-Sep) results highlights

(Unit : INR mn)

Particulars	Jul-Sep 19	Apr-Jun 19	Jul-Sep 18	% vs Apr-Jun 19	% vs Jul-Sep 18
Segment assets					
(a) Specialties	8,798	8,937	8,956	-2%	-2%
(b) Polystyrene	2,443	2,302	2,889	6%	-15%
(c) Unallocated	329	358	440	-8%	-25%
Total segment assets	11,571	11,596	12,285	0%	-6%
Segment liabilities					
(a) Specialties	3,262	3,665	2,948	-11%	11%
(b) Polystyrene	972	899	995	8%	-2%
(c) Unallocated	957	711	1,742	35%	-45%
Total segment liabilities	5,191	5,275	5,686	-2%	-9%

Outlook 2019

Assumptions for 2019

- Given the uncertainties around trade due to US-China standoff and weak domestic demand, we expect outlook to remain average for coming months
- Union government initiatives may support future demand growth
- We would expect currency rates and raw material prices to stabilize

Target 2019

- Continue to strengthen our position in Specialties focus segments and drive product mix to maximize margins
- Safe and successful startup of Moxi compounding expansion from 66kt to 100kt by end of 2019

THANK YOU
