



Investor Presentation

Q V 2015 (Jan-Mar 2015)

STYROOLUTION ABS (INDIA) LIMITED

Driving Success. Together.

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Note :

- Q V 15 should be construed as period Jan 15 to Mar 15 in these presentation slides.
- The Board of Directors at its meeting held on November 12, 2014 has approved the change in the Company's current financial year from January 1, 2014 - December 31, 2014 (12 months) to January 1, 2014 - March 31, 2015 (15 months). Accordingly, subsequent financial years would be of 12 months from April 1 to March 31.

Agenda

Executive summary

Financial review

Update on corporate developments,
market conditions and outlook

Executive summary

2014-15⁽¹⁾ performance summary

- Jan 14 to Mar 15 was a period of consolidation. Investments made for reliable & robust SHE⁽³⁾ and expanded the capacity of SAN (Q1) and rubber (Q3) to capture the growth dynamics in line with the corporate Triple Shift growth strategy.
- Rubber was imported to meet customer requirements during rubber plant shutdown for expansion – limited volumes and margins impacted in Q2 & Q3
- Sharp fall in international crude oil prices in Q4 resulted in inventory loss, which created pressure on market demand.

Business update 2014-15⁽¹⁾ vs. 2013⁽²⁾

- The Company continued its focus on premium grades to maintain its leadership position and introduced new products in this segment. In line with the Company's Triple Shift growth strategy, efforts are made in focus industries; improved market share in Automotive; entered into Healthcare sector.
- The Company has added more Korean & Japanese OEM customers.

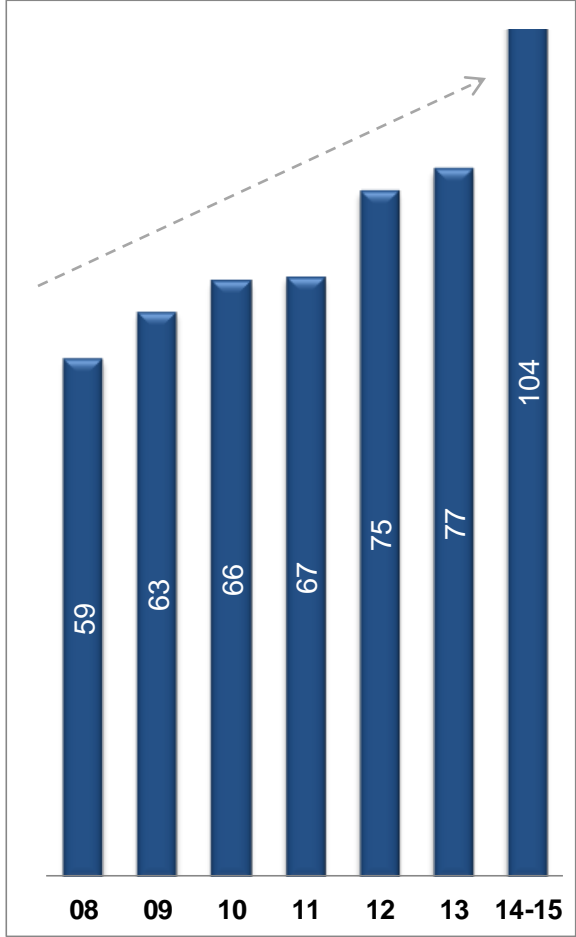
Market update 2014-15⁽¹⁾ vs. 2013⁽²⁾

- Demand grew by ~9% mainly driven by Automotive and Household. Sturdy growth of ABS demand driven by main applications, including scooters and refrigerator liners. Low demand in China prompted Korean and Thailand exporters to dump their products in India putting pressure on domestic prices and margins.

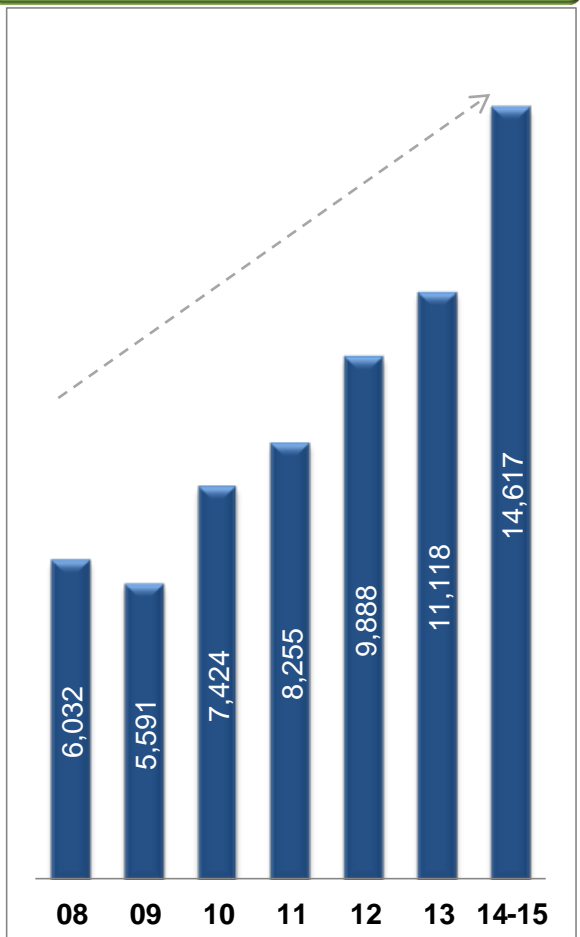
- ⁽¹⁾ period from Jan 14 to Mar 15 (15 months)
- ⁽²⁾ period from Jan 13 to Dec 13 (12 months)
- ⁽³⁾ Styrolution's global SHE (Safety, Health and Environment) approach is in line with INEOS standards

Financial track record...

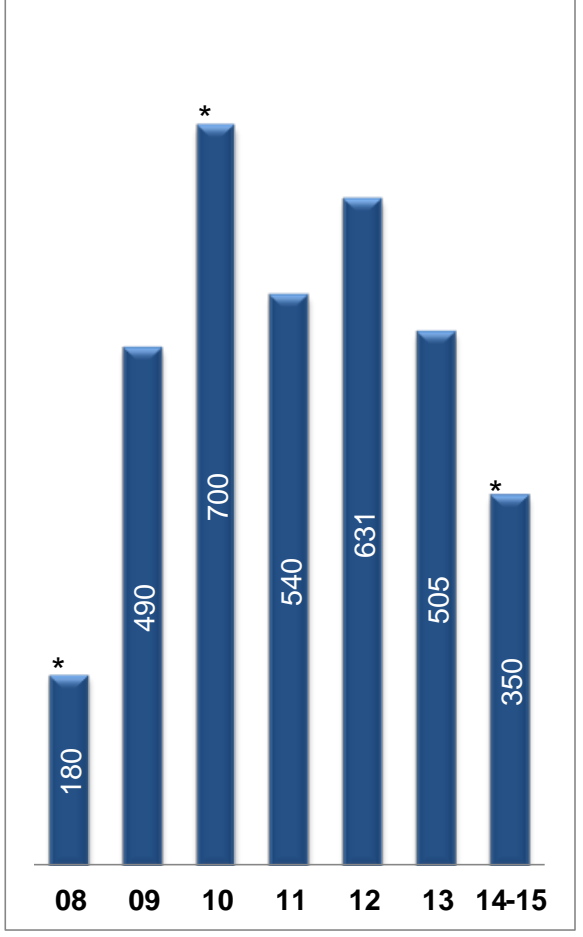
Sales Volume (kt)



Revenue (INR MIO)



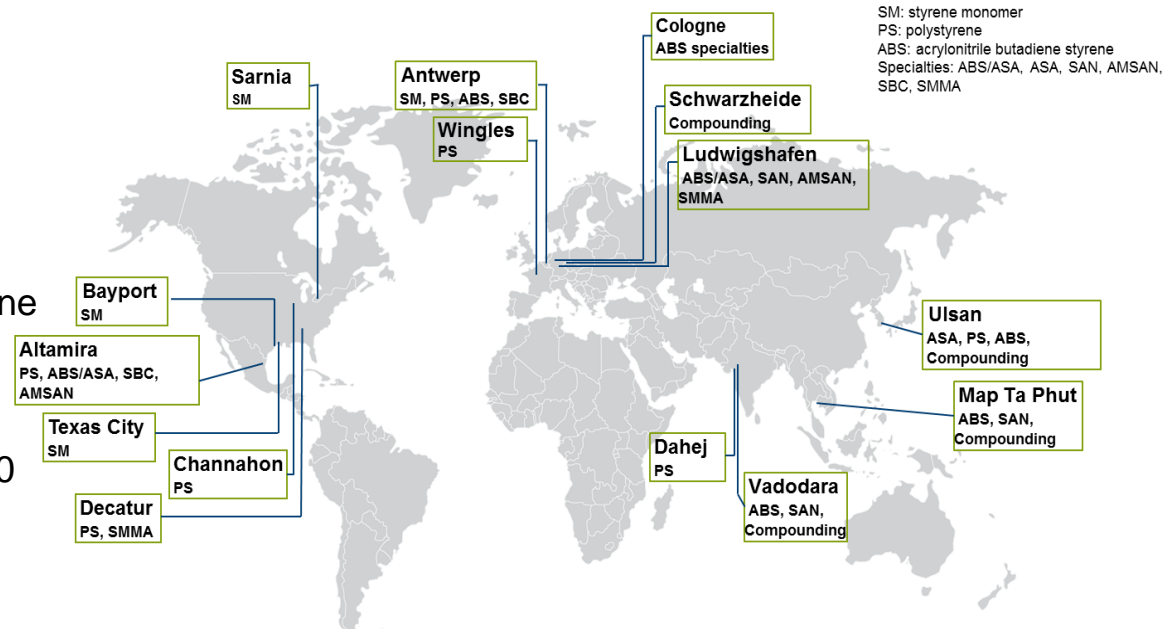
Net Income (INR MIO)



- * Exceptional years.
- 14-15 figures are pertaining to 15 months i.e. from Jan 14 to Mar 15. All others are calendar years.

Styrolution group – The global leader in styrenics

- ✓ Styrolution Group: Only company among the key players dedicated entirely to styrenics
 - ✓ #1 position in polystyrene (PS)
 - ✓ #1 position in specialties
 - ✓ #2 position in styrene monomer (SM)
 - ✓ #3 position in acrylonitrile butadiene styrene (ABS)
- ✓ 15 manufacturing sites in 9 countries, with 3,100 employees
- ✓ Diversified customer base in over 100 countries worldwide with 80+ years' experience in Styrenics
- ✓ 6 R&D centres; 2000+ applications across seven industries



Styrolution ABS (India) Limited: Footprint in India



Nandesari

- Graft rubber 27 kt/a from Sept' 14
- Compounding 14 kt/a
- 45,000 m²



Katol

- SAN 60 kt/a to 100 kt/a from Q1 14
- 45,000 m²



Moxi

- Compounding 66 kt/a
- 37,700 m²



Kandla - Shore tanks

- 11 tanks, 13.2 km³



Lamba, Dhank, Pransla - Windmills

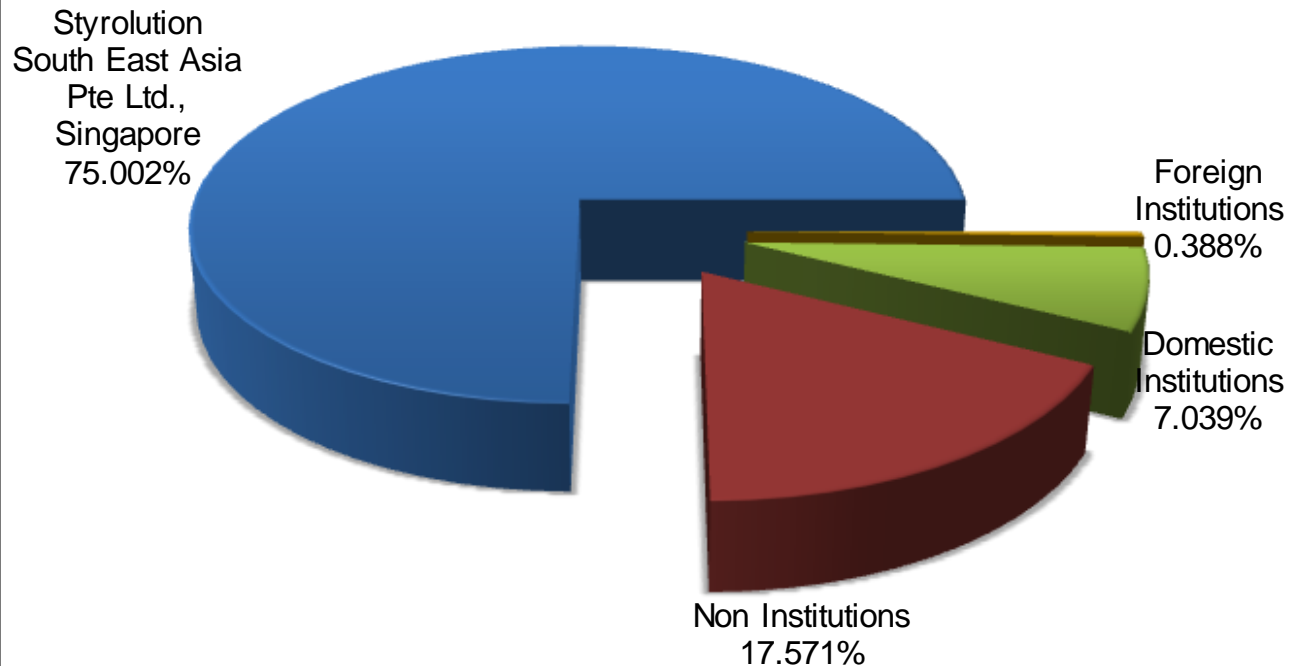
- 40 wind turbines
- 8.6 MW



Moxi - R&D Centre

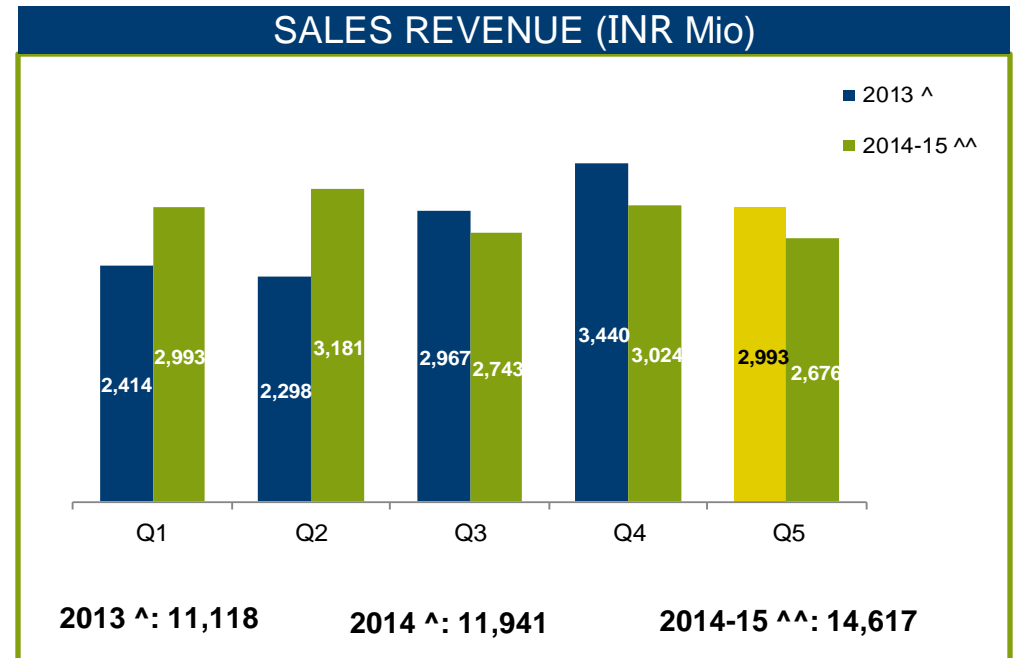
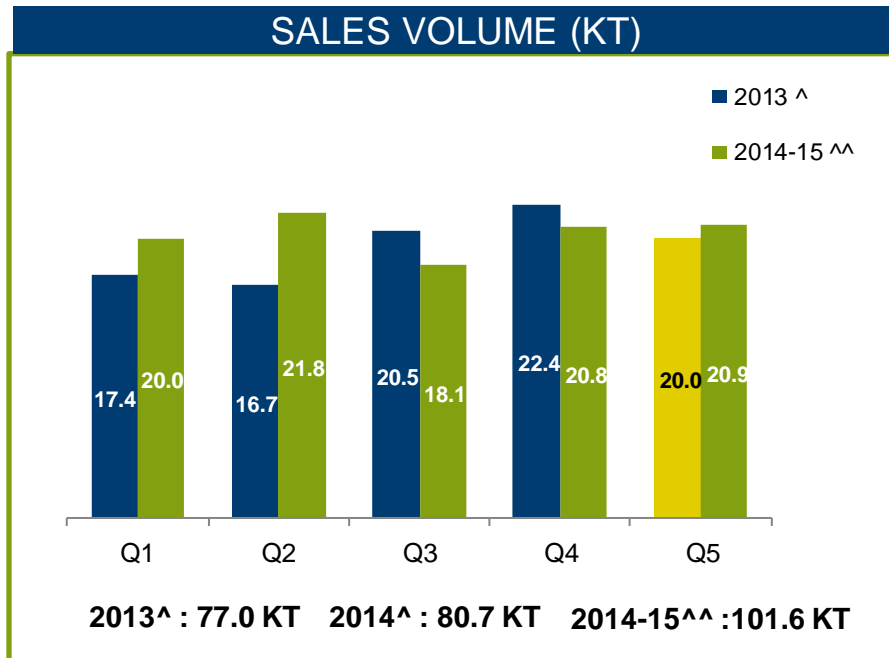
Shareholding pattern

as of March 31, 2015




- Subsequent to the year end, on 28th January, 2014, Styrolution (Jersey) Limited transferred its entire holding of 13,189,218 (75%) equity shares to Styrolution South East Asia Pte Ltd, Singapore. Accordingly, the holding company of the Company is Styrolution South East Asia Pte. Ltd., Singapore with effect from 28th January, 2014.
- Effective 17 November 2014, Styrolution Group is owned by INEOS group of Companies.
- Pursuant to the Open Offer from Styrolution South East Asia Pte Ltd, Singapore ('SSE') which closed on 3 March 2015, 300 shares from the public were accepted by the Acquirer consequent to which the shareholding of SSE increased by 300 shares to 13,189,518 shares (75.002%). Acquirer in compliance with SEBI guidelines on 9 June 2015 sold 300 shares through normal trading window, thereby bringing its holding back to 75%.

Sales Performance



Period Jan14-Mar15 (15 Months) Vs Jan-Dec 13 (12 Months):

- Volumes increased on an annual basis (↑ by 5% in CY^ 2014 vs CY^ 2013)
- Q3 2014 sales volume lower due to plant shutdown for rubber capacity expansion & Q4 2014 sales volume lower due to market demand shrunk caused by sharp fall in international crude oil prices

 period from Jan 14 to Mar 14

^ refers to Calendar Year (12 Months)

^^ refers to period from Jan 14 to Mar 15 (15 Months)

Financial review

2015 Q V (Jan-Mar) results highlights



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(Unit : INR Mio except volumes & EPS)

Particulars	Q V 2015	Q IV 2014	Q I 2014	% vs QIV 2014	% vs QI 2014
Volumes (kt)	20.9	20.8	20.0	0.5	4.4
Net sales (net of excise duty)	2,676	3,024	2,993	-11.5	-10.6
Other Income	6	10	17	-33.4	-61.5
Cost of goods sold	1,966	2,335	2,424	-15.8	-18.9
Depreciation & amortization	47	45	41	4.6	14.2
Other expenses	548	565	459	-2.9	19.5
Profit before tax	122	90	85	35.6	42.8
Profit after tax	92	64	60	44.8	53.0
EPS	5.24	3.62	3.42	44.8	53.0

Q V 2015 Performance:

- Market was not very strong in this quarter in spite of prices bottoming out
- Styrolution improved sales volume & profit by strengthening position in focused industry especially auto & household industry

Financial review

SAI standalone results highlights



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(Unit : INR Mio except volumes & EPS)

Particulars	Jan14-Mar15	Jan-Dec 13
	(15 Months)	(12 Months)
Volumes (kt)	101.6	77.0
Net sales (net of excise duty)	14,617	11,118
Other income	63	134
Cost of goods sold	11,414	8,475
Depreciation & amortization	213	134
Other expenses	2,536	1,870
Profit before tax	517	774
Profit after tax	350	505
EPS	19.92	28.72

Period Jan14-Mar15 (15 Months) vs Jan-Dec 13 (12 Months):

- Current period financial statements are for 15 months and accordingly not comparable to previous year.
- High cost rubber was imported to meet customer requirements during rubber plant shutdown for expansion – limited volumes and margins impacted in Q2 & Q3.
- Sharp decline in feedstock market prices caused by fall in crude prices in Q4 resulted in inventory loss.
- Capitalization of 1023 Mio INR for capacity expansion & EHS improvement is expected to return the benefits in coming years.

Financial review

SAI consolidated result highlights



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(Unit : INR Mio except volumes & EPS)

Particulars	Jan14-Mar15
	(15 Months)
Volumes (kt)	155.5
Net sales (net of excise duty)	20,215
Other income	245
Cost of goods sold	16,517
Depreciation & amortization	317
Other expenses	3,269
Profit before tax	356
Profit after tax	189
EPS	10.76

SAI Consolidated Result :

- Comparative consolidated results have not been presented being first year of acquisition of Styrolution India Pvt. Ltd. (Wholly owned subsidiary) by the Company. SIN is a wholly owned subsidiary of the Company effective from 1 March, 2014.

Assumptions for 2015-16

- Indian economy shows the sign of recovery. GDP growth >7.4% forecasted in 2015
- India Consumer Inflation Rate is expected to remain below 6% in 2015-16
- Low crude oil price to help Indian economy growth and also accelerate demand growth in fuel driven products.
- Crude oil prices, if bottomed out & stabilized, will have positive impact on industry.
- Uncertainty prevails in global economy; Europe is still on recovery path and China's economic development is uncertain.

Target 2015-16

- Strengthen our position in focus industries mainly Automotive and Household
- We aim to achieve an increase in our full year profit compared to last year, driven by implementation of our Triple Shift strategy as well as synergies from the integration into INEOS. However, this target depends on global economic developments & price fluctuations of our main raw materials.



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