

# INEOS STYROLUTION INDIA LIMITED

## INVESTOR PRESENTATION

Q4 2017-18 (Jan-Mar)

**INEOS**  
**STYROLUTION**

Driving Success. Together.

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# Notes

- Revenue from operations for periods up to June 30, 2017 include excise duty, which is discontinued effective from July 01, 2017 upon implementation of Goods and Services Tax in India. In accordance with Ind AS 18, Revenue, GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter and the Year ended Mar 31, 2018 are not comparable with the previous periods.
- 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

## Jan – Mar 18 Performance summary

- Profit Before Tax (PBT) increased to 504 Mio INR in Jan – Mar 18 as compared to 228 Mio INR in Oct-Dec 17
- Profit Before Tax (PBT) in Jan – Mar 18 is 504 Mio INR as compared to 388 Mio INR in Jan – Mar 17

## Jan – Mar 18 Market update

- Market has shown growth in this quarter resulting in overall increase in industrial production
- Observed growth momentum and positive sentiments in our core industries namely Automotive, Household & Electronics, Distribution

## Jan – Mar 18 Business update

- Good growth across all segments in line with the market
- The implementation of the distribution strategy has resulted in consistent performance and good control in market place

# INEOS Styrolution at a glance

 **3,300**  
EMPLOYEES

 **9**  
COUNTRIES

**16**   
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

**5.3** BILLION  
EUROS IN REVENUE  
IN 2017



AUTOMOTIVE



ELECTRONICS



HOUSEHOLD



CONSTRUCTION



HEALTHCARE



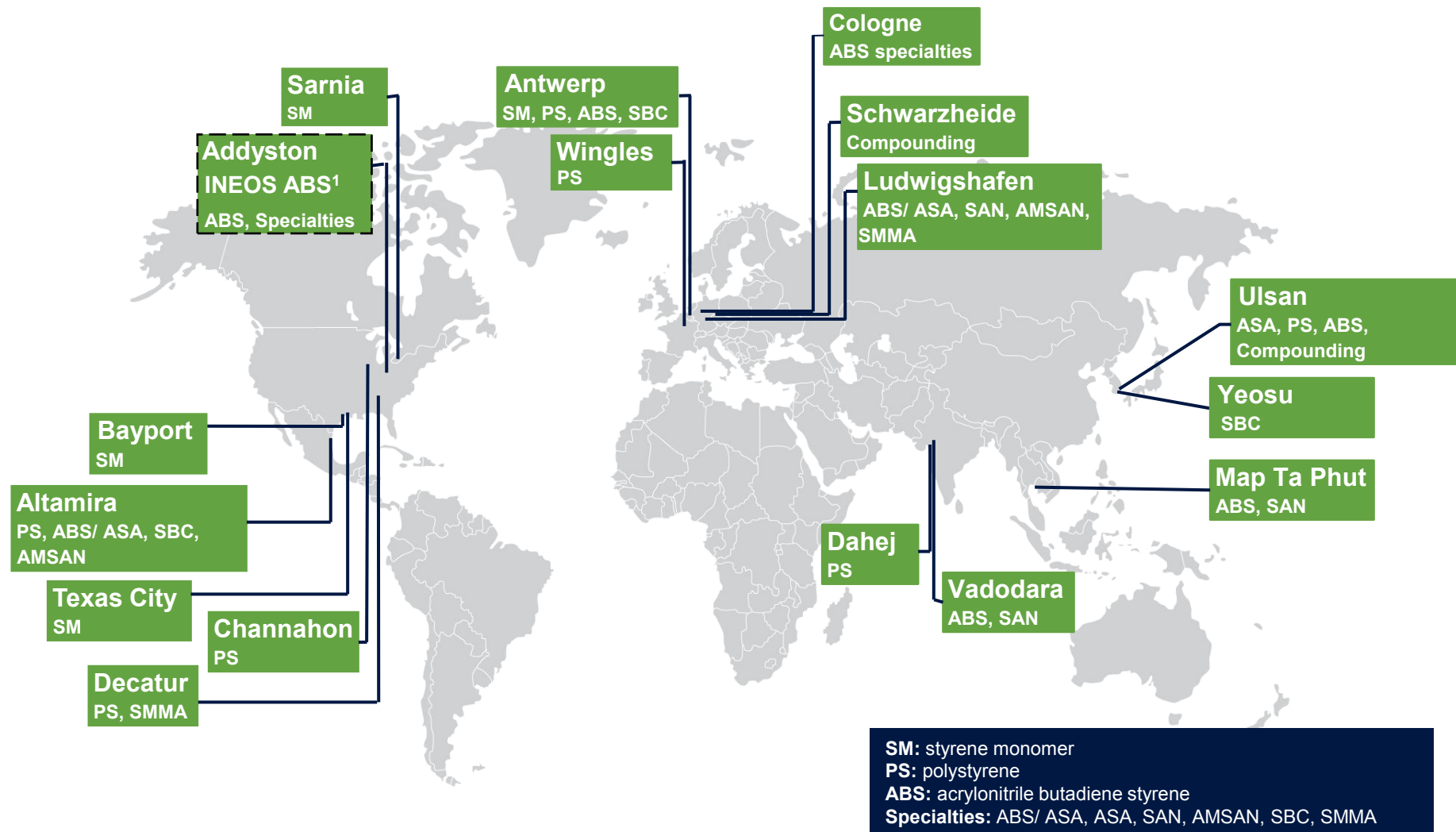
PACKAGING



TOYS, SPORTS  
& LEISURE



# Global reach and proximity to customer markets

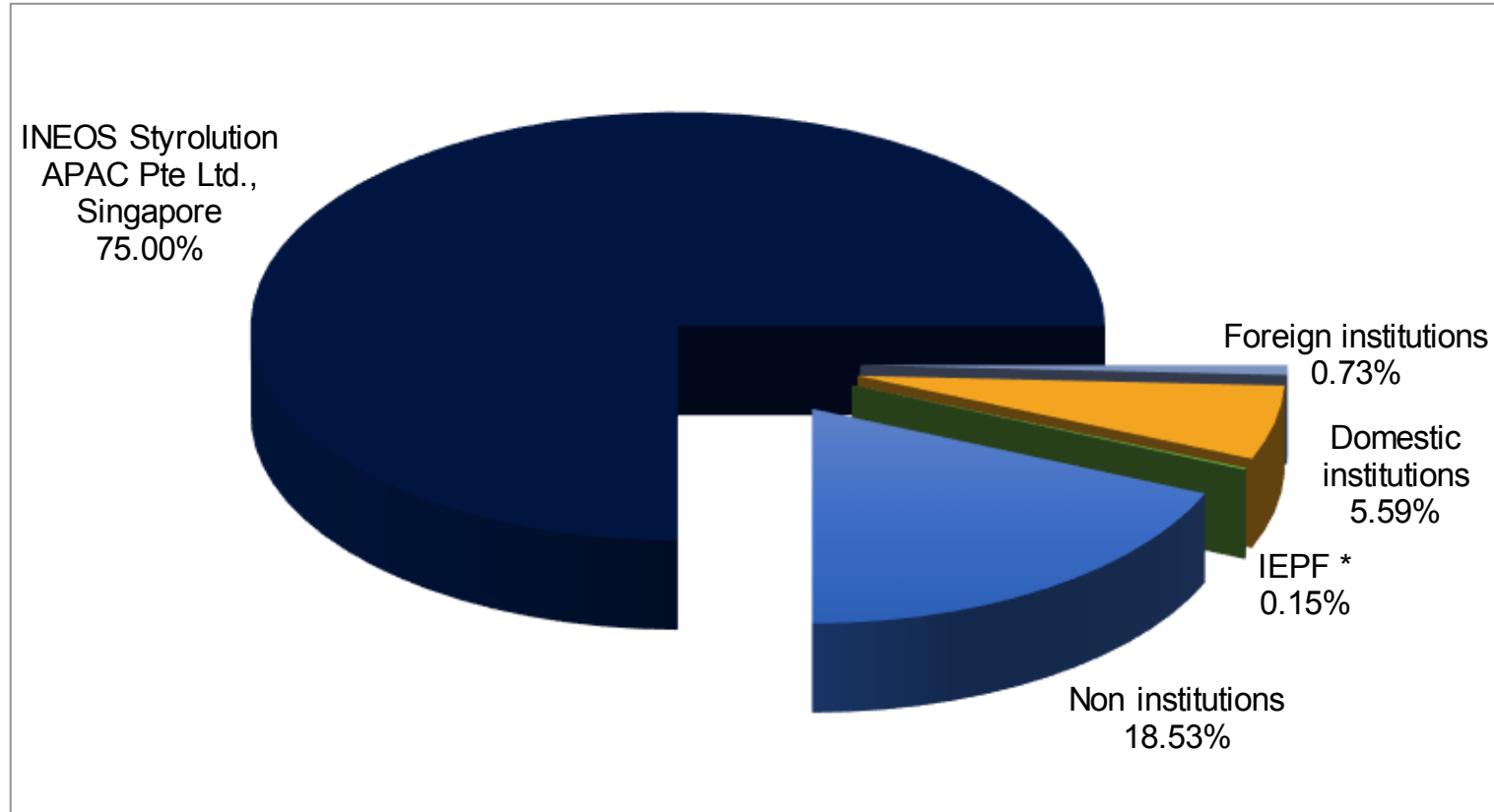


(1) INEOS Styrolution acts as exclusive distributor for the INEOS ABS plant in Addyston, Ohio.



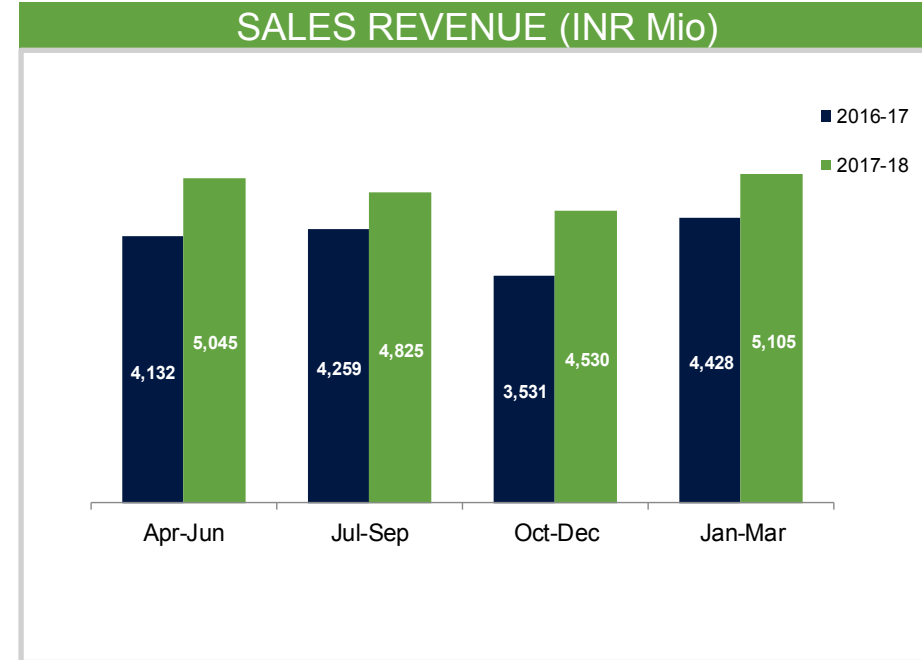
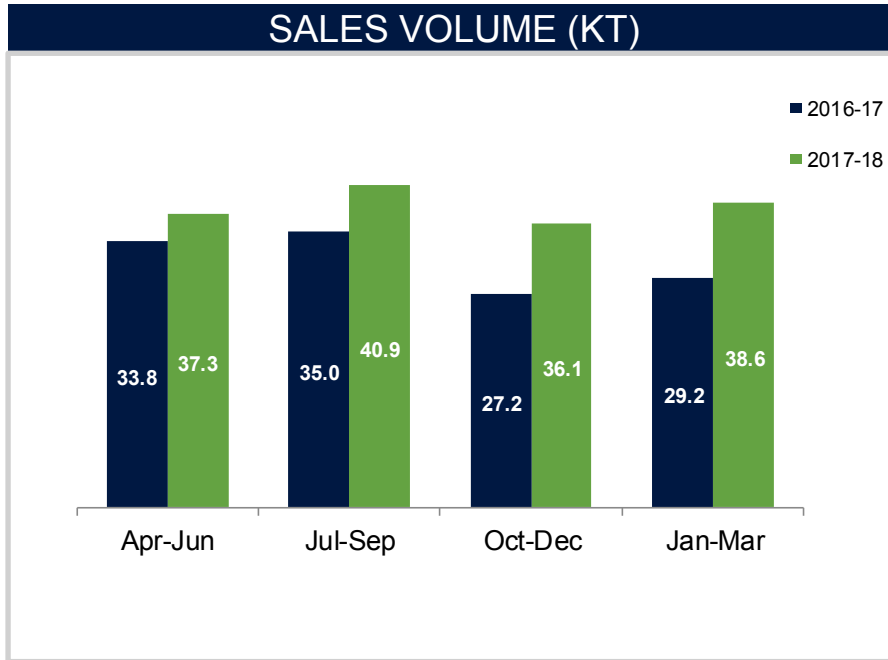
# Shareholding pattern

as at Mar 31, 2018



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

# Sales performance



- Sales revenue – refer note below.

Revenue from operations for periods up to June 30, 2017 include excise duty, which is discontinued effective from July 01, 2017 upon implementation of Goods and Services Tax (GST) in India. In accordance with Ind AS 18, Revenue, GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter Jan – Mar 18 and Year ended Mar 31, 2018 is not comparable with the previous periods.

# Financial review

## Q4 2017-18 (Jan-Mar) results highlights

(Unit : INR Mio except volumes & EPS)

Particulars	Jan-Mar 18	Oct-Dec 17	Jan-Mar 17	% vs Oct-Dec 17	% vs Jan-Mar 17
Volumes (kt)	38.6	36.1	29.2	6.8	32.1
Sales revenue	5,105	4,530	4,493	12.7	13.6
Other income	25	15	11	71.7	123.1
Cost of goods sold	3,855	3,432	3,329	12.3	15.8
Depreciation & amortization	63	68	63	(7.4)	(0.5)
Other expenses	708	817	724	(13.3)	(2.2)
Profit before tax	504	228	388	120.7	29.9
Profit after tax	322	143	297	125.1	8.5
Other comprehensive income	(8)	8	0		
Total comprehensive income	314	151	297	108.0	5.6
EPS (Rs.)	18.31	8.14	16.88	125.1	8.5

Revenue from operations for periods Jan – Mar 17 include excise duty, which is discontinued effective from July 01, 2017 upon implementation of Goods and Services Tax (GST) in India. In accordance with Ind AS 18, Revenue, GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter Oct – Dec 17 & Jan – Mar 18 is not comparable with the previous period.

# Financial review

## FY18 results highlights

(Unit : INR Mio except volumes & EPS)

Particulars	FY18	FY17	%
Volumes (kt)	152.7	125.2	21.9
Sales Revenue	19,507	16,692	16.9
Other Income	69	41	70.1
Cost of goods sold	15,223	12,683	20.0
Depreciation & amortization	254	253	0.4
Other expenses	3,069	2,793	9.9
Profit before tax	1,031	1,003	2.8
Profit after tax	662	693	(4.4)
Other comprehensive income	(3)	(4)	(35.1)
Total comprehensive income	659	688	(4.2)
EPS (Rs.)	37.66	39.40	(4.4)

Revenue from operations for period FY17 include excise duty, which is discontinued effective from July 01, 2017 upon implementation of Goods and Services Tax (GST) in India. In accordance with Ind AS 18, Revenue, GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for FY18 is not comparable with the previous period.

# Segment revenue & results

Q4 2017-18 (Jan-Mar) results highlights

(Unit : INR Mio)

Particulars	Jan-Mar 18	Oct-Dec 17	Jan-Mar 17	% vs Oct-Dec 17	% vs Jan-Mar 17
<b>1. Segment revenue</b>					
(Revenue from operations)					
(a) Specialties	3,809	3,275	3,351	16.3	13.7
(b) Polystyrene	1,295	1,253	1,076	3.3	20.3
(c) Others	1	1	66	(2.1)	(97.8)
<b>Total</b>	<b>5,105</b>	<b>4,530</b>	<b>4,493</b>	<b>12.7</b>	<b>13.6</b>
<b>2. Segment results</b>					
(Segment profit before interest and tax)					
(a) Specialties	459	244	372	88.3	23.2
(b) Polystyrene	64	7	67	831.4	(4.0)
(c) Others	1	1	13	(2.1)	(89.0)
<b>Total segment profit before interest and tax</b>	<b>525</b>	<b>252</b>	<b>452</b>	<b>108.1</b>	<b>16.0</b>
(i) Interest expense	(18)	(34)	(45)	(47.0)	(59.3)
(ii) Interest income	17	4.3	3.9	296.3	338.6
(iii) Other unallocable expenditure (Net of income)	(19)	6	(23)	(416.2)	(16.8)
<b>Profit before tax</b>	<b>504</b>	<b>228</b>	<b>388</b>	<b>120.7</b>	<b>29.9</b>

- Revenue is not comparable as Jan-Mar 17 sales is inclusive of excise duty which is discontinued effective from July 1, 2017 upon implementation of GST. In accordance with Ind AS 18, GST is not included in revenue from operations in Oct-Dec 17 & Jan – Mar 18

# Segment revenue & results

## FY18 results highlights

(Unit : INR Mio)

Particulars	Apr-Mar 18	Apr-Mar 17	% Vs Apr-Mar 17
<b>1. Segment revenue</b>			
(Revenue from operations)			
(a) Specialties	13,934	11,683	19.3
(b) Polystyrene	5,567	4,599	21.1
(c) Others	6	410	(98.6)
<b>Total</b>	<b>19,507</b>	<b>16,692</b>	<b>16.9</b>
<b>2. Segment results</b>			
(Segment profit before interest and tax)			
(a) Specialties	1,115	1,118	(0.2)
(b) Polystyrene	42	74	(42.7)
(c) Others	6	28	(79.7)
<b>Total segment profit before interest and tax</b>	<b>1,163</b>	<b>1,220</b>	<b>(4.6)</b>
(i) Interest expense	(137)	(137)	0.1
(ii) Interest income	42	14	200.2
(iii) Other unallocable expenditure (Net of income)	(37)	(94)	(60.8)
<b>Profit before tax</b>	<b>1,031</b>	<b>1,003</b>	<b>2.8</b>

- Revenue is not comparable as FY17 sales is inclusive of excise duty which is discontinued effective from July 1, 2017 upon implementation of GST. In accordance with Ind AS 18, GST is not included in revenue from operations in FY18

# Segment assets & liabilities

Q4 2017-18 (Jan-Mar) results highlights

(Unit : INR Mio)

Particulars	Jan-Mar 18	Oct-Dec 17	Jan-Mar 17	% vs Oct-Dec 17	% vs Jan-Mar 17
<b>Segment assets</b>					
(a) Specialties	7,591	6,938	7,107	9.4	6.8
(b) Polystyrene	2,593	2,290	2,946	13.3	(12.0)
(c) Unallocated	351	393	443	(10.9)	(20.9)
<b>Total segment assets</b>	<b>10,534</b>	<b>9,621</b>	<b>10,497</b>	<b>9.5</b>	<b>0.4</b>
<b>Segment liabilities</b>					
(a) Specialties	2,311	1,706	1,695	35.5	36.4
(b) Polystyrene	739	114	463	549.4	59.7
(c) Unallocated	1,039	1,670	2,469	(37.8)	(57.9)
<b>Total segment liabilities</b>	<b>4,089</b>	<b>3,489</b>	<b>4,626</b>	<b>17.2</b>	<b>(11.6)</b>

# Outlook 2018

## Assumptions for 2018

- We expect various budgetary schemes to drive demand growth
- We do not expect abnormal movement in currency rates and raw material prices

## Target 2018

- Continue to strengthen our position in Specialties, drive product mix to maximize margins and add new grades to our product portfolio
- Continue to optimize distribution network through third party logistics
- Ensure stable operations



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**THANK YOU**

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