

May 19, 2021

To,  
**BSE Limited**  
Dept. DSC\_CRD  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
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**

**Subject: Investor Presentation**

Dear Sir,

In continuation to our letter dated May 14, 2021 informing about the earnings call organized by the Company on May 20, 2021, please find attached Investor Presentation relating to the Audited Financial Results for the fourth quarter and year ended on March 31, 2021.

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

Thanking you.

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

ABHIJAAT Digitally signed by  
ABHIJAAT  
AKHILESH AKHILESH SINHA  
SINHA Date: 2021.05.19  
16:03:16 +05'30'

Abhijaat Sinha  
Head Legal and Company Secretary

# INEOS STYROLUTION INDIA LIMITED

## INVESTOR PRESENTATION

Q4 2020-21 (Jan-Mar)

**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

Company information

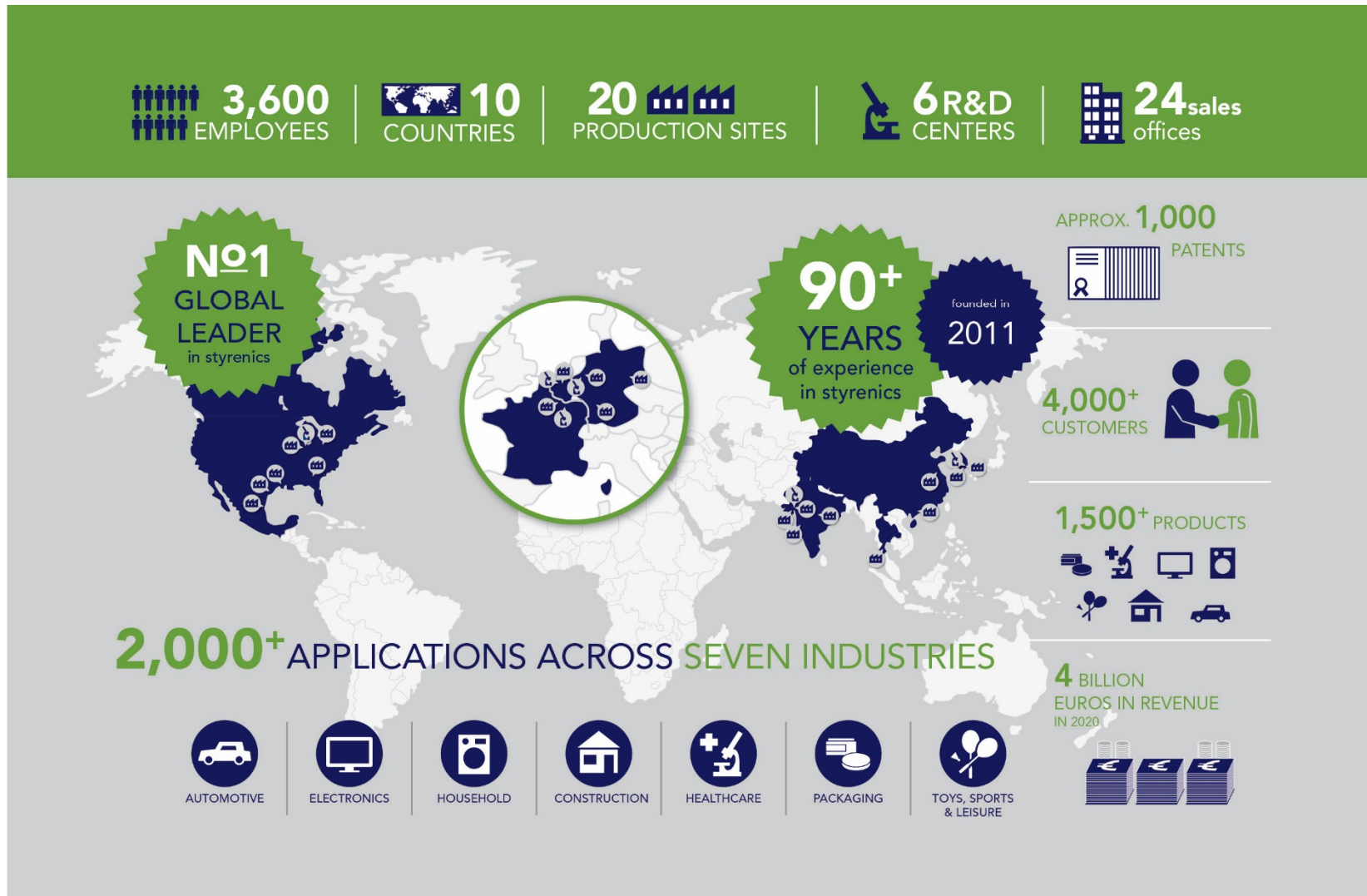
Financial review

Outlook 2021

# Executive Summary Jan-Mar 2021

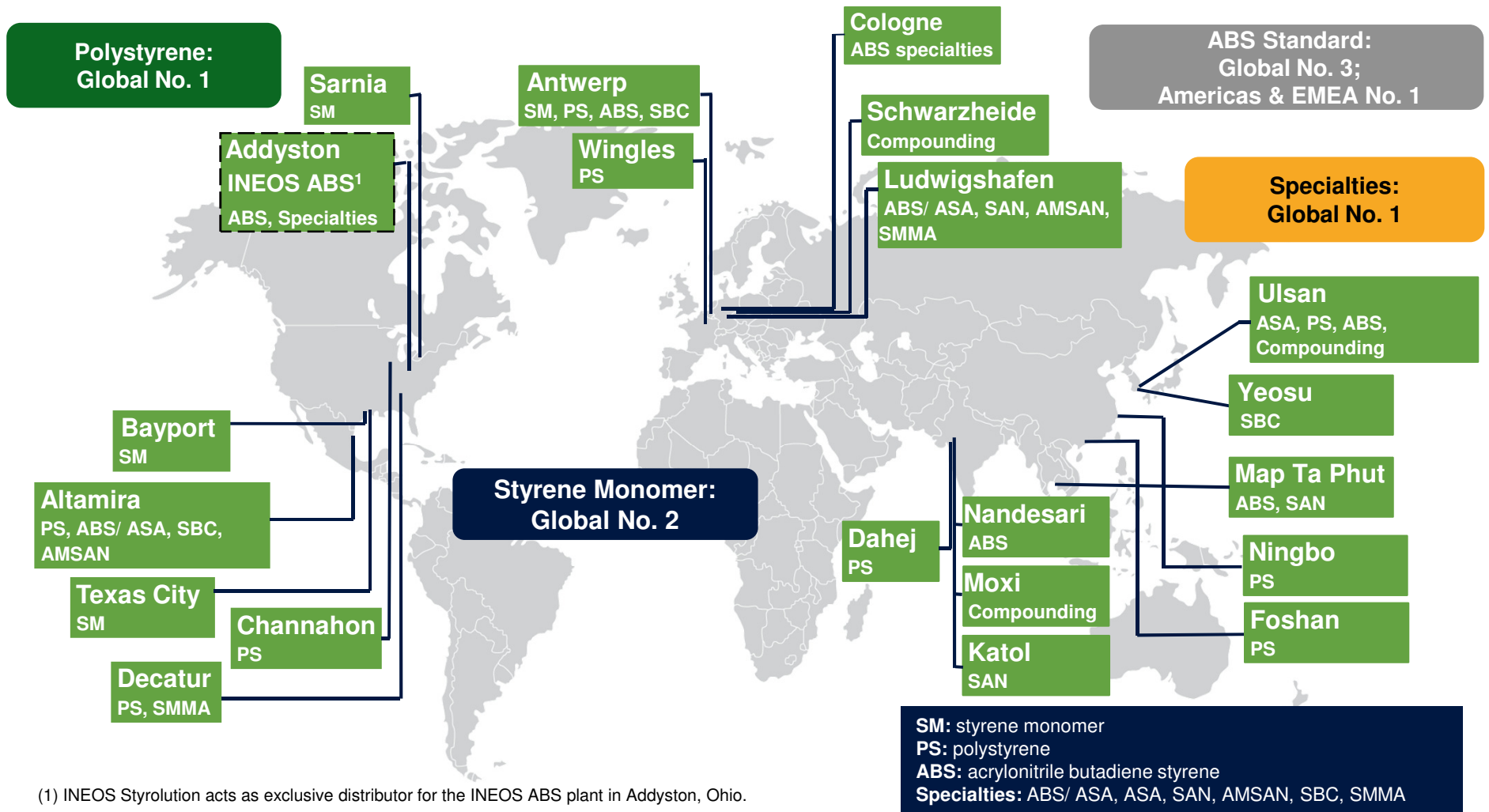
<b>Performance Summary</b>	<ul style="list-style-type: none"><li>• Profit / (Loss) before tax and exceptional item:<ul style="list-style-type: none"><li>○ Jan-Mar 21 : 2,165 mINR</li><li>○ Oct-Dec 20 : 1,353 mINR</li><li>○ Jan-Mar 20 : 89 mINR</li></ul></li></ul>
<b>Market Update</b>	<ul style="list-style-type: none"><li>• Business continued to grow in Q4 as COVID situation improved during quarter</li><li>• High market prices and strong margins resulted in improved business performance</li><li>• Most market segments have shown strong volume growth</li><li>• INR was generally stable compared to USD during the quarter</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

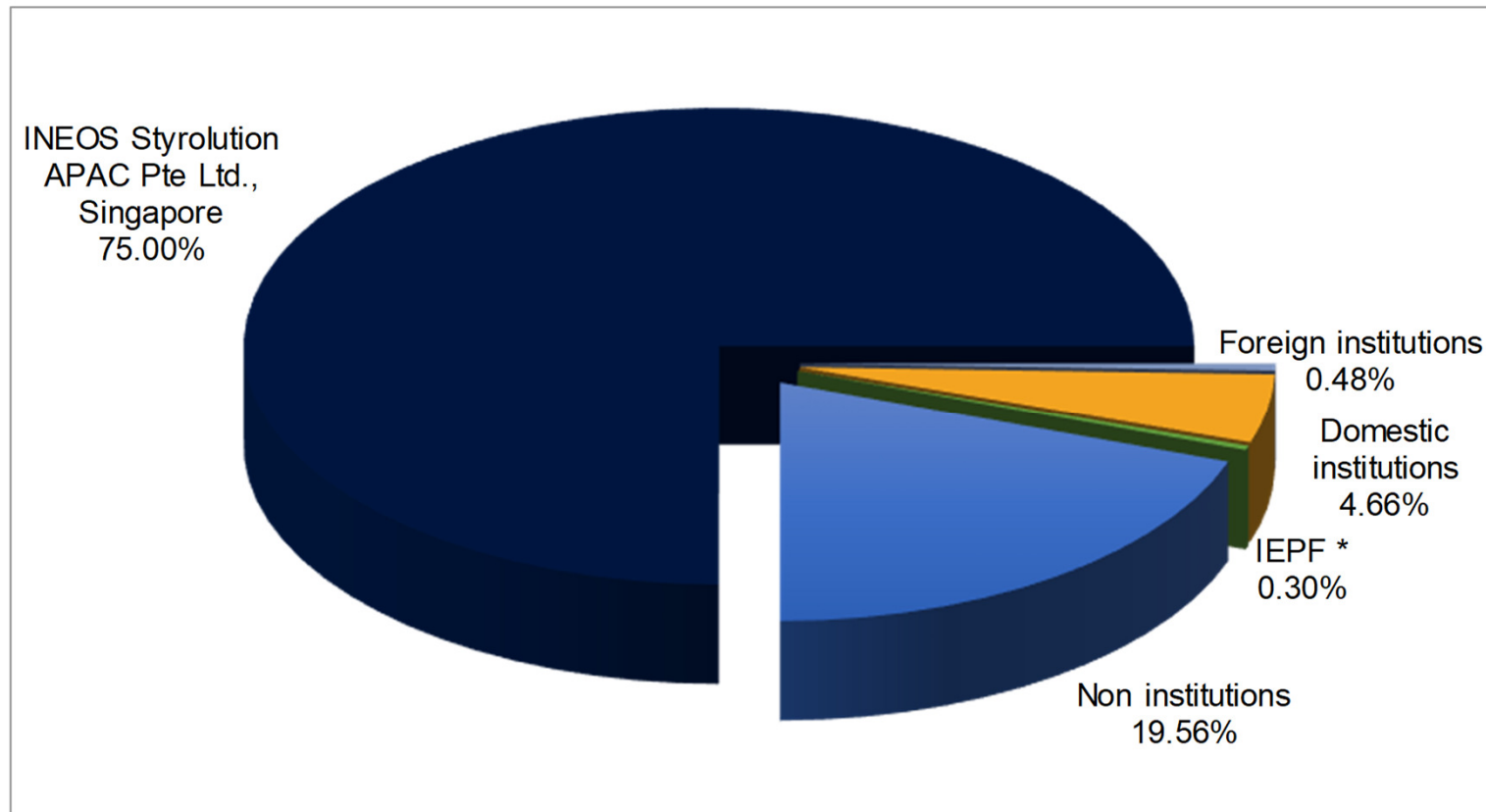


(1) INEOS Styrolution acts as exclusive distributor for the INEOS ABS plant in Addyston, Ohio.

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

# Shareholding pattern

as at Mar 31, 2021



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

# Financial review

## Quarter & Year Ended Mar 2021 results highlights

(Unit : INR mn except EPS)

Particulars	Jan-Mar 21	Oct-Dec 20	Jan-Mar 20	% vs Oct-Dec 20	% vs Jan-Mar 20	Apr 20 - Mar 21	Apr 19 - Mar 20	%
Sales revenue	6,365	4,848	3,590	31%	77%	16,315	15,790	3%
Other income	36	37	16	-2%	120%	131	68	92%
Cost of goods sold	3,401	2,700	2,659	26%	28%	9,641	12,266	-21%
Depreciation & amortization	92	92	94	0%	-2%	360	316	14%
Other expenses	745	742	765	0%	-3%	2,684	3,032	-11%
Profit / (loss) before exceptional Item & tax	2,165	1,353	89	60%	2335%	3,761	245	1438%
Exceptional Item	-	-	-			-	380	
Profit / (loss) before tax	2,165	1,353	89	60%	2335%	3,761	(135)	2886%
Profit / (loss) after tax	1,614	1,030	45	57%	3525%	2,802	(95)	3043%
Other comprehensive income	1	(5)	(0)	120%	454%	(7)	(2)	-241%
Total comprehensive income	1,615	1,025	44	58%	3551%	2,795	(97)	2971%
EPS (Rs.)	91.8	58.6	2.5	57%	3525%	159.3	(5.4)	3043%

# Segment revenue & results

Quarter & Year Ended Mar 2021 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jan-Mar 21	Oct-Dec 20	Jan-Mar 20	% vs Oct-Dec 20	% vs Jan-Mar 20	Apr 20 - Mar 21	Apr 19 - Mar 20	% vs Apr 19 - Mar 20
<b>1. Segment revenue</b>								
(Revenue from operations)								
(a) Specialties	4,476	3,496	2,625	28%	71%	11,473	11,695	-2%
(b) Polystyrene	1,889	1,353	965	40%	96%	4,842	4,095	18%
<b>Total</b>	<b>6,365</b>	<b>4,848</b>	<b>3,590</b>	<b>31%</b>	<b>77%</b>	<b>16,315</b>	<b>15,790</b>	<b>3%</b>
<b>2. Segment results</b>								
(Segment profit before interest and tax)								
(a) Specialties	1,766	1,040	133	70%	1225%	2,915	290	904%
(b) Polystyrene	433	335	65	29%	569%	941	(183)	614%
<b>Total segment profit before interest and tax</b>	<b>2,199</b>	<b>1,375</b>	<b>198</b>	<b>60%</b>	<b>1010%</b>	<b>3,857</b>	<b>107</b>	<b>3490%</b>
(i) Interest expense	(53)	(33)	(49)	-63%	-7%	(146)	(159)	-8%
(ii) Interest income	17	8	0	105%	9983%	44	18	146%
(iii) Other unallocable expenditure (Net of income)	2	2	(60)	-19%	104%	7	(101)	107%
<b>Profit before tax</b>	<b>2,165</b>	<b>1,353</b>	<b>89</b>	<b>60%</b>	<b>2335%</b>	<b>3,761</b>	<b>(135)</b>	<b>2886%</b>

# Segment assets & liabilities

Quarter & Year Ended Mar 2021 results highlights

(Unit : INR mn)

Particulars	Quarterly					YTD		
	Jan-Mar 21	Oct-Dec 20	Jan-Mar 20	% vs Oct-Dec 20	% vs Jan-Mar 20	Apr 20 - Mar 21	Apr 19 - Mar 20	% vs Apr 19 - Mar 20
<b>Segment assets</b>								
(a) Specialties	8,428	8,004	8,129	5%	4%	8,428	8,129	4%
(b) Polystyrene	2,252	1,852	2,182	22%	3%	2,252	2,182	3%
(c) Unallocated	2,454	1,227	241	100%	918%	2,454	241	918%
<b>Total segment assets</b>	<b>13,134</b>	<b>11,082</b>	<b>10,552</b>	<b>19%</b>	<b>24%</b>	<b>13,134</b>	<b>10,552</b>	<b>24%</b>
<b>Segment liabilities</b>								
(a) Specialties	2,824	2,600	2,699	9%	5%	2,824	2,699	5%
(b) Polystyrene	1,231	1,037	1,105	19%	11%	1,231	1,105	11%
(c) Unallocated	191	173	656	10%	-71%	191	656	-71%
<b>Total segment liabilities</b>	<b>4,246</b>	<b>3,810</b>	<b>4,459</b>	<b>11%</b>	<b>-5%</b>	<b>4,246</b>	<b>4,459</b>	<b>-5%</b>

# Outlook 2021

## Assumptions for 2021

- With second wave of COVID, uncertainty remains on the duration and its impact on Indian economy in Q1 FY21-22.
- We expect initiative by Government such as Production Linked Incentive schemes, Atmanirbhar Bharat initiative to help revival of economy.
- Global economies and supply chains to recover driven by stimulus packages in major countries.
- We expect the ABS and Styrenics market to get long sometime this year.

## Target 2021

- 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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