



We create chemistry

BASF India Limited, Mumbai - 400 051, India

June 10, 2022

The Market Operations Department
BSE Limited,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001

Name of the Company : **BASF INDIA LIMITED**
Security Code No. : **500042**

Dear Sir/Madam,

Re: Analysts / Fund Managers Meeting of BASF India Limited

Further to our letter dated June 8, 2022 on the above-mentioned subject, we enclose herewith the presentation made by the Company at the Analyst / Fund Managers meeting held today i.e. June 10, 2022 at 4 p.m..

Please treat the above information as intimation under Regulation 30 of the Securities & Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended.

Thanking You,

Yours faithfully,

For BASF India Limited

Manohar Kamath
Director – Legal, General Counsel (India)
& Company Secretary

Pankaj Bahl
Manager- Company Secretarial

Cc: Listing Compliance,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra –(East).
Mumbai-400051.

Registered Office
BASF India Limited
The Capital, 'A' Wing, 1204-C, 12th Floor,
Plot No. C-70, 'G' Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400 051, India

Tel +91 22 6278 5600

CIN - L33112MH1943FLC003972

www.basf.com/in



Analysts / Fund Managers Meeting

Narayan Krishnamohan
Managing Director, BASF India Limited

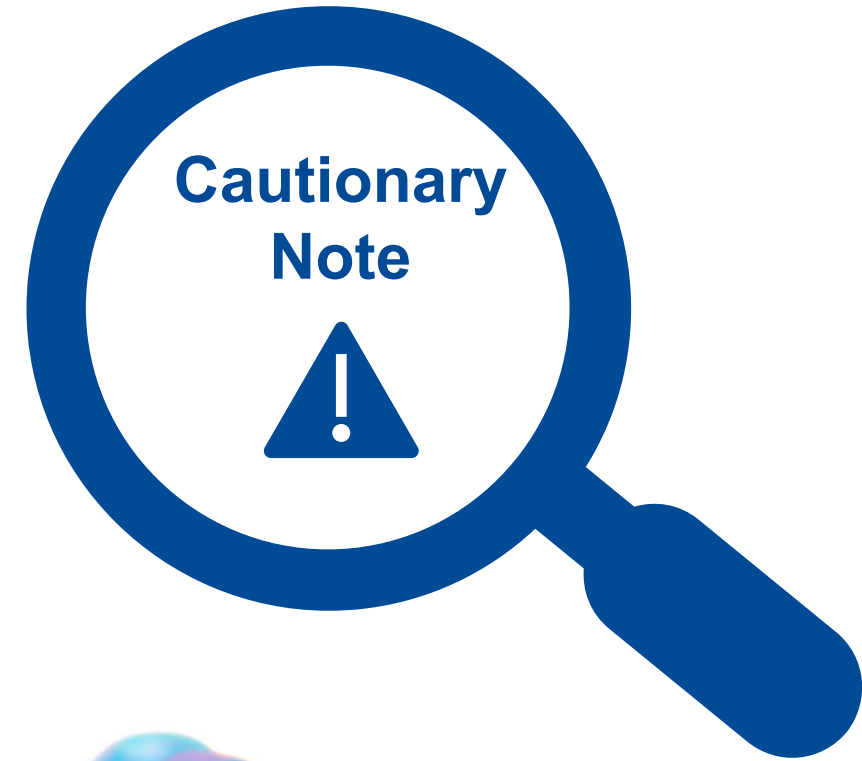
Narendranath J. Baliga
Chief Financial Officer, BASF India Limited

Mumbai, 10.06.2022



Forward looking statements

- Only matters in the public domain can be subject matter of discussion in this meeting
- As a matter of policy, we do not provide any forecast about the future business situation
- We do not comment or give guidance on future results or business outlook



Safety continues to be our first priority, always

No work-related injuries recorded. Encourage employees to stay vigilant

LTI 2021 **02** 2022 **02** LTI-rate YTD: 0.07
Goal 2025: ≤ 0.10

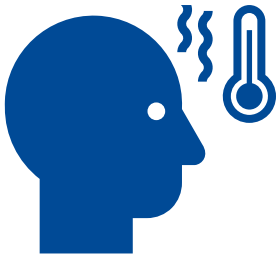
PSI 2021 **00** 2022 **02** PSI-rate YTD: 0.07
Goal 2025: ≤ 0.10

		2021	2022	Comparison	2021	Year-on-year comparison
		Jan - Apr	Jan - Apr	(-) ← → (+)	Jan - Dec	(-) ← → (+)
Work Related Injuries	FAT	0	0		0	
Work Related Injuries	LTI	2	2		5	
BASF + Leasing employees + Contractors	per 200,000 hours* worked	0.07	0.07		0.06	
First Aid Cases	First aid	10	9		19	
RDI		1	1		4	
Near Miss		65	64		198	
Accidental Release	Reportable AR incidents	0	0		0	
Process Safety	PSI	0	2		2	
	AFPD	0	2		1	
Transportation Safety	Accidents	2	0		5	
	Spills	2	1		3	



COVID-19 update: India & BASF

as of June 6, 2022



>26.9k active cases

7 day avg of 3714 cases
in India



>42.63mn patients

Discharged with a recovery rate
of 98.74%



>524k fatalities

Vaccinations prove effective in
reducing mortality rate



>194mn vaccines

Administered and 64.7% of
population fully vaccinated

BASF India ~99% vaccinated	Active Cases	Total Cases	Employee	Contractor
	1	1184	778	405



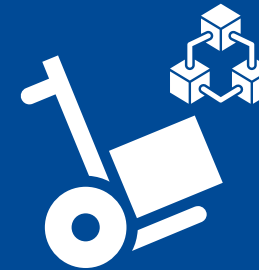
Geopolitics and Inflation to influence FY 23' GDP

- **Auto:** Chip shortage easing, LV & PV sales for April improved
- **Construction:** Momentum despite rising prices & interest rates
- **Agriculture:** Heat wave threatens wheat output by 5.7%, Rising costs
- **FMCG:** Steep inflation impacts rural growth. Urban demand stable
- **Chemicals:** Exports increasing. Margin pressure from increasing crude oil prices. Specialty chemicals expected to report strong growth

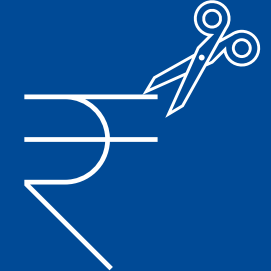
Complex macro-environment



Geopolitics & COVID-19



Supply chain Disruptions



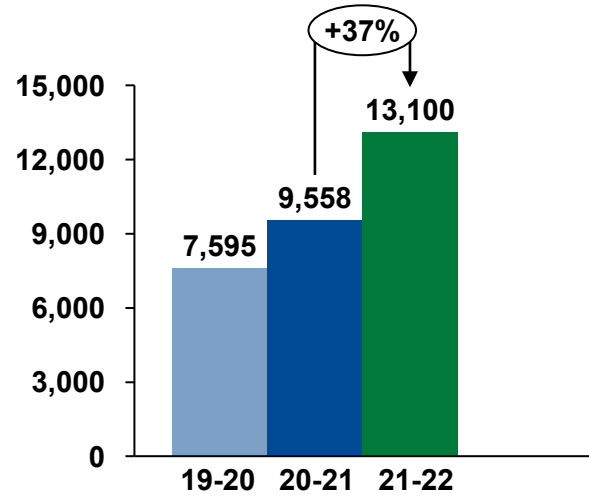
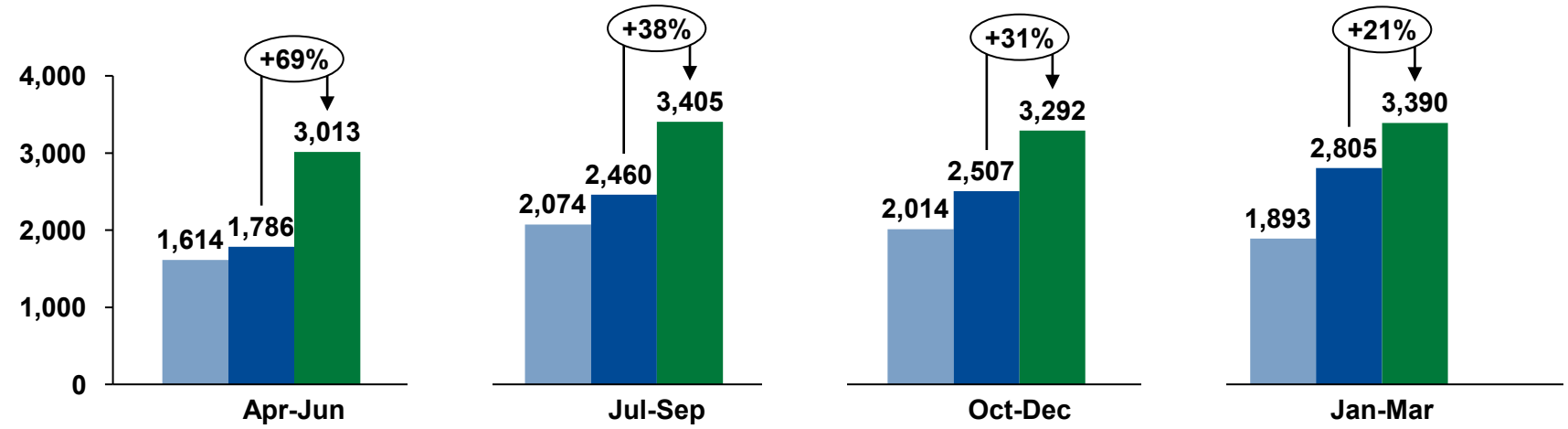
Inflation & Interest rates

Our Financial Performance

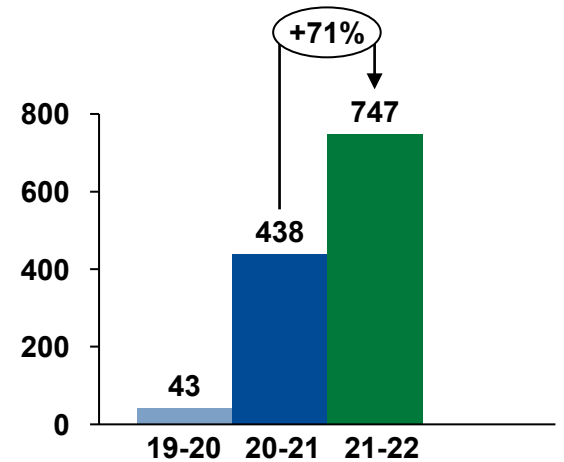
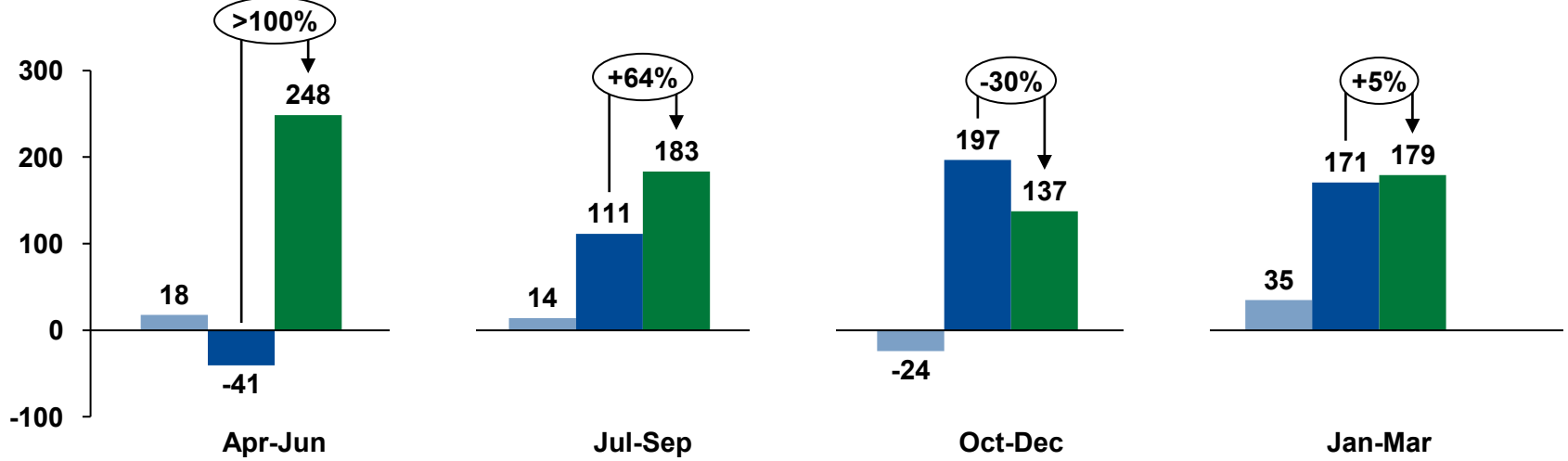
FY 21-22: Continued growth momentum

In Rs. Crs

Revenue from Operations



PBT before Exceptional Items



■ FY 19-20
■ FY 20-21
■ FY 21-22

- Revenue driven by strong volumes growth coupled with better realisation
- Improved PBT bEI on account of higher volumes, better margins & stringent cost mgmt.



The charts are for comparison purpose & not to scale


Segment Revenue breakup

FY 21-22

In Rs. Crs



Agricultural Solutions



Materials
Performance Materials
Monomers




Industrial Solutions
Dispersions
Performance Chemicals



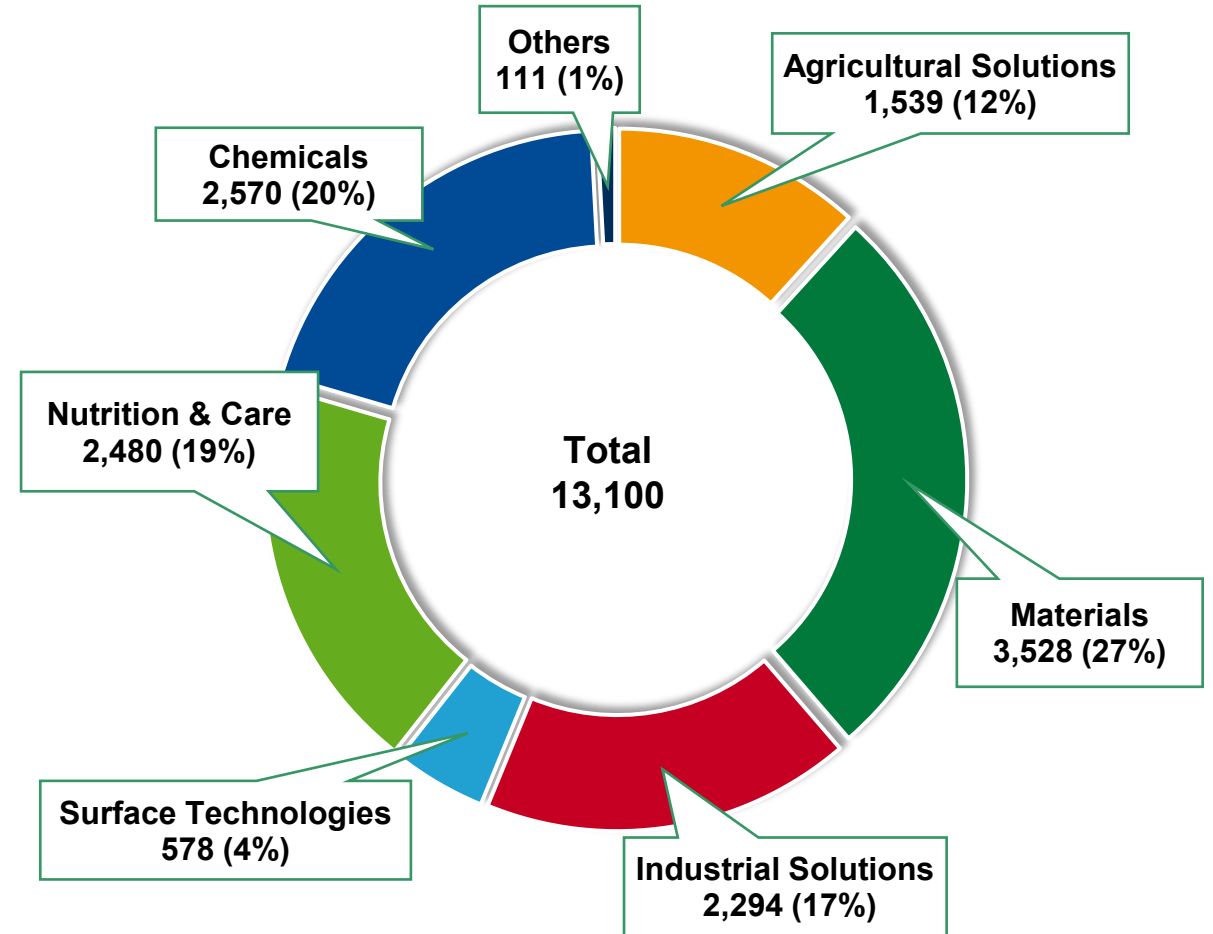
Surface Technologies
Coatings
Catalysts



Nutrition & Care
Care Chemicals
Nutrition & Health



Chemicals
Petrochemicals
Intermediates

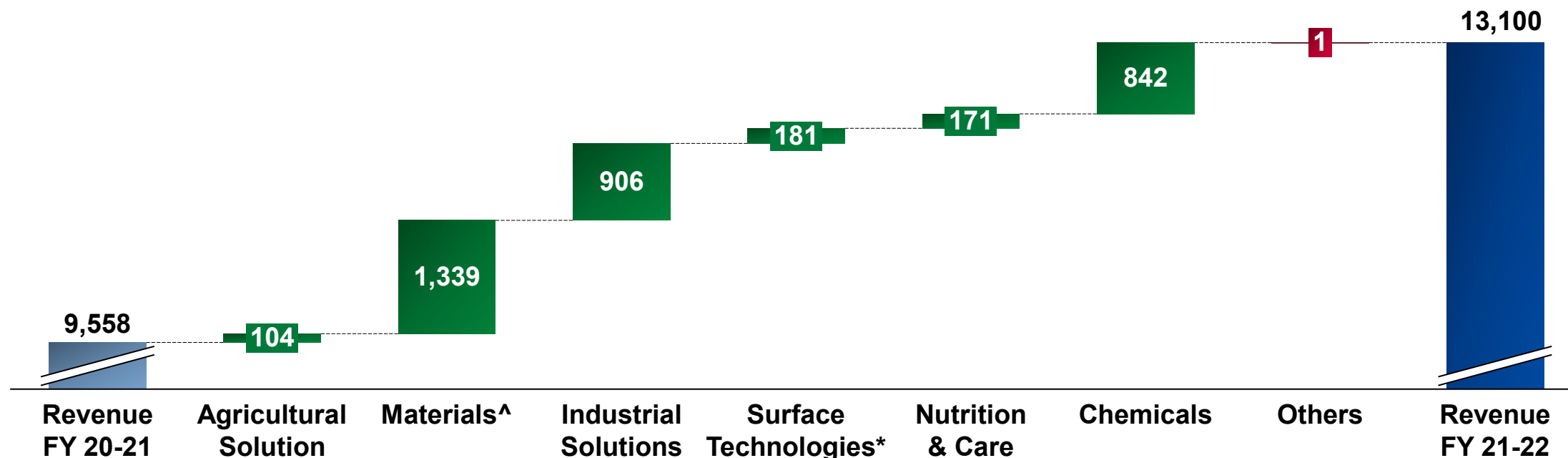


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Revenue development by segment

FY 21-22

In Rs. Crs



	Agricultural Solution	Materials^	Industrial Solutions	Surface Technologies*	Nutrition & Care	Chemicals	Others	Revenue FY 21-22 (abs.)
Revenue FY 21-22 (abs.)	1,539	3,528	2,294	578	2,480	2,570	111	13.100
Revenue FY 20-21 (abs.)	1,435	2,189	1,388	397	2,309	1,728	112	9,558
% increase/ decrease	↑ 7%	↑ 61%	↑ 65%	↑ 46%	↑ 7%	↑ 49%	↓ 1%	↑ 37%

^ BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020

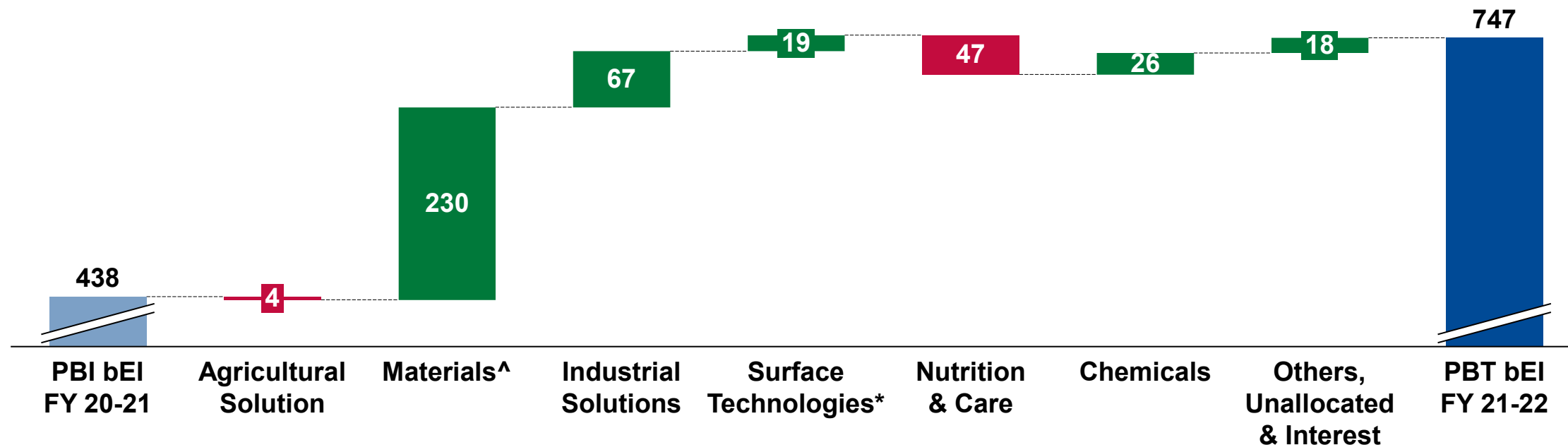
* Construction Chemical business divested effective July 1, 2020



PBT bEI development by segment

FY 21-22

In Rs. Crs



	PBT bEI FY 20-21	Agricultural Solution	Materials^	Industrial Solutions	Surface Technologies*	Nutrition & Care	Chemicals	Others, Unallocated & Interest	PBT bEI FY 21-22
PBT bEI FY 21-22 (abs.)		107	370	160	(31)	72	111	(42)	747
PBT bEI FY 20-21 (abs.)		111	140	93	(50)	119	85	(60)	438
% increase/ decrease		↓ 4%	↑ >100%	↑ 72%	↑ 38%	↓ 39%	↑ 31%	↑ 30%	↑ 71%

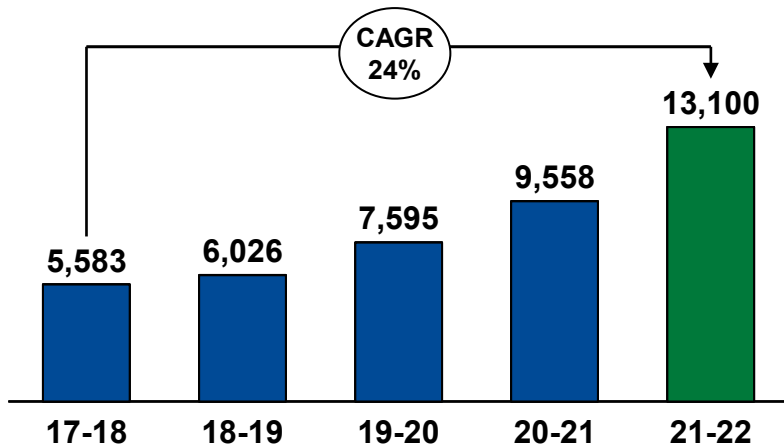
PBT bEI: Profit before tax & exceptional items | ^ BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020 | * Construction Chemical business divested effective July 1, 2020



5 year Performance

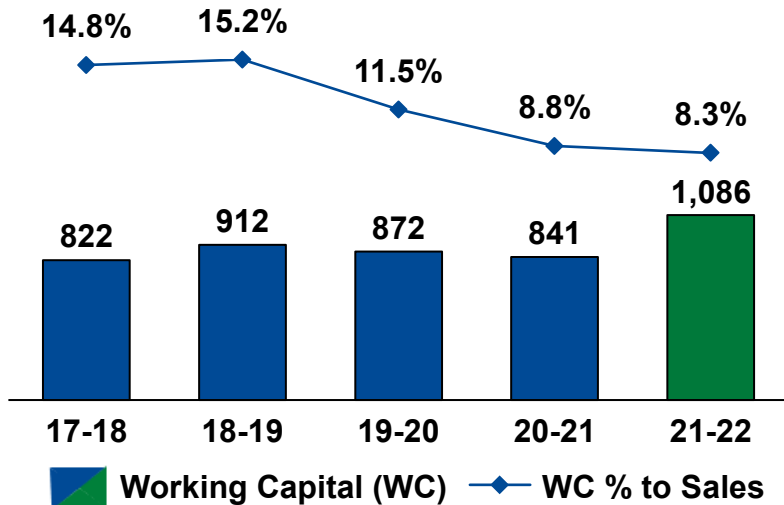
Revenue

2.3X rise - Volume growth & Better realization



Net Working Capital

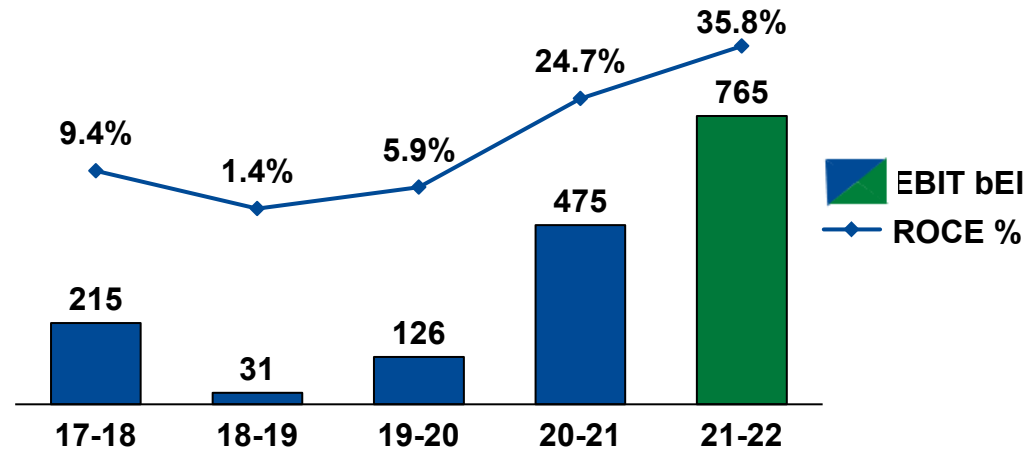
Well Managed despite challenges



Working Capital (WC) WC % to Sales

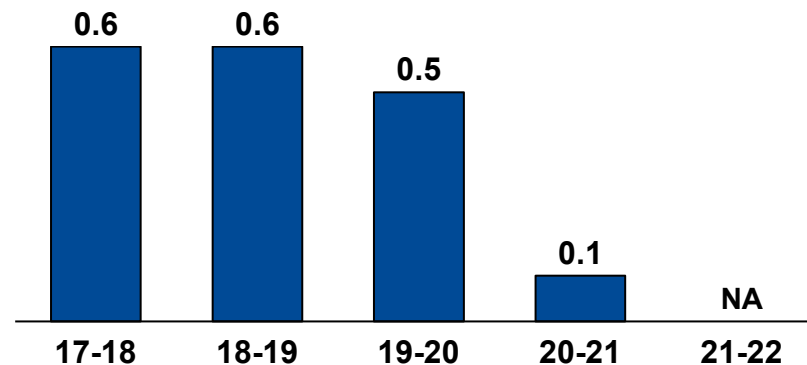
EBIT bEI & ROCE

3.6X rise in EBIT bEI, significant improvement in ROCE



Debt-Equity Ratio

NIL Borrowings for 1st time in a decade











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Working capital = Avg. Trade Receivables + Avg. Inventory – Avg. Trade Payables | EBIT bEI: Earnings before interest, tax & exceptional items | ROCE= Earnings before interest tax & exceptional items / Avg. capital employed

Internal

The charts are for comparison purpose & not to scale

Key performance indicators

	FY 21-22	FY 20-21		FY 21-22	FY 20-21
Operating Exps. (%) 	7.2%	8.2%	Debt Equity Ratio (times) 	NA	0.1
EBIT bEI (%) 	5.8%	5.0%	Receivable Days 	65	66
EPS bEI (in abs. Rs) 	135.2	58.6	Inventory Days 	58	72
ROCE (%) 	35.8%	24.7%	Cash from Ops. (Rs. in Crs) 	330	483

EBIT bEI: Earnings before interest, tax & exceptional items | EPS bEI: Earnings per share before exceptional items
 ROCE: Return on Capital Employed | Operating Expenses exclude Cost of materials, Personnel cost & Depreciation

Sustained efforts with the aim of 'Make in India'

Doubling Dispersions Capacity



DAHEJ

Expanding Ultramid Polyamide Capacity



PANOLI

New Application Lab for Automotive Coatings



MANGALORE

Focus on conserving water & reducing GHG emission



THANE

Transition to renewables with Roof top Solar Panels

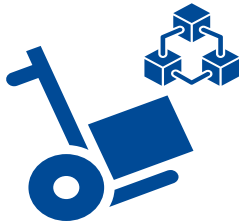
Endeavor - sustainable and profitable growth



Geopolitics & COVID-19



Inflation & Interest rates



Supply chain Disruptions



Operational efficiencies



Customer Networks & Engagement



Efficiency and Talent

- Topline growth
- Margin Management
- Cost control & resource optimization
- Working capital
- Digitalization

- Leverage NPS for customer focus
- Drive industry voice and advocacy efforts
- Engagement with business partners and suppliers
- Continue community outreach

- Future of work @BASF
- Talent Development
- Diversity & Inclusion





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