



## **Analysts / Fund Managers Meeting BASF India Limited**

**Alexander Gerding**  
Managing Director

**Narendranath J. Baliga**  
Chief Financial Officer

Mumbai, 19.05.2023

 **BASF**  
We create chemistry

## Introduction to BASF participants present today



Mr. Alexander Gerding

**Managing Director,**  
BASF India Limited



Mr. Narendranath Baliga

**Chief Financial Officer,**  
BASF India Limited



Mr. Anil Choudhary

**Whole-time Director, &  
Head of Manufacturing**  
BASF India Limited



Mr. Manohar Kamath

**Director- Legal, General  
Counsel (India) &  
Company Secretary,**  
BASF India Limited

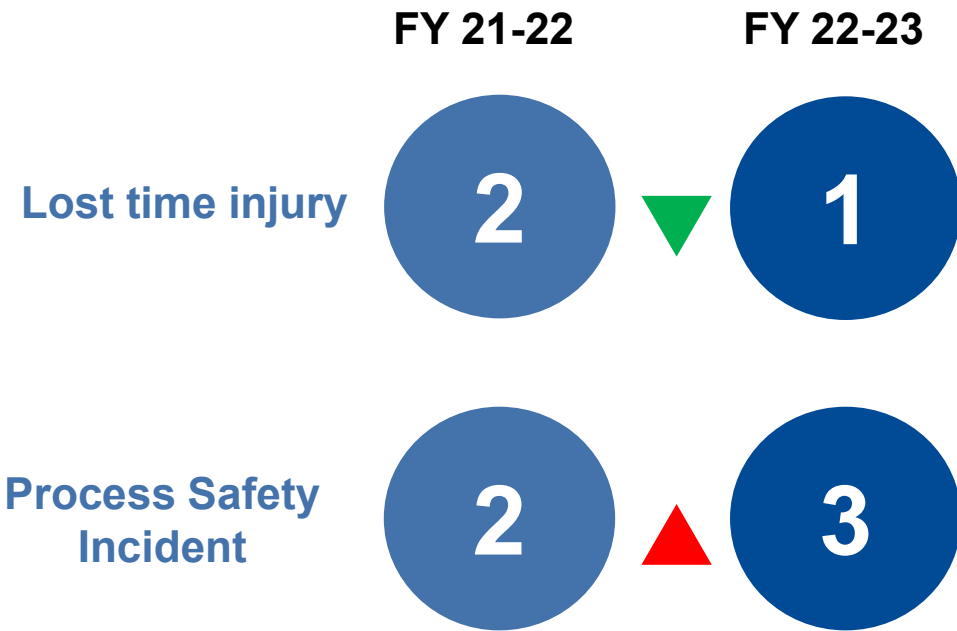
## Forward looking statements...



- 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

# EHS remains top priority

Continuous emphasis to foster safety culture and mindset



# Expanding our production capabilities



1. Expanded production capabilities for Dispersions at Dahej
2. Completed expansion for Ultramid® Polyamides at Panoli
3. Started Sovermol® production at Mangalore

# Increasing our business excellence

Successful launch of new products

Introduction of multiple web shops to improve customer experience and expand customer reach

BASF India Limited attained best in class AEO T3 certification

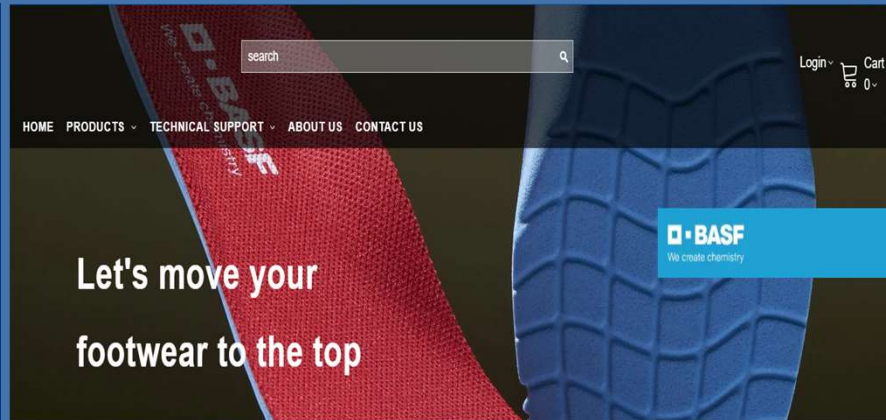
## Exponus®

A revolutionary insecticide that gives you the power over difficult insects

**Powerful**  
Effective on resistant and toughest insects

**Quick**  
Spreads and acts fast, resulting in quick control of insects

**Versatile**  
Effectively controls many insects in different crops at different stages



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# Continued stakeholder engagement



**Annual event from Agricultural Solutions team “Directors Club” to award top channel partners**



**ICC Chemical Industry Outlook Conclave discussions with key speakers including BASF**



**Drug Release Design – Forum for Pharma customers across cities**



**BASF Care Chemicals & Intermediates team participated at Chromatex Chem**



**Speaker panel at India Battery Materials & Supply Chain Summit in 2023**



**Performance Materials team at PUTech 2023 in Delhi**

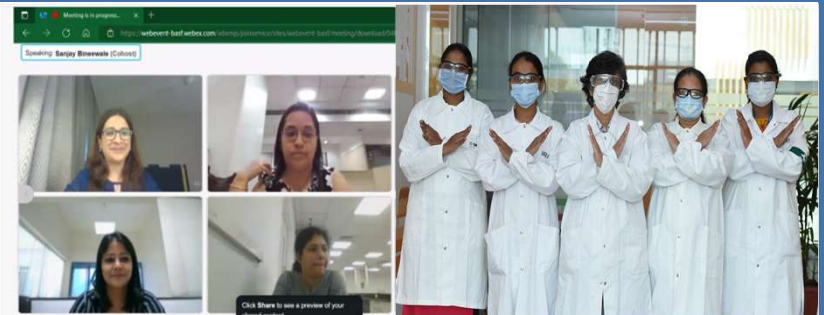
# Focusing on our employees and our communities



Infrastructure development at sites- construction of restrooms



Continued employee recognition with Long Service Awards celebrations



Creating awareness internally- D+I Team



External recognition: ET Awards, Team Marksmen Daily, D&B, Avtar & Seramount



CSR – initiated Digital Classroom projects across Mumbai, Dahej, Mangalore



**If I had to describe last year  
in one picture**





# Our Financial Performance

# Segment Revenue breakup

Apr 22 to Mar 23

In Rs. Crs



## Agricultural Solutions



## Materials

- Performance Materials
- Monomers



## Industrial Solutions

- Dispersions
- Performance Chemicals



## Surface Technologies

- Coatings
- Catalysts



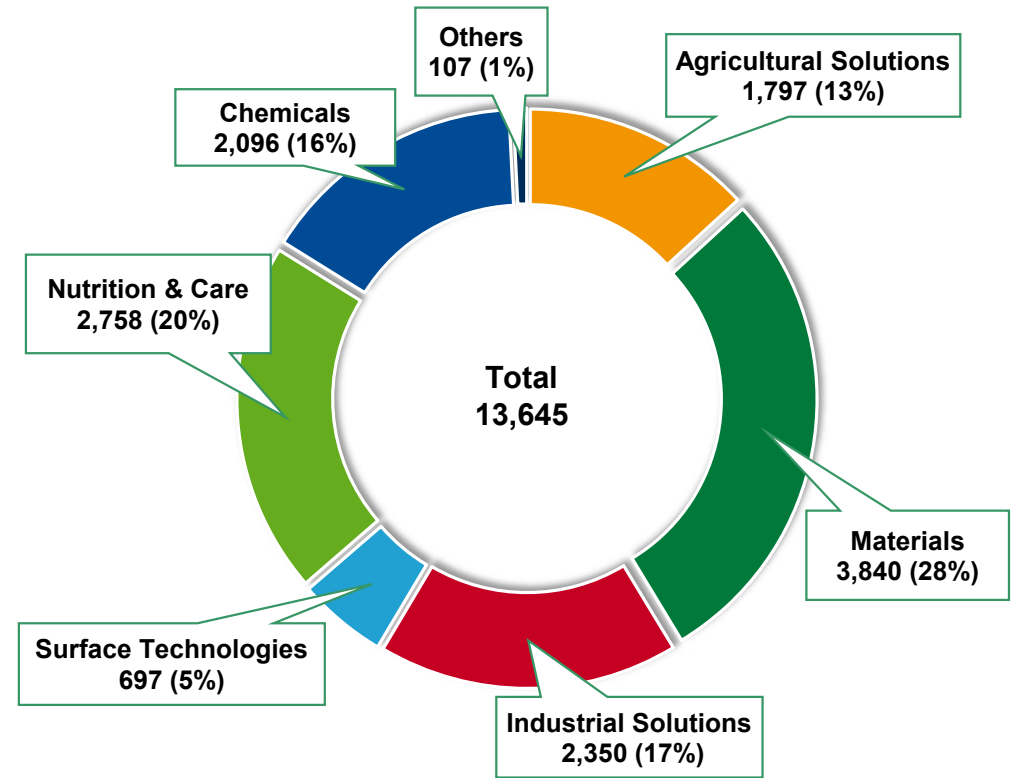
## Nutrition & Care

- Care Chemicals
- Nutrition & Health



## Chemicals

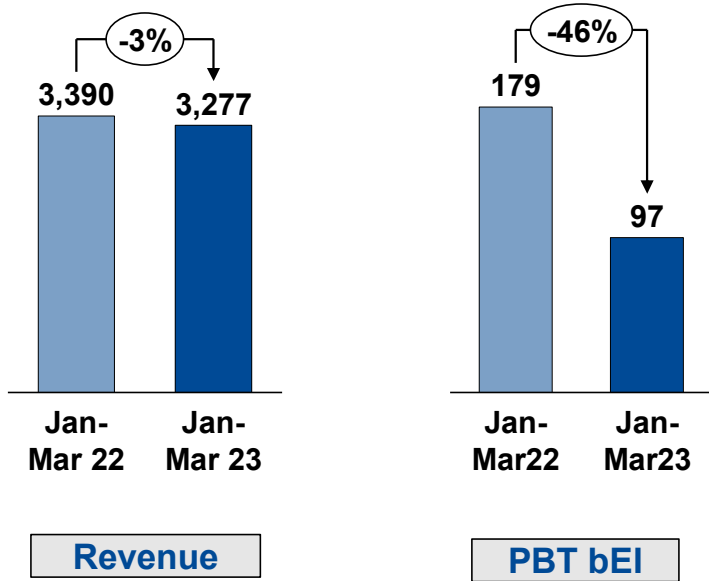
- Petrochemicals
- Intermediates



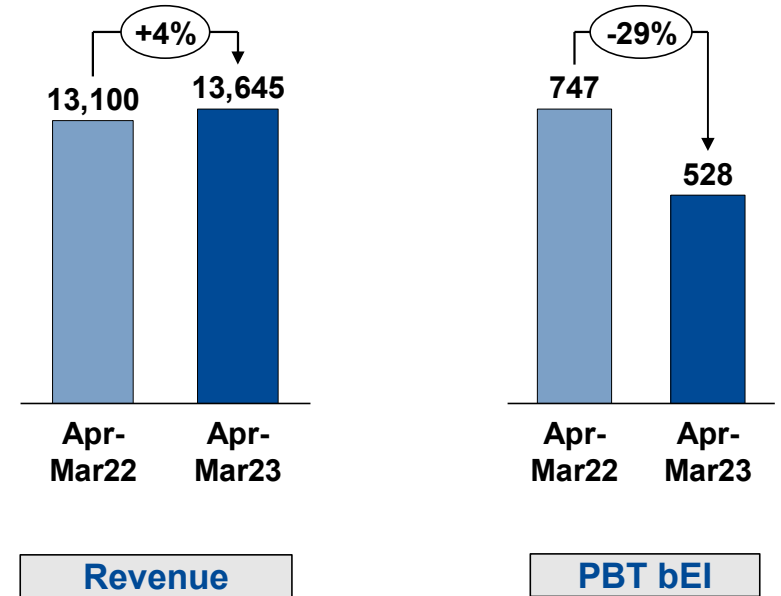
# Financial Performance

In Rs. Crs

## QoQ



## Yearly (YOY)



₹ Full year revenue maintained amidst stable demand and softening of market prices as compared to PY

📉 Margins impacted on account of higher input costs

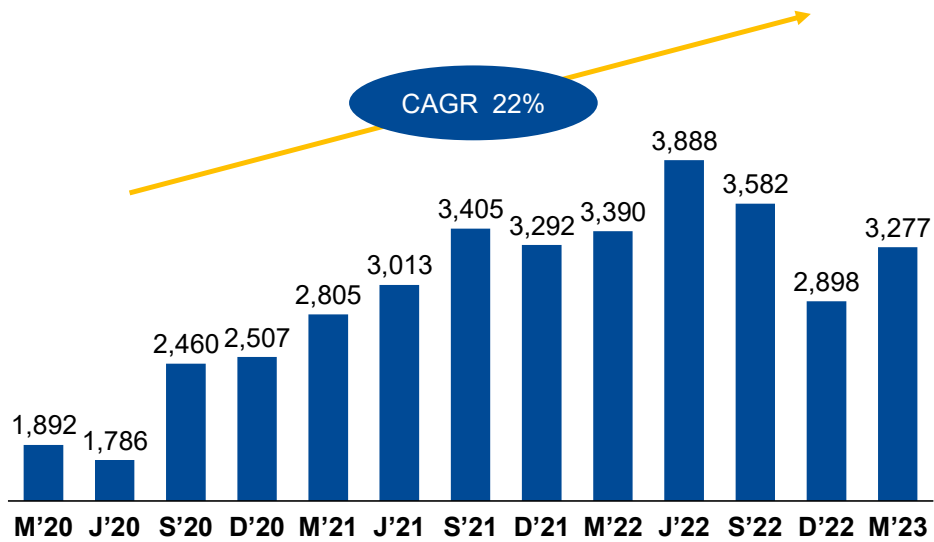
PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

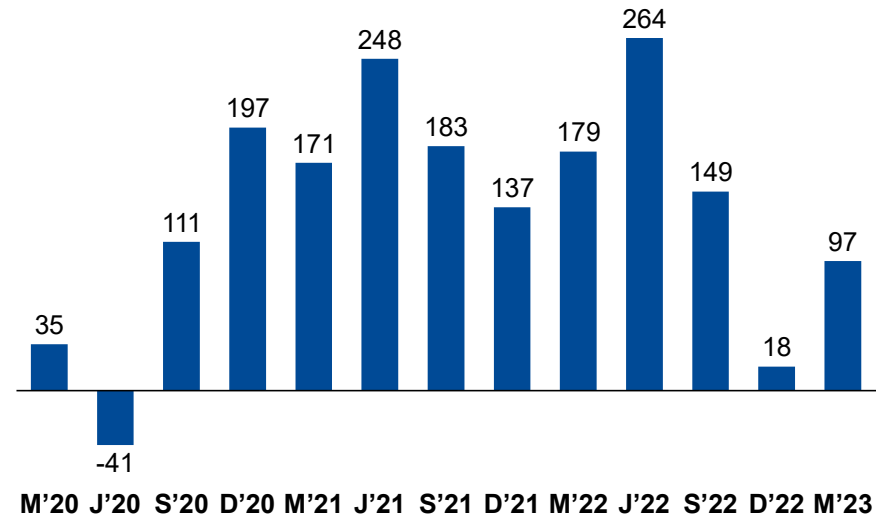
# Quarter on Quarter Performance

In Rs. Crs

Revenue from Operations



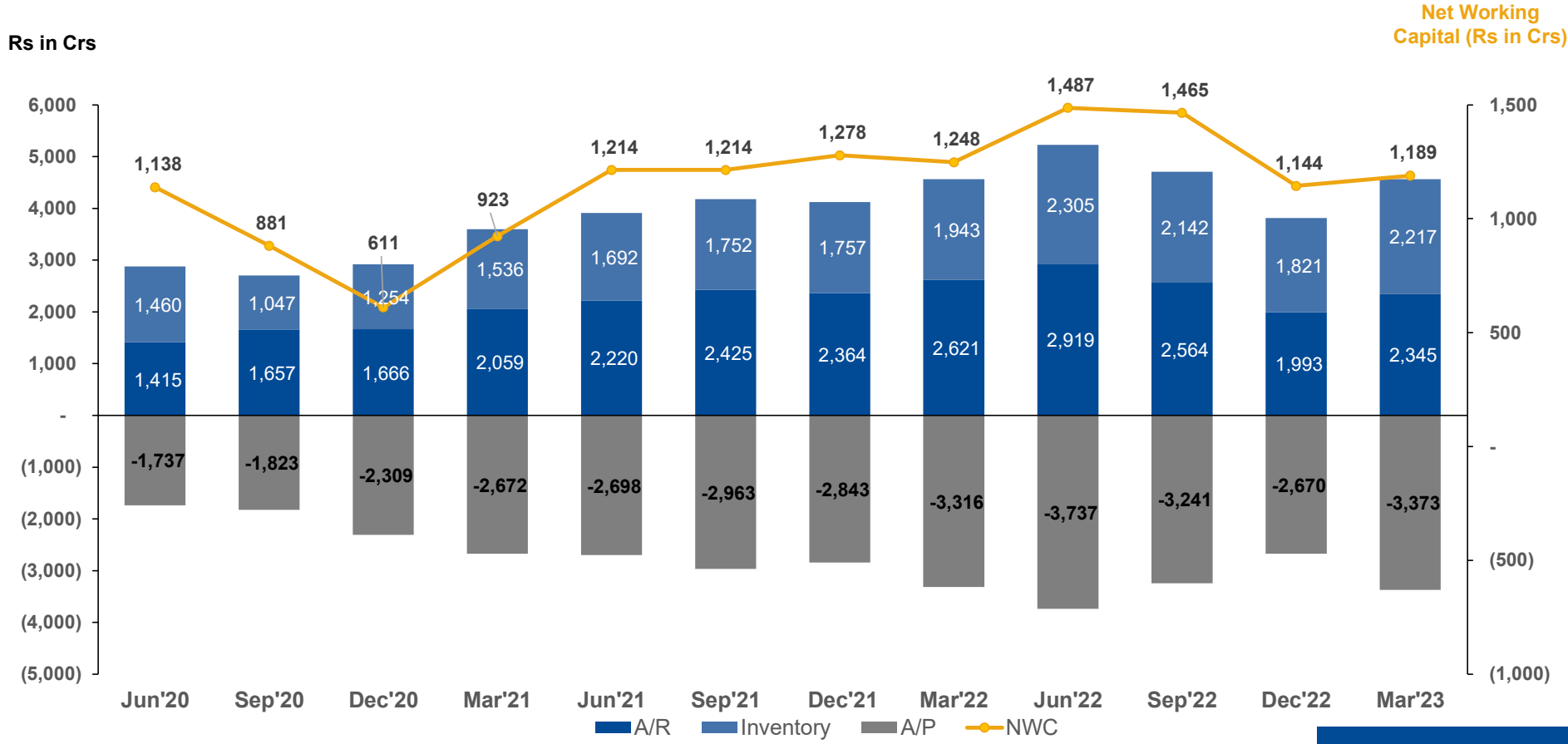
PBT bEI



PBT bEI: Profit before tax before exceptional items

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# Net Working Capital Development

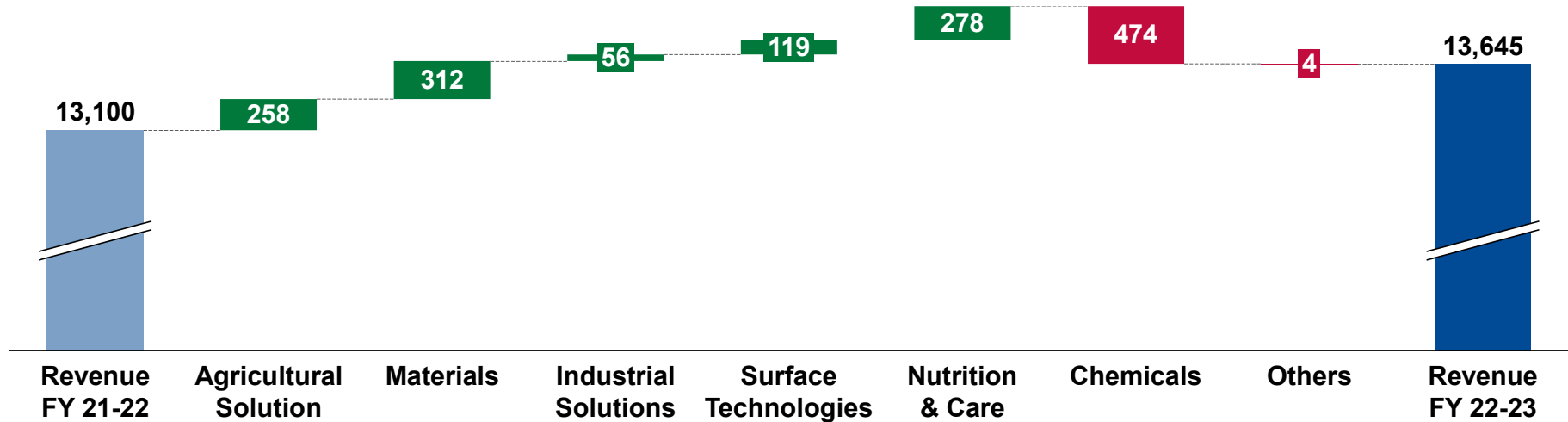


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# Revenue development by segment FY 22-23

In Rs. Crs

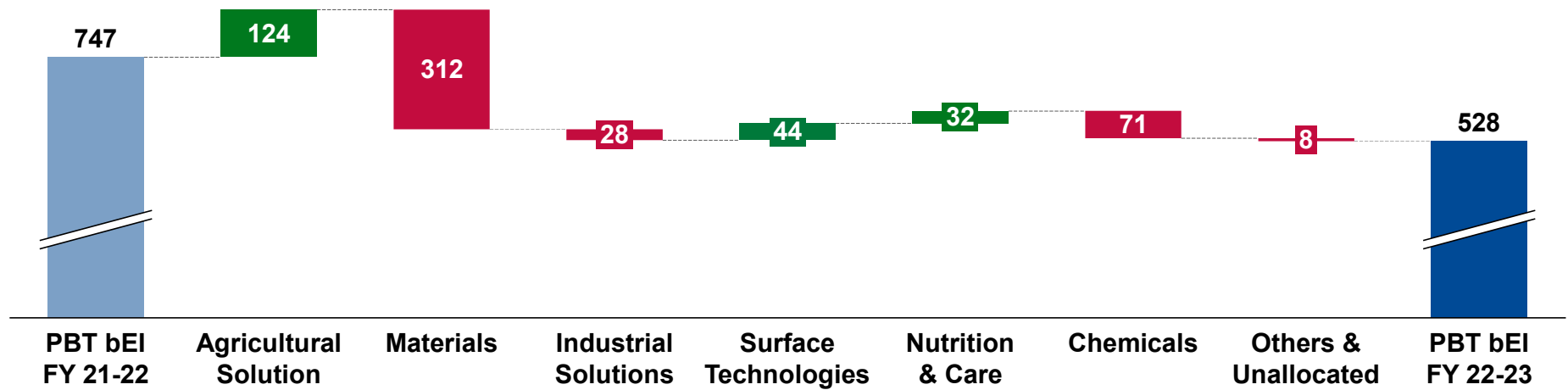


Revenue FY 22-23 (abs.)	1,797	3,840	2,350	697	2,758	2,096	107	13,645
Revenue FY 21-22 (abs.)	1,539	3,528	2,294	578	2,480	2,570	111	13,100
% increase/ decrease	↑ 17%	↑ 9%	↑ 2%	↑ 21%	↑ 11%	↓ -18%	↓ -4%	↑ 4%

# Results development by segment

## FY 22-23

In Rs. Crs











PBT bEI FY 22-23 (abs.)	231	58	132	13	104	40	(50)	528
PBT bEI FY 21-22 (abs.)	107	370	160	(31)	72	111	(42)	747
% increase/ decrease	↑ >100%	↓ -84%	↓ -18%	↑ >100%	↑ 44%	↓ -64%	↓ -19%	↓ 27%

PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale



# Key Performance Indicators

	FY 22-23	FY 21-22		FY 22-23	FY 21-22
<b>Receivable Days</b> 	66	65	<b>EBIT bEI (%)</b> 	4.0%	5.8%
<b>Inventory Days</b> 	66	58	<b>ROCE (%)</b> 	21.5%	35.8%
<b>Cash flow from Operations (Rs. Crs)</b> 	531	330	<b>RONA (%)</b> 	19.7%	28.7%
<b>Operating Exps (%)</b> 	8.1%	7.4%	<b>EPS bEI (in abs. Rs)</b> 	90.5	135.5

ROCE: Return on Capital Employed = EBITbEI / Average Capital Employed

RONA: Return on Net Assets = PAT / (PPE + Net Working Capital excluding Cash balance and ICD)



## Our focus areas for 23/24

- **Stay close to our customers and ensure profitable and sustainable growth**
- **Maximize our asset utilization while increasing operations, tightly manage our working capital and keep costs under control**
- **Continue to develop talent pipeline and foster diversity & inclusion at all levels**

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