



# Analysts / Fund Managers Meeting

**Narayan Krishnamohan**  
Managing Director, BASF India Limited

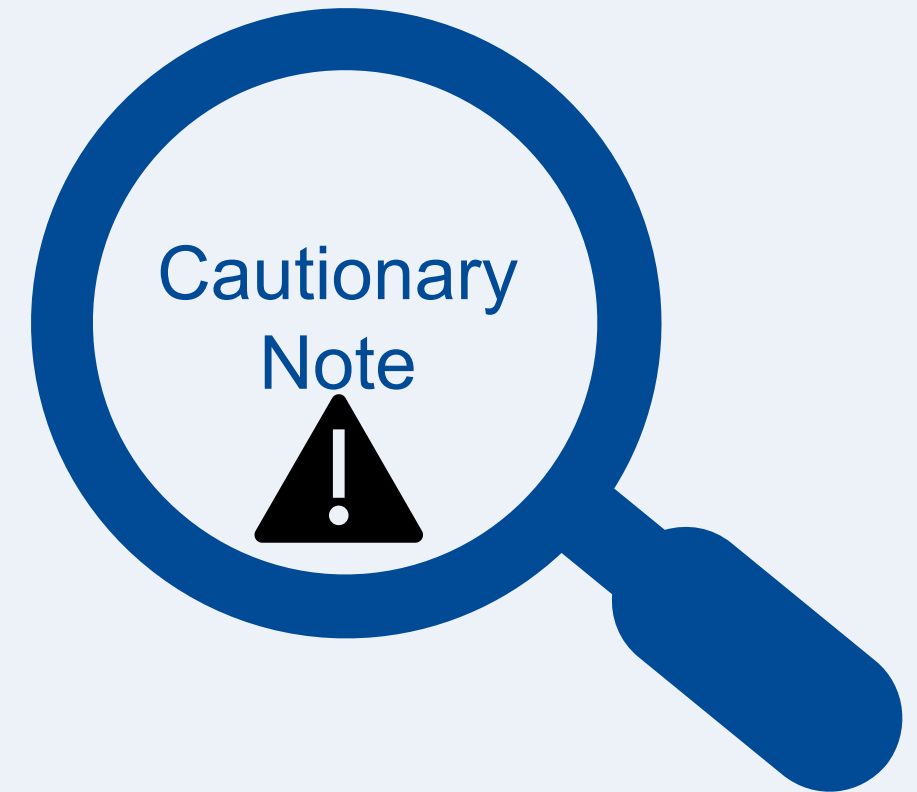
**Narendranath J. Baliga**  
Chief Financial Officer, BASF India Limited

Mumbai, 29.11.2021

**BASF**  
We create chemistry

- 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

## Forward looking statements





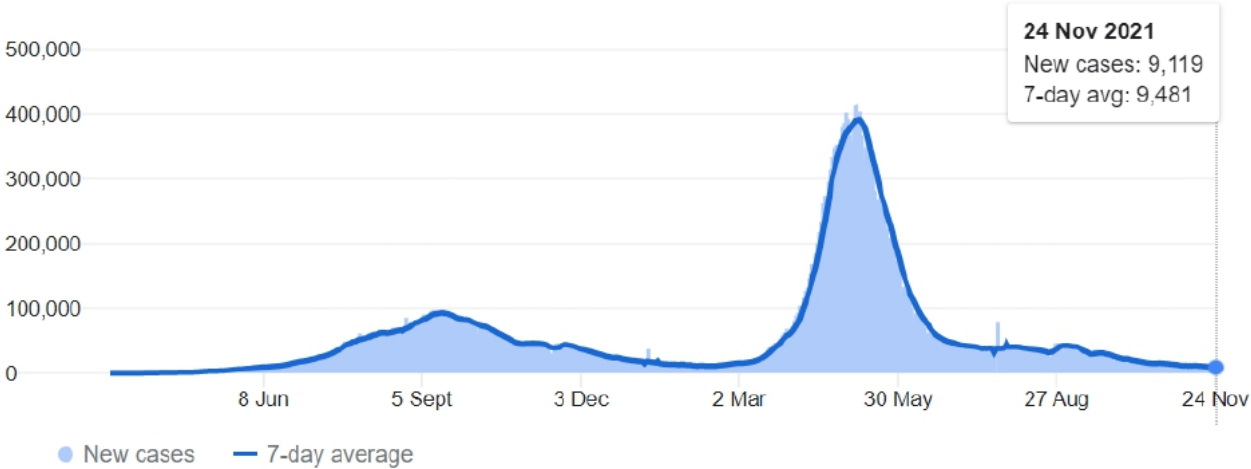


**Safety- at the core of everything we do!**  
Negligible number of incidences in Apr-Sep 2021  
No accidents in Apr-Sep 2021@Manufacturing sites  
Very few non-operational Lost Time injury incidents  
Emphasis on awareness for Slip Trip and Fall protection  
safety in routine activities



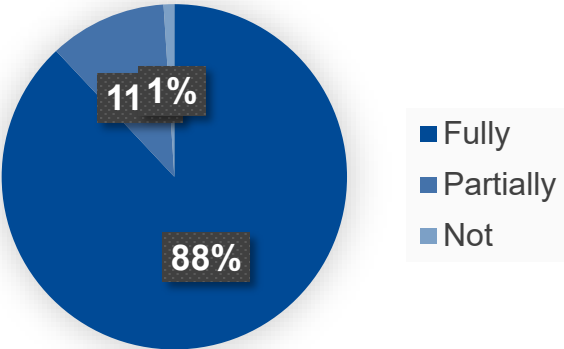
# COVID-19 update: India (as of Nov. 25, 2021)

## India Overall

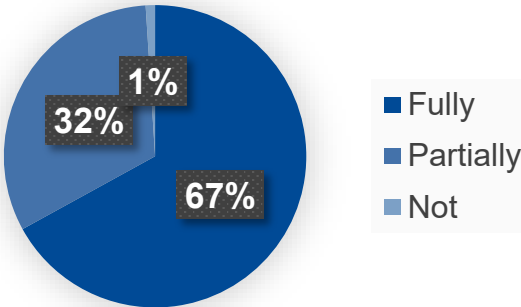


## BASF in India

### Full Time Employees Vaccinated



### Contractual Employees Vaccinated



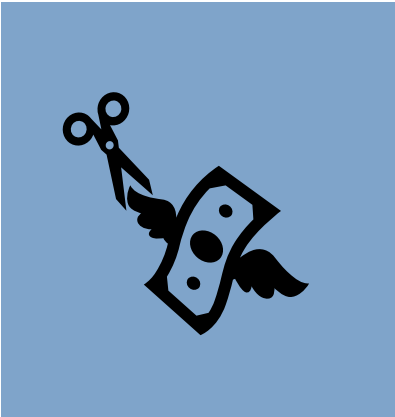


# Growing demand points to gradual economic recovery

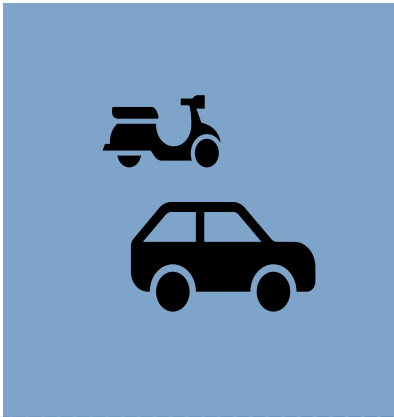
RBI forecasts India GDP for FY 21-22 to 9.5%



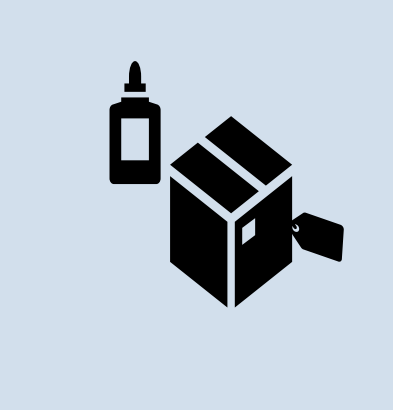
**Manufacturing & IIP- rises to 3 month high in Oct @58.4**



**Inflation- cause of concern for oil & commodity prices**



**Auto – Light vehicles mkt. fell in Sep 21' with supply chain disruptions**



**FMCG – rural sales slow down in Sept qtr.**



**Construction- home sales & new launches see improvement in eight metros**



**Agri- impacted by high input costs and long dry spells**

Source – Govt data sites and news articles



# Our Financial Performance



# Segment Revenue breakup

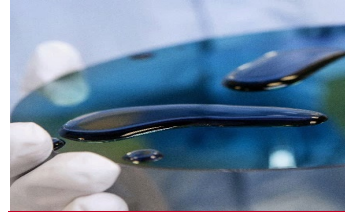
Apr-Sep'21 (6 months)



**Agricultural Solutions**



**Materials**  
Performance Materials  
Monomers



**Industrial Solutions**  
Dispersions  
Performance Chemicals



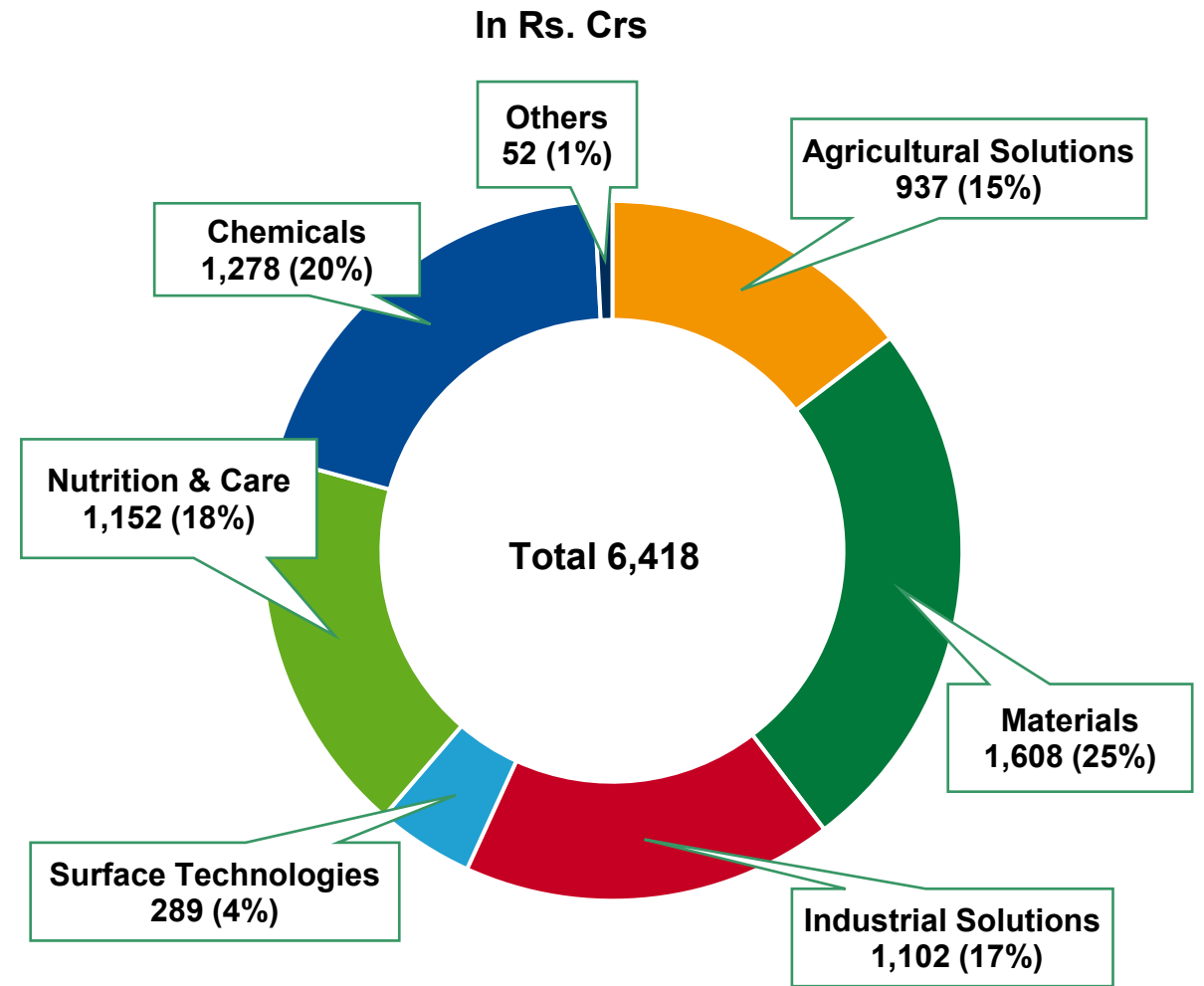
**Surface Technologies**  
Coatings  
Catalysts



**Nutrition & Care**  
Care Chemicals  
Nutrition & Health



**Chemicals**  
Petrochemicals  
Intermediates



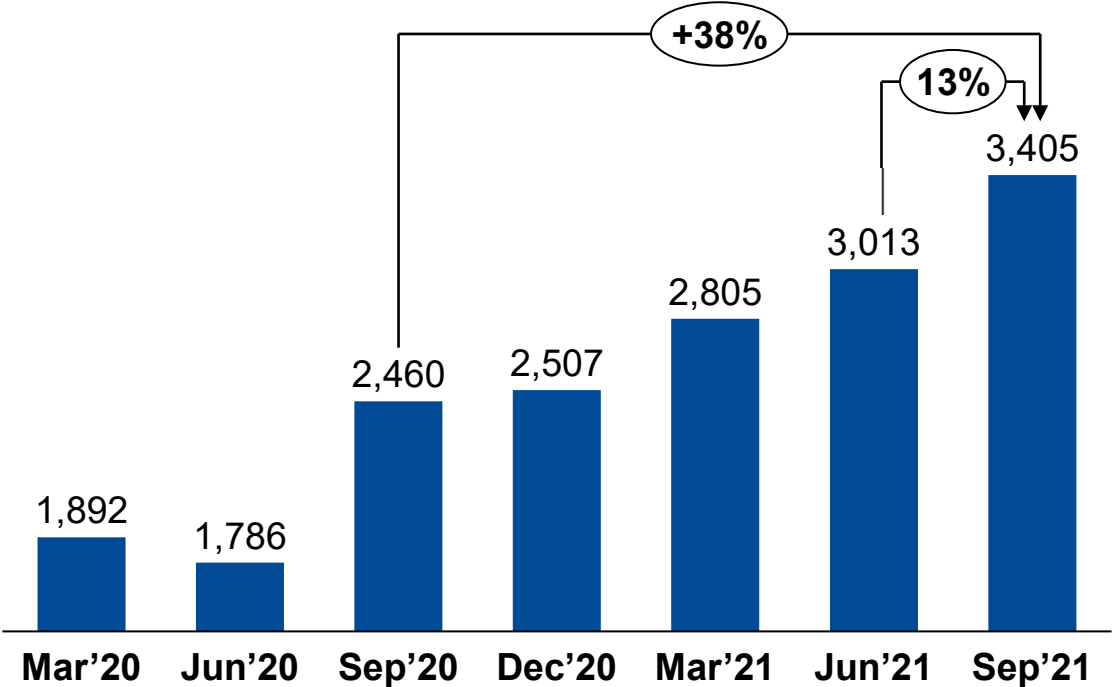
The charts are for comparison purpose & not to scale

# QoQ performance

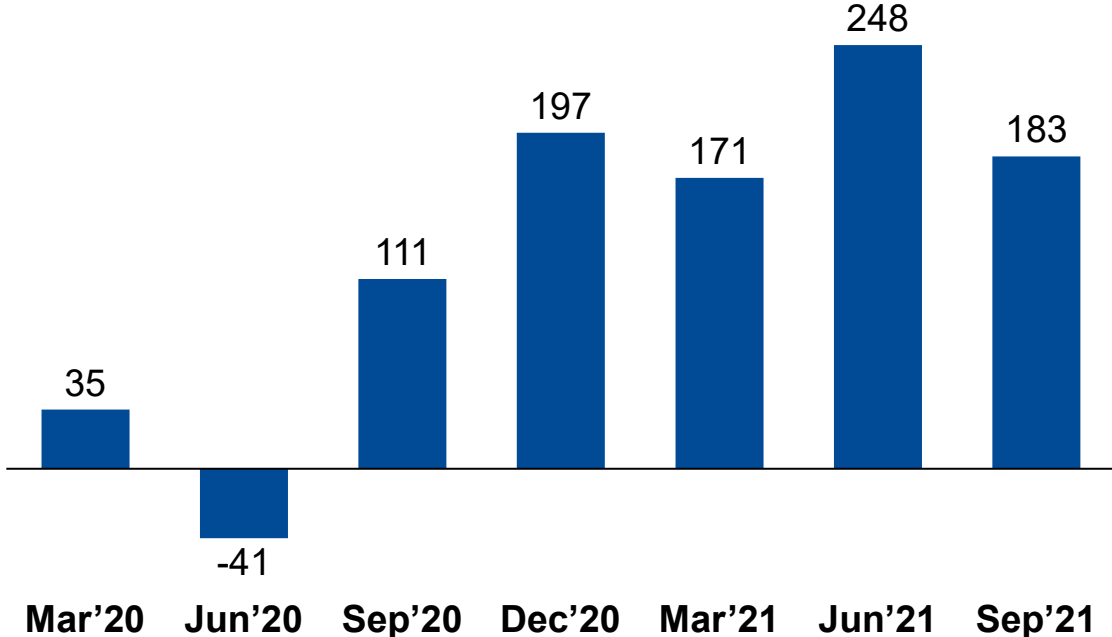
In Rs. Crs

Rebound continues...

**Revenue from Operations**



**PBT before Exceptional Items**



BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020  
 Construction Chemical business divested effective July 1, 2020

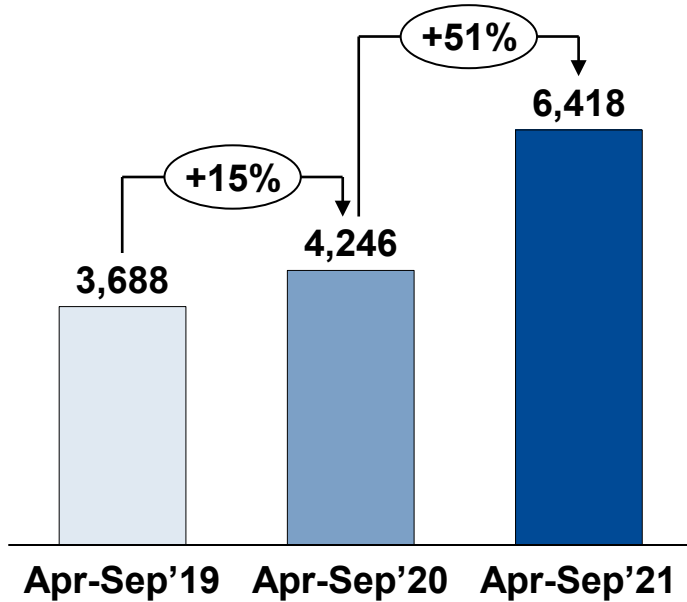
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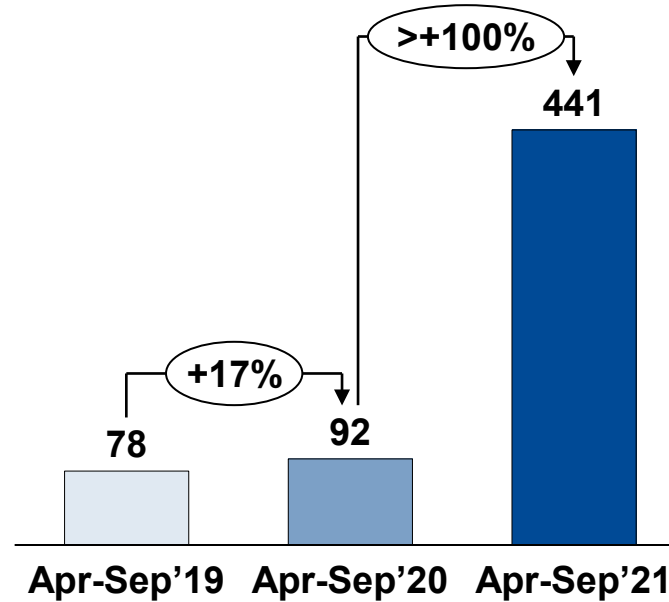
# Apr-Sep 21: Strong profitable performance

In Rs. Crs

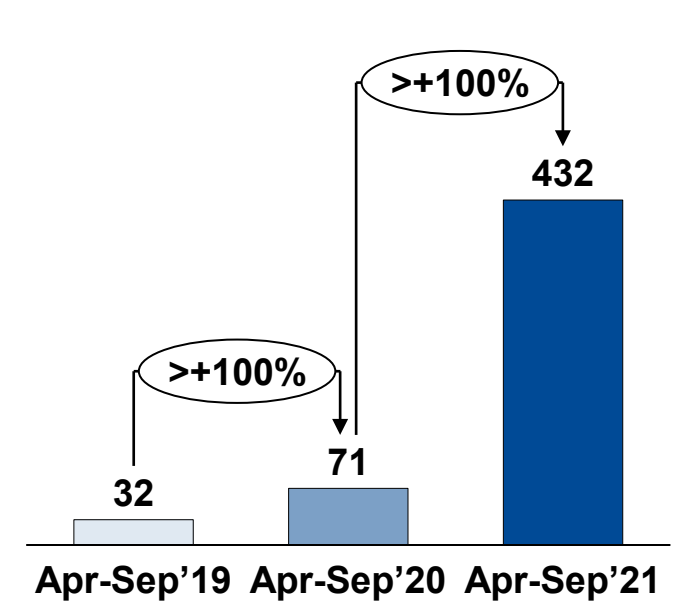
## Revenue



## EBIT bEI



## PBT bEI



Revenue driven by strong volumes growth coupled with better realisation



Improved EBIT bEI on account of higher volumes, better margins & stringent cost mgmt.

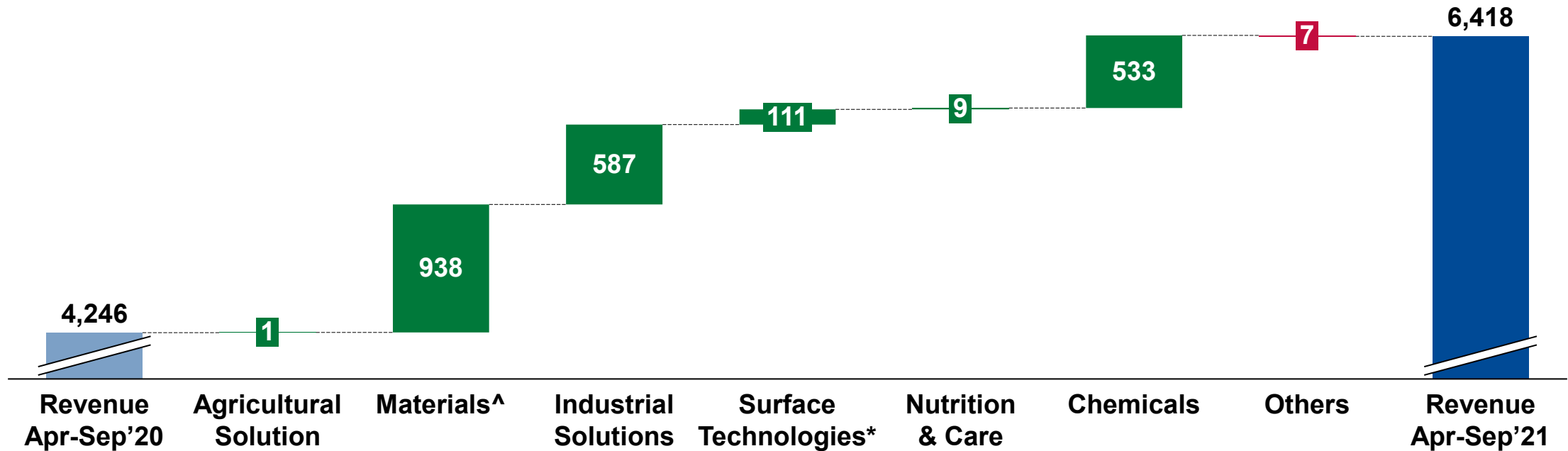
EBIT bEI: Earnings before interest, tax & before exceptional items | PBT bEI: Profit before tax & before exceptional items  
 BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020  
 Construction Chemical business divested effective July 1, 2020

The charts are for comparison purpose & not to scale

# Revenue development by segment

Apr–Sep'21

In Rs. Crs



	Agricultural Solution	Materials^	Industrial Solutions	Surface Technologies*	Nutrition & Care	Chemicals	Others	Revenue Apr-Sep'21
Revenue Apr- Sep'21 (abs.)	937	1,608	1,102	289	1,152	1,278	52	6,418
% increase/ decrease	0%	↑ >100%	↑ >100%	↑ 62%	1%	↑ 72%	↓ 11%	↑ 51%

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

\* Construction Chemical business divested effective July 1, 2020

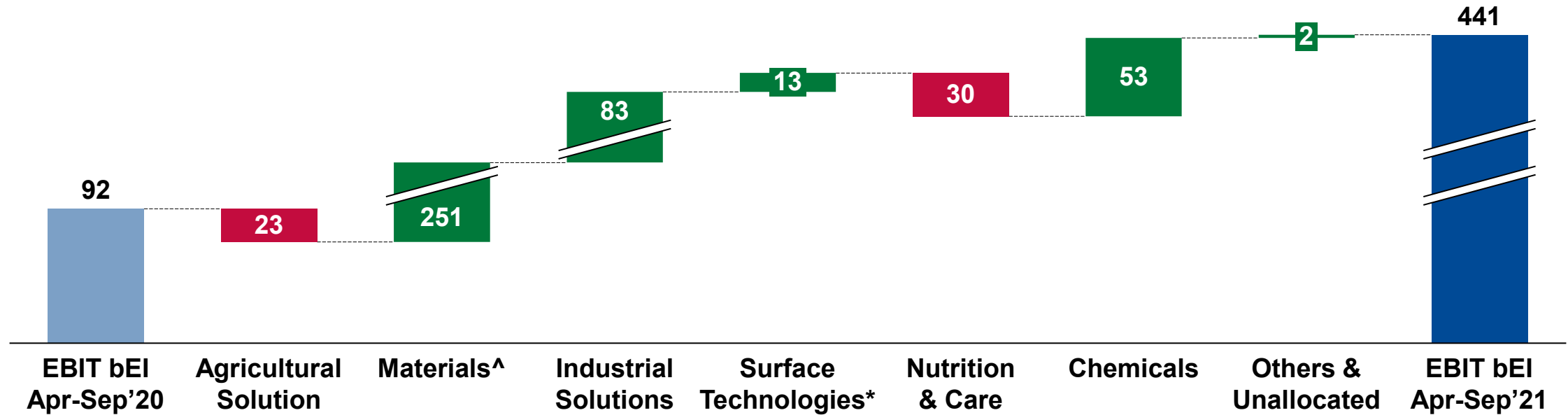
The charts are for comparison purpose & not to scale



# Results development by segment

Apr–Sep'21

In Rs. Crs



	Agricultural Solution	Materials^	Industrial Solutions	Surface Technologies*	Nutrition & Care	Chemicals	Others & Unallocated	EBIT bEI Apr-Sep'21
EBIT bEI Apr-Sep'21 (abs.)	87	201	88	(16)	9	78	(6)	441
% increase/ decrease	↓ 21%	↑ >100%	↑ >100%	↑ 45%	↓ 77%	↑ >100%	↑ 25%	↑ >100%









EBIT bEI: Earnings before interest, tax & exceptional items

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

\* Construction Chemical business divested effective July 1, 2020

The charts are for comparison purpose & not to scale

# Key performance indicators

	H1 21-22	FY 20-21		H1 21-22	FY 20-21
EBIT bEI (%) 	6.9%	5.0%	Debt Equity Ratio (times) 	0.05	0.1
EPS bEI* (in abs. Rs) 	77.3	58.6	Receivables O/s (days) 	69	79
ROCE* (%) 	20.1%	24.5%	Inventory O/s (days) 	60	72
Operating Exps. (%) 	6.7%	8.2%	Total Assets Turnover Ratio (times) 	2.4	1.9

\* H1 21-22 numbers are not annualised

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



**Strong customer engagement,  
increasing uptake of digital  
technologies, engaged employee  
workforce, diverse portfolio and  
robust working capital  
management sustained growth**



# Continued stakeholder engagement

Industry outreach – Representing India at COP26

UN GLOBAL COMPACT  
**BUSINESS AMBITION FOR CLIMATE ACTION**  
 LIVE FROM COP 26

10 NOVEMBER 2021  
 VIRTUAL EVENT  
 REGISTER TODAY

Regional Deep Dive Session by UN GCNI

Climate Ambition in Asia: Role of Business for enabling Climate Adaptation, Resilience & Financing in India & China

#OurOnlyFuture  
 #COP26

**DR. CAROLA RICHTER**  
 President, Asia Pacific, BASF

Academia Outreach – With students of SIBM College, Pune

ART SIBM PUNE

**CATAPULT**

*“Innovation and chemistry is very much important if we aspire to live like we are living, we will have to be more responsible.”*

**Mr. Krishnamohan Narayan**  
 Managing Director  
 BASF India



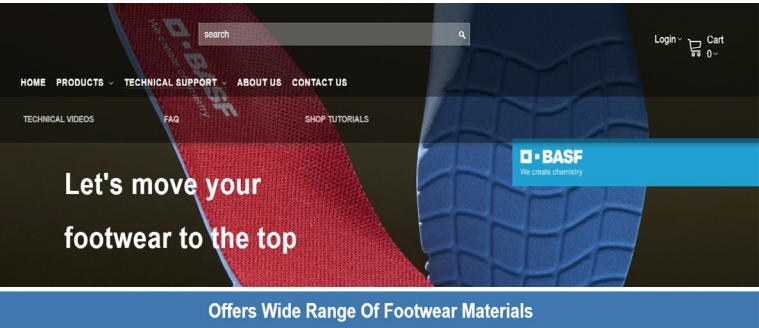
Government outreach- Members of a prominent Think Tank visit BASF Creation Center

**JURY | FALLING WALLS LAB INDIA 2021**

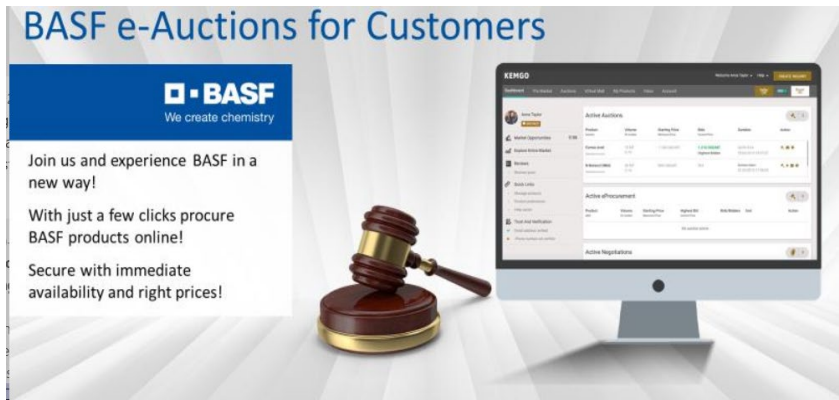
- Dr. Muriel Helbig**  
 Vice President German Academic Exchange Service (DAAD)
- Dr. Katja Lasch**  
 Director German Centre for Research and Innovation (DWIH) New Delhi
- Prof. Rajender Singh Sangwan**  
 Director Academy of Scientific and Innovative Research (ACSIR)
- Dr. Arun Agarwal**  
 Founder Janitri Innovations
- Dr. Prasad Phatak**  
 Team leader (Digitalization) and Research Scientist BASF Chemicals India Pvt. Ltd.
- Dr. Sumedha Chouthe**  
 Program Director German Accelerator Southeast Asia
- Dr. Amitabha Bandyopadhyay**  
 KENT Chair for Entrepreneurship & Innovation, Department of Biological Sciences & Bioengineering (BSBE), IIT Kanpur

Industry outreach – jury member for Falling Wall labs India

# Enhancing customer experience with digitalization



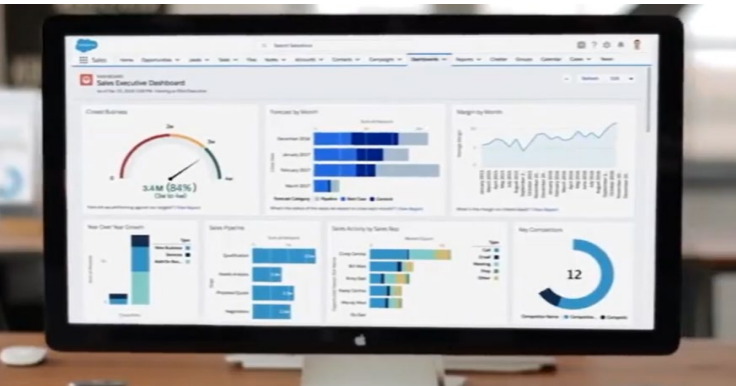
1<sup>st</sup> webshop by BASF for footwear industry



1<sup>st</sup> e-Auction by BASF in Asia Pacific by transportation team



1<sup>st</sup> precision agriculture app for Indian farmers



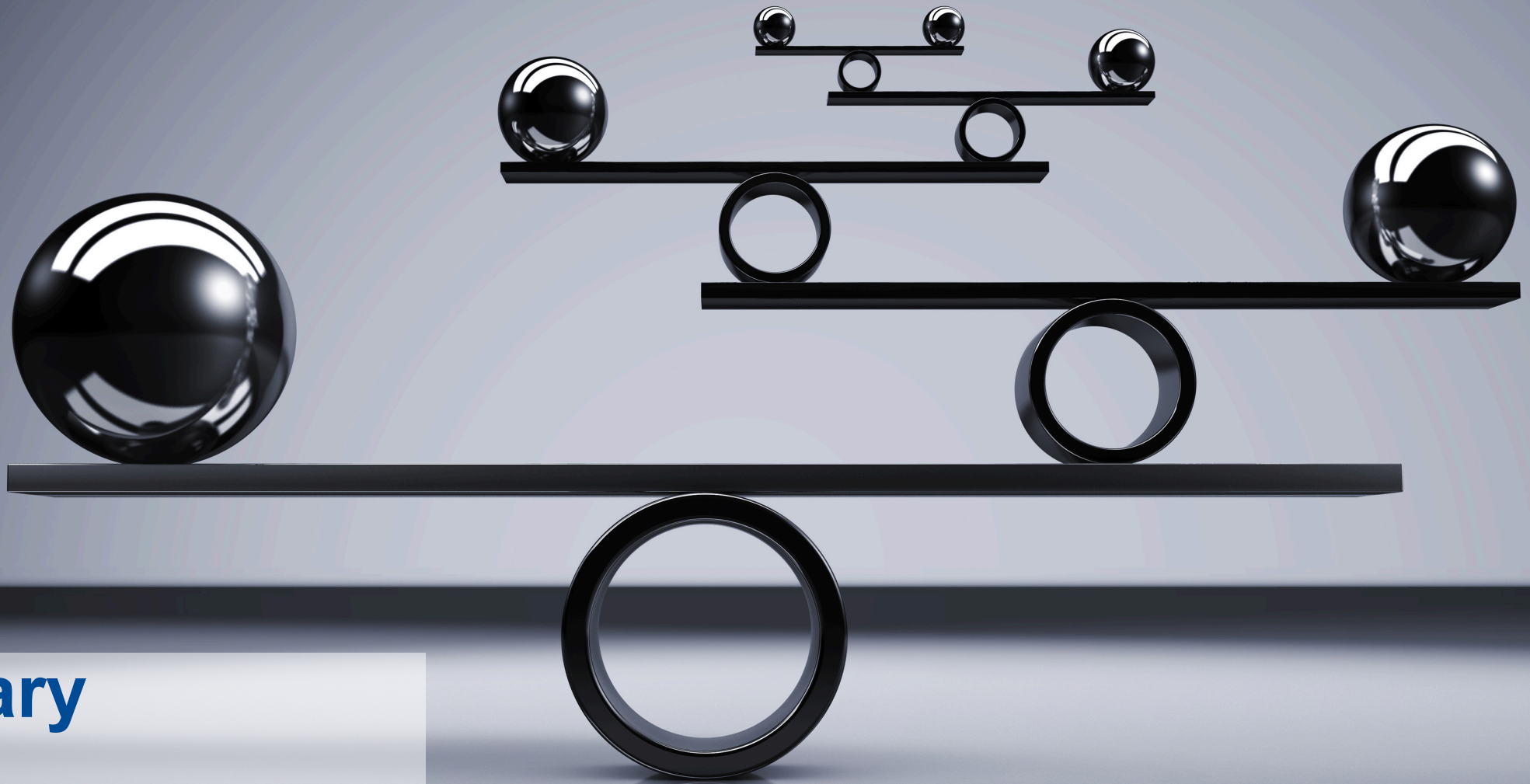
Salesforce & NPS enable faster customer response



Series of webinars focused on the Automotive industry







**Summary**



# Endeavor - sustainable and profitable growth

## Operational efficiencies



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

## External stakeholder engagement



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

## People



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



We create chemistry