



We create chemistry

BASF India Limited, Mumbai - 400 051, India

March 5, 2021

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: Analyst / Fund Managers Meeting of BASF India Limited.

Further to our letter dated March 3, 2021 on the above-mentioned subject, we enclose herewith the presentation made by the Company at the Analyst / Fund Managers meeting held today.

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

Pradeep Chandan
Director – Legal, General Counsel (South Asia)
& 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



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Analysts / Fund Managers Meeting

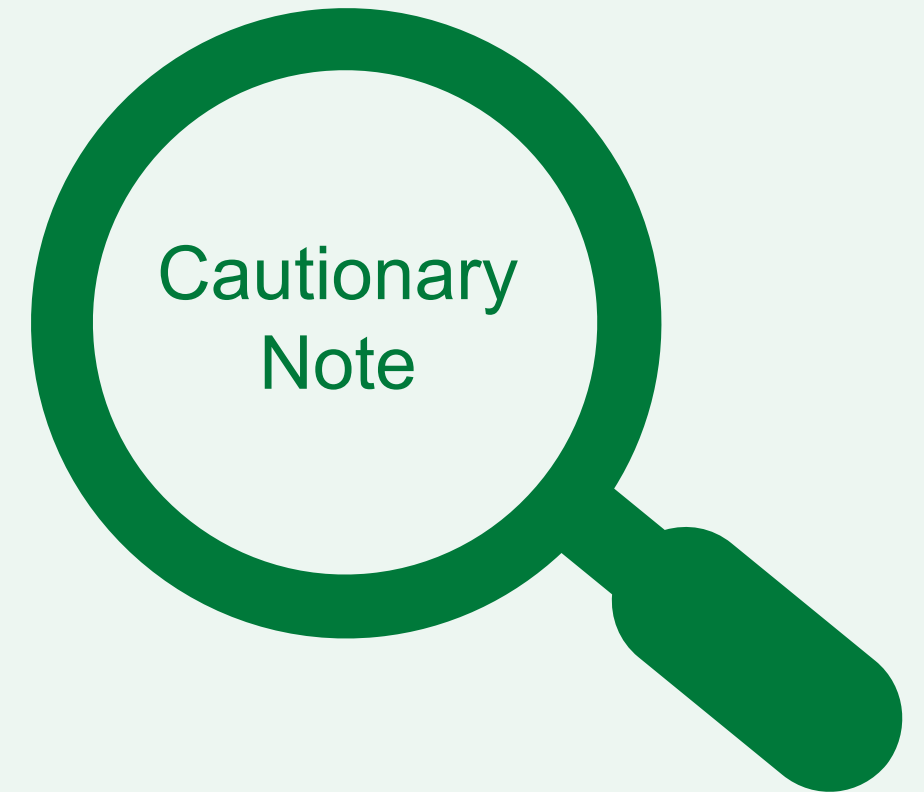
Narayan Krishnamohan
Managing Director, BASF India Limited

Narendranath J. Baliga
Chief Financial Officer, BASF India Limited

Mumbai, 05.03.2021

- 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



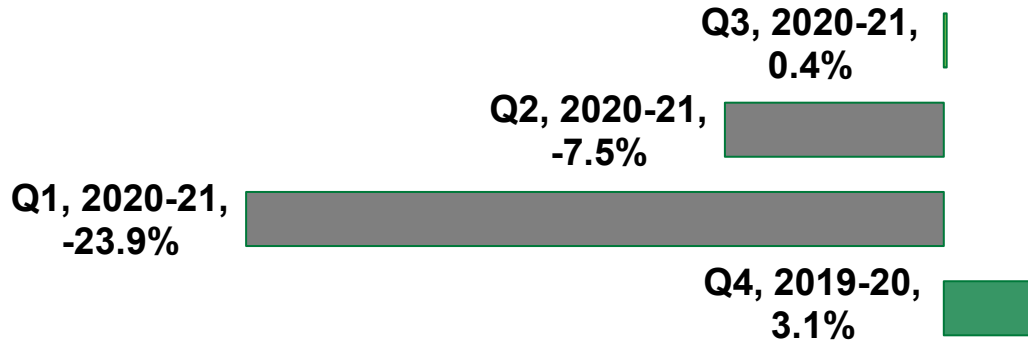


Emphasis on safe operations, people and processes is at the core of everything we do



A recovery from the pandemic – health & economy

India's GDP returning to positive



- Demand recovery
- Growth-oriented budget
- ~ 15 mn + vaccinated

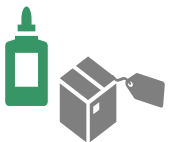
Economy on a strong trajectory



- Record GST collection



- Record shipments / production of cars



- FMCG growth 2X 2019



- Agriculture & Allied - 3.4 % growth

Consistent long-term effort helped us achieve strong performance

Challenging Q1 FY 21

Uncertain external environment

- COVID-19 Scenario
- Geopolitical tension
- Currency depreciation

Growth hurdles

- Sluggish demand in key sectors – auto, construction, consumer
- Restrictive business environment

Business Challenges

- Credit risk management
- Supply Chain: higher costs, delayed clearances
- Labor availability

Strong bounce back in Q2 & Q3 FY 21

Business Management



- Topline growth



- Margin management



- Cost control & resource optimization

Stakeholder Engagement



- Customer



- Employee



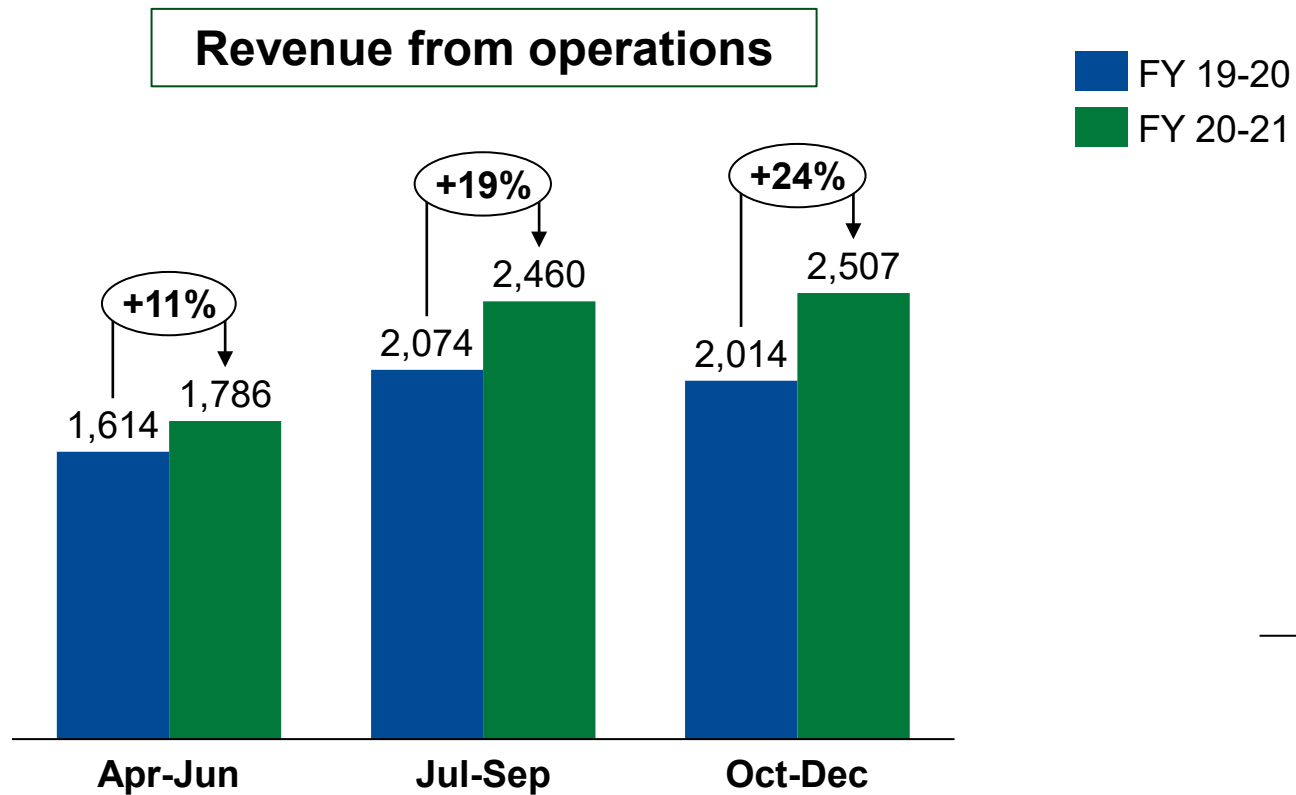
- Government & Industry

BASF India Limited QoQ performance (Consolidated)

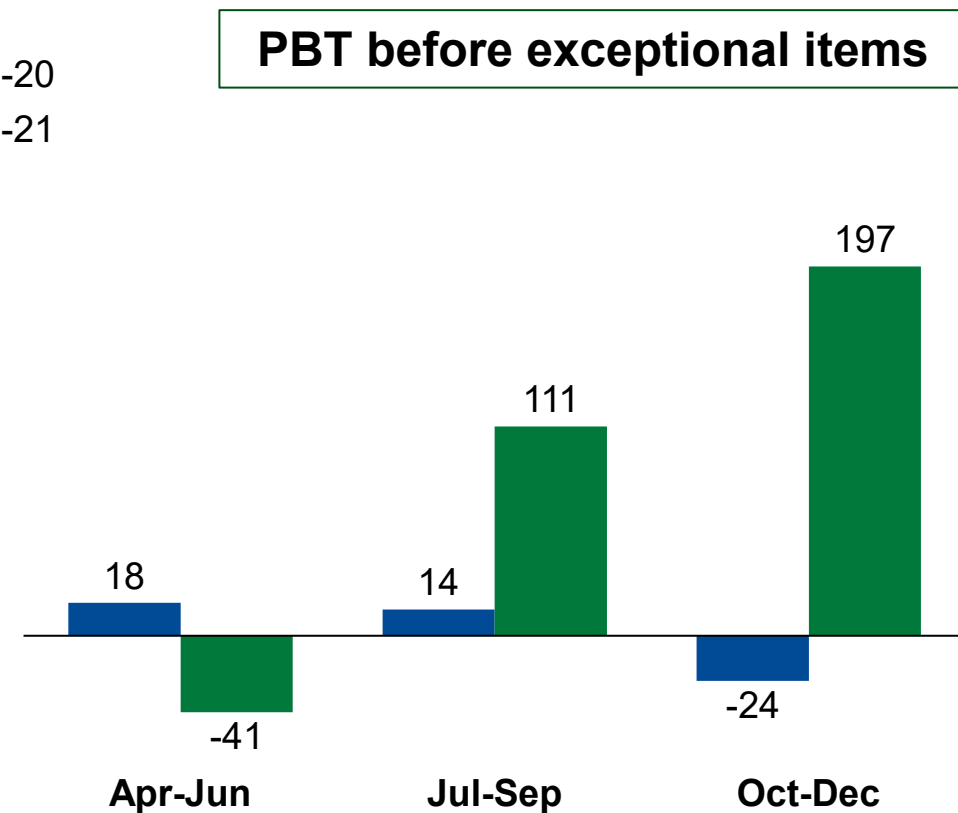
Outperformed in each quarter after a COVID impacted Q1'20-21

In Rs. Crs

Revenue from operations

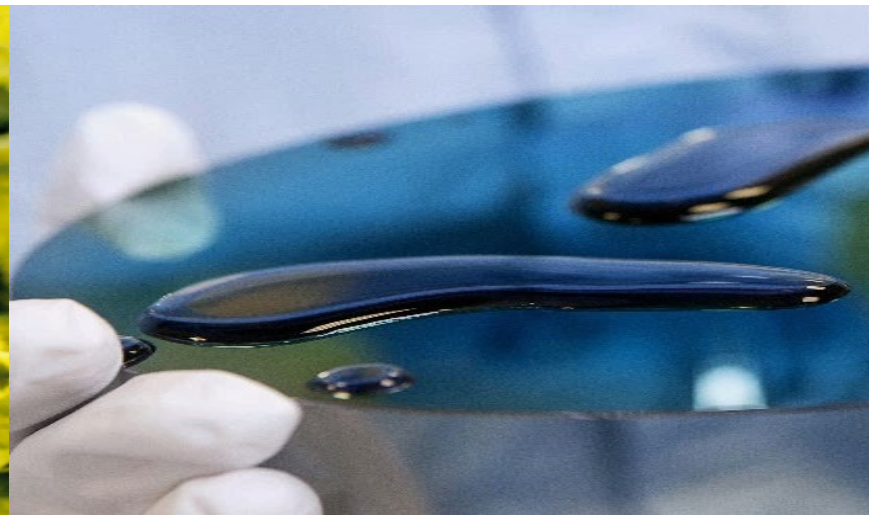


PBT before exceptional items





Our diverse portfolio, enhanced engagement across stakeholders and sustained efforts of process improvement helped us perform stronger

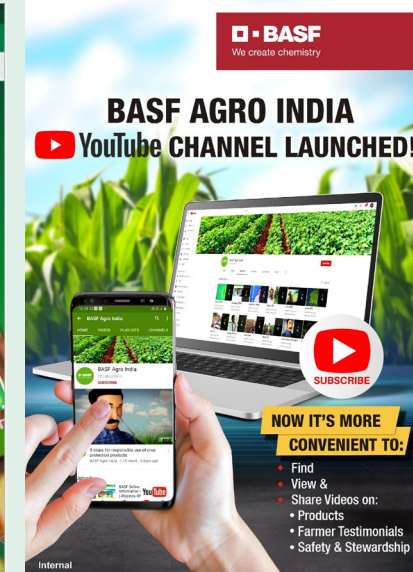
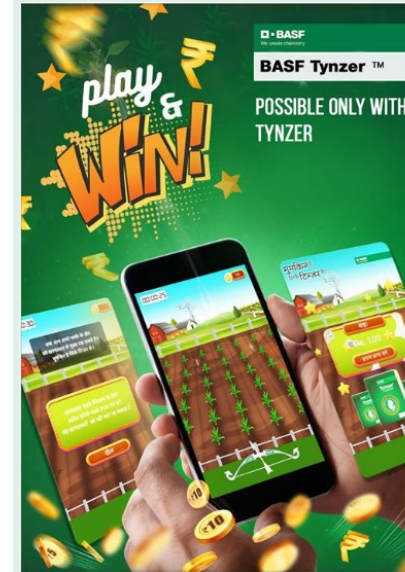


Process efficiency & customer outreach, enabled by Technology



Successful roll out of Net Promoter Score (NPS)

- Tools such as **NPS, Salesforce** enabling improvement in customer processes
- Internal focus on promoting **digital tools and solutions** like Business Process Automation, Robotic Process Automation, etc. to enhance productivity



Implementing digital channels across businesses

- Virtual ideation and connect sessions with **~20 customers at the Creation Center**
- **2 Lac+ farmers** participated in Live Digital Meetings & Field days. Launched **Gamification** for product awareness & sales lead. AP India YouTube channel launched for farming community.

Segment Revenue breakup

Apr-Dec'20 (9 months) - Consolidated

In Rs. Crs

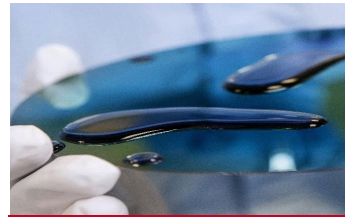


Agricultural Solutions



Materials#

Performance Materials
Monomers



Industrial Solutions

Dispersions
Performance Chemicals



Surface Technologies

Coatings
Catalysts
Construction Chemical*



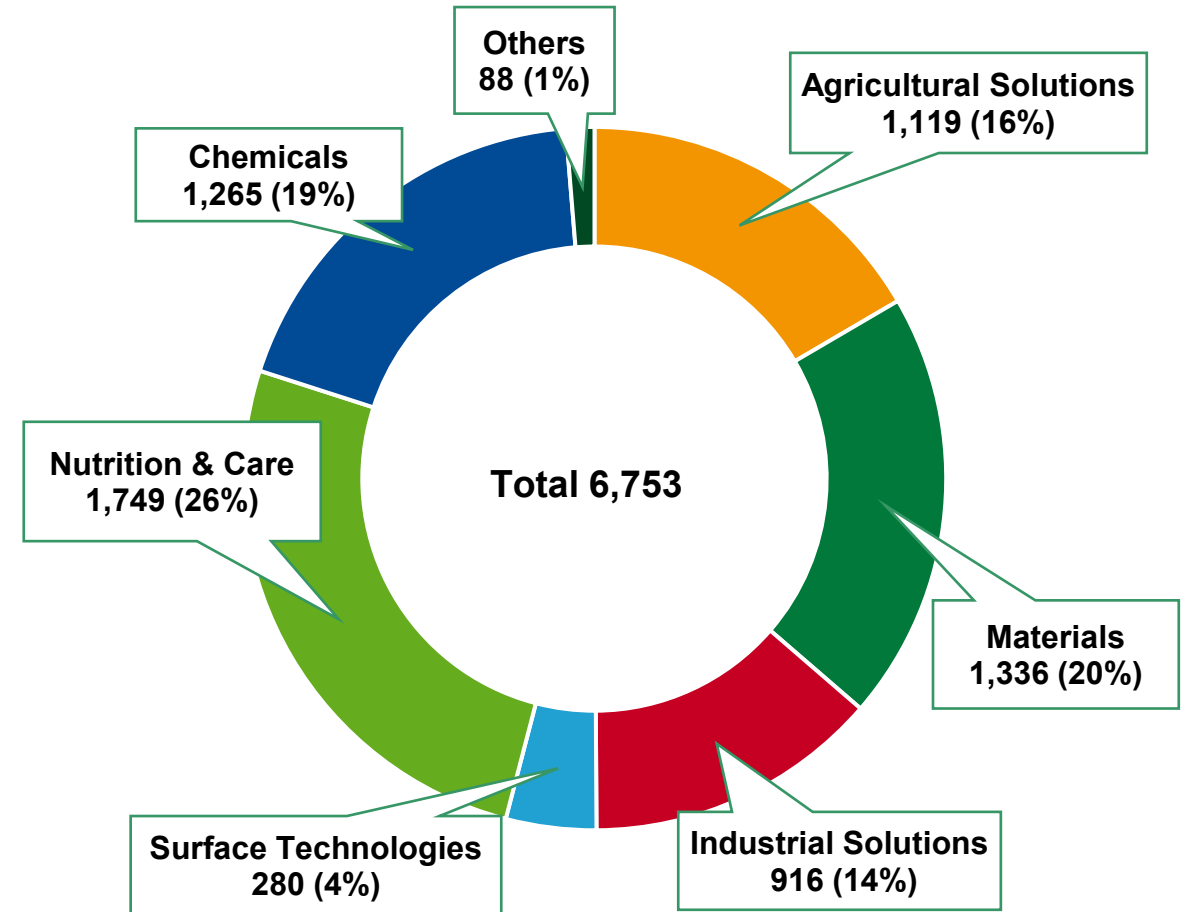
Nutrition & Care

Care Chemicals
Nutrition & Health



Chemicals

Petrochemicals
Intermediates



*Construction Chemical business was divested effective 1st July 2020

#Materials segment includes revenue of a subsidiary

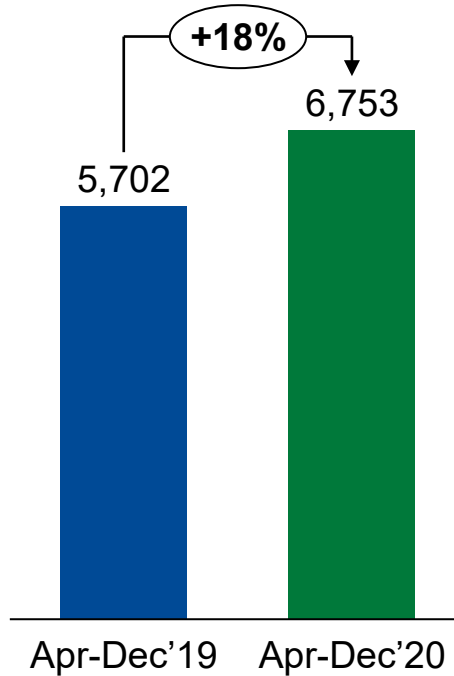
BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020

The charts are for comparison purpose & not to scale

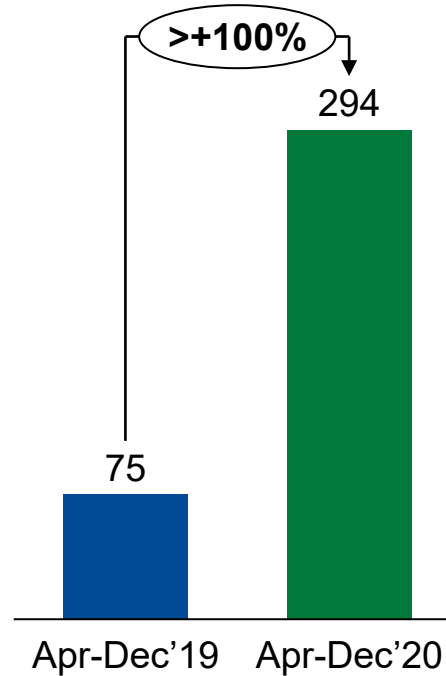
Apr-Dec 20: Resilient performance (consolidated)

In Rs. Crs

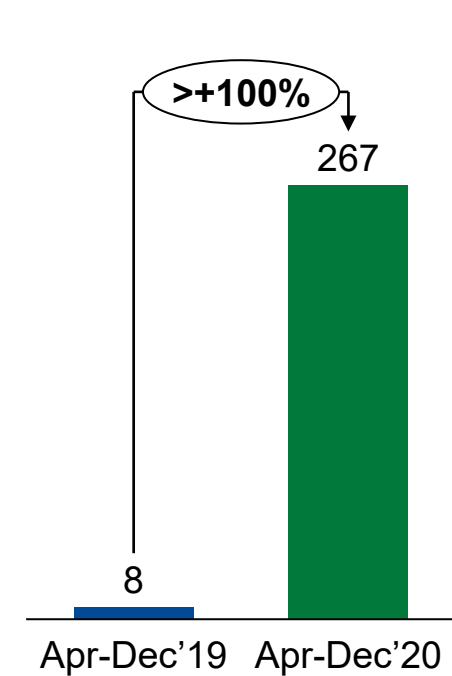
Revenue



EBIT bEI



PBT bEI



₹ Profitable growth driven by volumes, margin & fixed cost management

Efficient fund management helped reduce finance cost

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

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Business portfolio optimization to strengthen competitiveness



Divestiture of Construction Chemicals business

- Consideration of **Rs.595 Crs**
- Profit on divestiture **Rs.465 Crs**
- Business transfer completed on July 1, 2020
- Revenue for Apr to Jun'20: **Rs.50 Crs** (FY 19-20: **Rs.473 Crs**)

Acquisition of BASF Performance Polyamides India Pvt. Ltd (BPPIPL)

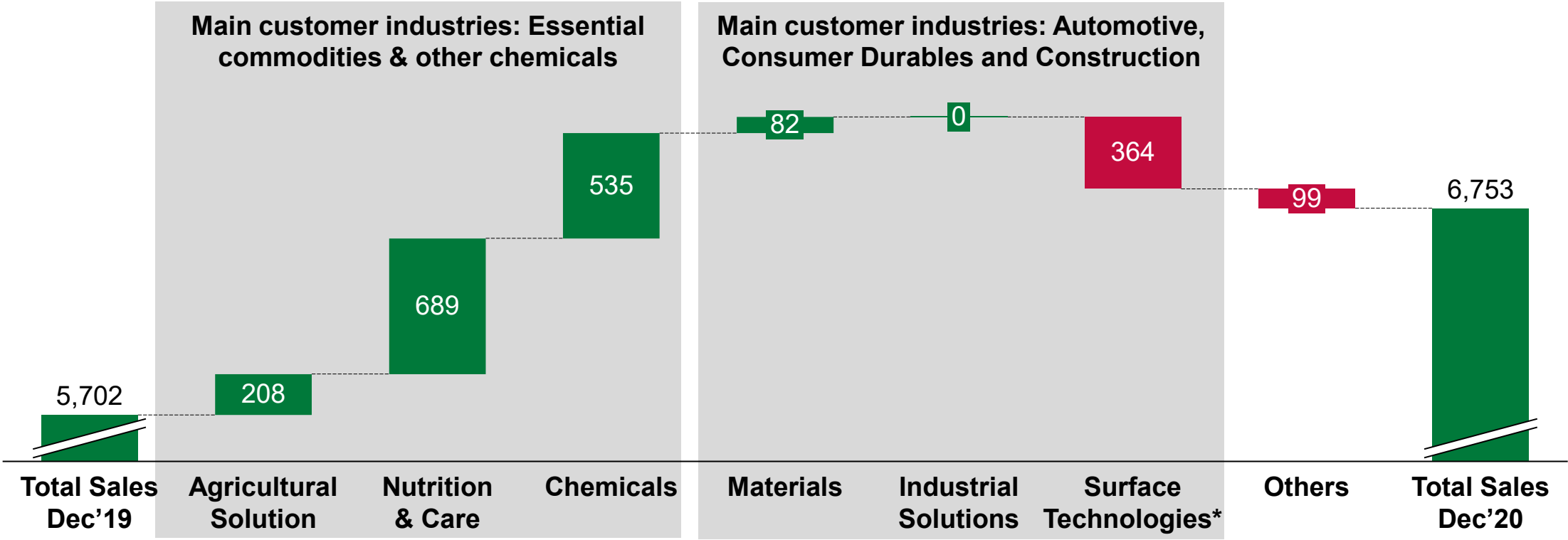
- Complementary **product portfolio**, well known **Technyl®** brand enhances growth opportunities. Wider **distribution network**, more **co-creation opportunities**
- Consideration amount **Rs.303 Crs**; Enterprise value Rs.219 Crs after netting of cash balance of Rs.84 Crs (Wholly Owned Subsidiary effective Aug'20)
- Apr to Dec'20: Revenue **Rs.163 Crs** (FY19-20: **Rs.276 Crs**)
- Merged with BIL effective February 1, 2021

- Construction Chemicals business forms part of the Surface Technologies segment
- Performance Polyamides business forms part of the Materials segment

Revenue development by segment

In Rs. Crs

Business performance: Apr–Dec'20 (consolidated)



Revenue Dec'20 (abs.)	1,119	1,749	1,265	1,336	916	280	88	6,753
% increase/ decrease	↑ 23%	↑ 65%	↑ 73%	↑ 7%	0%	↓ 57%	↓ 53%	↑ 18%



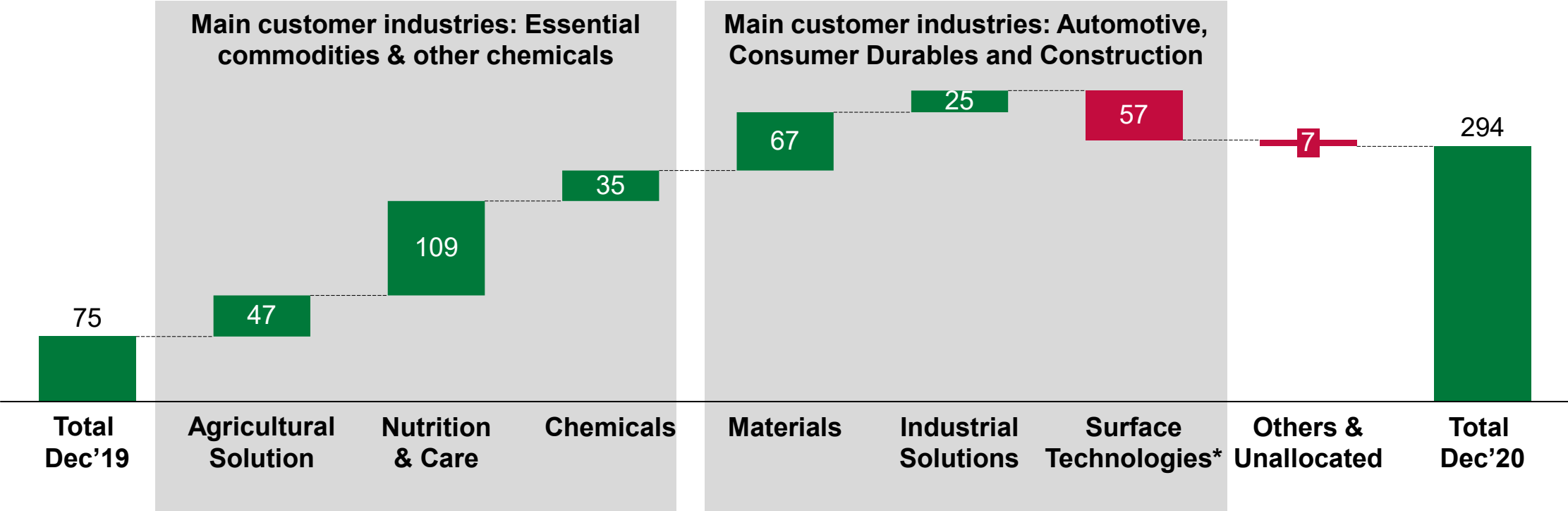
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 BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020

The charts are for comparison purpose & not to scale

Results development by segment

In Rs. Crs

Business performance: Apr–Dec'20 (consolidated)



Improved margins with higher volumes and better price realisation



*Construction Chemical business was divested effective 1st July 2020

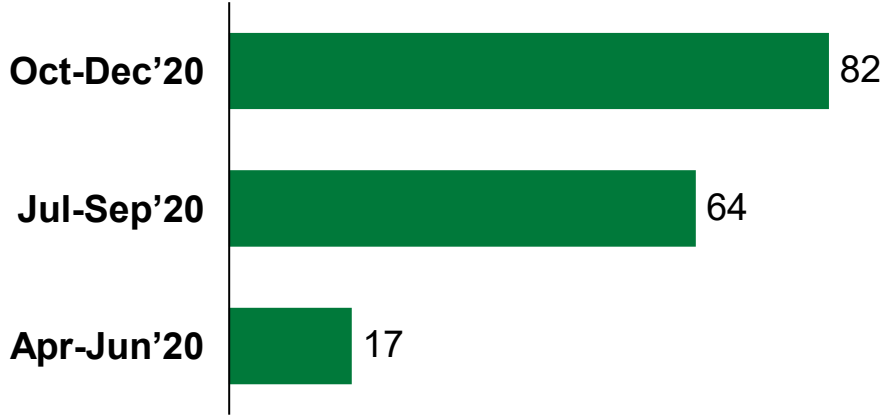
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BPPIPL Performance: Apr-Dec 20

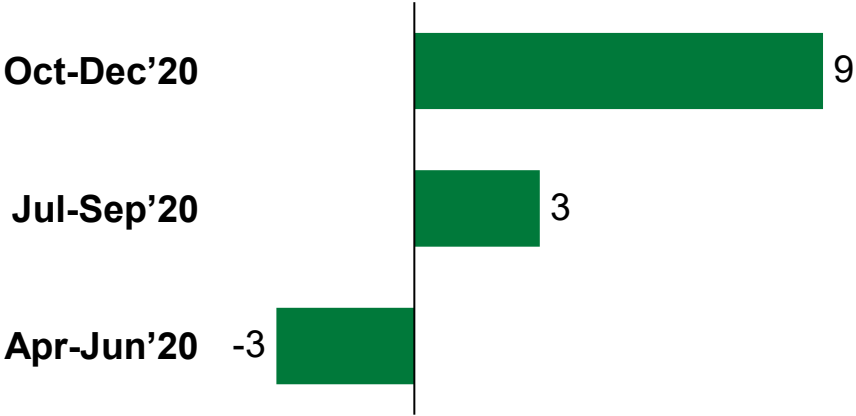
In Rs. Crs

Revenue



Total Revenue
Apr to Dec'20
Rs.163 Crs

PBT bEI



Total PBT bEI
Apr to Dec'20
Rs.9 Crs



Higher volumes with rebound in auto industry observed in Q3



BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020
PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

Highlights of strong performance

Operational Cash Flow



- Strong EBITDA
- BPPIPL Cash accumulation

Working Capital Management



- Optimum Inventory levels, considering business model
- Receivables well managed despite challenges

Cost control measures



- Office consolidation
- Optimizing IT infrastructure & services
- Manufacturing fixed cost optimization
- Resource optimization

Reduced Borrowings



Active fund Management:

- Repayment of Commercial paper Rs.500 Crs
- Finance cost lower by Rs.40 Crs

Endeavors for sustainable growth

Operational efficiencies



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

External stakeholder engagement



- Customer
- Supplier
- Government & Industry

People



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



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