

Analysts / Fund Managers Meeting BASF India Limited

Alexander Gerding
Managing Director

Narendranath J. Baliga
Chief Financial Officer

Mumbai, November 17, 2023



Introduction to BASF participants present today



Mr. Alexander Gerding

**Managing Director,
BASF India Limited**



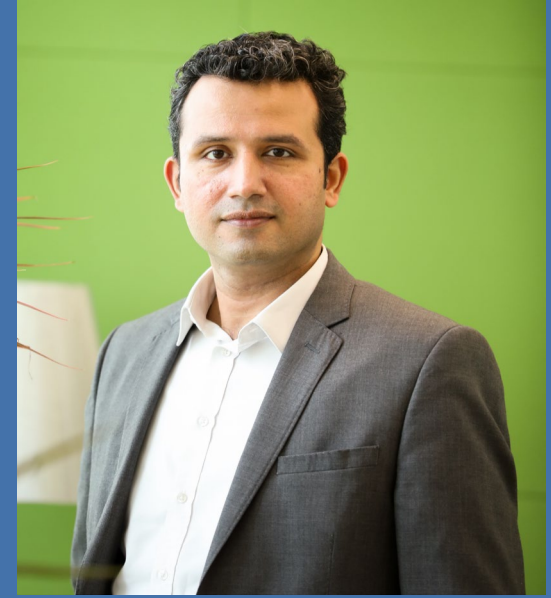
Mr. Narendranath Baliga

**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

Fostering safety mindset



Mangalore site employees commemorate Global Safety Week in August 2023 with trainings and activities

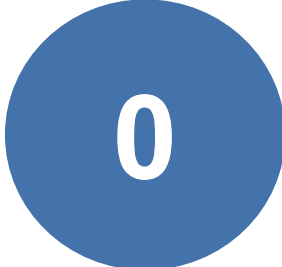
EHS remains top priority

Continuous emphasis to foster safety culture

Jan-Sept 22

Jan-Sept 23

High Severity Incident



High Severity - Process Safety Incident



BASF wins key recognition at Indian Chemical Council Awards



BASF India Limited awarded as Best Responsible Care Company in Sept 2023

India reflections

Macroeconomy



Resilient GDP growth



Stabilizing inflation and interest rates



Consistently high Purchasing Manager Index



High consumer confidence



Industries



Robust festive Automotive demand



Strong construction activities



Delayed Monsoon impacting Agri-sector



Stable growth in FMCG in Jul-Sept Quarter



Continued margin **pressures** in chemicals sector

Sources: MOSPI, RBI, CRISIL, ECONOMY.COM, IMF, S&P PMI index



Our Financial Performance

Segment revenue breakup

Rs Crores

Apr 23 to Sep 23

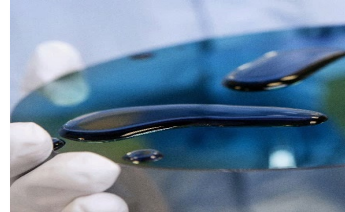


Agricultural Solutions



Materials

- Performance Materials
- Monomers



Industrial Solutions

- Dispersions
- Performance Chemicals



Surface Technologies

- Coatings
- Catalysts



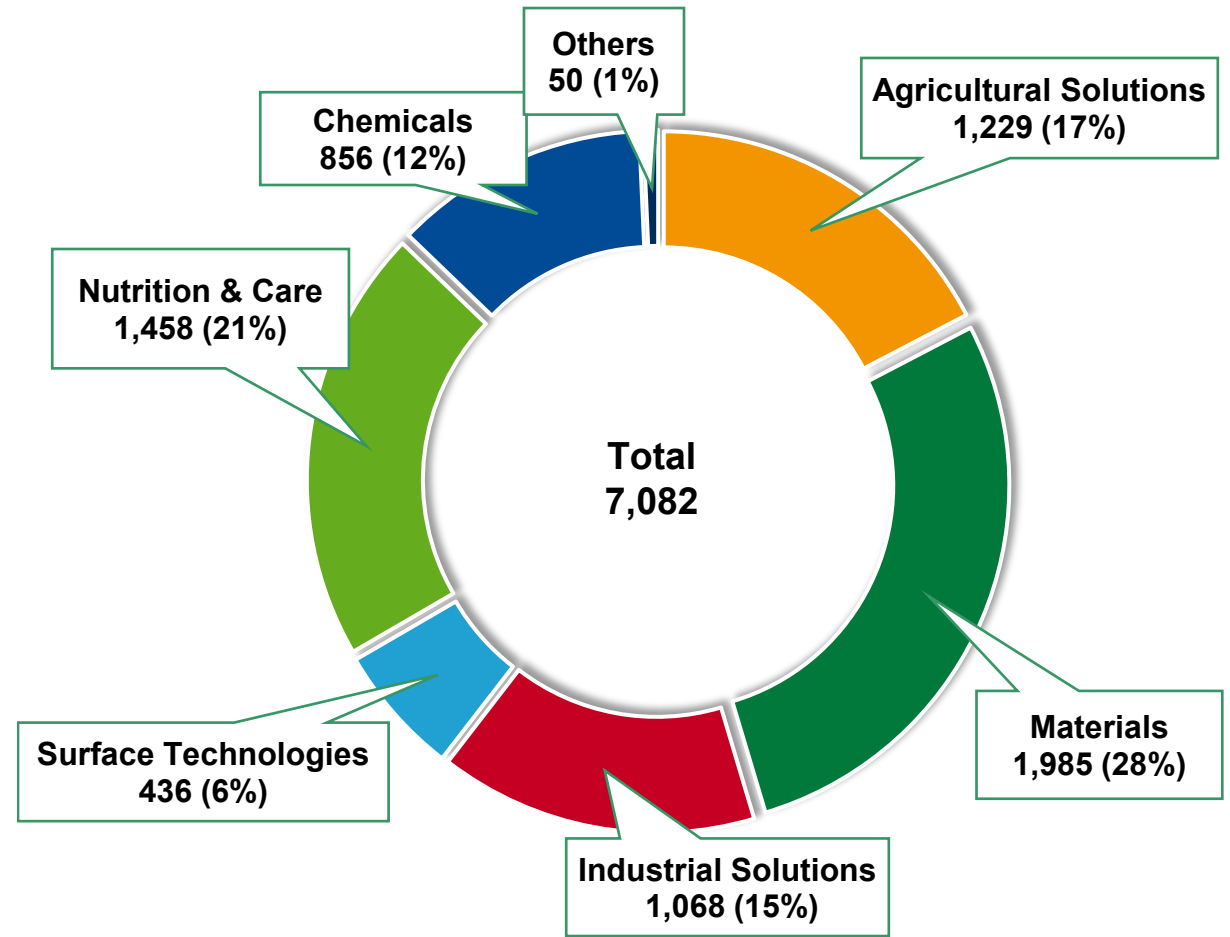
Nutrition & Care

- Care Chemicals
- Nutrition & Health



Chemicals

- Petrochemicals
- Intermediates

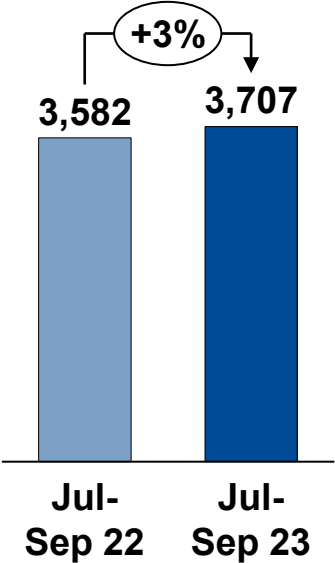


The charts are for comparison purpose & not to scale

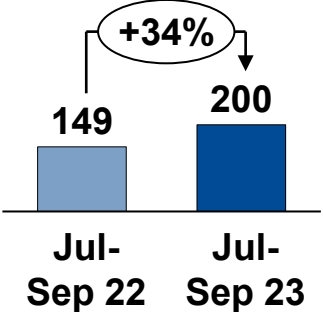
Financial performance

Rs Crores

QoQ

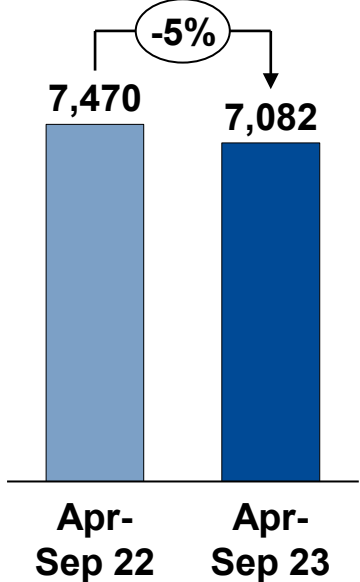


Revenue

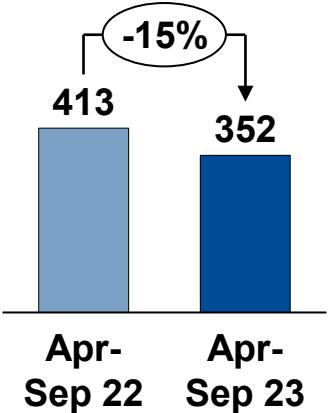


PBT bEI

Half Yearly



Revenue



PBT bEI

Strong volume growth, impacted by lower price realization

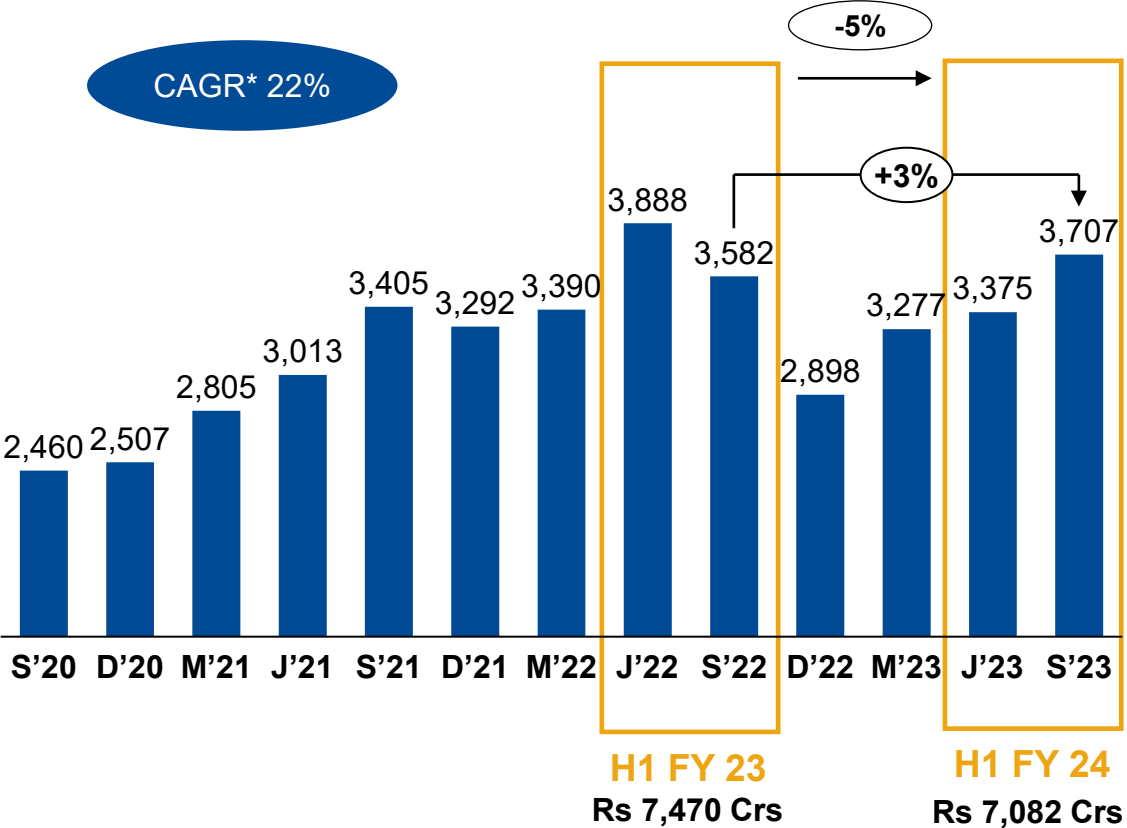
PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

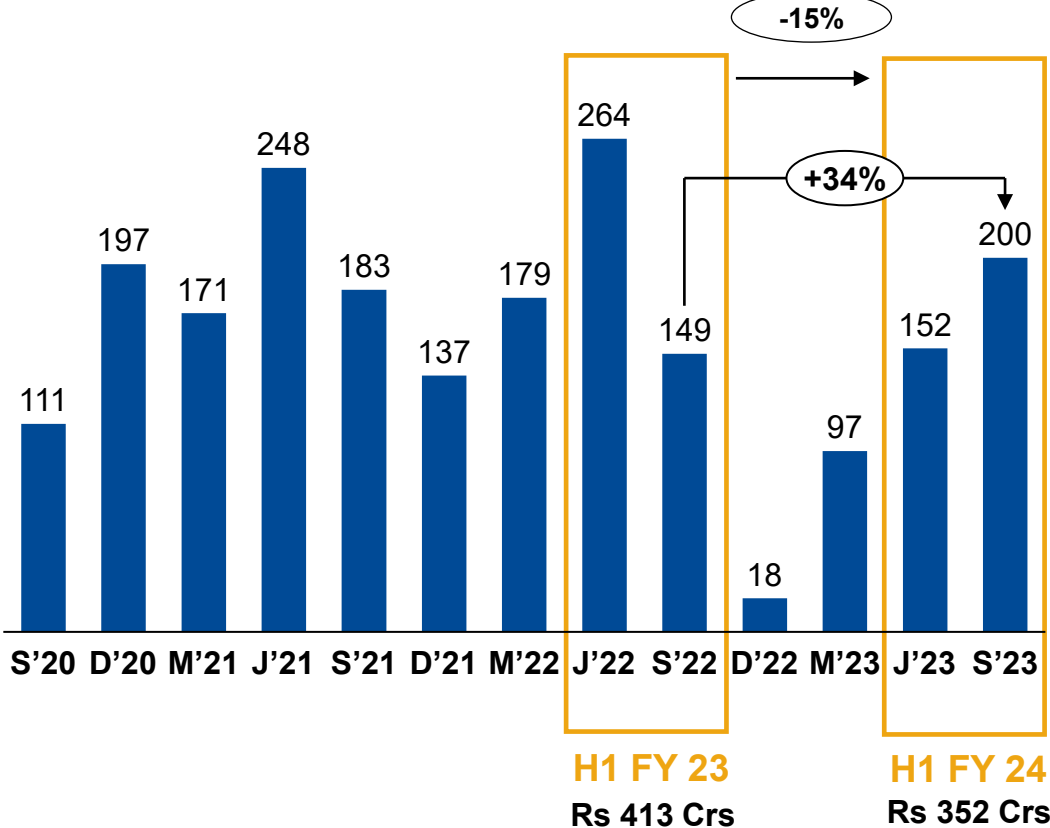
Quarterly performance

Rs Crores

Revenue from Operations



PBT before Exceptional Items



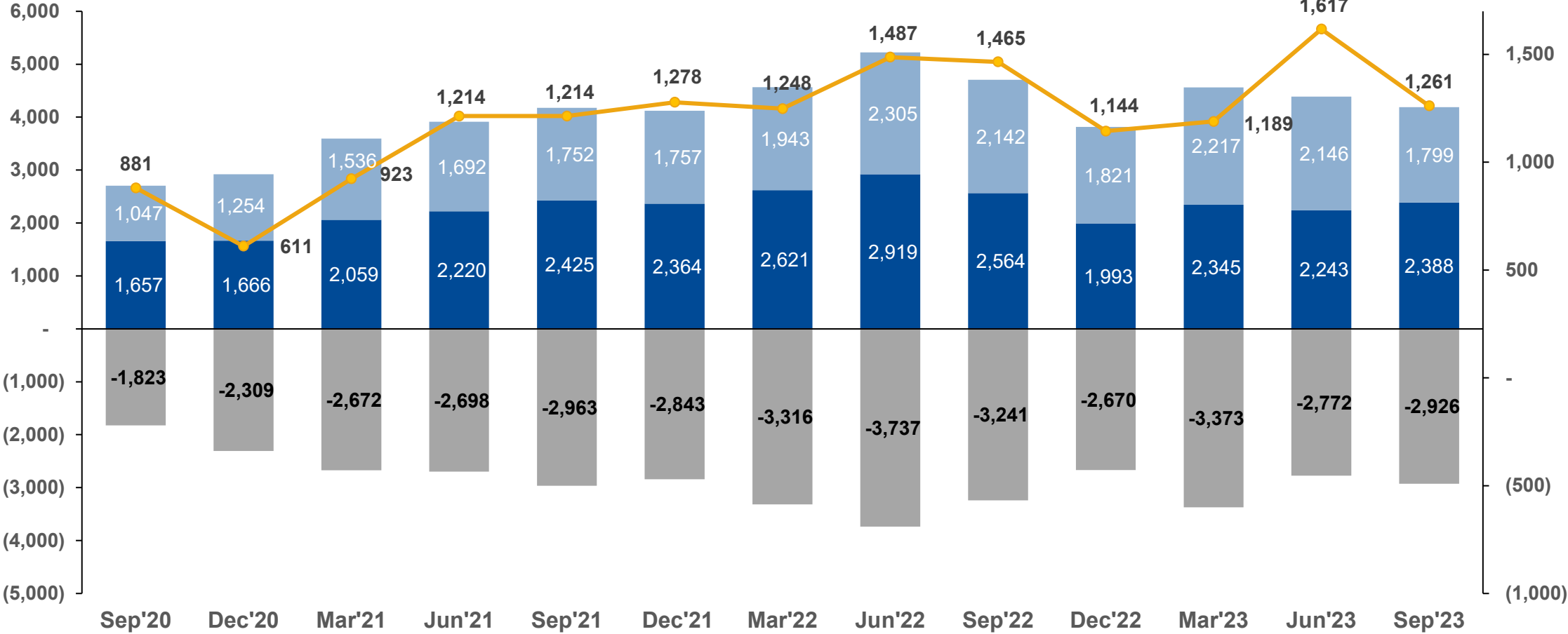
* For three years from FY'20 to FY'23

The charts are for comparison purpose & not to scale

Net Working Capital development

Rs Crores

Net Working Capital Rs Crores



A/R Inventory A/P NWC

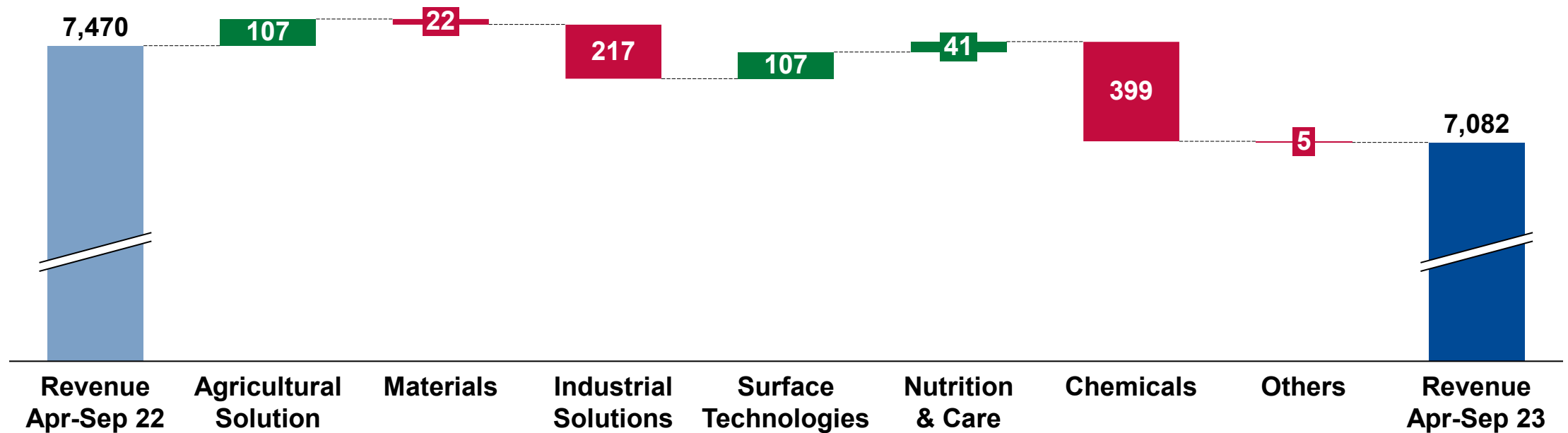
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Revenue development by segment

Rs Crores

Half year ended September 2023



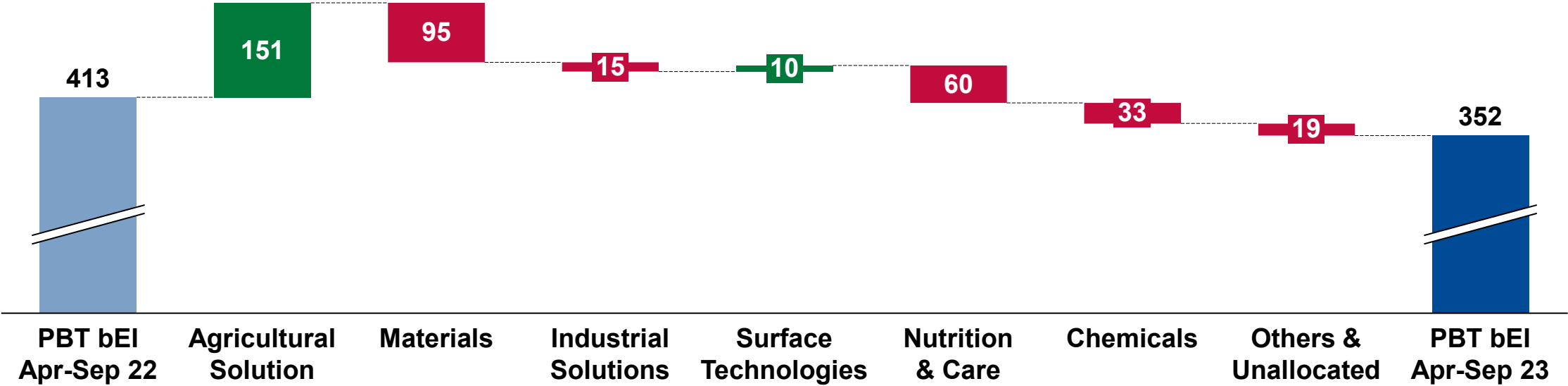
	Agricultural Solution	Materials	Industrial Solutions	Surface Technologies	Nutrition & Care	Chemicals	Others	Revenue Apr-Sep 23
Revenue Apr-Sep 23 (abs.)	1,229	1,985	1,068	436	1,458	856	50	7,082
Revenue Apr-Sep 22 (abs.)	1,122	2,007	1,285	329	1,417	1,255	55	7,470
% increase/ decrease	↑ 10%	↓ 1%	↓ 17%	↑ 33%	↑ 3%	↓ 32%	↓ 9%	↓ 5%

The charts are for comparison purpose & not to scale

Results development by segment

Rs Crores

Half year ended September 2023







PBT bEI Apr-Sep 23 (abs.)	310	15	74	6	(7)	2	(48)	352
PBT bEI Apr-Sep 22 (abs.)	159	110	89	(4)	53	35	(29)	413
% increase/ decrease	↑ 95%	↓ 86%	↓ 17%	↑ >100%	↓ >100%	↓ 94%	↓ 66%	↓ 15%





PBT bEI: Profit before tax & before exceptional items

The charts are for comparison purpose & not to scale



Key Performance Indicators

	HY 23-24	HY 22-23
Receivable Days 	61	63
Inventory Days 	62	60
Cash flow from Operations (Rs. Crs) 	342	39
Operating Exps (% to Revenue) 	7.6%	7.7%

	HY 23-24	HY 22-23
EBIT bEI (% to Revenue) 	5.1%	5.7%
ROCE* (%) 	12.9%	17.1%
RONA* (%) 	12.3%	13.0%
EPS bEI* (in abs. Rs) 	60.5	71.6

* Not annualised

ROCE: Return on Capital Employed = EBITbEI / Average Capital Employed
 RONA: Return on Net Assets = PAT (excluding interest income) / (PPE + Net Working Capital excluding Cash balance and ICD)
 Operating expenses: Total expenses excluding Cost of materials, Personnel cost & Depreciation

Stakeholder connects & recognition



Digitalization in action

Agricultural Solutions: AgShop

Complaint Management

Online Ordering with stock availability

Sales Tracking

Retailer Performance

Financial Overview

Business Performance

Inventory Management

Welcome to BASF AgShop: smart, convenient, fast

Your Business Plan Products

By Product

15:45 4G LTE

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My Business Compass

Inventory Overview

High Inventory	18 articles
₹16,94,884.80 IN	2618 boxes
Boxes	
Volume (kg/ltr)	42982 KGM
Value	₹264,797,552.00
Inventory Coverage	3614 months
₹45,06,442.14 IN	534 boxes
Boxes	
Volume (kg/ltr)	3873 LTR
Value	₹52,194.00
Inventory Coverage	10
Librel 2N,2000.5 KGM	241 boxes

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Aggregated Sales Volumes

Jun - Sep

₹10,00,000

₹8,00,000

₹6,00,000

₹4,00,000

₹2,00,000

₹0,00,000

Jun Jul Aug Sep

● 2019 YTD ● 2020 YTD ● 2020 Target

Safyog

Change your status and enjoy

Enhancing customer experience via AgShop – a digital business management tool from BASF

Connecting with industry & academia



BASF participation in FICCI and DCPC panel discussion “Roadmap to Net Carbon Zero” in Jul 2023

Avtar - the power of diversity & Seramount recognizes BASF again



**BASF selected for the 6th year in a row as a recipient of Nov 2023
Avtar & Seramount – 100 Best Companies for Women in India awards**

CSR efforts towards inclusion of women in chemical industry



BASF launched We-CHEMIE in collaboration with Somaiya Vidyavihar University and Indian Chemical Council enabling women from disadvantaged communities to make strong careers in the industry in Oct 2023

Best supplier award from Gabriel India Limited



BASF wins the Best Supplier Award from key automotive customer in Aug 2023

Summary

- Strong Q2 financial performance despite continued margin pressures
- As a responsible chemicals manufacturer, BASF continues to be recognized as a partner of choice by customers and stakeholders

Our focus areas

- Sustained profitable growth by staying close to our customers
- Maintain prudent control over working capital; optimize asset utilization
- Drive sustainability; ensure safe and efficient operations
- Focus on employees, fortify talent pipeline, promote diversity and inclusion



We create chemistry