



We create chemistry

BASF India Limited, Mumbai - 400 051, India

November 29, 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 November 24, 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

Internal



Analysts / Fund Managers Meeting

Narayan Krishnamohan
Managing Director, BASF India Limited

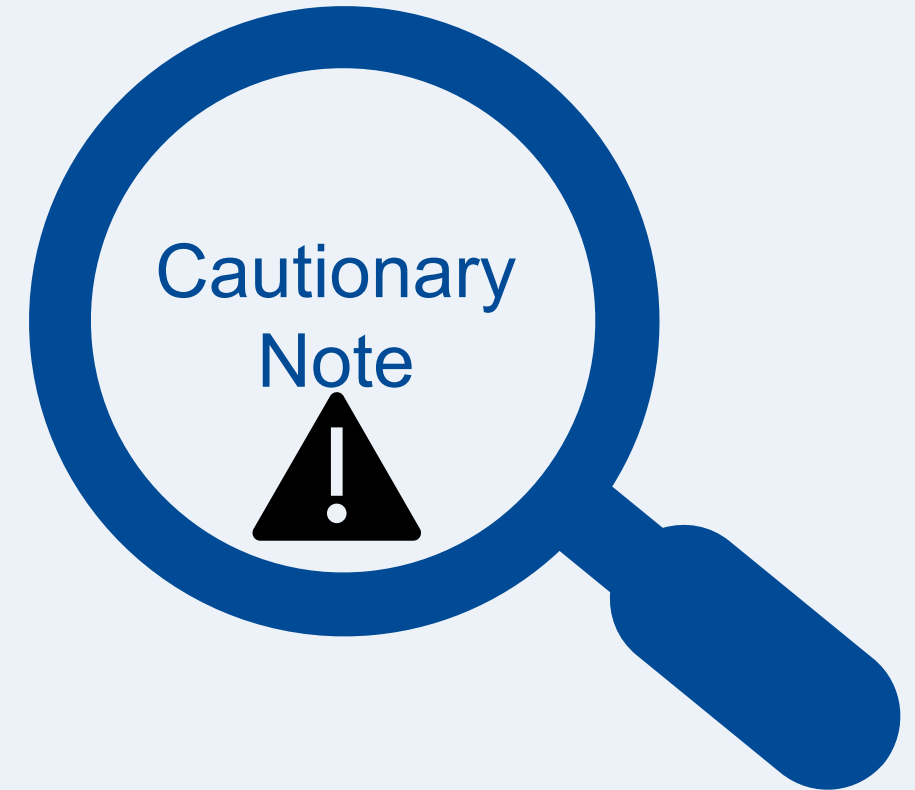
Narendranath J. Baliga
Chief Financial Officer, BASF India Limited

Mumbai, 29.11.2021

BASF
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- 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

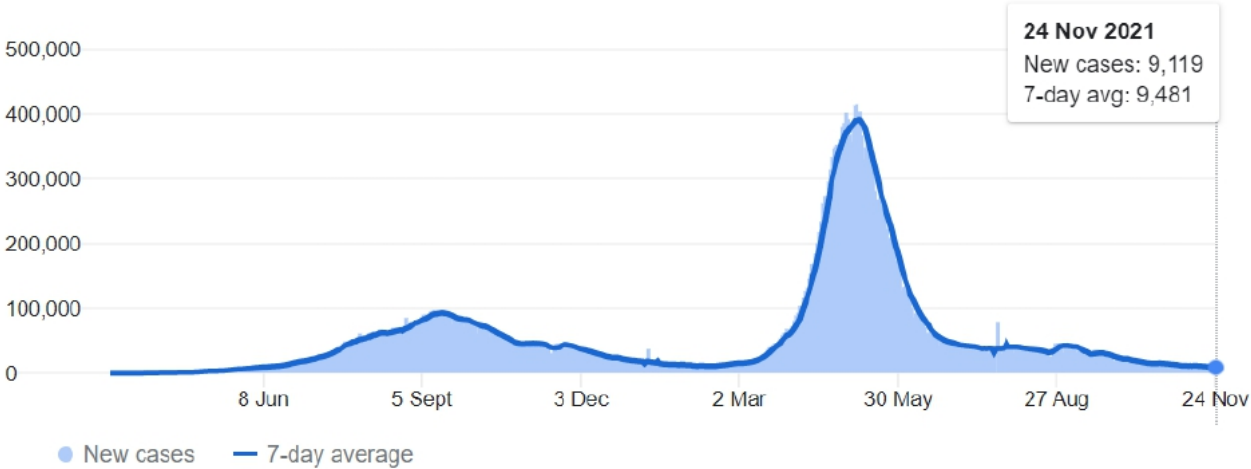




Safety- at the core of everything we do!
Negligible number of incidences in Apr-Sep 2021
No accidents in Apr-Sep 2021@Manufacturing sites
Very few non-operational Lost Time injury incidents
Emphasis on awareness for Slip Trip and Fall protection
safety in routine activities

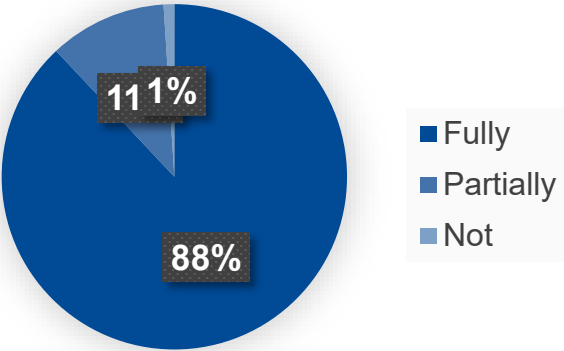
COVID-19 update: India (as of Nov. 25, 2021)

India Overall

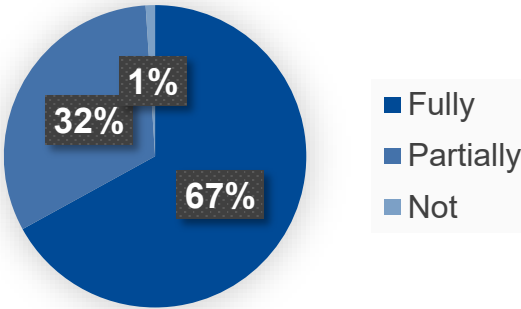


BASF in India

Full Time Employees Vaccinated



Contractual Employees Vaccinated

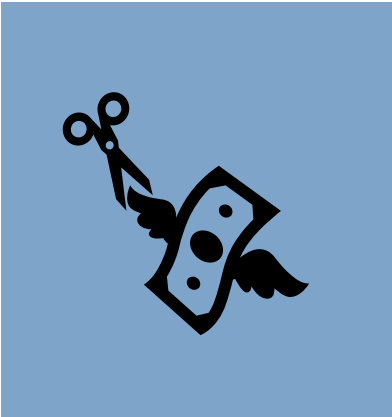


Growing demand points to gradual economic recovery

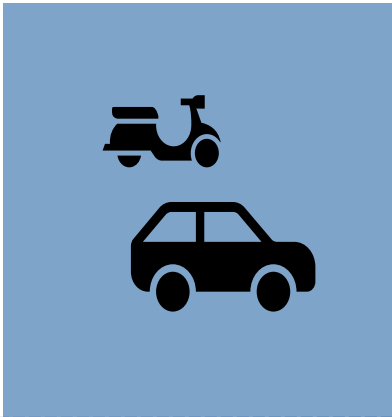
RBI forecasts India GDP for FY 21-22 to 9.5%



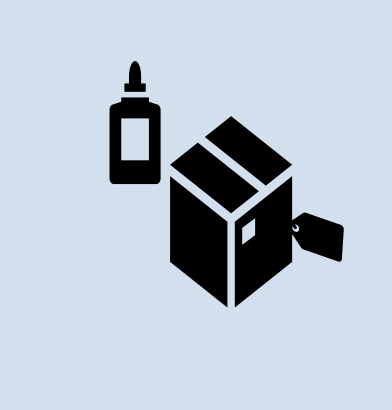
Manufacturing & IIP- rises to 3 month high in Oct @58.4



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

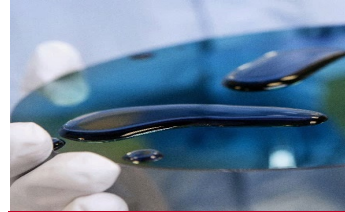
Apr-Sep'21 (6 months)



Agricultural Solutions



Materials
Performance Materials
Monomers



Industrial Solutions
Dispersions
Performance Chemicals



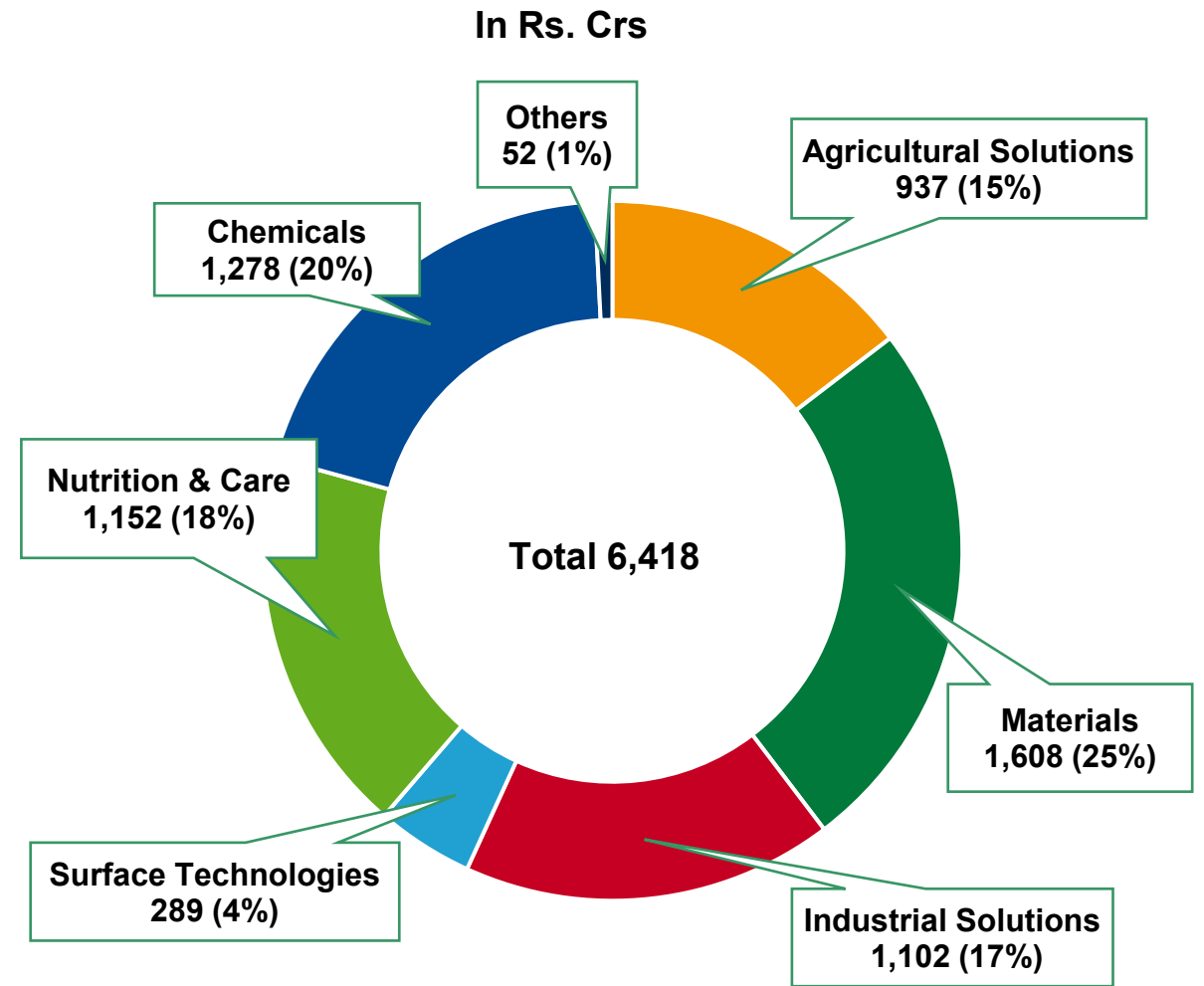
Surface Technologies
Coatings
Catalysts



Nutrition & Care
Care Chemicals
Nutrition & Health



Chemicals
Petrochemicals
Intermediates



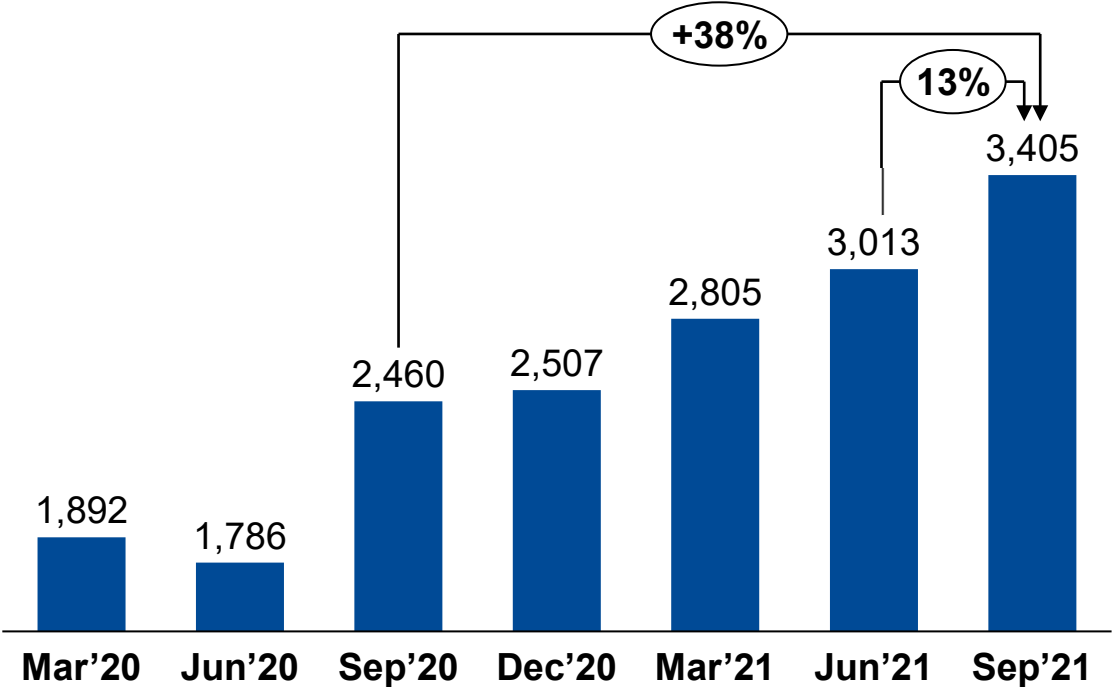
The charts are for comparison purpose & not to scale

QoQ performance

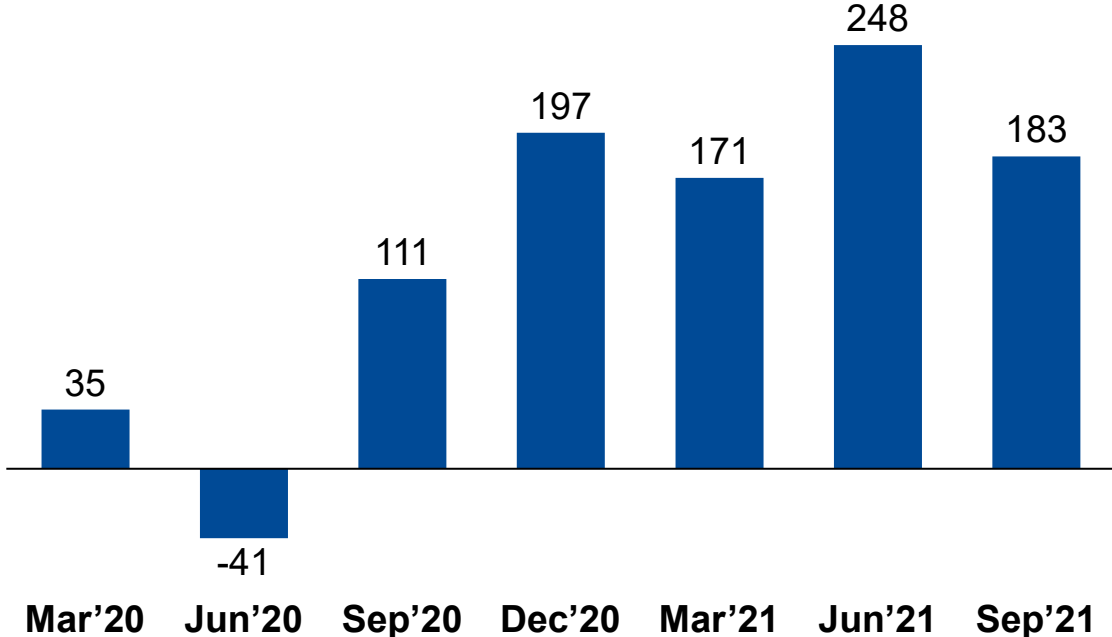
Rebound continues...

In Rs. Crs

Revenue from Operations



PBT before Exceptional Items



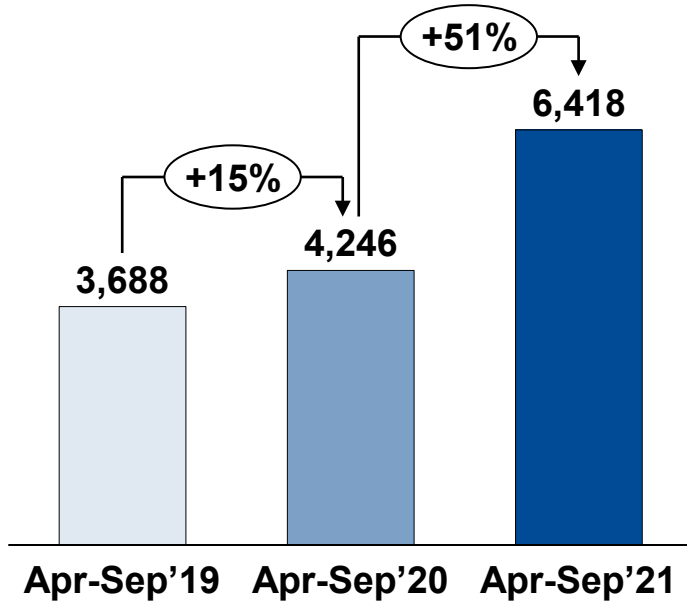
BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020
 Construction Chemical business divested effective July 1, 2020

The charts are for comparison purpose & not to scale

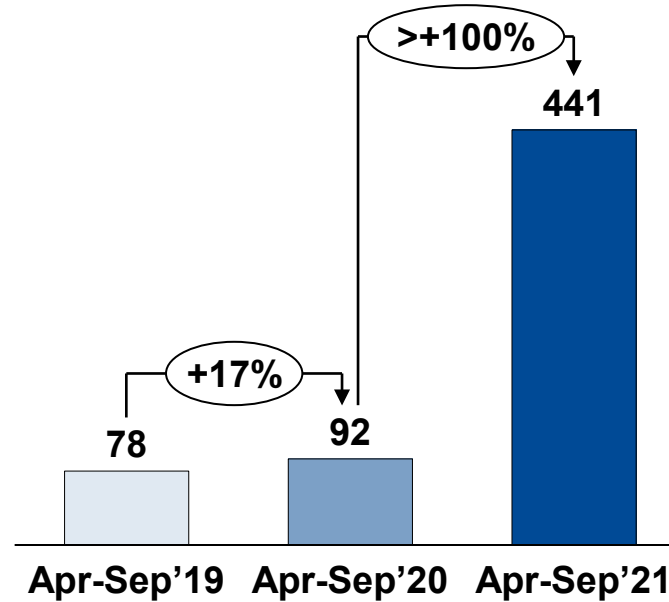
Apr-Sep 21: Strong profitable performance

In Rs. Crs

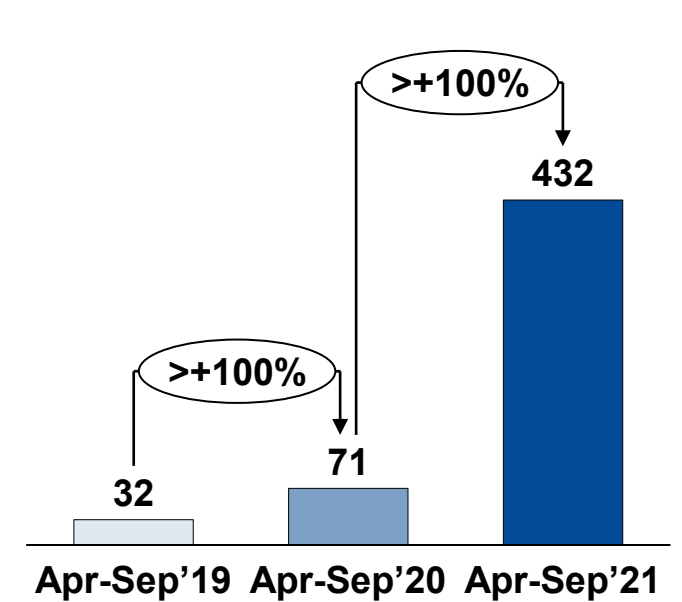
Revenue



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.

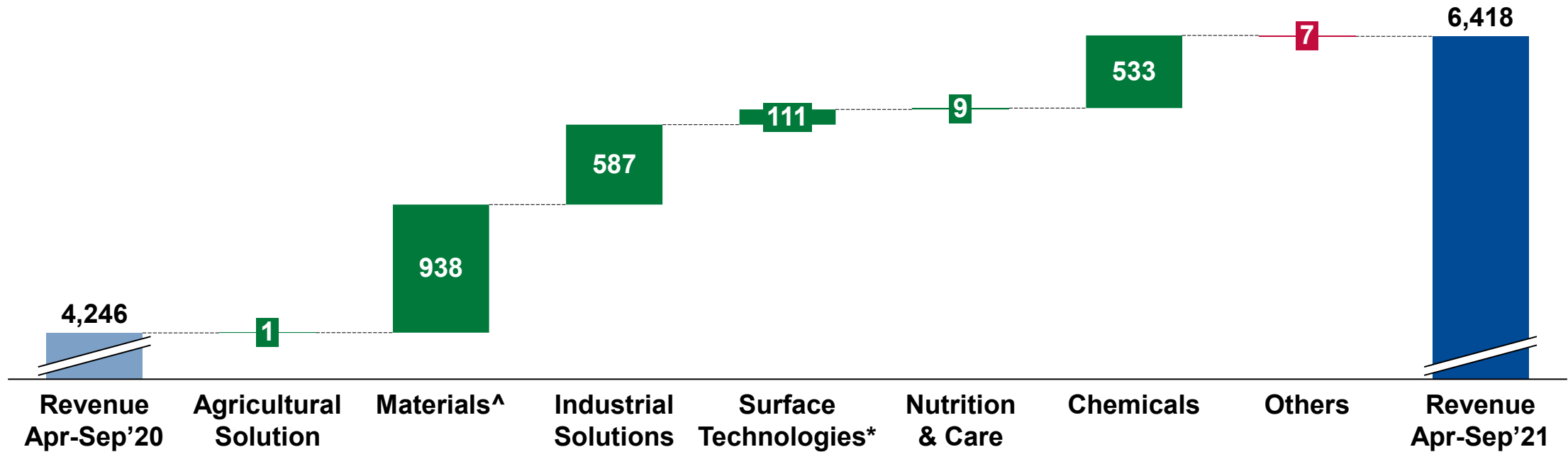
EBIT bEI: Earnings before interest, tax & before exceptional items | PBT bEI: Profit before tax & before exceptional items
 BASF Performance Polyamides acquisition accounted as common control transaction effective February 1, 2020
 Construction Chemical business divested effective July 1, 2020

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

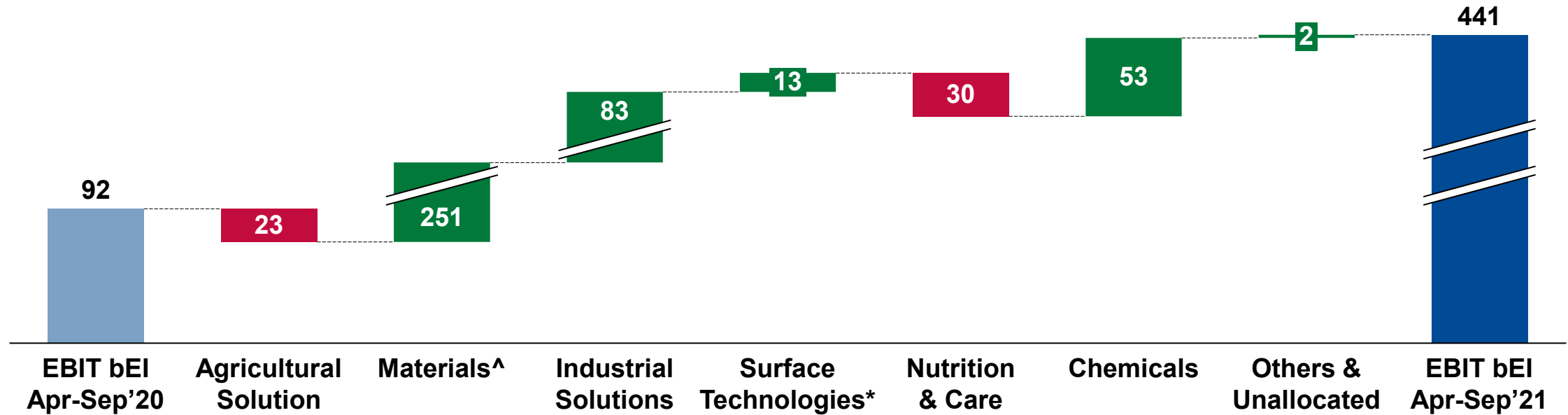
* Construction Chemical business divested effective July 1, 2020

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

CATAPULT | SIBM PUNE

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



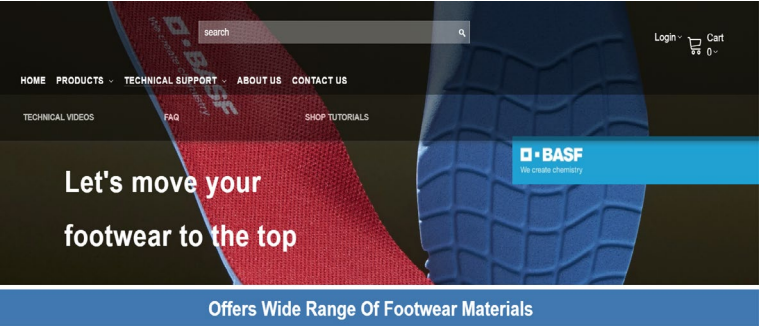
Government outreach- Members of a prominent Think Tank visit BASF Creation Center

JURY | FALLING WALLS LAB INDIA 2021

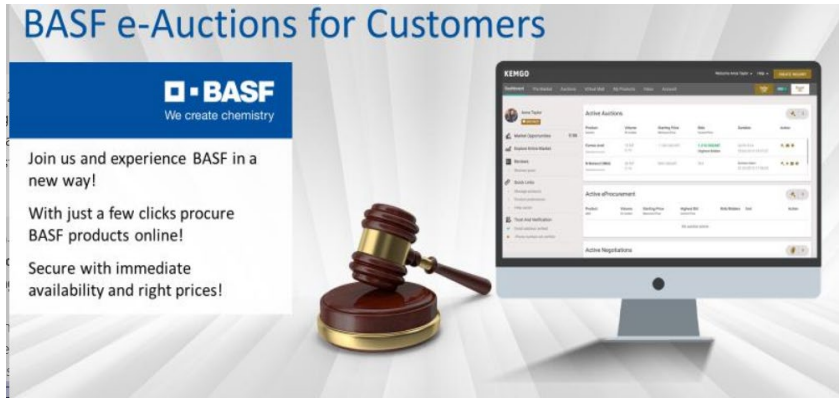
- Dr. Muriel Helbig**
Vice President German Academic Exchange Service (DAAD)
- Dr. Katja Lasch**
Director German Centre for Research and Innovation (DWIH) New Delhi
- Prof. Rajender Singh Sangwan**
Director Academy of Scientific and Innovative Research (ACSIR)
- Dr. Arun Agarwal**
Founder Janitri Innovations
- 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



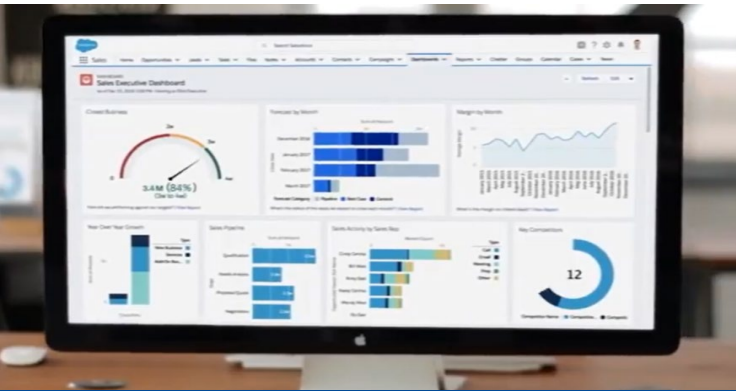
1st webshop by BASF for footwear industry



1st e-Auction by BASF in Asia Pacific by transportation team



1st precision agriculture app for Indian farmers

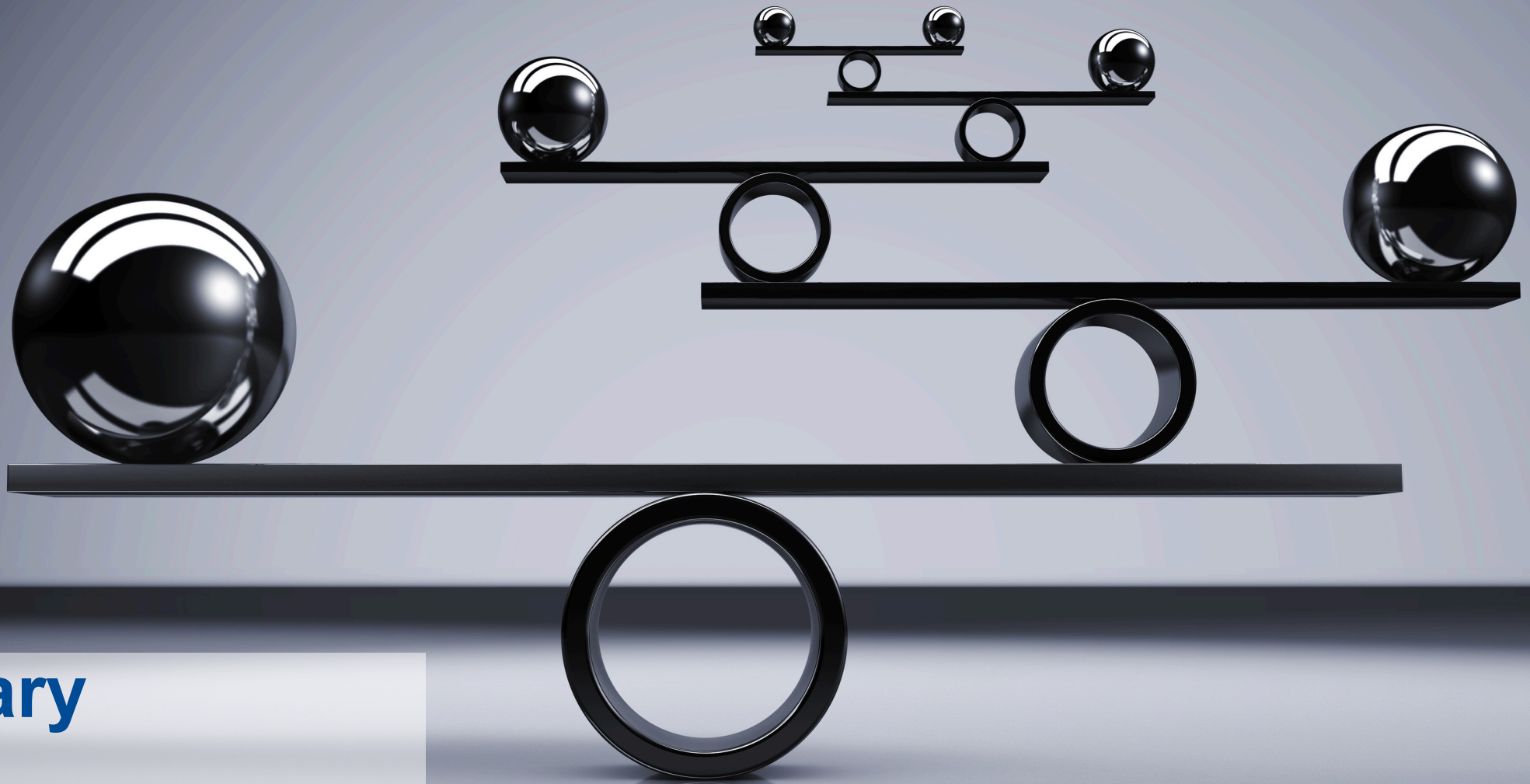


Salesforce & NPS enable faster customer response



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



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