



We create chemistry

BASF India Limited, Mumbai - 400 051, India

May 22, 2024

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: Analysts / Fund Managers Meeting of BASF India Limited

Further to our letter dated May 16, 2024 on the above-mentioned subject, we enclose herewith the presentation made by the Company at the Analyst / Fund Managers meeting held today i.e. May 22, 2024 at 4 p.m.(IST)

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

Manohar Kamath
Director – Legal, General Counsel (India)
& Company Secretary

Pankaj Bahl
Senior Manager - Legal & 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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80

years of

Resilience And Growth

Building For A Sustainable Future



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

Alexander Gerding
Managing Director

Narendranath J. Baliga
Chief Financial Officer

Mumbai, May 22, 2024

80

years of

Resilience And Growth

Building For A Sustainable Future

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 culture and mindset



All sites commemorated Global Safety Week in August 2023 with awareness activities and trainings.

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EHS remains top priority

Continuous emphasis to foster safety culture and mindset

- No high severity incidents in 2023 and YTD 2024
- No LTI this year
- 1 PSI and appropriate measures taken
- Leading indicators like near miss reporting increased

LTI: lost time injury
PSI: process safety incident



India Reflections






Macroeconomy

-  Continued robust GDP growth forecasted at 7%
-  **Stable** inflation and interest rates
-  **Consistently high** Purchasing Manager Index
-  **High** consumer confidence

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



Industries

-  Automotive industry showing **continued growth** but at lower levels
-  Construction **momentum** continues
-  Favorable monsoon projection **supporting** Agriculture sector
-  Slightly lower FMCG **growth** expected vs PY
-  Continued margin **pressure** in Chemicals sector



Our Financial Performance

Segment Revenue (share)

Apr 23 to Mar 24

In Rs. Crs




Agricultural Solutions



Materials

- Performance Materials
- Monomers



Industrial Solutions

- Dispersions
- Performance Chemicals



Surface Technologies

- Coatings
- Catalysts



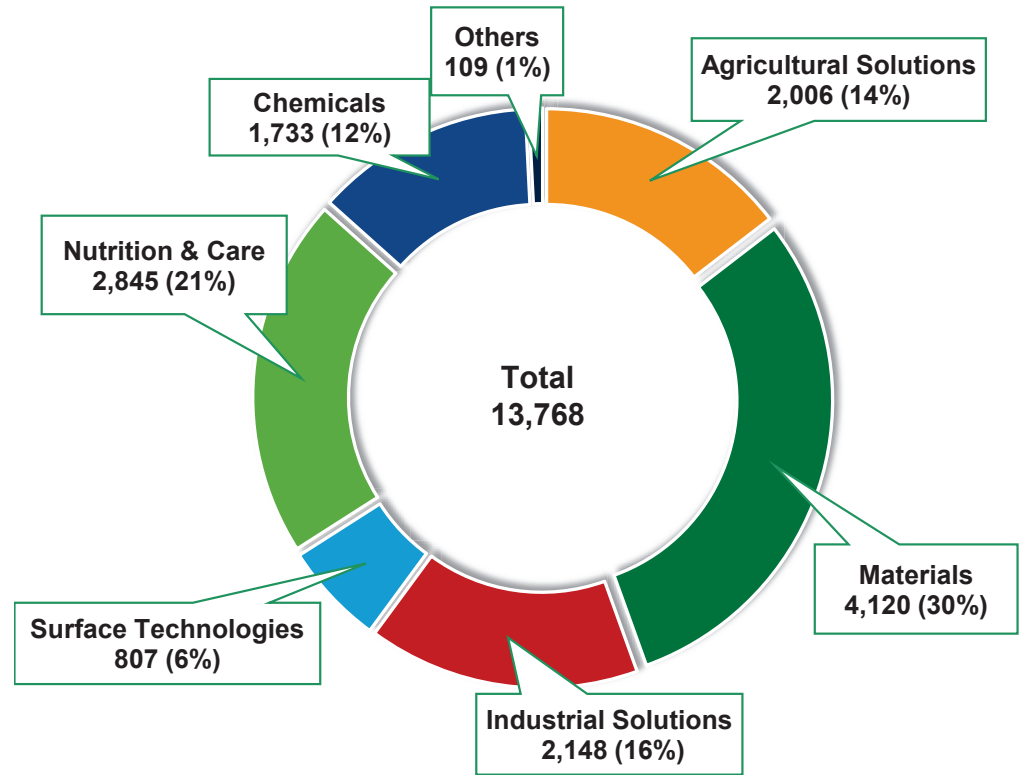
Nutrition & Care

- Care Chemicals
- Nutrition & Health



Chemicals

- Petrochemicals
- Intermediates



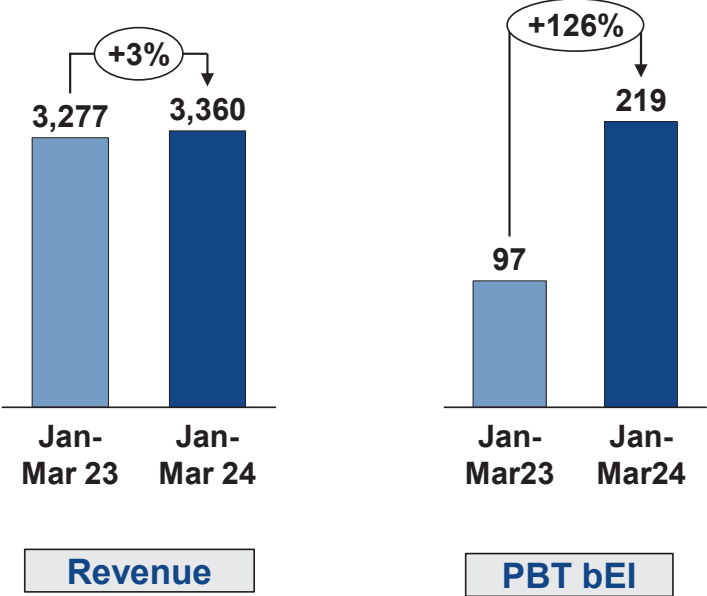
Internal

The charts are for comparison purpose & not to scale

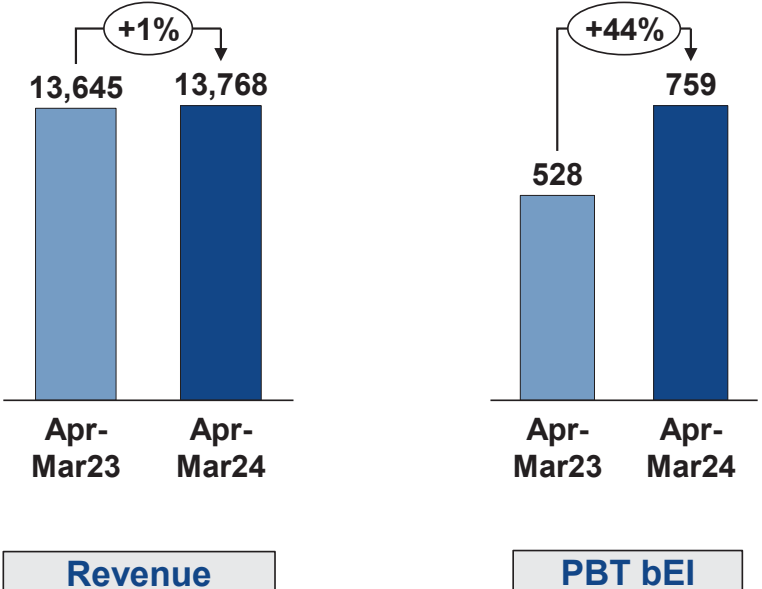
Financial Performance

In Rs. Crs

QoQ



Yearly (YoY)



- ₹ Strong volume growth, impacted by lower price realisation
- 📊 Margins improved on account of lower input costs and product mix
- 💰 Dividend of Rs.15 per share recommended by the Board of Directors



PBT bEI: Profit before tax before exceptional items

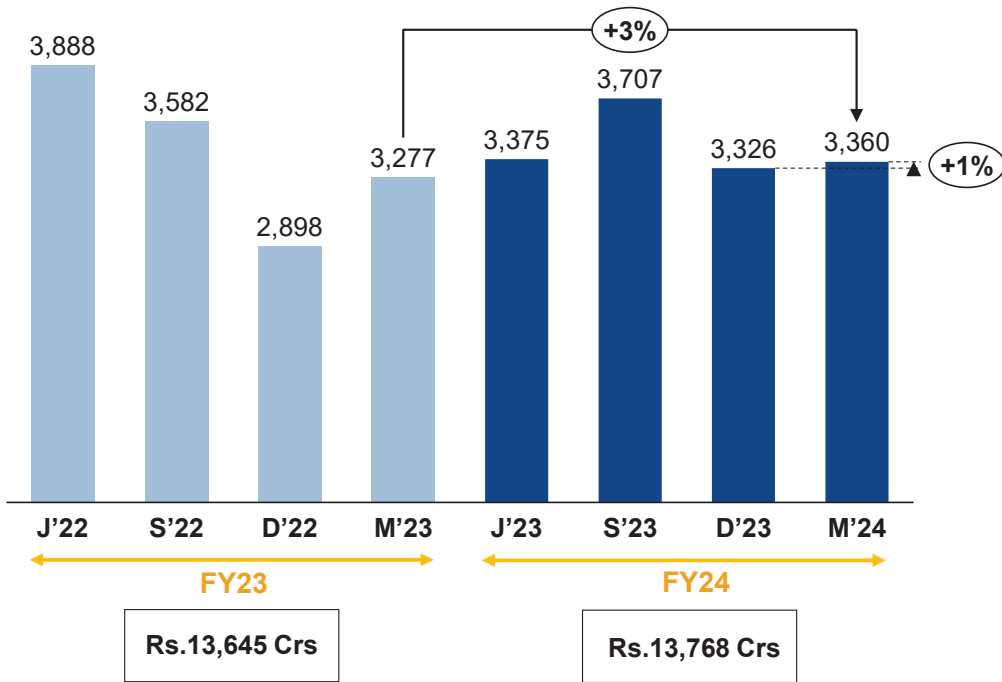
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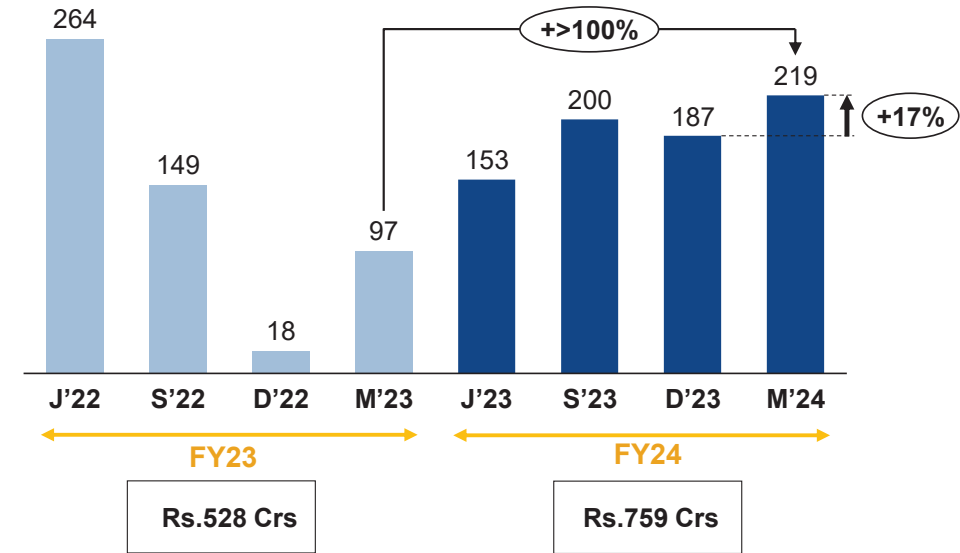
Quarterly Performance

Rs Crores

Revenue from Operations



PBT before Exceptional Items

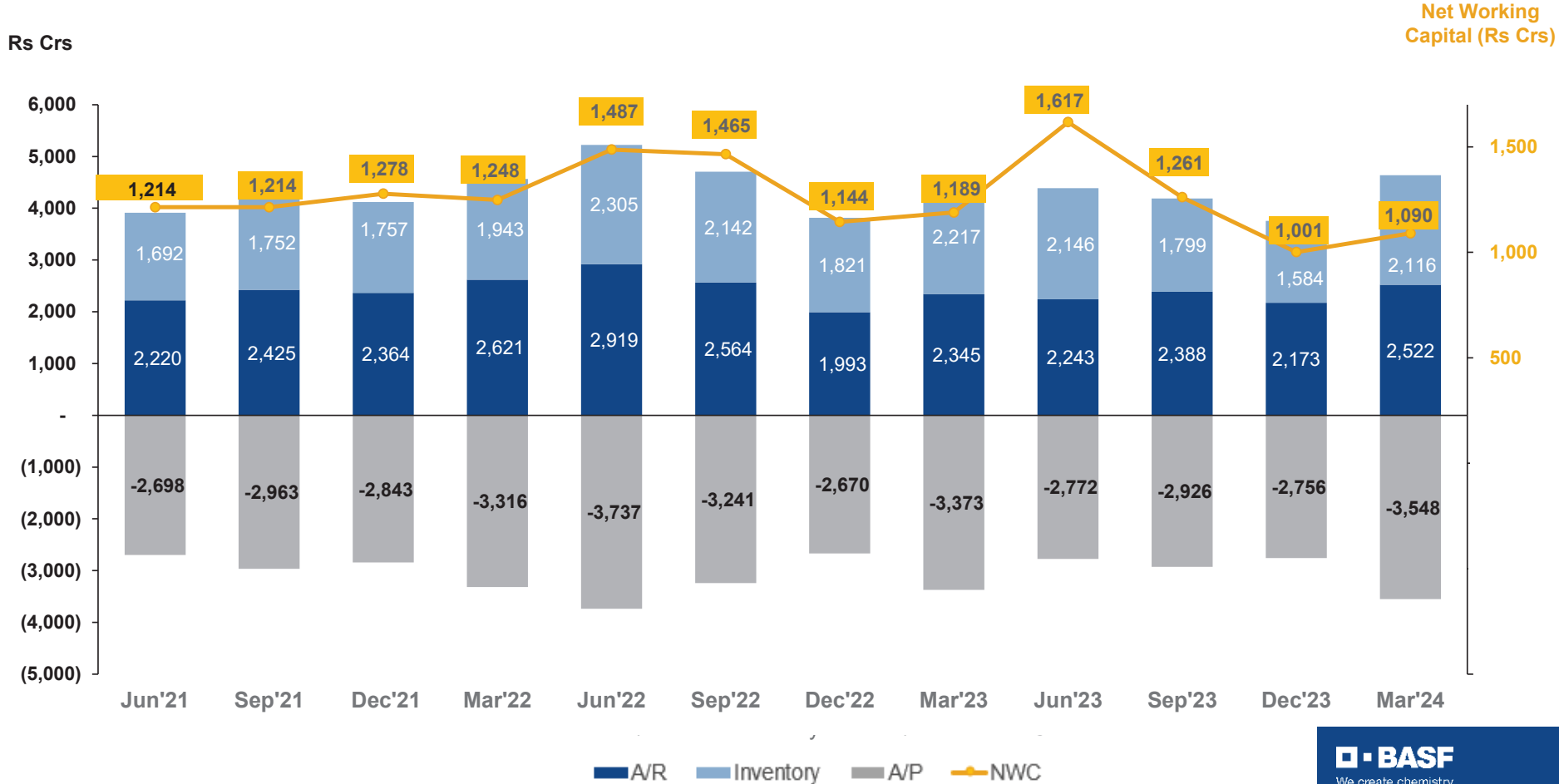


Amounts for consolidation below rounding-off norms. Standalone and consolidated figures unchanged.

Internal

The charts are for comparison purpose & not to scale

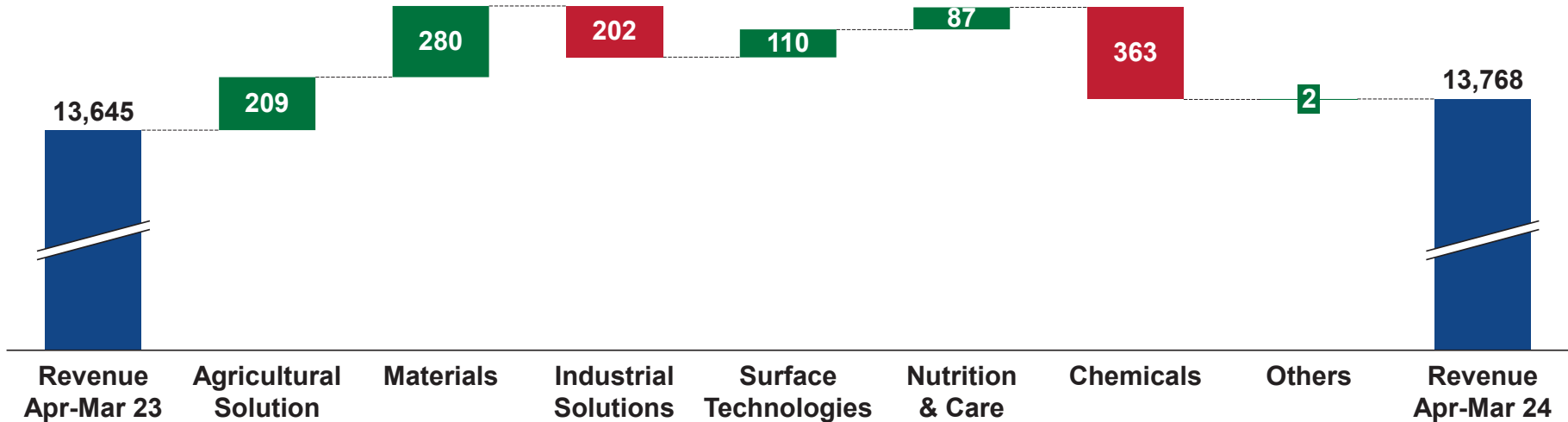
Net Working Capital Development



Revenue by segment

Year ended March 31, 2024

Rs Crores



	Agricultural Solution	Materials	Industrial Solutions	Surface Technologies	Nutrition & Care	Chemicals	Others	Revenue Apr-Mar 24
Revenue Apr-Mar 24 (abs.)	2,006	4,120	2,148	807	2,845	1,733	109	13,768
Revenue Apr-Mar 23 (abs.)	1,797	3,840	2,350	697	2,758	2,096	107	13,645
% increase/ decrease	↑ 12%	↑ 7%	↓ 9%	↑ 16%	↑ 3%	↓ 17%	↑ 2%	↑ 1%



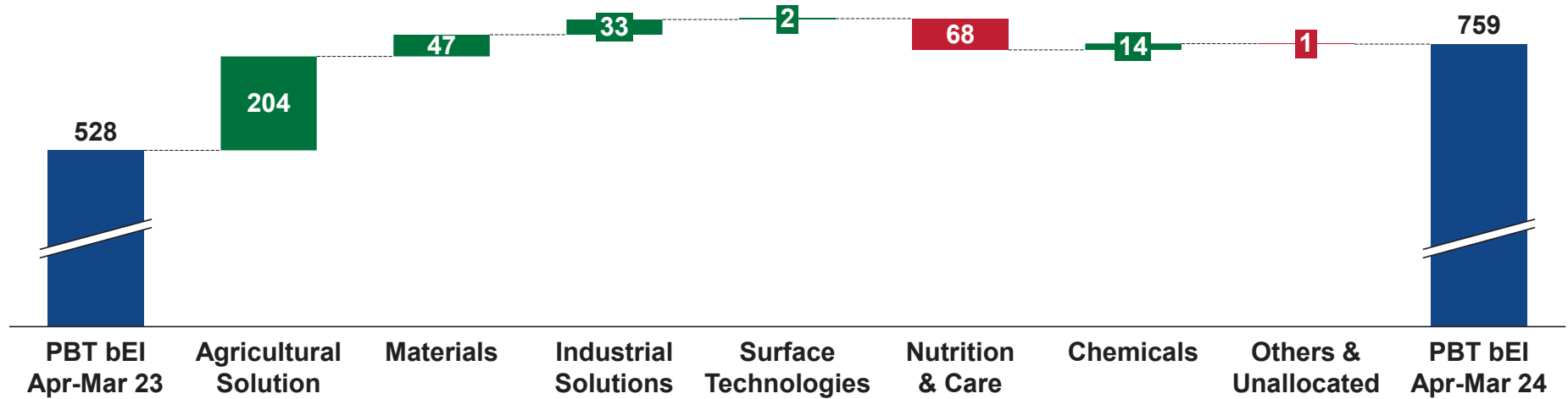
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The charts are for comparison purpose & not to scale

Results by segment

Year ended March 31, 2024

Rs Crores



PBT bEI Apr-Mar 24 (abs.)	436	105	165	15	36	54	(52)	759
PBT bEI Apr-Mar 23 (abs.)	232	58	132	13	104	40	(51)	528
% increase/ decrease	↑ 88%	↑ 81%	↑ 25%	↑ 13%	↓ 65%	↑ 35%	↓ 2%	↑ 44%









PBT bEI: Profit before tax & before exceptional items

Internal



The charts are for comparison purpose & not to scale

Key Performance Indicators

	FY 23-24	FY 22-23		FY 23-24	FY 22-23
Receivable Days 	65	66	EBIT bEI (%) 	5.6%	4.0%
Inventory Days 	69	66	ROCE (%) 	26.1%	21.5%
Cash flow from Operations (Rs. Crs) 	807	531	RONA (%) 	29.3%	19.7%
Operating Expenses (%) 	7.8%	8.1%	EPS bEI (in abs. Rs) 	130.1	90.5

ROCE: Return on Capital Employed = EBITbEI / Average Capital Employed
 RONA: Return on Net Assets = PAT / (PPE + Net Working Capital excluding Cash balance and ICD)
 Operating Expenses (%) = (Finance costs + Other expenses) / Revenue from Operations

Internal



Key Updates

Commitment to Innovation

Agricultural Solutions: Efficon® Insecticide – powered by Axalion® Active



Held in Hyderabad on May 6, the Efficon® launch had over 35 media personnel at the launch, followed by a customer event.

Expanding our production facility at Mangalore



Expansion of ecoat manufacturing facility on Apr 29 to address the increasing demand from automotive manufacturers in India, South Asia and ASEAN markets.

Strengthening our development capabilities in India



Launch of our new Polyurethane Technical Development Center in Mumbai with state-of-the-art application equipment on May 28, 2024

Sustainability as a differentiator - Low PCF products



Dahej and Mangalore sites receive RedCert² Certification supporting our customers in their low carbon footprint roadmap journey.

BASF Dispersions plants -
First in India to be REDcert² certified

Dahej and Mangalore are now certified to supply low-carbon-footprint biomass-balanced water-based polymer dispersions products



Mangalore Dahej

Driving green energy transformation across our sites



PPA and Shareholder Agreement signed on 30th Nov 23 for additional green energy for Mangalore site.

Supporting our employees



Launch of Daycare facility on May 8 in Dahej to support working parents, foster diversity & inclusion, and create a family-friendly workplace environment.

Connecting with industry and associations



Connecting with industry and associations



Inaugural Ceremony & Conference

Refining & Petrochemicals 2024
CHEMICALS 2024
5 March 2024

Chlor-Alkali
World Expo & Conference 2024
6-7 March 2024

Silver Partners

Bronze Partners

Support Partners

Partner Knowledge Partner

Supported by

CHEMTECH FOUNDATION
1974-2024

Inspiring Intelligence...
..Igniting Innovation

Organised by

BASF India

Alexander Gerding
Managing Director, BASF India Ltd.

March 6, 2024

CHEMTECH FOUNDATION
1974-2024

Inspiring Intelligence...
..Igniting Innovation

Panel Discussion

Panelists: Anant Chitambar, Gayatri Shrivastava, Alexander Gerding

BASF participation in Chlor-Alkali World Expo 2024 on Mar 6 sharing BASF's sustainability transformation road map and safety mindset

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CSR efforts towards inclusion of women in chemical industry



Over 40 students from Maharashtra recognized as part of the inaugural cohort of the We-Chemie (Women enabled for careers in Chemistry) program on Apr 11

BASF signed MOU with Mahindra & Mahindra for a Joint CSR project



Program for skilling underprivileged women in the Paint shop along with partner OEMs – 29th Nov 23

Our contribution to the communities we operate in



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बी ए एस एफ इंडीया लिमिटेड
सी.एस.आर. च्या अंतर्गत
ओढा रुंदीकरण, खोलीकरण व विस्तारीकरण
गाव- भिंगी ता.जि.हिंगोली

CSR intervention in the area of
water conservation in three
villages of Hingoli district
- Ambala, Bhingi and Warangal

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Our contribution to the communities we operate in



BASF Kids lab Mangalore (Jan 29 to Feb 10, 2024) touched the lives of 1900 students in Mangalore

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Engagement with our customers

Theme of “Drive Forward... Together”



BASF Technology Day at Maruti Suzuki on Dec 21, 2023 showcasing our collaboration for sustainable products and solutions

BASF India Board Member Appreciation Dinner



Honouring our outgoing board members and welcoming new members at the appreciation Dinner on Mar 27

Continued focus areas

- Maintain the India momentum: sustained profitable growth; staying close to customers and capturing every opportunity
- 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



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