



We create chemistry

BASF India Limited, Mumbai - 400 051, India

November 18, 2022

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 November 15, 2022 on the above-mentioned subject, we enclose herewith the presentation made by the Company at the Analyst / Fund Managers meeting held today i.e. November 18, 2022 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  
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](http://www.basf.com/in)



## Analysts / Fund Managers Meeting BASF India Limited

**Narayan Krishnamohan**  
Managing Director

**Narendranath J. Baliga**  
Chief Financial Officer

**Mumbai, 18.11.2022**

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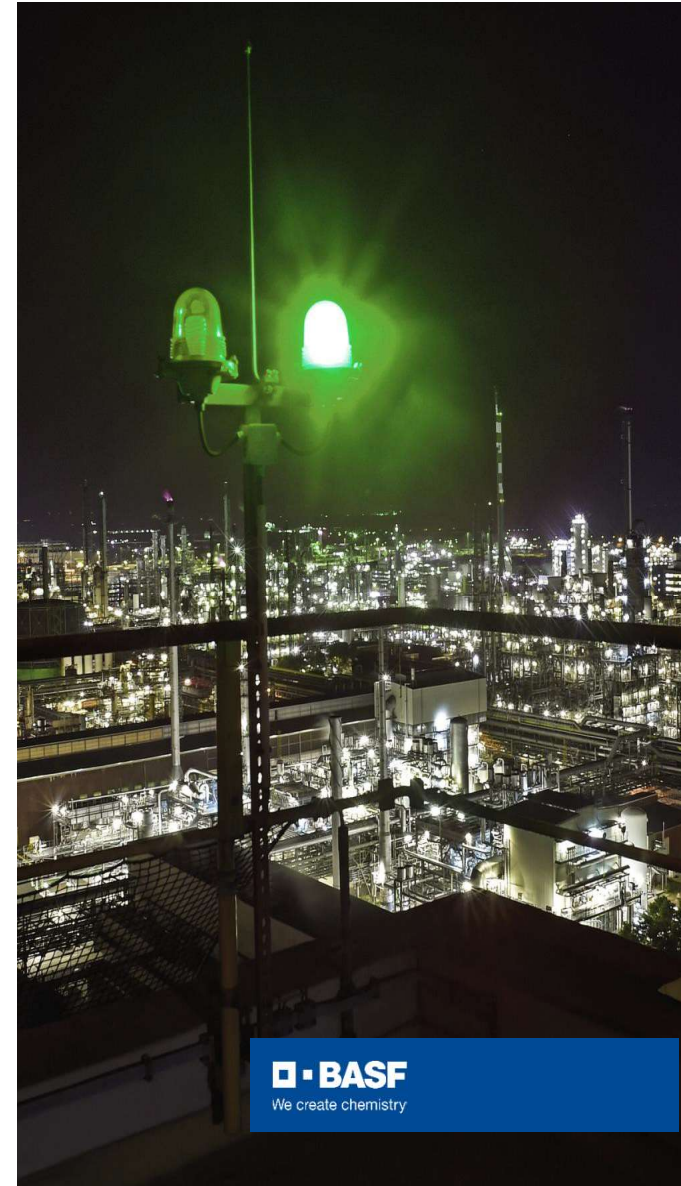
## Forward looking statements...



- 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

# Safety is first priority, always

		2021	2022	Comparison
		Jan - Oct	Jan - Oct	(-) ← → (+)
Work Related Injuries	FAT	0	0	
Work Related Injuries	LTI	5	6	
BASF + Leasing Contractors	employees + per 200,000 hours* worked	0.07	0.09	
First Aid Cases	First aid	17	18	
RDI		3	1	
Near Miss		173	157	
Accidental Release	Reportable AR incidents	0	0	
Process Safety	PSI	1	3	
	AFPD	1	2	
Transportation Safety	Accidents	4	1	
	Spills	3	2	





## Geopolitics and Inflation hold sway over FY 23' GDP

**Automotive:** PV best year in decade (FADA- Nov 22'); Improved semiconductor supply, inventory buildup positively influence India wholesale auto (LCMA- Oct 22')

**Construction:** Demand appetite rebounding in tier 2-3 cities, retail & commercial real estate growing too (Knight Frank- Oct 22')

**Agriculture:** Food inflation with erratic monsoons, delayed sowing of Rice in North India (Agri ministry- Sept 22')

**FMCG & Consumer Durables:** FMCG sales report inflationary pressure, show ~flat growth (Bizom- Oct 22'); Premium home appliances drive growth in festive season (Gfk Intelligence- Oct 22')

**Chemicals:** Specialty chemicals to report strong growth (ICICI Securities – Oct 22')

**Macroeconomy:** manufacturing sector stronger in Oct (S&P Global Oct 22'); GDP to grow ~6.4% (IMF Oct 22')

# Our Financial Performance



# Segment Revenue breakup

Apr to Sep 2022

In Rs. Crs



**Agricultural Solutions**



**Materials**

Performance Materials  
Monomers



**Industrial Solutions**

Dispersions  
Performance Chemicals



**Surface Technologies**

Coatings  
Catalysts



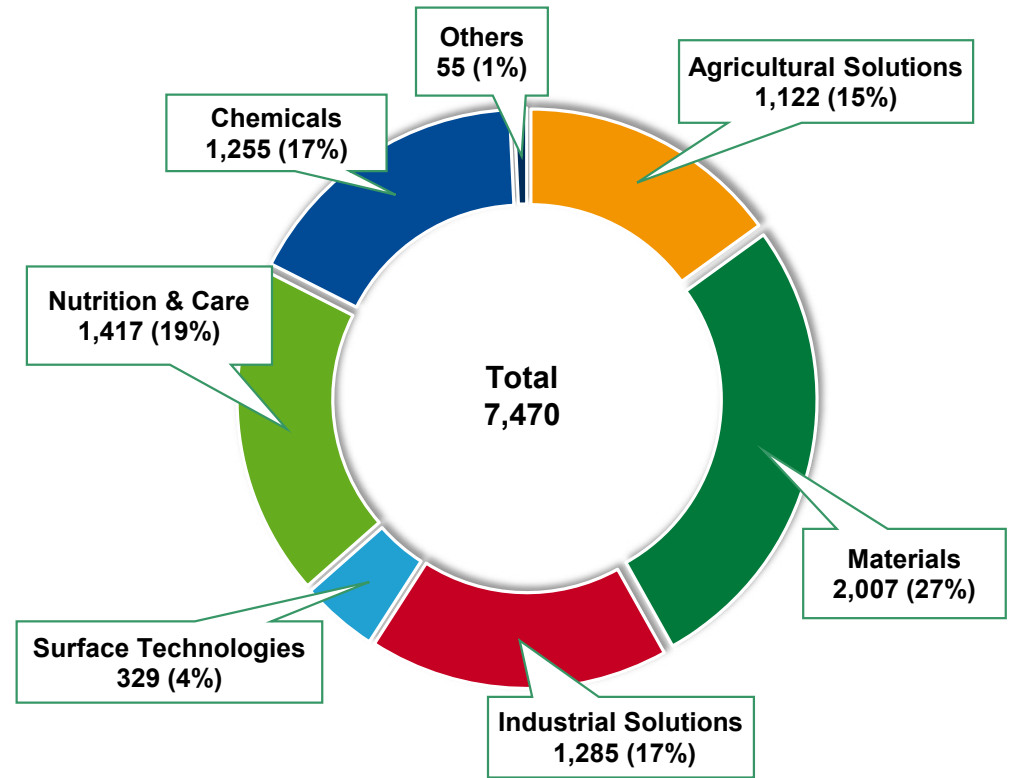
**Nutrition & Care**

Care Chemicals  
Nutrition & Health



**Chemicals**

Petrochemicals  
Intermediates



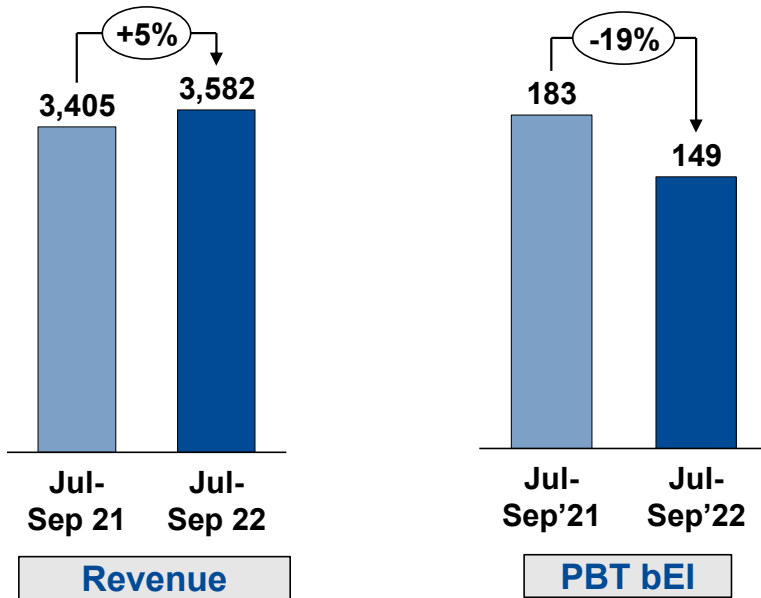
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The charts are for comparison purpose & not to scale

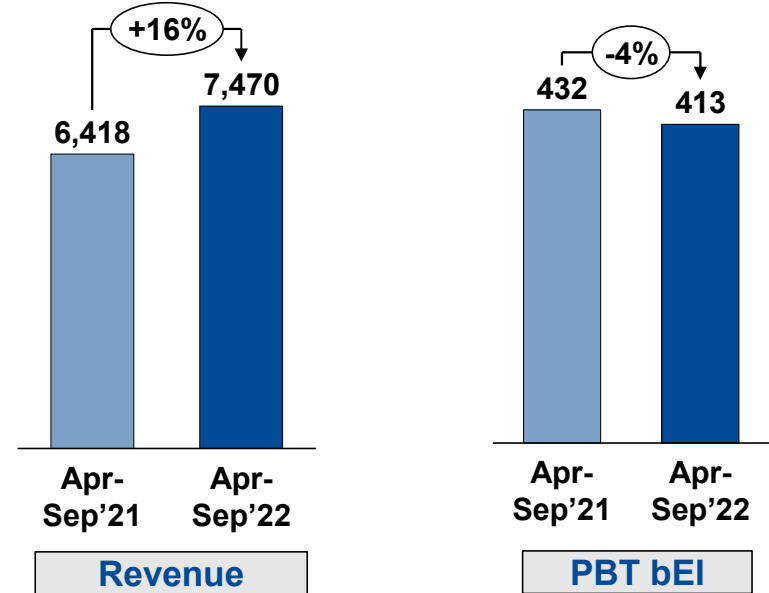
# Financial performance

In Rs. Crs

## QoQ



## Half Yearly (YoY)



Revenue driven by volumes growth coupled with better realisation



Margins impacted on account of higher input costs and depreciating INR v/s USD

PBT bEI: Profit before tax before exceptional items

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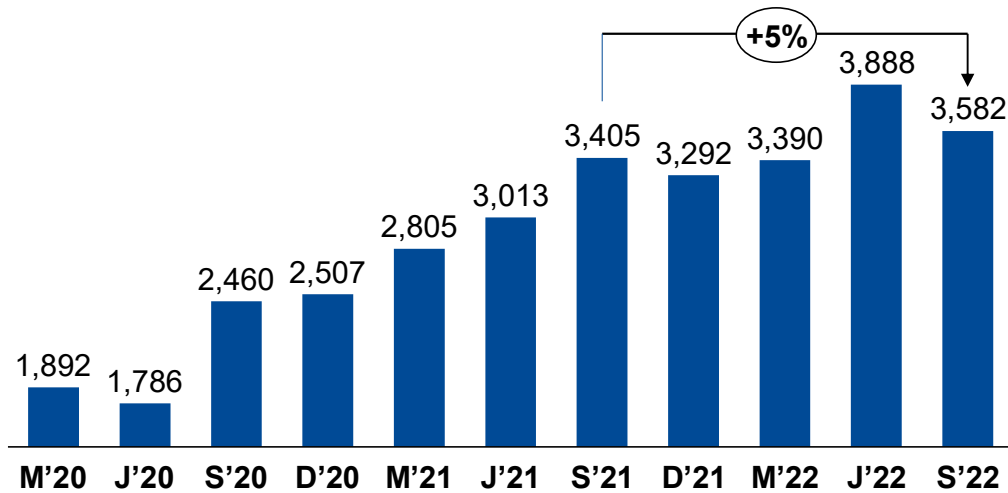
The charts are for comparison purpose & not to scale



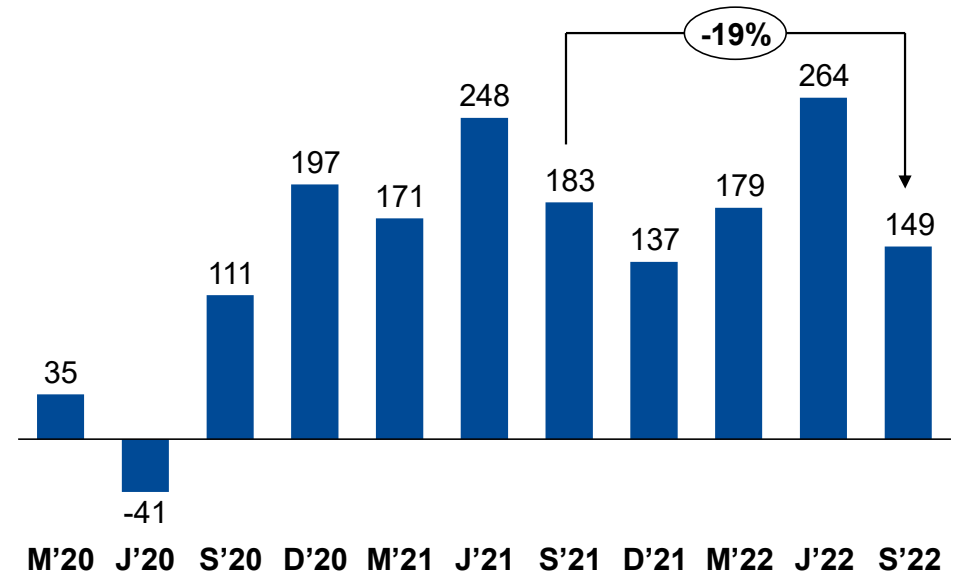
# Quarter on Quarter Development

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

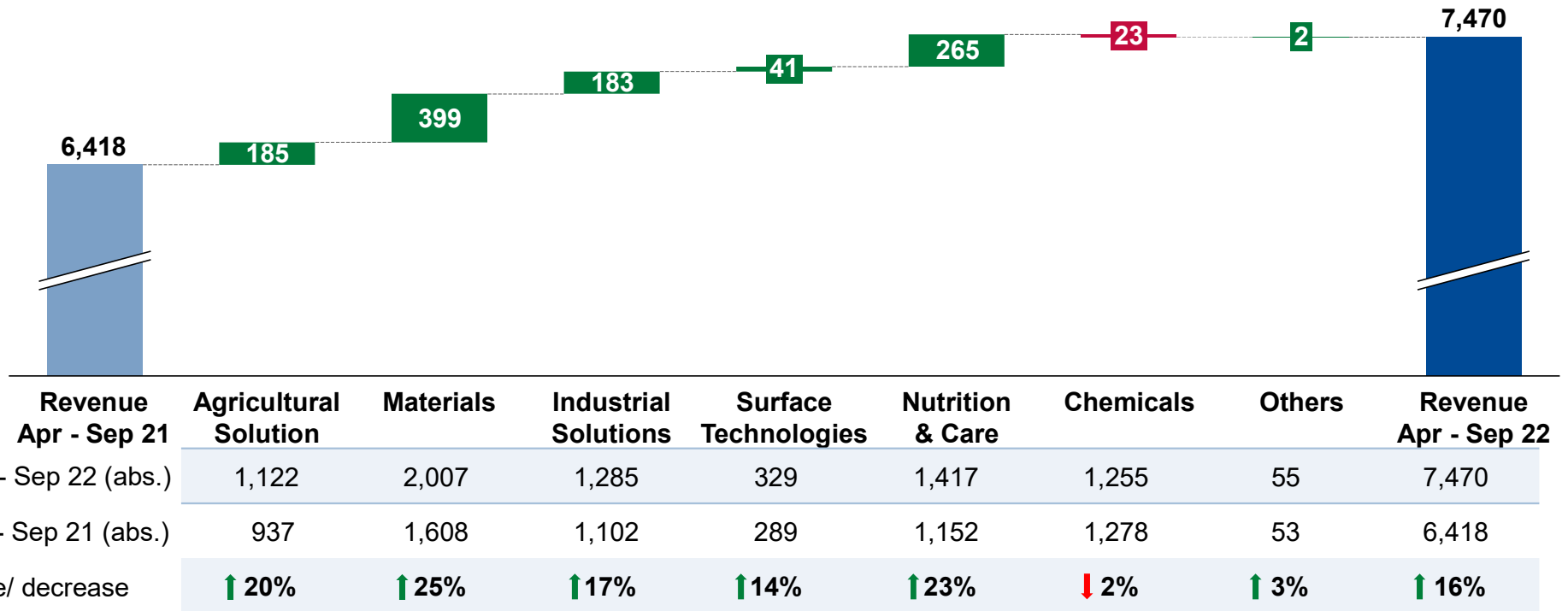


The charts are for comparison purpose & not to scale

# Revenue development by segment

## Apr to Sep 2022

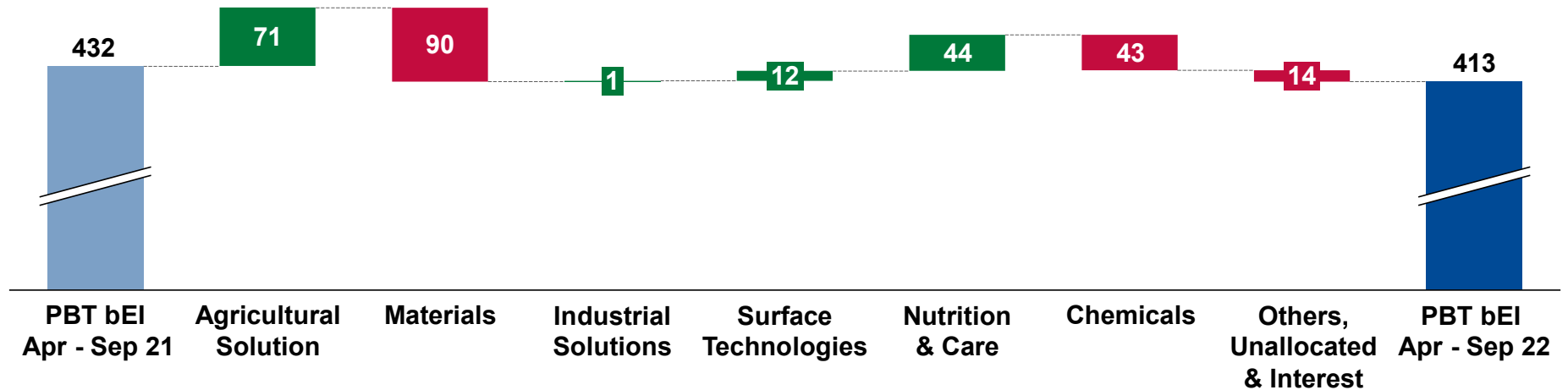
In Rs. Crs



# PBT bEI development by segment









## Apr to Sep 2022

In Rs. Crs



	PBT bEI Apr - Sep 21	Agricultural Solution	Materials	Industrial Solutions	Surface Technologies	Nutrition & Care	Chemicals	Others, Unallocated & Interest	PBT bEI Apr - Sep 22
PBT bEI Apr - Sep 22 (abs.)		159	110	89	(4)	53	35	(31)	413
PBT bEI Apr - Sep 21 (abs.)		87	201	88	(16)	9	78	(17)	432
% increase/ decrease		↑ 82%	↓ 45%	↑ 1%	↑ 73%	↑ >100%	↓ 55%	↓ 81%	↓ 4%

# Key Performance Indicators

	H1 22-23	Financial Year 21-22		H1 22-23	Financial Year 21-22
<b>Receivable Days</b> 	63	65	<b>Operating Exps. (%)</b> 	7.7%	7.4%
<b>Inventory Days</b> 	60	58	<b>EBIT bEI (%)</b> 	5.6%	5.8%
<b>Current Ratio</b> 	1.8	1.4	<b>EPS bEI* (in abs. Rs)</b> 	71.6	135.2
<b>Net Working Capital to Sales (%)</b> 	9.1%	8.3%	<b>ROCE*</b> 	17.1%	35.8%

\* not annualised

# Sustained growth projects with investments and new utilities



## Manufacturing

Dispersions capacity doubled, production begins



DAHEJ



## R&D

Groundbreaking for new Polyurethane Application Development Lab



THANE



## Utility

Power Control Centre and DM Water Plant inaugurated



MANGALORE

# Sustaining growth with continued customer and stakeholder connect

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**INDIAN MEDICAL ASSOCIATION HQs.**  
IN ASSOCIATION WITH  
**BASF & NPIC**

**Continuing Medical Education (CME) Webinar for Doctors on Principles of Diagnosis, Management and Treatment of Accidental Agrochemical Poisoning**  
Monday, 25th July 2022, 3.00 pm - 5.00 pm  
Key Speakers

Dr. Subhanshu Prasad Singh  
National President, IMA HQ

Dr. Jayash Lata  
Hon. Secretary General, IMA

Dr. Daburaj Kamesh  
MBB, FICP  
A Clinical Expert (Medical Toxicology)  
Senior Health Risk Assessment

Dr. Viree L. Kumar  
Professor & Head  
Department of Pharmacology  
National Institute of Pharmaceutical Education and Research (NIPER)

Rajendra Vidyapati  
Business Director, South Asia  
Agricultural Solutions

**250+ doctors participated under Continued Medical Education webinar by IMA & BASF**

IMCD and BASF Pharma Solutions Present

Methacrylic Acid Ethylacrylate (1:1) copolymer: Kalicor® MAE is available as...

IMCD RELEASE DESIGN

IMCD

BASF

RELEASE DESIGN

TRENDS CHALLENGES SOLUTIONS

**Drug Release Design – Forum for Pharma customers across cities**

**BASF Care Chemicals & Intermediates team participated at Chromatex Chem through distis**

Department of Chemicals and Petrochemicals  
Ministry of Chemicals and Fertilizers  
Government of India

**12 BIENNIAL INTERNATIONAL EXHIBITION & CONFERENCE**

**At IndiaChem 22' participation in CEO Roundtable & inaugural session on chemicals**

**SPEAKER**

**WORLD ENERGY STORAGE DAY**  
Virtual Global Conference and Expo  
22 September, 2022  
www.energystorageday.org

**JOIN ME AT**  
**MANUFACTURING & SUPPLY CHAIN SESSION**  
TIME: 10:00 - 11:30 IST | 06:30 - 08:00 CET | 00:30 - 02:00 EST  
**REGISTER NOW** [energystorageday.org](http://energystorageday.org)

**Brieux Boisdequin**  
Vice President, Automotive & Materials - India


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**INDIA, SAARC AND RUSSIA**

**Session on manufacturing & supply chain during WESD 22'**



# Endeavor - sustainable and profitable growth



**Geopolitics & supply chain disruption**



**Inflation & currency fluctuation**



**High energy & raw material prices**



## Operational efficiencies

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



## Customer Networks & Engagement

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



## Efficiency and Talent

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



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