



We create chemistry

BASF India Limited, Mumbai - 400 051, India

May 19, 2023

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 15, 2023 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 19, 2023 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



Analysts / Fund Managers Meeting BASF India Limited

Alexander Gerding
Managing Director

Narendranath J. Baliga
Chief Financial Officer

Mumbai, 19.05.2023

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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

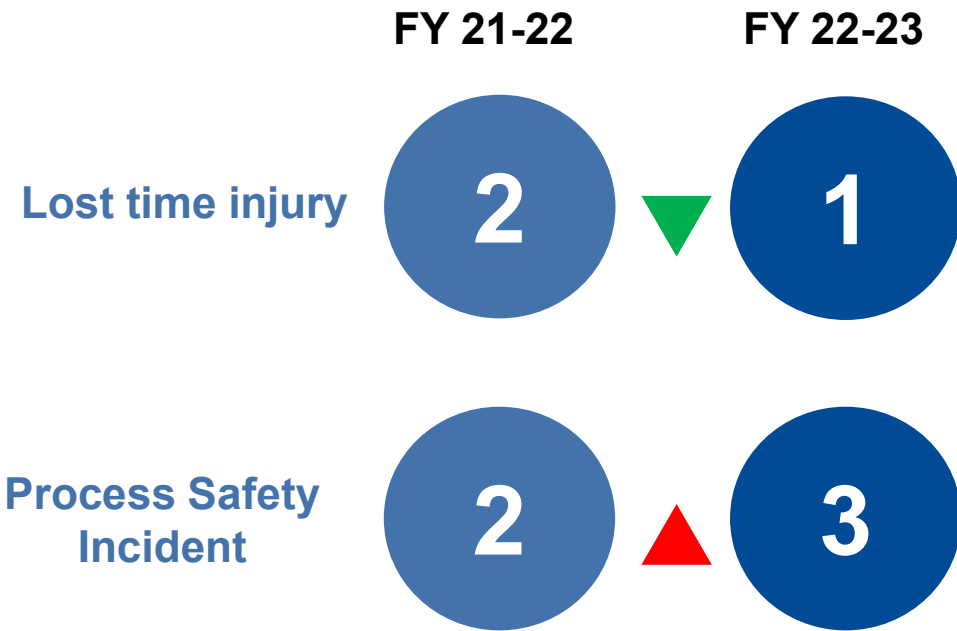
Forward looking statements...



- 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

EHS remains top priority

Continuous emphasis to foster safety culture and mindset



Expanding our production capabilities



1. Expanded production capabilities for Dispersions at Dahej
2. Completed expansion for Ultramid® Polyamides at Panoli
3. Started Sovermol® production at Mangalore

Increasing our business excellence

Successful launch of new products

Introduction of multiple web shops to improve customer experience and expand customer reach

BASF India Limited attained best in class AEO T3 certification

Exponus®
A revolutionary insecticide that gives you the power over difficult insects

- Powerful**
Effective on resistant and toughest insects
- Quick**
Spreads and acts fast, resulting in quick control of insects
- Versatile**
Effectively controls many insects in different crops at different stages

Net Quantity: 17 ml

search

HOME PRODUCTS TECHNICAL SUPPORT ABOUT US CONTACT US

Let's move your footwear to the top

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Login Cart

केन्द्रीय अन्वेषक कर एवं सीमा शुल्क बोर्ड
CENTRAL BOARD OF INDIRECT TAXES AND CUSTOMS
विभागालय
MINISTRY OF FINANCE
भारत सरकार
GOVERNMENT OF INDIA

T3
प्राधिकृत आर्थिक संवाहक प्रमाण-पत्र
AUTHORIZED ECONOMIC OPERATOR CERTIFICATE
(IMPORTER & EXPORTER)

AEO
भारतीय सीमा शुल्क
INDIAN CUSTOMS

प्रमाण-पत्र संख्या: Certificate Number : **INAACB4699E3F233**
कम्पनी का नाम : **M/s BASF INDIA LIMITED**
Name of Company : THE CAPITAL, A WING, 1204-C, 12TH FLOOR, PLOT NO. C-70, G BLOCK, BANDRA KURLA COMPLEX, BANDRA EAST, MUMBAI- 400051

IEC Number : **0386007267**

अन्तर्राष्ट्रीय आपूर्ति शृंखला को सुरक्षित रखने हेतु आपकी प्रतिबद्धता का सम्मान करते हुए एवं उक्त सी.ओ. के सेफ फ्रेमवर्क ऑफ स्टैंडर्ड्स के अनुसरण में सी.बी.आई.सी. के परिपत्र संख्या 33/2016-सीमा शुल्क, दिनांक 22.07.2016 (परा संशोधित) के अन्तर्गत भारतीय सीमा शुल्क अपने प्राधिकृत आर्थिक संवाहक (ए.ई.ओ.) कार्यक्रम में आपके प्रतिष्ठित संगठन को प्रमाणित करता है।
यह प्रमाण-पत्र **11.05.2028** तक वैध है।

In recognition and appreciation of your commitment to secure the international supply chain and in compliance with the WCO's SAFE Framework of Standards, Indian Customs certifies your esteemed organization in its Authorized Economic Operator (AEO) programme under CBIC Circular Number 33/2016-Customs, dated 22.07.2016 (as amended).
This certificate is valid upto **11.05.2028**.

समंजस दास
Samanjasa Das
ए.ई.ओ. कार्यक्रम प्रबन्धक/ मुख्य अधिकारी
AEO Programme Manager/ Chief Commissioner
अन्तर्राष्ट्रीय सीमा शुल्क निदेशालय
Directorate of International Customs

स्थान : नई दिल्ली
Place : New Delhi
दिनांक: 12/05/2023
Dated: 12/05/2023

This Certificate is digitally signed by AEO Programme Manager

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Continued stakeholder engagement



Annual event from Agricultural Solutions team “Directors Club” to award top channel partners



ICC Chemical Industry Outlook Conclave discussions with key speakers including BASF



Drug Release Design – Forum for Pharma customers across cities



BASF Care Chemicals & Intermediates team participated at Chromatex Chem



Speaker panel at India Battery Materials & Supply Chain Summit in 2023



Performance Materials team at PUTech 2023 in Delhi

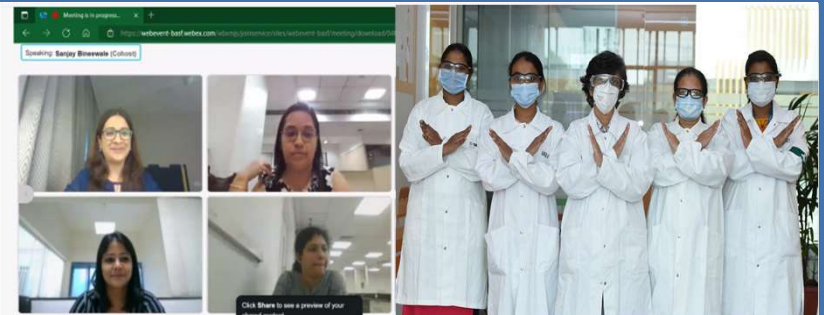
Focusing on our employees and our communities



Infrastructure development at sites- construction of restrooms



Continued employee recognition with Long Service Awards celebrations



Creating awareness internally- D+I Team



External recognition: ET Awards, Team Marksmen Daily, D&B, Avtar & Seramount



CSR – initiated Digital Classroom projects across Mumbai, Dahej, Mangalore

**If I had to describe last year
in one picture**





Our Financial Performance

Segment Revenue breakup

Apr 22 to Mar 23

In Rs. Crs



Agricultural Solutions



Materials

- Performance Materials
- Monomers



Industrial Solutions

- Dispersions
- Performance Chemicals



Surface Technologies

- Coatings
- Catalysts



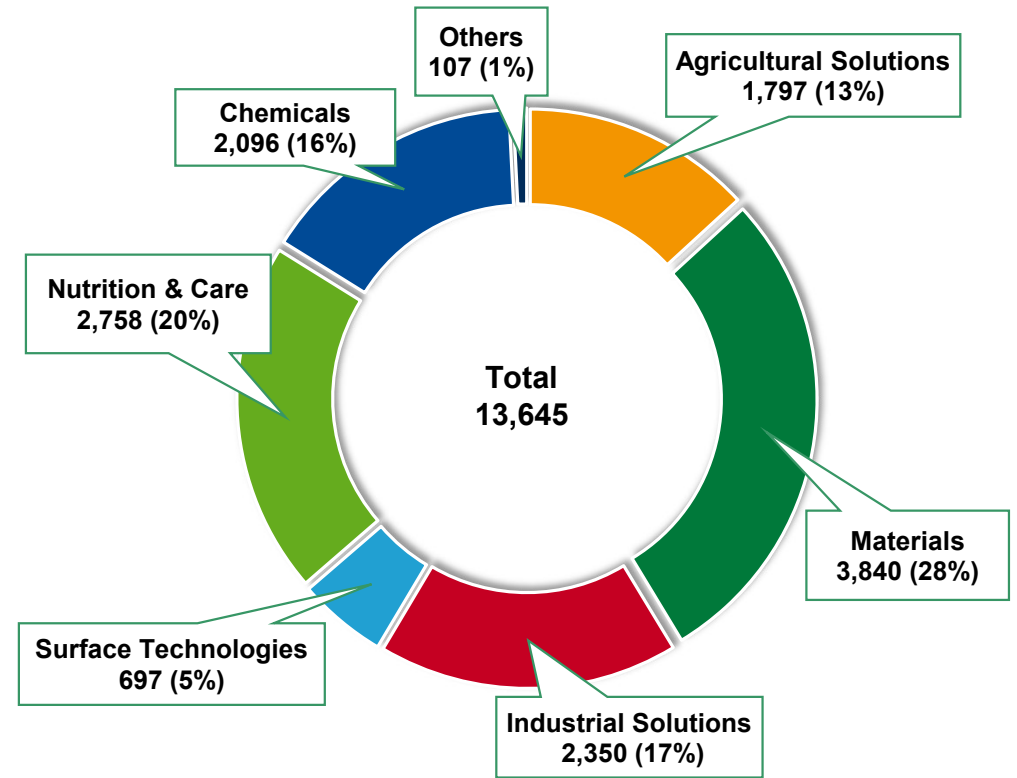
Nutrition & Care

- Care Chemicals
- Nutrition & Health



Chemicals

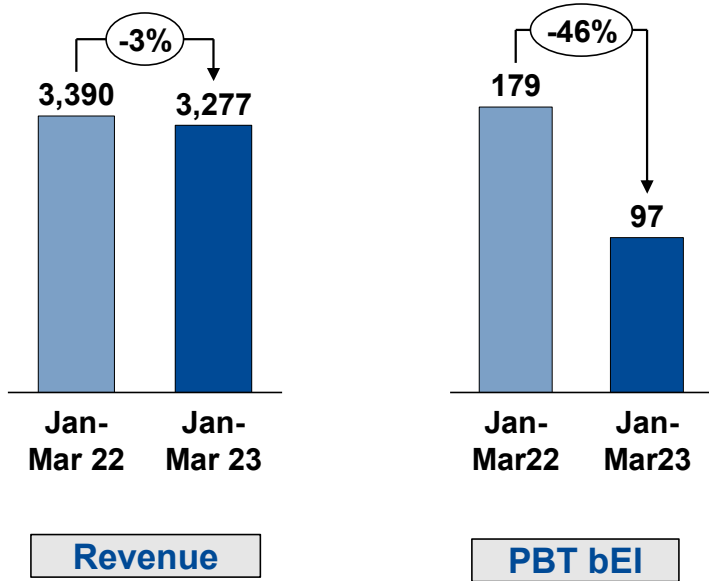
- Petrochemicals
- Intermediates



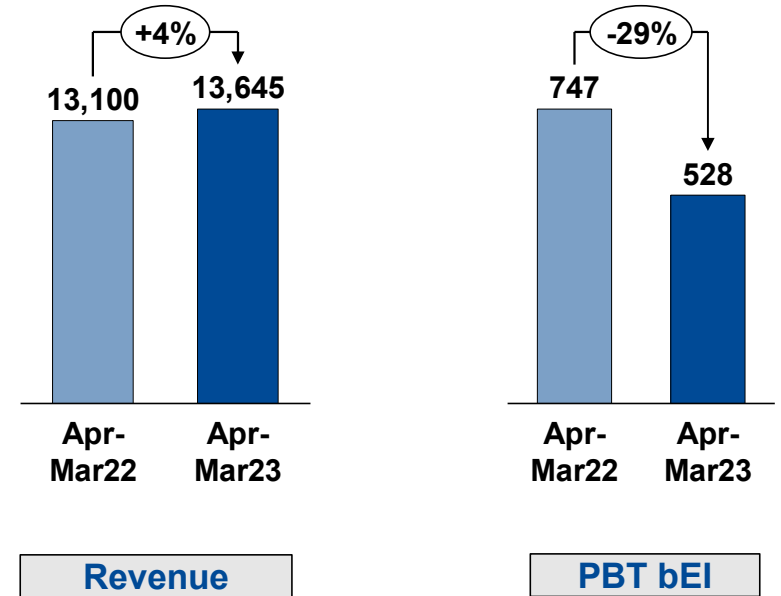
Financial Performance

In Rs. Crs

QoQ



Yearly (YOY)



- ₹ Full year revenue maintained amidst stable demand and softening of market prices as compared to PY
- ₹ Margins impacted on account of higher input costs

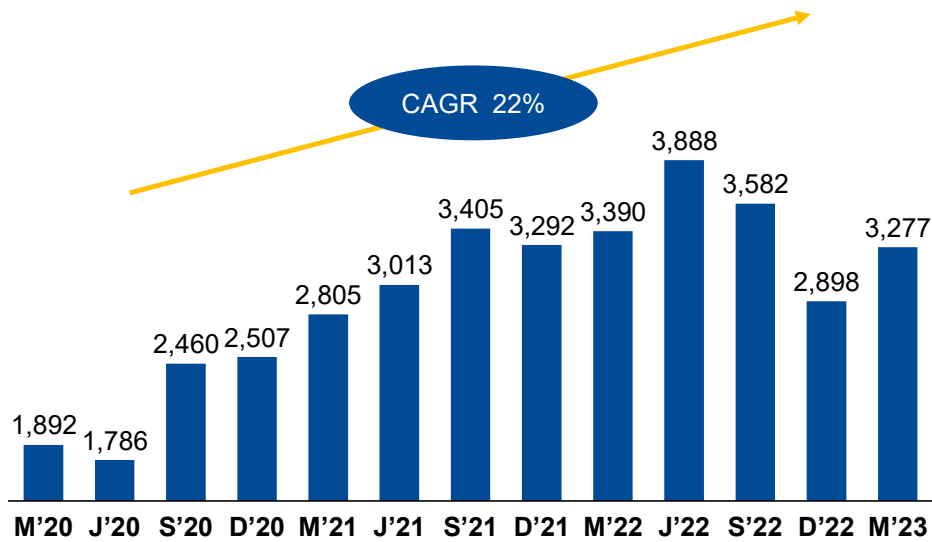
PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

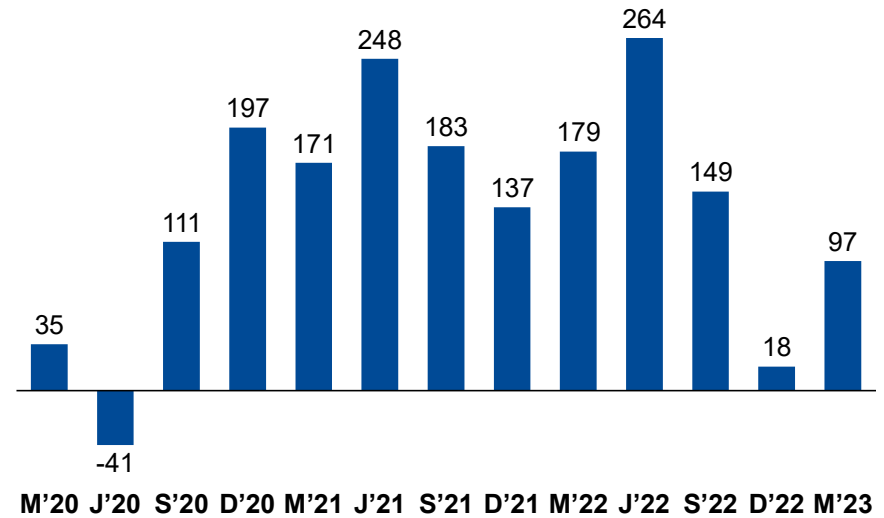
Quarter on Quarter Performance

In Rs. Crs

Revenue from Operations



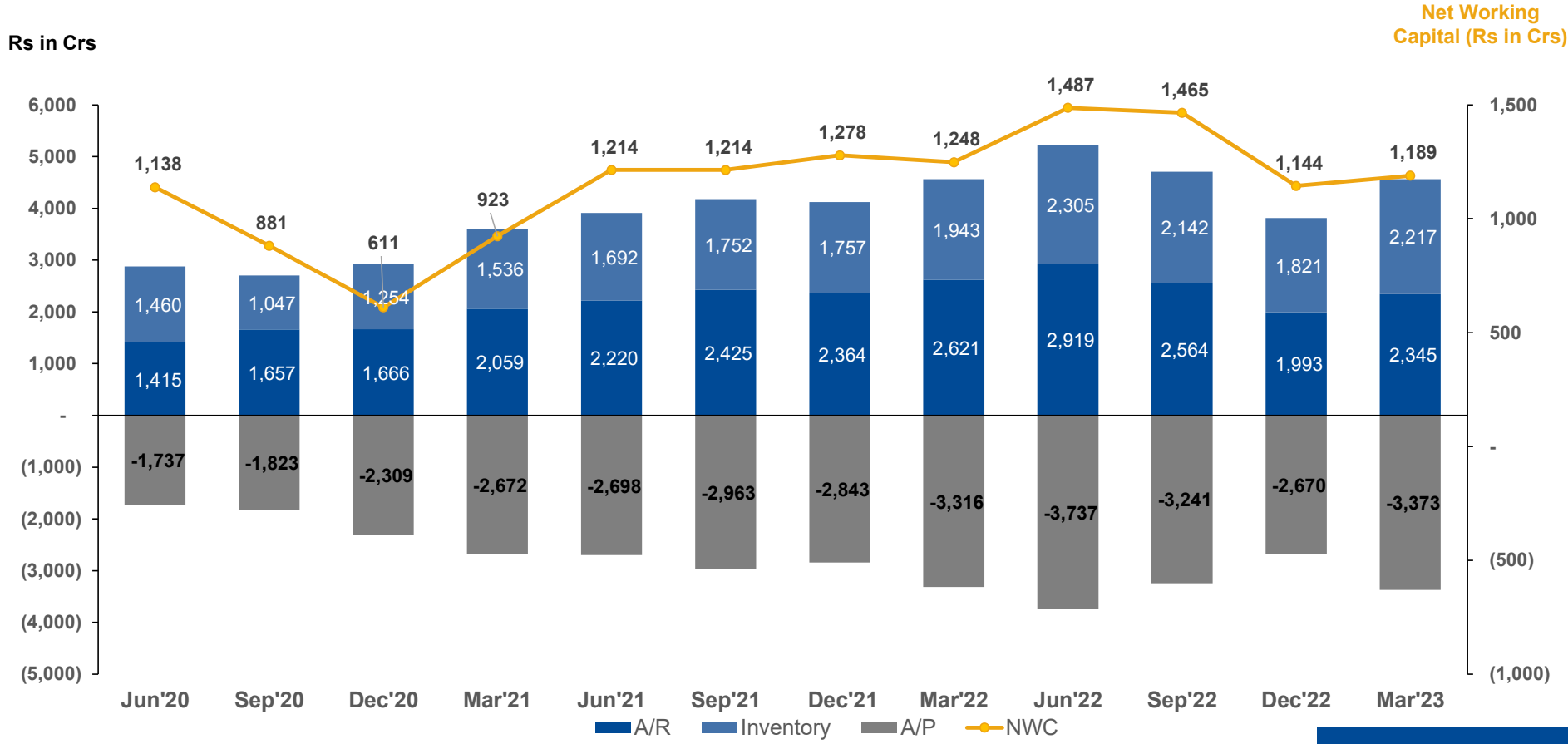
PBT bEI



PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

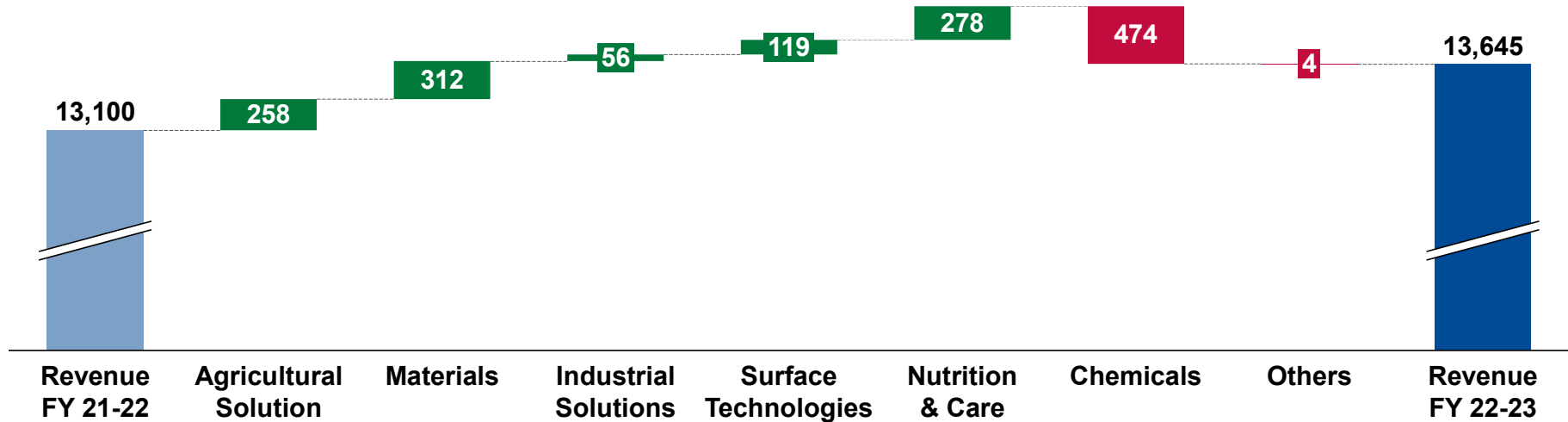
Net Working Capital Development



The charts are for comparison purpose & not to scale

Revenue development by segment FY 22-23

In Rs. Crs

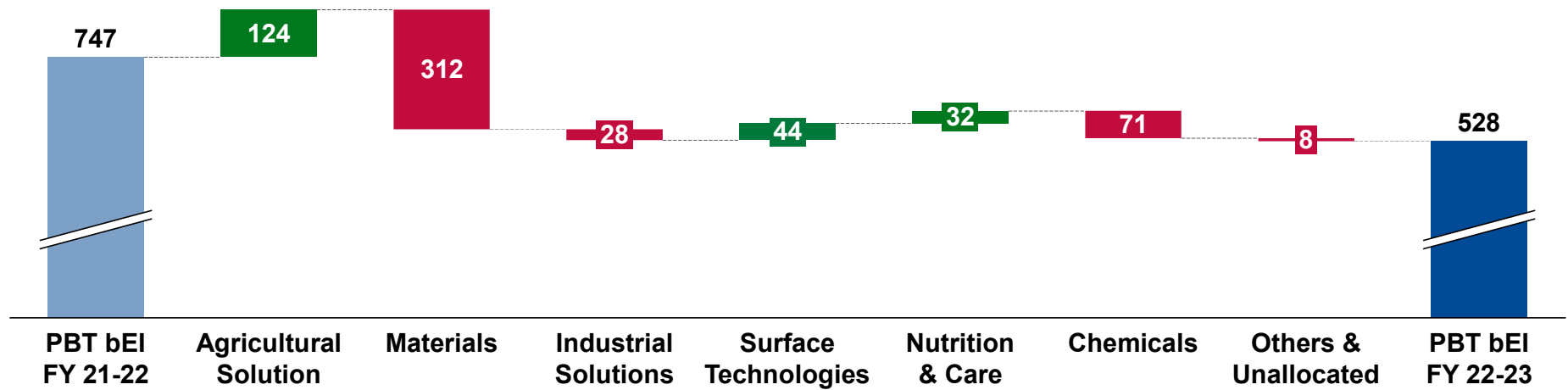


Revenue FY 22-23 (abs.)	1,797	3,840	2,350	697	2,758	2,096	107	13,645
Revenue FY 21-22 (abs.)	1,539	3,528	2,294	578	2,480	2,570	111	13,100
% increase/ decrease	↑ 17%	↑ 9%	↑ 2%	↑ 21%	↑ 11%	↓ -18%	↓ -4%	↑ 4%

Results development by segment

FY 22-23

In Rs. Crs











PBT bEI FY 22-23 (abs.)	231	58	132	13	104	40	(50)	528
PBT bEI FY 21-22 (abs.)	107	370	160	(31)	72	111	(42)	747
% increase/ decrease	↑ >100%	↓ -84%	↓ -18%	↑ >100%	↑ 44%	↓ -64%	↓ -19%	↓ 27%

PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

Key Performance Indicators

	FY 22-23	FY 21-22		FY 22-23	FY 21-22
Receivable Days 	66	65	EBIT bEI (%) 	4.0%	5.8%
Inventory Days 	66	58	ROCE (%) 	21.5%	35.8%
Cash flow from Operations (Rs. Crs) 	531	330	RONA (%) 	19.7%	28.7%
Operating Exps (%) 	8.1%	7.4%	EPS bEI (in abs. Rs) 	90.5	135.5

ROCE: Return on Capital Employed = EBITbEI / Average Capital Employed

RONA: Return on Net Assets = PAT / (PPE + Net Working Capital excluding Cash balance and ICD)



Our focus areas for 23/24

- **Stay close to our customers and ensure profitable and sustainable growth**
- **Maximize our asset utilization while increasing operations, tightly manage our working capital and keep costs under control**
- **Continue to develop talent pipeline and foster diversity & inclusion at all levels**

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