



We create chemistry

BASF India Limited, Mumbai - 400 079, India

November 21, 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 November 15, 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. November 21, 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
Unit No.10A,10B & 10C (part),
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CIN - L33112MH1943FLC003972

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80
YEARS OF

RESILIENCE
&
GROWTH

Building for a
Sustainable future



BASF

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

Alexander Gerding
Managing Director

Narendranath J. Baliga
Chief Financial Officer

Mumbai, Nov 21st, 2024

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**

Cautionary note regarding 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 2024 with awareness activities and trainings.



EHS remains top priority

Continuous emphasis to foster safety culture and mindset

- No high severity incidents as on YTD Oct 2024
- No LTI this year
- 2 PSI and appropriate measures taken
- Continued focus on improving the safety leading indicators

LTI: lost time injury
PSI: process safety incident



BASF technicians carry out a routine safety inspection at Mangalore site.

India Reflections

Macroeconomy



Continued robust GDP growth forecasted at ~6.5-7%



Slightly higher inflation amidst stable RBI interest rate



Consistently high Purchasing Manager Index



High consumer confidence



Industries



Automotive industry showing **continued growth**



Construction **momentum subdued** due to prolonged monsoon



Reduced pest pressure due to above average rains



Muted growth observed in FMCG and pharma segments



Continued **margin pressure** in Chemicals sector

Financial Performance



 **BASF**
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Segment Revenue (share)

Rs Crores

Apr 24 to Sep 24

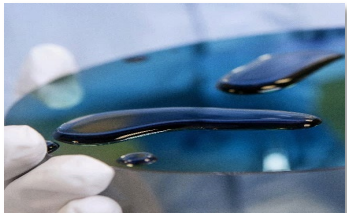


Agricultural Solutions



Materials

- Performance Materials
- Monomers



Industrial Solutions

- Dispersions
- Performance Chemicals



Surface Technologies

- Coatings
- Catalysts



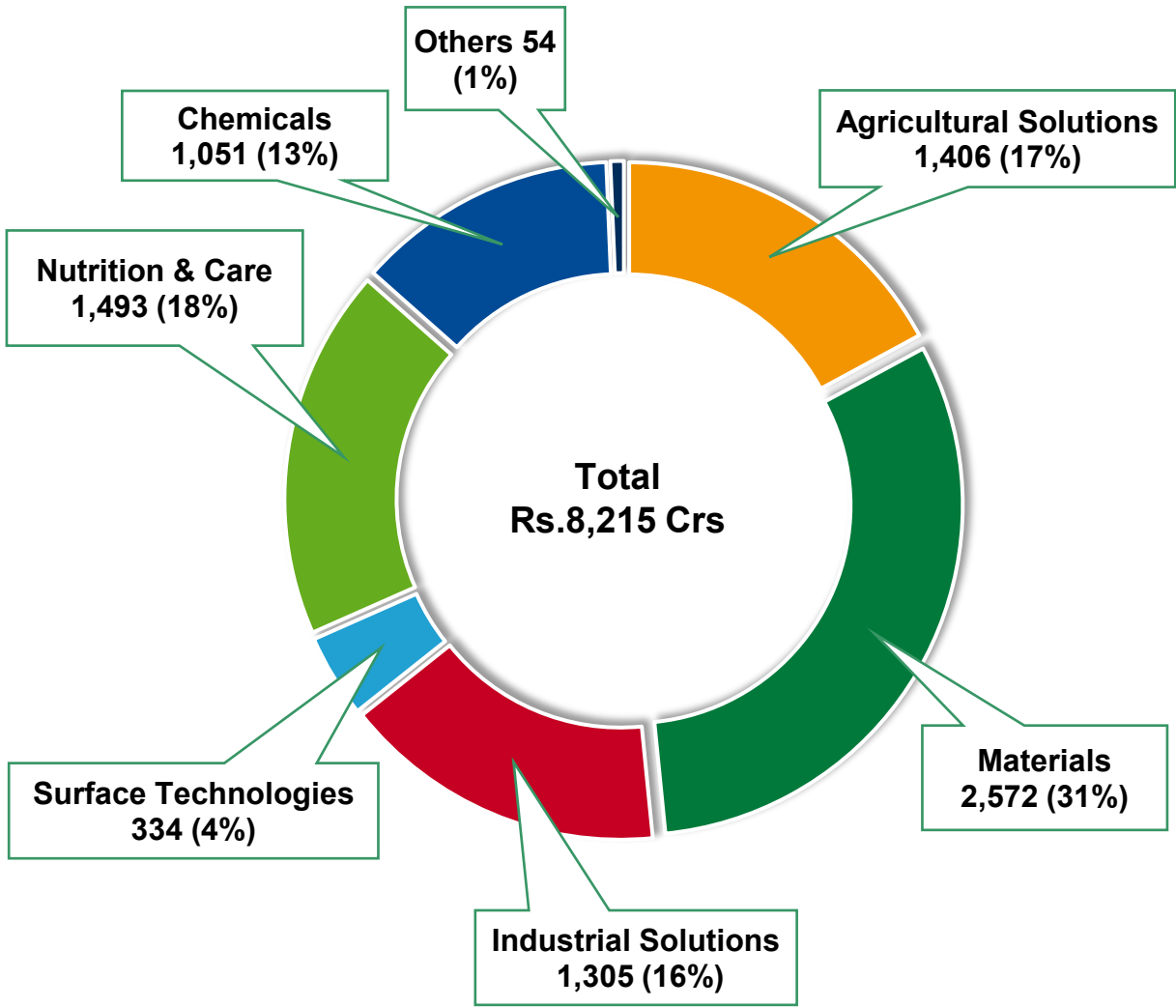
Nutrition & Care

- Care Chemicals
- Nutrition & Health



Chemicals

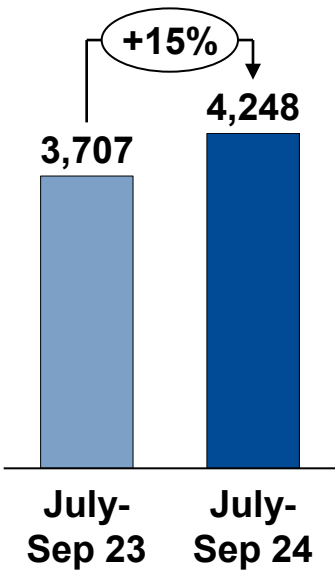
- Petrochemicals
- Intermediates



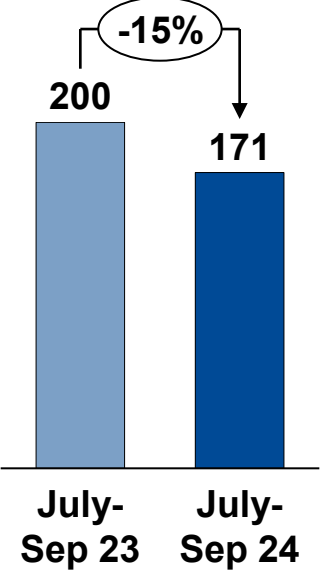
Financial Performance

Rs Crores

Quarterly (YoY)



Revenue



PBT bEI

- Strong volume growth; supported by higher price
- Margins impacted due to higher input cost

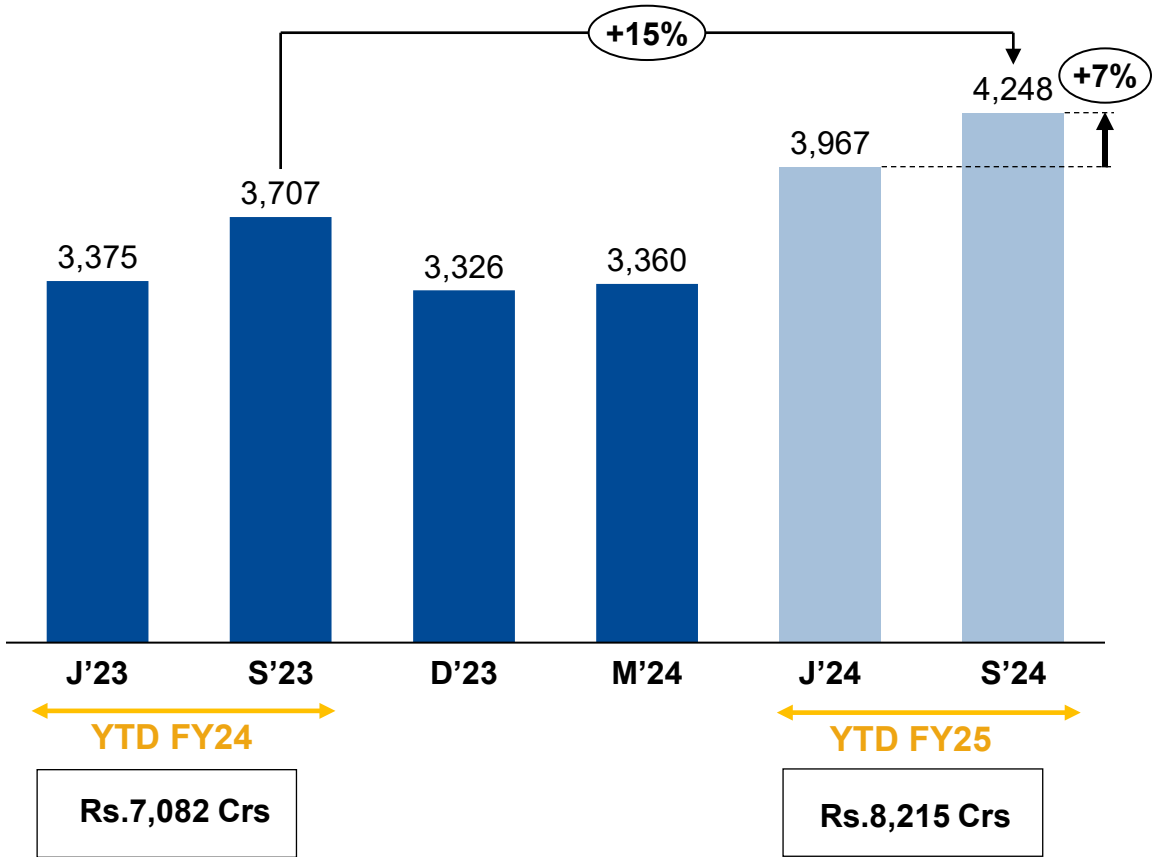
PBT bEI: Profit before tax before exceptional items



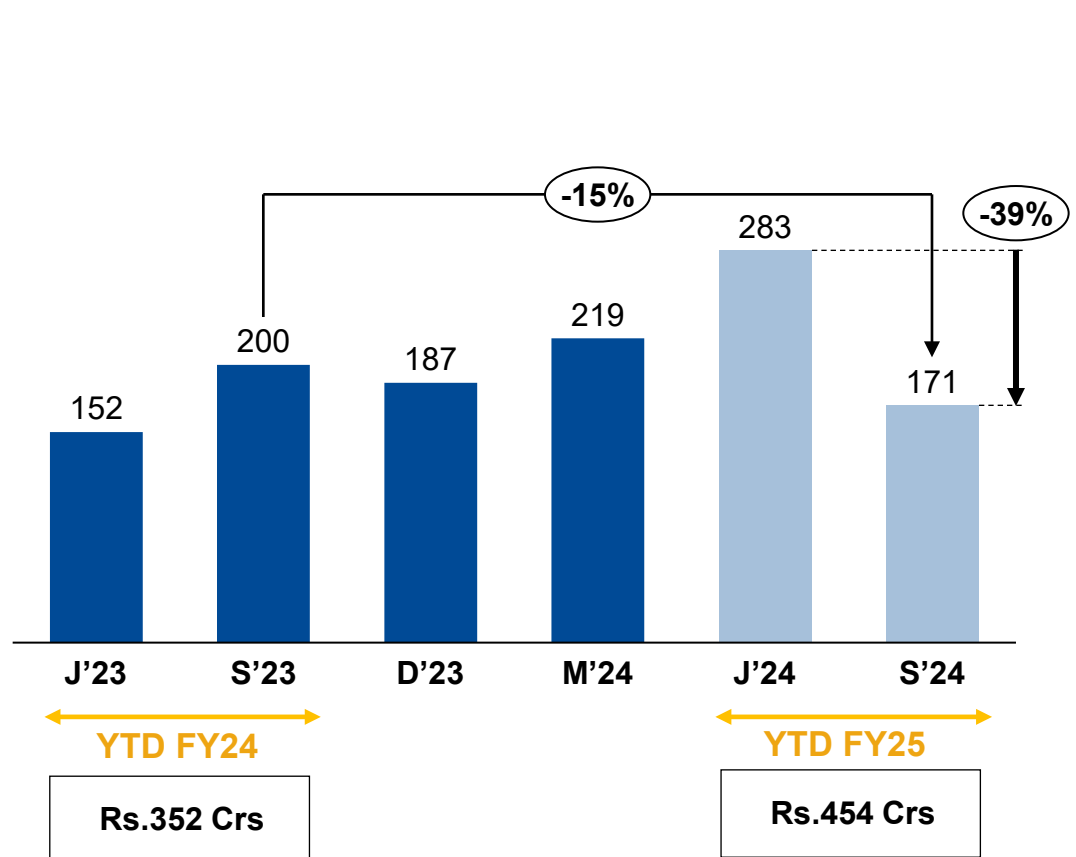
Quarterly Performance (Standalone/Consolidated*)

Rs Crores

Revenue from Operations



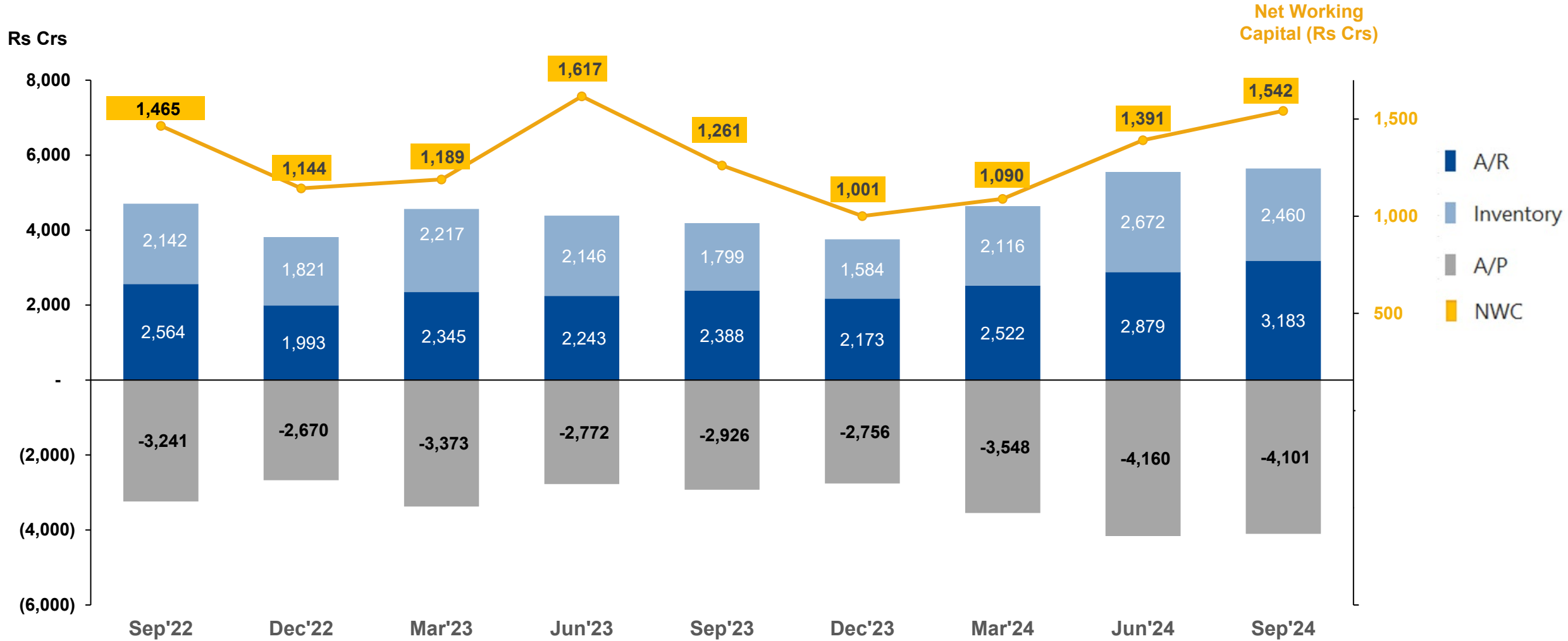
PBT before Exceptional Items



*w.e.f Dec 23 Amounts for consolidation below rounding-off norms



Net Working Capital Development (Standalone/Consolidated*)



*w.e.f Dec 23

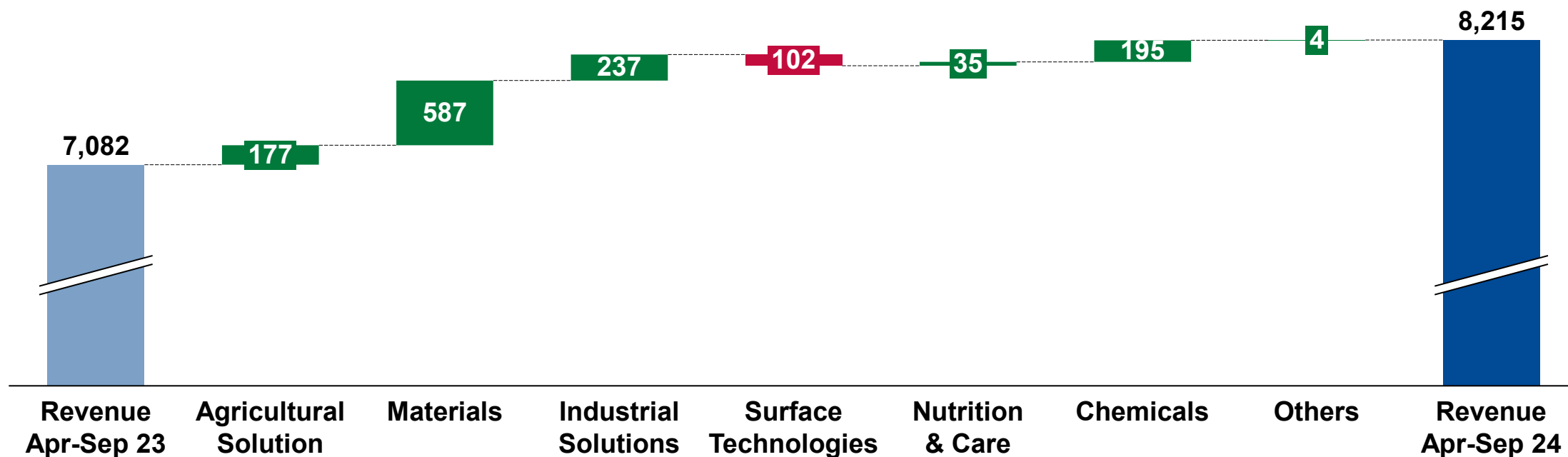
Amounts for consolidation below rounding-off norms



Revenue development by segment

Half year ended September 2024

Rs Crores



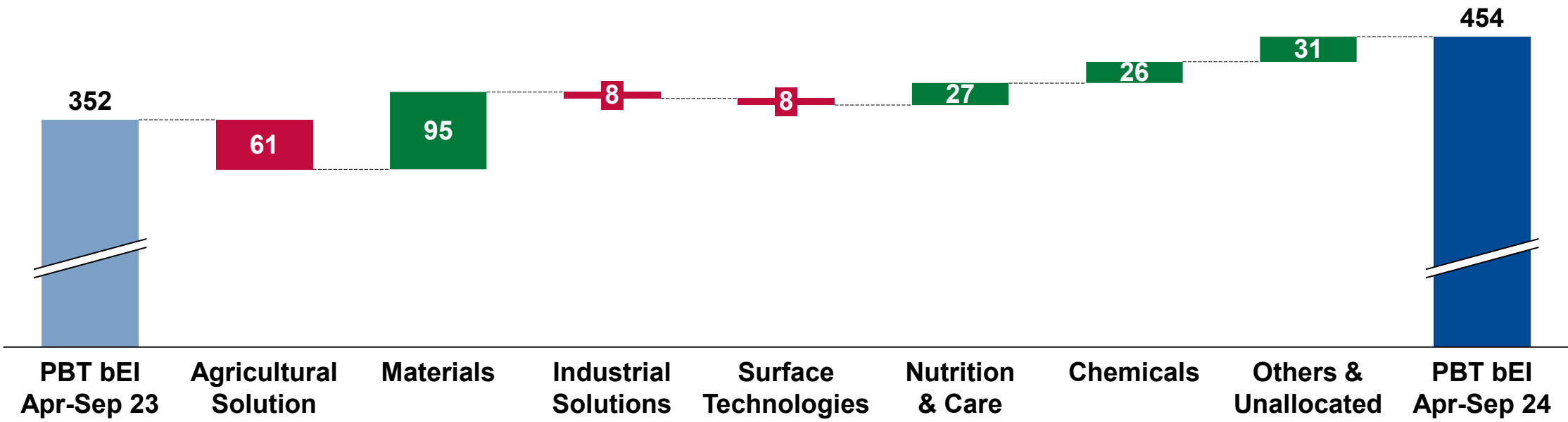
	Agricultural Solution	Materials	Industrial Solutions	Surface Technologies	Nutrition & Care	Chemicals	Others	Revenue Apr-Sep 24
Revenue Apr-Sep 24 (abs.)	1,406	2,572	1,305	334	1,493	1,051	54	8,215
Revenue Apr-Sep 23 (abs.)	1,229	1,985	1,068	436	1,458	856	50	7,082
% increase/ decrease	↑ 14%	↑ 30%	↑ 22%	↓ 17%	↑ 2%	↑ 23%	↑ 8%	↑ 16%



Results development by segment

Half year ended September 2024

Rs Crores




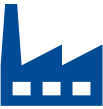






	Agricultural Solution	Materials	Industrial Solutions	Surface Technologies	Nutrition & Care	Chemicals	Others & Unallocated	PBT bEI
PBT bEI Apr-Sep 24 (abs.)	249	110	66	(2)	20	28	(17)	454
PBT bEI Apr-Sep 23 (abs.)	310	15	74	6	(7)	2	(48)	352
% increase/ decrease	↓ 20%	↑ >100%	↓ 11%	↓ >100%	↑ >100%	↑ >100%	↑ 65%	↑ 29%

PBT bEI: Profit before tax & before exceptional items



Key Performance Indicators

	HY 24-25	HY 23-24		HY 24-25	HY 23-24
Receivable Days 	63	61			
Inventory Days 	61	62			
Cash flow from Operations (Rs. Crs) 	(8)	342			
Operating Expenses (%) 	11.5%	11.7%			
			EBIT bEI (%) 	5.6%	5.1%
			ROCE* (%) 	14.3%	13.1%
			RONOA* (%) 	18.6%	14.8%
			EPS bEI* (in abs. Rs) 	78.1	60.5

* Not annualised

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

RONOA: Return on Net Operating Assets = EBITbEI – interest income / (Avg Capital employed excluding Cash balance and ICD)

Operating Expenses (%) = All Costs (excl. COGS) / Revenue from Operations

Key Updates



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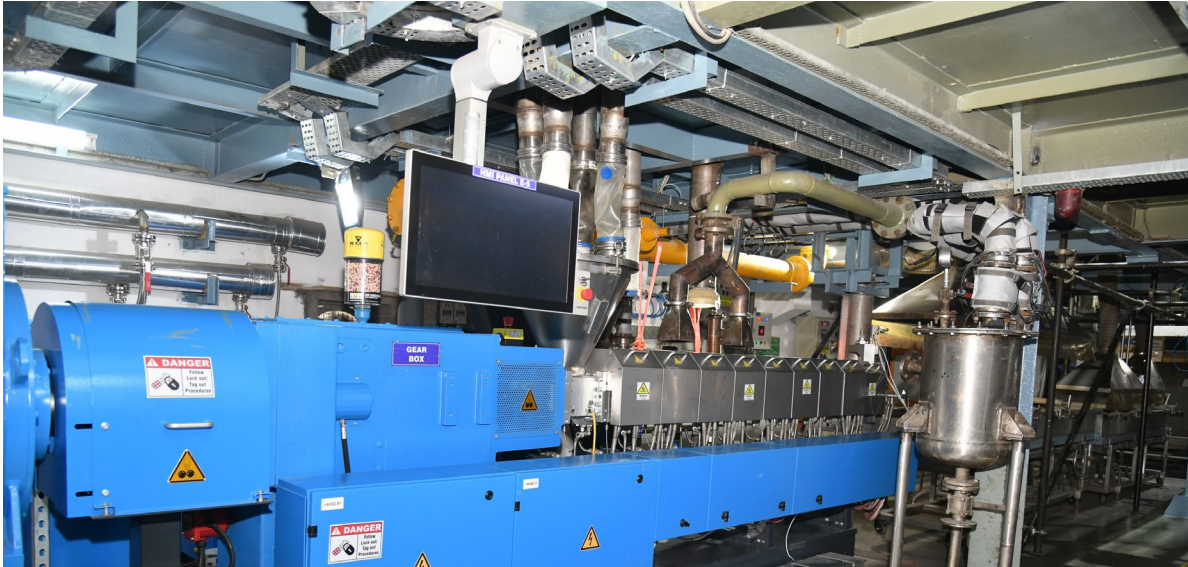
We strengthen our development capabilities



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



We expand our production capacities and tap into new business opportunities



The Performance Materials plant at Panoli, Gujarat and Thane, Maharashtra has initiated expansion projects for its polyamide compounding production capacity.



Construction has begun on an alkaline surfactant polymer (ASP) blending plant at the Dahej site in Gujarat, intended for enhanced oil recovery (EOR) applications.



We deepen our connect with the industry and associations



BASF participation in 25th International Conference INDIAN Petrochem 2024 on Oct 15th, 2024.



BASF participation in the India Chem Expo & Conference on Oct 18th, 2024.



India hosted the Asia Pacific Conference of German Business on Oct 25th, 2024, in Delhi



BASF Group CEO Markus Kamieth participating in a panel discussion



Honorable Prime Minister of India Narendra Modi addressing the delegation



Chancellor of Germany Olaf Scholz addressing the delegation



We intensify our engagement with key customers



Mahindra Tech Day - Jul 22nd, 2024 , Chennai



TATA Motors Tech Day - Jul 31st, 2024, Pune



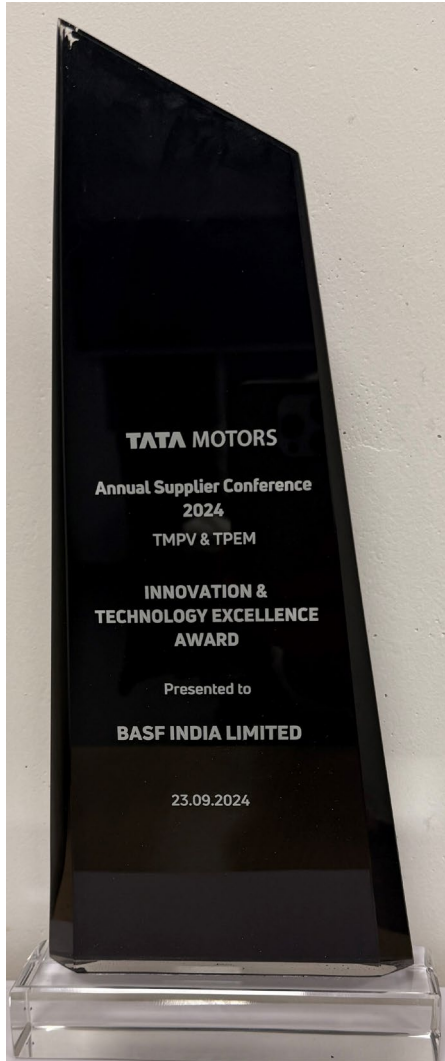
Hyundai Tech Day - Nov 6th, 2024, Hyderabad



The Battery Show Oct 3rd-5th, Delhi



A moment of recognition: TATA Motors Award



Awarded by TATA Motors for "Innovation & Technology Excellence" for the successful launch of High Solids Technology at the Sanand plant, reducing VOC (Volatile Organic Components) emissions by ~35%.

BASF Kids' Lab

We continue to inspire kids to become climate champions



BASF Kids' lab in Bengaluru (June 19-30), with special focus on climate change, touching the lives of 2000+ children from 27 municipal schools.

We enable water conservation in water-stressed areas



Together with NAAM Foundation we created a 4km water canal to avoid flooding of neighboring crops and to conserve and direct water towards ponds and wells for sustained utilization. This will enable farmers in three villages (Ambala, Bhingi, Waranga Masai) to grow a second crop and increase the livelihoods of their families and communities.



Partnering with academia and industry to upskill and promote diversity and inclusion in the chemical industry

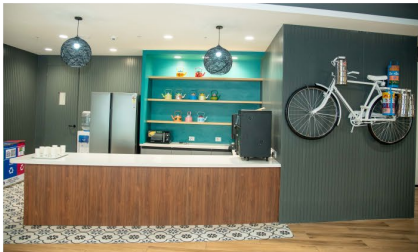
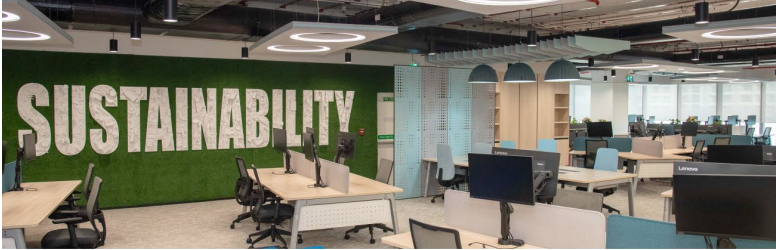


Graduation Ceremony of 2nd batch of WeChemie at BASF Innovation Campus, Mumbai on Oct 1st, 2024

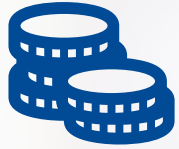


Induction Ceremony of 3rd batch of WeChemie at Somaiya Vidyavihar University, Mumbai on Nov 5th, 2024

BASF in India relocates to a new office to realize the 'Future of Work' vision



Continued focus areas



Operational Efficiencies

- Maintain safety track-record
- Sustain profitable growth, high asset utilization and margin management
- Control working capital
- Drive sustainability



External Stakeholder Engagement

- Intensify engagement with business partners and suppliers
- Drive industry voice and advocacy efforts
- Continue community outreach



People

- Focus on employees
- Fortify talent pipeline
- Promote D&I



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