We create chemistry

BASF India Limited, Mumbai - 400 051, India

August 24, 2020

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 Meeting of BASF India Limited.

Further to our letter dated August 21, 2020 on the above-mentioned subject, we enclose herewith the presentation made by the Company at the Analysts' 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 Manjunath Chandan — Digitally signed by Pradeep Manjunath Chandan Date: 2020.08.24 18:34:49 +05'30'

Pradeep Chandan
Director – Legal, General Counsel (South Asia)
& Company Secretary

PANKAJ R BAHL — Digitally signed by PANKAJ R BAHL Date: 2020.08.24 18:35:47 +05'30'

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

We create chemistry

Analyst Meet

Narayan Krishnamohan
Managing Director, BASF India Limited

Narendranath J. Baliga
Chief Financial Officer, BASF India Limited

Mumbai, 24.08.2020

Forward looking statements

Cautionary Note

- 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


We remain committed to EHS and Sustainability



Driving high standards in EHS & Sustainability on all fronts

Internal Focus

Emphasis on EHS Standards

Global Safety Days
161 activities in India across sites & offices

Agricultural Solutions team - 1st Runner up of Safety Champions awards in BASF APAC

Reinforcing Sustainability Quotient

Reduce, Reuse, Recycle
Enhanced water storage & saving capacities at Dahej & Mangalore sites

Invested in solar power at Mangalore site

External Focus

Sharing best practices & winning accolades
Sessions on Responsible Care & Sustainability, Fire fighting trainings for colleges

ICC awards for Responsible Care, Nicer Globe, CII awards for EHS standard in manufacturing

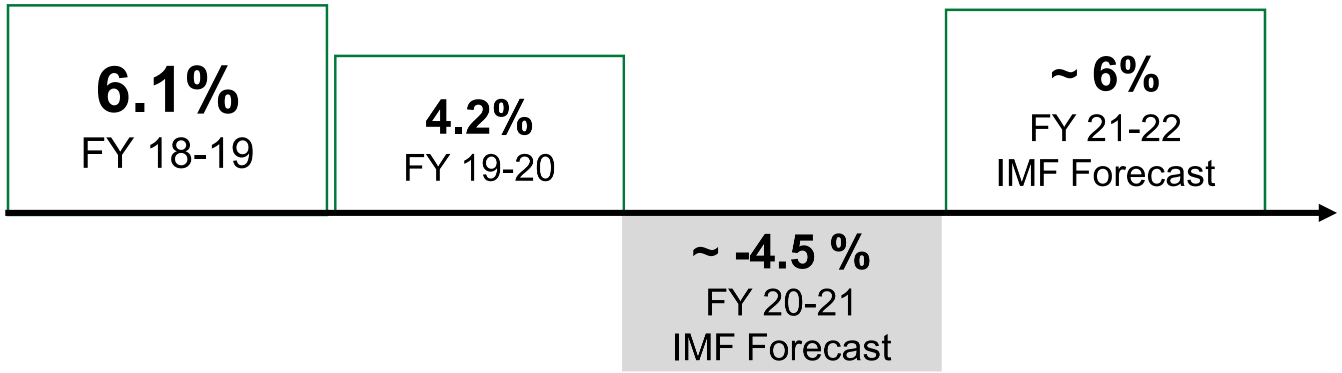
Engaging with customers & industry on sustainability
Collaboration with customers like Colgate-Palmolive, Organized Battery Tech Day, etc.

Sustainability Partner for India Economic Conclave 2019 highlighting role of chemistry

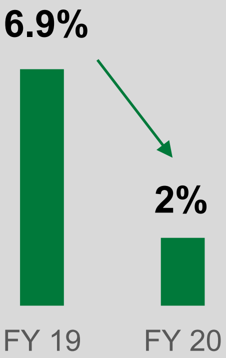
FY19-20: a challenging year with economic slowdown, declining GDP

COVID-19 further dents growth. June, July 2020 show revival signs amid easing of lockdown

India GDP



Manufacturing growth



- PMI at **37.2** points in **July 2020**

Auto

- Sales **dropped 18% in FY19-20**
- Impacted by **Bharat VI transition, NBFC crisis**
- **Auto sales in July 2020 see resurgence**

Agriculture

- **Grew at 4%** in FY19-20
- Sowing area of **Kharif crops 21.2% more** than last year

Source – Govt data sites and news articles

Despite challenges,

our **diverse portfolio** and

customer focused projects

enabled profitable growth during

FY 2019-20

Expanding production capacity at our sites
Focus on safety and driving efficiencies continued

Expansion of Cellasto® manufacturing capacity at Dahej

Doubling production capacity of Polymer Dispersions at Dahej

Digitalization for cost savings, increasing production & efficiency

- Dahej- Cellasto plant
- Mangalore- Coatings plant

Inauguration of Defoamer plant for paints at Mangalore

P-Mac 3.3 Automatic Spray machine installed in Technical Support Lab at M'lore

Quality certification & audits for various sites

- International Automotive Task Force certification
- Dahej automotive coolants plant audited & approved for commercial production

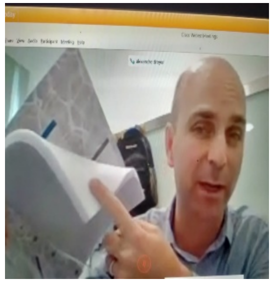
We continue to optimize our business portfolio to strengthen competitiveness

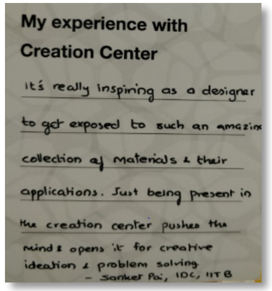
Acquisition of BASF Performance Polyamides

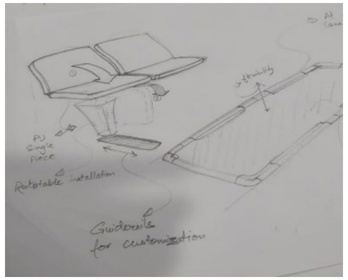
- Complementary **product portfolio,** well known **Technyl®** brand enhances growth opportunities
- Wider **distribution network,** more **co-creation opportunities**
- **ONE strong team** in engineering plastics
- Consideration amount Rs. 3,029 million; Enterprise value Rs. 2,189 million after netting of cash balance of Rs. 840 million
- FY19-20 reported Revenue Rs.2,756 million; EBIT Rs.431 million

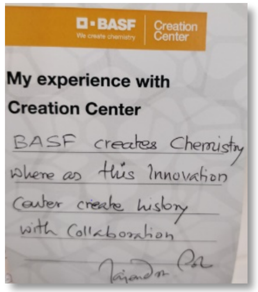
Divestiture of OBA & Construction Chemicals business

- Divestiture of stilbene based Optical Brightening Agents to Archroma
  - Consideration of Rs. 335.1 million
  - Business transfer completed on December 6, 2019
- Divestiture of Construction Chemicals to Master Builders Solutions
  - Consideration of Rs. 5,951.6 million
  - Business transfer completed on July 1, 2020





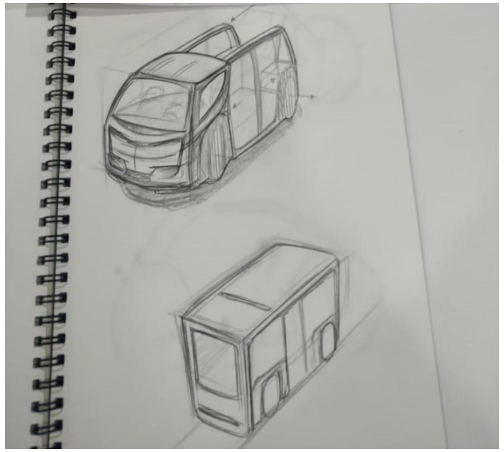




Driving customer collaboration @Creation Center inaugurated in May 2019

>40 customers visited

Engaged in >50 topics



Technology driving efforts to enhance processes & customer outreach

Successful roll out of Net Promoter Score (NPS)

- NPS enables feedback, suggestions from customers to address pain points. See positive improvement in performance scores
- Internal focus on promoting tools like Digital Invoicing, Business Process Automation etc. to enhance productivity

Implementing digital channels across businesses

- ~3.4 lac followers on BASF Agricultural Solutions Facebook page. Launched xarvio mobile scouting app, active use of Whatsapp, Youtube. Stewardship animation video garnered 25 lacs + views.
- Virtual workshops with customers & key stakeholders of Performance Materials, Care Chemicals business

Segment Revenue breakup

FY 2019-20

Agricultural Solutions

Materials

Performance Materials

Monomers

Industrial Solutions

Dispersions

Performance Chemicals

Surface Technologies

Construction Chemicals

Catalysts

Coatings

Nutrition & Care

Care Chemicals

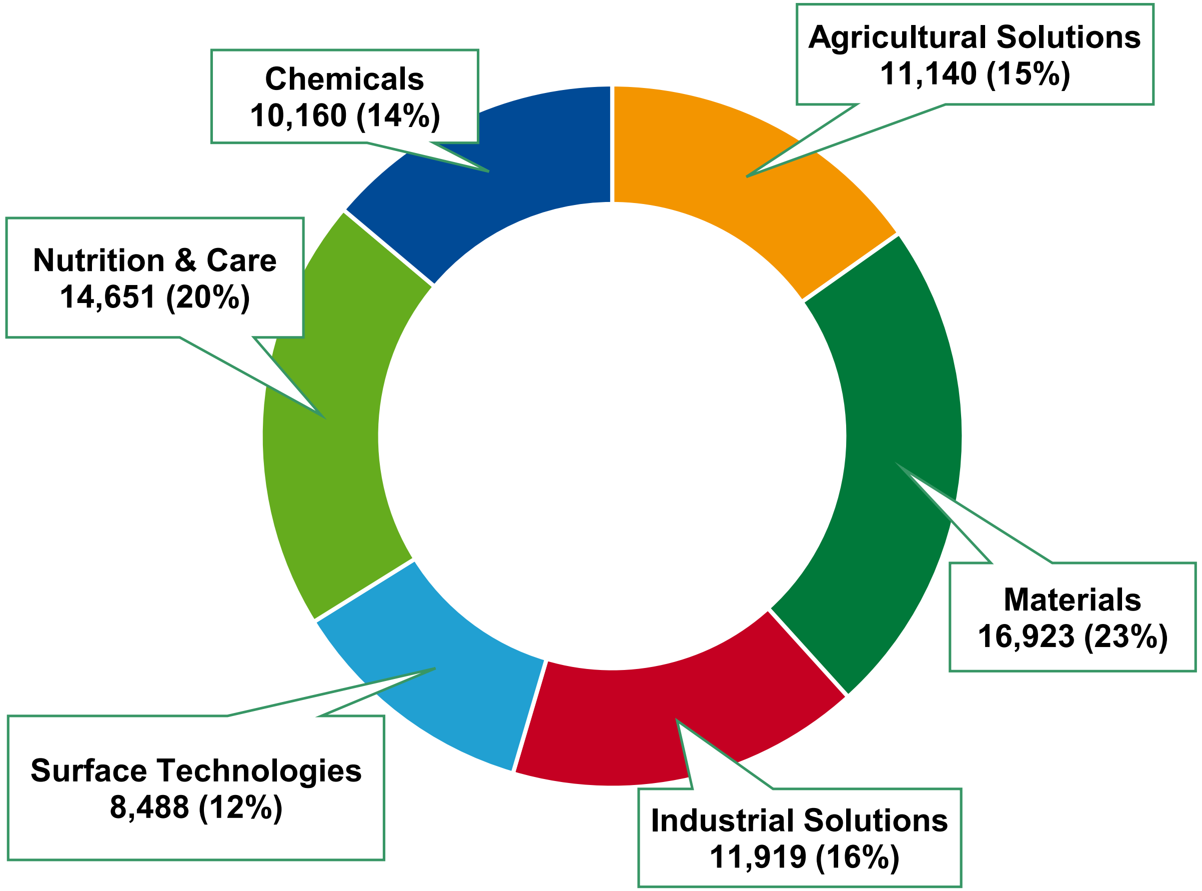
Nutrition & Health

Chemicals

Petrochemicals

Intermediates

(Rs. in million)



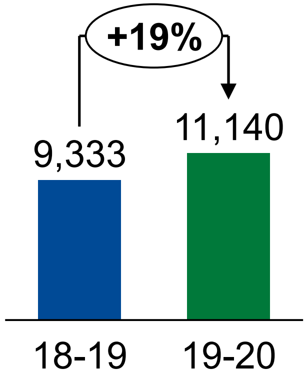
BASF
We create chemistry

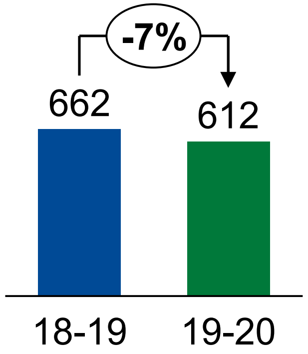
Segmental performance
FY 2019-20

Revenue
Rs. in million

Results
Rs. in million

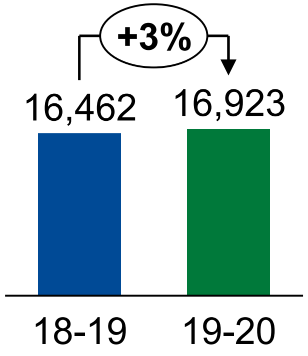
Agricultural Solutions

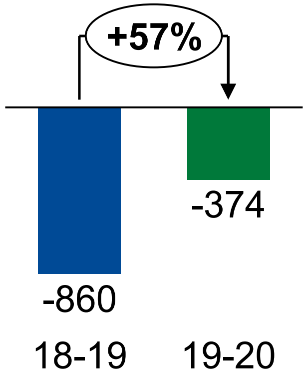




- Good growth with diversified portfolio, above normal monsoon
- Profitability marginally impacted by higher input costs

Materials



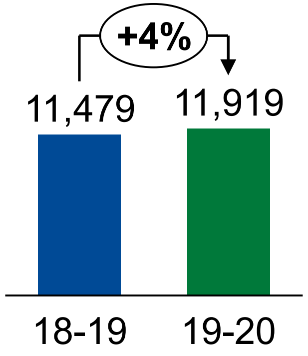


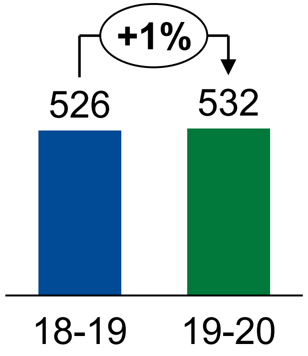
- Modest growth owing to shrinking commodity prices, lower demand in transportation segment
- EBIT improved significantly due to declining cost of raw materials and better realisation as compared to the input costs

Segmental performance
FY 2019-20

Revenue Rs. in million | **Results** Rs. in million

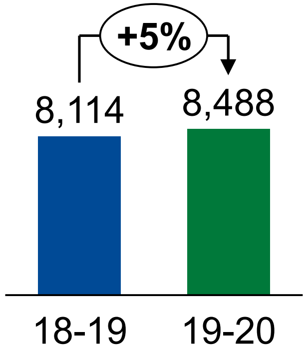
Industrial Solutions

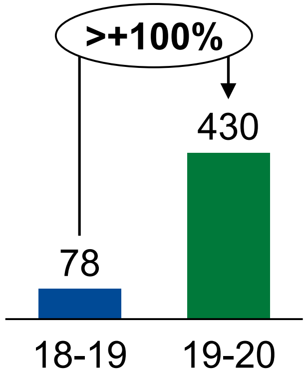




- Increase in revenue driven by capacity expansion at Dahej, right product mix & merchandize volumes
- Profitability maintained despite high volatility in the raw material prices

Surface Technologies



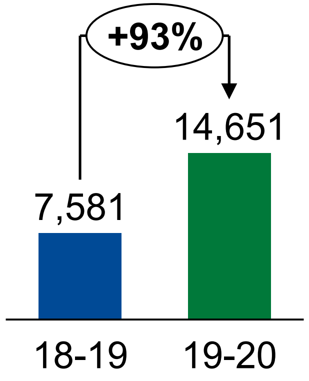


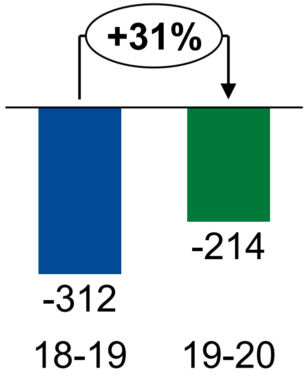
- Growth in revenue mainly from increased merchandise volumes
- Improved profitability due to better product mix & high focus on margins

Segmental performance
FY 2019-20

	Revenue Rs. in million	Results Rs. in million

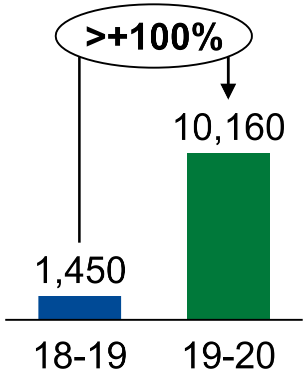
Nutrition & Care

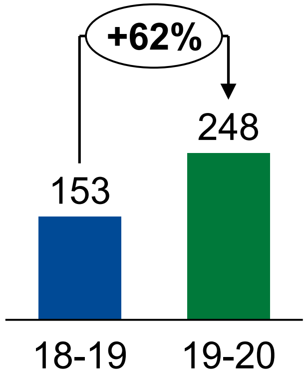




- Higher volumes from merchandize business driving sales growth
- Improvement in EBIT due to better pricing strategy

Chemicals

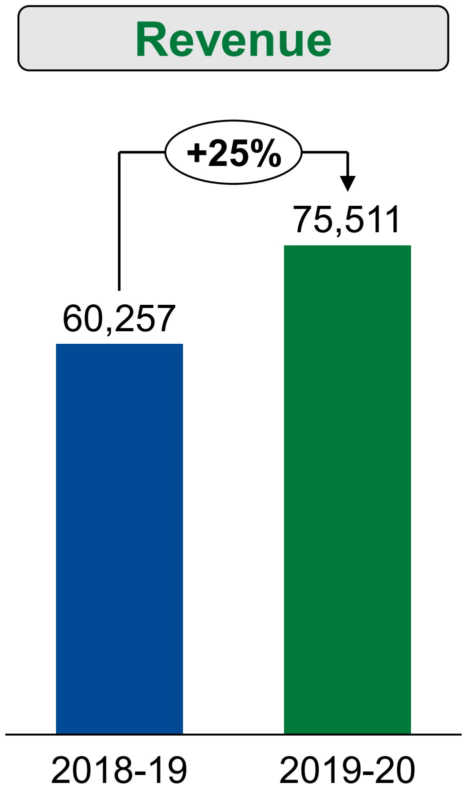


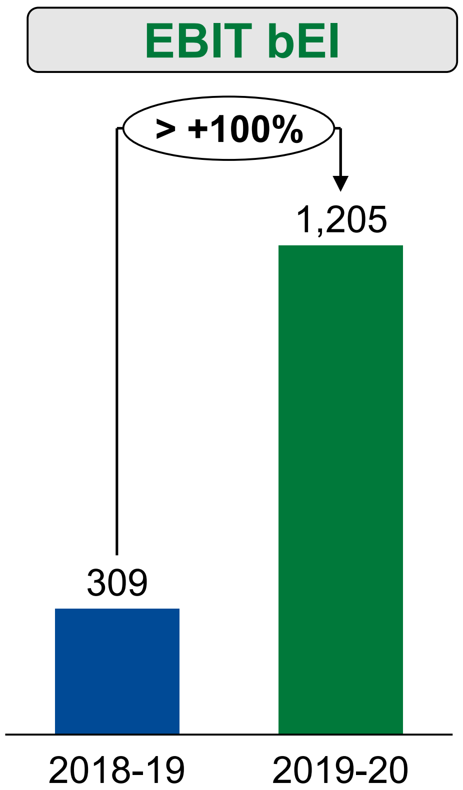


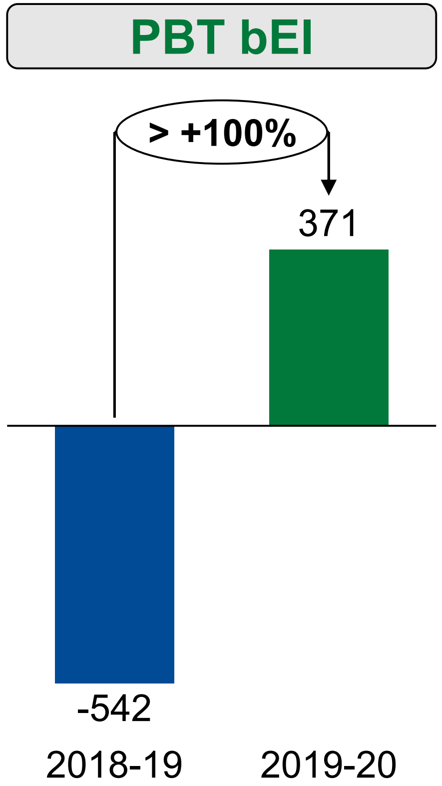
- Petrochemicals witnessed demand in downstream business. Pharma, agrochemicals drove growth in Intermediates
- Higher absolute margins from increased volumes

We achieved strong profitable growth in FY 2019-20

In Rs. million





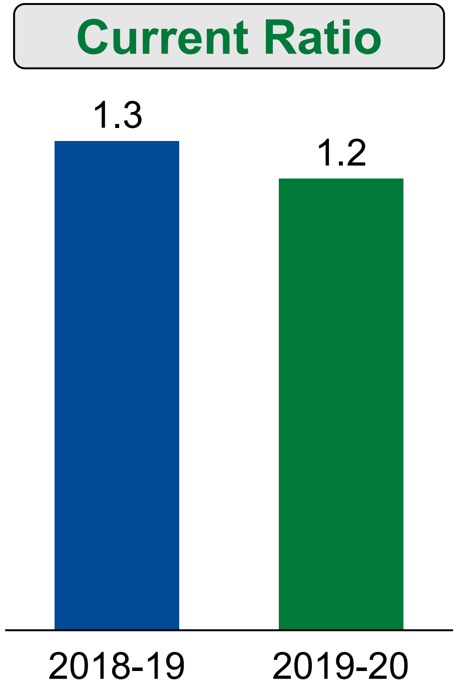


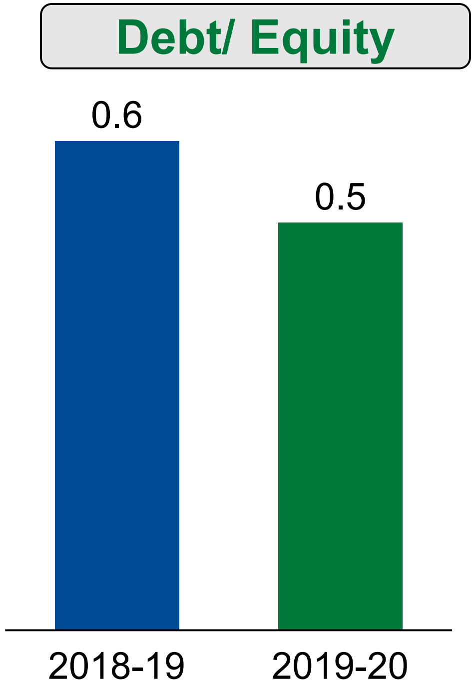
- Shift from agency to merchandise business also added to topline growth
- Profitable growth driven by strong focus on margins & operational costs

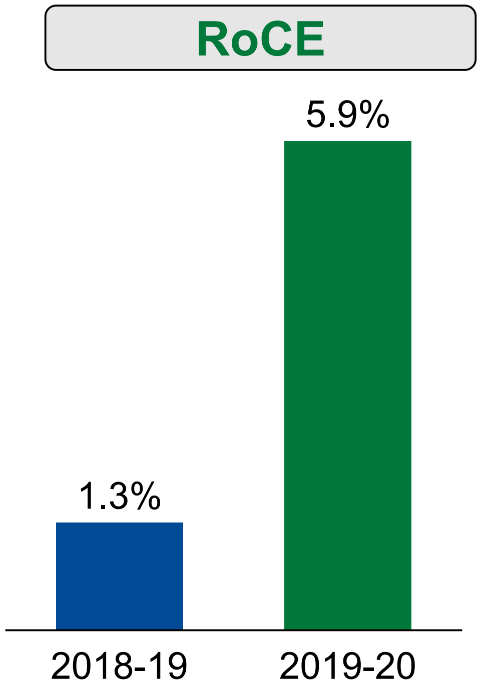
EBIT bEI: Earnings before interest & tax before exceptional items
PBT bEI: Profit before tax before exceptional items

The charts are for comparison purpose & not to scale

Improvement in key ratios: FY 2019-20







- ✓ Control on **working capital** with stringent monitoring
- ✓ **Operational cash flow** increased by Rs.6,310 million
- ✓ **Borrowings** reduced to Rs.6,630 million (PY: Rs.9,122 million)
- ✓ Improved **RoCE** from better margins & optimum capital utilization

Current Ratio= Current assets / Current liabilities
Debt Equity Ratio = Total Borrowings/ Total Equity
RoCE (Return on Capital Employed) = EBIT bEI / *(Equity + Borrowings)*

BASF
We create chemistry

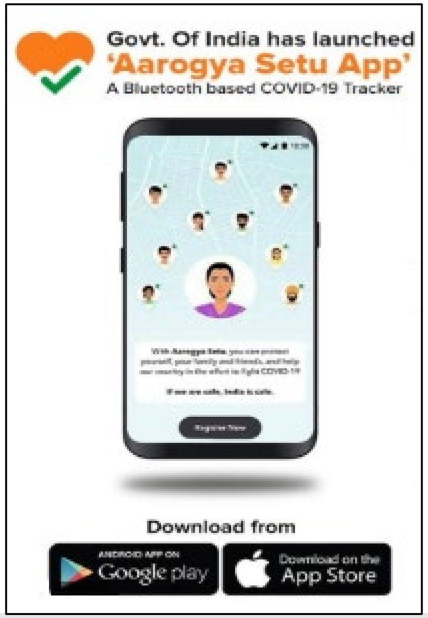
The charts are for comparison purpose & not to scale

Q1 FY 20-21

COVID-19 pandemic

We remain focused on **employee safety** and **active customer collaboration** in a challenging business environment

Ensuring safe start up and enhanced safety measures for our employees




BASF India: COVID-2019 - Employee Health Declaration

Declaration Form

Hi [redacted] when you submit this form, the owner will be able to see your name and email address.

* Required

1. Is there a change in Your status since last time you submitted this Declaration ? *

Select 'Yes' if this is your first declaration or there is change in status. Select 'No' if you submitted form last week and NO status change

- Yes
- No

Submit

Phased wise approach to resuming office

Download Aarogya Setu mobile app

Employee Health & Safety survey

Temperature screening, masks, sanitization, social distancing, etc.

COVID-19: A challenging Q1/FY21

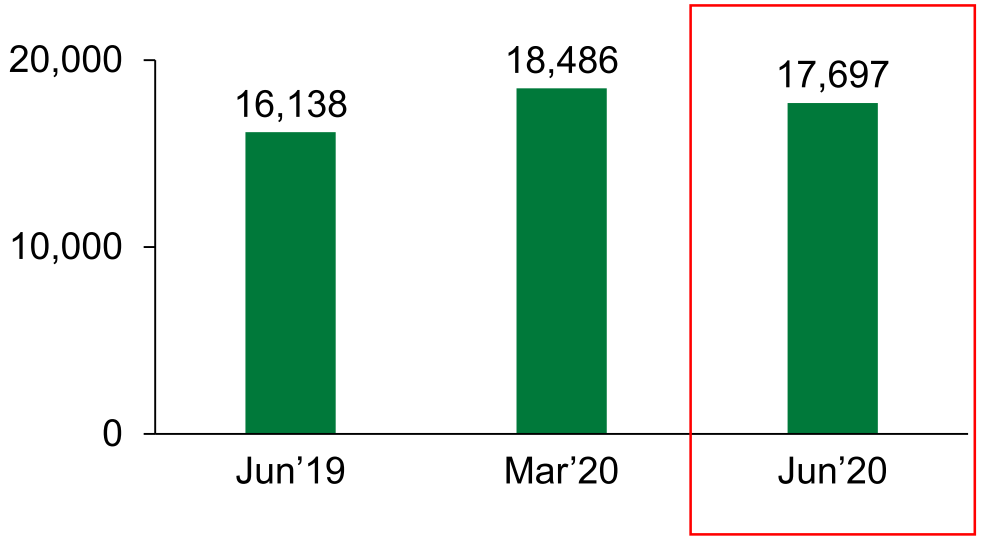
- **Sluggish demand** in key sectors- auto, construction, consumer etc.
- **Credit Risk** management
- **Liquidity** management
- **Supply Chain** – high cost, delayed clearance
- **Labor** availability
- **Restricted** business environment

BASF India Limited

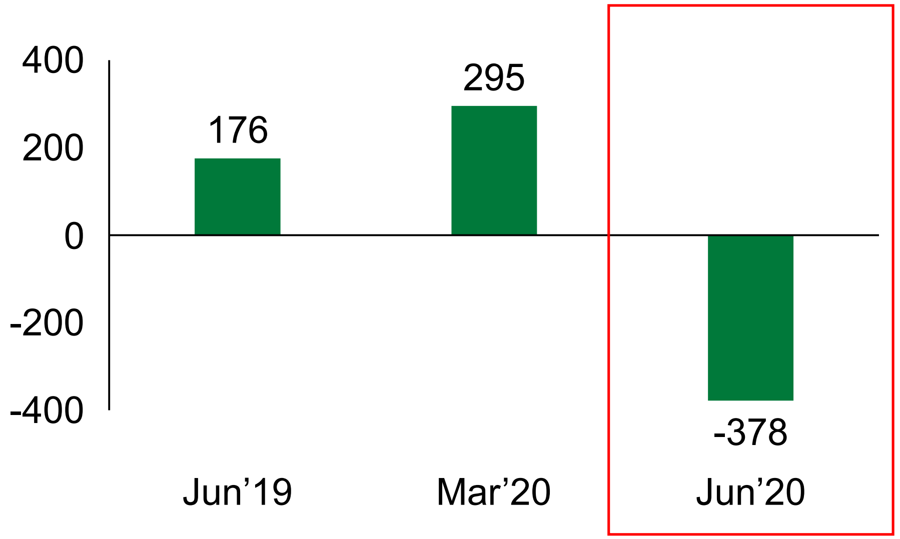
Business performance: Q1 results (Apr–Jun'20)

In Rs. million

Revenue



PBT before exceptional items



Trend

- ❑ Positive growth for Agro, Nutrition & Care segments
- ❑ Slowdown impact on businesses from Automotive, Construction and Consumer Durable Goods industry
- ❑ Margins recovering with increasing plant utilisation, post relaxation of lockdown

BASF We create chemistry

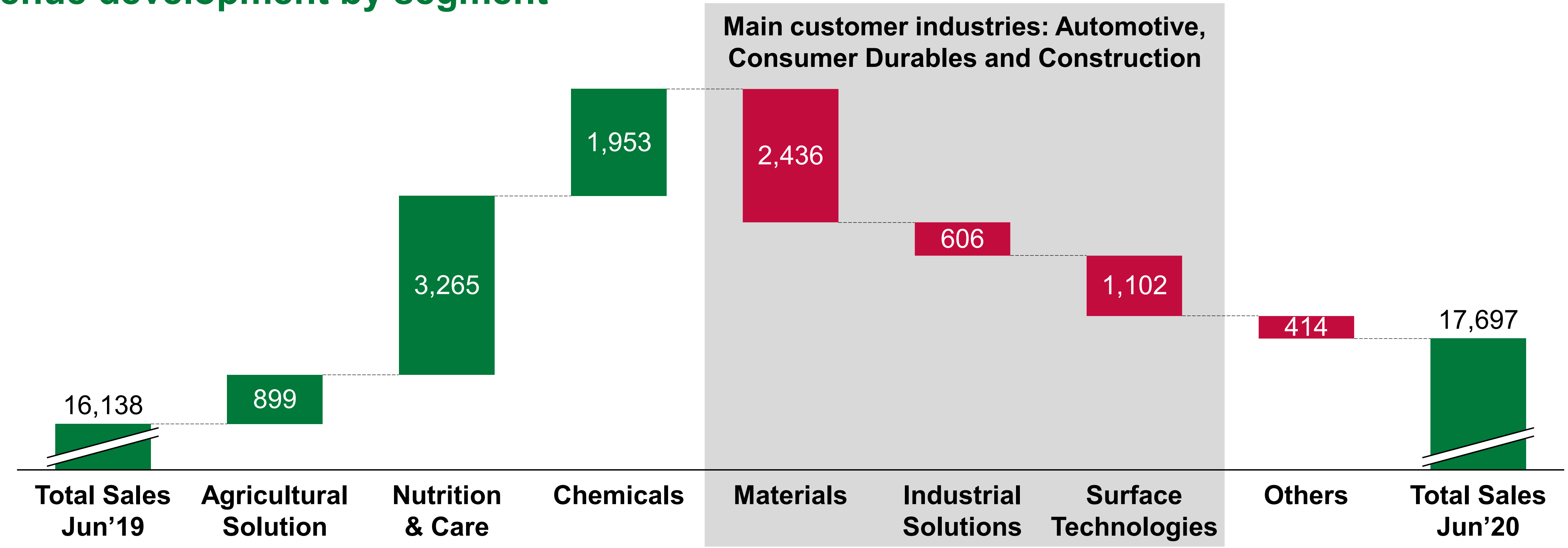
The charts are for comparison purpose & not to scale

BASF India Limited

In Rs. million

Business performance: Q1 results (Apr–Jun'20)

Revenue development by segment



	Agricultural Solution	Nutrition & Care	Chemicals	Materials	Industrial Solutions	Surface Technologies	Others	Total Sales Jun'20
Revenue Jun'20 (abs.)	4,389	5,357	2,976	1,646	2,150	915	264	17,697
% increase/ decrease	↑ 26%	↑ >100%	↑ >100%	↓ 60%	↓ 22%	↓ 55%	↓ 61%	↑ 10%

BASF We create chemistry

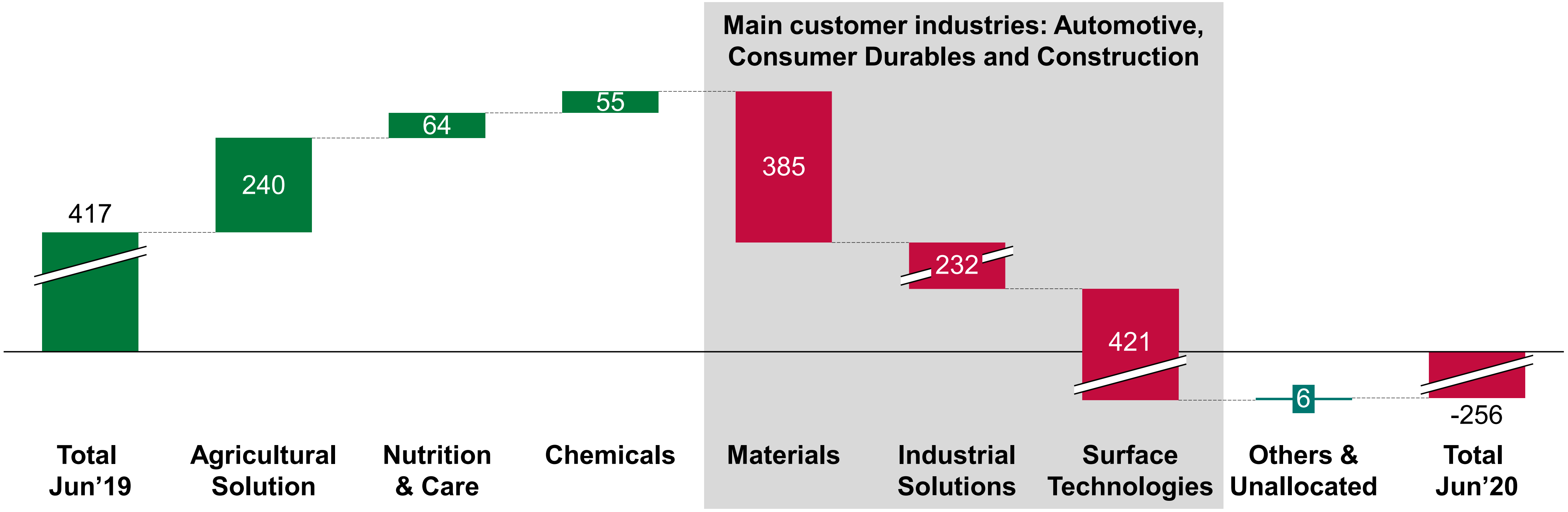
The charts are for comparison purpose & not to scale

BASF India Limited

In Rs. million

Business performance: Q1 results (Apr–Jun'20)

Results development by segment



Margins improved for Agro, Nutrition & Care and Chemicals segments, even though lower demand from key customer industries impacted margins for other segments

BASF
We create chemistry

The charts are for comparison purpose & not to scale

FY 20-21 – Overcoming challenges in an uncertain environment

Uncertain external environment
- COVID-19 Scenario
- Geopolitical tension
- Currency depreciation

Growth hurdles
- Sluggish demand in key sectors – auto, construction, consumer
- Restrictive business environment

Business Challenges
- Credit risk management
- Supply Chain: higher costs, delayed clearances
- Labor availability

Business emphasis going forward

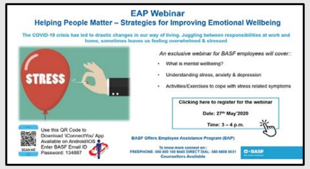
Focus on cost control – optimize working capital & credit management, supply chain

Margin management & resource optimization – improve efficiency, maintain margins

Topline growth – winning customers & continue to drive profitable growth

Enhanced engagement across stakeholders

Customer Engagement: Active co-creation & customer collaboration with digital solutions; joint optimization projects



Employee Connect: Ensuring a motivated and healthy workforce with Employee Assistant Programs, webinars, trainings, workshops by experts

Representation @Stakeholders: Drive industry voice & advocacy at industry forums, Govt. ministries

BASF

We create chemistry