



We create chemistry

BASF India Limited, Mumbai - 400 079, India

May 20, 2025

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 / Fund Managers Meeting of BASF India Limited.**

Further to our letter dated May 15, 2025 on the above-mentioned subject, we enclose herewith the presentation to be made by the Company at the Analyst / Fund Managers meeting held today i.e. May 20, 2025 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)  
10<sup>th</sup> Floor, Godrej One,  
Pirojshanagar, Eastern Express Highway,  
Vikhroli (East), Mumbai 400 079

Tel +91 22 6834 7000

CIN - L33112MH1943FLC003972

[www.basf.com/in](http://www.basf.com/in)



# Analysts / Fund Managers Meeting BASF India Limited

**Alexander Gerding**  
Managing Director

**Narendranath J. Baliga**  
Chief Financial Officer

Mumbai, May 20<sup>th</sup>, 2025

Cultural Roots, Global Growth



# Introduction to BASF participants present today



Mr. Alexander Gerding

**Managing Director,  
BASF India Limited**



Mr. Narendranath Baliga

**Chief Financial Officer &  
Whole-time Director,  
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**

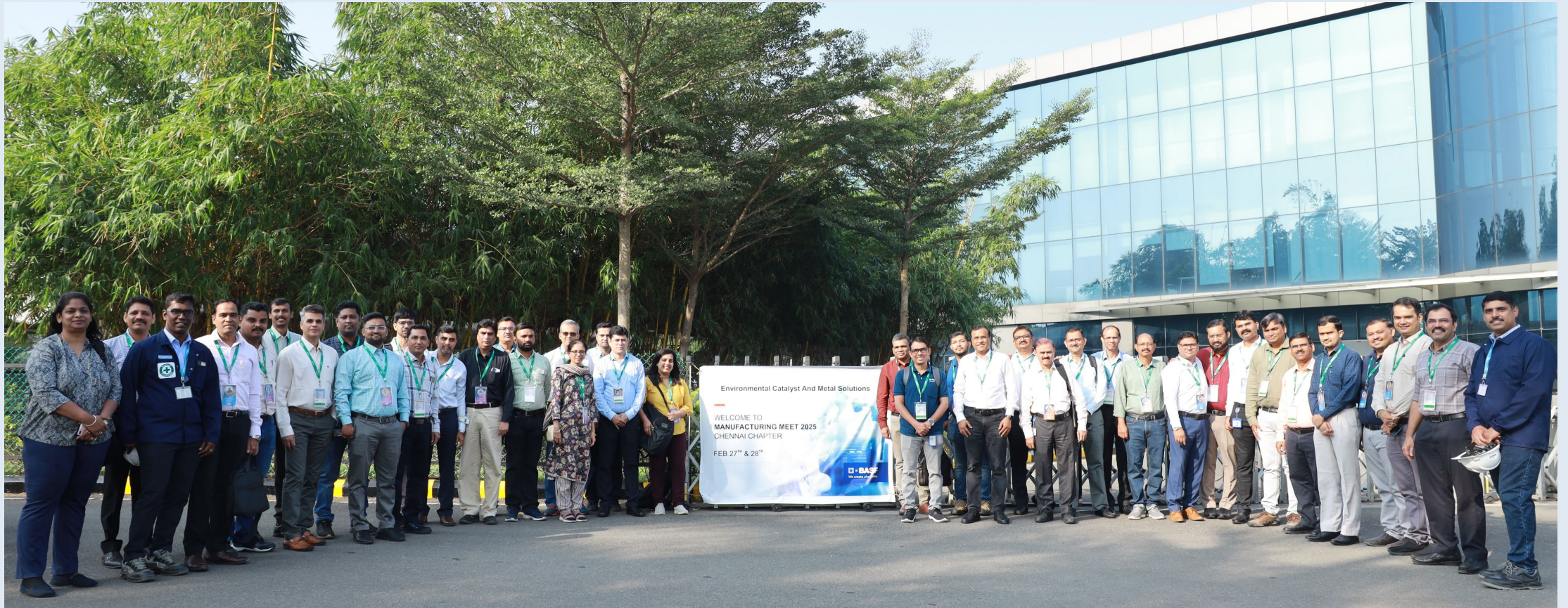


# Cautionary note regarding forward-looking statements



- Only matters in the public domain will be discussed.
- 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.

# Nurturing our safety culture and mindset



**All sites participated in the annual Manufacturing Meet in Feb 2025 in Chennai and had an elaborate brainstorming session on multiple topics including safety**



# EHS remains top priority

Continuous emphasis to foster safety culture and mindset

- No high severity incidents and no LTI & PSI in the current calendar year
- Continued focus on improving the safety leading indicators

LTI: lost time injury  
PSI: process safety incident

An operator using RM Hoist to charge raw materials (PA66) during the operation at the Panoli Plant in Gujarat



# India Reflections

## Macroeconomy



Continued **robust GDP** growth forecasted above 6%



Stable inflation and **lowering RBI interest rates**



**Consistently high** Purchasing Manager Index



**High** consumer confidence, might be slightly impacted by geopolitical events

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



## Industries



Automotive industry showing **continued growth**



Construction **momentum on track**



**Above normal monsoon** projection supporting agricultural sector



Favorable monsoon forecast and revised **tax slabs** expected to boost consumption



Continued **margin pressure** in Chemicals sector

# Financial Performance





# Segment Revenue

Apr 24 to Mar 25

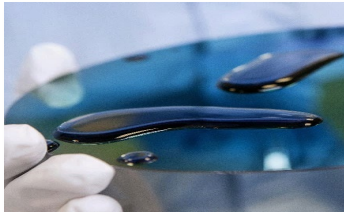


## Agricultural Solutions



## Materials

- Performance Materials
- Monomers



## Industrial Solutions

- Dispersions
- Performance Chemicals\*



## Surface Technologies

- Coatings



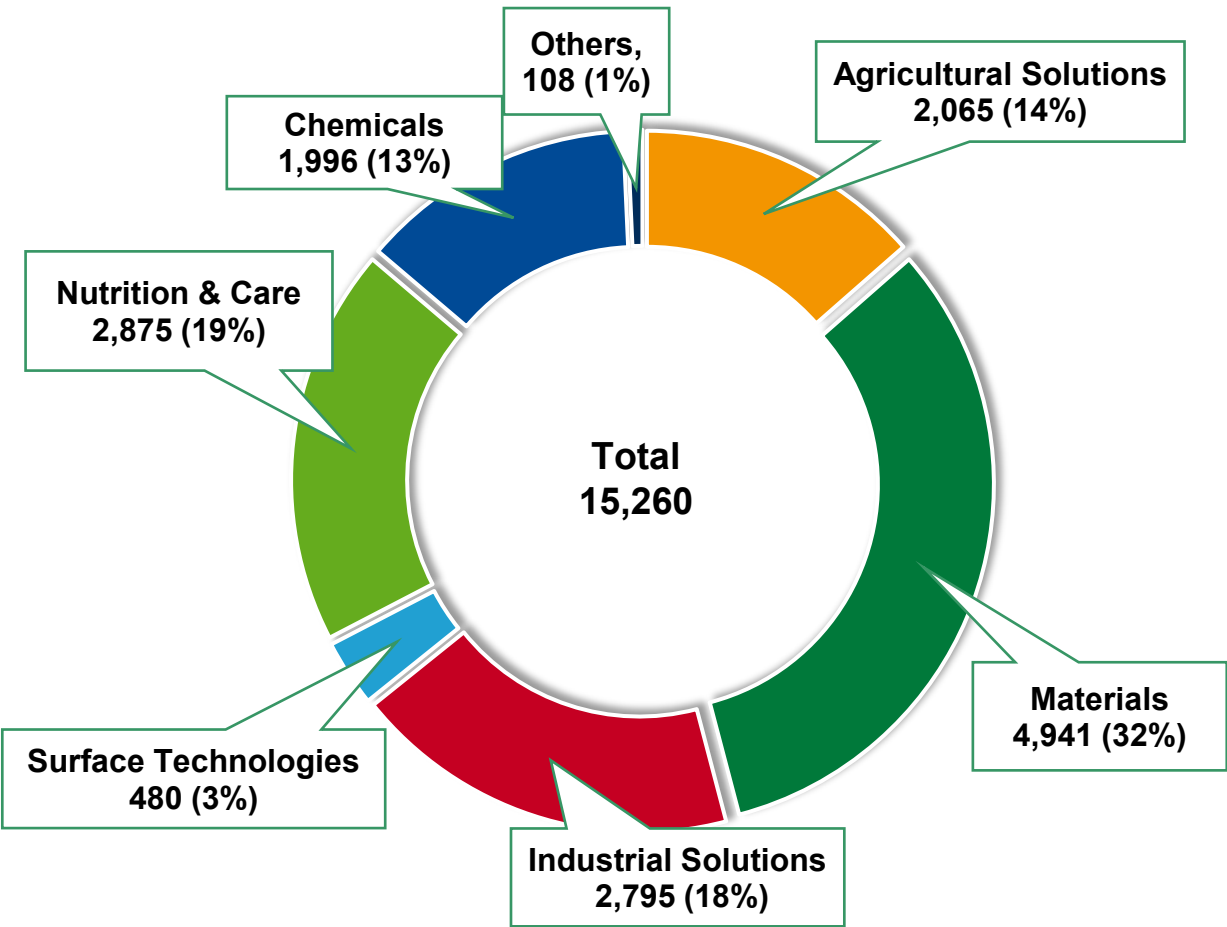
## Nutrition & Care

- Care Chemicals
- Nutrition & Health



## Chemicals

- Petrochemicals
- Intermediates

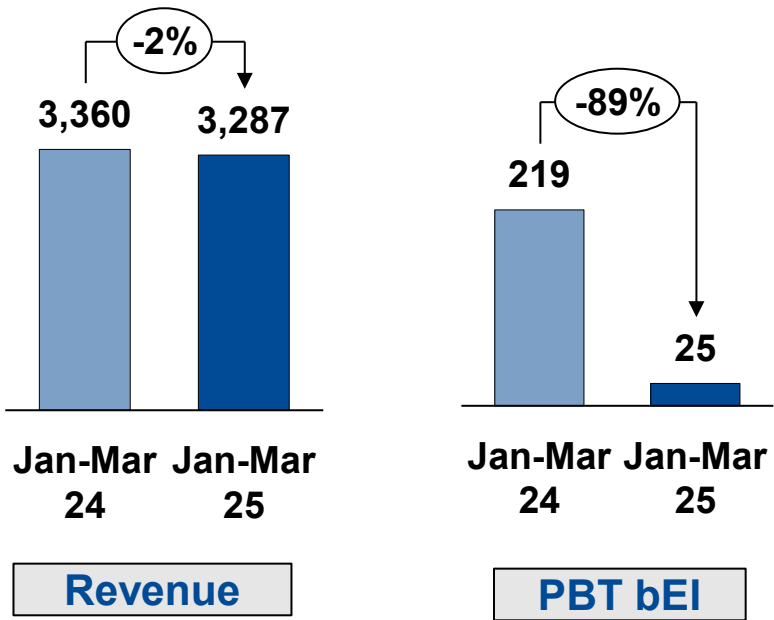


\* Includes Catalysts division which was part of Surface Technologies Segment effective Jan 1, 2025

# Financial Performance

Rs Crores

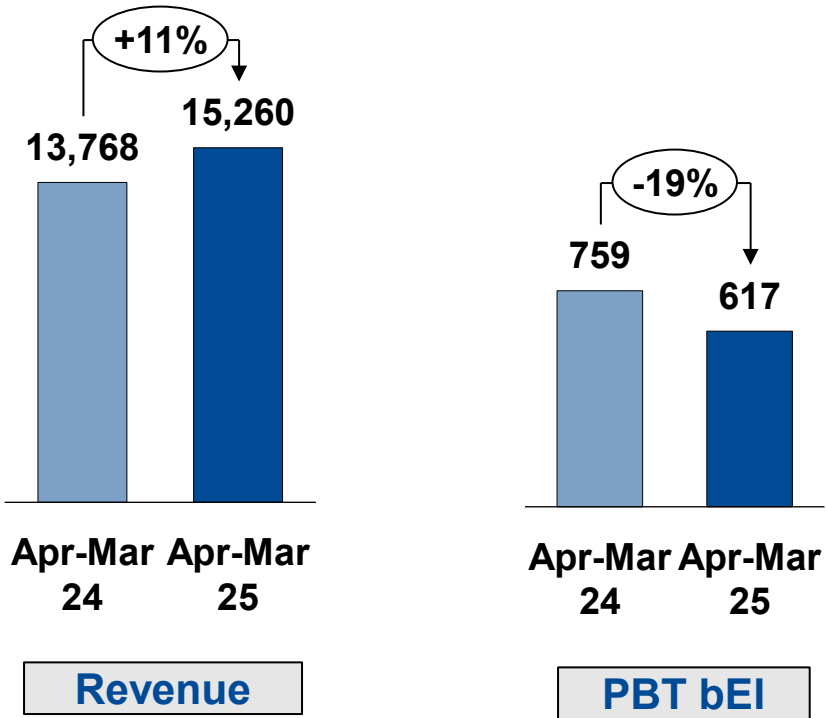
## Quarterly



- Revenue at par QoQ
- Margins impacted due to volatile market, higher input cost, and product mix

PBT bEI: Profit before tax before exceptional items

## Yearly



- Strong volume growth; lower price realisation
- Margins impacted due to higher input cost

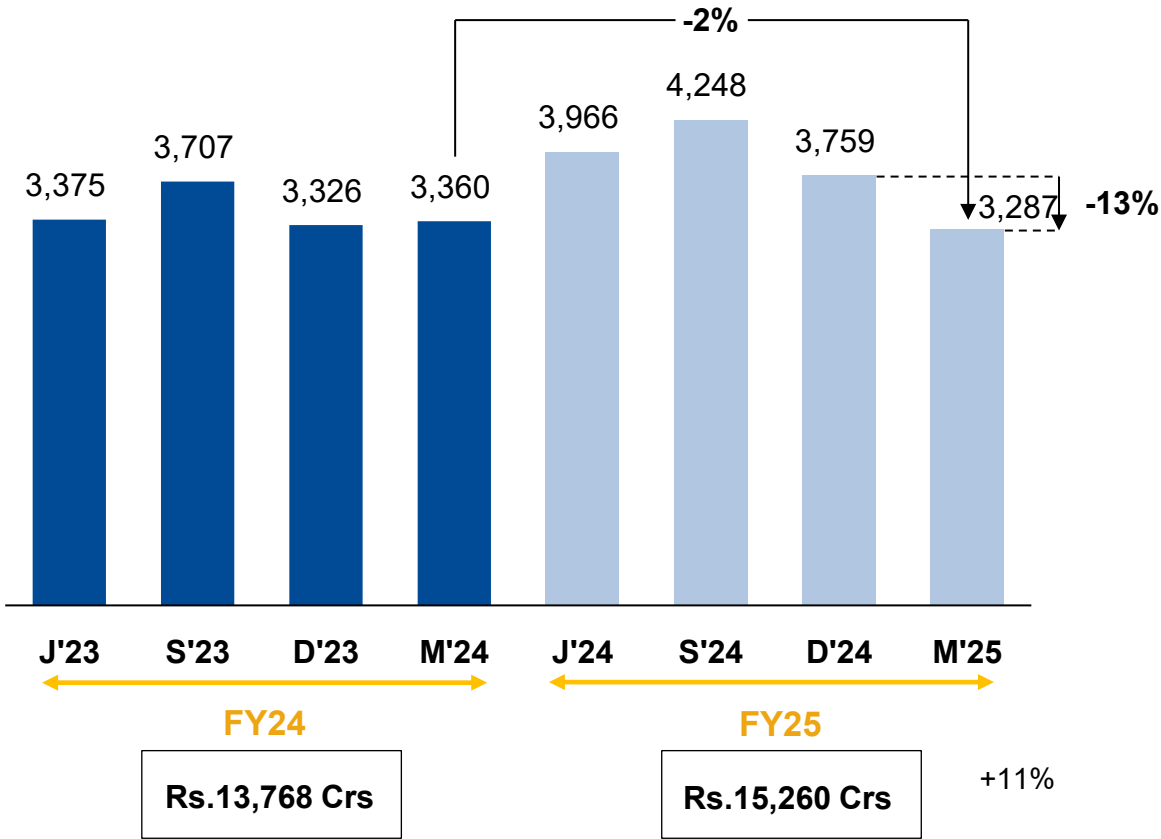


# Quarterly Performance

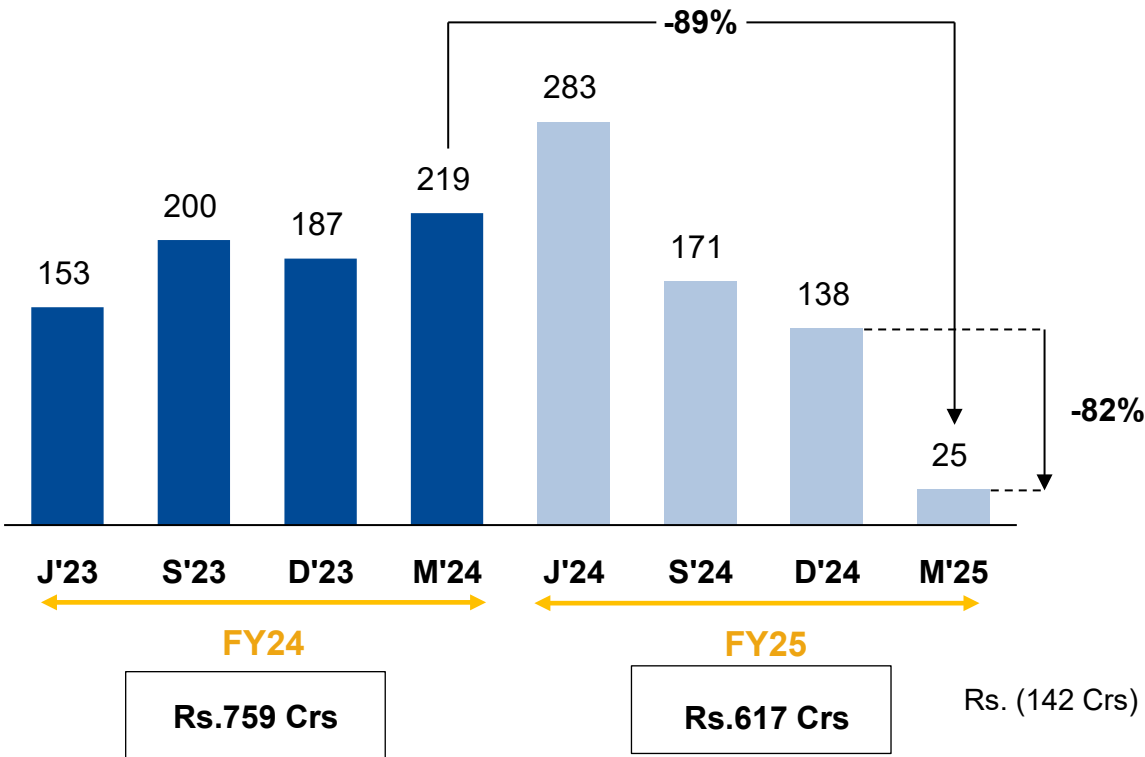
## For last two financial years

Rs Crores

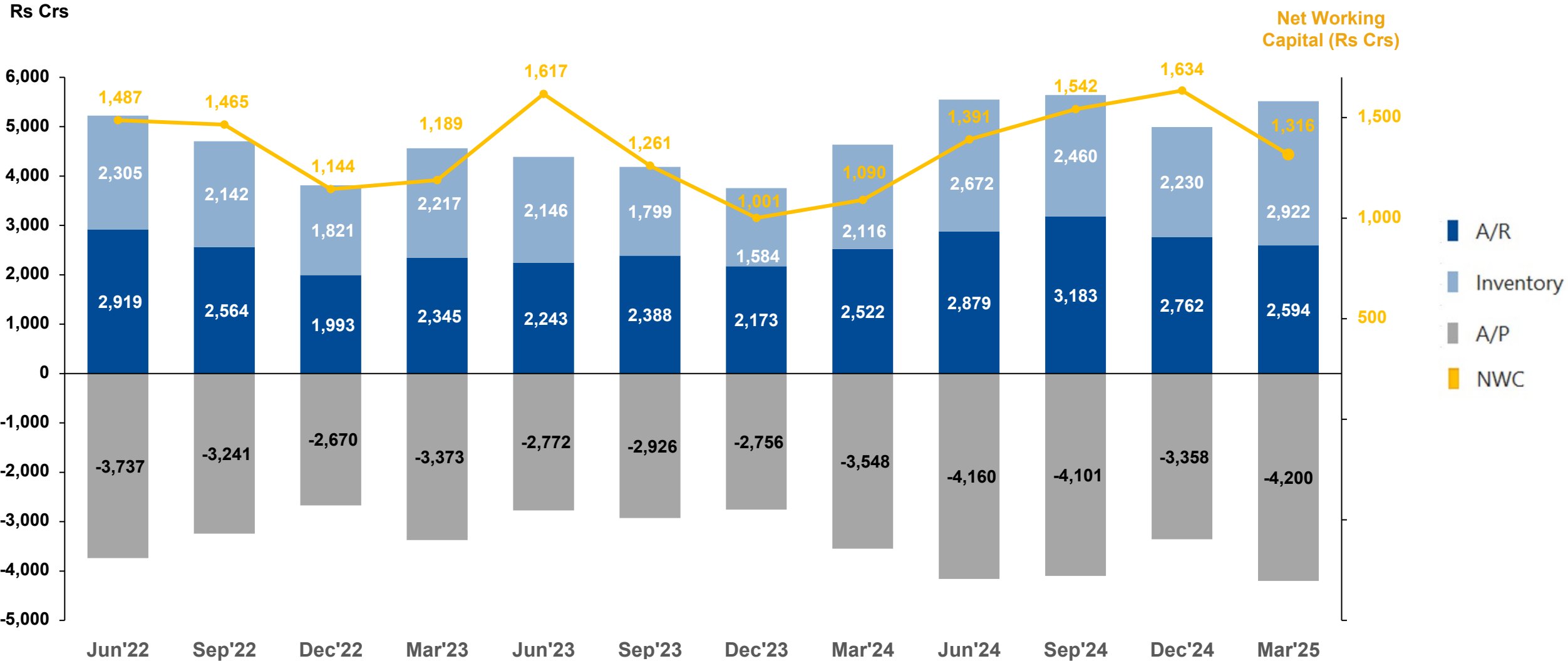
Revenue from Operations



PBT before Exceptional Items



# Net Working Capital Development

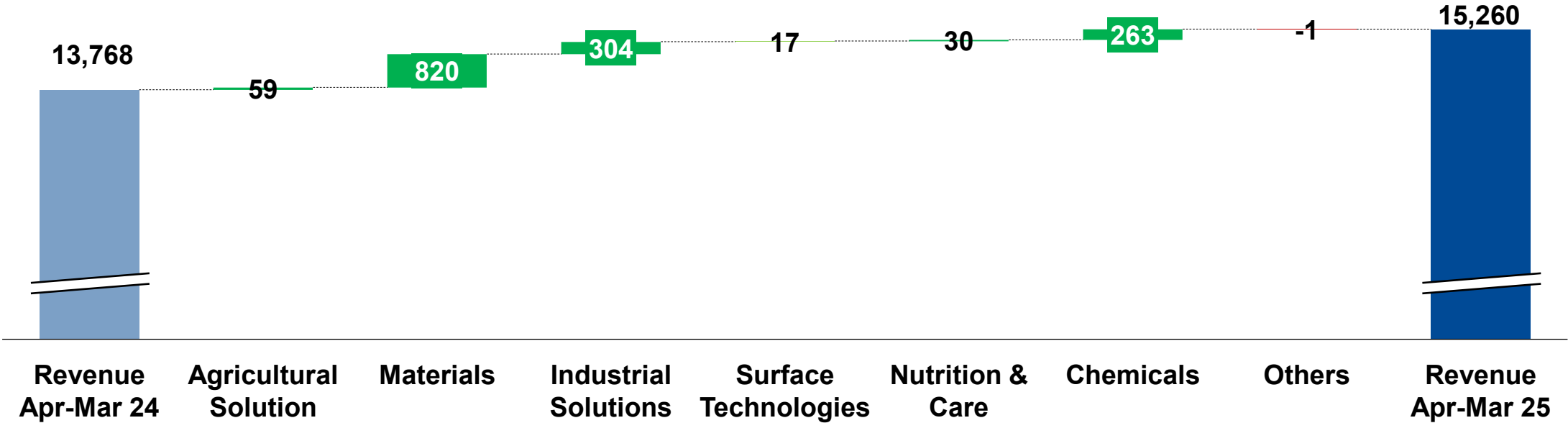




# Revenue by segment

## Year ended March 31, 2025

Rs Crores

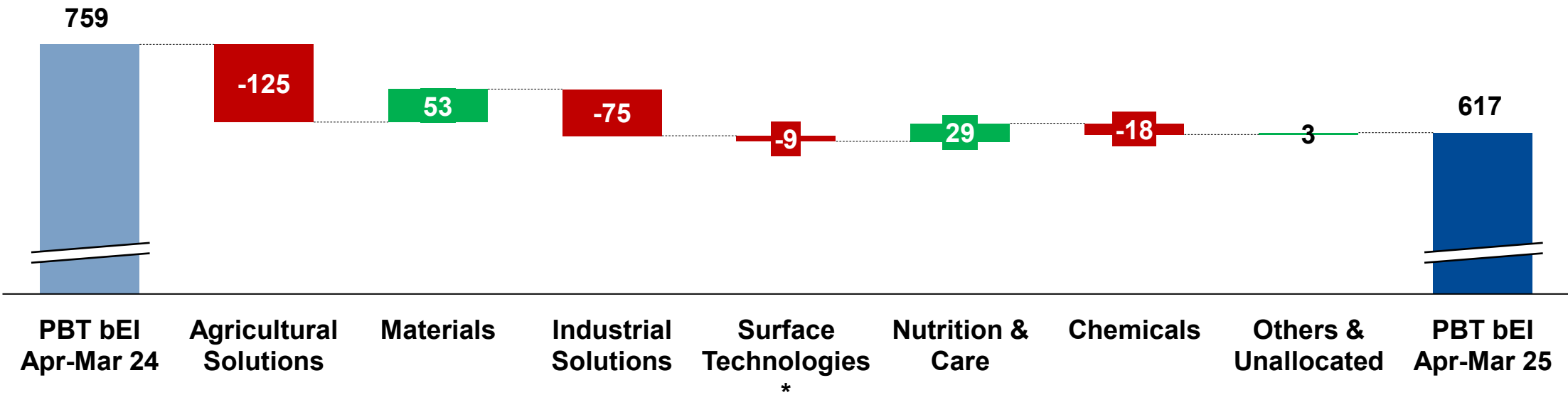


Revenue Apr-Mar 25 (abs.)	2,065	4,941	2,795	480	2,875	1,996	108	15,260
Revenue Apr-Mar 24 (abs.)	2,006	4,121	2,491	463	2,845	1,733	109	13,768
% increase/ decrease	↑ 3%	↑ 20%	↑ 12%	↑ 4%	↑ 1%	↑ 15%	↓ 1%	↑ 11%

# PBT bEI by segment

## Year ended March 31, 2025

Rs Crores









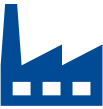

PBT bEI Apr-Mar 25 (abs.)	311	158	96	-	65	36	(49)	617
PBT bEI Apr-Mar 24 (abs.)	436	105	171	9	36	54	(52)	759
% increase/ decrease	↓ 29%	↑ 50%	↓ 44%	↓ 100%	↑ 81%	↓ 33%	↑ 6%	↓ 19%

PBT bEI: Profit before tax & before exceptional items

- Surface technologies had ERP implementation cost of Rs. 19 Crs
- # Others & unallocated mainly consist of CSR Cost, Finance cost and Foreign exchange hedging cost



# Key Performance Indicators

	FY 24-25	FY 23-24		FY 24-25	FY 23-24
<b>Receivable Days</b> 	61	65	<b>EBIT bEI (%)</b> 	4.1%	5.6%
<b>Inventory Days</b> 	72	69	<b>ROCE* (%)</b> 	18.4%	26.1%
<b>Cash flow from Operations (Rs. Crs)</b> 	373	807	<b>RONOA# (%)</b> 	26.2%	34.3%
<b>Operating Expenses (%)@</b> 	12.3%	12.1%	<b>EPS bEI (in abs. Rs)</b> 	105.6	130.1

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





# We expand our production capacities and tap into new business opportunities



**BASF India Limited has broken ground on a new plant in Jan 2025 to increase the production capacity of its Cellasto® microcellular polyurethane (MCU) in Dahej, India**



# We continue our connect with the industry and associations



**BASF participation at 6<sup>th</sup> Edition of ICC Sustainability Conclave on Dec 5<sup>th</sup>, 2024**



**BASF participation in the 18<sup>th</sup> Annual India Chemical Industry Outlook Conference & Exhibition on Mar 4<sup>th</sup> & 5<sup>th</sup>, 2025**

# We intensify our engagement with key customers



PU Tech 2025 – Apr 9<sup>th</sup>-11<sup>th</sup>, 2025, New Delhi



# Women in Refinish: Empowering Futures Through Skill Development and Collaboration



**BASF, in partnership with Mahindra & Mahindra, Seva Sahayog Foundation, and Don Bosco Institute, launched the 'Women in Refinish' CSR program on Mar 6<sup>th</sup>, 2025, to empower underprivileged women by training them for careers in refinish coatings**

# 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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