Cautionary note regarding forward-looking statements

This presentation contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include in particular those discussed in Opportunities and Risks on pages 173 to 183 of the BASF Report 2023. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.
Agenda

1. At a glance
2. Q2 2024 reporting
3. Measures to increase competitiveness
4. Pushing the transition to a sustainable economy
5. Unique position to capture growth in Asia
6. Battery materials driving electromobility and growth
## Unique position to deliver long-term value

<table>
<thead>
<tr>
<th>Unique Verbund concept</th>
<th>Industry-leading innovation platform</th>
<th>Strong and expanding local presence in fast growing Asian market</th>
<th>Creating value to society and contributing to a sustainable development</th>
<th>Progressive dividend policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 Verbund sites globally</td>
<td>€2.1 billion R&amp;D expenses in 2023</td>
<td>2 Verbund sites already; one additional Verbund site currently under construction</td>
<td>CO₂ emission targets:</td>
<td>Practice to increase the dividend per share each year, or at least maintain it at the previous year’s level</td>
</tr>
<tr>
<td>234 production sites worldwide in total</td>
<td>~10,000 employees in R&amp;D</td>
<td>~70 production sites</td>
<td>25% reduction of absolute Scope 1 and 2 emissions by 2030 (compared with 2018)</td>
<td>Dividend of €3.40 per share for 2023</td>
</tr>
<tr>
<td>5.7 million metric tons of CO₂ avoided globally in 2023</td>
<td>Sales of &gt;€10 billion in 2023 with products launched during last 5 years</td>
<td>€17.5 billion¹ sales in 2023</td>
<td>15% reduction of specific Scope 3.1 emissions by 2030 (compared with 2022)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>We aim to achieve net zero CO₂ emissions² by 2050</td>
</tr>
</tbody>
</table>

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¹ Sales in Asia Pacific by location of customer. Only includes sales from BASF entities fully consolidated according to IFRS 10/11
² Scope 1, Scope 2 and Scope 3.1
The BASF Group’s segments

**Chemicals**
The Chemicals segment supplies BASF’s other segments and customers with basic chemicals and intermediates.
- Sales 2023: €10,369 million
- EBITDA before special items 2023: €1,167 million

**Materials**
In the Materials segment, we produce advanced materials and their precursors for the plastics and plastics processing industries.
- Sales 2023: €14,149 million
- EBITDA before special items 2023: €1,650 million

**Industrial Solutions**
The Industrial Solutions segment develops and markets ingredients and additives for industrial applications.
- Sales 2023: €8,010 million
- EBITDA before special items 2023: €965 million

**Surface Technologies**
The Surface Technologies segment provides chemical solutions for surfaces and automotive OEM coatings, as well as battery materials and catalysts.
- Sales 2023: €16,204 million
- EBITDA before special items 2023: €1,520 million

**Nutrition & Care**
The Nutrition & Care segment produces ingredients and solutions for consumer applications such as human and animal nutrition, and home and personal care.
- Sales 2023: €6,858 million
- EBITDA before special items 2023: €565 million

**Agricultural Solutions**
The Agricultural Solutions segment is an integrated provider of seeds, crop protection and digital solutions for the agricultural sector.
- Sales 2023: €10,092 million
- EBITDA before special items 2023: €2,270 million

Other not depicted on the slide: Sales 2023: €3,220 million, EBITDA before special items 2023: -€466 million
Sales 2023 by location of customer

**North America**
- Sales (million €): 18,833
- Employees: 16,060

**South America, Africa, Middle East**
- Sales (million €): 6,527
- Employees: 7,176

**Europe**
- Sales (million €): 26,022
- Employees: 67,562

**Asia Pacific**
- Sales (million €): 17,520
- Employees: 21,193

BASF sales by industry 2023

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct customers</td>
<td>&gt; 20%</td>
</tr>
<tr>
<td></td>
<td>10–20%</td>
</tr>
<tr>
<td></td>
<td>&lt; 10%</td>
</tr>
<tr>
<td>Chemicals and plastics</td>
<td>Transportation (respectively)</td>
</tr>
<tr>
<td>Agriculture</td>
<td>Consumer goods (respectively)</td>
</tr>
<tr>
<td>Construction</td>
<td>Electronics</td>
</tr>
<tr>
<td>Energy and resources</td>
<td>Health and nutrition (respectively)</td>
</tr>
</tbody>
</table>

Selected sites: Antwerp, Ludwigshafen, Gelse, Freepot, Nanjing, Shanghai, Zhanjiang, Kuantan
Verbund sites: South Korea, Shanghai
Planned Verbund site: South Korea
Priorities for the use of cash

1. **Organic growth**
   - Capex budget of €6.2 billion for 2024
   - Around €2 billion in R&D expenses per year

2. **Progressive dividend**
   - Practice to increase the dividend per share each year, or at least maintain it at the previous year’s level
   - Strong balance sheet and high equity ratio\(^1\) support dividend policy

3. **Portfolio management**
   - Strengthen portfolio through selective M&A opportunities while maintaining price discipline
   - Focus the portfolio with continued pruning measures

4. **Share buybacks**
   - Share buybacks are part of our toolbox but currently not being used
   - Between January 2022 and February 2023 own shares were repurchased for ~€1.4 billion

---
\(^1\) As of June 30, 2024: 44.5%
Continued strict management of capital expenditures

**Overall capex budget**
Billion €, 2024–2027

**Capex budget by type of investment**
Billion €, 2024–2027

- Investments in ongoing businesses
- Investments in net-zero transformation
- Growth projects
  - Zhanjiang Verbund site and battery materials

€19.5 billion, thereof €6.2 billion in 2024

Capex 2024 + 2025: ~40% decrease
Capex 2026 + 2027
BASF’s industry-leading innovation platform ensures long-term organic growth

R&D expenses 2023

Corporate research, Other
17%

Agricultural Solutions
42%

Chemicals
4%

Materials
9%

Industrial Solutions
7%

Surface Technologies
14%

Nutrition & Care
7%

Key facts 2023

- R&D expenses to sales ratio 3.1%
- Commitment to R&D with annual spending of ~€2 billion
- ~10,000 employees in R&D
- ~1,000 new patents filed in 2023
- Research Verbund: Academic Research Alliances are complemented by cooperations with ~280 universities and research institutes
- >€10 billion sales generated from R&D activities with products launched during last 5 years
- Peak sales potential of BASF’s Agricultural Solutions innovation pipeline of >€7.5 billion between 2023 and 2033
Attractive shareholder return – also in challenging times

Key facts 2023

- Dividend of €3.40 per share
- Total payout of €3.0 billion\(^2\), 90% of which covered by free cash flow in 2023
- Dividend yield of 7.0% based on the share price of €48.78 at year end 2023

Dividend per share

<table>
<thead>
<tr>
<th>Year</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>2.80</td>
</tr>
<tr>
<td>2015</td>
<td>2.90</td>
</tr>
<tr>
<td>2016</td>
<td>3.00</td>
</tr>
<tr>
<td>2017</td>
<td>3.10</td>
</tr>
<tr>
<td>2018</td>
<td>3.20</td>
</tr>
<tr>
<td>2019</td>
<td>3.30</td>
</tr>
<tr>
<td>2020</td>
<td>3.30</td>
</tr>
<tr>
<td>2021</td>
<td>3.40</td>
</tr>
<tr>
<td>2022</td>
<td>3.40</td>
</tr>
<tr>
<td>2023</td>
<td>3.40</td>
</tr>
</tbody>
</table>

Yield\(^1\)

<table>
<thead>
<tr>
<th>Year</th>
<th>(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>4.0%</td>
</tr>
<tr>
<td>2015</td>
<td>4.1%</td>
</tr>
<tr>
<td>2016</td>
<td>3.4%</td>
</tr>
<tr>
<td>2017</td>
<td>3.4%</td>
</tr>
<tr>
<td>2018</td>
<td>5.3%</td>
</tr>
<tr>
<td>2019</td>
<td>4.9%</td>
</tr>
<tr>
<td>2020</td>
<td>5.1%</td>
</tr>
<tr>
<td>2021</td>
<td>5.5%</td>
</tr>
<tr>
<td>2022</td>
<td>7.3%</td>
</tr>
<tr>
<td>2023</td>
<td>7.0%</td>
</tr>
</tbody>
</table>

\(^1\) Dividend yield based on share price at year end

\(^2\) Based on the 892,522,164 shares outstanding as of December 31, 2023
Dividend payments supported by strong cash flow generation

Cash flows from operating activities, free cash flow and dividends
Million €

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash flows from operating activities</th>
<th>Free cash flow</th>
<th>Dividends attributable to shareholders of BASF SE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>6,958</td>
<td></td>
<td>1,662</td>
</tr>
<tr>
<td>2015</td>
<td>9,446</td>
<td>3,634</td>
<td>2,664</td>
</tr>
<tr>
<td>2016</td>
<td>7,717</td>
<td>3,572</td>
<td>2,755</td>
</tr>
<tr>
<td>2017</td>
<td>8,785</td>
<td>4,789</td>
<td>2,847</td>
</tr>
<tr>
<td>2018</td>
<td>7,939</td>
<td>4,045</td>
<td>2,939</td>
</tr>
<tr>
<td>2019</td>
<td>7,474</td>
<td>3,650</td>
<td>3,031</td>
</tr>
<tr>
<td>2020</td>
<td>5,413</td>
<td></td>
<td>2,284</td>
</tr>
<tr>
<td>2021</td>
<td>7,245</td>
<td>3,713</td>
<td>3,072</td>
</tr>
<tr>
<td>2022</td>
<td>7,709</td>
<td>3,333</td>
<td>3,035</td>
</tr>
<tr>
<td>2023</td>
<td>8,111</td>
<td></td>
<td>3,035</td>
</tr>
</tbody>
</table>

Total:
- Cash flows from operating activities: Ø €7.7 billion
- Free cash flow: Ø €3.3 billion

July 2024 | BASF Capital Market Story
Key elements of the agreement signed by Harbour Energy and the shareholders of Wintershall Dea in December 2023

- **E&P business**\(^1\) of **Wintershall Dea**, excluding Russia-related activities, to be acquired by **Harbour Energy plc** (Harbour); closing targeted for Q4 2024
- In exchange, at closing, **BASF will hold** a share of **39.6%** in Harbour and will receive cash consideration of **$1.56 billion**
- With this transaction, **BASF takes a major step** towards achieving its announced strategic goal to **exit the oil and gas business**
- In parallel to the transaction with Harbour, the **legal separation of Wintershall Dea’s Russia-related business**, which is not part of the transaction, is **progressing as planned**; significant federal German investment guarantees are in place
- **WIGA Transport Beteiligungs-GmbH & Co. KG** (WIGA) is not part of the Harbour transaction. In March 2024, Wintershall Dea AG entered into an agreement for the sale of its 50.02% stake in WIGA to SEFE

\(^1\) Consisting of its producing and development assets as well as exploration rights in Norway, Argentina, Germany, Mexico, Algeria, Libya (excluding Wintershall AG), Egypt and Denmark (excluding Ravn) as well as Wintershall Dea’s carbon storage licenses.
Outlook 2024 for BASF Group unchanged

Outlook 2024

<table>
<thead>
<tr>
<th></th>
<th>€8.0 billion – €8.6 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA before special items</td>
<td></td>
</tr>
<tr>
<td>Free cash flow</td>
<td>€0.1 billion – €0.6 billion</td>
</tr>
<tr>
<td>CO₂ emissions</td>
<td>16.7 million – 17.7 million metric tons</td>
</tr>
</tbody>
</table>

Underlying assumptions

- Growth in gross domestic product: 2.3%
- Growth in industrial production: 2.2%
- Growth in chemical production: 2.7%
- Average euro/dollar exchange rate: $1.10 per euro
- Average annual oil price (Brent crude): $80 per barrel
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# BASF Group Q2 2024 and H1 2024: Key financial figures

<table>
<thead>
<tr>
<th>Financial figures</th>
<th>Q2 2024</th>
<th>Change</th>
<th>H1 2024</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Million €</td>
<td>%</td>
<td>Million €</td>
<td>%</td>
</tr>
<tr>
<td>Sales</td>
<td>16,111</td>
<td>-6.9</td>
<td>33,664</td>
<td>-9.7</td>
</tr>
<tr>
<td>EBITDA before special items</td>
<td>1,957</td>
<td>0.6</td>
<td>4,669</td>
<td>-2.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,563</td>
<td>-18.1</td>
<td>4,218</td>
<td>-10.6</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>969</td>
<td>-3.7</td>
<td>2,723</td>
<td>-7.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>516</td>
<td>-47.0</td>
<td>2,205</td>
<td>-22.4</td>
</tr>
<tr>
<td>Net income</td>
<td>430</td>
<td>-14.0</td>
<td>1,797</td>
<td>-12.8</td>
</tr>
</tbody>
</table>
Q2 2024: EBITDA before special items at prior-year quarter level; outlook 2024 unchanged

- **Sales 7% down** on Q2 2023 at €16.1 billion, mainly due to lower prices; however, pressure on sales prices eased

- **Volumes** of BASF Group, excluding precious and base metals, increased by 2.4%

- Q2 2024 **EBITDA before special items** of €2.0 billion at prior-year level (+0.6% compared with Q2 2023)

- **Overall stronger earnings in chemical businesses** offset by considerably lower earnings in Agricultural Solutions due to a difficult market environment

### Sales development

<table>
<thead>
<tr>
<th></th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>BASF Group adjusted¹</td>
<td>2.4%</td>
<td>-3.8%</td>
<td>-0.1%</td>
<td>-1.1%</td>
</tr>
<tr>
<td>BASF Group IFRS¹</td>
<td>0.5%</td>
<td>-6.4%</td>
<td>-0.1%</td>
<td>-0.9%</td>
</tr>
</tbody>
</table>

### EBITDA before special items

<table>
<thead>
<tr>
<th></th>
<th>Q2 2023</th>
<th>Q3 2023</th>
<th>Q4 2023</th>
<th>Q1 2024</th>
<th>Q2 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Million €</td>
<td>1,944</td>
<td>1,545</td>
<td>1,317</td>
<td>2,712</td>
<td>1,957</td>
</tr>
</tbody>
</table>
BASF achieved volume growth in the Industrial Solutions, Chemicals, Nutrition & Care and Materials segments and in Other

Volume development by segment
Q2 2024 vs. Q2 2023
Absolute change, million €

- Chemicals: 197
- Materials: 20
- Industrial Solutions: 210
- Surface Technologies: -389
- Nutrition & Care: 131
- Agricultural Solutions: -190
- Other: 111
- Overall volume: 90

Excluding precious and base metals, volumes of the Surface Technologies segment decreased by 5.6%

Relative change, %
- Chemicals: 7.4%
- Materials: 0.6%
- Industrial Solutions: 10.2%
- Surface Technologies: -9.2%
- Nutrition & Care: 7.6%
- Agricultural Solutions: -8.5%
- Other: 13.9%
- Overall: 0.5%
EBITDA before special items at prior-year quarter level, despite considerably lower earnings in Agricultural Solutions

<table>
<thead>
<tr>
<th></th>
<th>BASF Group</th>
<th>Chemicals</th>
<th>Materials</th>
<th>Industrial Solutions</th>
<th>Surface Technologies</th>
<th>Nutrition &amp; Care</th>
<th>Agricultural Solutions</th>
<th>Other</th>
<th>BASF Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 EBITDA before special items (Million €)</td>
<td>1,944</td>
<td>51</td>
<td>-15</td>
<td>113</td>
<td>-8</td>
<td>43</td>
<td>-258</td>
<td>86</td>
<td>1,957</td>
</tr>
<tr>
<td>Q2 2023 EBITDA before special items (Million €)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Agricultural Solutions: We are taking decisive action to secure profitability

- Mainly driven by herbicides, particularly glufosinate-ammonium (GA), EBITDA before special items in the first half of 2024 declined by 18% compared with the strong first half of the prior year and reached €1,496 million

- While cost reductions have been achieved in GA production, the GA business has been increasingly affected by generic competition, alternative technologies as well as high energy and raw material prices

- The announced closure of the GA production and formulation facilities in Knapsack and Frankfurt will result in additional special charges in a low triple-digit million-euro range in Q3 2024

- In future, we will source the active ingredient GA from third-party suppliers to secure long-term competitiveness
Cash flow development in Q2 2024 and H1 2024

Q2 2024 vs. Q2 2023

- **Cash flows from operating activities** decreased by €228 million to €2.0 billion, mainly due to lower dividend payments from equity-accounted companies and lower cash inflows from changes in net working capital.

- **Payments made for property, plant and equipment and intangible assets** rose by 16% to €1.5 billion, mainly due to the construction of our new Verbund site in South China, which is progressing on time and in budget.

- **Free cash flow** amounted to €471 million compared with €905 million in Q2 2023.
### Strong balance sheet

#### Balance sheet June 30, 2024, vs. December 31, 2023

**Billion €**

<table>
<thead>
<tr>
<th>Category</th>
<th>June 30, 2024</th>
<th>Dec. 31, 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquid funds</td>
<td>2.3</td>
<td>2.7</td>
</tr>
<tr>
<td>Accounts receivable, trade</td>
<td>12.2</td>
<td>10.4</td>
</tr>
<tr>
<td>Inventories</td>
<td>48.7</td>
<td>45.9</td>
</tr>
<tr>
<td>Noncurrent assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial debt</td>
<td>23.7</td>
<td>19.3</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>4.6</td>
<td>4.5</td>
</tr>
<tr>
<td>Other assets</td>
<td>14.6</td>
<td>13.9</td>
</tr>
<tr>
<td>Total assets</td>
<td>82.4</td>
<td>77.4</td>
</tr>
</tbody>
</table>

- **Total assets** increased by €5.1 billion to €82.4 billion, particularly due to higher trade accounts receivable and additions to property, plant and equipment.
- **Net debt** amounted to €21.4 billion compared with €16.6 billion at the end of 2023 and €20.2 billion at the end of June 2023.
- **Equity ratio: 44.5%** (Dec. 31, 2023: 47.3%)
- BASF has **good credit ratings**, especially compared with competitors.

---

Chemicals

EBITDA before special items
Million €

Sales development
Q2 2024 vs. Q2 2023 ↑ 6.0% ↑ 7.4%
H1 2024 vs. H1 2023 ↑ 1.6% ↑ 8.5%

Prices
Q2 2024 vs. Q2 2023 ↓ -1.5%
H1 2024 vs. H1 2023 ↓ -6.3%

Portfolio
–

Currencies
↑ 0.1%
↓ -0.5%

Segment cash flow
Million €
Materials

EBITDA before special items
Million €

Q2 Q3 Q4 Q1 Q2
2023 2024

462 360 380 508 448

Segment cash flow
Million €

Q2 2023 Q2 2024 H1 2023 H1 2024

573 137 684 222

Sales development

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 vs. Q2 2023</td>
<td>□ -5.3%</td>
<td>▲ 0.6%</td>
<td>□ -5.1%</td>
<td>□ -0.1%</td>
<td>□ -0.6%</td>
</tr>
<tr>
<td>H1 2024 vs. H1 2023</td>
<td>□ -8.0%</td>
<td>▲ 3.2%</td>
<td>□ -9.7%</td>
<td>□ -0.1%</td>
<td>□ -1.4%</td>
</tr>
</tbody>
</table>
### Industrial Solutions

#### EBITDA before special items

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBITDA before special items (Million €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2023</td>
<td>207</td>
</tr>
<tr>
<td>Q3 2023</td>
<td>207</td>
</tr>
<tr>
<td>Q4 2023</td>
<td>250</td>
</tr>
<tr>
<td>Q1 2024</td>
<td>332</td>
</tr>
<tr>
<td>Q2 2024</td>
<td>320</td>
</tr>
</tbody>
</table>

#### Segment cash flow

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Segment cash flow (Million €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2023</td>
<td>414</td>
</tr>
<tr>
<td>Q2 2024</td>
<td>150</td>
</tr>
<tr>
<td>H1 2023</td>
<td>562</td>
</tr>
<tr>
<td>H1 2024</td>
<td>209</td>
</tr>
</tbody>
</table>

#### Sales development

<table>
<thead>
<tr>
<th>Period</th>
<th>Total</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 vs. Q2 2023</td>
<td>↑ 4.8%</td>
<td>↑ 10.2%</td>
<td>↓ -4.5%</td>
<td>–</td>
<td>↓ -1.0%</td>
</tr>
<tr>
<td>H1 2024 vs. H1 2023</td>
<td>↑ 0.3%</td>
<td>↑ 8.0%</td>
<td>↓ -6.2%</td>
<td>–</td>
<td>↓ -1.5%</td>
</tr>
</tbody>
</table>
Surface Technologies

**EBITDA before special items**

Million €

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>374</td>
<td>404</td>
</tr>
<tr>
<td>Q3</td>
<td>404</td>
<td>340</td>
</tr>
<tr>
<td>Q4</td>
<td>340</td>
<td>356</td>
</tr>
<tr>
<td>Q1</td>
<td>356</td>
<td>366</td>
</tr>
</tbody>
</table>

**Segment cash flow**

Million €

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2023</td>
<td>427</td>
<td>-190</td>
</tr>
<tr>
<td>Q2 2024</td>
<td></td>
<td>190</td>
</tr>
<tr>
<td>H1 2023</td>
<td>734</td>
<td>482</td>
</tr>
</tbody>
</table>

**Sales development**

- **Total**: Q2 2024 vs. Q2 2023, ↓-23.4%; H1 2024 vs. H1 2023, ↓-25.2%
- **Volumes**: Q2 2024 vs. Q2 2023, ↓-9.2%; H1 2024 vs. H1 2023, ↓-7.7%
- **Prices**: Q2 2024 vs. Q2 2023, ↓-13.0%; H1 2024 vs. H1 2023, ↓-15.6%
- **Portfolio**: Q2 2024 vs. Q2 2023, ↓-0.3%; H1 2024 vs. H1 2023, ↓-0.3%
- **Currencies**: Q2 2024 vs. Q2 2023, ↓-1.0%; H1 2024 vs. H1 2023, ↓-1.7%
Nutrition & Care

EBITDA before special items
Million €

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>140</td>
<td>183</td>
</tr>
<tr>
<td>Q3</td>
<td>104</td>
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<tr>
<td>Q4</td>
<td>130</td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td>262</td>
<td></td>
</tr>
</tbody>
</table>

Sales development

<table>
<thead>
<tr>
<th>Period</th>
<th>Total</th>
<th>Volumes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 vs. Q2 2023</td>
<td>↓ -2.7%</td>
<td>↑ 7.6%</td>
</tr>
<tr>
<td>H1 2024 vs. H1 2023</td>
<td>↓ -4.0%</td>
<td>↑ 8.0%</td>
</tr>
</tbody>
</table>

Segment cash flow
Million €

<table>
<thead>
<tr>
<th>Period</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2023</td>
<td>186</td>
<td></td>
</tr>
<tr>
<td>Q2 2024</td>
<td>-19</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Period</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2023</td>
<td>189</td>
<td>-45</td>
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<table>
<thead>
<tr>
<th>Development</th>
<th>Total</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 vs. Q2 2023</td>
<td>↓ -2.7%</td>
<td>↑ 7.6%</td>
<td>↓ -9.1%</td>
<td>↓ -0.1%</td>
<td>↓ -1.1%</td>
</tr>
<tr>
<td>H1 2024 vs. H1 2023</td>
<td>↓ -4.0%</td>
<td>↑ 8.0%</td>
<td>↓ -10.3%</td>
<td>↓ -0.1%</td>
<td>↓ -1.7%</td>
</tr>
</tbody>
</table>
Agricultural Solutions

**EBITDA before special items**
Million €

<table>
<thead>
<tr>
<th></th>
<th>Q2 2023</th>
<th>Q2 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>392</td>
<td>135</td>
</tr>
</tbody>
</table>

**Segment cash flow**
Million €

<table>
<thead>
<tr>
<th></th>
<th>Q2 2023</th>
<th>Q2 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment Cash Flow</td>
<td>1,824</td>
<td>1,496</td>
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</table>

**Sales development**

<table>
<thead>
<tr>
<th>Period</th>
<th>Total</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2024 vs. Q2 2023</td>
<td>↓ -13.2%</td>
<td>↓ -8.5%</td>
<td>↓ -2.1%</td>
<td>–</td>
<td>↓ -2.6%</td>
</tr>
<tr>
<td>H1 2024 vs. H1 2023</td>
<td>↓ -11.5%</td>
<td>↓ -9.0%</td>
<td>↑ 0.5%</td>
<td>–</td>
<td>↓ -2.9%</td>
</tr>
</tbody>
</table>
## Review of “Other”

<table>
<thead>
<tr>
<th>Financial figures</th>
<th>Q2 2024</th>
<th>Q2 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Million €</td>
<td>Million €</td>
</tr>
<tr>
<td>Sales</td>
<td>870</td>
<td>799</td>
</tr>
<tr>
<td>EBITDA before special items</td>
<td>62</td>
<td>-24</td>
</tr>
<tr>
<td>of which</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Costs of corporate research</td>
<td>-49</td>
<td>-66</td>
</tr>
<tr>
<td>Costs of corporate headquarters</td>
<td>-58</td>
<td>-60</td>
</tr>
<tr>
<td>Foreign currency results, hedging and other measurement effects</td>
<td>17</td>
<td>12</td>
</tr>
<tr>
<td>Other businesses</td>
<td>61</td>
<td>43</td>
</tr>
<tr>
<td>Special items</td>
<td>-339</td>
<td>-61</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-266</td>
<td>-84</td>
</tr>
</tbody>
</table>
## Agenda

1. At a glance

2. Q2 2024 reporting

3. Measures to increase competitiveness

4. Pushing the transition to a sustainable economy

5. Unique position to capture growth in Asia

6. Battery materials driving electromobility and growth
Verbund businesses benefit from focused value chain steering

Verbund businesses

- Management along value chains
- Value generation through efficient use of resources, bundling of demand and synchronized, deeply integrated production
- Major advantages in terms of products that enable customers to achieve their net zero and circularity targets

EBITDA bsi margin 17% over the cycle

BASF Group

Chemicals  Materials  Industrial Solutions  Nutrition & Care

Internal Services
Steering of businesses less integrated into Verbund value chains tailored to industry-specific needs

**BASF Group**

**Battery Materials**
- Set to become a growth driver in BASF’s portfolio
- Business requires a high level of agility to respond to rapidly evolving market developments, for example by forming collaborations and partnerships

**Coatings**
- Requires a high degree of flexibility and customization
- Managing complexity is crucial due to the large number of customers and formulations

**Agricultural Solutions**
- Moved from producing crop protection products to providing farmers with agricultural solutions that connect crop protection, seeds and traits as well as digital solutions
- Generates new business models by leveraging digital solutions and increasingly integrating data and mechanical hardware

**EBITDA bsi margin**
- ≥30% (by 2030)
- ≥15% (in the midterm)
- ≥23% (in the midterm)
Differentiated financial steering approach of the BASF Group

- ROCE
- EBITDA bsi
- Free cash flow

Medium-term steering

Medium to short-term steering
“Most important financial KPIs”

Differentiated steering

BASF segments:
- Chemicals, Materials
- Industrial Solutions, Nutrition & Care
- Surface Technologies, Agricultural Solutions

Sales growth, EBITDA bsi absolute, EBITDA bsi margin, Segment cash flow
Update on BASF’s cost savings programs: On track to deliver targeted ~€2.1 billion total cost savings by the end of 2026

- Implementation of the cost savings programs announced in February 2023 in full swing
- Identification of cost savings measures related to the program with focus on Ludwigshafen announced in February 2024 almost completed; swift implementation in preparation
- By the end of 2024, we expect total annual cost savings of ~€800 million and one-time costs of ~€550 million

1 Run-rate by year end
2 The figures include the cost savings program in non-production units with focus on Europe, measures in the Global Business Services and Global Digital Services units outside of Europe and the cost savings related to the adaptation of production structures at Ludwigshafen Verbund site.
BASF targets for Scope 1 and Scope 2 emissions

2030

25% Scope 1 and Scope 2 CO₂ emission reduction (compared with 2018)

2050

net zero Scope 1 and Scope 2 CO₂ emissions
No downstream decarbonization without upstream decarbonization

BASF greenhouse gas emissions 2018
Million metric tons per year

Global GHG emissions
Scope 1+2

1 Includes emissions from process energy

Continuous operational excellence measures

Carbon abatement

Renewable energies
We have a well-filled portfolio of projects to reach our 2030 target

Projected BASF greenhouse gas emissions (Scope 1 and 2)
Million metric tons CO₂ equivalents

Lower CO₂ emissions already materialized until 2020

Projected emissions without mitigation 2018

11 million tons of CO₂ avoided annually by 2030

Baseline 2018 21.9

Target 2030 16.4

Operational excellence measures that count towards either renewable energies or CO₂ abatement
Switching our power to renewable energy will be the main driver of emission reduction until 2025

BASF global power demand and renewable supply projection
Terawatt hours

- BASF aims to source at least 60% of its power needs from renewable sources by 2030
- BASF power consumption expected to increase strongly due to electrification on our journey to net zero
- BASF pursues a make-and-buy strategy to secure access to renewable power
- Early investments in renewable power assets expected to offer advantageous economics in the future

BASF global power demand and renewable supply projection

- 2023: 20% of demand covered with renewables
- 2030 projection: >60% of demand covered with renewables
- 2040: x2-3

- Grey energy
- Green energy
- Additional need for green energy for electrification, depending on availability

Grey energy Green energy Additional need for green energy for electrification, depending on availability
We are making progress on technologies for carbon abatement

eFurnace

eFurnace\(^1\) demonstration plant built in Ludwigshafen with SABIC and Linde; testing of heating concepts to start in Q2 2024

Positive funding decision for 54 MW water electrolysis\(^2\) plant in Ludwigshafen (Hy4Chem-EI) granted in November 2023; startup planned in 2025

BASF and Yara evaluating world-scale blue ammonia project using CCS in the United States\(^3\)

CCS projects

CCS project to reduce BASF’s CO\(_2\) emissions in Antwerp by 1 million tons per year slated for startup in 2027

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1 Supported by the Federal Ministry for Economic Affairs and Climate Action (BMWK) and funded by the European Union

2 Supported by the Federal Ministry for Economic Affairs and Climate Action (BMWK) and the State of Rhineland-Palatinate

3 Total capacity 1.2 to 1.4 million tons p.a.
We have a solid foundation for primary Scope 3.1 emission data

BASF’s CO₂e emissions from raw material purchase 2023

- Supplier CO₂ Management Program started in 2021 to collect primary emission data for purchased raw materials
- Collaboration through knowledge sharing on PCF calculation methodology ongoing to ensure engagement and quality of data
- More than 1,600 suppliers have been approached, accounting for ~70% of our raw-materials related Scope 3.1 emissions
- We now have more than 1,000 validated product carbon footprints for our raw materials
- We make product carbon footprints (PCFs) a buying criterion to reduce our Scope 3.1 emissions and thus the PCFs of our sales products

Total 47 million metric tons

~70% addressed by outreach

1 Greenhouse Gas Protocol Scope 3.1: Purchased goods and services: 47 million metric tons CO₂e, thereof 4 million metric tons not in scope of our Scope 3.1 target from battery materials, services and technical goods; excluding greenhouse gas emissions from BASF trading business
BASF targets for Scope 3.1 emissions

2030
15% specific Scope 3.1 CO₂ emission reduction (compared with 2022)¹

2050 net zero Scope 3.1 CO₂ emissions

¹ Corresponds to a reduction from 1.58 to 1.34 kilograms of CO₂e per kilogram of raw material bought. Future adjustment of the baseline in line with the TFS guideline possible depending on the availability of further primary data.
TripleS method increases measurability and transparency on sustainability – developed by BASF, adopted by the industry

- Methodology refined after achieving 2025 Accelerator target ahead of schedule in 2021
- Approximately **45,000 products** are analyzed and classified worldwide
- Each product in its application is assigned to one of five TripleS segments
- Portfolio steered toward **climate protection, resource efficiency and circular economy** with Pioneer and Contributor products
- The World Business Council for Sustainable Development **adopted BASF’s TripleS logic** for its Portfolio Sustainability Assessment (PSA)
We aim to increase the sales share of Sustainable-Future Solutions from 41% to more than 50% by 2030

**TripleS sales in 2023**

<table>
<thead>
<tr>
<th>Category</th>
<th>Sales (Billion €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not assessed</td>
<td>~€2.7bn</td>
</tr>
<tr>
<td>Challenged</td>
<td>~€1.2bn</td>
</tr>
<tr>
<td>Monitored</td>
<td>~€4.4bn</td>
</tr>
<tr>
<td>Standard</td>
<td>~€24.2bn</td>
</tr>
<tr>
<td>Pioneer</td>
<td>~€13.4bn</td>
</tr>
<tr>
<td>Contributor</td>
<td>~€9.6bn</td>
</tr>
<tr>
<td>Sustainable-Future Solutions</td>
<td>~€55.5 billion (~80% of 2023 sales)</td>
</tr>
</tbody>
</table>

1 Sales shares based on the analysis of the relevant portfolio carried out by the end of 2023; not included: platinum group metals within ECMS, strategically non-relevant businesses such as IT services, licenses, etc. The provisional segmentation has not been audited by KPMG. The allocation to the TripleS segments is provisional, as the reassessment of our portfolio has not yet been completed.

2 "Other" comprises Health & Safety, Pollution Reduction, Biodiversity, Water Protection and Zero Hunger.
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6. Battery materials driving electromobility and growth
China is the major growth driver for global chemical production: ~75% of growth will come from Greater China by 2030

Real chemical production¹ trillion US$

2023 2030

- Greater China: 4.4 5.4
- Europe: 0.2 0.1
- North America: 0.6 0.5
- Rest of Asia Pacific: 0.2 0.7
- Middle East, Africa: 0.7 0.6
- South America: 2.4 0.6

CAGR 2.9%

Share of absolute chemical production growth by region %

- South America: 2%
- Middle East, Africa: 4%
- Rest of Asia Pacific: 11%
- North America: 5%
- Europe: 5%
- Greater China: 73%

Source: BASF ¹ Real chemical production excluding pharmaceuticals, US$ base year 2015

Figures may not add up due to rounding effects.
BASF’s Verbund site in Nanjing is a prime example of our success in China

- Scope has continuously expanded over the years toward longer and more diversified value chains
- Third-largest BASF site, US$6.0 billion gross investment (100%)
- Capacity: ~3 million metric tons per year; 33 production plants including steam cracker
- Strong focus on operational excellence and consistent plant maintenance resulted in best-in-class asset effectiveness
- With 21% EBITDA margin¹ BASF-YPC is one of the most profitable BASF sites

¹ Average 2019-2023
Guangdong is home to key customers from fast-growing industries

**CAGR 2015–2023 % p.a.**

- **Strongly growing industrial base**
  - Billion $ 775
  - 2023
  - ~5.9%

- **Largest automotive production, China**
  - # of motor vehicles built in Guangdong (1,000)
  - 4,789
  - 2023
  - ~10.2%

- **Large chemical production**
  - Billion $ 181
  - 2023
  - ~5.2%

- **Steady increase of private consumption**
  - Billion $ 590
  - 2023
  - ~4.2%

**Market characteristics**

- Nearly 127 million residents in Guangdong province (2022)
- GDP Guangdong (2023): >$1.92 trillion (approaching Brazil)
- Key customer industries: transportation, consumer goods, home and personal care, electronics
- Chemical products are generally undersupplied from local production

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2. Real chemical gross output, 2015-based, inferred by gross output/value added ratio for China, Guangdong Bureau of Statistics
3. Guangdong Bureau of Statistics
5. Guangdong Bureau of Statistics, S&P Global
Construction of BASF’s new Verbund site in Zhanjiang, China

Initial phase
On stream: 2022–2023

First downstream plants: Performance Materials for automotive and consumer industries

Core of the Verbund
Start-up: as of 2025

Petrochemicals plus further downstream plants

Verbund expansion
2028 and beyond

Value chain expansion and diversification

Attractive financing conditions in China

- We are financing the Zhanjiang Verbund site with a combination of equity (20%) and debt (80%)
- Equity funded by dividends from existing BASF Group companies in China
- Debt financing based on the Chinese capital market and local bank financing

Engineering plastics and thermoplastic polyurethanes

Steam cracker

- C2 value chain
- C3 value chain
- C4 value chain

Additional downstream plants

Backward integrated into world-scale upstream plants to achieve Verbund synergies in downstream value chains
Key financials of BASF’s new Verbund site in Zhanjiang

- The **greenfield character** of the new Verbund site results in a higher share of infrastructure investments compared with a brownfield project.
- Infrastructure investments will be **diluted with future investments/expansions**.
- The new Verbund site will be BASF’s **key platform for long-term profitable and sustainable growth** in China.

<table>
<thead>
<tr>
<th>€4.0–5.0 billion</th>
<th>€1.0–1.2 billion</th>
<th>Around €10 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales by 2030</td>
<td>EBITDA by 2030</td>
<td>total capital expenditure (peak: 2023–2025)</td>
</tr>
</tbody>
</table>
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6. Battery materials driving electromobility and growth
The chemical content per car is higher in a BEV compared to ICE, with CAM as the single largest growth opportunity.

The cathode active material (CAM) as key component of any battery cell more than doubles the chemical content which can be found in today’s average ICE vehicle.

1. Only representative for relative change in projected sales
2. Emission catalyst vs. cathode active material (both incl. metals)
BASF has production assets and R&D hubs in close proximity to the most important BEV markets in every region.
Battery Materials: We are adapting in line with recent market developments

- The **trend toward electric vehicles will continue** and battery materials remain a significant growth opportunity for the chemical industry

- Over the last years, BASF has **established competitive cathode active materials production capacities in all regions**; we continue to ramp up and fill existing capacities worldwide

- In the light of recent market developments, BASF is **taking action to de-risk its path forward**

- BASF’s **decision against an investment in a nickel-cobalt refining complex in Indonesia** significantly lowers future capital requirements; supply options have evolved and with that BASF’s access to battery grade nickel

- BASF is **pausing its large-scale refinery project for battery recycling in Tarragona** until cell capacity build-up and xEV adoption rate in Europe regain momentum
We create chemistry