### BASF Agricultural Solutions

**Strong fundamentals - YTD earnings topped FY 2011**

<table>
<thead>
<tr>
<th></th>
<th>Q1-Q3 2012</th>
<th>Q1-Q3 2011</th>
<th>Δ%</th>
<th>Δ% CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales*</td>
<td>3,802</td>
<td>3,343</td>
<td>+14%</td>
<td>+9%</td>
</tr>
<tr>
<td>EBITDA before special items</td>
<td>1,114</td>
<td>894</td>
<td>+25%</td>
<td>+14%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>29.3%</td>
<td>26.7%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>1,004</td>
<td>769</td>
<td>+31%</td>
<td>+19%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>26.4%</td>
<td>23%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Assets (as of Sep 30)</td>
<td>5,531</td>
<td>4,941</td>
<td>+12%</td>
<td>+10%</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>308</td>
<td>293</td>
<td>+5%</td>
<td>+4%</td>
</tr>
</tbody>
</table>

* Sales drivers Q1-Q3 2012: volumes +7%; prices +2%; currencies +5%
Strong growth in all regions

3rd Party sales Q1-Q3 2012 by region in million €

- **Europe**: Strong performance in Central & Eastern Europe and UK
- **North America**: Strong herbicides sales due to increasing glyphosate resistance
- **South America, Africa, ME**: Season in full swing, offsetting La Niña impact at beginning of 2012
- **Asia Pacific**: Sales growth mainly driven by India and China

In brackets: growth at constant exchange rates in % vs. prior year
Strong growth in all indications

3rd Party sales Q1-Q3 2012 by indication in million €

- **Fungicides**: 1,624 (+6%)
- **Herbicides**: 1,395 (+13%)
- **Insecticides/Other**: 783 (+7%)
- **Total**: €3,802 (+9%)

Key facts

- **Fungicides**: Strong volume growth driven by Xemium® sales in Europe, and strong Plant Health adoption in North America.
- **Herbicides**: Main drivers were Clearfield® in Europe, Kixor® in North America, IMIs in Asia.
- **Insecticides**: Strong demand increase for Fipronil especially in Brazil (sugarcane)

In brackets: growth at constant exchange rates in % vs. prior year
Crop Protection growth story continues, €6 billion sales targeted for mid of decade

Sales drivers in million €

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012E</th>
<th>2015E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fungicide &amp; AgScience growth</td>
<td>4,165</td>
<td>4,700</td>
<td>~ 6,000</td>
</tr>
<tr>
<td>Herbicide Renaissance &amp; Innovations</td>
<td></td>
<td></td>
<td>~ 50%</td>
</tr>
<tr>
<td>FCC** &amp; Becker Underwood</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New product launches</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth in emerging markets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>** 4,700</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CAGR 8%</td>
<td></td>
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</table>

Financial Targets

- €6 billion sales target expected to be reached at mid of decade due to:
  - strong momentum and additional value extraction from our existing portfolio
  - new product launches
  - emerging market business models gaining further grip
- EBITDA margin target: 25% on average

Emerging Markets*

* Latin America, Eastern Europe, South Africa, Asia (w/o Japan, Australia, New Zealand)

** FCC = Functional Crop Care
Global expansion of AgCelence® leverages our Plant Health portfolio

AgCelence® sales to third parties
Sales in million €

- Umbrella brand for Plant Health solutions, global rollout in full swing
- Plant Health effect: Improved stress tolerance, growth, crop quality
- F 500® fungicide continues to be a key contributor to Plant Health business
- 3\textsuperscript{rd} capacity expansion for F500\textsuperscript{®} announced in September 2012

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BASF Roundtable Agricultural Solutions, November 12, 2012
Limited impact of US drought on BASF

General situation
- US drought has reduced 2012 yield expectations and fungicide use in corn and soy
- High crop prices expect to prevail for extended period, driving continued demand for high-yield systems
- Farmers losses partially mitigated by crop insurance; good liquidity expected for 2013

Plant Health segment
- Despite drought, >20 million acres treated (corn, soy)
- Only moderate impact on BASF business expected in Q1 2013 due to channel inventories
- Plant Health will remain a major growth driver for BASF
Very successful Xemium® launch confirms blockbuster potential

- New fungicide for all market segments
- Strengthens BASF’s global leadership position

Successful launch

- Global registration proceeds in record time. Target: >100 crops, >50 countries
- Outstanding Q1-Q3 sales
- Initial peak sales potential: >€200 million

Xemium®

- Xemium registered
- Next upcoming registrations
Continued growth in herbicides; sales target of >€1.75 billion for 2015

BASF launches

- Armezon
- Zidua
- Engenia®
- Clearfield®
- Status

Herbicide Renaissance

- Urgent need for innovation
- Rethinking of weed control
- Multiple modes of action needed

BASF’s multi-level approach

- Strong herbicide pipeline
- Successful expansion of Kixor®
- Herbicide-tolerant production systems:
  - Clearfield® in global launch
  - Cultivance® and Engenia® (Dicamba) in approval

Roundup Ready® (RR) launched by Monsanto in 1996

Accelerating market penetration of RR system in the Americas

Increasing weed resistance to Glyphosate

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Acquisition of Becker Underwood supports Agricultural solutions strategy

**Strategy**

- Strengthens our traits & seed partnerships via expanded seed treatment offering
- Gives access to growth market of biological Crop Protection
- Complements offering in strategic crops and countries, i.e. Americas
- Opens door to combined solutions of chemical and biological crop protection
- Strengthens know-how and technology platform

**Becker Underwood adds value**
Becker Underwood further strengthens BASF’s position as solution provider

**Timelines**

- Closing of transaction expected by year end 2012
- Becker Underwood will be part of Functional Crop Care, support all three pillars
- Structural integration to be completed by end of 2013

* To be part of Health & Nutrition ** Fiscal year ended September 30, 2012

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**Becker Underwood (Sales 2012E**: €185 million)

- Seed Enhancement
- Landscape
- Horticulture & Specialty
- Foliar Plant Health
- Livestock Nutrition*

**Global Business Unit**

Functional Crop Care (FCC)

- Seed Solutions
- Innovations beyond Crop Protection
- Biologicals

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Results | Portfolio Development | Becker Underwood | Emerging Markets | Innovation & Investments
We will grow Emerging Markets sales significantly

Emerging Market sales indexed

**Key drivers**

- **Latin America**: Additional resources established, new financial tools introduced
- **Eastern Europe**: Headcount to double from 2008 - 2013
- **Asia**: Additional investments in assets, resources planned
- **Africa**: Crop Protection is a main driver for BASF Group’s growth in Africa

>€ 3 bn. in 2015
We are committed to keep investing into innovation

- Core of our business model: Innovative solution provider
- High R&D intensity in Crop Protection (~9% of sales)
- Increased R&D investments:
  - 2007 - 2011: € 1.8 billion
  - 2012 - 2016: ~€ 2.5 billion

Total R&D expenditures

in million €

<table>
<thead>
<tr>
<th>Year</th>
<th>Total R&amp;D Expenditures (in million €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>321</td>
</tr>
<tr>
<td>2008</td>
<td>329</td>
</tr>
<tr>
<td>2009</td>
<td>358</td>
</tr>
<tr>
<td>2010</td>
<td>390</td>
</tr>
<tr>
<td>2011</td>
<td>410</td>
</tr>
<tr>
<td>2012</td>
<td></td>
</tr>
</tbody>
</table>
We have a strong innovation pipeline

A strong pipeline

- Total Peak Sales Potential at €2.8 billion, increased >50% since 2008
- In-launch pipeline (2002-2009) at €1.6 billion
- Young pipeline (2010-2020) at €1.2 billion and growing
- Ongoing R&D and inlicensing activities in insecticides
- Functional Crop Care projects shaping up
- Pipeline update in Q1 2013
Capex to be further increased, following our strategy

**Capex 2007-2011**
- in billion €
- Various*
- €0.8 billion
- **Key Projects**
  - (F500, Kixor, Xemium)

**Planned capex 2012-2016**
- in billion €
- Various*
- >€1.4 billion
- **Key Projects**
  - (F500, Xemium, Dicamba)

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**Capex 2007-2011**
- F500®: capacity expansion
- Kixor® and Xemium®: new production plants
- Formulation: New plants and expansions

**Planned capex 2012-2016**
- F500®: 3rd capacity expansion
- Xemium®: backward integration
- Dicamba: capacity expansion
- New formulation plants (Asia)
- R&D expansion (India, USA)

* Formulation sites, research sites, infrastructure
Summary and outlook

- Positive market fundamentals expected to persist (high crop prices, accelerated technology adaption in emerging markets)
- BASF is strongly positioned as solution provider
- Continued profitable growth, based upon high demand for innovative solutions and strong pipeline
- New sales and earnings records forecasted for 2012
- Expected sales of ~€6 billion in 2015