

## Integration of R-M sales in Austria

### **BASF Coatings takes over R-M sales activities of Autolacke Handel GmbH**

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**Münster.** On February 1, 2007, BASF Coatings Services GmbH will be taking over major parts of the company Autolacke Handel GmbH in Vösendorf, Austria. Autolacke Handel GmbH belongs to the Ludwig Christ Group. Autolacke Handel GmbH's sales activities related to automotive refinish paints and non-paint products, with 18 employees, will be integrated into BASF Coatings Services GmbH, Eugendorf, Austria. The two companies have not provided information on the purchase price.

Autolacke Handel GmbH had already sold R-M paint products and services of BASF Coatings S.A.S., Clermont (France) from its site in Vösendorf. In the future, business relations with the R-M end customers will be managed and developed by the sales team that was taken over. Order processing, product storage, and supply of R-M customers will also continue to be provided from the current headquarters in Vösendorf. Norbert Grimmeisen will be taking over as head of the R-M sales organization in Austria.

Management activities, Human Resources, accounting and controlling activities will be centralized at the Austrian head office of BASF Coatings Services in Eugendorf.

"We are using these measures to guarantee the customer the usual services with familiar contact persons from our new subsidiary," explains Martin Wulle, Managing Director of BASF Coatings Services GmbH. "We'll be sensibly combining the two

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companies' many years of experience in order to develop even more attractive service offers for the customers. The customers will continue to be the focus of our work and will be profiting from our cooperation," says Wulle.

### **BASF : A major international player in coatings**

BASF Coatings AG belongs to the global Coatings Division of the BASF Group. In 2005 the Coatings Division achieved world sales of about 2.2 billion euros. The Coatings Division develops, produces and markets a high-quality range of innovative automotive OEM coatings, automotive refinishes and industrial coatings as well as decorative paints, and also the processes needed to apply them. In this business, eco-efficient water-based, powder and high-solids coatings as well as radiation-curable systems play a special part. In Brazil, the company has been successful in the decorative paints market for years and holds the leading position. BASF has a major, global presence in the Coatings sector, with significant market positions in Europe, North America, South America and the Asia/Pacific region, for example with affiliates in Australia, China, India, Japan, and the Philippines. The internet address of BASF Coatings is [www.basf-coatings.de](http://www.basf-coatings.de)

### **BASF – The Chemical Company**

BASF is the world's leading chemical company: The Chemical Company. Its portfolio ranges from chemicals, plastics, performance products, agricultural products and fine chemicals to crude oil and natural gas. As a reliable partner to virtually all industries, BASF's intelligent system solutions and high-value products help its customers to be more successful. BASF develops new technologies and uses them to open up additional market opportunities. It combines economic success with environmental protection and social responsibility, thus contributing to a better future. BASF has over 95,000 employees and posted sales of more than €42.7 billion (approximately \$50.4 billion) in 2005. Further information on BASF is available on the Internet at [www.basf.com](http://www.basf.com).

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