



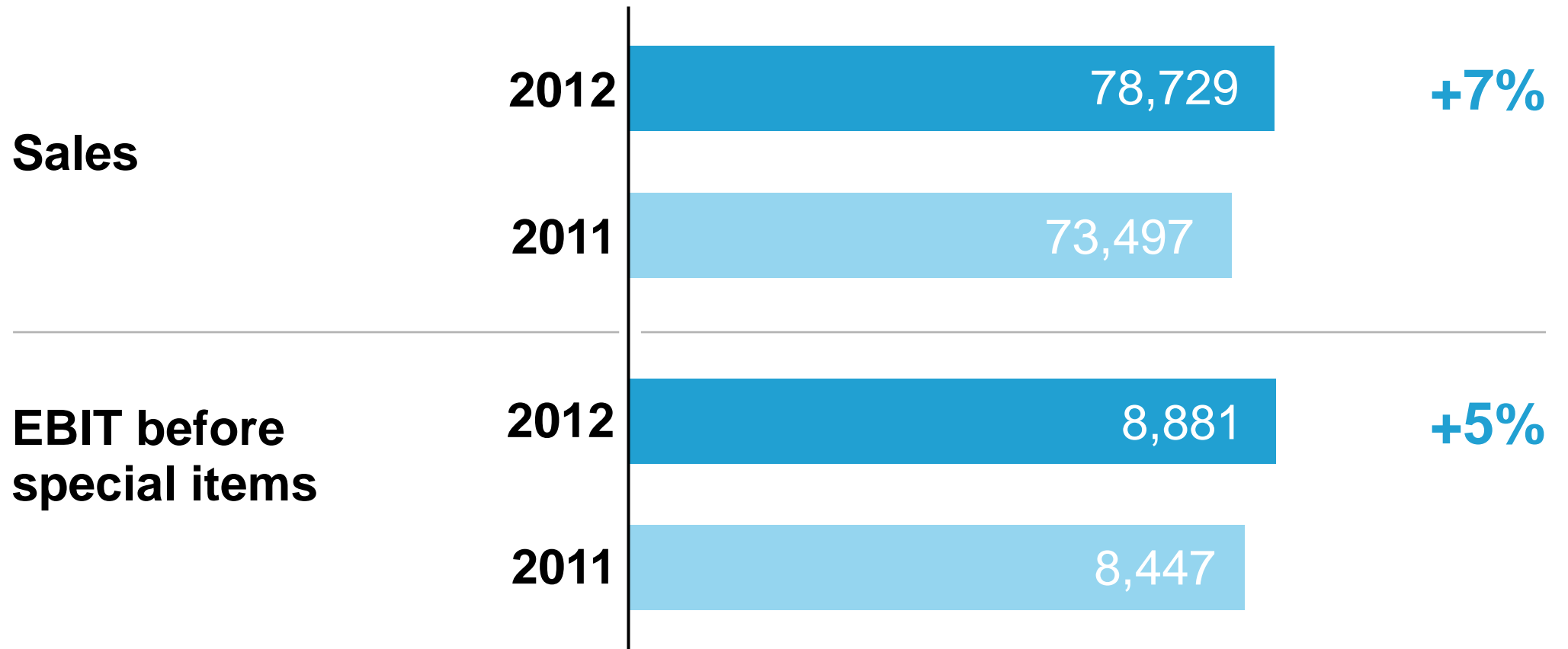
Annual Shareholders' Meeting 2013

Dr. Kurt Bock
Chairman of the Board of Executive Directors of BASF SE

 **BASF**
The Chemical Company

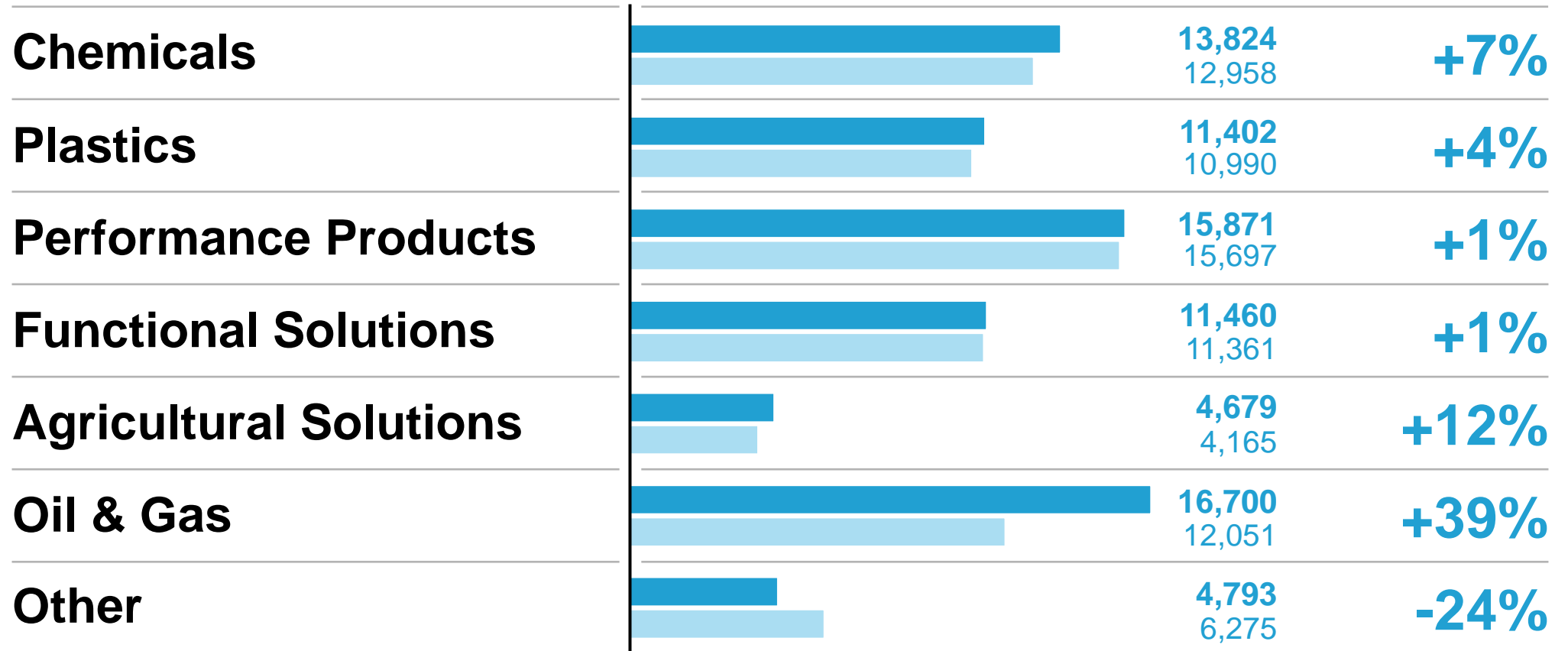
Business development 2012

Million €



Sales by segment 2012

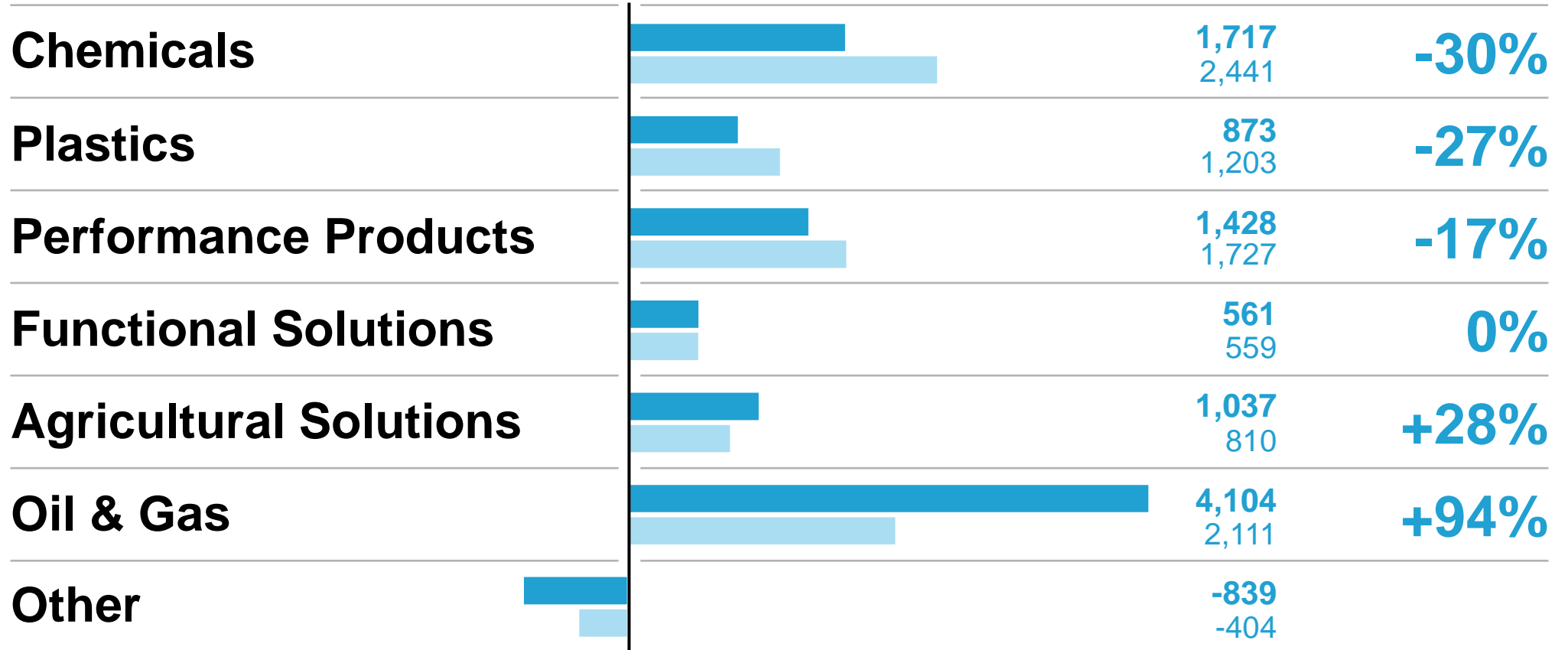
Million €



■ 2012 ■ 2011

EBIT before special items by segment 2012

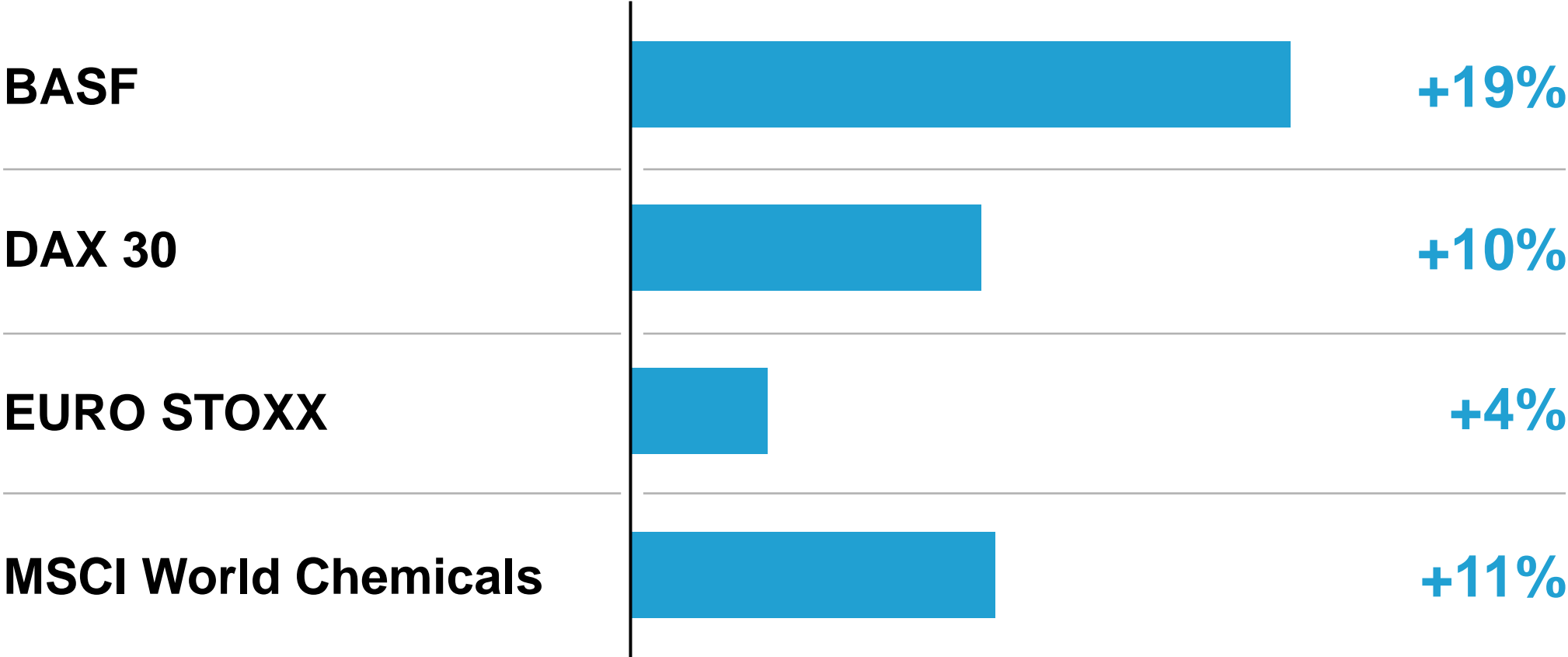
Million €



■ 2012 ■ 2011

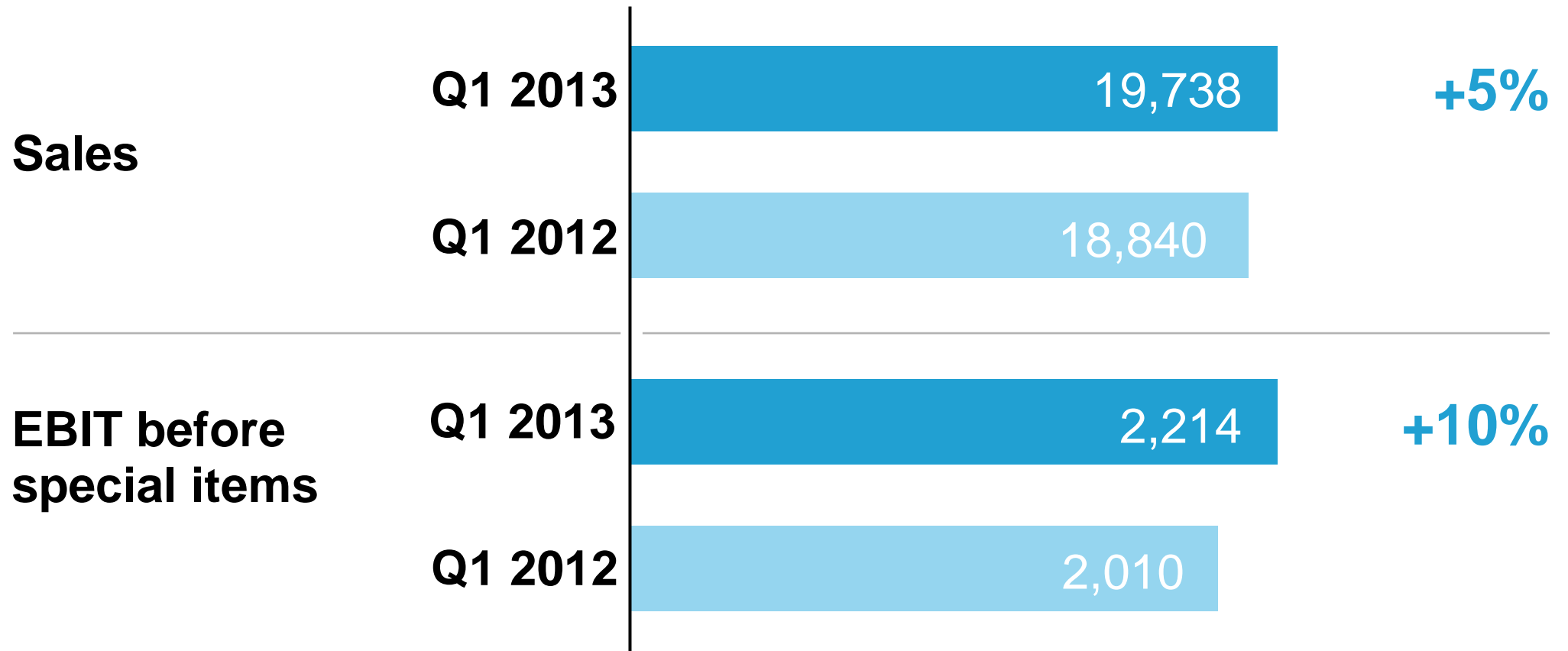
BASF shares compared with indices

Average annual performance 2002 – 2012



Business development 1st quarter 2013 *

Million €



* We have applied International Reporting Standards 10 and 11 since January 1, 2013; the figures for 2012 have been restated accordingly.

Segment structure of BASF Group as of January 1, 2013



Chemicals

Petrochemicals

Monomers

Intermediates



Performance Products

Dispersions & Pigments

Care Chemicals

Nutrition & Health

Paper Chemicals

Performance Chemicals



Functional Materials & Solutions

Catalysts

Construction Chemicals

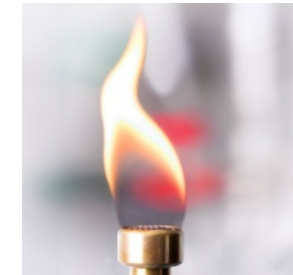
Coatings

Performance Materials



Agricultural Solutions

Crop Protection



Oil & Gas

Oil & Gas

Targets 2015

Sales

~ €80 billion

EBITDA

~ €14 billion

Earnings per share

~ €7.50

Portfolio development

Acquisitions

- Engineering plastics
- Electronic chemicals
- Catalysts
- Construction chemicals
- Water-based resins
- Pigments
- Plastic additives
- Oil & Gas
- Personal care & nutrition
- Battery materials
- Functional crop care
- Omega-3 fatty acids

~ **€15 billion** (sales)

BASF

Selected transactions
2001 – today

Strong partnerships

- Gazprom
- Monsanto
- Petronas
- Shell
- Sinopec
- Total

Divestitures

- Pharma
- Fibers
- Printing systems
- Polyolefins
- Polystyrene North America
- Agro generics
- Vitamins premix
- Fertilizers
- Styrenics

~ **€10 billion*** (sales)

*without Styrenics

Catalysts



smart forvision



Our purpose

We create chemistry
for a sustainable future