

Annual Shareholders' Meeting 2019

May 3, 2019

Dr. Martin Brudermüller

Chairman of the Board of Executive Directors of BASF SE



BASF

We create chemistry



Review



Our BASF strategy



Profitable growth and
social responsibility



Outlook

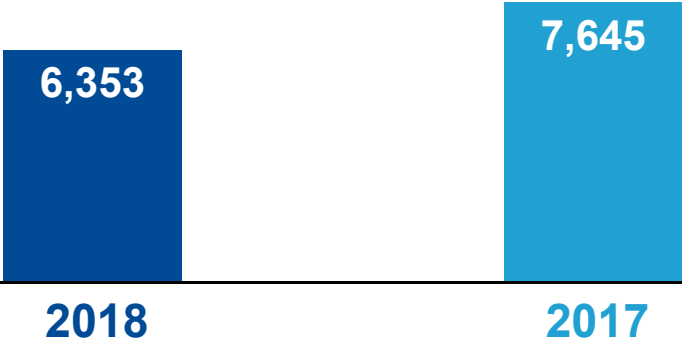
Our 2018 financial results

Sales
Million €



+2%
compared with previous year

EBIT
before special items
Million €



-17%
compared with previous year

The Rhine River created
logistical challenges for us
in 2018.



Our first quarter 2019 financial results

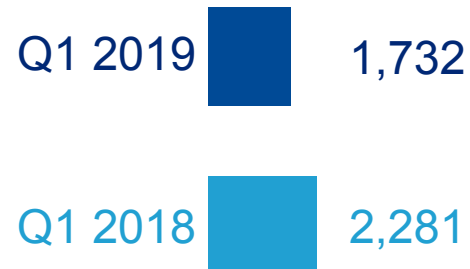
Sales
Million €



+3%

compared with previous first quarter

EBIT
before special items
Million €



-24%

compared with previous first quarter

Our new corporate strategy





We want to be the leading
chemical company. For our
customers.

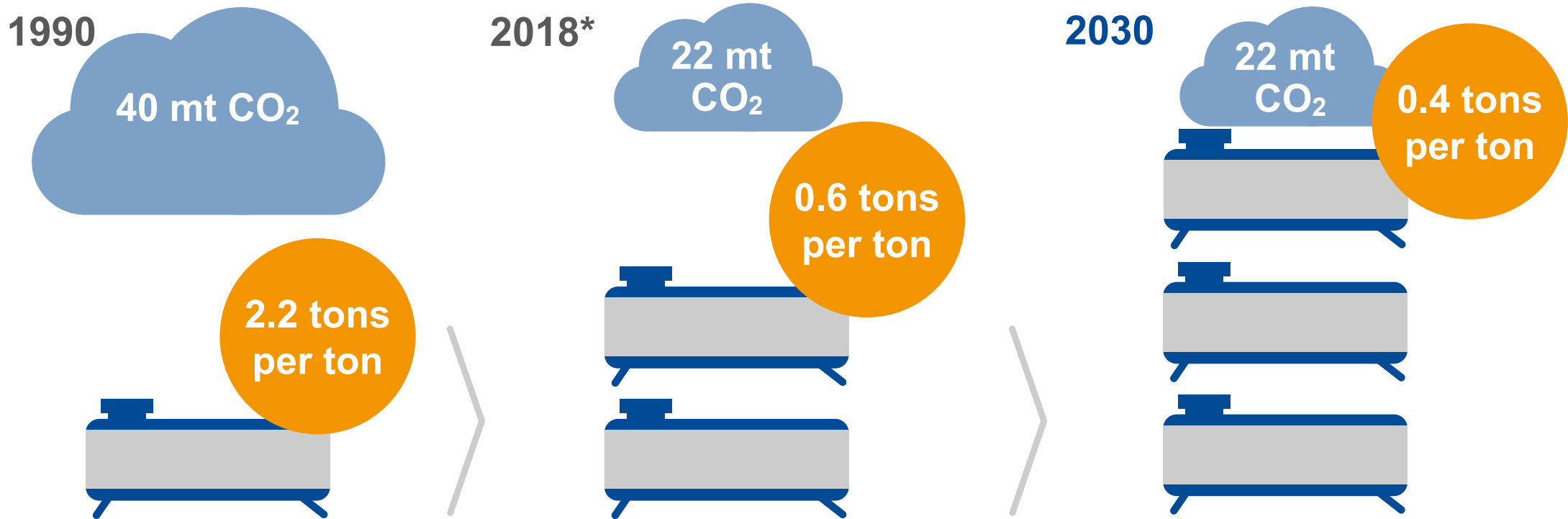


We want to be the most innovative company in the industry.



We want to be a
leader in sustainability.

Our goal: Raise production volumes by 50% by 2030 without increasing CO₂ emissions



*"mt" = million metric tons, "tons per ton" = metric tons CO₂ equivalents per metric ton sales product, *forecast

We want to be the pace-setter
in the digital transformation.



QURIOSITY QURIOSITY

1.75 PetaFLOPs

QURIOSITY QURIOSITY 1.75 PetaFLOPs

Der Name wurde im Frühjahr 2017 bei einer internen Online-Umfrage ermittelt und von den folgenden Kolleginnen und Kollegen vorgeschlagen (in alphabetischer Reihenfolge):

The name is the result of an internal online contest, which took place in spring 2017 and was suggested by the following colleagues (in alphabetical order):

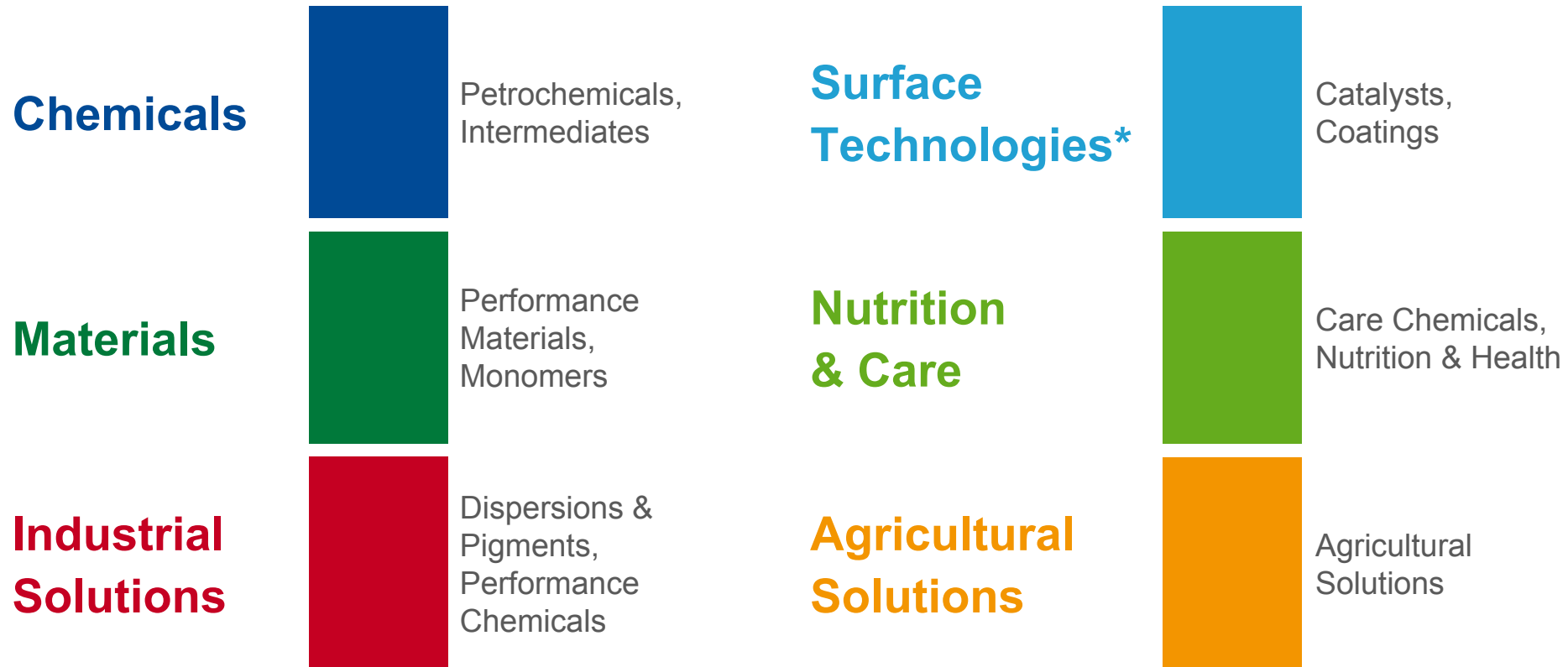
SUBHAMOY BHATTACHARYA (RCP/CF)
IAN CRAIG (ROM/BC)
THIERRY DELBAERE (G-FSE/BEE)
PETRA FABER (RBA/FL)
JÜRGEN KLOSTER (APR/DF)
SASKIA PAEHLER (G-FLP/AB)
HELGA REILE (G-CCB)
JAMES VANDERMYDE (M-PMN/OU)
JOSEF R. WÜNSCH (RAP)

We want to be the safest
and most reliable
plant operator.



Our portfolio management

With our new segment structure we create greater transparency



* Intended future structure, Construction Chemicals will be reported under Surface Technologies until a transaction agreement is signed.

We are further developing our portfolio



Seed businesses from Bayer

Transaction closed in August 2018.

We are the world's fourth-largest producer of crop protection products and seeds.



Wintershall Dea

Transaction closed on May 1, 2019.

We have created the leading independent oil and gas company in Europe.



Solenis

Transaction closed on January 31, 2019.

BASF holds 49% of the shares in Solenis.

China is the largest growth driver for the global chemical industry

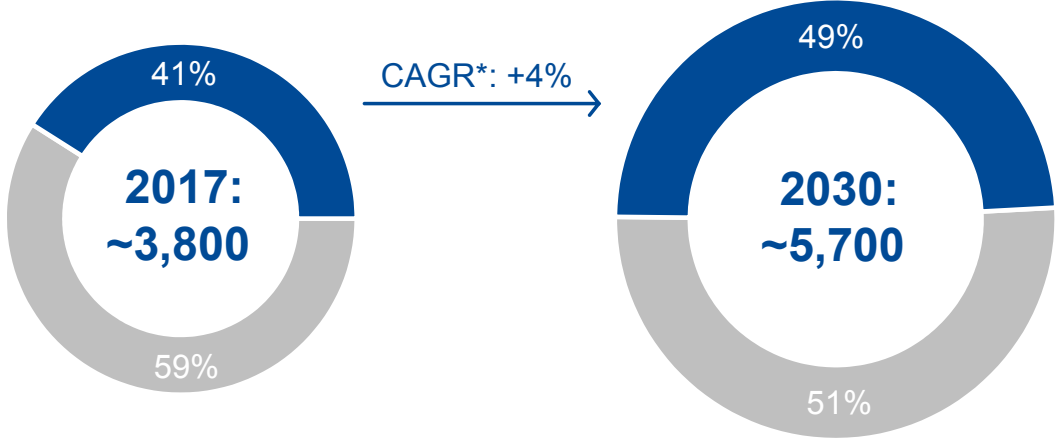
New BASF Verbund site in Zhanjiang

Chemical production excluding pharma (real growth rates)

\$ billion

Global chemical production: +3.1%

Global GDP - CAGR*: 2.9%



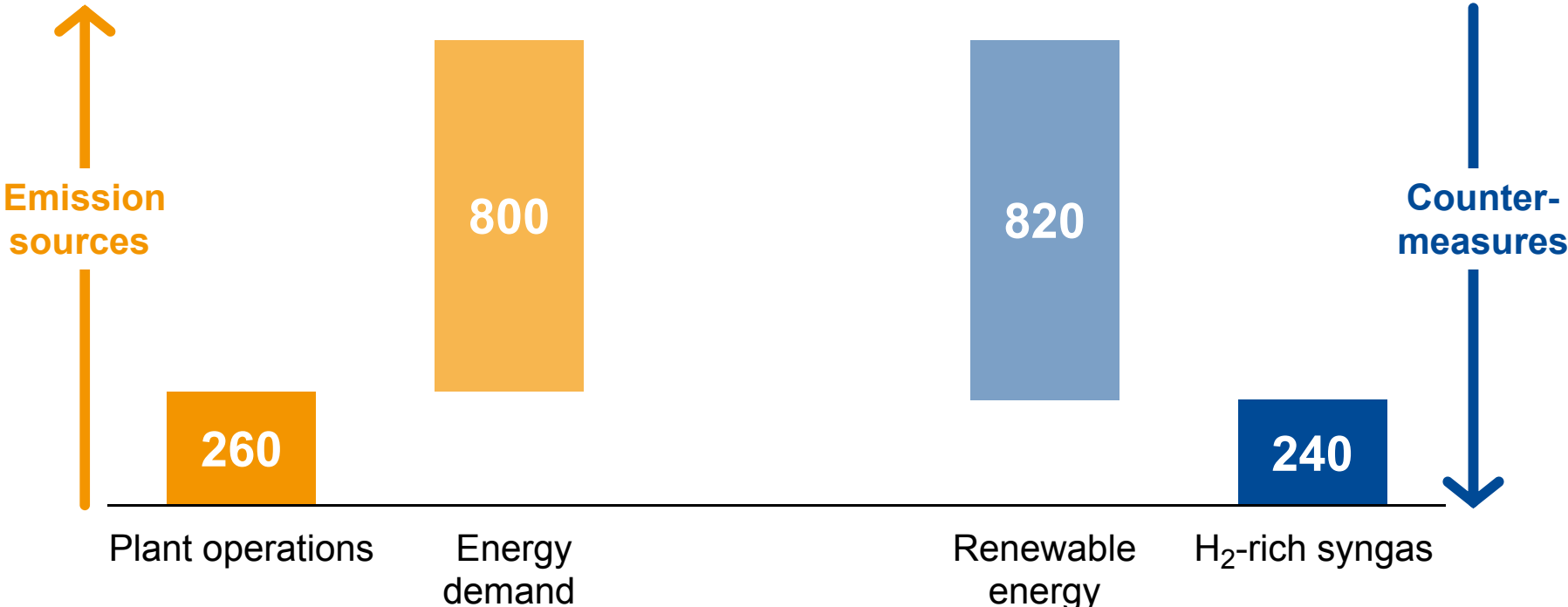
■ China compared with ■ Rest of the world



* CAGR = Compound Annual Growth Rate

First carbon-neutral BASF site in Mundra, India

Acrylics value chain for key customer industries in India



Figures represent million metric tons of CO₂ equivalents
Customer industries: construction, automotive, coatings etc.

We want to be the best organization
for our employees.



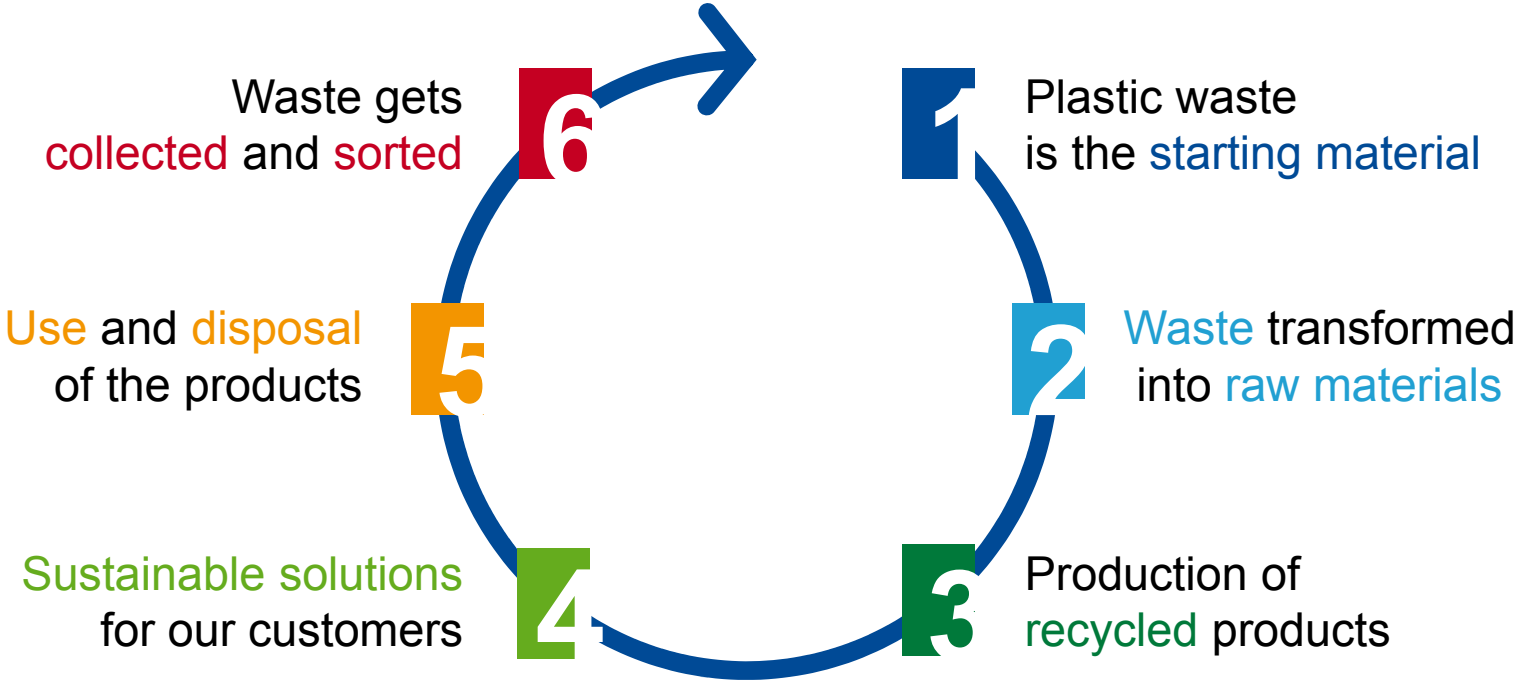
We want to grow
profitably and take on
social responsibility.



We are a member
of the Alliance to
End Plastic Waste.

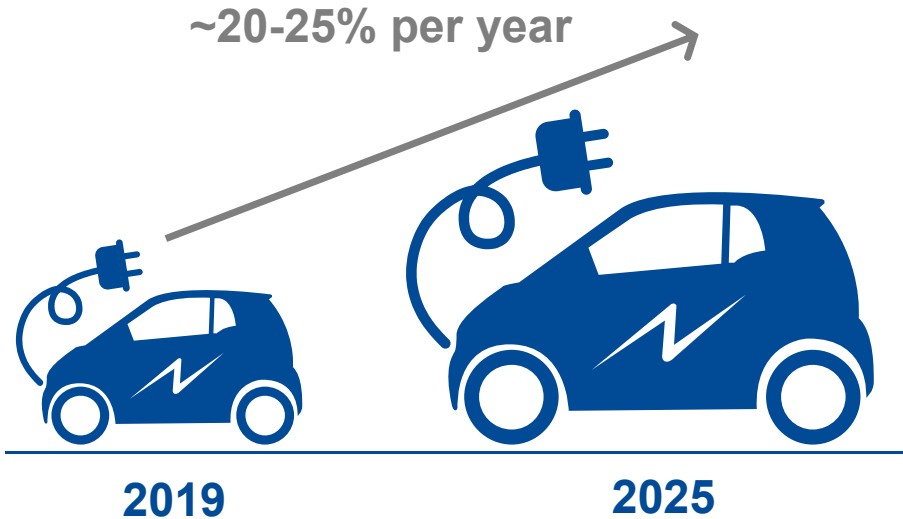


ChemCycling – Our contribution to the circular economy



We want to further advance e-mobility

Electromobility spurring growth of the battery materials market



Market forecast for 2025*:

- **10-15 million** electric vehicles per year
- **700-1,000 kt** cathode active materials (CAM) in electromobility
- **€25-30 billion** market for CAM

* Electric vehicles including hybrids

We are setting ourselves ambitious goals

Growth

Grow sales volumes faster than global chemical production every year.

Profitability

Increase EBITDA before special items by 3% to 5% per year.

Yield

Achieve a return on capital employed (ROCE)* considerably above the cost of capital percentage every year.

Dividend

Increase the dividend per share every year based on a strong free cash flow.

Achieve €22 billion in sales with products that make a substantial sustainability contribution by 2025.

Grow CO₂-neutrally until 2030.

* Return on capital employed (ROCE) is a measure of the profitability of our operations. We calculate this indicator as the EBIT generated by the segments as a percentage of the average cost of capital basis.

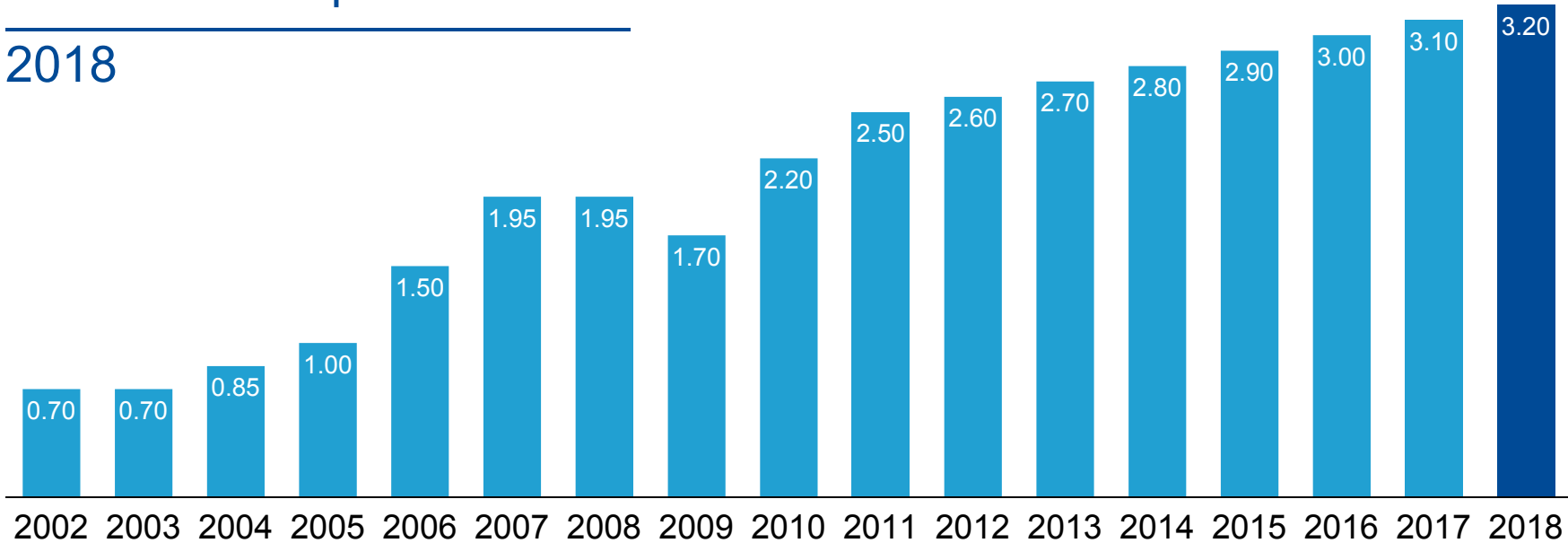
Dividend development 2002 – 2018

€ per share

Proposed dividend

€3.20 per share

2018





Thank you!

BASF
We create chemistry

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