This presentation includes forward-looking statements that are subject to risks and uncertainties, including those pertaining to the anticipated benefits to be realized from the proposals described herein. This presentation contains a number of forward-looking statements including, in particular, statements about future events, future financial performance, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand. BASF has based these forward-looking statements on its views with respect to future events and financial performance. Actual financial performance of the entities described herein could differ materially from that projected in the forward-looking statements due to the inherent uncertainty of estimates, forecasts and projections, and financial performance may be better or worse than anticipated. Given these uncertainties, readers should not put undue reliance on any forward-looking statements.

Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and BASF does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable laws and regulations.
1 | Overview & Strategy
Overview & Strategy

BASF today – A well balanced portfolio

Sales by segment 2011 (percent)

€73.5 billion

- Performance Products: 21%
- Functional Solutions: 15%
- Plastics: 15%
- Ag Solutions: 6%
- Chemicals: 18%
- Oil & Gas: 16%
- Other: 9%
Overview & Strategy

Oil & Gas business provides significant advantages for BASF

- Strong contributor to BASF’s profitable growth
- Hydrocarbon hedge
- Significant cash flow and long-term profitability
- Technological synergies through BASF research Verbund
Overview & Strategy

BASF Oil & Gas – Two main activities

Exploration & Production

Natural Gas Trading
Overview & Strategy

BASF Oil & Gas – Strategic footprint

Exploration & Production (Oil & Gas)
- Nearfield/Greenfield exploration
- Onshore & offshore operations (shallow water)
- 4 core regions: Europe, Russia, South America, North Africa
- 2 development regions: Middle East, Caspian Sea Region
- Differentiation through technology
- Strategic partnership with Gazprom

Natural Gas Trading
- Transport, storage and trading of natural gas
- Strong position in Germany, expanding into Europe
- Large gas consumers (e.g. municipalities, industrial customers, power plants)
- Investment focus on non-regulated infrastructure
- Strategic partnership with Gazprom
Overview & Strategy

Experienced management team

**Dr. Rainer Seele**
17 years with Wintershall

**CEO**
Strategic Planning, Communications, Energy Politics, HR, HSE

**Dr. Ties Tiessen**
17 years with Wintershall

**CFO**
Finance, Legal, Taxes, Insurance, Procurement

**Martin Bachmann**
3 years with Wintershall
29 years experience in E&P industry

**Head of Exploration & Production**
Operating Companies, Exploration, New Business, Development, Technology, Engineering

**Dr. Gerhard König**
11 years with Wintershall
21 years experience in the gas trading industry

**Head of Natural Gas Trading**
WINGAS, WIEH, WIEE, Regulation Management

**Mario Mehren**
7 years with Wintershall

**Head of Russia**
Wintershall Russia, Achimgaz, Senior Project South Stream/ Nord Stream
Overview & Strategy

Oil & Gas – Production and trading volumes

**Production (million boe)**

- CAGR 2002-2011: 2%
- Significantly lower oil production in 2011 due to production stop in Libya from end of Feb’ 2011 until Oct’ 2011
- Q1 2012: 12% above PYQ due to higher oil & gas production

**Natural Gas Trading (billion m³)**

- CAGR 2002-2011: 6%
- 2011: Volumes slightly above previous year
- Q1 2012: 23% above PYQ due to weather conditions and increased spot market

---

* Since Nov 2011 incl. Achimgaz; Libya 100%  ** Yearly production divided by 365  *** Including sales to BASF
Overview & Strategy

Oil & Gas – Sales and Earnings

**Sales** (billion €)

- **Gas Trading**
  - 2002: 4.2
  - 2004: 4.8
  - 2006: 5.3
  - 2008: 7.7
  - 2010: 10.5
  - Q1 2012: 12.1

- **E&P**
  - 2002: 10.7
  - 2004: 10.4
  - 2006: 11.4
  - 2008: 10.8
  - 2010: 12.1
  - Q1 2012: 5.0

**EBIT before special items** (billion €)

- **Gas Trading**
  - 2002: 1.2
  - 2004: 1.4
  - 2006: 1.6
  - 2008: 2.4
  - 2010: 2.4
  - Q1 2012: 1.2

- **E&P**
  - 2002: 3.0
  - 2004: 2.3
  - 2006: 3.3
  - 2008: 3.8
  - 2010: 2.1

**Brent oil (€/bbl)**

- 2002: 4.2
- 2004: 4.8
- 2006: 5.3
- 2008: 7.7
- 2010: 10.5
- Q1 2012: 12.1

*Sales to third parties*

**Sales**

- **CAGR 2002-2011**: 12.5%
- **E&P**: Sales in 2011 below 2010; higher oil and gas prices could not compensate for significantly lower volumes in Libya

**Natural Gas Trading**: Sales in 2011 increased mainly due to higher gas prices

**EBIT before special items**

- **CAGR 2002-2011**: 6%
- **E&P**: Earnings lower in 2011 as a result of suspension of oil production in Libya

**Natural Gas Trading**: Earnings in 2011 slightly increased
Overview & Strategy

Strong profit contribution from Oil & Gas

Net income Oil & Gas* (million €)

2002 – 2011 CAGR: +10%

* After minorities
Overview & Strategy

Value contribution from Oil & Gas

EBIT after cost of capital Oil & Gas* (billion €)

Assets Oil & Gas (billion €)

* Non-compensable oil taxes are deducted
Overview & Strategy

Oil & Gas – Safety track record
Continuous improvement

Number of lost time incidents (LTI) 2002-2011

<table>
<thead>
<tr>
<th>Year</th>
<th>LTI* employees</th>
<th>LTI contractors</th>
<th>LTI rate**</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>10</td>
<td>6</td>
<td>2.5</td>
</tr>
<tr>
<td>2005</td>
<td>5</td>
<td>8</td>
<td>2.5</td>
</tr>
<tr>
<td>2008</td>
<td>2</td>
<td>6</td>
<td>2.5</td>
</tr>
<tr>
<td>2011</td>
<td>0</td>
<td>5</td>
<td>1.5</td>
</tr>
</tbody>
</table>

HSE philosophy
- Health, safety and environment has always first priority
- Continuously improve HSE in all activities

Key figures 2011
- LTI employees: 0 incidents
- LTI contractors: 5 incidents

Target 2012
- The goal in 2012 is zero LTI
- Increase awareness of HSE at contractors (e.g. external reviews, random checks, etc.)

* LTI: Lost time incident (including fatalities)
** LTI rate: LTI per 1 million man hours
Overview & Strategy

Oil & Gas strategy – Key initiatives for further profitable growth

Exploration & Production

- **Further expanding gas production in Western Siberia**
  - Framework Agreement* with Gazprom on Achimov deposits (Blocks IV and V)

- **Further strengthening our position in Norway and the UK**
  - More than 60 licenses, thereof more than 30 own operated

- **Excellent exploration track record**
  - ~50% of exploration and appraisal wells proved hydrocarbons in 2011

- **Intensifying our activities in Middle East**
  - Technical Evaluation Agreement with Abu Dhabi’s National Oil Company on an appraisal and potential development project in Abu Dhabi

Natural Gas Trading

- **Participating in the growth opportunities for natural gas business in Europe**
  - First gas deliveries through Nord-Stream pipeline in November 2011
  - 15% stake in South Stream offshore pipeline project through the Black Sea

* Legally non-binding, detailed terms and conditions under negotiation
2 | Market environment
Market environment
Fossil fuels will continue to dominate the primary energy demand

Primary energy demand (million boe)

<table>
<thead>
<tr>
<th>Year</th>
<th>Coal</th>
<th>Nuclear</th>
<th>Oil</th>
<th>Natural Gas</th>
<th>Renewables</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>20,000</td>
<td>8,000</td>
<td>57,000</td>
<td>22,000</td>
<td>8,000</td>
</tr>
<tr>
<td>2015</td>
<td>22,000</td>
<td>8,000</td>
<td>60,000</td>
<td>23,000</td>
<td>8,000</td>
</tr>
<tr>
<td>2020</td>
<td>23,000</td>
<td>8,000</td>
<td>62,000</td>
<td>24,000</td>
<td>8,000</td>
</tr>
</tbody>
</table>

Key facts
- Energy demand grows mainly in emerging markets – in particular in China and India
- Increasing energy efficiency enables GDP to grow faster than energy demand
- Positive growth rates for all fuels, renewables with highest rates

Source: IEA World Energy Outlook 2011; original figures in toe (1 toe = 7.332 boe)
Global oil and gas reserves
(oil: billion boe; natural gas: trillion m³)

Natural Gas total reserves:
~187 trillion m³
(≅ 1,131 billion boe)

Oil total reserves:
~1,380 billion boe

Source: BP Statistical Review of World Energy 2011
Reserve access getting more difficult
- Predominantly owned by national oil companies (NOCs)
- E&P technology gaining more importance

Risk is increasing as reservoirs are getting smaller and more complex

Large investments needed to meet growing energy demand

Drivers for largest M&A transactions 2011**

- Resource 46%
- Technology 54%

Control of global Oil & Gas reserves 2010*

- International oil company (IOC) 15%
- National oil company (NOC) 85%

Key facts

- Reserve access getting more difficult
  - Predominantly owned by national oil companies (NOCs)
  - E&P technology gaining more importance
- Risk is increasing as reservoirs are getting smaller and more complex
- Large investments needed to meet growing energy demand

* Source: Oil & Gas Journal, WoodMackenzie, own calculation
** Source: Herold, own calculation
European natural gas demand to increase from 505 billion m³ in 2011 to 570 billion m³ in 2020

End of oversupply expected by 2015

Shale gas not anticipated to compensate for declining domestic production

Additional imports (pipeline or LNG) needed in 2020 to cover projected supply/demand gap
Market environment

Growing importance of Russia for European natural gas supply (EU 27)

Key facts

- Natural decline of domestic gas fields in Europe from 170 billion m³ in 2011 to 140 billion m³ in 2020 expected
- Increasing importance of LNG imports, particularly for UK, Spain and France
- Russia to further increase gas exports into Europe from 120 billion m³ in 2011 to 140-160 billion m³ in 2020

European natural gas supply

- **Imports**
  - **Norway** (Pipeline)
    - 2011: 19%
    - 2020: 17-20%
  - **Russia/Caspian Region** (Pipeline)
    - 2011: 24%
    - 2020: 25-30%
  - **North Africa** (Pipeline)
    - 2011: 7%
    - 2020: 7-10%

- **Other Imports** (LNG)
  - 2011: 17%
  - 2020: 20-25%

Source: IHS CERA, BP, own calculations
Increasing LNG volumes largely absorbed by strong gas demand in Asia

Additional gas volumes (LNG) used in Japan after the natural disaster to compensate for damaged nuclear and coal power generation

Exit of nuclear power in Germany may lead to additional demand growth for natural gas

Growing shale gas production in US mainly impacts US gas spot prices

Convergence of spot and contract gas prices despite increasing shale gas / LNG

Natural gas price development ($/mmbtu)

Recent developments

- Spot price Europe (Zeebrugge Hub)
- German import price
- Spot price US (Henry Hub)

Source: BAFA, Argus
3 | Exploration & Production
**More than 80 years of experience in E&P**
- Oil and gas
- Onshore and offshore; shallow water

**Strong partnerships with NOCs (e.g. Gazprom) and independent E&P companies**

**Technological expertise for ...**
- ... environmentally sensitive areas
- ... complex reservoirs (e.g. tight gas, sour gas, condensate, etc.)
- ... Enhanced Oil Recovery supported by BASF’s R&D know how

**Successful acquisition of Revus Energy ASA**

**Strong project pipeline**
- ~50 exploration projects
- ~70 development projects (thereof ~20 with implementation status)
Clear regional focus: 4 core regions and 2 development regions

- **South America**
- **North Africa**
- **Europe**
- **Russia**
- **Caspian Sea Region**
- **Middle East**

**Operating Company / Production**

**Representative Office**

**Current activities**

**Current activities in development region**

**Core region**

**Development region**
Exploration & Production

Production by region 2011 (million boe)*

- **Europe**: 18%
- **North Africa/Middle East**: 10%
- **South America**: 24%

**Total**: 113 million boe

Russia/Caspian Sea: 48%

High importance of Russia (48%)

In 2011, natural gas accounted for approx. 80% of total production.

_Proved 1P reserves by region 2011 (million boe)**

- **Europe**: 11%
- **North Africa/Middle East**: 13%
- **South America**: 18%

**Total**: 1.2 billion boe

Russia/Caspian Sea: 58%

Russia accounts for more than 50% of total 1P reserves**

Gas accounts for roughly ¾ of total reserves

* Including Achimgaz (since Nov 2011);
** Libya onshore 100%;
** Libya onshore 51%
Sales by region* 2011 (€ million)

Europe 32%
North Africa/Middle East 27%
South America 13%

Russia/Caspian Sea 28%
Net income by region* 2011 (€ million)

Europe 32%
Russia/Caspian Sea 55%
North Africa/Middle East -2%
South America 15%

€938 million

Sales
- Sales in North Africa include non-compensable taxes on oil in Libya (2011: €439 million)**

Net income
- Russia largest profit contributor with 55% of total E&P net income in 2011

* Since Nov 2011 including Achimgaz, according to supplementary information (BASF Report 2011, pages 204-212)
** Libya onshore 100%, Gazprom has minority interest of 49% in a subsidiary of Wintershall, which holds the rights of the onshore concessions (C96/C97) in Libya...
Exploration & Production

Reserves and R/P at constant level

**Key facts**

- R/P ratio increased to 11 years
- Total 1P reserves (2011) 1,156 million boe
- Gas accounts for roughly ¾ of total reserves
- Participation in Yuzhno Russkoye led to strong increase in reserves in 2007
- Asset swap with Gazprom in 2007 reduced oil reserves significantly**

**Reserve Replacement Rate (RRR, in percent)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>RRR</td>
<td>139</td>
<td>102</td>
<td>50</td>
<td>52</td>
<td>48</td>
<td>389</td>
<td>116</td>
<td>89</td>
<td>89</td>
<td>131</td>
</tr>
</tbody>
</table>

* According to SEC guidelines; since Nov 2011 including Achimgaz; Libya onshore 51%

** Gazprom received a minority interest of 49% in a subsidiary of Wintershall, which holds the rights of the onshore concessions (C96/C97) in Libya.
Stable proven reserve position

Strong discovered resource base built on
- Exploration discoveries (e.g. Norway)
- Resource access (e.g. Achimov, Russia)
- Improving recovery (e.g. technology)

Highest discovered resource contributions from
- Russia/Caspian Sea
- Europe
- South America
- North Africa/Middle East

* According to SEC guidelines
Exploration & Production

Target 2015 –
Grow production to >160 million boe p.a.

Production volumes (million boe)*

<p>|</p>
<table>
<thead>
<tr>
<th>2011</th>
<th>2015</th>
</tr>
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<tbody>
<tr>
<td>Russia</td>
<td>&gt;160</td>
</tr>
<tr>
<td>Europe</td>
<td>118*</td>
</tr>
<tr>
<td>South America</td>
<td>&gt;160</td>
</tr>
<tr>
<td>North Africa/Middle East</td>
<td>&gt;160</td>
</tr>
</tbody>
</table>

* Libya 100%; including Achimgaz full year

Investments

- Continue to significantly invest in core and development regions
- E&P Capex 2012-2016
  - Russia/Caspian Sea
    > €1 billion
  - Europe
    ~ €2 billion
  - North Africa/Middle East and South America
    up to €1 billion

** Without Capex in financial participations
Exploration & Production
Libya – Status quo and way forward

- Production of own operated fields restarted in Oct. 2011
- Own production facilities without damages
- Further return of international staff
- Stabilize daily oil production at 75,000 boe in 2012
- Replacement of NOC operated Nafora to Amal export pipeline in progress
  - completion expected beginning 2013
Exploration & Production

Production growth from solid project pipeline (major projects)

Additional production volume (million boe)

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<tbody>
<tr>
<td>UK</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>Norway</td>
<td>Wingate</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Norway</td>
<td>Cladhan / Catcher</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>Knarr</td>
<td>Edvard Grieg</td>
<td>Maria</td>
<td>Skarфjell</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>Achimgaz (further field development)</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Development phase
Exploration & Production

A clear strategy for profitable growth

- **Continue production growth**
  - Main growth focus is on Russia, Norway and the UK
  - Develop Middle East and Caspian Sea Region to core region
  - Maintain production in Rest of Europe, North Africa and South America

- **Focus on operations in core and development regions**

- **Secure reserve/resource base by organic growth and acquisitions**
  - e.g. development of Achimov deposits blocks IV and V in Western Siberia

- **Low risk exploration**
  - Nearfield/Greenfield exploration (shallow water)

- **Become a leading player in selected technologies and leverage BASF know-how**
  - e.g. Schizophyllan biopolymer

Grow production to >160 million boe p.a. by 2015
Russia – ¼ of global natural gas resources
Attractive reserve cost

- Russia has largest natural gas reserves worldwide
- Proximity to European market
- Attractive overall E&P cost for development of 2P reserves

Global natural gas reserves (trillion m³)*

- Source: BP Statistical Review of World Energy 2011
- ** Source: Herold Global Upstream M+A Review 2012
Exploration & Production

Russia – Focus on selected key projects in Western Siberia

Moscow

Achimov IA

Yuzhno Russkoye

Tazov

Arkhangelsk

Novy Urengoy

Saint Petersburg

Achimov IV/V

(Achimgaz)

Arkhangelsk

Novosibirsk

Berlin

Novy Urengoy

Moscow
Build on the unique partnership with Gazprom

Maintain plateau production level for next 10 years at Yuzhno Russkoye
- Plateau production: 25 billion m³ p.a.

Further develop Block IA of Achimov formation in Urengoy (Achimgaz) to plateau level
- Targeted plateau production: up to 8 billion m³ p.a. by 2018

Joint development of Block IV and V of Achimov formation in Urengoy
- Framework Agreement** signed with Gazprom in October 2011

Grow production in Russia to ~220,000 boepd (~80 million boe*** p.a.) by 2018

* Russian Standard Conditions (RSC)
** Legally non-binding, detailed terms and conditions under negotiation
*** Without production volumes from blocks IV and V of Achimov formation
Yuzhno Russkoye – Producing at plateau
A clear success story

- Giant gas field in Western Siberia with recoverable volumes of approximately 600 billion m³* natural gas
- Wintershall has a 35% share in the commercial success of the Yuzhno Russkoye field** via Severneftegazprom
- Main value driver of current business in Russia
- Field produces at plateau level of 25 billion m³* p.a. since Q3 2009

- Key field data:
  - Field depth: 1,000 meter
  - Production start: October 2007
  - 143 production wells
  - Production volume 2011: 25 billion m³* natural gas
  - Daily production 2012: ~70 million m³* natural gas

* Russian Standard Conditions (RSC)
** Yuzhno Russkoye is a joint venture between Gazprom, Wintershall and E.ON
Exploration & Production

Achimov Block IA (Achimgaz) – Development on growth track

- Major gas / condensate field in Urengoy in Western Siberia with recoverable volumes* of 200 billion m³** of natural gas and 290 million boe of condensate
- Wintershall has a 50% share in the joint venture Achimgaz***
- Plateau production of up to 8 billion m³** p.a. to be reached by app. 2018
- Key field data:
  - Targeted field depth: 3,580 - 3,650 meter
  - Production start: November 2008
  - 6 pilot wells drilled and completed
  - Production volume 2011: ~1.1 billion m³** natural gas
    ~4 million boe condensate
- Current drilling campaign (20 wells) started in winter 2011/2012

* Recoverable volumes partially booked as proven reserves according to SEC guidelines
** Russian Standard Conditions (RSC)
*** 50-50 joint venture between Gazprom and Wintershall
Wintershall and Gazprom intend to expand gas production of Achimov deposits in Western Siberia

Framework Agreement* signed in October 2011
- Development Blocks IV and V of the Achimov formation
- Wintershall initially holds a working interest of 25% plus one share in the development of Blocks IV and V
- Wintershall retains the option of increasing this shareholding to 50%
- Gazprom will receive interests of equivalent value in selected exploration and production projects in the North Sea (Netherlands, UK)

Presumed plateau production of >8 billion m³** p.a. from both new blocks according to first indications

Synergies through regional and technological expertise of both partners

First hydrocarbon production expected earliest 2016

* Legally non-binding, detailed terms and conditions under negotiation
** Russian Standard Conditions (RSC)
Wintershall significantly strengthened its E&P portfolio in the Norwegian and British North Sea through the acquisition of Revus Energy ASA in 2008.

Main facts Revus acquisition:
- Total purchase price: €558 million
- 60 licenses in Norway and UK (thereof 4 producing fields, 1 field under development, 8 potential commercial discoveries and 47 exploration licenses)
- Reserve potential of 400 million boe
- Closing: December 2008

With this acquisition Wintershall participates in various promising oil discoveries in this region:
- Maria, Grosbeak, Knarr, Edvard Grieg, Catcher, Cladhan, Beta, Skarfjell

Revus added in particular oil to Wintershall’s resources, thus re-balancing the more gas-weighted portfolio.

Successful built-up of a new Operating Company, recently awarded as „Attractive Employer“.
Exploration & Production

Europe – Discoveries in Norway and UK

Target of 50,000 boepd in 2015

- Major operated discovery with Skar fjell in 2012 with 60 – 160 million boe recoverable resources (100%)
- Successful appraisal of operated Maria discovery in 2012
- Seven new exploration licenses awarded in the Norwegian APA Round in 2012
- Three fields under development

Key facts

- Edvard Grieg
  - Oil and gas
  - Under development
  - 30% share
- Catcher
  - Oil and gas
  - 20% share
- Cladhan
  - Oil and gas
  - 33.5% share
- Maria
  - Oil and gas
  - 50% share
  - Operator
- Knarr
  - Oil and gas
  - Under development
  - 20% share
- Beta
  - Oil and gas
  - 15% share
- Skar fjell
  - Oil and gas
  - 35% share
  - Operator
- Grosbeak
  - Oil and gas
  - 45% share
  - Operator
- Astero
  - Oil and gas
  - 25% share
- Maria
  - Oil and gas
  - 50% share
  - Operator
- Knarr
  - Oil and gas
  - Under development
  - 20% share
- Beta
  - Oil and gas
  - 15% share
- Skar fjell
  - Oil and gas
  - 35% share
  - Operator
- Grosbeak
  - Oil and gas
  - 45% share
  - Operator
- Astero
  - Oil and gas
  - 25% share
- Edvard Grieg
  - Oil and gas
  - Under development
  - 30% share
The Norwegian and British North Sea is one of the key areas for further profitable growth

Develop recent discoveries to production
– e.g. Maria, Grosbeak, Knarr, Edvard Grieg, Catcher, Cladhan, Beta, Skarfjell

Continue to grow by further investments in exploration and development
– e.g. investments of up to €2 billion in Norway and the UK by 2016

Evaluate portfolio management opportunities

Realize synergies with Operating Companies in Germany and the Netherlands

Grow production from 3,600 boepd in 2011 to 50,000 boepd (~18 million boe p.a.) by 2015
Exploration & Production

Technological focus supported by BASF know-how

EOR light oil
- Schizophyllan biopolymer development and process scale-up
- BASF develops and produces performance chemicals
- BASF R&D in viscoelastic polymers
- BASF oil field chemicals

Tight Gas and Shale Gas
- BASF involved in R&D activities for light weight proppants and fracturing fluids
- BASF develops and produces oil field chemicals

Heavy Oil
- Early technology involvement from current R&D projects with BASF in microbial EOR
- BASF develops and produces performance chemicals

Highly Sour Gas
- BASF leading producer of sour gas treatment solvents with own R&D activities
- Wintershall benefits from BASF competitive position in bid processes or bilateral negotiations

Technological synergies
Enhanced oil recovery – Schizophyllan
BASF’s proprietary technology

Key facts
- Schizophyllan – proprietary biopolymer stable in high temperature and high salinity reservoirs
- The biopolymer will be produced by a fungus in pilot scale plant at BASF
- General principle: Polymer added to injection water, which then becomes more viscous. Remaining oil is then more effectively pushed towards production well. Increased incremental oil recovery of up to 10% on waterflooding
**Key facts**

- Schizophyllan technology to be verified at oil field Bockstedt, Germany
- First field trial worldwide in a mature oil field
- Pilot project to confirm lab-scale results

**Production volume forecast**

- **Base case**
- **Upside ‘Additional wells’**
- **Upside ‘Enhanced Oil Recovery – Schizophyllan’**
Middle East region is increasingly important for Wintershall

Shuwaihat is a discovered gas/condensate field (containing H₂S and CO₂) in the Western region of Abu Dhabi

An appraisal campaign is required to confirm the reserves and to define the development plan

Wintershall is the operator in the appraisal phase with OMV as a partner on a 50/50 basis

Wintershall has more than four decades expertise to produce and to purify H₂S and CO₂ containing gas
4 | Natural Gas Trading
Natural Gas Trading

Natural Gas Trading – 3 successful pillars

Transport

Storage

Trading
**Natural Gas Trading**

**Well positioned in the European market**

- Strategic partnership with Gazprom (WINGAS)
- WINGAS #2 in German market, expanding into Europe
  - e.g. the Netherlands, Belgium, UK
- Strong footprint in emerging markets of South East Europe via WIEE
  - e.g. Romania, Bulgaria, Hungary
- Security of supply through long term supply contracts beyond 2030
- Access to modern and expanding infrastructure
  - Well connected pipeline system in North West Europe (> 2,700 km)
  - Various gas storage facilities in North West Europe (~6.0 billion m³)
- Direct connections to European gas hubs
Natural Gas Trading

Natural Gas Trading – Strong footprint in Europe

Key facts

- Through WINGAS** active in natural gas trading since 1993
- Focus on large customers (municipalities, industrial customers, power plants, etc.)
- Sales grew by more than 113% since 2005 to €8.9 billion in 2011
- Trading volumes increased to 42 billion m³ in 2011, up from 33 billion m³ in 2005

* WIEE
** Joint venture between Wintershall (50% plus one share) and Gazprom (50% minus one share)
**Key facts**

- Portfolio of long- and short-term supply contracts from different sources
- Long-term contracts optimized through various price mechanisms (e.g. oil and spot price components)
- Short-term contracts include sourcing from different spot markets in Europe
- Logistical integration of storages, spot markets and long term supplies

---

**WINGAS supply portfolio** (billion m³)

- Long-term contracts (>4 years)
- Short-term (<4 years)
- WINGAS sales

*From 2012 onward, annual contracted quantity (including flexibility), effective volumes could be lower and compensated by spot volumes.*
Natural Gas Trading

Competitive pipeline and storage infrastructure

Competitive advantage and value creation through storage portfolio:

- WINGAS #4 in North West Europe with a total storage capacity of ~6 billion m³ p.a.
- Increased security of supply
- Physical portfolio optimization
- Customized sales products for target customer

- **Existing**
- **Planned/under construction**
  - Jemgum: under construction
  - Saltfleetby: planned

* Capacity 50% WINGAS, 50% Gazprom
** Capacity 5/6 WINGAS, 1/6 VNG
*** Capacity 1/3 WINGAS, 1/3 RAG, 1/3 Gazprom
Natural Gas Trading

Nord Stream pipeline – Increased security of supply for Europe (I)
Natural Gas Trading

Nord Stream pipeline –
Increased security of supply for Europe (II)

Nord Stream offshore pipeline

- **Pipeline capacity:** 55 billion m³ per year via two 1,220 km subsea pipelines
- Successful gas deliveries since November 2011
- JV between Gazprom 51%, BASF* and E.ON* 15.5% each, Gasunie* and GDF SUEZ* 9% each
- Additional volumes for WINGAS: up to 9 billion m³ p.a.
- **Total BASF investment:** €1.15 billion

Nord Stream onshore

- System expansion: OPAL (October 2011), NEL (2012)**
- Increased transportation capacity to NL, B, F, CZ through system upgrade including storage Jemgum
- Germany as distribution hub for Europe
- **Total BASF investment:** €1.15 billion

* Indirect through subsidiary companies
** Start up first sections
Key facts
- Wintershall acquired 15% stake in South Stream
- South Stream consortium to develop, construct and operate the offshore section of South Stream
- First direct connection of Southern Europe to the world’s largest natural gas reserves in Russia
- Total investment (offshore): ~€10 billion
- Planned capacity: 63 billion m³ p.a. via 4 parallel pipelines each ~930 km
- Start-up: End of 2015 earliest
Natural Gas Trading

**A clear strategy for profitable growth**

- **Maintain strong market position in Germany and expand in selected other European countries**
  - Use additional volumes (up to 9 billion m³ p.a.) from Nord Stream
  - Achieve market share in the Netherlands of 10% by 2020
  - Achieve market share in Belgium of 12% by 2020

- **Participate in excellent growth opportunities of South East Europe**
  - Use additional volumes of South Stream for our WIEE business in Romania and Bulgaria as well as expanding into new markets (e.g. Hungary)

- **Expand trading in spot markets**
  - Realize short term market opportunities and add value by portfolio optimization

- **Focus investments on non-regulated infrastructure**
  - Pipelines, storage facilities

---

**Grow sales volumes to >45 billion m³ p.a. by 2015**
5 | Outlook & Summary
## Outlook & Summary

### Oil & Gas – Outlook 2012

<table>
<thead>
<tr>
<th>Financial performance</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to 3rd parties</td>
<td>€12.1 billion</td>
<td><strong>E&amp;P</strong>: In 2012, we expect a significant improvement in sales and earnings.</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>€2.1 billion</td>
<td><strong>Natural Gas Trading</strong>: Sales will be considerably higher, earnings will decline due to challenging market environment.</td>
</tr>
<tr>
<td>(adj. for non-compensable oil taxes: €1.7 billion)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>€1.1 billion</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Production volumes</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total production:</td>
<td>113 million boe</td>
<td>Overall higher production expected due to restart of oil production in Libya (Oct 2011).</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sales volumes</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural gas sales:</td>
<td>42 billion m³</td>
<td>Natural gas sales expected above 2011.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Investments*/Expenditures</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments 2007-2011:</td>
<td>~€5.4 billion</td>
<td>Investments 2012-2016: ~ €5 billion</td>
</tr>
<tr>
<td>thereof E&amp;P**:</td>
<td>~€3.6 billion</td>
<td>thereof E&amp;P: ~ €4 billion</td>
</tr>
<tr>
<td>thereof Natural Gas Trading:</td>
<td>~€1.8 billion</td>
<td>thereof Natural Gas Trading***: ~ €1 billion</td>
</tr>
<tr>
<td>Exploration expendit. 2007-2011:</td>
<td>~€1.3 billion</td>
<td>Exploration expenditures 2012-2016: &gt; €1 billion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Macroeconomic assumptions</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average oil price (brent):</td>
<td>$111.26 per barrel</td>
<td>Forecast 2012: $110 per barrel</td>
</tr>
<tr>
<td>Average exchange rate:</td>
<td>$1.39 per €</td>
<td>Forecast 2012: $1.30 per €</td>
</tr>
</tbody>
</table>

* Without Capex in financial participations
** Including acquisitions

*** Without possible South Stream project
BASF’s Oil & Gas Division
Roadmap 2015

Exploration & Production
- Grow oil and gas production to >160 million boe p.a. by 2015

Natural Gas Trading
- Grow sales volumes in Natural Gas Trading to >45 billion m³ p.a. by 2015

Investments
- Invest ~€5 billion by 2016 thereof ~€4 billion in E&P and ~€1 billion in Natural Gas Trading

Financial Performance
- We will continue to earn a high premium on our cost of capital
Outlook & Summary

Oil & Gas – Summary

- Strong business with excellent track record
- Strong partnerships in key regions
- Part of BASF – The Chemical Company, with a strong balance sheet and high technological expertise
- Diversified and well balanced E&P portfolio with access to high potential acreage
- Low risk strategy with focus on regions of expertise and limited exploration risk
- Highly competitive position in natural gas trading and further expansion of activities in Europe
- Focus on non-regulated natural gas infrastructure investments
- Ambitious growth targets with a solid project pipeline supported by >€1 billion exploration spend and overall capex of ~€5 billion to 2016
6 | Appendix
Appendix

Facts & figures 2011 by region
Exploration & Production

Europe –
Facts & figures 2011

Production
- 20 million boe (55% natural gas)

Proved reserves
- 127 million boe (44% natural gas)

Sales*:
- €1,021 million

Operating income b.t.**:
- €375 million

Net income**:
- €296 million

Key facts
- Germany: Wintershall biggest oil and gas company
- The Netherlands: Operator of 26 offshore platforms
- Norway/UK: More than 60 licenses, thereof >30 with operatorship
- Promising new discoveries in exploration:
  - Norway: Maria, Edvard Grieg, Skarvfjell
  - UK: Catcher, Cladhan

* According to supplementary information (BASF Report 2011: pages 204-212)
Exploration & Production

Russia/Caspian Sea – Facts & figures 2011

Production
- 53 million boe (98% natural gas)

Proved reserves
- 667 million boe (94% natural gas)

Sales*: €875 million
Operating income b.t.*: €659 million
Net income*: €529 million

Yuzhno Russkoye
- 35% share in economic success via Severneftegazprom
- Plateau production of 25 billion m³** p.a. since 2009
- Recoverable volumes: ~600 billion m³** natural gas

Achimov IA (Achimgaz):
- 50-50 joint venture with Gazprom
- Recoverable volumes: 200 billion m³** of natural gas; 40 million tons of condensate

* According to supplementary information (BASF Report 2011: pages 204-212)

** Russian Standard Conditions (RSC)
Exploration & Production
North Africa/Middle East – Facts & figures 2011

Production*
- 11 million boe (90% oil)

Proved reserves**
- 156 million boe (90% oil)

Sales***: €840 million
Operating income b.t.***: €564 million
Net income***: € -28 million

Key facts
- 8 onshore fields in Libyan desert (49% working interest of Gazprom); Minority interest in offshore field Al Jurf
- Exploration activities in Qatar
- Technical Evaluation Agreement with Abu Dhabi’s National Oil Company on an appraisal and potential development project in Abu Dhabi

* Libya 100%
** After 3rd party interest
*** According to supplementary information (BASF Report 2011: pages 204-212)
Exploration & Production

South America – Facts & figures 2011

Production
- 27 million boe (89% natural gas)

Proved reserves
- 207 million boe (88% natural gas)

Sales*: €396 million
Operating income b.t.*: €168 million
Net income*: €141 million

Key facts
- Involved in 15 oil and gas fields in Argentina
- 4th largest gas producer in Argentina
- Extension into Chile (Otway and Tranquilo Block)
- Evaluate and develop the shale oil and gas potential of existing blocks in Neuquen, Argentina

* According to supplementary information (BASF Report 2011: pages 204-212)
Natural Gas Trading

Importance of gas imports into Europe will further increase

Natural gas demand in EU 27 (billion m³)

<table>
<thead>
<tr>
<th>Year</th>
<th>Local Production</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>33%</td>
<td>67%</td>
</tr>
<tr>
<td>2020</td>
<td>24%</td>
<td>76%</td>
</tr>
</tbody>
</table>

Source: IHS CERA

Key facts

- European gas demand to grow from 505 billion m³ in 2011 to 570 billion m³ in 2020
- Gas imports into Europe will increase from 335 billion m³ in 2011 to 430 billion m³ in 2020
- Local European production expected to decline from 170 billion m³ in 2011 to 140 billion m³ in 2020
Natural Gas Trading

South East Europe offers interesting growth opportunities

**Key facts**

- Natural gas demand to grow from 82 billion m³ in 2011 to ~101 billion m³ in 2020 (CAGR 2%)
- Power sector is main growth driver for natural gas in South East Europe
- Additional import demand of ~15 billion m³ by 2020

---

**Gas demand South East Europe (billion m³)**

- **2011**: 82 billion m³
- **2015**: 91 billion m³ (CAGR: 2%)
- **2020**: 101 billion m³ (CAGR: 2%)

**Source**: IHS CERA
Appendix
**Production growth** (percent p.a.)
Five year average 2007-2011

- Wintershall: 0.0
- Peers: 0.0
- Average peers:
  - -0.4
  - -0.8
  - -1.0
  - -2.0
  - -2.8

**Production costs** ($/boe)
Five year average 2007-2011

- Wintershall: 5.3
- Peers: 5.3
- Average peers:
  - 3.6
  - 1.8
  - 1.6
  - 0.0
  - 1.3

*Due to production stop in Libya from end of Feb' 2011 until Oct' 2011

Source: Herold, SEC, own calculation
Peer Group represents an average of the E&P industry.
Exploration & Production

Wintershall – Positioned competitively

F&D cost ($/boe)
Five year average 2007-2011

<table>
<thead>
<tr>
<th>Year</th>
<th>F&amp;D Cost ($/boe)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>11.9</td>
</tr>
<tr>
<td>2008</td>
<td>13.0</td>
</tr>
<tr>
<td>2009</td>
<td>18.3</td>
</tr>
<tr>
<td>2010</td>
<td>18.4</td>
</tr>
<tr>
<td>2011</td>
<td>18.9</td>
</tr>
</tbody>
</table>

Wintershall – Positioned competitively

F&D cost to production ($/boe)
Five year average 2007-2011

<table>
<thead>
<tr>
<th>Year</th>
<th>F&amp;D Cost to Production ($/boe)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>32.1</td>
</tr>
<tr>
<td>2008</td>
<td>19.3</td>
</tr>
</tbody>
</table>

Source: Herold, SEC, own calculation
Peer Group represents an average of the E&P industry
**Reserve replacement (percent)**

Five year average 2007-2011

- **Wintershall**: 194%
- **Peers**: 186%
- **Average peers**: 162%

---

**Reserve/Production ratio (years)**

Five year average 2007-2011

- **Wintershall**: 14.9 years
- **Peers**: 13.0 years
- **Average peers**: 12.9 years

Source: Herold, SEC, own calculation

Peer Group represents an average of the E&P industry
### WINGAS – Positioned competitively

#### Gas volume growth
(percent p.a.)
Five year average 2007-2011

- WINGAS: 5%
- Peers: 6%
- Average peers: 7%

#### Sales per employee
(€ million per employee)
Five year average 2007-2011

- WINGAS: 21.6
- Peers: 7.8
- Average peers: 3.0

#### EBIT per employee
(€ million per employee)
Five year average 2007-2011

- WINGAS: 1.0
- Peers: 0.5
- Average peers: 0.18

Source: Annual Reports, own calculation
Peer Group represents an average of the Natural Gas Trading industry
Return on capital (percent p.a.)
Five year average 2007-2011

Return on sales (percent p.a.)
Five year average 2007-2011

WINGAS – Positioned competitively

Source: Annual Reports, own calculation
Peer Group represents an average of the Natural Gas Trading industry
Exploration & Production

Unique partnership with Gazprom

Project Achimov area IV/V (Framework Agreement)***

ACCHIMGAZ

- Upstream gas and condensate project at Achimov deposits in Western Siberia
- Gas and condensate production and further field development at Achimov IA
- Gas production at Yuzhno Risskoye in Western Siberia

Project South Stream offshore

- Pipeline project from Russia to Europe via the Baltic Sea
- Pipeline project from Russia to Europe via the Black Sea
- Natural gas trading and storage

Exploration & Production

Transport, Storage & Trading

- Wintershall retains the option of increasing this shareholding to 50%
- Economic interest, voting rights differ
- Legally non-binding, detailed terms and conditions under negotiation

*Wintershall retains the option of increasing this shareholding to 50%*

**Economic interest, voting rights differ**

***Legally non-binding, detailed terms and conditions under negotiation***
Projects with Gazprom – Impact on BASF’s P&L

Wintershall AG (Libya) ➔ Yuzhno Russkoye

- SNGP
- Gas Mktg C.*

Achimgaz ➔ WINGAS

Nord Stream offshore

Oil & Gas EBIT

Financial results (equity method)

= Income before taxes and minority interests

/. Income taxes (incl. non-compensable oil taxes in Libya)

/. Minority interests

= Net income

-49% of after tax income

100%

35%

Dividends

100%

50%

100%

15.5%

-50%* of after tax income

* Gas marketing company

BASF Oil & Gas __June 2012
Natural Gas Trading

Wintershall and Gazprom – Strong partnership

Wintershall Holding GmbH
Kassel

50% 50%

GASCADE Gastransport GmbH
Kassel

100%

WINGAS GmbH
Kassel

100%

astora GmbH & Co. KG
Kassel

100%

OAO Gazprom
Moscow

50% 50%

Wintershall Erdgas Handelshaus
GmbH & Co. KG, Berlin

100%

Wintershall Erdgas Handelshaus
Zug AG
Main differences between BASF reporting and supplementary information*

<table>
<thead>
<tr>
<th>Activities</th>
<th>BASF reporting</th>
<th>Supplementary information on oil and gas activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other activities in Exploration &amp; Production</td>
<td>Included</td>
<td>Not included</td>
</tr>
<tr>
<td>(e.g. merchandise transactions and joint venture services)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Activities accounted for using the equity method</td>
<td>Earnings from the equity method included in financial result</td>
<td>Included</td>
</tr>
<tr>
<td>(Severneftegazprom and Volgodeminoil)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate overhead costs and financing activities</td>
<td>Included</td>
<td>Not included</td>
</tr>
</tbody>
</table>

* For more information see BASF Report 2011 (pages 204-212)
Appendix

Glossary
Glossary (A-G)

- ADNOC  
  Abu Dhabi National Oil Company

- BBL  
  Balgzand Bacton Line

- CAGR  
  Compound annual growth rate

- E&P  
  Exploration and Production

- EOR  
  Enhanced Oil Recovery (technology)

- ERM  
  Erdölraffinerie Mannheim-Pipeline

- F&D costs  
  Finding and Development costs

- FEED  
  Front End Engineering Design

- FID  
  Final investment decision

- Frontier exploration  
  Exploration activities in unknown basins, structures

- GDP  
  Gross domestic production

- Greenfield exploration  
  Exploration activities in known basins with proven hydrocarbons in unexplored / undeveloped structures
### Glossary (H-O)

- **HSE**: Health Safety Environment
- **IOC**: International Oil Company
- **JAGAL**: Jamal-Gas-Anbindungs-Leitung
- **LNG**: Liquified Natural Gas
- **LTI**: Lost time incident
- **MIDAL**: Mitte-Deutschland-Anbindungs-Leitung
- **MoU**: Memorandum of Understanding
- **Nearfield exploration**: Exploration activities within the vicinity of developed oil /gas fields
- **NEL**: Nordeuropäische Erdgas-Leitung
- **NOC**: National Oil Company / Corporation
- **OPAL**: Ostsee-Pipeline-Anbindungs-Leitung
- **OPCO**: Operating Company
- **OPEC**: Organization of the Petroleum Exporting Countries
Glossary (R-Z)

- **RAG**  
  Rohöl-Aufsuchungs Aktiengesellschaft (Austria)

- **RHG**  
  Rehden-Hamburg-Gasleitung

- **R/P**  
  Proven reserves divided by annual production (years)

- **RSC**  
  Russian standard cubic meter

- **R&D**  
  Research and Development

- **SEC**  
  Securities and Exchange Commission

- **SNGP**  
  OAO Severneftegazprom

- **STEGAL**  
  Sachsen-Thüringen-ErdGas-Leitung

- **VNG**  
  VNG Verbundnetz Gas AG

- **WEDAL**  
  West-Deutschland-Anbindungs-Leitung

- **WIEE**  
  Wintershall Erdgas Handelshaus Zug AG

- **WIEH**  
  Wintershall Erdgas Handelshaus

- **ZBH**  
  Zeebrugge Hub
Measuring units and conversion factors

- bbl: barrel
- boe: barrel oil equivalent
- kWh: kilo Watt hours
- bscf: billion standard cubic feet
- toe: tons oil equivalent
- btu: British thermal unit
- 1 bbl = 159 liter
- 1 bscf = about 0.17 million boe
- 1 m³ at 0°C (normal cubic meter) = 37.3 scf (at 60°F)
  at 20°C (Russian standard) = 34.8 scf (at 60°F)
- 1 toe = 7.33 boe
- 1 therm = 29.3 kWh
- 1 mmbtu = 10 therms
- 1 mbtu = about 1 scf