1 | Introduction

2 | BASF Crop Protection
Markus Heldt
President, Crop Protection Division

3 | BASF Plant Biotechnology
### BASF Agricultural Solutions
**Strong fundamentals - YTD earnings topped FY 2011**

<table>
<thead>
<tr>
<th>million €</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, Middle East:**
  - 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%)

€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>Year</th>
<th>Fungicide &amp; AgScience growth</th>
<th>Herbsicde Renaissance &amp; Innovations</th>
<th>FCC** &amp; Becker Underwood</th>
<th>New product launches</th>
<th>Growth in emerging markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>4,165</td>
<td>46%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012E</td>
<td>~4,700</td>
<td></td>
<td></td>
<td></td>
<td>~50%</td>
</tr>
<tr>
<td>2015E</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>~6,000</td>
</tr>
</tbody>
</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

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* 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

**Global expansion of AgCelence® leverages our Plant Health portfolio**

- **AgCelence®**: 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
- **3rd capacity expansion**: announced for F500® in September 2012

![Graph showing sales of AgCelence® to third parties](image)

**Sales in million €**

- **2008**: North America, Latin America
- **2011**: North America, Latin America, Europe/EMA
- **2015E**: Asia, Europe/EMA, Latin America, North America

**CAGR >20%**

**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

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

BASF launches

- Armezon
- Zidua
- Engenia®
- OPTILL PRO
- STATUS
- 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**

- **Crop protection**
- **Agricultural Solutions**
- **Innovation beyond crop protection**
- **Traits & seed partnerships**

**Becker Underwood adds value**

- 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 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

**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

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

- **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
We are committed to keep investing into innovation

**Total R&D expenditures**
in million €

<table>
<thead>
<tr>
<th>Year</th>
<th>Expenditure (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>

**Commitment to 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
We have a strong innovation pipeline

Weed management

Dicamba HT

Disease management

Disease management

Plant Health

Nitrogen Management

Water Management

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)

**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 adoption 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