



We create chemistry

The right balance for better yields

Dr. Livio Tedeschi

Senior Vice President, Agricultural Solutions Europe, Africa,
Middle East and Central Asia, BASF SE

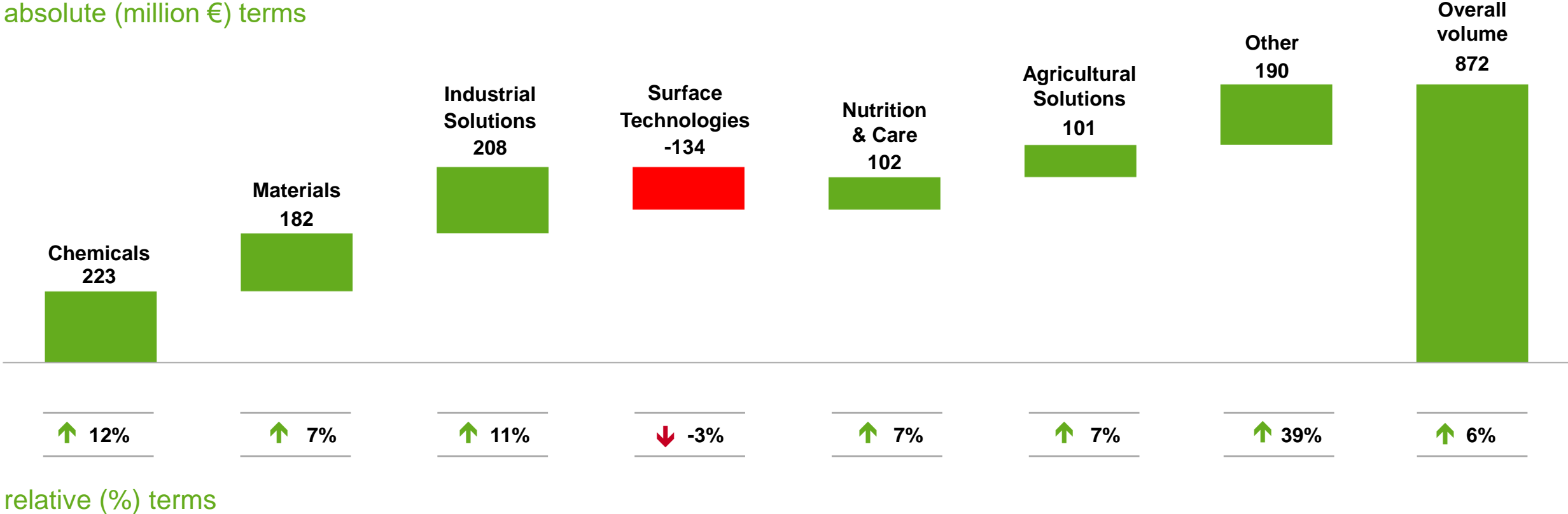
Kepler Cheuvreux Macquarie Global Agriculture Forum
November 15, 2021

Cautionary note regarding forward-looking statements

This presentation contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include those discussed in Opportunities and Risks on pages 158 to 166 of the BASF Report 2020. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.

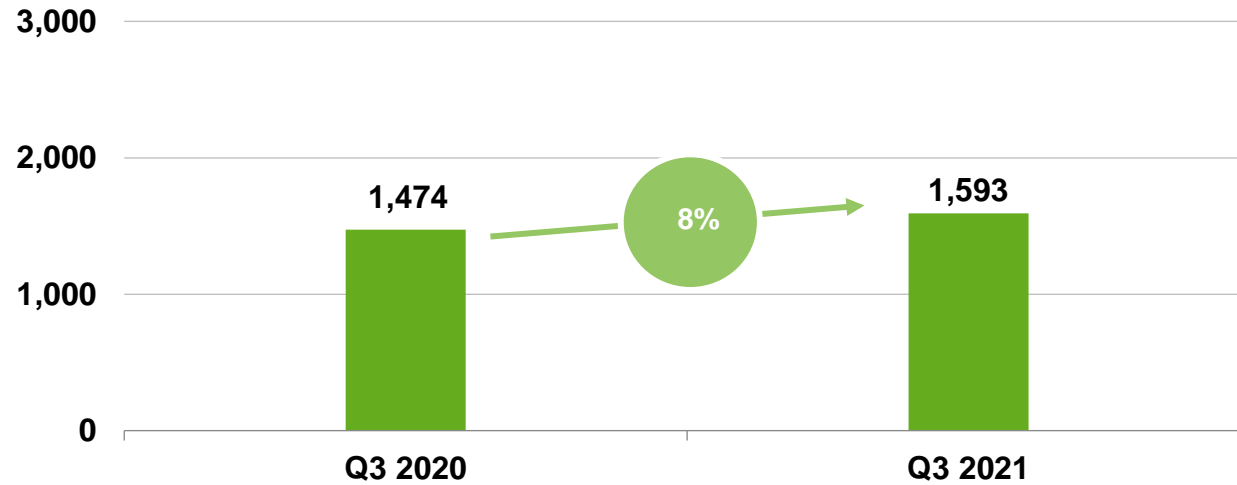
BASF Group Q3 2021: Volume growth across most segments; Surface Technologies impacted by semiconductor shortage

Volume development by segment
 Q3 2021 vs. Q3 2020
 absolute (million €) terms

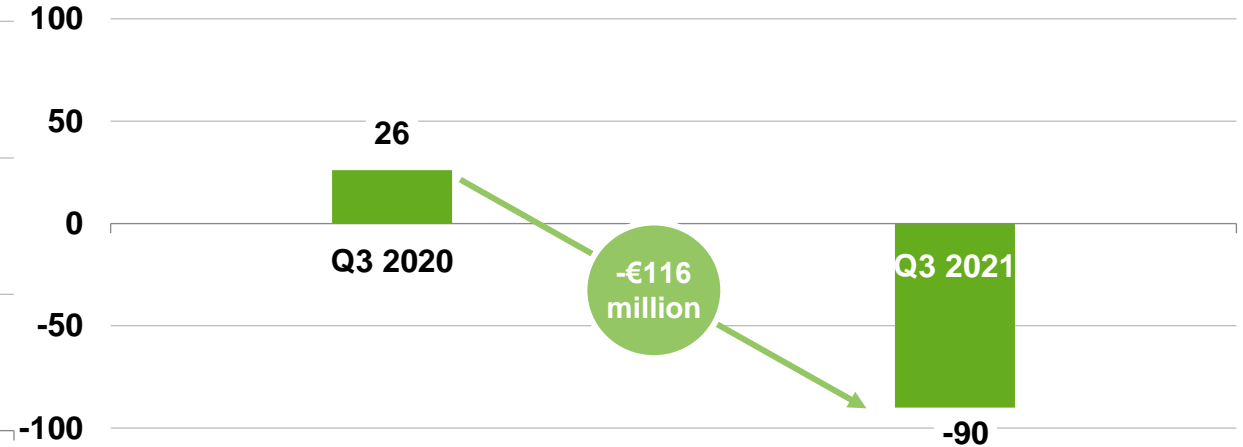


Agricultural Solutions: Considerably higher sales; EBIT before special items lower due to higher raw material, logistics and fixed costs

Sales Q3 2021 vs. Q3 2020
million €



EBIT before special items
million €



Sales development	Volumes	Prices	Portfolio	Currencies
Q3 2021 vs. Q3 2020	↑ 7%	↑ 1%	0%	0%

BASF differentiates versus peers with four strategic levers



Innovation



Digital



Sustainability



Customer experience

The EU Green Deal aims to accelerate the transition to a sustainable food system

Sustainable agriculture

- Reduce use and risk of chemical plant protection by 50% by 2030
- Reduce nutrient losses and reduce fertilizer use by at least 20% by 2030
- Achieve 25% of organic farming by 2030
- Establish certification rules and payments for carbon removals in agriculture

Food loss and waste prevention

- Prevent food losses at production level

Enabling the transition in agriculture and food

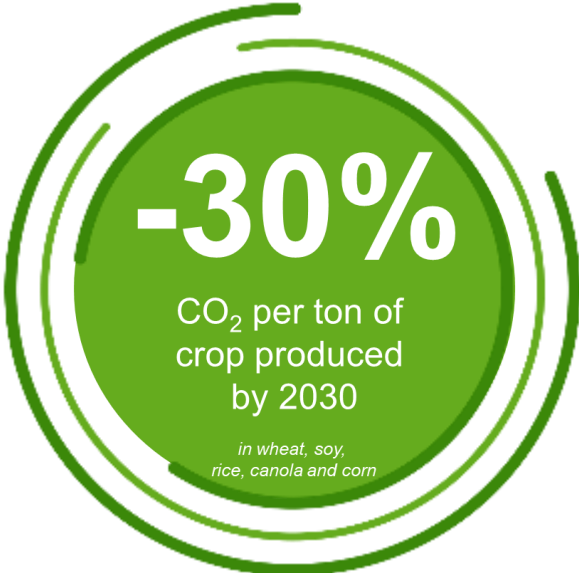
- Promote effective agricultural knowledge and innovation systems
- Support a global move towards sustainable food systems by EU policies
- Invest €10 billion in research and innovation (e.g., agriculture, bioeconomy)

EU Green Deal will redefine how we generate value from farm to fork.



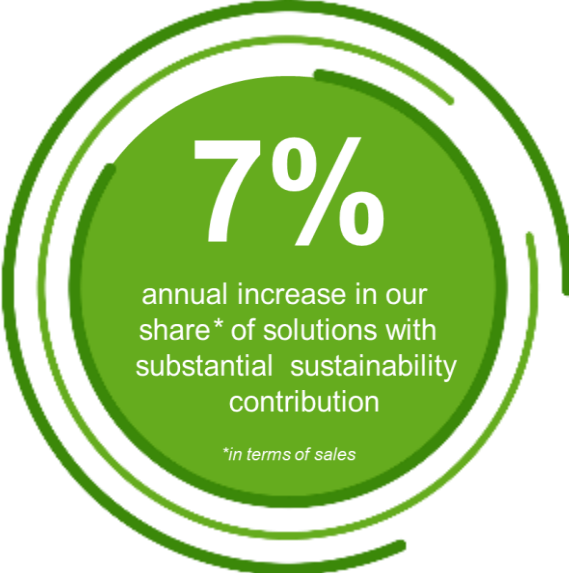
Our sustainability commitments as a leader in agriculture

Climate Smart Farming



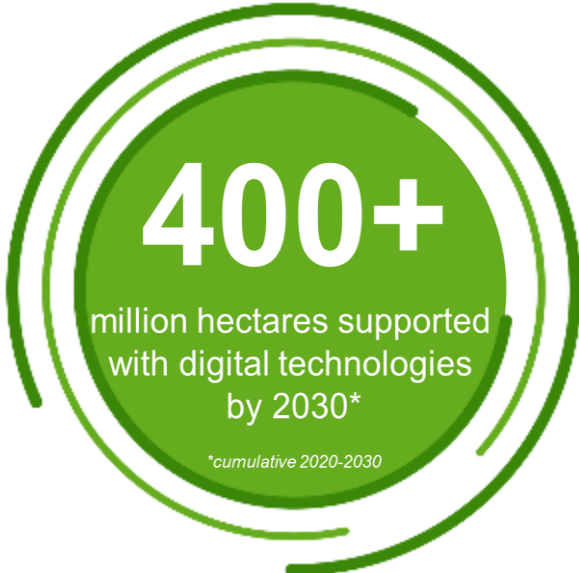
Supporting farmers to become more **carbon efficient** and **resilient** to volatile weather conditions

Sustainable Solutions



Steering our portfolio systematically to increase the share of **sustainable solutions** we bring to farmers year by year

Digital Farming



Helping farmers to grow **profitably** and reduce their **environmental footprint**

Smart Stewardship



Striving for zero farming incidents that impact human health and the environment

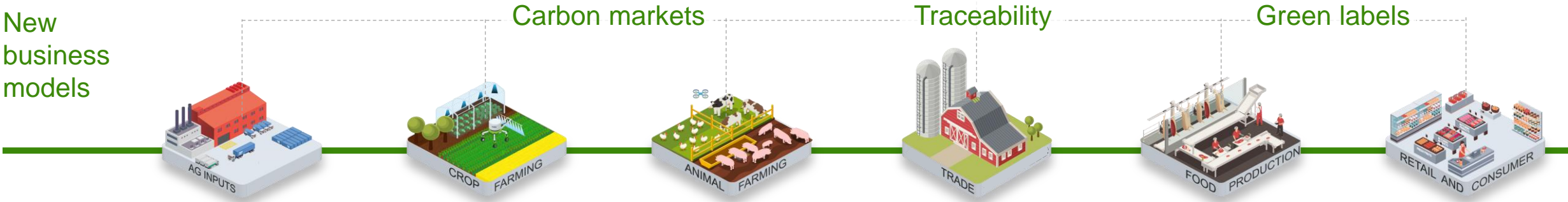
The EU Green Deal will be a driver for innovations in future markets

Farm to Fork: Sustainable Agriculture





Building on our innovation power, we strive to unlock new growth potential.

The Farm to Fork strategy presents opportunities for collaboration and new value enhancing business models in the food value chain



BASF portfolio and pipeline

 Seed & Traits	 Nitrogen use efficiency	 Carbon management	
 Chemical crop protection	 Biologicals	 Digital/precision agriculture	 Feed additives for AGP replacement
			 Digital/precision livestock farming

Given the breadth of its portfolio, BASF is in a unique position to realize new business models along the food value chain.



Our approach: From individual products to holistic systems solutions – to create the best offer for our customers

xarvio® to support farmers in reducing crop risk and optimizing production while reducing inputs

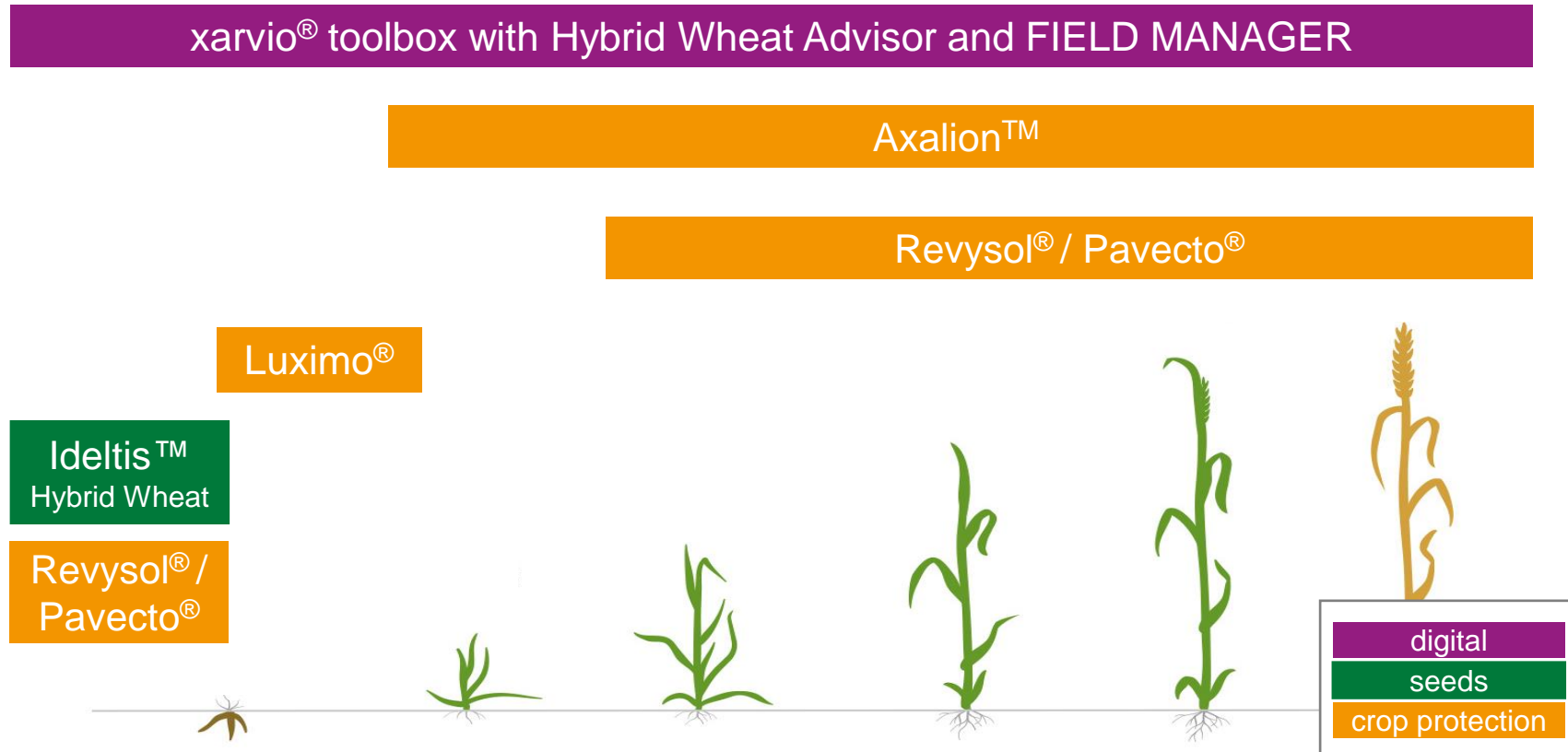
Nitrification inhibitors to enable higher yield, while reducing GHG emissions. Strengthened by new NIs¹ from **2025** onwards



Ideltis™ hybrid wheat to give farmers new opportunities to increase yield and improve yield stability from **2025** onwards

Innovative crop protection products to protect yield

With its innovations, BASF offers integrated solution for sustainable management of Crop Systems



Seeds

Market positioning

1. Sowing rate
2. Sowing window

Seeds and crop protection

1. Seed treatment
2. Blackgrass control
3. Growth regulator strategy
4. Disease management

Seeds and digital tools

Large-scale trials with intra-field variable sowing rate

A holistic approach to problem-solving and delivering solutions for wheat farmers

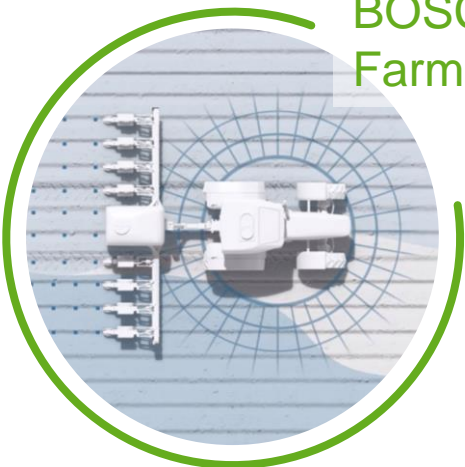
Ideltis™ hybrid wheat will deliver key benefits for farmers and for the environment

- BASF unlocks the full potential of wheat through a global breeding platform adapted to specific local needs
- Enables greater and more stable yield even under difficult conditions such as droughts
- Delivering disease resistance to protect both yield and quality at farm level
- Ensures more consistent quality and desired protein content
- Registration in selected markets in progress

Advancing one of the world's most important crops, for today's wheat farmers and for generations to come



Multi-pronged approach to push digitalization across the segment



BOSCH BASF Smart Farming GmbH



xarvio®
HEALTHY FIELDS

Joint venture for smart farming solutions

- Sales and marketing of unique hard- and software in customized bundles
- Smart Spraying expected to be launched in Brazil in 2022, followed by Europe and North America
- Herbicide volume savings of up to 70% are achievable using Smart Spraying

Outcome-based business model

- Tailored field and season-specific crop protection strategy
- Guarantees plant health and enables to achieve agreed yield forecast
- Winner of Crop Science Award 2020 for “Best Innovation in Digital Farming Technology”

BASF is fully enabled to offer innovative solutions with strong brands in all indications and sectors¹

Portfolio

Seeds & traits



LibertyLink[®]

Seed treatment

Standak[®] Top



Nodulator[®] PRO



Crop protection

Basta[®]

Inscalis[®]

Revysol[®]

Liberty[®]

Initium[®]

Nealta[®]

Kixor[®]

F500[®]

Engenia[®]

Finale[®]

Xemium[®]

Digital farming



Pipeline



Teraxxa[™]

Relenya[®]

Luximo[®]

Axalion[™]

Pavecto[®]

Bosch BASF Smart Farming



We create chemistry