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 157 to 167 of the BASF Report 2022. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.
Agenda

1. At a glance
2. Q3 2023 reporting and financing highlights
3. Measures to increase competitiveness
4. Pushing the transition to a sustainable economy
5. Unique position to capture growth in Asia
6. Battery materials driving electromobility and growth
**What is driving BASF’s future growth?**

Global trends provide opportunities for growth in the chemical industry

<table>
<thead>
<tr>
<th>Population growth:</th>
<th>+22%</th>
<th>2022 to 2050</th>
</tr>
</thead>
<tbody>
<tr>
<td>Driven by the emerging markets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>China the largest chemical market:</th>
<th>~55%</th>
<th>by 2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share of global chemical market</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Digitalization:</th>
<th>660 zettabytes in 2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rapid growth in volume of data</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Climate change:</th>
<th>~70%</th>
<th>by 2050</th>
</tr>
</thead>
<tbody>
<tr>
<td>Required reduction of greenhouse gas emissions to achieve the 2°C goal</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Electromobility:</th>
<th>~22%</th>
<th>per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growing demand for battery materials</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Circular economy:</th>
<th>~200 million metric tons per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-recycled plastic waste worldwide</td>
<td></td>
</tr>
</tbody>
</table>

Sources: UN, IEA, Conversio, UBS Foresight, BASF
## Unique position to deliver long-term value

<table>
<thead>
<tr>
<th>Unique Verbund concept</th>
<th>Industry-leading innovation platform</th>
<th>Strong and expanding local presence in fast growing Asian market</th>
<th>Creating value to society and contributing to a sustainable development</th>
<th>Progressive dividend policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 Verbund sites globally</td>
<td>€2.3 billion R&amp;D expenses in 2022</td>
<td>2 Verbund sites already</td>
<td>Target: 25% CO₂ emission reduction by 2030 (compared with 2018)</td>
<td>Practice to increase the dividend per share each year, or at least maintain it at the previous year’s level</td>
</tr>
<tr>
<td>239 production sites worldwide in total</td>
<td>~10,000 employees in R&amp;D</td>
<td>~70 production sites</td>
<td>We aim to achieve net zero CO₂ emissions by 2050</td>
<td>Dividend of €3.40 per share for 2022</td>
</tr>
<tr>
<td>6.2 million metric tons of CO₂ avoided globally in 2022</td>
<td>Sales of ~€12 billion in 2022 with products launched during last 5 years</td>
<td>€21.8 billion sales in 2022</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 Sales in Asia Pacific by location of customer. Only includes sales from BASF entities fully consolidated according to IFRS 10/11

2 Scope 1 and Scope 2 (excluding the sale of energy to third parties, including offsetting). The target includes greenhouse gases according to the Greenhouse Gas Protocol, which are converted into CO₂ equivalents (CO₂e).
The BASF Group’s segments

**Chemicals**
The Chemicals segment supplies BASF’s other segments and customers with basic chemicals and intermediates.
- Sales 2022: €14,895 million
- EBIT before specials items 2022: €1,956 million

**Materials**
The Materials segment offers advanced materials and their precursors for the plastics and plastics processing industries.
- Sales 2022: €18,443 million
- EBIT before specials items 2022: €1,840 million

**Industrial Solutions**
The Industrial Solutions segment develops and markets ingredients and additives for industrial applications.
- Sales 2022: €9,992 million
- EBIT before specials items 2022: €1,091 million

**Surface Technologies**
The Surface Technologies segment offers chemical solutions for surfaces and automotive coatings, as well as battery materials and catalysts.
- Sales 2022: €21,283 million
- EBIT before specials items 2022: €902 million

**Nutrition & Care**
The Nutrition & Care segment produces ingredients and solutions for consumer applications such as human and animal nutrition, and home and personal care.
- Sales 2022: €8,066 million
- EBIT before specials items 2022: €618 million

**Agricultural Solutions**
The Agricultural Solutions segment is an integrated provider of seeds, crop protection and digital solutions for the agricultural sector.
- Sales 2022: €10,280 million
- EBIT before specials items 2022: €1,220 million

Other not depicted on the slide: Sales 2022: €4,368 million, EBIT before special items 2022: -€749 million
Our unique Verbund concept is one of BASF’s greatest assets with multiple benefits strengthening the portfolio

**Production**
- 6.2 million metric tons of CO₂ emissions avoided globally in 2022
- Integration enables drop-in solutions for bio-based and recycled feedstock for low-carbon products

**Value chains**
- Ensure competitive supply of key raw materials and products to all segments while avoiding CO₂ emissions

**Technologies**
- Leverage technological advantages and innovation across all segments
- Unique expertise in developing and integrating new, low-emission technologies

**Markets**
- Create customer relevance through size and broad portfolio

**Digitalization**
- Harvest the advantages offered by digitalization across BASF, for example, by calculating product carbon footprints
We operate close to our customers in all regions worldwide

North America
Sales (million €) 23,869
Employees 16,036

Asia Pacific
Sales (million €) 21,823
Employees 20,452

South America, Africa, Middle East
Sales (million €) 7,712
Employees 7,035

Europe
Sales (million €) 33,922
Employees 67,958

BASF sales by industry 2022
Direct customers
- >20% Chemicals and plastics | Transportation (respectively)
- 10–20% Agriculture | Consumer goods (respectively)
- <10% Construction | Electronics | Energy and resources | Health and nutrition (respectively)
Priorities for the use of cash

1. **Organic growth**
   - Capex budget for 2023 to 2027 reduced to €24.8 billion (original capex budget: €28.8 billion)
   - Around €2.3 billion in R&D expenses per year

2. **Progressive dividend**
   - Practice to increase the dividend per share each year, or at least maintain it at the previous year’s level
   - Strong balance sheet and high equity ratio\(^1\) support dividend policy

3. **Portfolio management**
   - Strengthen portfolio through selective M&A opportunities while maintaining price discipline
   - Focus the portfolio with continued pruning measures

4. **Share buybacks**
   - Share buybacks are part of our toolbox but currently not being used
   - Between January 2022 and February 2023 own shares were repurchased for ~€1.4 billion

\(^1\) As of September 30, 2023: 48.8%
Increased focus on capex efficiency: Capex will be reduced by ~€4.0 billion in the period from 2023 to 2027

Capex budget
Billion €, 2023–2027

- Capex budget of €28.8 billion for 2023 to 2027 originally communicated in February 2023 will be reduced to €24.8 billion
- In 2023, capex will be reduced by ~€1.0 billion – from €6.3 billion to €5.3 billion
- Capex for 2024 to 2027 will be reduced by ~€3.0 billion
- In February 2024, we will present the new capex budget for the planning period from 2024 to 2028
Preparing for the future: BASF’s Verbund site project in Zhanjiang is well on track

Project execution on time and in budget

- Second downstream plant (TPU) successfully started up in September 2023
- Construction activities stepped up, with currently more than 15,000 construction workers on site every day
- Stringent project execution; favorable sourcing environment in China is leveraged

Attractive financing conditions in China

- We are financing the Zhanjiang Verbund site with a combination of equity (20%) and debt (80%)
- Equity funded by dividends from existing BASF Group companies in China
- Debt financing will be based on the Chinese capital market and local bank financing
Third and final phase of the MDI expansion project at the Verbund site in Geismar, Louisiana, is fully on track

- Additional upstream units and a splitter to increase production capacity to approximately 600,000 metric tons per year by 2026
- Investment of $780 million in final expansion phase (2022–2025)
- Including the first and second phases, the MDI expansion project is BASF’s largest wholly owned investment in the United States

BASF and Yara evaluate low-carbon blue ammonia project

- Joint study to develop and construct a world-scale low-carbon blue ammonia production facility with carbon capture in the U.S. Gulf Coast region
- Feasibility study of a plant with a total annual capacity of 1.2 to 1.4 million tons
- Approximately 95% of the CO₂ generated from the production process is aimed to be captured and permanently stored in the ground
- Project underlines BASF’s commitment to drive the sustainable transformation of the chemical industry
Preparing for the future: BASF is the first company to establish a co-located battery materials and recycling center in Europe

- BASF is the first company to establish a co-located battery materials and recycling center and close the loop in the European battery value chain
- New plant is first production facility for high-performance cathode active materials (CAM) in Germany and first fully automated large-scale CAM production facility in Europe
- Supply of products tailored to the specific needs of cell manufacturers and automotive OEMs in Europe; plant fully sold out for the next years
- Construction of a world-class battery recycling plant to produce black mass already started; production expected to begin in 2024
- With these investments, BASF is supporting the European market and at the same time enabling faster growth for its global business
BASF’s industry-leading innovation platform ensures long-term organic growth

R&D expenses 2022

Corporate research, Other
17%

Agricultural Solutions
41%

€2,298 million

Key facts 2022

- R&D expenses to sales ratio 2.6%
- Commitment to R&D with annual spending of ~€2.3 billion
- ~10,000 employees in R&D
- ~1,013 new patents filed in 2022
- Research Verbund: Academic Research Alliances are complemented by cooperations with ~220 universities and research institutes
- ~€12 billion sales generated from R&D activities with products launched during last 5 years
- Peak sales potential of BASF’s Agricultural Solutions innovation pipeline of >€7.5 billion between 2022 and 2032
We have consistently refocused our portfolio toward innovative growth businesses

### Acquisitions
- Functional crop care
- Personal care and food ingredients
- Omega-3 fatty acids
- Enzymes
- Battery materials
- Specialty plastics
- Refinish coatings
- Surface treatment
- Seeds and crop protection
- Polyamide business

~€9.5 billion sales in emerging and innovation-driven businesses

### Divestitures
- Styrenics
- Fertilizers
- Natural gas trading and storage
- Custom synthesis business
- Textile chemicals
- Polyolefin catalysts
- Industrial coatings
- Leather chemicals
- Water and paper chemicals
- Oil & gas
- Construction chemicals
- Pigments business

~€30.0 billion sales in businesses with decreased differentiation potential
Status update on Wintershall Dea

- BASF stands by its strategic goal of selling its 72.7% share in Wintershall Dea and continues to evaluate monetization options
- Wintershall Dea is currently in the process of legally separating its Russia-related business; the separation is planned to be completed by mid-2024
- Federal investment guarantees in place for Russian assets
- For the business year 2022, BASF received ~€290 million as common dividend from Wintershall Dea
- Wintershall Dea is adjusting its company structure:
  - Annual cost savings of €200 million planned
  - Management board reduced from five to three members
  - Reduction of around 500 jobs company-wide expected
Outlook 2023 for BASF Group

### Outlook 2023

<table>
<thead>
<tr>
<th></th>
<th>€73 billion – €76 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>€4.0 billion – €4.4 billion</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>6.5% – 7.1%</td>
</tr>
<tr>
<td>ROCE</td>
<td>17.0 – 17.6 million metric tons</td>
</tr>
</tbody>
</table>

### Underlying assumptions

- Growth in gross domestic product: 2.0%
- Growth in industrial production: 1.0%
- Growth in chemical production: 0.0%
- Average euro/dollar exchange rate: $1.10 per euro
- Average annual oil price (Brent crude): $80 per barrel
What BASF stands for

- Competitive advantages through **flexible Verbund concept** for integrated production
- Strategic focus on **local production for local markets** and on **high-growth market segments**, e.g., battery materials
- Industry leader in **shaping the transformation to net zero CO₂ emissions** with an ambitious carbon management program
- **Powerful innovation** across a broad range of technologies to provide solutions for various customer industries and to increase our productivity
- Diverse team of **committed, capable and creative employees**
- Long-term shareholder **value creation** and **attractive dividend**

We create chemistry for a sustainable future
Agenda

1. At a glance

2. Q3 2023 reporting and financing highlights

3. Measures to increase competitiveness

4. Pushing the transition to a sustainable economy

5. Unique position to capture growth in Asia

6. Battery materials driving electromobility and growth
Q3 2023: BASF’s EBIT before special items of €575 million is in line with average analyst estimates

- In Q3 2023, sales declined by 28.3% to €15.7 billion, mainly due to lower prices and volumes
- BASF’s volumes declined considerably compared with Q3 2022 across almost all customer industries
- In Q3 2023, volumes declined by 3% compared with Q2 2023
- Earnings in the Agricultural Solutions and Surface Technologies segments increased compared with Q3 2022
- Overall, EBIT before special items declined by €772 million compared with Q3 2022 and amounted to €575 million, in line with average analyst estimates of €601 million\(^1\)

\(^1\) Average analyst estimates compiled by Vara on behalf of BASF on October 9, 2023
BASF Group Q3 2023 and Q1–Q3 2023: Financial figures

<table>
<thead>
<tr>
<th>Financial figures</th>
<th>Q3 2023</th>
<th>Change</th>
<th>Q1–Q3 2023</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Million €</td>
<td>%</td>
<td>Million €</td>
<td>%</td>
</tr>
<tr>
<td>Sales</td>
<td>15,735</td>
<td>-28.3</td>
<td>53,031</td>
<td>-22.0</td>
</tr>
<tr>
<td>EBITDA before special items</td>
<td>1,545</td>
<td>-33.5</td>
<td>6,354</td>
<td>-32.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,363</td>
<td>-39.6</td>
<td>6,081</td>
<td>-35.0</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>575</td>
<td>-57.3</td>
<td>3,514</td>
<td>-46.0</td>
</tr>
<tr>
<td>EBIT</td>
<td>394</td>
<td>-69.6</td>
<td>3,235</td>
<td>-49.7</td>
</tr>
<tr>
<td>Net income from shareholdings</td>
<td>-245</td>
<td>.</td>
<td>30</td>
<td>.</td>
</tr>
<tr>
<td>Net income</td>
<td>-249</td>
<td>.</td>
<td>1,812</td>
<td>-57.1</td>
</tr>
</tbody>
</table>
Strong cash flow generation in Q3 2023

Q3 2023 vs. Q3 2022

- **Cash flows from operating activities** improved by €384 million to €2.7 billion
- Increased focus on **reducing inventory levels** pays off; **changes in net working capital** led to a cash inflow of €1.9 billion
- **Payments made for property, plant and equipment and intangible assets** rose by €215 million to €1.2 billion
- **Free cash flow increased** by €170 million to €1.5 billion
### Strong balance sheet

#### Balance sheet September 30, 2023, vs. December 31, 2022

<table>
<thead>
<tr>
<th></th>
<th>Billion € Sep. 30, 2023</th>
<th>Billion € Dec. 31, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Accounts receivable, trade</strong></td>
<td>11.8</td>
<td>12.1</td>
</tr>
<tr>
<td><strong>Inventories</strong></td>
<td>15.1</td>
<td>16.0</td>
</tr>
<tr>
<td><strong>Noncurrent assets</strong></td>
<td>48.2</td>
<td>47.1</td>
</tr>
<tr>
<td><strong>Other assets</strong></td>
<td>5.0</td>
<td>6.6</td>
</tr>
<tr>
<td><strong>Liquid funds</strong></td>
<td>2.5</td>
<td>2.7</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>82.6</strong></td>
<td><strong>84.5</strong></td>
</tr>
<tr>
<td><strong>Financial debt</strong></td>
<td><strong>20.9</strong></td>
<td><strong>24.6</strong></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td><strong>40.3</strong></td>
<td><strong>40.9</strong></td>
</tr>
</tbody>
</table>

- **Total assets** decreased by €1.9 billion to €82.6 billion
- **Net debt** amounted to €18.9 billion – an increase compared with year-end 2022 but a decrease compared with June 30, 2023
- **Equity ratio**: 48.8% (Dec. 31, 2022: 48.4%)
- BASF has **good credit ratings\(^1\)**, especially compared with competitors

---

Well-balanced financing instruments

as of September 30, 2023

BASF’s liquidity position
- €2.5 billion cash and cash equivalents\(^1\) (as of September 30, 2023)

BASF’s financing facilities
- US$12.5 billion commercial paper program (for short-term debt financing)
- €20 billion debt issuance program (for long-term debt financing)
- €6 billion broadly syndicated backup line (maturing in 2026)

BASF’s rating target: solid A rating

---

\(^1\) Including marketable securities; \(^2\) Fitch: November 8, 2023, Moody’s: September 4, 2023, S&P: August 2, 2023
Well-balanced bond and corporate loan maturity profile

Profile as of September 30, 2023
Billion €

Bonds/loans outstanding September 30, 2023
### Chemicals

**Sales Q3 2023 vs. Q3 2022**

Million €

<table>
<thead>
<tr>
<th></th>
<th>Numbers</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intermediates</td>
<td>697</td>
<td>-32%</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td>1,733</td>
<td>-37%</td>
</tr>
<tr>
<td>Total Sales</td>
<td>€2,430</td>
<td>-36%</td>
</tr>
</tbody>
</table>

**EBIT before special items**

Million €

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBIT</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3</td>
<td>323</td>
<td></td>
</tr>
<tr>
<td>Q4 (2022)</td>
<td>-79</td>
<td></td>
</tr>
<tr>
<td>Q1</td>
<td>241</td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td>202</td>
<td></td>
</tr>
<tr>
<td>Q3</td>
<td>47</td>
<td></td>
</tr>
</tbody>
</table>

**Sales development**

Q3 2023 vs. Q3 2022

<table>
<thead>
<tr>
<th>Category</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2023 vs. Q3 2022</td>
<td>↓ -9.9%</td>
<td>↓ -22.9%</td>
<td>-</td>
<td>↓ -3.2%</td>
</tr>
</tbody>
</table>
Materials

Sales Q3 2023 vs. Q3 2022
Million €

<table>
<thead>
<tr>
<th>Monomers</th>
<th>€1,584</th>
<th>-35%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance Materials</td>
<td>€1,765</td>
<td>-22%</td>
</tr>
</tbody>
</table>

€3,349 -29%

Sales development
Q3 2023 vs. Q3 2022
-5.7%

Volumes

Prices
-18.6%

Portfolio
-

Currencies
-4.7%

EBIT before special items
Million €

<table>
<thead>
<tr>
<th>Q3 2022</th>
<th>Q4 2022</th>
<th>Q1 2023</th>
<th>Q2 2023</th>
<th>Q3 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>277</td>
<td>144</td>
<td>243</td>
<td>265</td>
<td>158</td>
</tr>
</tbody>
</table>

2022 - 2023
## Industrial Solutions

### Sales Q3 2023 vs. Q3 2022

<table>
<thead>
<tr>
<th>Million €</th>
<th>Q3 2023 vs. Q3 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance</td>
<td>-31%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>-28%</td>
</tr>
<tr>
<td>Dispersions &amp; Resins</td>
<td>-25%</td>
</tr>
<tr>
<td>Total</td>
<td>€1,948</td>
</tr>
</tbody>
</table>

### EBIT before special items

<table>
<thead>
<tr>
<th>Million €</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2 2023</th>
<th>Q3 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>299</td>
<td>120</td>
<td>216</td>
<td>124</td>
<td>122</td>
</tr>
</tbody>
</table>

### Sales development

<table>
<thead>
<tr>
<th>Q3 2023 vs. Q3 2022</th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>-11.3%</td>
<td>-9.7%</td>
<td>-2.4%</td>
<td>-4.1%</td>
<td></td>
</tr>
</tbody>
</table>
Surface Technologies

Sales Q3 2023 vs. Q3 2022
Million €

Sales development

<table>
<thead>
<tr>
<th></th>
<th>Q3 2023 vs. Q3 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volumes</td>
<td>-11.0%</td>
</tr>
<tr>
<td>Prices</td>
<td>-11.1%</td>
</tr>
<tr>
<td>Portfolio</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Currencies</td>
<td>-4.9%</td>
</tr>
</tbody>
</table>

EBIT before special items
Million €

<table>
<thead>
<tr>
<th></th>
<th>Q3 2022</th>
<th>Q4 2022</th>
<th>Q1 2023</th>
<th>Q2 2023</th>
<th>Q3 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catalysts</td>
<td>2,781</td>
<td>-34%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Coatings</td>
<td>1,106</td>
<td>-1%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Nutrition & Care

### Sales Q3 2023 vs. Q3 2022

<table>
<thead>
<tr>
<th></th>
<th>Million €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nutrition &amp; Health</td>
<td>530</td>
</tr>
<tr>
<td>Care Chemicals</td>
<td>1,158</td>
</tr>
</tbody>
</table>

- Nutrition & Health: €1,688, -20%
- Care Chemicals: €1,158, -24%

### EBIT before special items

<table>
<thead>
<tr>
<th>Year</th>
<th>Million €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3</td>
<td>180</td>
</tr>
<tr>
<td>Q4</td>
<td>-19</td>
</tr>
<tr>
<td>Q1</td>
<td>82</td>
</tr>
<tr>
<td>Q2</td>
<td>33</td>
</tr>
<tr>
<td>Q3</td>
<td>-15</td>
</tr>
</tbody>
</table>

### Sales development

<table>
<thead>
<tr>
<th></th>
<th>Volumes</th>
<th>Prices</th>
<th>Portfolio</th>
<th>Currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2023 vs. Q3 2022</td>
<td>↓ -6.3%</td>
<td>↓ -10.7%</td>
<td>-</td>
<td>↓ -3.6%</td>
</tr>
</tbody>
</table>

2022

2023
Agricultural Solutions

Sales Q3 2023 vs. Q3 2022
Million €

-19%

EBIT before special items
Million €

Sales development
Q3 2023 vs. Q3 2022  -18.7%
Volumes
Prices
Portfolio
Currencies
-4.8%
## Review of “Other”

<table>
<thead>
<tr>
<th>Financial figures</th>
<th>Q3 2023</th>
<th>Q3 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Million €</td>
<td>Million €</td>
</tr>
<tr>
<td>Sales</td>
<td>689</td>
<td>1,153</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>-46</td>
<td>22</td>
</tr>
<tr>
<td>of which</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Costs of corporate research</td>
<td>-59</td>
<td>-73</td>
</tr>
<tr>
<td>Costs of corporate headquarters</td>
<td>-54</td>
<td>-65</td>
</tr>
<tr>
<td>Foreign currency results, hedging and other measurement effects</td>
<td>3</td>
<td>38</td>
</tr>
<tr>
<td>Other businesses</td>
<td>0</td>
<td>7</td>
</tr>
<tr>
<td>Special items</td>
<td>-37</td>
<td>-5</td>
</tr>
<tr>
<td>EBIT</td>
<td>-83</td>
<td>17</td>
</tr>
</tbody>
</table>
Agenda

1. At a glance
2. Q3 2023 reporting and financing highlights
3. Measures to increase competitiveness
4. Pushing the transition to a sustainable economy
5. Unique position to capture growth in Asia
6. Battery materials driving electromobility and growth
Increasing competitiveness: Together with initiatives in global service units on track to reduce annual costs by ~€1.1 billion by end of 2026

- Expected annual cost savings increased to: >€600 million\(^1\) (from >€500 million) by the end of 2024 and >€700 million by the end of 2026
- Estimated affected positions: ~2,600\(^2\)

\(^1\) Annual run rate of >€300 million confirmed to be achieved by the end of 2023
\(^2\) Net effect; this figure includes new positions to be created, in particular in hubs
Adaptation of Verbund structures in Ludwigshafen to improve the competitiveness of the site; measures to be concluded by end of 2026

<table>
<thead>
<tr>
<th>Affected production assets</th>
<th>Fixed cost reduction</th>
<th>Natural gas demand</th>
<th>Power demand</th>
<th>CO₂ emissions¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>10% of the asset replacement value at the site</td>
<td>&gt;€200 million per year</td>
<td>-4.8 TWh/a (~15% of 2021)</td>
<td>-0.7 TWh/a (~11% of 2021)</td>
<td>-0.9 Mt/a (~12% of 2021)</td>
</tr>
</tbody>
</table>

Expected affected positions: ~700

¹ Expected Scope 1 and Scope 2 emission reduction for BASF SE
Technical optimization and substitution have significantly reduced the overall natural gas demand at the Ludwigshafen site.

Gas supply threshold in % based on average consumption in 2021

- Spring 2022: ~50%
- End of 2022: ~30%
- End of 2023: Further reduction

**Measures implemented in 2023**

- Conversion of two gas turbines in combined heat and power plants to allow operation with either gas or fuel oil
- Natural gas saving measures have been implemented in production facilities, e.g., using the by-product ethane from our steam crackers to feed our acetylene plant

**Measures to be implemented by end of 2024**

- Accelerate access to renewable energy
- Invest in green hydrogen production (electrolyzer)
- Continue procurement of LNG and secure access to terminal capacities
- Continue flexible switch between power import and own production
Our commitments to reaching the Paris Climate Agreement

2030
25% CO₂ emissions reduction (compared with 2018)¹

2050
net zero CO₂ emissions¹
No downstream decarbonization without upstream decarbonization

BASF greenhouse gas emissions 2018
Million metric tons per year

Global GHG emissions
Scope 1+2

Energy production

Electric power
Grey-to-green

Steam
Power-to-steam

Chemical production

Upstream
New technologies

Downstream
Bio-based feedstocks

Continuous opex

1 Includes emissions from process energy
2 Operational excellence measures
Our roadmap is backed by robust calculations and solid planning

Projected BASF greenhouse gas emissions
Million metric tons CO₂ equivalents

- Baseline 2018: 21.9
- Target 2030: 16.4
- Projected emissions without mitigation 2018

Lower CO₂ emissions already materialized until 2020

- 11 million tons of CO₂ avoided annually by 2030

Technology-based CO₂ abatement projects
Grey-to-green (including RECs)
Opex
Switching our power to renewable energy will be the main driver of emission reduction until 2025

BASF global power demand and renewable supply projection
Terawatt hours

- BASF aims to source more than 60% of its power needs from renewable sources by 2030
- BASF power consumption expected to increase strongly due to electrification on our journey to net zero
- BASF pursues a make-and-buy strategy to secure access to renewable power
- Early investments in renewable power assets expected to offer advantageous economics in the future

BASF global power demand and renewable supply projection
Terawatt hours

- 2022: 16% of demand covered with renewables
- 2030 projection: >60% of demand covered with renewables
- 2040: x2-3

Grey energy
Green energy
Additional need for green energy for electrification, depending on availability
Construction started on world’s first demonstration plant for large-scale electrically heated steam cracker furnaces

- Construction of demonstration plant started at Ludwigshafen Verbund site in cooperation with SABIC and Linde
- Potential to reduce process-related emissions by at least 90%
- Supported by German Federal Ministry for Economic Affairs and Climate Action and funded by the European Union
- Startup of the demonstration plant planned for 2023
We have built an industry-leading system enabling us to provide product carbon footprints calculated with a certified digital solution.

**Scope 3**
Emissions caused by suppliers and generation of raw materials

**Scope 1 + 2**
Emissions caused by own operations

- TÜV-certified
- Meets ISO standards
- Calculates product carbon footprints cradle-to-gate

Customer benefits:
- Transparency on CO₂ emissions
- Identification of main reduction levers
- Certified software
- Transparent documentation

---

1. Energy generation and chemical processes
2. ISO 14067:2018
We create transparency on the CO₂ emissions of our raw materials as an important step in reducing BASF’s Scope 3 emissions

BASF’s CO₂e emissions from raw material purchase 2022

- BASF is supporting various initiatives to develop and establish workable standards for the chemical industry
- Supplier CO₂ Management Program rolled-out in 2021 to collect specific PCFs and align on reduction targets
- More than 1,300 suppliers have been approached since starting the program, accounting for 60% of Scope 3 emissions¹
- Collaboration through knowledge sharing on PCF calculation methodology ongoing to ensure engagement and quality of data
- First suppliers have committed to reducing their emissions
- BASF will make PCFs a buying criterion to ensure PCF reduction of its sales products

Total 49 million metric tons¹

60% addressed by outreach

¹ GHG protocol Scope 3.1: purchased goods and services: 51 million tons CO₂e, thereof 49 million tons purchased raw materials
BASF’s Circular Economy Program: Targets

- 250,000 metric tons of circular feedstock by 2025
- Double circular sales to €17 billion by 2030
- Prioritize related capex, M&A, R&D
From a linear to a more circular economy – BASF contribution: ChemCycling™

ChemCycling™
+ can handle mixed plastic waste
+ produces virgin-grade materials
+ replaces virgin fossil resources
+ CO₂ emissions prevented¹

Creating value from waste
- BASF works with technology partners specialized in converting mixed plastic waste and end-of-life tires into liquid feedstock (pyrolysis oil)
- The recycled raw material is fed into BASF’s value chains
- Pyrolysis oil is used to produce mass-balanced Cycled™ materials for industries like automotive, packaging and textiles

Linear economy
- Incineration
- Landfill
- Littering

Mechanical recycling

¹ Compared to conventional plastic production and incineration of plastic waste
BASF in sustainability ratings and rankings

**MSCI ESG Research**
In 2023, BASF was rated A. The analysts highlighted that BASF is present in clean tech markets and has a robust carbon mitigation and water reduction strategy.

**CDP Disclosure Leadership**
In 2022, BASF achieved scores of A in “Water” and A- in “Climate” and “Forests,” thus attaining leadership status in all categories we are participating in.

**Morningstar Sustainalytics**
BASF belongs to the best category for “diversified chemicals” with a medium ESG risk and was recognized for its strong risk management, e.g., in the areas of CO₂ emissions, wastewater and waste as well as occupational health and safety.

**FTSE4Good Global Index**
BASF was again included in the FTSE4Good Global Index in 2023.

**ISS ESG**
In 2023, BASF held its Prime Status (B-), being among the top decile rank of the companies assessed.
Agenda

1. At a glance
2. Q3 2023 reporting and financing highlights
3. Measures to increase competitiveness
4. Pushing the transition to a sustainable economy
5. Unique position to capture growth in Asia
6. Battery materials driving electromobility and growth
China is the major growth driver for global chemical production: ~80% of growth will come from Greater China by 2030

Real chemical production¹

<table>
<thead>
<tr>
<th>Region</th>
<th>2022</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greater China</td>
<td>2.2</td>
<td>3.0</td>
</tr>
<tr>
<td>South America</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td>Middle East, Africa</td>
<td>0.1</td>
<td>0.2</td>
</tr>
<tr>
<td>Rest of Asia Pacific</td>
<td>0.6</td>
<td>0.7</td>
</tr>
<tr>
<td>North America</td>
<td>0.6</td>
<td>0.7</td>
</tr>
<tr>
<td>Europe</td>
<td>0.7</td>
<td>0.1</td>
</tr>
</tbody>
</table>

CAGR 2.5%

Share of absolute chemical production growth by region %

- Greater China: 81%
- South America: 2%
- Middle East, Africa: 4%
- Rest of Asia Pacific: 9%
- North America: 4%
- Europe: 0%

Source: BASF ¹ Real chemical production excluding pharmaceuticals, US$ base year 2015

Figures may not add up due to rounding effects.
BASF’s Verbund site in Nanjing is a prime example of our success in China

- Scope has continuously expanded over the years toward longer and more diversified value chains
- Third-largest BASF site, US$5.8 billion gross investment (100%)
- Capacity: ~3 million metric tons per year; 33 production plants including steam cracker
- Strong focus on operational excellence and consistent plant maintenance resulted in best-in-class asset effectiveness
- With 23% EBITDA margin\(^1\) BASF-YPC is one of the most profitable BASF sites

\(^1\) Average 2018-2022
Guangdong is home to key customers from fast-growing industries

CAGR 2015–2022

% p.a.

Strongly growing industrial base\(^1\)
Billion $

Largest automotive production, China\(^3\)

# of motor vehicles built in Guangdong (1,000)

Large chemical production\(^2\)
Billion $

Steady increase of private consumption\(^4\)
Billion $

Market characteristics\(^5\)

- Nearly 127 million residents in Guangdong province (2022)
- GDP Guangdong (2022): >$1.9 trillion (exceeding Brazil)
- GDP CAGR 2022–2037: ~4.8% p.a.
- Key customer industries: transportation, consumer goods, home and personal care, electronics
- Chemical products are generally undersupplied from local production

---

1 Industry real output, 2015-based. Guangdong Bureau of Statistics
2 Real chemical gross output, 2015-based, inferred by gross output/value added ratio for China, Guangdong Bureau of Statistics
3 Guangdong Bureau of Statistics
5 Guangdong Bureau of Statistics, S&P Global
Location in Zhanjiang enables BASF to capture long-term profitable growth in the fastest growing chemical market worldwide

- **Customers**: Proximity to the economic centers of China’s fastest growing province Guangdong; shortest sea routes to Southeast Asia
- **Excellence in production**: Integrated Verbund platform, cutting edge technologies, smart solutions, deep seaport, world-class logistics
- **Developing downstream value chains**: BASF will focus on products that are in high demand, with options for further expansion
- **Differentiating from competitors beyond products**: Front-runner position in sustainability and circular economy
- **Leveraging industry ecosystems**: BASF will benefit from collaborations with neighbors and government incentives
- **Foreign trade advantages**: Guangdong province intends to set up Donghai Island as a free trade zone
Main construction phases of the new Verbund site in Zhanjiang, China – stepwise approach

<table>
<thead>
<tr>
<th>Initial phase on stream: 2022–2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>First downstream plants:</strong> Performance Materials for automotive and consumer industries</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phase 1 start-up: as of 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart of the Verbund: Petrochemicals plus further downstream plants</td>
</tr>
<tr>
<td><strong>Steam cracker</strong></td>
</tr>
<tr>
<td>C2 value chain</td>
</tr>
<tr>
<td>C3 value chain</td>
</tr>
<tr>
<td>C4 value chain</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phase 2 start-up: as of 2028</th>
</tr>
</thead>
<tbody>
<tr>
<td>Verbund expansion and diversification</td>
</tr>
<tr>
<td><strong>Additional downstream plants</strong></td>
</tr>
</tbody>
</table>

Update on progress
- First downstream plants started up in August 2022 and in September 2023
- The construction of the core of the Verbund is in full swing
- Stepwise construction approach allows for flexibility, especially with regard to phase 2

Backward integrated into world-scale upstream plants to achieve Verbund synergies in downstream value chains
Verbund site Zhanjiang uses latest technologies to reduce CO$_2$ footprint compared with standard gas-powered petrochemical site

Projected CO$_2$ emissions of BASF at Verbund site in South China

Million metric tons

6–9

4.1

Cracker Verbund integration

Syngas incl. CO$_2$ recycling

Accelerated supply of 100% renewable electricity targeted

Renewable energy

1.8

Phase 1 full start-up

2050 net zero

Coal-powered petrochemical site of similar scope

Gas-powered petrochemical site
Key financials of BASF’s new Verbund site in Zhanjiang

Projected key financials by 2030

- €4.0–5.0 billion sales
- €1.0–1.2 billion EBITDA
- Up to €10 billion total capital expenditure (peak: 2023–2025)

- The **greenfield character** of the new Verbund site results in a higher share of infrastructure investments compared with a brownfield project.

- Infrastructure investments will be **diluted with future investments/expansions**.

- The new Verbund site will be BASF’s **key platform for long-term profitable and sustainable growth** in China even beyond phase 1 and phase 2.
# BASF’s new Verbund site in Zhanjiang: Key takeaways

<table>
<thead>
<tr>
<th>China’s macroeconomic environment is <strong>robust</strong> and develops toward more self-sufficiency and sustainability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guangdong province is the economic growth engine of China and a powerhouse of BASF’s key customer industries</td>
</tr>
<tr>
<td>BASF is very well positioned to capture future growth in China by leveraging its unique Verbund know-how and longstanding relationships</td>
</tr>
<tr>
<td>BASF has a proven track record of strong top line and earnings growth in Greater China</td>
</tr>
<tr>
<td>The new Verbund site will be a <strong>key platform for long-term profitable and sustainable growth</strong> of BASF Group</td>
</tr>
</tbody>
</table>
1 At a glance
2 Q3 2023 reporting and financing highlights
3 Measures to increase competitiveness
4 Pushing the transition to a sustainable economy
5 Unique position to capture growth in Asia
6 Battery materials driving electromobility and growth
The automotive industry is in the middle of a major transformation toward electromobility

By 2030, we expect that >45% of all new cars will be BEVs and PHEVs with China and Europe representing >70% of global demand.
The chemical content per car is higher in a BEV compared to ICE, with CAM as the single largest growth opportunity.

The cathode active material (CAM) as key component of any battery cell more than doubles the chemical content which can be found in today’s average ICE vehicle.

1 Only representative for relative change in projected sales
2 Emission catalyst vs. cathode active material (both incl. metals)
The CAM market will grow by ~24% per year and reach a total size of 7,700 kt by 2030

Global CAM market forecast\(^1\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Americas</th>
<th>Europe</th>
<th>Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2030</td>
<td>15%</td>
<td>25%</td>
<td>60%</td>
</tr>
</tbody>
</table>

Rapid growth of global EV demand …

… accelerates the need for global CAM capacity investments and …

… drives demand for base metals (i.e., Ni, Co, Li)

CAM market is driven by battery performance, safety and cost, which are all key parameters for BEVs

\(^1\) All applications (e-mobility, energy storage systems, consumer electronics) and all cathode chemistries; market size can vary significantly due to volatility in metal prices; status as of February 2023
Product innovation enables the broadest CAM portfolio in the industry, and we continue to add new solutions

**HED™ products**

- High energy density NCA and NCM cathode materials
- Ni content ranging from 60% to >90%
- Already used in xEV applications today

**Ultra-high Ni**

- Ultra-high Ni CAM, ≥220 Ah/kg
- Ni >90%, Co <5%
- Up to stabilized LNO
- Pushing boundaries for high-performance applications

**Co-free CAM**

- Ni-rich NMx
- Over-lithiated Mn-rich, e.g., NCM-307
- Focus on lower cost and improved safety
- Candidate for mass market entry due to price advantage

Our technology toolbox offers customized solutions for all cell formats and provides a basis for innovations beyond classical lithium-ion batteries
BASF has production assets and R&D hubs in close proximity to the most important BEV markets in every region

- **2012**
  - First CAM production facility in Elyria, Ohio

- **2018**
  - Second CAM production facility in Battle Creek, Michigan

- **2012**
  - R&D center in Beachwood, Ohio

- **2022**
  - Intention to acquire land for production (CAM, PCAM) and recycling in Bécancour, Canada

- **2023**
  - CAM precursor production facility in Harjavalta, Finland

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia

- **2022–2024**
  - CAM production facility, battery recycling prototype plant and black mass recycling plant in Schwarzheide, Germany

- **2021**
  - BASF Shanshan Battery Materials with R&D Center serving the largest battery materials market, China

- **2015**
  - Foundation of BASF TODA Battery Materials, Japan, with R&D center

- **2017**
  - Tripled capacity at BASF TODA Battery Materials in Onoda, Japan

- **2024**
  - Next capacity increase at BASF TODA Battery Materials in Onoda, Japan

- **2022**
  - Intention to acquire land for production (CAM, PCAM) and recycling in Bécancour, Canada

- **2023**
  - Europe greenfield production footprint

- **2023**
  - CAM production facility, battery recycling prototype plant and black mass recycling plant in Schwarzheide, Germany

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia

- **2015**
  - Foundation of BASF TODA Battery Materials, Japan, with R&D center

- **2017**
  - Tripled capacity at BASF TODA Battery Materials in Onoda, Japan

- **2024**
  - Next capacity increase at BASF TODA Battery Materials in Onoda, Japan

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia

- **2023**
  - Europe greenfield production footprint

- **2022**
  - CAM production facility, battery recycling prototype plant and black mass recycling plant in Schwarzheide, Germany

- **2021**
  - BASF Shanshan Battery Materials with R&D Center serving the largest battery materials market, China

- **2015**
  - Foundation of BASF TODA Battery Materials, Japan, with R&D center

- **2017**
  - Tripled capacity at BASF TODA Battery Materials in Onoda, Japan

- **2024**
  - Next capacity increase at BASF TODA Battery Materials in Onoda, Japan

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia

- **2023**
  - Europe greenfield production footprint

- **2022**
  - CAM production facility, battery recycling prototype plant and black mass recycling plant in Schwarzheide, Germany

- **2021**
  - BASF Shanshan Battery Materials with R&D Center serving the largest battery materials market, China

- **2015**
  - Foundation of BASF TODA Battery Materials, Japan, with R&D center

- **2017**
  - Tripled capacity at BASF TODA Battery Materials in Onoda, Japan

- **2024**
  - Next capacity increase at BASF TODA Battery Materials in Onoda, Japan

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia

- **2023**
  - Europe greenfield production footprint

- **2022**
  - CAM production facility, battery recycling prototype plant and black mass recycling plant in Schwarzheide, Germany

- **2021**
  - BASF Shanshan Battery Materials with R&D Center serving the largest battery materials market, China

- **2015**
  - Foundation of BASF TODA Battery Materials, Japan, with R&D center

- **2017**
  - Tripled capacity at BASF TODA Battery Materials in Onoda, Japan

- **2024**
  - Next capacity increase at BASF TODA Battery Materials in Onoda, Japan

- **2020**
  - BASF and Eramet evaluate nickel-cobalt refining complex in Weda Bay, Indonesia
The Battery Materials business will become a significant earnings contributor to the BASF Group

- Continue to ramp up existing sales of the CAM portfolio and secure further commercial outlets
- Build on customer proximity with our domestic production footprint to meet customer needs
- Realize new business opportunities and further cost reductions with continued product development
- Utilize our broad knowledge of the industry to support the ongoing transformation of the sector

>€1.5 billion sales by 2023

>€7 billion sales by 2030

>10% market share targeted

>30% EBITDA bsi margin (excl. metals)

~€3.5–4.5 billion capital expenditure 2022–2030

>30% EBITDA bsi margin (excl. metals)
BASF Battery Materials – best-in-class CO$_2$ footprint and closing the loop

- Broad CAM product offering
- Strong IP position
- Extensive R&D capabilities

- Unique expertise in PCAM chemistry
- Make-or-buy optionality with a global production footprint

- Secure supply and backward integration
- High sustainability standards

- Recycling capabilities and closed loop offering
- Up to 25% CO$_2$ reduction of our CAMs through recycling material

The battery materials and recycling business is set to become one of the key growth engines in BASF’s portfolio, establishing a leading and profitable position.