

# News Release



## **BASF appoints BTC as distributor for lubricant industry portfolio in North- and Central Europe**

Ludwigshafen/Monheim, Germany – April 27, 2015: Effective June 1, BASF's subsidiary BTC will be responsible for the distribution of the company's lubricant oil additives, base stocks and components for metalworking fluids in North- and Central Europe. BTC belongs to the BASF group and is the European sales organization for specialty chemical distribution for small and medium sized customers.

With the new setup BASF will optimize its sales channels for the lubricant industry in Europe and is leveraging synergies throughout the BASF Group. "With BTC, we now have a tailored sales channel to serve the demand of our small and medium sized customer base of in Northern- and Central Europe," explains Stefan Fassbender, Director Lubricant Industry, Business Management Europe at BASF's global business unit Fuel and Lubricant Solutions. "Customers in more than 20 countries will benefit from the increased flexibility when it comes to tailored packaging solutions for smaller order quantities and flexible delivery times."

The new product groups expand BTC's portfolio of specialties for the lubricant industry. Complementing the previously available offer of compounded lubricants, the addition of lubricant oil additives, base stocks and components for metalworking fluids now covers all relevant areas of the value chain.

A country list with names of the respective BTC contact partner is available at <http://www.btc-europe.com/en/DK/contact/addresses/>.

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**About BASF**

At BASF, we create chemistry – and have been doing so for 150 years. Our portfolio ranges from chemicals, plastics, performance products and crop protection products to oil and gas. As the world's leading chemical company, we combine economic success with environmental protection and social responsibility. Through science and innovation, we enable our customers in nearly every industry to meet the current and future needs of society. Our products and solutions contribute to conserving resources, ensuring nutrition and improving quality of life. We have summed up this contribution in our corporate purpose: We create chemistry for a sustainable future. BASF had sales of over €74 billion in 2014 and around 113,000 employees as of the end of the year. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (AN). Further information on BASF is available on the Internet at [www.basf.com](http://www.basf.com).

**About Fuel and Lubricant Solutions**

The global business unit Fuel and Lubricant Solutions is a leading supplier to the automotive and mineral oil industries worldwide and part of BASF's Performance Chemicals division. Offerings cover fuel performance packages, refinery additives, polyisobutenes, engine coolants (Glysantin® brand) and brake fluids as well as lubricant additives, compounded lubricants, synthetic base stocks and components for metalworking fluids. The business unit has its main facilities in Ludwigshafen, Germany, Cincinnati and Florham Park in the USA, Nanjing and Shanghai in China, as well as Sao Paulo, Brazil. Research and development is mainly driven out of Ludwigshafen, Tarrytown, USA and Shanghai, China. Further information is available on the Internet at [www.basf.com/fuel-lubricant-solutions](http://www.basf.com/fuel-lubricant-solutions).

**About BTC Europe GmbH**

BTC Europe GmbH is BASF's European distribution organization for specialty chemicals. We combine a profound knowledge of the industry with a close proximity to our customers. Together with our customers, we develop tailor-made solutions, making sure that they benefit from a single contact person and one-stop-service. Our customers profit from the unique advantages of BASF Verbund in terms of product quality and from the individual service provided by our local contact. With our 10 regional offices and approximately 420 employees in Europe, we supply small and medium-sized customers from a wide variety of industries with about 6,000 products. BTC is headquartered in Monheim am Rhein, Germany. Further information on BTC is available on the Internet at: [www.btc-europe.com](http://www.btc-europe.com).