

News Release

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BASF signs preferred supplier partnership with Jaguar Land Rover in Asia Pacific

- **Glasurit® and R-M® brands have become preferred partners of Jaguar Land Rover in “Asia Pacific for importer countries”**
- **For the next three years, BASF will help Jaguar Land Rover to exceed industry standards in vehicle body repair and paint refinish**
- **This agreement follows the same preferred paint partner agreement signed in Europe in March 2019**

BASF's Coatings (BASF) division and Jaguar Land Rover's (JLR) global headquarters have signed a cooperation agreement with Glasurit and R-M, premium refinish paint brands of BASF, to support the development and implementation of JLR's Global Body & Paint Programme covering 16 importer countries and markets in Asia Pacific.

Under the agreement, the partners will commit to a long-term strategic collaboration that enables them to exceed the industry standard in vehicle body repair and paint refinish. The partnership includes the supply of refinish products and color-matching solutions. Additionally, a dedicated Regional Body & Paint Manager has been appointed to help develop and implement JLR's Global Body & Paint Programme in the region.

BASF will work closely with JLR to ensure the total branded paint solutions meet their stringent repair specifications and process standards, supported from a global support network that offers guaranteed methods and expertise. In addition to Glasurit and R-M paint solutions, RODIM®'s user-friendly accessories for painters

are included to ensure highest quality and an efficient damage repair process.

As part of the total offer, BASF is also providing comprehensive Advanced Business Solutions (ABS) that help JLR drive profitability and efficiency within its network of authorized body shops and appointed retailers. This includes a set of innovative services, tools, training, and performance management modules designed to improve the processes and overall performance of JLR's authorized body shop facilities.

"Jaguar Land Rover and BASF are committed to helping their business partners to develop, this year more than ever before given the challenges we are currently facing together," explained Mike Hill, Global Strategic Account Management, BASF Automotive Refinish Coatings Solutions Europe. "The Global Body & Paint Programme offers a balanced approach, taking care first and foremost of body shop business infrastructure, for example, in facility planning, tooling, and technical compliance. Glasurit and R-M experts, together with the JLR Programme Manager, will support body shops to be more profitable through our unique ABS, tailored to improve JLR's body shop operations and grow commercial opportunities."

Thanks to the innovative partnership, JLR and BASF ensure a uniformly high international standard across JLR's authorized body shop network around the world. As such, the guaranteed repair quality through the most efficient processes helps deliver the highest standards of customer service.

"Last year in March, BASF signed the same agreement with JLR for region Europe. This latest agreement has expanded our global footprint and shows the continued trust and commitment to growing the partnership. JLR is also utilizing the latest technologies from Glasurit and R-M to drive growth," said Hill. "There have been some great examples of teams from JLR and BASF working closely to develop the authorized body shop networks in Europe and identifying high quality repairers that not only meet the high standards and expectations of a premium brand, but also address the geographical challenges. Italy is a very good example as we have seen an increase of over 30% in its authorized network."

About BASF's Coatings division

The Coatings division of BASF is a global expert in the development, production and marketing of innovative and sustainable automotive OEM and refinish coatings, decorative paints as well as

applied surface treatments for metal, plastic and glass substrates in a wide range of industries. The portfolio is completed by the “Innovation Beyond Paint” program which aims at developing new markets and businesses. We create advanced performance solutions and drive performance, design and new applications to meet our partners’ needs all over the world. BASF shares skills, knowledge and resources of interdisciplinary and global teams for the benefit of customers by operating a collaborative network of sites in Europe, North America, South America and Asia Pacific. In 2019, the Coatings division achieved global sales of about €3.75 billion.

Solutions beyond your imagination – Coatings by BASF. For more information about the Coatings division of BASF and its products, visit www.basf-coatings.com.

About BASF

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF generated sales of €59 billion in 2019. BASF shares are traded on the stock exchange in Frankfurt (BAS) and as American Depositary Receipts (BASFY) in the U.S. Further information at www.basf.com.