BASF in Asia Pacific: at a glance

Present in 18 markets
~100 production sites*
~125 sales offices*
18,256 employees**
~€14.3 billion*** sales in 2017
~€2.2 billion EBIT in 2017

* Some sites are not shown due to scale. Site and office numbers refer to companies of significant size where BASF holds a stake greater than 50%.
** Employee number as of December 31, 2017
*** Sales by location of customer; as of December 31, 2017
BASF in Asia Pacific: strategic framework

Market
Grow sales faster than Asian chemical production

Innovation
Accelerate innovation by utilizing new R&D assets

Portfolio
Continue to optimize our portfolio

We create chemistry in Asia Pacific

Investment
Selectively expand our local production network

People
Attract, develop & retain talent

Excellence
Drive profitable growth through excellence
BASF Asia Pacific: 2017 sales*

Sales* by segment in 2017 (billion €)

- Agricultural Solutions: 4%
- Functional Materials & Solutions: 36%
- Performance Products: 29%
- Chemicals: 28%
- Other: 3%

Total: €14.3 billion

Sales* by sub-region in 2017 (billion €)

- South Korea: 8%
- Australia, New Zealand: 3%
- South Asia: 11%
- Japan: 12%
- ASEAN: 15%
- Greater China: 51%

Total: €14.3 billion

*Sales to third parties by location of customer; figures do not include sales of joint ventures consolidated at equity such as BASF-YPC Ltd., Nanjing, China.
BASF in Asia Pacific: innovation set-up

>1,100 R&D personnel* in Asia Pacific

- **R&D Center Korea**
  - Focus: Electronics

- **R&D Center Amagasaki**
  - Focus: Electronics, Battery Materials

- **Innovation Campus Shanghai**
  - Focus: Advanced Materials, Process Engineering, Environmental Catalysts

- **Innovation Campus Mumbai**
  - Focus: Crop Protection, Specialty Chemicals

*As of December 31, 2017
BASF is growing in and with Asia Pacific

1890
First business contact in India

1885
First delegate in China

1954
First business contact in South Korea

1966
First production in China

1982
Ulsan site started in South Korea

1988
First production in Japan

1989
Business started in Malaysia

1990s

2001
Inauguration of Kuantan Verbund* site

2005
Inauguration of Nanjing Verbund* site

2012
Inauguration of Innovation Campus Shanghai

2014
Inauguration of Dahej site

2015
Inauguration of Chongqing MDI plant

2017
Inauguration of Innovation Campus Mumbai

*An integrated production complex where the manufacturing plants are interconnected to ensure that products, by-products and energy are used efficiently and intelligently and that costs and environmental impact are minimized.
Sub-regions and Verbund sites
Sub-region: Greater China

Mainland China, Hong Kong, Taiwan

- 25 wholly owned subsidiaries
- 7 joint ventures
- 25 production sites
- 24 sales offices
- 8,982 employees*

~€7.3 billion sales** in 2017

* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
Sub-region: ASEAN

Singapore, Malaysia, Indonesia, Thailand, Vietnam, Philippines, Myanmar

- **13** wholly owned subsidiaries
- **4** joint ventures
- **16** production sites
- **18** sales offices
- **4,039** employees*
- **~€2.1 billion** sales** in 2017

* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
Sub-region: Japan

- **3** wholly owned subsidiaries
- **2** joint ventures
- **24** production sites
- **15** sales offices
- **1,087** employees*

~€1.7 billion sales** in 2017

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* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
Sub-region: South Asia

India, Pakistan, Bangladesh, Sri Lanka

4 wholly owned subsidiaries
1 joint venture
12 production sites
16 sales offices
2,381 employees*

~€1.5 billion sales** in 2017

* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
Sub-region: Korea

- 2 wholly owned subsidiaries
- 1 joint venture
- 8 production sites
- 1 sales office
- 1,154 employees*
- ~€1.2 billion sales** in 2017

* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
Sub-region: Australia and New Zealand

- 4 wholly owned subsidiaries
- 12 production sites
- 51 sales offices
- 501 employees*
- \(~\text{€464 million}~ \) sales** in 2017

* Employee number as of December 31, 2017
** By location of customer; as of December 2017

Some sites are not shown due to scale.
# Verbund Site Nanjing

<table>
<thead>
<tr>
<th>Employees (BASF-YPC Company Limited)</th>
<th>1,882*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Site area</td>
<td>2.42 km²</td>
</tr>
<tr>
<td>Sales products</td>
<td>2.88 million metric tons p.a.</td>
</tr>
<tr>
<td>Road</td>
<td>21.8 km</td>
</tr>
<tr>
<td>Rail</td>
<td>4.2 km</td>
</tr>
</tbody>
</table>
| Pipelines                            | 400 km (outside)  
708 km (inside) |
| Production facilities                | 32 production plants |

*as of December 31, 2017
### Verbund Site Kuantan

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees</td>
<td>917*</td>
</tr>
<tr>
<td>Site area</td>
<td>1.36 km², Gebeng site 0.11 km², Port Tank Farm</td>
</tr>
<tr>
<td>Sales products</td>
<td>~780,000 metric tons p.a.</td>
</tr>
<tr>
<td>Road</td>
<td>17 km</td>
</tr>
<tr>
<td>Pipelines</td>
<td>450 km (surface) 30 km (underground)</td>
</tr>
<tr>
<td>Production facilities</td>
<td>16 production plants</td>
</tr>
</tbody>
</table>

*as of December 31, 2017
We create chemistry