

Agenda

Trends in the chemicals market

Chemicals segment within BASF

Chemicals: At the core of the Verbund

Chemicals support growth of BASF

Capital expenditures drive profit growth

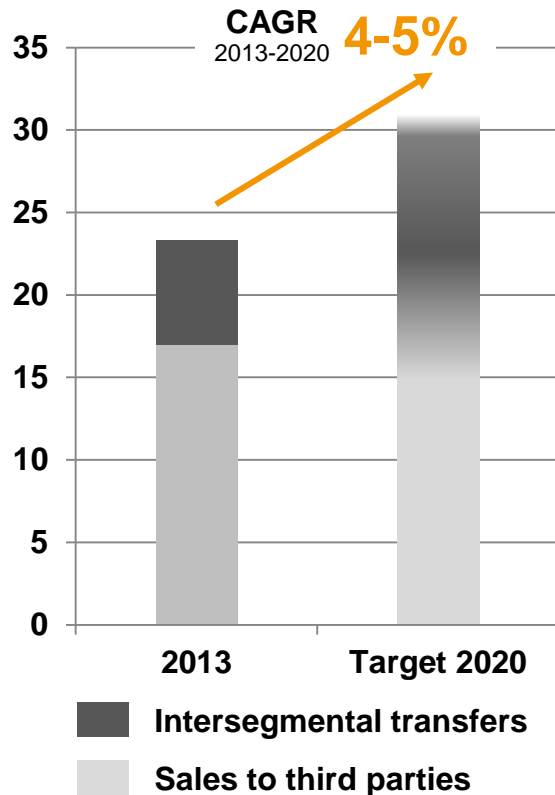
Shale Gas – An opportunity

Chemicals 2020

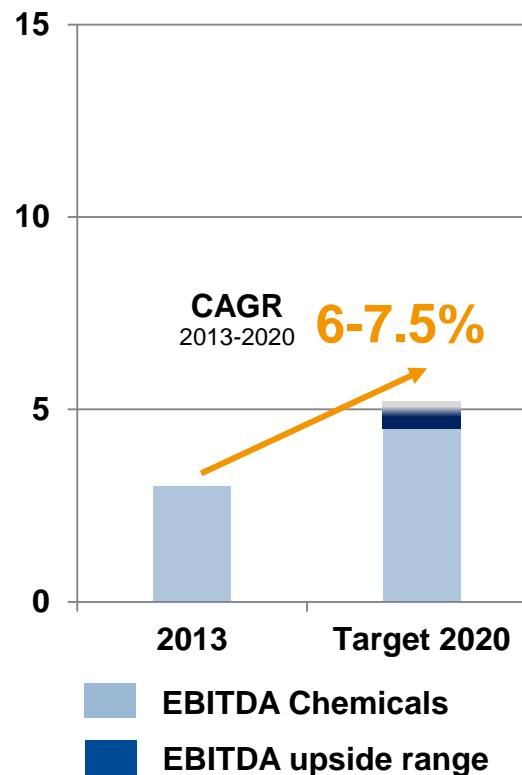


BASF's Chemicals segment: The success story continues!

Sales Chemicals in billion €



EBITDA Chemicals in billion €



Chemicals will continue to contribute to BASF profit

- Chemicals enable growth of downstream businesses
- Chemicals benefit from downstream growth
- Investment projects mainly improve cost positions

Key success factors

- Operational and commercial excellence
- Process innovation
- Focused and disciplined capex plan
- Further Verbund integration

BASF's Chemicals segment is a strong cash and earnings contributor

We will

- ▶ continue to strengthen the Verbund, create synergies and add value
- ▶ maintain our high level of profitability through process innovations and stringent cost management
- ▶ grow externally with the chemicals market

Our strategic focus is to enable and support growth of

- ▶ BASF's downstream segments
- ▶ BASF in emerging markets

Shale gas is an opportunity for BASF

Key figures to remember about BASF Chemicals:

- ▶ Growth in line with market (until 2020) : ~4.3% p.a.
- ▶ Capex budget (2014 – 2018): ~€6.5 billion
- ▶ Consolidated sales
2013: €23.4 billion
2020: ~€30 billion
- ▶ EBITDA:
2013: €3 billion
2020: €4.5 – €5.0 billion



The Chemical Company