



BASF – At a Glance

BASF

We create chemistry

Agenda

| | | | |
|----------|-------------------------------|--------|-------|
| 1 | BASF – At a glance | slides | 3–4 |
| 2 | Organization | slides | 5–7 |
| 3 | Segments | slides | 8–14 |
| 4 | BASF worldwide | slides | 15–17 |
| 5 | Sustainability and innovation | slides | 18–19 |

BASF – We create chemistry

- Our chemistry is used in almost all industries
- We combine economic success, social responsibility and environmental protection
- Sales 2023: €68.9 billion
- EBIT before special items 2023: €3.8 billion
- Employees (as of December 31, 2023): 111,991
- 234 production sites including 6 Verbund sites
- Over 78,000 customers from various sectors in almost every country in the world



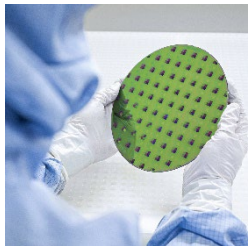
Segment data



Chemicals

Million €

| | | |
|---------------------------|------|--------|
| Sales | 2023 | 10,369 |
| | 2022 | 14,895 |
| EBIT before special items | 2023 | 361 |
| | 2022 | 1,956 |



Industrial Solutions

Million €

| | | |
|---------------------------|------|-------|
| Sales | 2023 | 8,010 |
| | 2022 | 9,992 |
| EBIT before special items | 2023 | 625 |
| | 2022 | 1,091 |



Nutrition & Care

Million €

| | | |
|---------------------------|------|-------|
| Sales | 2023 | 6,858 |
| | 2022 | 8,066 |
| EBIT before special items | 2023 | 107 |
| | 2022 | 618 |



Materials

Million €

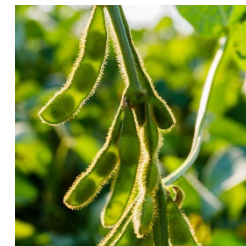
| | | |
|---------------------------|------|--------|
| Sales | 2023 | 14,149 |
| | 2022 | 18,443 |
| EBIT before special items | 2023 | 826 |
| | 2022 | 1,840 |



Surface Technologies

Million €

| | | |
|---------------------------|------|--------|
| Sales | 2023 | 16,204 |
| | 2022 | 21,283 |
| EBIT before special items | 2023 | 938 |
| | 2022 | 902 |



Agricultural Solutions

Million €

| | | |
|---------------------------|------|--------|
| Sales | 2023 | 10,092 |
| | 2022 | 10,280 |
| EBIT before special items | 2023 | 1,563 |
| | 2022 | 1,220 |

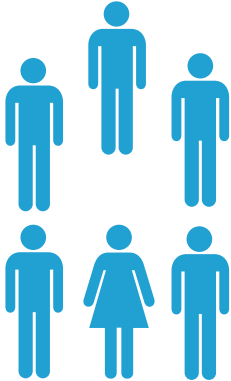
Organization of the BASF Group

- Combined into six **segments**, 11 **divisions** bear operational responsibility
- The **regional and country units** represent BASF locally and support the growth of business units with local proximity to customers
- Our **central research division** and **innovation competencies in our operational divisions** safeguard our innovative capacity and competitiveness
- The **Corporate Center** units support the Board of Executive Directors in steering the company as a whole
- Five **service units** provide competitive services for the operating divisions and sites



Corporate Governance – Two-tier management system of BASF SE

Board of Executive Directors



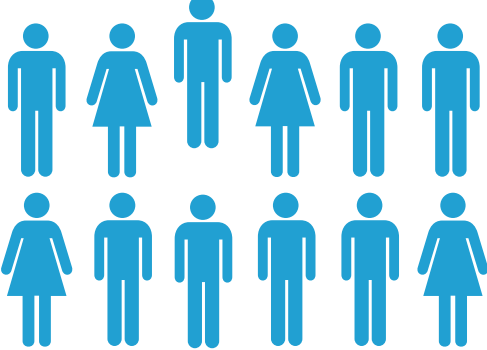
6 members

appointed by
the Supervisory Board

Chair

appointed by
the Supervisory Board

Supervisory Board



12 members

6 shareholder representatives elected
at the Annual Shareholders' Meeting
and 6 employee representatives

Chair

elected by
the Supervisory Board



The Board of Executive Directors of BASF SE



Dr. Markus Kamieth
CEO



Dr. Dirk Elvermann



Michael Heinz



Dr. Stephan Kothrade



Dr. Katja Scharpwinkel



Anup Kothari

BASF's segments



Chemicals

Petrochemicals
Intermediates



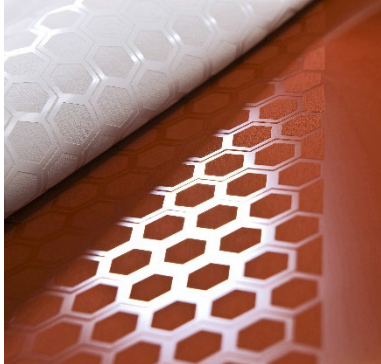
Materials

Performance Materials
Monomers



Industrial Solutions

Dispersions & Resins
Performance Chemicals



Surface Technologies

Catalysts
Coatings



Nutrition & Care

Care Chemicals
Nutrition & Health



Agricultural Solutions

Segment – Chemicals



Chemicals

Petrochemicals
Intermediates

Key data (in million €)

| | 2023 | 2022 | Change in % |
|----------------------------------------------------|--------|--------|-------------|
| Sales | 10,369 | 14,895 | -30.4% |
| EBITDA | 1,167 | 2,771 | -57.9% |
| Income from operations (EBIT) before special items | 361 | 1,956 | -81.6% |
| Income from operations (EBIT) | 364 | 1,758 | -79.3% |

Percentage of sales

| | 2023 |
|------------------|-------|
| 1 Petrochemicals | 71.5% |
| 2 Intermediates | 28.5% |

Segment – Materials



Materials

Performance Materials
Monomers

Key data (in million €)

| | 2023 | 2022 | Change in % |
|----------------------------------------------------|--------|--------|-------------|
| Sales | 14,149 | 18,443 | -23.3% |
| EBITDA | 1,523 | 2,660 | -42.7% |
| Income from operations (EBIT) before special items | 826 | 1,840 | -55.1% |
| Income from operations (EBIT) | 378 | 1,776 | -78.7% |

Percentage of sales

| | 2023 |
|-------------------------|-------|
| 1 Performance Materials | 51.2% |
| 2 Monomers | 48.8% |

Segment – Industrial Solutions



Industrial Solutions

Dispersions & Resins

Performance Chemicals

Key data (in million €)

| | 2023 | 2022 | Change in % |
|----------------------------------------------------|-------|-------|-------------|
| Sales | 8,010 | 9,992 | -19.8% |
| EBITDA | 1,010 | 1,443 | -30% |
| Income from operations (EBIT) before special items | 625 | 1,091 | -42.7% |
| Income from operations (EBIT) | 660 | 1,097 | -39.8% |

Percentage of sales

| | 2023 |
|-------------------------|-------|
| 1 Dispersions & Resins | 61.4% |
| 2 Performance Chemicals | 38.6% |

Segment – Surface Technologies



Surface Technologies

Catalysts

Coatings

Key data (in million €)

| | 2023 | 2022 | Change in % |
|----------------------------------------------------|--------|--------|-------------|
| Sales | 16,204 | 21,283 | -23.9% |
| EBITDA | 1,351 | 1,264 | 6.9% |
| Income from operations (EBIT) before special items | 938 | 902 | 4% |
| Income from operations (EBIT) | 366 | 612 | -40.3% |

Percentage of sales

| | 2023 |
|-------------|-------|
| 1 Catalysts | 72.9% |
| 2 Coatings | 27.1% |

Segment – Nutrition & Care



Nutrition & Care

Care Chemicals

Nutrition & Health

Key data (in million €)

| | 2023 | 2022 | Change in % |
|----------------------------------------------------|-------|-------|-------------|
| Sales | 6,858 | 8,066 | -15% |
| EBITDA | 578 | 1,055 | -45.2% |
| Income from operations (EBIT) before special items | 107 | 618 | -82.7% |
| Income from operations (EBIT) | 119 | 605 | -80.3% |

Percentage of sales

| | 2023 |
|----------------------|-------|
| 1 Care Chemicals | 68.8% |
| 2 Nutrition & Health | 31.2% |

Segment – Agricultural Solutions



**Agricultural
Solutions**

Key data (in million €)

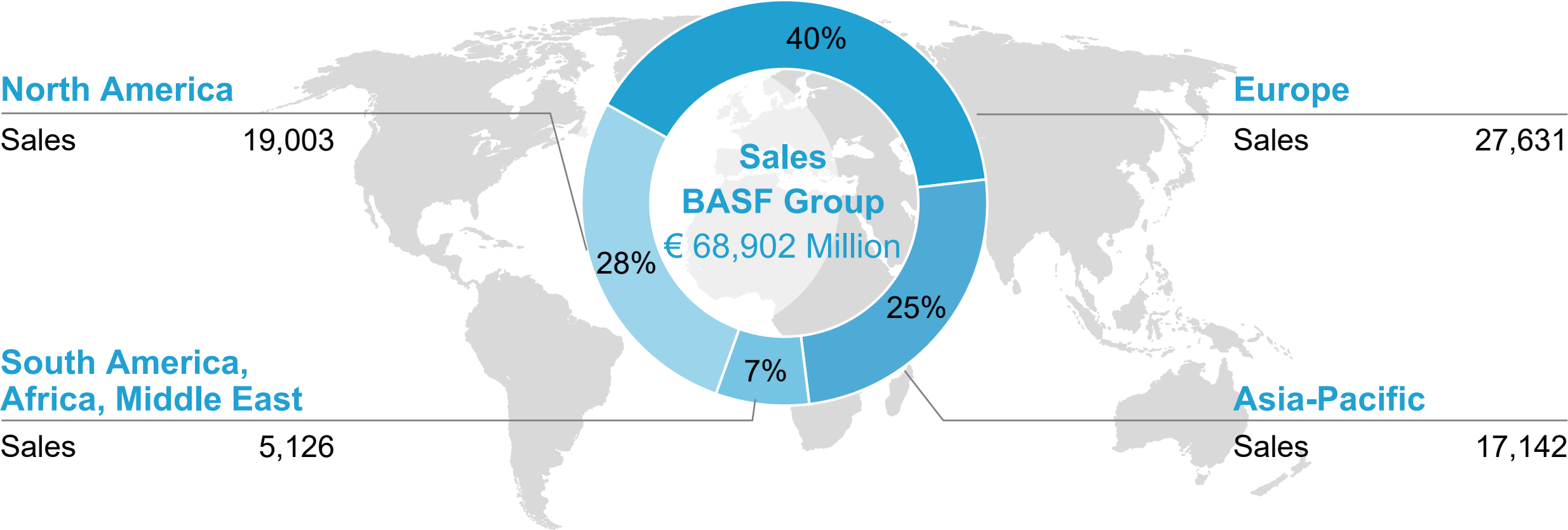
| | 2023 | 2022 | Change in % |
|-------------------------------------------------------|--------|--------|-------------|
| Sales | 10,092 | 10,280 | -1.8% |
| EBITDA | 2,177 | 1,922 | 13.2% |
| Income from operations (EBIT) before special items | 1,563 | 1,220 | 28.1% |
| Income from operations (EBIT) | 1,131 | 1,221 | -7.4% |

BASF worldwide: Production and Verbund sites



Sales* in the regions 2023

Million €



* By location of company

Employees

BASF Group employees by region

(Total: 111,991, thereof 26.7% women, as of December 31, 2023)

North America:

16,060

(14.3%)

Female

28.4%

Male

71.6%

Europe*:

67,562

(60.3%)

Female

25.2%

Male

74.8%

Asia Pacific:

21,193

(18.9%)

Female

27.1%

Male

72.9%

South America,
Africa,
Middle East:

7,176

(6.4%)

Female

35.3%

Male

64.7%

* Of which Germany: 51,406 (45.9%)
25.1% Female, 74.9% Male

Of which BASF SE: 34,213 (30.5%)
22.3% Female, 77.7% Male

Sustainability – We are shaping the transformation towards climate neutrality and a circular economy

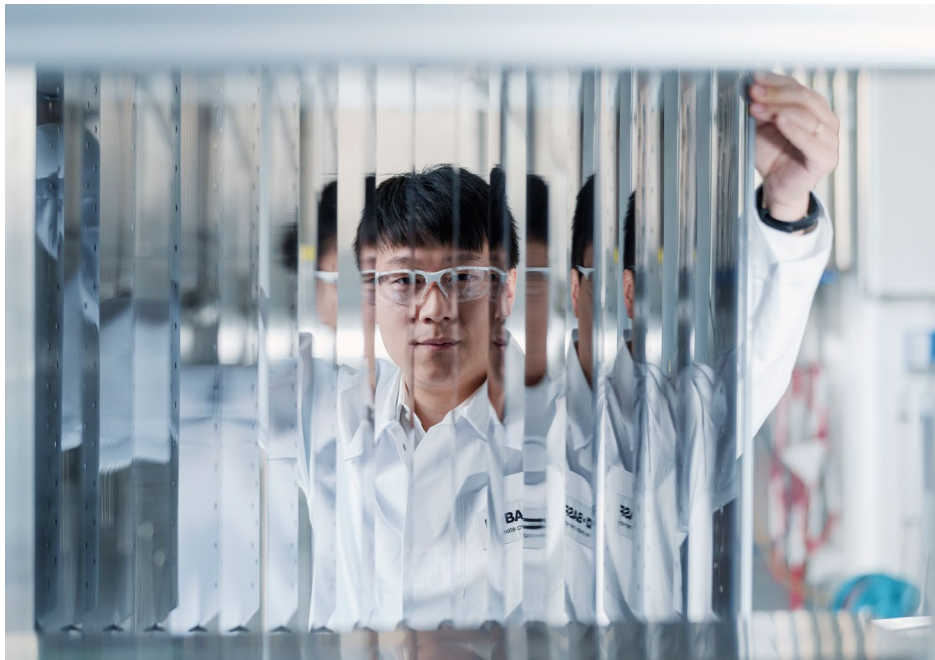
2050
net zero
CO₂ emissions*



enable
circular
economy

Innovation – new processes, technologies and products for a sustainable future

Research for future: Resource-efficient solutions and business models to decouple growth from the consumption of finite resources



Our success factors:

Customer focus, digitalization, creativity, efficiency and collaboration with external partners

Global expenditures for research and development over **€2.1 billion**, world leader in chemical industry

Approximately **10,000** employees worldwide involved in research and development

Around **1,000** new patents filed in 2023

Global Know-How Verbund with external partners



We create chemistry