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2017 Facts & Figures Asia Pacific

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

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Investment

Selectively expand our local production network

People

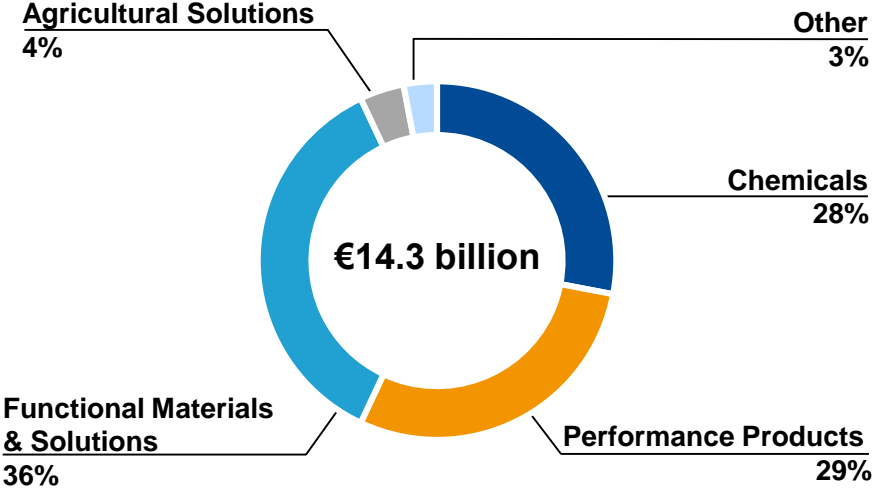
Attract, develop & retain talent

Excellence

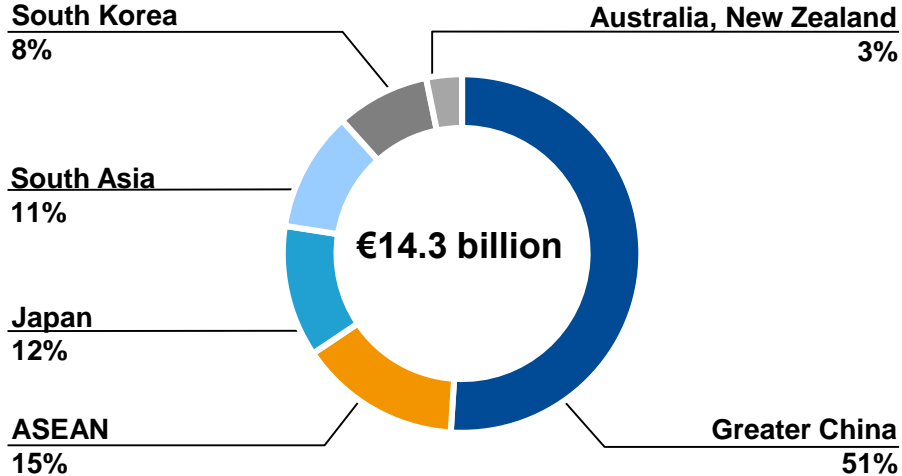
Drive profitable growth through excellence

BASF Asia Pacific: 2017 sales*

Sales* by segment in 2017
(billion €)



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

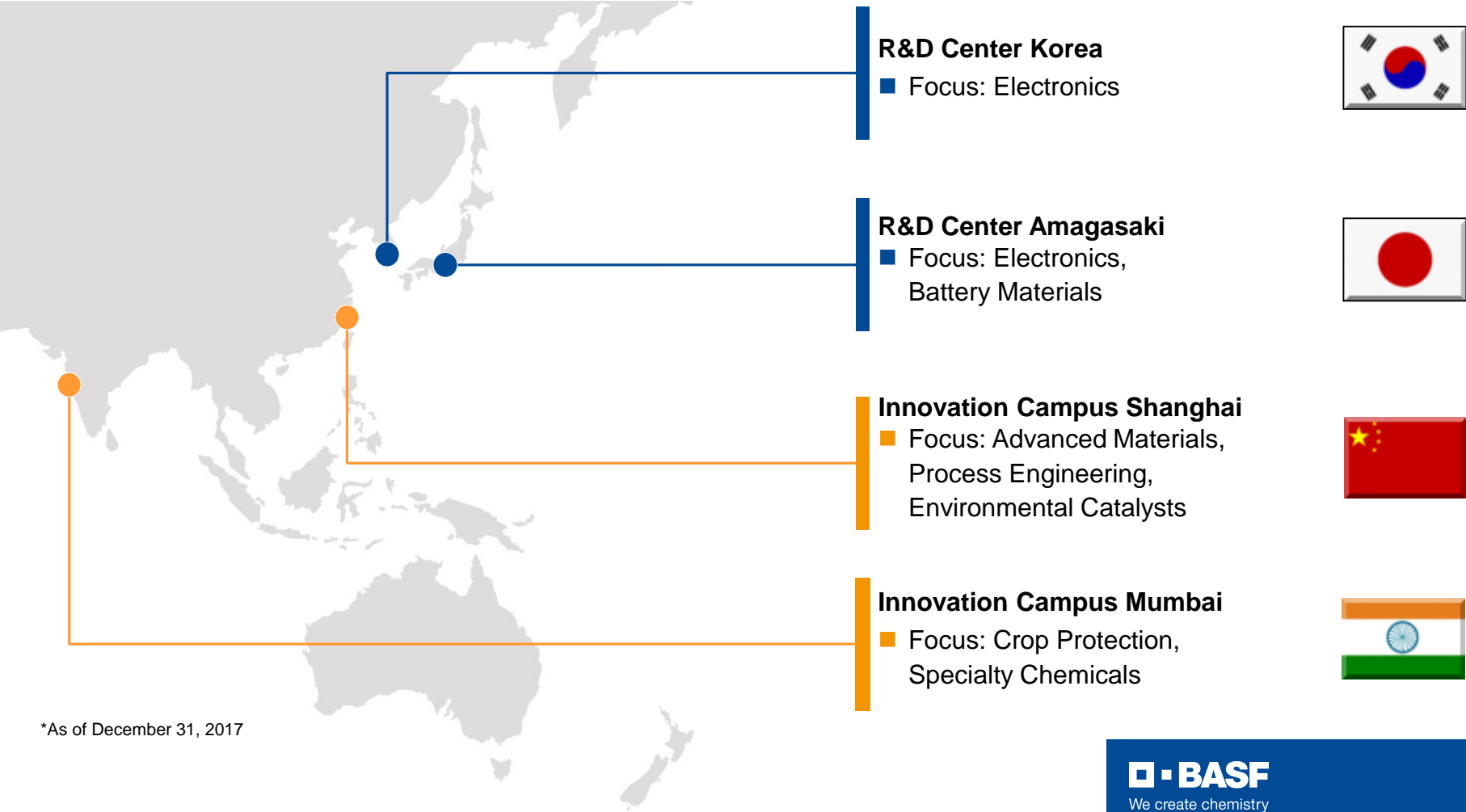


South Asia: India, Pakistan, Bangladesh, Sri Lanka
 ASEAN: Singapore, Philippines, Vietnam, Thailand, Indonesia, Malaysia, Myanmar

*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

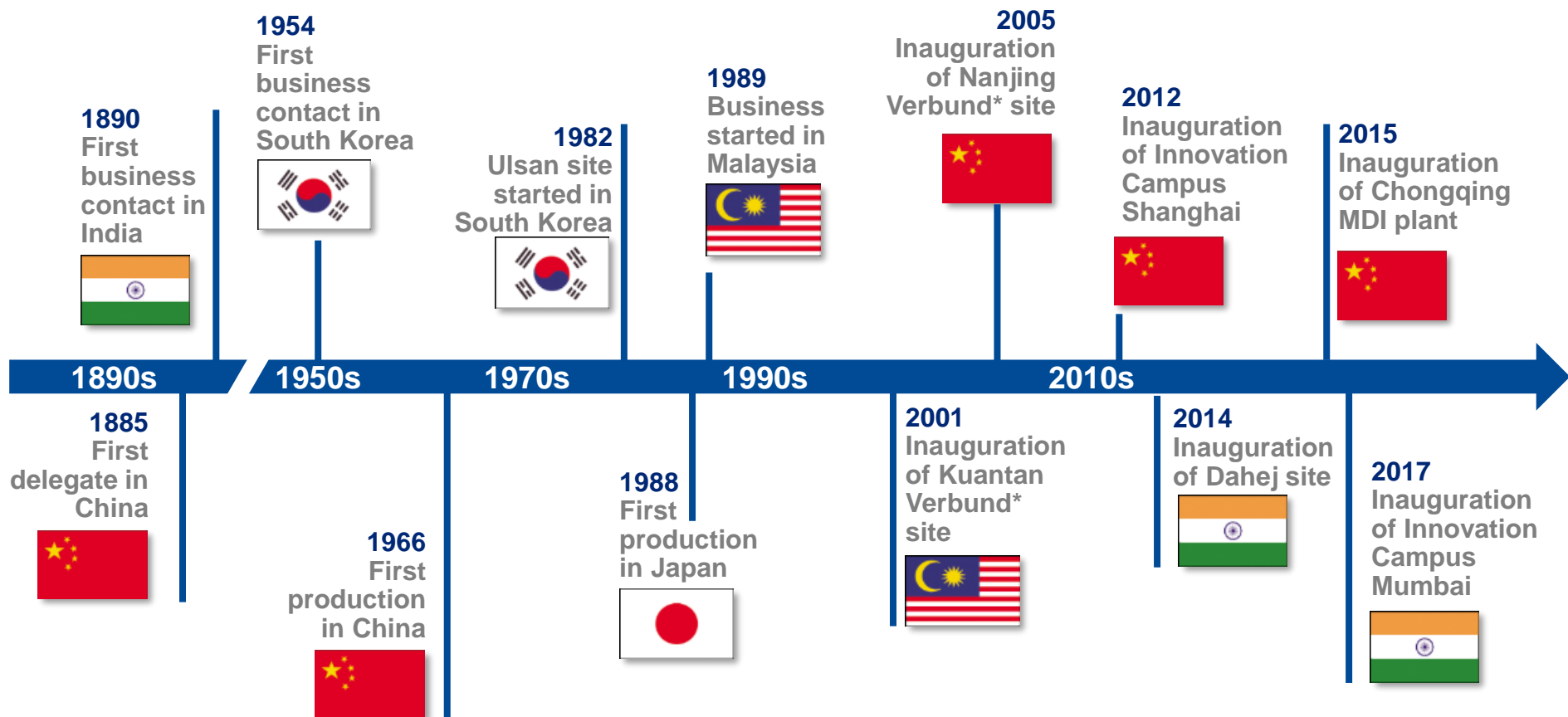
BASF in Asia Pacific: innovation set-up

>1,160 R&D personnel* in Asia Pacific



*As of December 31, 2017

BASF is growing in and with Asia Pacific



*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.



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Sub-regions and Verbund sites

Sub-region: Greater China

Mainland China, Hong Kong, Taiwan

25 wholly owned subsidiaries

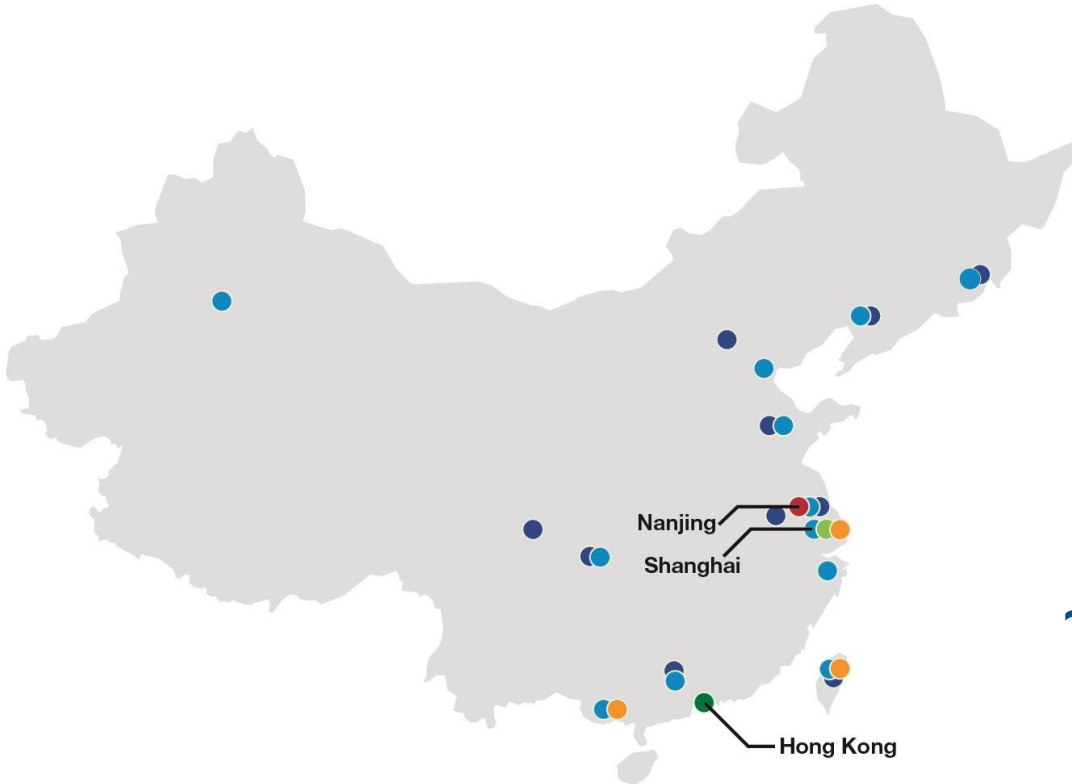
7 joint ventures

25 production sites

24 sales offices

8,982 employees*

~€7.3 billion sales** in 2017



- Regional center
- Greater China headquarters
- Selected sales offices
- Selected production sites
- Verbund site
- R&D/Technical centers

Some sites are not shown due to scale.

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

Sub-region: ASEAN



- Shared Services Center
- Selected sites
- Verbund site
- R&D/Technical centers

Some sites are not shown due to scale.

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

13 wholly owned subsidiaries

4 joint ventures

16 production sites

18 sales offices

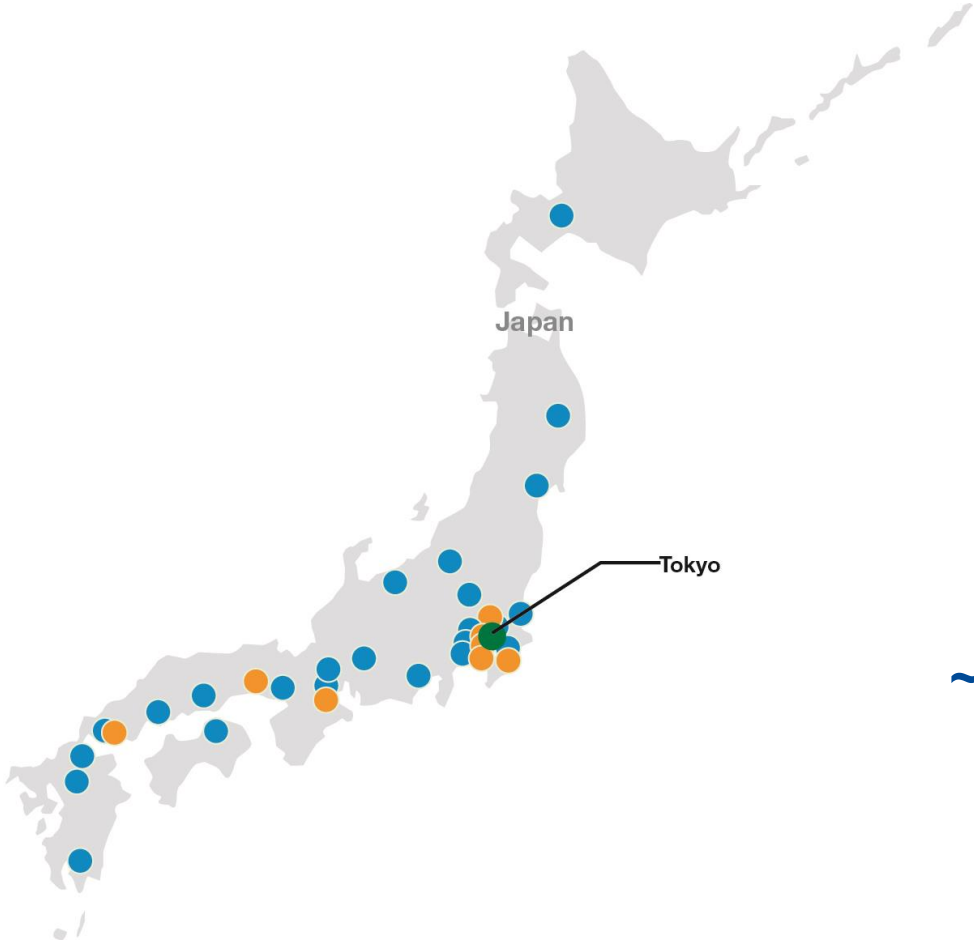
4,039 employees*

~€2.1 billion sales** in 2017

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

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Sub-region: Japan



- Sub-regional headquarters
- Selected sites
- R&D/Technical centers

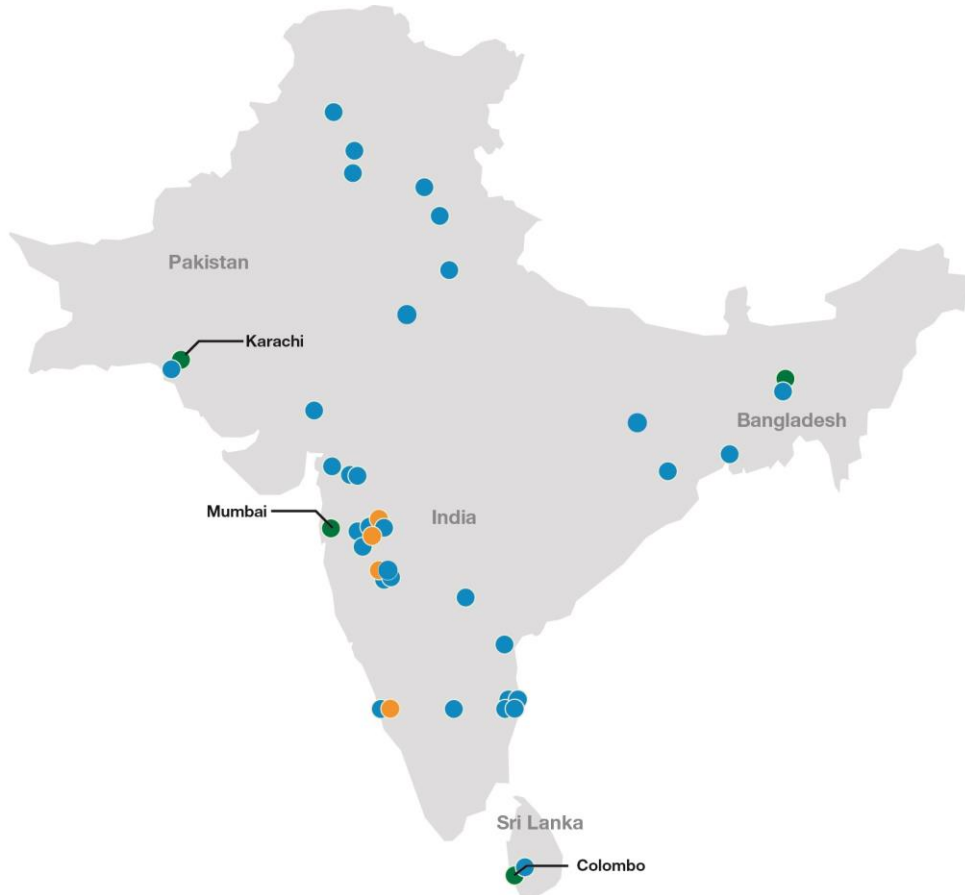
Some sites are not shown due to scale.

3 wholly owned subsidiaries
2 joint ventures
24 production sites
15 sales offices
1,087 employees*
~€1.7 billion sales** in 2017

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



Sub-region: South Asia



Some sites are not shown due to scale.

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

Sub-region: Korea



- Sub-regional headquarters
- Selected sites
- R&D/Technical centers

Some sites are not shown due to scale.

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

Sub-region: Australia and New Zealand



- Sub-regional headquarters
- Selected sites
- R&D/Technical centers

Some sites are not shown due to scale.

4 wholly owned subsidiaries
12 production sites
51 sales offices
501 employees*
~€464 million sales** in 2017

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

Verbund Site Nanjing

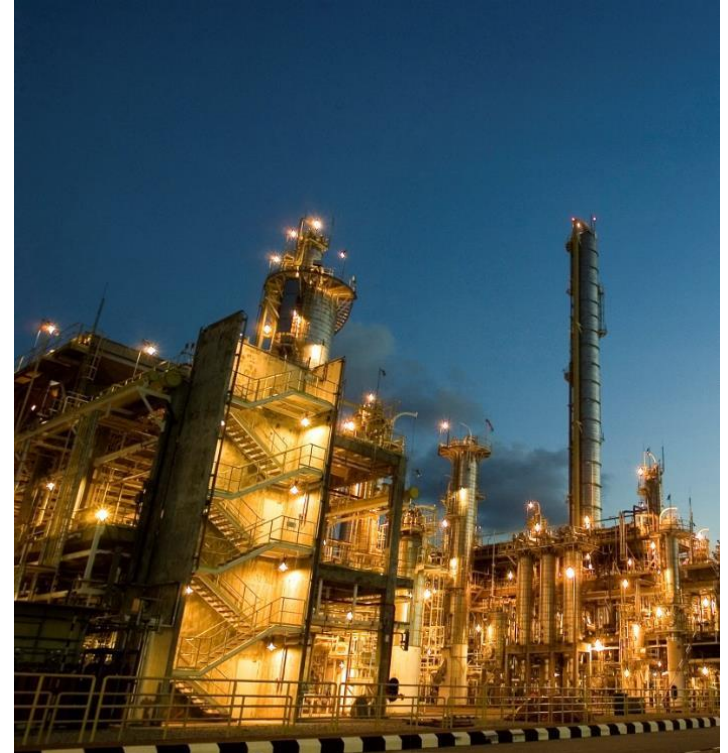
Employees (BASF-YPC Company Limited)	1,882*
Site area	2.42 km ²
Sales products	2.88 million metric tons p.a.
Road	21.8 km
Rail	4.2 km
Pipelines	400 km (outside) 708 km (inside)
Production facilities	32 production plants



*as of December 31, 2017

Verbund Site Kuantan

Employees	917*
Site area	1.36 km ² , Gebeng site 0.11 km ² , Port Tank Farm
Sales products	~780,000 metric tons p.a.
Road	17 km
Pipelines	450 km (surface) 30 km (underground)
Production facilities	16 production plants



*as of December 31, 2017

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