

## **Cautionary note regarding forward-looking statements**

This presentation contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include in particular those discussed in Opportunities and Risks on pages 173 to 183 of the BASF Report 2023. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.



## **Agenda**

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Unique position to capture growth in Asia

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Battery materials driving electromobility and growth



### Unique position to deliver long-term value

## **Unique Verbund** concept

- 6 Verbund sites globally
- 234 production sites worldwide in total
- 5.7 million metric tons of CO<sub>2</sub> avoided globally in 2023

## Industry-leading innovation platform

- €2.1 billion R&D expenses in 2023
- ~10,000 employees in R&D
- Sales of >€10 billion in 2023 with products launched during last 5 years

## Strong and expanding local presence in fast growing Asian market

- 2 Verbund sites already; one additional Verbund site currently under construction
- ~70 production sites
- €17.5 billion¹ sales in 2023

## Creating value to society and contributing to a sustainable development

- CO<sub>2</sub> emission targets:
- 25% reduction
   of absolute Scope 1
   and 2 emissions
   by 2030 (compared
   with 2018)
- 15% reduction
   of specific Scope 3.1
   emissions by 2030
   (compared with 2022)
- We aim to achieve net zero CO<sub>2</sub> emissions<sup>2</sup> by 2050

## Progressive dividend policy

- Practice to increase the dividend per share each year, or at least maintain it at the previous year's level
- Dividend of €3.40 per share for 2023

BASF
We create chemistry

<sup>&</sup>lt;sup>1</sup> Sales in Asia Pacific by location of customer. Only includes sales from BASF entities fully consolidated according to IFRS 10/11 <sup>2</sup> Scope 1. Scope 2 and Scope 3.1

### The BASF Group's segments



#### **Chemicals**

The Chemicals segment supplies BASF's other segments and customers with basic chemicals and intermediates.

- Sales 2023: €10.369 million
- EBITDA before specials items 2023: €1,167 million



#### **Surface Technologies**

The Surface Technologies segment provides chemical solutions for surfaces and automotive OEM coatings, as well as battery materials and catalysts.

- Sales 2023: €16,204 million
- EBITDA before specials items 2023: €1,520 million



#### **Materials**

In the Materials segment, we produce advanced materials and their precursors for the plastics and plastics processing industries.

- Sales 2023: €14.149 million
- EBITDA before specials items 2023: €1,650 million



#### **Nutrition & Care**

The Nutrition & Care segment produces ingredients and solutions for consumer applications such as human and animal nutrition, and home and personal care.

- Sales 2023: €6,858 million
- EBITDA before specials items 2023: €565 million



#### **Industrial Solutions**

The Industrial Solutions segment develops and markets ingredients and additives for industrial applications.

- Sales 2023: €8.010 million
- EBITDA before specials items 2023: €965 million



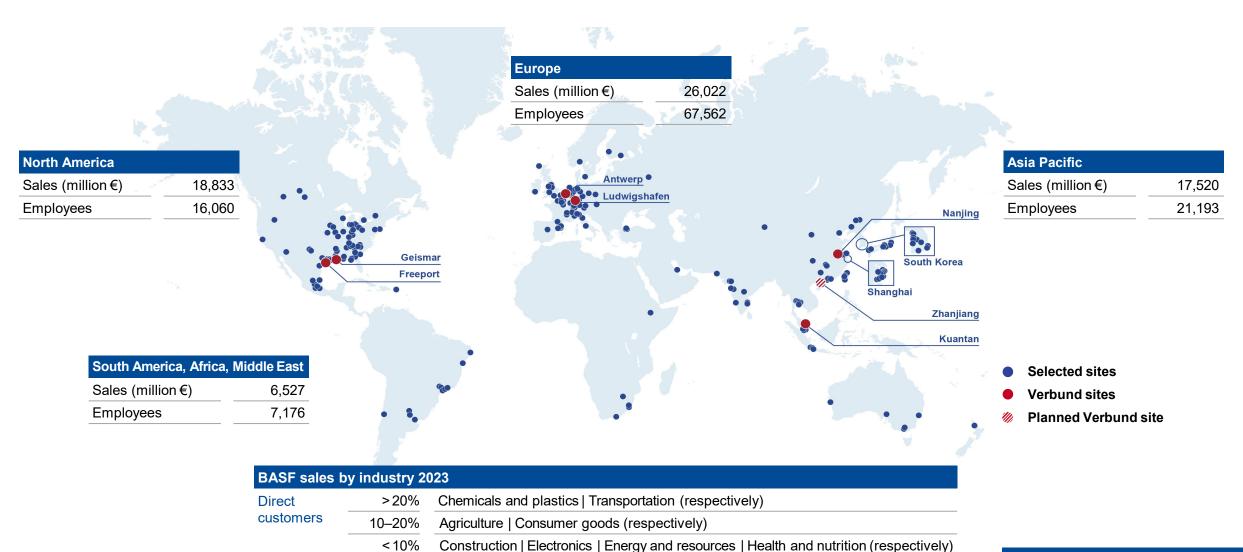
#### **Agricultural Solutions**

The Agricultural Solutions segment is an integrated provider of seeds, crop protection and digital solutions for the agricultural sector.

- Sales 2023: €10,092 million
- EBITDA before specials items 2023: €2,270 million



### We operate close to our customers in all regions worldwide





#### Priorities for the use of cash



- Capex budget of €6.2 billion for 2024
- Around €2 billion in R&D expenses per year

2 Progressive dividend

- Practice to increase the dividend per share each year, or at least maintain it at the previous year's level
- Strong balance sheet and high equity ratio<sup>1</sup> support dividend policy



- Strengthen portfolio through selective M&A opportunities while maintaining price discipline
- Focus the portfolio with continued pruning measures

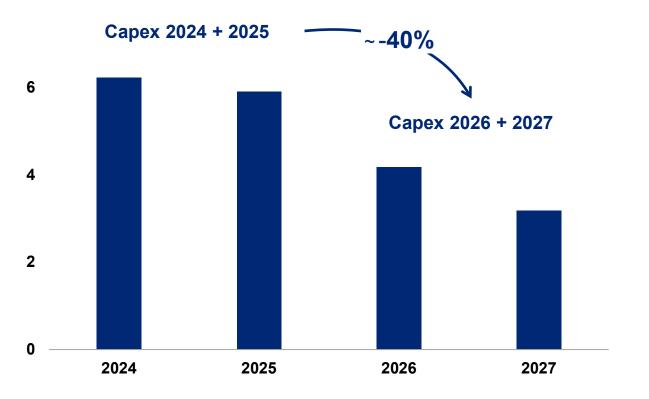


- Share buybacks are part of our toolbox but currently not being used
- Between January 2022 and February 2023 own shares were repurchased for ~€1.4 billion

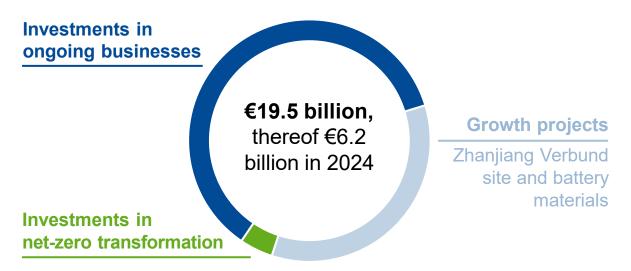


### Continued strict management of capital expenditures

Overall capex budget Billion €, 2024–2027



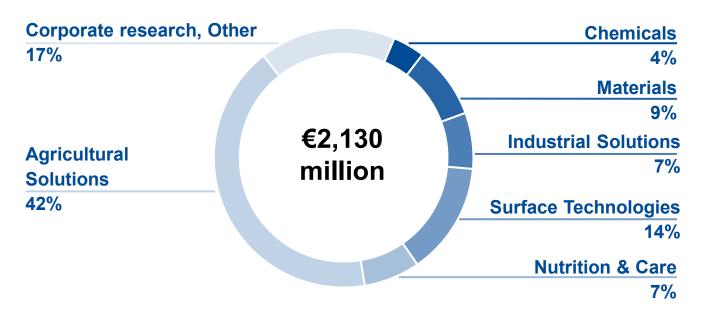
Capex budget by type of investment Billion €, 2024–2027





## BASF's industry-leading innovation platform ensures long-term organic growth

#### R&D expenses 2023



#### **Key facts 2023**

- R&D expenses to sales ratio 3.1%
- Commitment to R&D with annual spending of ~€2 billion
- ~10,000 employees in R&D
- ~1,000 new patents filed in 2023
- Research Verbund: Academic Research Alliances are complemented by cooperations with ~280 universities and research institutes
- >€10 billion sales generated from R&D activities with products launched during last 5 years
- Peak sales potential of BASF's Agricultural Solutions innovation pipeline of >€7.5 billion between 2023 and 2033

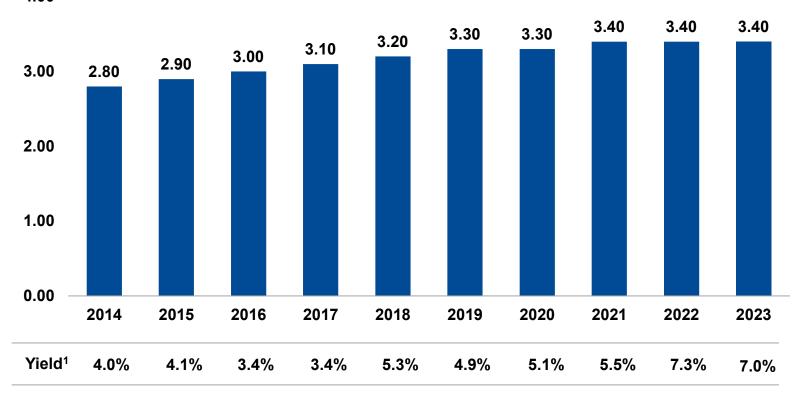


### Attractive shareholder return – also in challenging times

#### **Dividend per share**

€

4.00



#### **Key facts 2023**

- Dividend of €3.40 per share
- Total payout of €3.0 billion<sup>2</sup>, 90% of which covered by free cash flow in 2023
- Dividend yield of 7.0% based on the share price of €48.78 at year end 2023

<sup>■</sup> BASF
We create chemistry

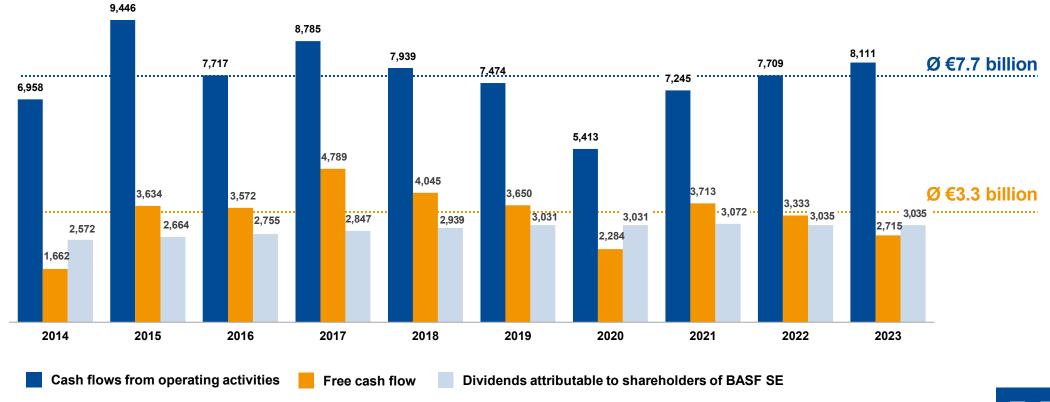
<sup>&</sup>lt;sup>1</sup> Dividend yield based on share price at year end

<sup>&</sup>lt;sup>2</sup> Based on the 892,522,164 shares outstanding as of December 31, 2023

### Dividend payments supported by strong cash flow generation

Cash flows from operating activities, free cash flow and dividends

Million €





## Key elements of the agreement signed by Harbour Energy and the shareholders of Wintershall Dea in December 2023

- E&P business¹ of Wintershall Dea, excluding Russia-related activities, to be acquired by Harbour Energy plc (Harbour); closing targeted for Q4 2024
- In exchange, at closing, BASF will hold a share of 39.6% in Harbour and will receive cash consideration of \$1.56 billion
- With this transaction, BASF takes a major step towards achieving its announced strategic goal to exit the oil and gas business
- In parallel to the transaction with Harbour, the legal separation of Wintershall Dea's Russia-related business, which is not part of the transaction, is progressing as planned; significant federal German investment guarantees are in place
- WIGA Transport Beteiligungs-GmbH & Co. KG (WIGA) is not part of the Harbour transaction. In March 2024, Wintershall Dea AG entered into an agreement for the sale of its 50.02% stake in WIGA to SEFE







### Outlook 2024 for BASF Group unchanged

Outlook 2024	
EBITDA before special items	€8.0 billion – €8.6 billion
Free cash flow	€0.1 billion – €0.6 billion
CO <sub>2</sub> emissions	16.7 million – 17.7 million metric tons

#### **Underlying assumptions**

• Growth in gross domestic product: 2.3%

• Growth in industrial production: 2.2%

• Growth in chemical production: 2.7%

Average euro/dollar exchange rate: \$1.10 per euro

Average annual oil price (Brent crude): \$80 per barrel



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## BASF Group Q2 2024 and H1 2024: Key financial figures

Financial figures	Q2 2024	Change	H1 2024	Change
	Million€	%	Million€	%
Sales	16,111	-6.9	33,664	-9.7
EBITDA before special items	1,957	0.6	4,669	-2.9
EBITDA	1,563	-18.1	4,218	-10.6
EBIT before special items	969	-3.7	2,723	-7.3
EBIT	516	-47.0	2,205	-22.4
Net income	430	-14.0	1,797	-12.8

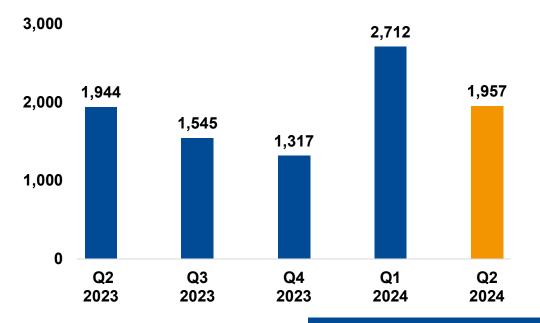


## Q2 2024: EBITDA before special items at prior-year quarter level; outlook 2024 unchanged

- Sales 7% down on Q2 2023 at €16.1 billion, mainly due to lower prices; however, pressure on sales prices eased
- Volumes of BASF Group, excluding precious and base metals, increased by 2.4%
- Q2 2024 EBITDA before special items of €2.0 billion at prior-year level (+0.6% compared with Q2 2023)
- Overall stronger earnings in chemical businesses offset by considerably lower earnings in Agricultural Solutions due to a difficult market environment

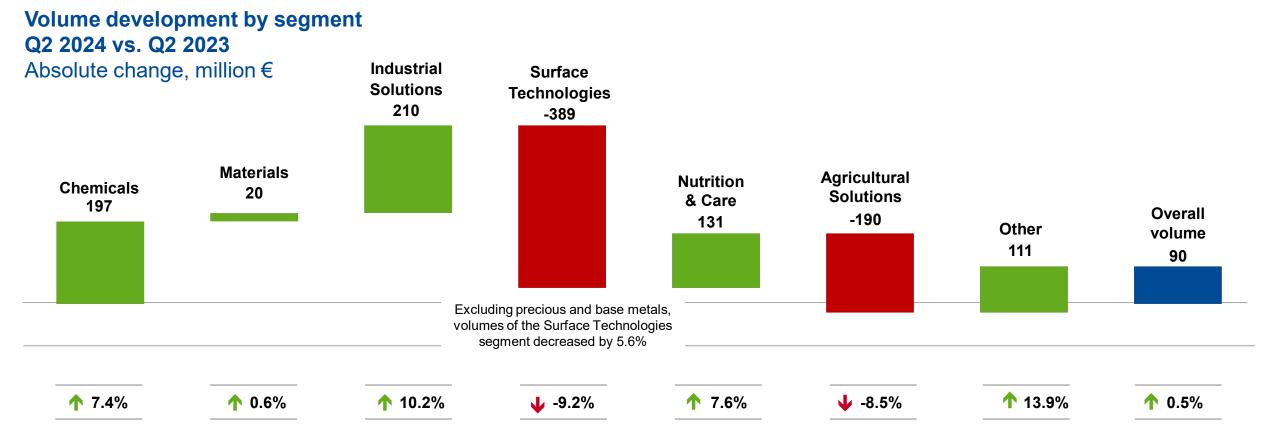


## **EBITDA** before special items Million €





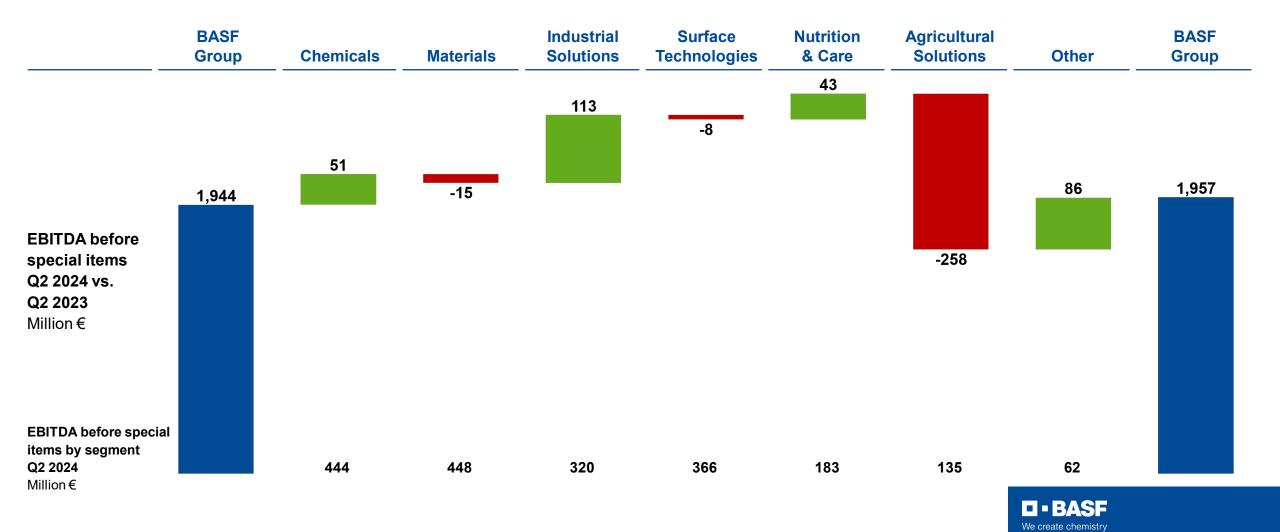
## BASF achieved volume growth in the Industrial Solutions, Chemicals, Nutrition & Care and Materials segments and in Other



Relative change, %



## EBITDA before special items at prior-year quarter level, despite considerably lower earnings in Agricultural Solutions

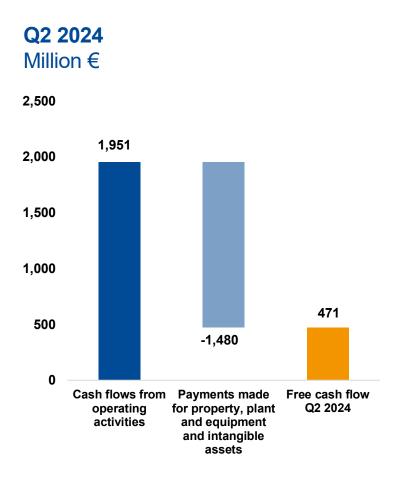


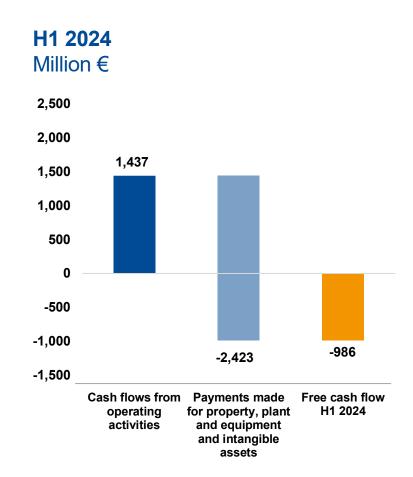
## Agricultural Solutions: We are taking decisive action to secure profitability

- Mainly driven by herbicides, particularly glufosinate-ammonium (GA), EBITDA before special items in the first half of 2024 declined by 18% compared with the strong first half of the prior year and reached €1,496 million
- While cost reductions have been achieved in GA production, the GA business has been increasingly affected by generic competition, alternative technologies as well as high energy and raw material prices
- The announced closure of the GA production and formulation facilities in Knapsack and Frankfurt will result in additional special charges in a low triple-digit million-euro range in Q3 2024
- In future, we will source the active ingredient GA from third-party suppliers to secure long-term competitiveness



### Cash flow development in Q2 2024 and H1 2024





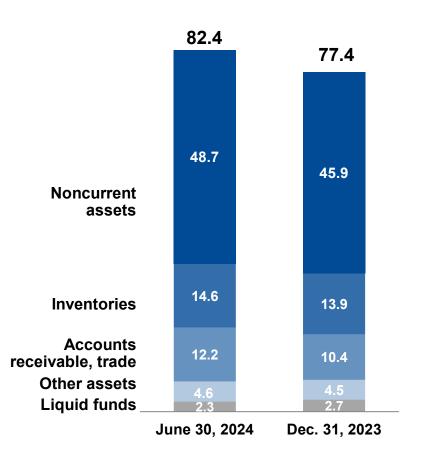
#### Q2 2024 vs. Q2 2023

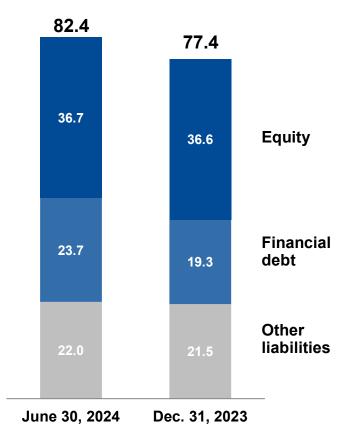
- Cash flows from operating activities decreased by €228 million to €2.0 billion, mainly due to lower dividend payments from equity-accounted companies and lower cash inflows from changes in net working capital
- Payments made for property, plant and equipment and intangible assets rose by 16% to €1.5 billion, mainly due to the construction of our new Verbund site in South China, which is progressing on time and in budget
- Free cash flow amounted to €471 million compared with €905 million in Q2 2023



### **Strong balance sheet**

## Balance sheet June 30, 2024, vs. December 31, 2023 Billion €

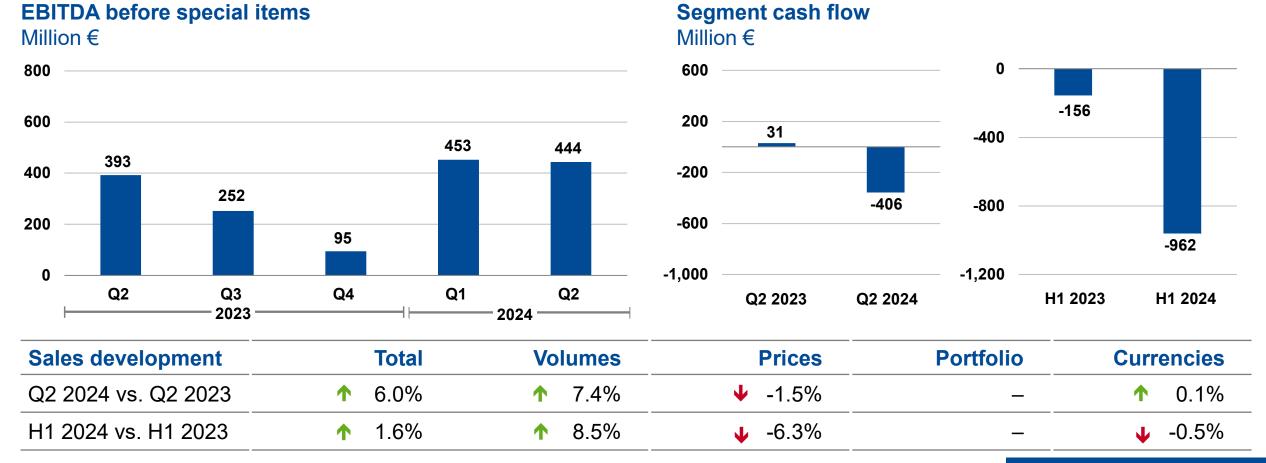




- Total assets increased by €5.1 billion to €82.4 billion, particularly due to higher trade accounts receivable and additions to property, plant and equipment
- Net debt amounted to €21.4 billion compared with €16.6 billion at the end of 2023 and €20.2 billion at the end of June 2023
- Equity ratio: 44.5% (Dec. 31, 2023: 47.3%)
- BASF has good credit ratings<sup>1</sup>, especially compared with competitors



#### **Chemicals**

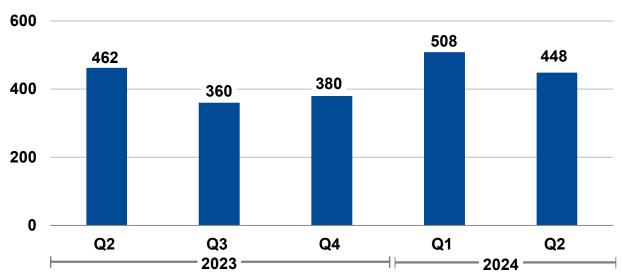




#### **Materials**

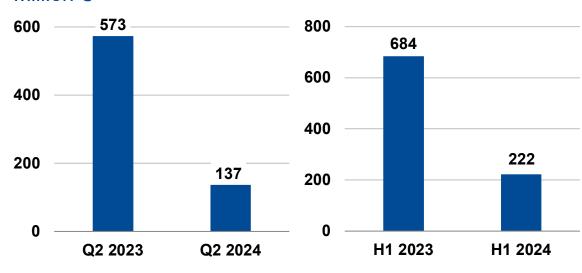
#### **EBITDA** before special items





#### **Segment cash flow**





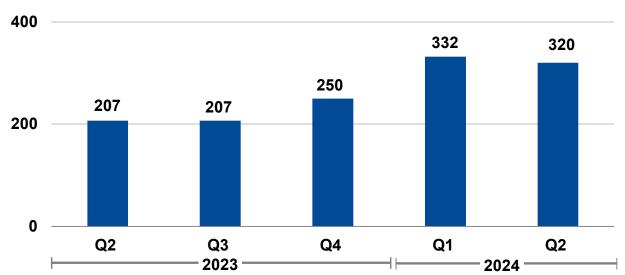
Sales development	Total	Volumes	Prices	Portfolio	Currencies
Q2 2024 vs. Q2 2023	<b>↓</b> -5.3%	<b>↑</b> 0.6%	<b>↓</b> -5.1%	<b>↓</b> -0.1%	<b>↓</b> -0.6%
H1 2024 vs. H1 2023	<b>-</b> 8.0%	<b>↑</b> 3.2%	<b>↓</b> -9.7%	<b>↓</b> -0.1%	<b>↓</b> -1.4%



#### **Industrial Solutions**

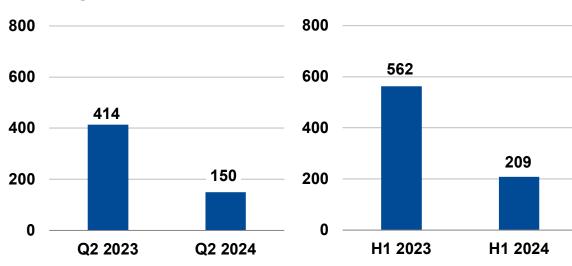
#### **EBITDA** before special items





#### **Segment cash flow**



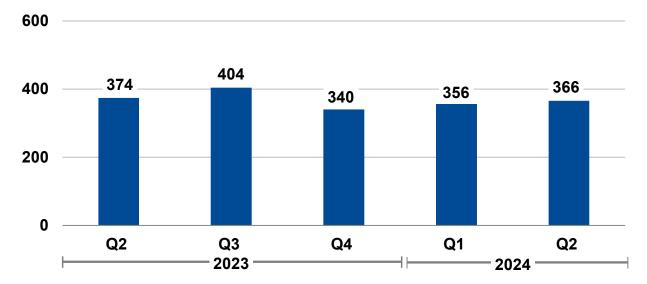


Sales development	Total	Volumes	Prices	Portfolio	Currencies
Q2 2024 vs. Q2 2023	<b>1</b> 4.8%	<b>1</b> 10.2%	<b>↓</b> -4.5%	_	<b>↓</b> -1.0%
H1 2024 vs. H1 2023	<b>↑</b> 0.3%	↑ 8.0%	<b>↓</b> -6.2%	_	<b>↓</b> -1.5%



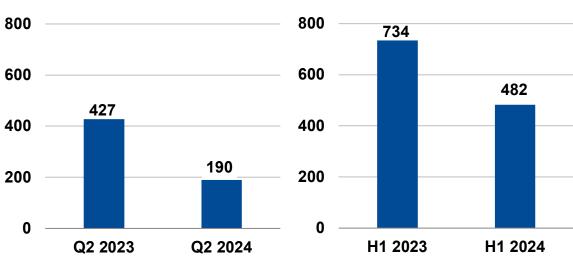
### **Surface Technologies**

## **EBITDA** before special items Million €



#### **Segment cash flow**

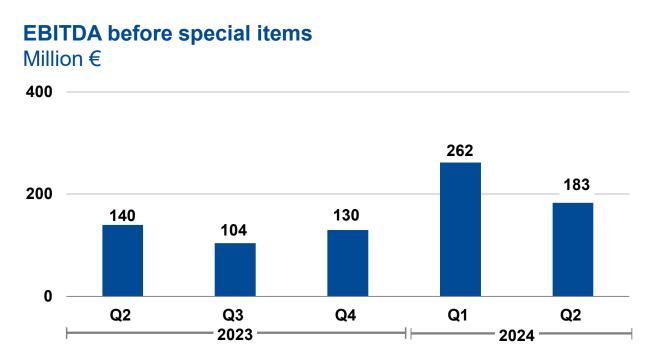


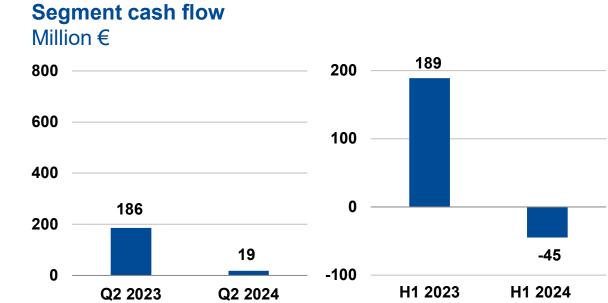


Sales development	Total	Volumes	Prices	Portfolio	Currencies
Q2 2024 vs. Q2 2023	<b>↓</b> -23.4%	<b>↓</b> -9.2%	<b>↓</b> -13.0%	<b>↓</b> -0.3%	<b>↓</b> -1.0%
H1 2024 vs. H1 2023	<b>-</b> 25.2%	<b>↓</b> -7.7%	<b>↓</b> -15.6%	<b>↓</b> -0.3%	<b>↓</b> -1.7%



#### **Nutrition & Care**





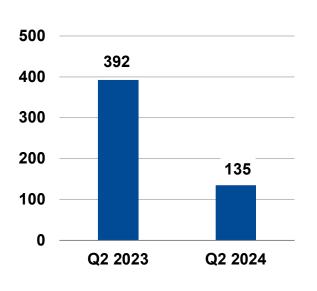
Sales development	Total	Volumes	Prices	Portfolio	Currencies
Q2 2024 vs. Q2 2023	<b>↓</b> -2.7%	<b>1</b> 7.6%	<b>↓</b> -9.1%	<b>↓</b> -0.1%	<b>↓</b> -1.1%
H1 2024 vs. H1 2023	<b>-</b> 4.0%	<b>↑</b> 8.0%	<b>↓</b> -10.3%	<b>↓</b> -0.1%	<b>↓</b> -1.7%

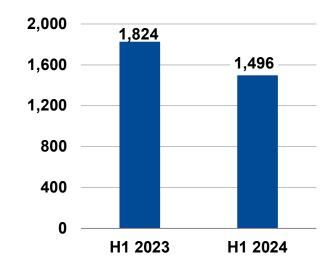


## **Agricultural Solutions**

#### **EBITDA** before special items

Million €





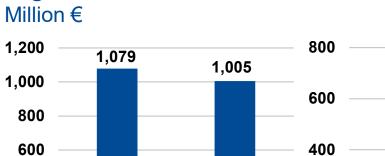
#### Segment cash flow

Q2 2023

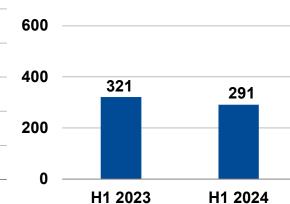
400

200

0



Q2 2024



Sales development	Total	Volumes	Prices	Portfolio	Currencies
Q2 2024 vs. Q2 2023	<b>↓</b> -13.2%	<b>↓</b> -8.5%	<b>↓</b> -2.1%	_	<b>↓</b> -2.6%
H1 2024 vs. H1 2023	<b>-</b> 11.5%	<b>•</b> -9.0%	<b>↑</b> 0.5%	_	<b>↓</b> -2.9%



### **Review of "Other"**

Financial figures		Q2 2024	Q2 2023			
		Million€	Million€			
Sales		870	799			
EBITDA b	efore special items	62	-24			
of which	Costs of corporate research	-49	-66			
	Costs of corporate headquarters	-58	-60			
	Foreign currency results, hedging and other measurement effects	17	12			
	Other businesses	61	43			
Special items		-339	-61			
EBITDA		-266	-84			



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## Verbund businesses benefit from focused value chain steering



#### Verbund businesses

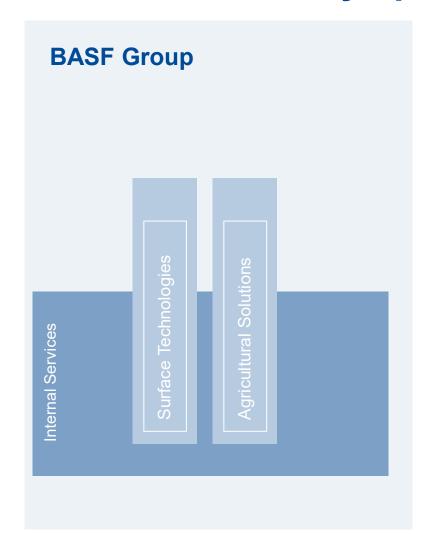
- Management along value chains
- Value generation through efficient use of resources, bundling of demand and synchronized, deeply integrated production
- Major advantages in terms of products that enable customers to achieve their net zero and circularity targets



17% over the cycle



## Steering of businesses less integrated into Verbund value chains tailored to industry-specific needs



#### **Battery Materials**

- Set to become a growth driver in BASF's portfolio
- Business requires a high level of agility to respond to rapidly evolving market developments, for example by forming collaborations and partnerships

# EBITDA bsi margin ≥30% excluding metals (by 2030)

#### **Coatings**

- Requires a high degree of flexibility and customization
- Managing complexity is crucial due to the large number of customers and formulations

EBITDA bsi margin ≥15%

(in the midterm)

#### **Agricultural Solutions**

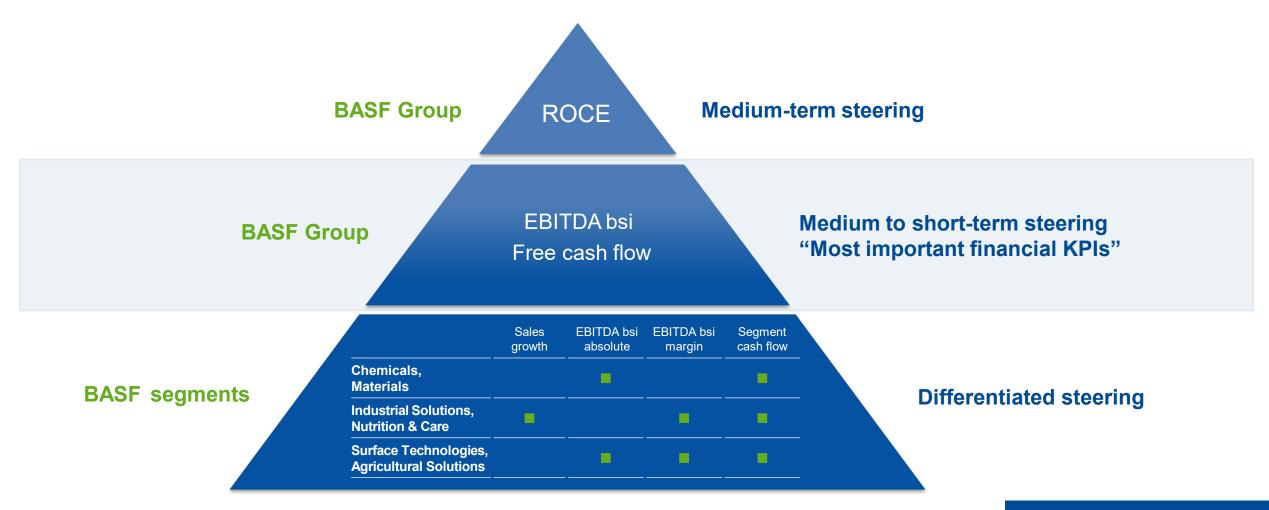
- Moved from producing crop protection products to providing farmers with agricultural solutions that connect crop protection, seeds and traits as well as digital solutions
- Generates new business models by leveraging digital solutions and increasingly integrating data and mechanical hardware



**EBITDA** bsi margin ≥23% (in the midterm)

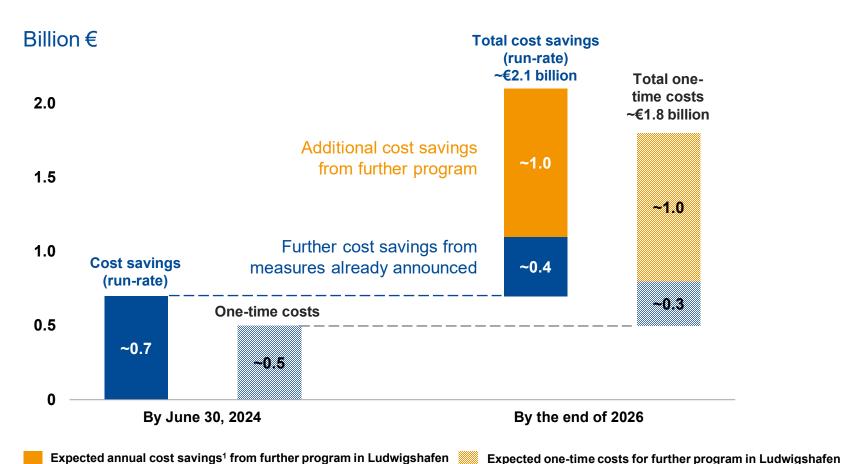


### Differentiated financial steering approach of the BASF Group



## Update on BASF's cost savings programs: On track to deliver targeted ~€2.1 billion total cost savings by the end of 2026

Expected one-time costs for measures already announced



- Implementation of the cost savings programs announced in February 2023 in full swing
- Identification of cost savings measures related to the program with focus on Ludwigshafen announced in February 2024 almost completed; swift implementation in preparation
- By the end of 2024, we expect total annual cost savings of ~€800 million and one-time costs of ~€550 million

<sup>&</sup>lt;sup>2</sup> The figures include the cost savings program in non-production units with focus on Europe, measures in the Global Business Services and Global Digital Services units outside of Europe and the cost savings related to the adaptation of production structures at Ludwigshafen Verbund site.



Expected annual cost savings<sup>1</sup> from measures already announced<sup>2</sup>

<sup>&</sup>lt;sup>1</sup> Run-rate by year end

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### BASF targets for Scope 1 and Scope 2 emissions

2030

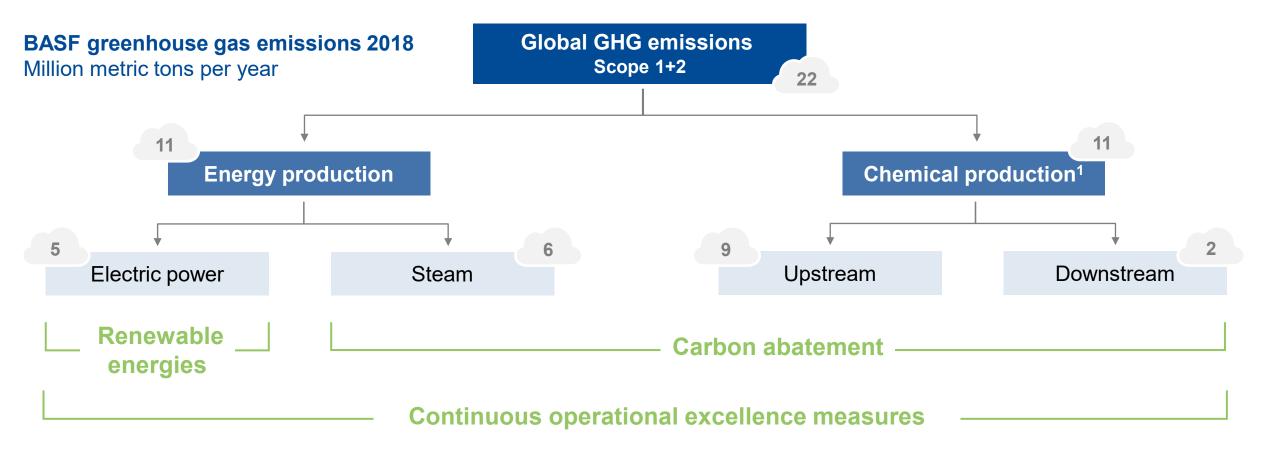
25% Scope 1 and Scope 2

CO<sub>2</sub> emission reduction (compared with 2018)

2050

net zero
Scope 1 and Scope 2
CO<sub>2</sub> emissions

### No downstream decarbonization without upstream decarbonization

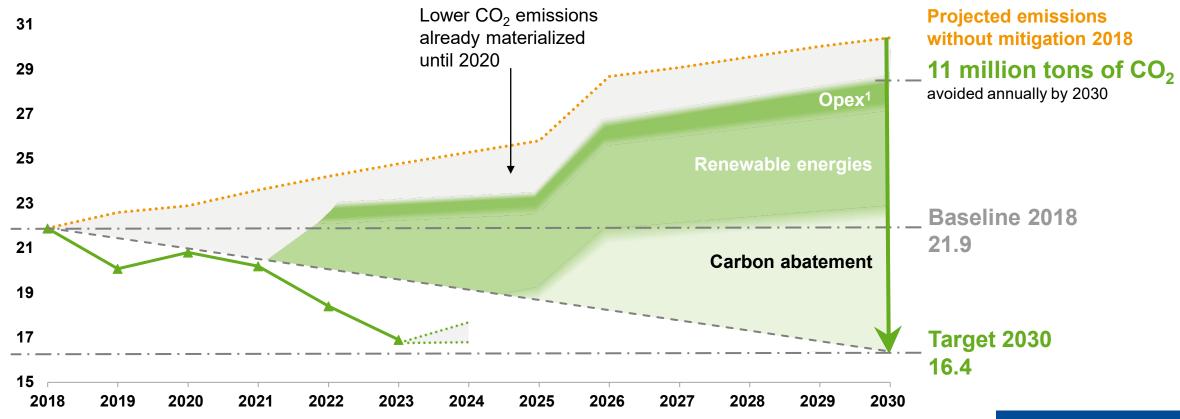




### We have a well-filled portfolio of projects to reach our 2030 target

#### **Projected BASF greenhouse gas emissions (Scope 1 and 2)**

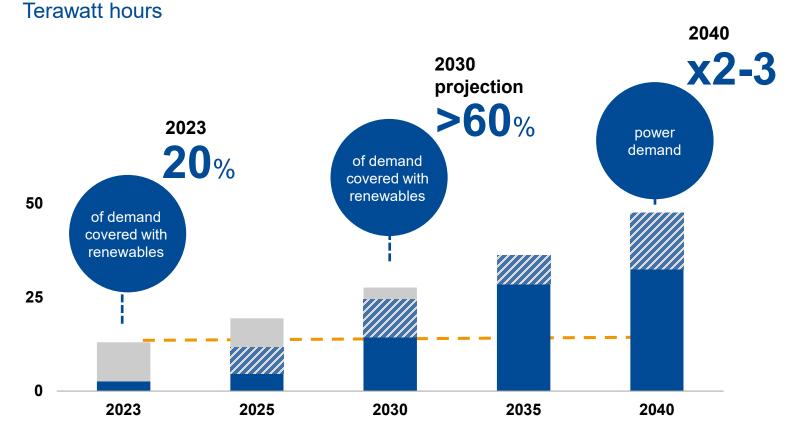
Million metric tons CO<sub>2</sub> equivalents



### Switching our power to renewable energy will be the main driver of emission reduction until 2025

Additional need for green energy for electrification, depending on availability

#### BASF global power demand and renewable supply projection



- BASF aims to source at least 60% of its power needs from renewable sources by 2030
- BASF power consumption expected to increase strongly due to electrification on our journey to net zero
- BASF pursues a make-and-buy strategy to secure access to renewable power
- Early investments in renewable power assets expected to offer advantageous economics in the future



Green energy

Grev energy

#### We are making progress on technologies for carbon abatement

#### **eFurnace**



**eFurnace**<sup>1</sup> demonstration plant built in Ludwigshafen with SABIC and Linde; testing of heating concepts to start in Q2 2024





#### Water electrolysis



Positive funding decision for 54 MW water electrolysis<sup>2</sup> plant in Ludwigshafen (Hy4Chem-EI) granted in November 2023; startup planned in 2025



#### **CCS** projects





BASF and Yara evaluating world-scale blue ammonia project using CCS in the United States<sup>3</sup>

reduce BASF's CO<sub>2</sub> emissions in Antwerp by 1 million tons per year slated for startup in 2027





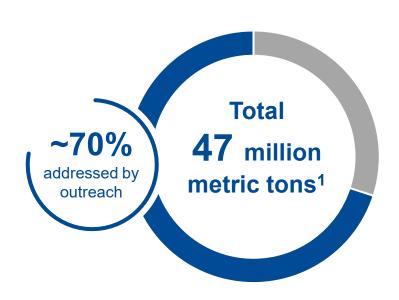
<sup>&</sup>lt;sup>1</sup> Supported by the Federal Ministry for Economic Affairs and Climate Action (BMWK) and funded by the European Union

<sup>&</sup>lt;sup>2</sup> Supported by the Federal Ministry for Economic Affairs and Climate Action (BMWK) and the State of Rhineland-Palatinate

<sup>&</sup>lt;sup>3</sup> Total capacity 1.2 to 1.4 million tons p.a.

#### We have a solid foundation for primary Scope 3.1 emission data

### BASF's CO<sub>2</sub>e emissions from raw material purchase 2023



- Supplier CO<sub>2</sub> Management Program started in 2021
   to collect primary emission data for purchased raw materials
- Collaboration through knowledge sharing on PCF calculation methodology ongoing to ensure engagement and quality of data
- More than 1,600 suppliers have been approached, accounting for ~70% of our raw-materials related Scope 3.1 emissions<sup>1</sup>
- We now have more than 1,000 validated product carbon footprints for our raw materials
- We make product carbon footprints (PCFs) a buying criterion to reduce our Scope 3.1 emissions and thus the PCFs of our sales products



### **BASF targets for Scope 3.1 emissions**

2030

15% specific Scope 3.1 CO<sub>2</sub> emission reduction (compared with 2022)<sup>1</sup>

2050

net zero
Scope 3.1
CO<sub>2</sub> emissions

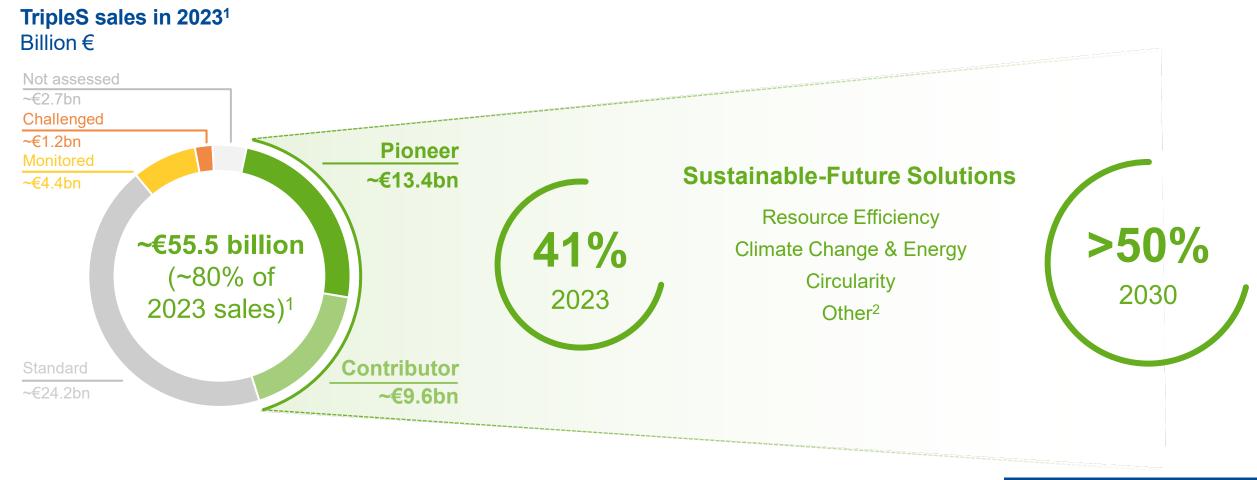
# TripleS method increases measurability and transparency on sustainability – developed by BASF, adopted by the industry



- Methodology refined after achieving 2025 Accelerator target ahead of schedule in 2021
- Approximately 45,000 products are analyzed and classified worldwide
- Each product in its application is assigned to one of five TripleS segments
- Portfolio steered toward climate protection, resource efficiency and circular economy with Pioneer and Contributor products
- The World Business Council for Sustainable Development adopted
   BASF's TripleS logic for its Portfolio Sustainability Assessment (PSA)



# We aim to increase the sales share of Sustainable-Future Solutions from 41% to more than 50% by 2030



<sup>&</sup>lt;sup>1</sup> Sales shares based on the analysis of the relevant portfolio carried out by the end of 2023; not included: platinum group metals within ECMS, strategically non-relevant businesses such as IT services, licenses, etc. The provisional segmentation has not been audited by KPMG. The allocation to the TripleS segments is provisional, as the reassessment of our portfolio has not yet been completed.



<sup>&</sup>lt;sup>2</sup> "Other" comprises Health & Safety, Pollution Reduction, Biodiversity, Water Protection and Zero Hunger.

### **Agenda**

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Measures to increase competitiveness

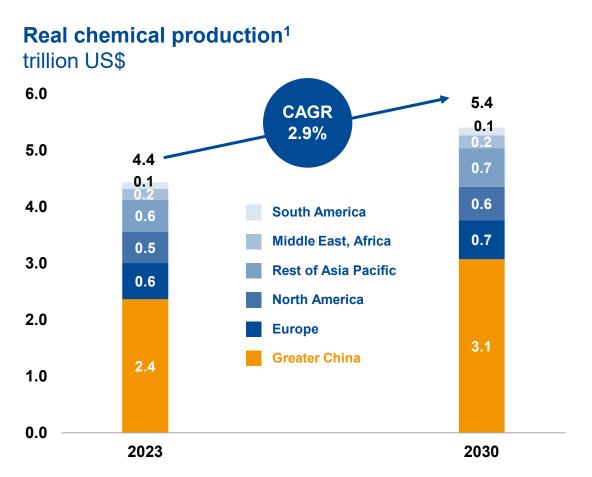
4 Pushing the transition to a sustainable economy

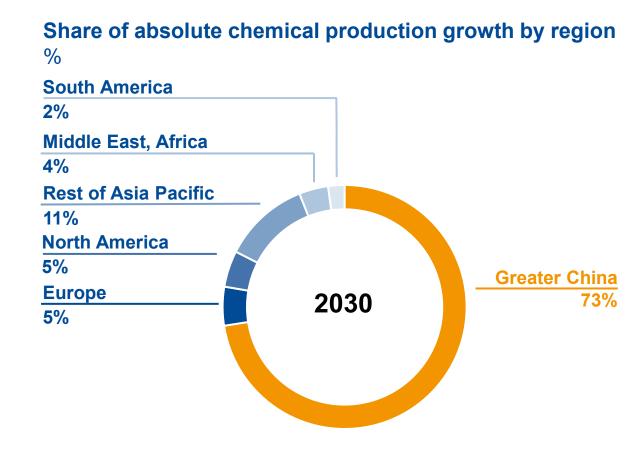
Unique position to capture growth in Asia

Battery materials driving electromobility and growth



# China is the major growth driver for global chemical production: ~75% of growth will come from Greater China by 2030







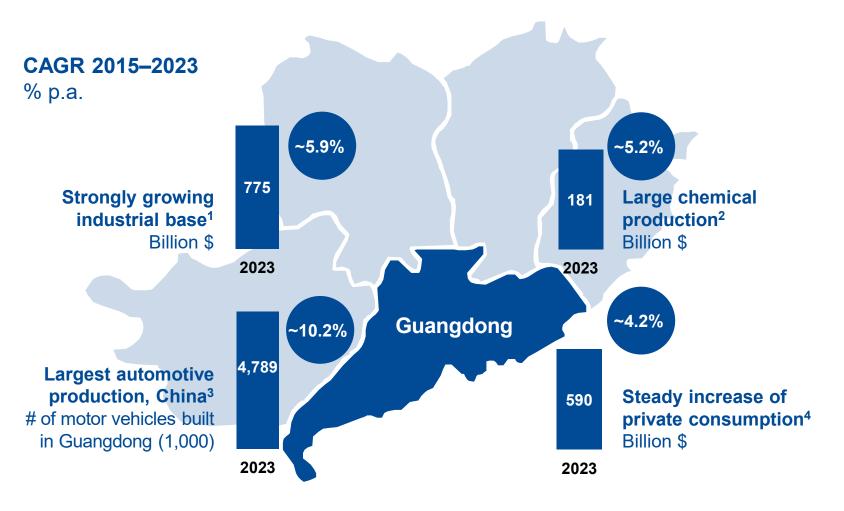
### BASF's Verbund site in Nanjing is a prime example of our success in China



- 50:50 joint venture with Sinopec founded in 2000, start-up in 2005, major expansions in 2011 and 2014
- Scope has continuously expanded over the years toward longer and more diversified value chains
- Third-largest BASF site, US\$6.0 billion gross investment (100%)
- Capacity: ~3 million metric tons per year; 33 production plants including steam cracker
- Strong focus on operational excellence and consistent plant maintenance resulted in best-in-class asset effectiveness
- With 21% EBITDA margin<sup>1</sup> BASF-YPC is one of the most profitable BASF sites



### Guangdong is home to key customers from fast-growing industries



#### Market characteristics<sup>5</sup>

- Nearly 127 million residents in Guangdong province (2022)
- GDP Guangdong (2023): >\$1.92 trillion (approaching Brazil)
- GDP CAGR 2023–2038: ~4.7% p.a.
- Key customer industries: transportation, consumer goods, home and personal care, electronics
- Chemical products are generally undersupplied from local production



<sup>&</sup>lt;sup>1</sup> Industry real output, 2015-based. Guangdong Bureau of Statistics

<sup>&</sup>lt;sup>2</sup> Real chemical gross output, 2015-based, inferred by gross output/value added ratio for China, Guangdong Bureau of Statistics

<sup>&</sup>lt;sup>3</sup> Guangdong Bureau of Statistics

<sup>&</sup>lt;sup>4</sup> Real private consumption, 2015-based. National Bureau of Statistics with S&P Global forecast, subject to retrospective revision

<sup>&</sup>lt;sup>5</sup> Guangdong Bureau of Statistics, S&P Global

#### Construction of BASF's new Verbund site in Zhanjiang, China



### Key financials of BASF's new Verbund site in Zhanjiang

**€4.0–5.0 billion**Sales
by 2030

**€1.0–1.2 billion**EBITDA
by 2030

Around €10 billion total capital expenditure (peak: 2023–2025)

- The greenfield character of the new Verbund site results in a higher share of infrastructure investments compared with a brownfield project
- Infrastructure investments will be diluted with future investments/expansions
- The new Verbund site will be BASF's key platform for long-term profitable and sustainable growth in China



### **Agenda**

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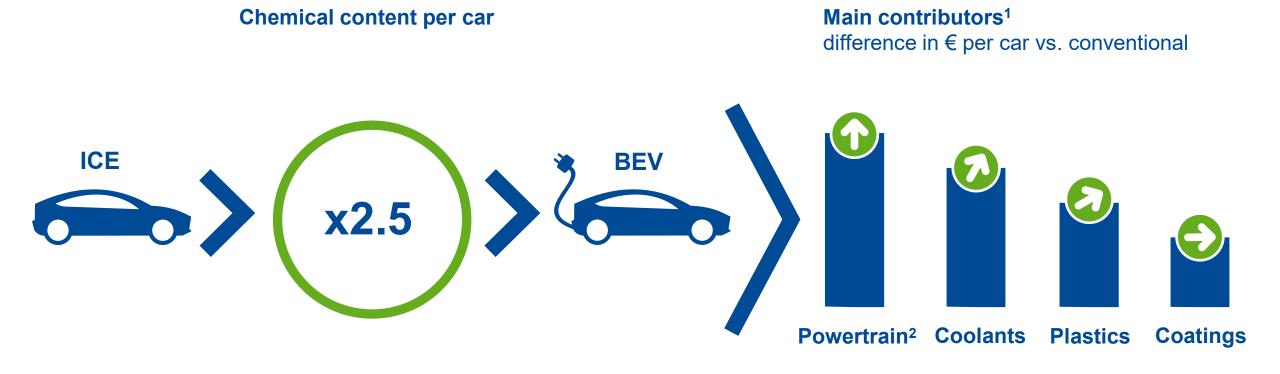
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# The chemical content per car is higher in a BEV compared to ICE, with CAM as the single largest growth opportunity



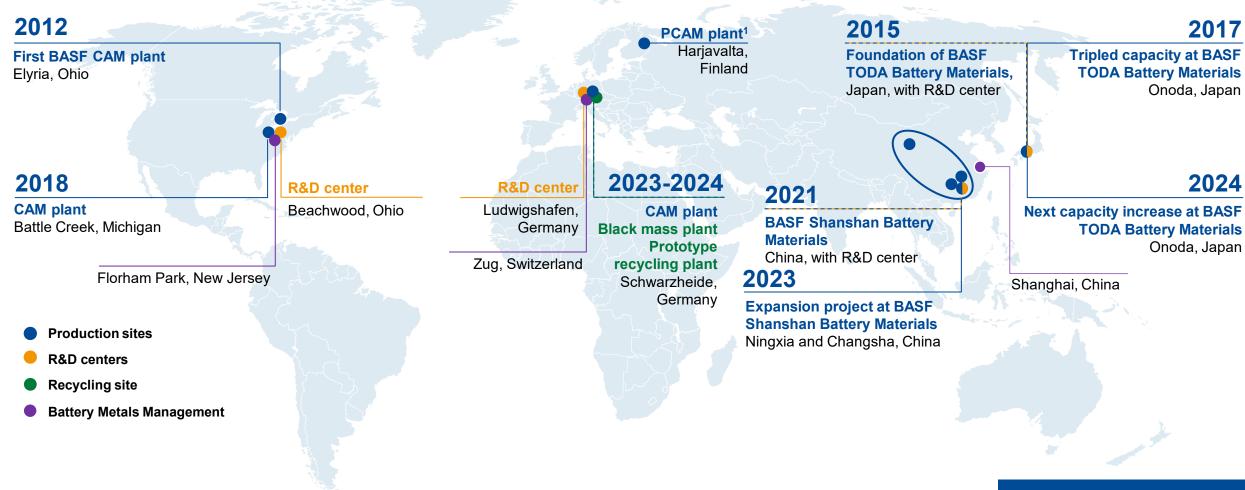
The cathode active material (CAM) as key component of any battery cell more than doubles the chemical content which can be found in today's average ICE vehicle



<sup>&</sup>lt;sup>1</sup> Only representative for relative change in projected sales

<sup>&</sup>lt;sup>2</sup> Emission catalyst vs. cathode active material (both incl. metals)

# BASF has production assets and R&D hubs in close proximity to the most important BEV markets in every region





## Battery Materials: We are adapting in line with recent market developments

- The trend toward electric vehicles will continue and battery materials remain a significant growth opportunity for the chemical industry
- Over the last years, BASF has established competitive cathode active materials production capacities in all regions; we continue to ramp up and fill existing capacities worldwide
- In the light of recent market developments, BASF is taking action to de-risk its path forward
- BASF's decision against an investment in a nickel-cobalt refining complex in Indonesia significantly lowers future capital requirements; supply options have evolved and with that BASF's access to battery grade nickel
- BASF is pausing its large-scale refinery project for battery recycling in Tarragona until cell capacity build-up and xEV adoption rate in Europe regain momentum



# 

We create chemistry