Shaping agriculture in changing times
Markus Heldt, President BASF Crop Protection

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September 6, 2016
Breakthrough innovations that support farmers to increase their yields, crop quality, farm management, and sustainability footprint

Ongoing contribution and commitment to agriculture

AgCelence® / Plant Health

Clearfield® System

AgBalance™
Crop Protection is an attractive global market valued at around US$60 billion in 2015

Current scenario for farmers and the industry

Farmers’ views and attitudes

“Why should anyone object to innovation? Farmers have always been innovators.”

Marshal Rodda, Victoria, Australia

“This land is here for me and my family, to feed people, and still be here for future generations.”

Mineralli Isacco, Bologna, Italy

“I don’t always need a bigger crop. But I’ll always want a better one.”

Miguel Morenas, Bogotá, Colombia

Opportunities for business development

Rapid adoption of new technologies

Deeper concern about efficient use of resources and environmental legacy

New areas of expertise leveraging and improving agricultural solutions
BASF Crop Protection: Ambitious growth plan to fulfill farmers’ needs

- Products launched < 5 years significantly contributing to sales
- Comprehensive products beyond chemicals
- Launches in all indications
- Peak sales potential of €3 billion for launches between 2015 and 2025
- Accelerate discovery and development of new compounds
- Strengthen expertise in new areas (e.g. digital farming)
- Increase global footprint and value of offer
- Strategic and economic fit for long-term success
- Acquisitions & in-licensing
Acquisitions and in-licensing opportunities

Actively pursue potential acquisitions and in-licensing agreements that

- Include opportunities arising from ongoing merger efforts in agrochemical industry
- Show strategic and economic fit to ensure business’ long-term success and profitability
- Increase global footprint and value offer to customers
- Generate synergies with current portfolio and pipeline
- Strengthen our speed and flexibility to quickly react to customers’ needs

Our strong global reach, portfolio, and pipeline underpin confidence in business growth
BASF Crop Protection R&D Pipeline

<table>
<thead>
<tr>
<th>Indication</th>
<th>Lead active ingredients</th>
<th>Launches</th>
<th>Peak sales potential</th>
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<tbody>
<tr>
<td>Fungicides</td>
<td>Revysol®</td>
<td></td>
<td>&gt; €2.0 bn</td>
</tr>
<tr>
<td>Herbicides</td>
<td>For grass weed control</td>
<td></td>
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<tr>
<td>Insecticides</td>
<td>Inscalis™, Broflanilide</td>
<td></td>
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<tr>
<td>Herbicide Tolerance</td>
<td>Engenia® / Provisia®</td>
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<tr>
<td>Functional Crop Care</td>
<td>Limus®, Vizura®, Velifer™</td>
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<tr>
<td>Fungicides</td>
<td>2 in advanced discovery</td>
<td></td>
<td>&gt; €1.0 bn</td>
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<tr>
<td>Herbicides</td>
<td>1 in advanced discovery</td>
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<tr>
<td>Functional Crop Care</td>
<td>1 in early discovery</td>
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Total > €3.0 bn

Upcoming market introductions in all indications to support farmers across the globe
New areas and expertise boosting the development of innovative solutions

Portfolio
- Fungicides
- Herbicides
- Soil
- Insecticides
- Seed Solutions

Solutions
- Digitalization
- Chemistry
- Biology
- Sustainability

Farmers’ Benefits

Much more than just one product: Striving to deliver a set of solutions for farmers’ needs
Revysol®: New blockbuster fungicide

Unique chemistry that meets future efficacy levels and regulatory requirements

- Proprietary triazole fungicide
- Vital role in future resistance management
- First registration and market introductions expected for season 2018/19
- Simultaneous market launch on global scale
- Result of BASF’s expertise in fungicide technologies

Outstanding solution set to significantly outperform current products in the market
Chemical innovations

Currently, there are 250 yield-robbing resistant weeds globally. One more reason to constantly innovate

- Advanced development of several compounds in multiple classes of chemistry
- Launch of Provisia™ Rice System for grass weed control in North America in 2017 with additional countries to follow
- Registration of Engenia™ (new dicamba formulation) planned for end of 2016
- Development of new PPO herbicide to control resistant weeds

Trait technologies

Advanced formulations

BASF has an industry-leading herbicide portfolio with 10 different modes of actions
Accelerating the discovery, development, and introduction of new insecticides

<table>
<thead>
<tr>
<th>2015</th>
<th>2018-19</th>
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<tbody>
<tr>
<td><strong>Nealta®</strong></td>
<td><strong>Inscalis™</strong></td>
</tr>
<tr>
<td>Miticide</td>
<td>Piercing-sucking insects</td>
</tr>
<tr>
<td>Unique mode of action</td>
<td>Long-lasting control</td>
</tr>
<tr>
<td>Spider mites</td>
<td>Row crops, specialty crops,</td>
</tr>
<tr>
<td>Specialty crops</td>
<td>ornamentals</td>
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Fungicides Herbicides Insecticides Soil management Seed Solutions
Groundbreaking nitrogen solutions for optimal plant nutrition and less environmental impact

Nitrogen is an essential nutrient for plant growth, but with conventional fertilizers, only 50% of it is taken up by the roots

**Limus®**
- Multi-patented urease inhibitor with two active ingredients
- Potential to reduce nitrogen losses from volatilization by up to 90%
- Launched in China and U.S.; set to enter Europe in 2017

**Vizura™**
- Most effective nitrification inhibitor in the market
- Best solution for liquid manure from livestock and biogas plants
- Ongoing launches in several European markets

Ongoing investments in soil management innovations show promising results
Enhancing plant performance with the best of chemistry and biology

For biology and chemistry to work in tandem, BASF applies innovative techniques and deep expertise.
Enhancing plant performance with the best of chemistry and biology

Seed solutions

Functional coatings and colorants
- Flo Rite®
- Inoculants
- Nodulator®

Biological Treatments
- Integral®

Chemical Treatments
- Systiva®

Foliar application
- Serifel®: Biological fungicide with multiple modes of action that prolongs longevity of classic chemistries by delaying development of resistance

In-furrow application
- Xanthion®: The first fungicide to combine chemistry and biology with extended disease protection by covering the area around the seed

For biology and chemistry to work in tandem, BASF applies innovative techniques and deep expertise
Digital transformation as key engine to improve farm management and sustainability footprint

Evolving from selling products to a personalized offer on the farm

- Focus on technologies that can leverage our core crop protection offers
- Strengthen services and advice programs to support farmers’ agronomic decisions
- Connect key variables and information generated in the farming environment to improve yield
- Engage in alliances and partnerships to speed up development of new solutions

Investing in digital technologies to help growers take more control of their farming operations
BASF Crop Protection: Business outlook for 2016

Challenging macroeconomic scenario and business environment and to remain in upcoming months

- Intensify sales efforts and focus on customers’ needs
- Support strategic registration and launches, such as Engenia™ in the U.S. and Ativum™ in Brazil
- Optimize portfolio mix and margin improvements
- Keep diligent and strict cost management measures

Based on current developments, goal for 2016 is to strive to reach profitability level of 2015
Creating together solutions for sustainable farming

- Strong portfolio and outstanding pipeline of innovations
- Focus on R&D to deliver breakthrough solutions
- Global partnerships and alliances for further growth
- Actively pursue acquisition opportunities
- Develop and deliver chemical and biological solutions
- Invest and leverage digital technologies to improve farm management

Committed to investing and supporting farming, the biggest job on earth