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# Overviews

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# **Ten-year summary**

Million €	2007	2008	2009	2010	2011	20121	2013 <sup>2</sup>	2014	2015	2016
Sales and earnings										
Sales	57,951	62,304	50,693	63,873	73,497	72,129	73,973	74,326	70,449	57,550
Income from operations (EBIT)	7,316	6,463	3,677	7,761	8,586	6,742	7,160	7,626	6,248	6,275
Income before taxes	6,935	5,976	3,079	7,373	8,970	5,977	6,600	7,203	5,548	5,395
Income before minority interests	4,325	3,305	1,655	5,074	6,603	5,067	5,113	5,492	4,301	4,255
Net income	4,065	2,912	1,410	4,557	6,188	4,819	4,792	5,155	3,987	4,056
Income from operations before depreciation and amortization (EBITDA)	10,225	9,562	7,388	11,131	11,993	10,009	10,432	11,043	10,649	10,526
EBIT before special items	7,614	6,856	4,852	8,138	8,447	6,647	7,077	7,357	6,739	6,309
EBIT after cost of capital	2,895	1,621	(226)	3,500	2,551	1,164	1,768	1,368	194	1,136
Capital expenditures, depreciation and amortization										
Additions to property, plant and equipment and intangible assets	4,425	3,634	5,972	5,304	3,646	5,263	7,726	7,285	6,013	7,258
Thereof property, plant and equipment	2,564	2,809	4,126	3,294	3,199	4,084	6,428	6,369	5,742	4,377
Depreciation and amortization of property, plant and equipment and intangible assets	2,909	3,099	3,711	3,370	3,407	3,267	3,272	3,417	4,401	4,251
Thereof property, plant and equipment	2,294	2,481	2,614	2,667	2,618	2,594	2,631	2,770	3,600	3,691
Number of employees										
At year-end	95,175	96,924	104,779	109,140	111,141	110,782	112,206	113,292	112,435	113,830
Annual average	94,893	95,885	103,612	104,043	110,403	109,969	111,844	112,644	113,249	111,975
Personnel expenses	6,648	6,364	7,107	8,228	8,576	8,963	9,285	9,224	9,982	10,165
Research and development expenses	1,380	1,355	1,398	1,492	1,605	1,732	1,849	1,884	1,953	1,863
Key data										
Earnings per share³ €	4.16	3.13	1.54	4.96	6.74	5.25	5.22	5.61	4.34	4.42
Cash provided by operating activities <sup>4</sup>	5,807	5,023	5,693	6,460	7,105	6,602	8,100	6,958	9,446	7,717
EBITDA margin %	17.6	15.3	14.6	17.4	16.3	13.9	14.1	14.9	15.1	18.3
Return on assets %	16.4	13.5	7.5	14.7	16.1	11.0	11.5	11.7	8.7	8.2
Return on equity after tax %	22.4	17.0	8.9	24.6	27.5	19.9	19.2	19.7	14.4	13.3
Appropriation of profits										
Net income of BASF SE <sup>5</sup>	2,267	2,982	2,176	3,737	3,506	2,880	2,826	5,853	2,158	2,808
Dividend	1,831	1,791	1,561	2,021	2,296	2,388	2,480	2,572	2,664	2,755
Dividend per share <sup>3</sup> €	1.95	1.95	1.70	2.20	2.50	2.60	2.70	2.80	2.90	3.00
Number of shares as of December 31 <sup>3,6</sup> million	956.4	918.5	918.5	918.5	918.5	918.5	918.5	918.5	918.5	918.5

We have applied International Reporting Standards IFRS 10 and 11 as well as International Accounting Standard 19 (revised) since January 1, 2013. Figures for 2012 have been restated; no restatement was made for 2011 and earlier.

 $<sup>^{2}</sup>$  Figures for 2013 have been adjusted to reflect the dissolution of the natural gas trading business disposal group.

<sup>&</sup>lt;sup>3</sup> We conducted a two-for-one stock split in the second quarter of 2008. The previous year's figures for earnings per share, dividend per share and number of shares have been adjusted accordingly for purposes of comparison.

 $<sup>^4\,</sup>$  Includes the change in reporting from 2009 onward of the effects of regular extensions of U.S. dollar hedging transactions

<sup>&</sup>lt;sup>5</sup> Calculated in accordance with German GAAP

 $<sup>^{\</sup>mbox{\scriptsize 6}}$  After deduction of repurchased shares earmarked for cancellation

# Balance sheet (IFRS)

Million €	2007	2008	2009	2010	2011	20121		2014	2015	2016
		9,889		12,245						15,162
Intangible assets	9,559		10,449		11,919	12,193	12,324	12,967	12,537	
Property, plant and equipment	14,215	15,032	16,285	17,241	17,966	16,610	19,229	23,496	25,260	26,413
Investments accounted for using the equity method	834	1,146	1,340	1,328	1,852	3,459	4,174	3,245	4,436	4,647
Other financial assets	1,952	1,947	1,619	1,953	848	613	643	540	526	605
Deferred taxes	679	930	1,042	1,112	941	1,473	1,006	2,193	1,791	2,513
Other receivables and miscellaneous										
noncurrent assets	655	642	946	653	561	911	877	1,498	1,720	1,210
Noncurrent assets	27,894	29,586	31,681	34,532	34,087	35,259	38,253	43,939	46,270	50,550
Inventories	6,578	6,763	6,776	8,688	10,059	9,581	10,160	11,266	9,693	10,005
Accounts receivable, trade	8,561	7,752	7,738	10,167	10,886	9,506	10,233	10,385	9,516	10,952
Other receivables and miscellaneous										
current assets	2,337	3,948	3,223	3,883	3,781	3,455	3,714	4,032	3,095	3,078
Marketable securities	51	35	15	16	19	14	17	19	21	536
Cash and cash equivalents	767	2,776	1,835	1,493	2,048	1,647	1,827	1,718	2,241	1,375
Assets of disposal groups	614		_	614	295	3,264			_	
Current assets	18,908	21,274	19,587	24,861	27,088	27,467	25,951	27,420	24,566	25,946
Total assets	46,802	50,860	51,268	59,393	61,175	62,726	64,204	71,359	70,836	76,496
Subscribed capital	1,224	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176
Capital surplus	3,173	3,241	3,229	3,216	3,203	3,188	3,165	3,143	3,141	3,130
Retained earnings	14,556	13,250	12,916	15,817	19,446	23,708	26,102	28,777	30,120	31,515
Other comprehensive income	174	(96)	156	1,195	314	(3,461)	(3,400)	(5,482)	(3,521)	(4,014)
Minority interests	971	1,151	1,132	1,253	1,246	1,010	630	581	629	761
Equity	20,098	18,722	18,609	22,657	25,385	25,621	27,673	28,195	31,545	32,568
Provisions for pensions and similar										
obligations	1,292	1,712	2,255	2,778	3,189	5,421	3,727	7,313	6,313	8,209
Other provisions	3,015	2,757	3,289	3,352	3,335	2,925	3,226	3,502	3,369	3,667
Deferred taxes	2,060	2,167	2,093	2,467	2,628	2,234	2,894	3,420	3,381	3,317
Financial indebtedness	6,954	8,290	12,444	11,670	9,019	8,704	11,151	11,839	11,123	12,545
Other liabilities	901	917	898	901	1,142	1,111	1,194	1,197	869	873
Noncurrent liabilities	14,222	15,843	20,979	21,168	19,313	20,395	22,192	27,271	25,055	28,611
Accounts payable, trade	3,763	2,734	2,786	4,738	5,121	4,502	5,153	4,861	4,020	4,610
Provisions	2,697	3,043	3,276	3,324	3,210	2,628	2,670	2,844	2,540	2,802
Tax liabilities	881	860	1,003	1,140	1,038	870	968	1,079	1,082	1,288
Financial indebtedness	3,148	6,224	2,375	3,369	3,985	4,094	3,256	3,545	4,074	3,767
Other liabilities	1,976	3,434	2,240	2,802	3,036	2,623	2,292	3,564	2,520	2,850
Liabilities of disposal groups	17			195	87	1,993				
Current liabilities	12,482	16,295	11,680	15,568	16,477	16,710	14,339	15,893	14,236	15,317
	<del></del>									
Total equity and liabilities	46,802	50,860	51,268	59,393	61,175	62,726	64,204	71,359	70,836	76,496

We have applied International Reporting Standards IFRS 10 and 11 as well as International Accounting Standard 19 (revised) since January 1, 2013. Figures for 2012 have been restated; no restatement was made for 2011 and earlier.

<sup>&</sup>lt;sup>2</sup> Figures for 2013 have been adjusted to reflect the dissolution of the natural gas trading business disposal group.

# Trademarks<sup>1</sup>

ACRODUR®	
AgCelence®	reg. trademark of BASF Group
AMASIL®	reg. trademark of BASF Group
BASONAT®	reg. trademark of BASF Group
CELLASTO®	reg. trademark of BASF Group
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KIXOR®	reg. trademark of BASF Group
LAROMER®	reg. trademark of BASF Group

1	Trademarks are	e not	registered	in	all	countries.
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Lavergy®	_ reg. trademark of BASF Group
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natuphos®	_ reg. trademark of BASF Group
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# **Glossary**

#### **Associated companies**

Associated companies are entities in which significant influence can be exercised over their operating and financial policies and which are not subsidiaries, joint ventures or joint operations. In general, this applies to companies in which BASF has an investment of between 20% and 50%.

#### **Audits**

Audits are a strategic tool for monitoring and directing standards. During a site or plant audit, clearly defined criteria are used to create a profile on topics such as environment, safety or health.

#### В

#### **Backup line**

A backup line is a confirmed line of credit that can be drawn upon in connection with the issue of commercial paper if market liquidity is not sufficient, or for the purpose of general corporate financing. It is one of the instruments BASF uses to ensure it is able to make payments at all times.

### Barrel of oil equivalent (BOE)

A barrel of oil equivalent (BOE) is an international unit of measurement for comparing the energy content of different fuels. It is equal to one barrel of crude oil, or 6,000 cubic feet (169 cubic meters) of natural gas.

### **Biotechnology**

Biotechnology includes all processes and products that make use of living organisms, such as bacteria and yeasts, or their cellular constituents.

# **BDO**

BDO stands for 1,4-Butanediol and is a BASF intermediate. BDO and its derivatives are used for producing plastics, solvents, electronic chemicals and elastic fibers.

# C

The international nonprofit organization CDP (formerly the Carbon Disclosure Project) analyzes environmental data of companies. The CDP's indexes serve as assessment tools for investors.

# CO, equivalents

CO<sub>2</sub> equivalents are units for measuring the impact of greenhouse gas emissions on the greenhouse effect. A factor known as the global warming potential (GWP) shows the impact of the individual gases compared with CO<sub>2</sub> as the reference value.

# Commercial paper program

The commercial paper program is a framework agreement between BASF and banks regarding the issuing of debt obligations on the financial market (commercial paper). The commercial paper is issued under a rolling program for which the terms can be determined individually. This requires a good rating.

#### Compliance

Compliance is an important element of corporate governance. It refers to the company's behavior in accordance with laws, guidelines and voluntary codices.

### D

#### **Dodd-Frank Act**

The Dodd-Frank Act issued in 2010 comprises accounting and disclosure obligations for publicly listed U.S. companies regarding the use of certain raw materials that come from the Democratic Republic of the Congo or its bordering countries. The companies must prove that the materials they use do not come from mines in these conflict areas. The definition of conflict minerals as per the Dodd-Frank Act includes the following materials and their derivatives: Columbitetantalite (coltan), cassiterite, wolframite and gold.

#### Ε

#### **EBIT**

Earnings before interest and taxes (EBIT): At BASF, EBIT corresponds to income from operations.

#### EBIT after cost of capital

EBIT after cost of capital is calculated by deducting the cost of capital from the EBIT of the operating divisions. The cost of capital thereby reflects the shareholders' expectations regarding return (in the form of dividends or share price increases) and interest payable to creditors. If the EBIT after cost of capital has a positive value, we have earned a premium on our cost of capital.

# **EBITDA**

Earnings before interest, taxes, depreciation and amortization (EBITDA): At BASF, EBITDA corresponds to income from operations before depreciation and amortization (impairments and write-ups).

# **EBITDA** margin

The EBITDA margin is the margin that we earn on sales from our operating activities before depreciation and amortization. It is calculated as income from operations before depreciation and amortization as a percentage of sales.

# **Eco-Efficiency Analysis**

The Eco-Efficiency Analysis is a method developed by BASF for assessing the economic and environmental aspects of products and processes. The aim is to compare products with regard to profitability and environmental compatibility.

# Enhanced oil recovery (EOR)

Enhanced oil recovery (EOR) methods, also called tertiary recovery or tertiary production methods, are used to increase the recovery factor from oil reservoirs. Different technologies are employed depending on reservoir conditions; a distinction is generally made between thermal and chemical EOR and miscible gas flooding, which makes use of gases such as carbon dioxide.

# **Equity method**

The equity method is used to account for shareholdings in joint ventures and associated companies. Based on the acquisition costs of the shareholding as of the acquisition date, the carrying amount is continuously adjusted to the changes in equity of the company in which the share is held.

#### European Water Stewardship (EWS) Standard

The European Water Stewardship (EWS) Standard enables businesses and agriculture to assess the sustainability of their water management practices. The criteria are water abstraction volumes, water quality, conservation of biodiversity and water governance. The Europe-wide standard came into force at the end of 2011 and was developed by nongovernmental organizations, governments and businesses under the direction of the independent organization European Water Partnership (EWP).

#### **Exploration**

Exploration refers to the search for mineral resources, such as crude oil or natural gas, in the Earth's crust. The exploration process involves using suitable geophysical methods to find structures that may contain oil and gas, then proving a possible discovery by means of exploratory drilling.

### Field development

Field development is the term for the installation of production facilities and the drilling of production wells for the commercial exploitation of oil and natural gas deposits.

# **Formulation**

Formulation describes the combination of one or more active substances with excipients like emulsifiers, stabilizers and other inactive components in order to improve the applicability and effectiveness of various products, such as cosmetics, pharmaceuticals, agricultural chemicals, paints and coatings.

# Free cash flow

Free cash flow is cash provided by operating activities less payments made for property, plant and equipment and intangible assets.

# G

#### Global Compact

In the United Nations Global Compact network, nongovernmental organizations, companies, international business and employee representatives, scientists and politicians work on aligning global business with the principles of sustainable development.

# **Global Product Strategy (GPS)**

The Global Product Strategy aims to establish global product stewardship standards and practices for companies. The program, initiated by the International Council of Chemical Associations, strives to ensure the safe handling of chemicals by reducing existing differences in risk assessment.

# **Global Reporting Initiative (GRI)**

The Global Reporting Initiative is a multistakeholder organization. It was established in 1997 with the aim of developing a guideline for companies' and organizations' voluntary reporting on their economic, environmental and social activities.

#### **Greenhouse Gas Protocol (GHG Protocol)**

The Greenhouse Gas Protocol, used by many companies in different sectors as well as nongovernmental organizations and governments, is a globally recognized standard to quantify and manage greenhouse gas emissions. The reporting standards and recommendations for implementing projects to reduce emissions are jointly developed by companies, nongovernmental organizations and governments under the guidance of the World Resources Institute and the World Business Council for Sustainable Development.

#### н

#### **Health Performance Index (HPI)**

The Health Performance Index is an indicator developed by BASF to provide more detailed insight into our approach to health management. It comprises five components: confirmed occupational diseases, medical emergency drills, first aid, preventive medicine and health promotion.

### IAS

IAS stands for International Accounting Standards (see also IFRS).

The International Financial Reporting Standards (until 2001: International Accounting Standards, IAS) are developed and published by the International Accounting Standards Board, headquartered in London, England. The "IAS Regulation" made the application of IFRSs mandatory for listed companies headquartered in the European Union starting in 2005.

#### **ILO Core Labor Standards**

The ILO Core Labor Standards are set out in a declaration of the International Labor Organization (ILO), comprising eight conventions that set minimum requirements for decent working conditions.

### ISO 14001

ISO 14001 is an international standard developed by the International Organization for Standardization (ISO) that determines the general requirements for an environmental management system for voluntary certification.

#### ISO 19011

ISO 19011 is an international standard developed by the International Organization for Standardization (ISO) that determines requirements for audits of quality management and environmental management systems.

#### ISO 50001

ISO 50001 is an international standard developed by the International Organization for Standardization (ISO) that determines the general requirements for an energy management system for voluntary certification.

J

# Joint arrangement

A joint arrangement refers to joint ventures and joint operations, and describes a jointly controlled arrangement of two or more parties. This arrangement exists if decisions about relevant activities require the unanimous consent of all parties sharing control.

#### Joint operation

A joint operation is a joint arrangement in which the parties that share control have direct rights to the assets and liabilities relating to the arrangement. For joint operations, the proportional share of assets, liabilities, income and expenses are reported in the BASF Group Consolidated Financial Statements.

#### Joint venture

A joint venture is a joint arrangement in which the parties that have joint control of a legally independent entity have rights to the net assets of that arrangement. Joint ventures are accounted for using the equity method in the BASF Group Consolidated Financial Statements.

L

# Long-term incentive program (LTI)

The long-term incentive program is a share-price-based compensation program for senior executives of the BASF Group and members of the Board of Executive Directors. The program aims to tie a portion of the participants' compensation to the long-term, absolute and relative performance of BASF shares.

M

# Materiality analysis/material aspects

BASF uses the materiality analysis to gain information from internal and external stakeholders about the significance of sustainability topics.

# MDI

MDI stands for diphenylmethane diisocyanate and is one of the most important raw materials for the production of polyurethane. This plastic is used for applications ranging from the soles of high-tech running shoes and shock absorbers for vehicle engines to insulation for refrigerators and buildings.

#### Million British thermal unit (mmBtu)

The British thermal unit (Btu) is a unit of energy observed in the Anglo-American measuring system. It is used for indicating values such as the energy content of gas. One mmBtu (million British thermal units) is equal to approximately 1,003 cubic feet of gas or 28 cubic meters of gas.

#### Monitoring system

Monitoring systems and tools serve to measure and ensure the adherence to standards. One area that is monitored is our voluntary commitments, such as the adherence to human rights and internationally recognized labor standards.

#### **MSCI World Chemicals Index**

The MSCI World Chemicals Index is a stock index that includes the world's biggest chemical companies. It measures the performance of the companies in the index in their respective national currencies, thus considerably reducing currency effects.

Ν

#### **Nanomaterials**

The International Organization for Standardization defines nanomaterials as materials with one or more external dimensions on a nanoscale or with internal structure or surface structure on a nanoscale. For regulatory purposes, there are additional definitions for nanomaterials worldwide.

#### Naphtha

Naphtha is petroleum that is produced during oil refining. Heavy naphtha is the starting point for gasoline production. Light naphtha is the most important feedstock for steam crackers.

#### **NMVOC (Nonmethane Volatile Organic Compounds)**

VOCs (volatile organic compounds) are organic substances that are present in the air as gas at low temperatures. These include some hydrocarbons, alcohols, aldehydes and organic acids. NMVOCs are VOCs from which methane is excluded.

0

# **OHSAS 18001**

The Occupational Health and Safety Assessment Series (OHSAS) includes the standard OHSAS 18001, which contains a management system for occupational safety. This system can be integrated into an existing quality and environmental protection management system and certified accordingly.

#### Peak sales potential

The peak sales potential of the crop protection pipeline describes the total peak sales generated for individual products in the research and development pipeline. The peak sales corresponds to the highest sales value to be expected from one year. The pipeline comprises innovative active ingredients and system solutions that have been on the market since 2016 or will be launched on the market by 2026.

# Propylene oxide (PO)

Propylene oxide (PO), a very reactive compound, is generated by the oxidation of propylene and is used as basic chemical for further processing in the chemical industry.

#### R

#### **RFACH**

REACH is a European Union regulatory framework for the registration, evaluation and authorization of chemicals, and will be implemented gradually until 2018. Companies are obligated to collect data on the properties and uses of produced and imported substances and to assess any risks. The European Chemicals Agency reviews the submitted dossiers and, if applicable, requests additional information.

# Renewable resources

The term renewable resources refers to components from biomass that originate from different sources (plants and microorganisms, for example), and are used for industrial purposes. Renewable resources are used for manufacturing numerous products.

#### Responsible Care®

Responsible Care® refers to a worldwide initiative by the chemical industry to continuously improve its performance in the areas of environmental protection, health and safety.

#### Retention

Profits generated can be used in two ways: distribution to shareholders or retention within the company.

#### Return on assets

Return on assets describes the return we make on the average assets employed during the year. It is calculated as income before taxes and minority interests plus interest expenses as a percentage of average assets.

### S

#### Special items

Special items arise from the integration of acquired businesses, restructuring measures, impairments, gains or losses resulting from divestitures and sales of shareholdings, and other expenses and income that arise outside of ordinary business activities.

#### Spot market (cash market)

A spot market is a market where an agreed-upon deal, including delivery, acceptance and payment, occurs immediately, as opposed to forward contracts, where the delivery, acceptance and payment occurs at a point in time after the conclusion of the deal.

#### Steam cracker

A steam cracker is a plant in which steam is used to "crack" naphtha (petroleum) or natural gas. The resulting petrochemicals are the raw materials used to produce most of BASF's products.

# Sustainable Solution Steering®

We use Sustainable Solution Steering® to review and guide our portfolio in terms of sustainability. The four categories - Accelerators, Performers, Transitioners and Challenged - indicate how our products and solutions already comply with sustainability requirements and how we can increase their contribution.

# т

# TDI

TDI stands for toluene diisocyanate and is a raw material for the production of polyurethane. It is used primarily in the automotive industry (for example, in seat cushions and interiors) and the furniture industry (for example, for flexible foams for mattresses or cushioning, or in wood coating).

#### **TUIS**

TUIS is a German transport accident information and emergency response system jointly operated by around 130 chemical companies. The member companies can be reached by the public authorities at any time and provide assistance over the telephone, expert on-site advice or special technical equipment.



#### Value chain

A value chain describes the successive steps in a production process: from raw materials through various intermediate steps, such as transportation and production, to the finished product.

# Verbund

In the BASF Verbund (pronounced "fair-boond"), production facilities, energy flow, logistics and infrastructure are intelligently networked with each other in order to increase production yields, save resources and energy, and reduce logistics costs. We also make use of the Verbund principle for more than production, applying it for technologies, knowledge, employees, customers, and partners, as well.

# W

#### Water stress areas

Water stress areas are areas in which water represents a scarce resource, and where people abstract more than 60% of the water available. The most important factors leading to water scarcity are: low precipitation, high temperatures, low air humidity, unfavorable soil properties and high water abstraction rates.



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**Quarterly Statement, 3rd Quarter 2017** 

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BASF supports the chemical industry's global Responsible Care initiative.

# **Further information**

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