BASF – We create chemistry

- Our chemistry is used in almost all industries
- We combine economic success, social responsibility and environmental protection
- Sales 2018: €62.7 billion
- EBIT before special items 2018: €6.4 billion
- Employees (as of December 31, 2018): 122,404
- 6 Verbund sites and 355 other production sites
- Over 90,000 customers from various sectors in almost every country in the world
BASF’s segments

* We are considering the possibility of merging our construction chemicals business with a strong partner, as well as the option of divesting this business. The outcome of this review is open. The Construction Chemicals division will be reported under the Surface Technologies segment until signing of a transaction agreement.
BASF Venture Capital
Mission

“We invest in young companies with disruptive technologies and business models to support the business and growth strategy of BASF.”
BASF Venture Capital

Overview

- Ludwigshafen, Germany (HQ)
- Tel Aviv, Israel
- Shanghai, China
- Sao Paolo, Brasil
- San Francisco & Boston, USA

- Founded in: 2001
- Team members: 17
- Fund size: 250 mUSD
- Series A, B: Typical investment stage
- Minority share: Joint investments with other VCs
- 1 - 5 m€: Typical ticket size

- Sao Paolo, Brasil
- Mumbai, India
### BASF Venture Capital

**Investment Scope**

#### Focus Areas of BASF Venture Capital Investments

<table>
<thead>
<tr>
<th>Area</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemistry, processes and new materials</td>
<td>New chemicals, high performance materials, innovative chemical processes, agricultural solutions, batteries/energy storage, high performance surfaces</td>
</tr>
<tr>
<td>Digitalization, Industry 4.0</td>
<td>Digital enhancement of existing business models, smart manufacturing / 3D-printing, smart distribution and sales, innovation/disruption in R&amp;D and technology</td>
</tr>
<tr>
<td>New business models</td>
<td></td>
</tr>
<tr>
<td>Game changers</td>
<td>Technologies with potentially disruptive impact on BASF business, e.g. chemical platforms (trading, consulting, matchmaking, services), quantum computing, Artificial Intelligence solutions</td>
</tr>
</tbody>
</table>
BASF Venture Capital
More than just capital

**Strengths**
- Fast-paced, flexible
- Disruptive innovations
- Calculated risk takers

**Start Up**
- Network
- Customer Supplier
- Joint Development
- Licensing
- Win-Win
- Scale-up
- Customer access
- Joint Marketing
- Innovation
- Portfolio expansion
- Cooperation

**BASF**
- Know-how in core areas
- Long-term thinkers
- Market access
**BASF Venture Capital**

**Portfolio**

### Advanced Materials
- Flame Retardant Additives (US)
- Organic Semiconductors (UK)
- DNA Labeling (DE)
- Slippery Surfaces (US)
- Quantum Dots (US)
- Wettability Solutions (US)*

### Sustainability
- Green Building Materials (US)
- Organic PV (DE)
- Stationary Batteries (US)*
- Insulation Materials (US)
- Gas-to-Liquid Technology (NZ)**
- Sustainable Packaging (FR)**

### Biotechnology
- Pheromones (US)*
- DNA Labeling (DE)
- Formulation Technology (US)

### Digitalization
- Filament Additive Manufacturing (DE)*
- Smart Agricultural Robotics (CH)**
- Industrial Augmented Reality (DE)**
- Photopolymer Additive Manufacturing (CN)**
- Filament Additive manufacturing (US)**

* 2017  ** 2018