

BASF in Italy

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Pontecchio | January 30th, 2018



BASF Group

- Our chemistry is used in almost all industries
- We combine economic success, social responsibility, and environmental protection
- Sales 2016: €57,550 million
- EBIT 2016: €6,275 million
- Employees (as of December 2016): 113,830
- 6 Verbund sites and 352 other production sites



Italy, safety performance

LTI

Occupational Safety BASF + Leasing

2017
2 events

0.9

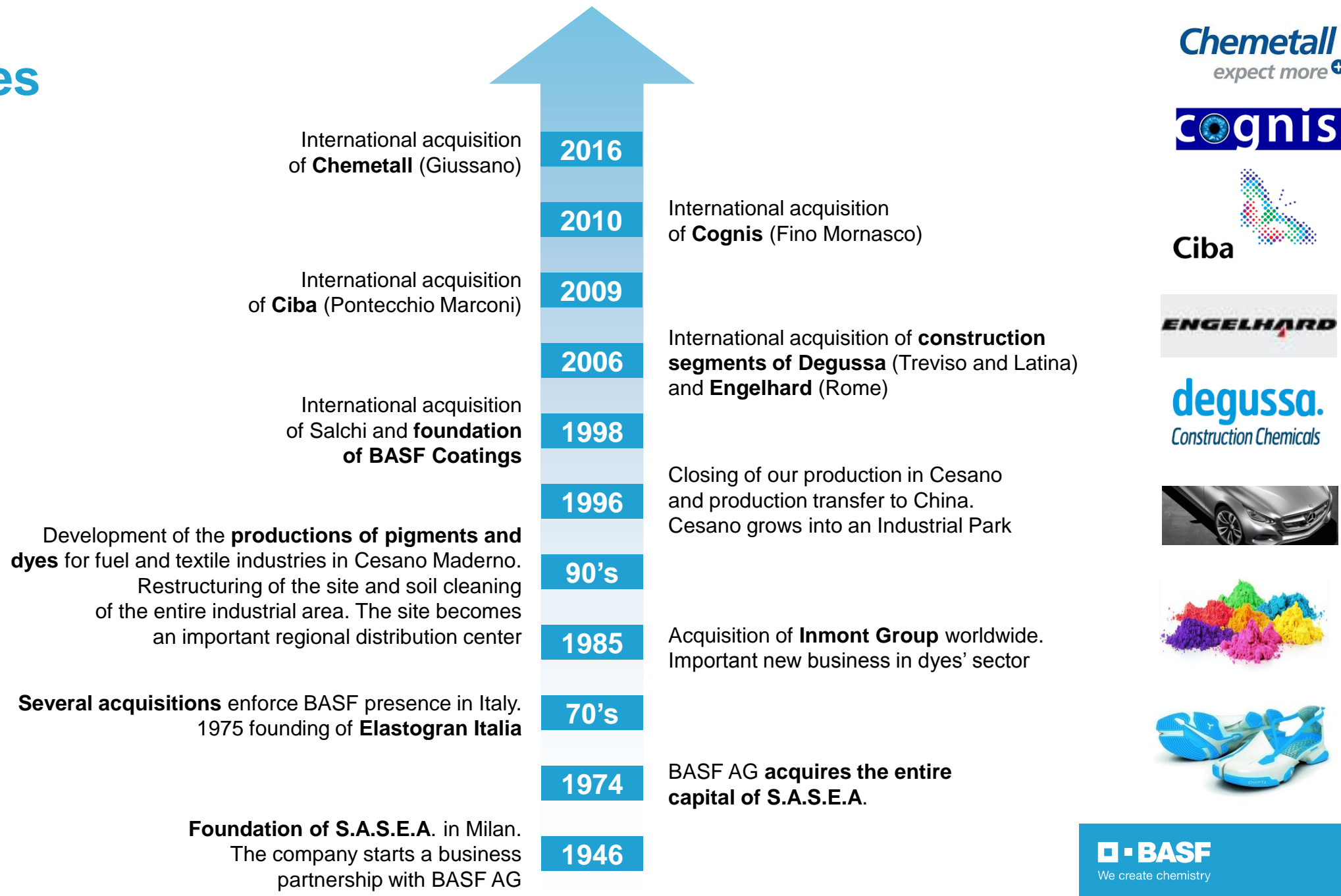
PSI

Process Safety Incidents (ex FER)

2017
3 events

1,3

Milestones



Italy at glance

Headquarters

Cesano Maderno

Legal Entities

6

BASF Italia S.p.A.
 BASF Construction Chemicals Italia S.p.A.
 BASF Coatings Services Italy S.r.l.
 BASF Business Services S.p.A.
 Chemetall Italia S.r.l. - Kendell S.r.l.

Employees

~1,400

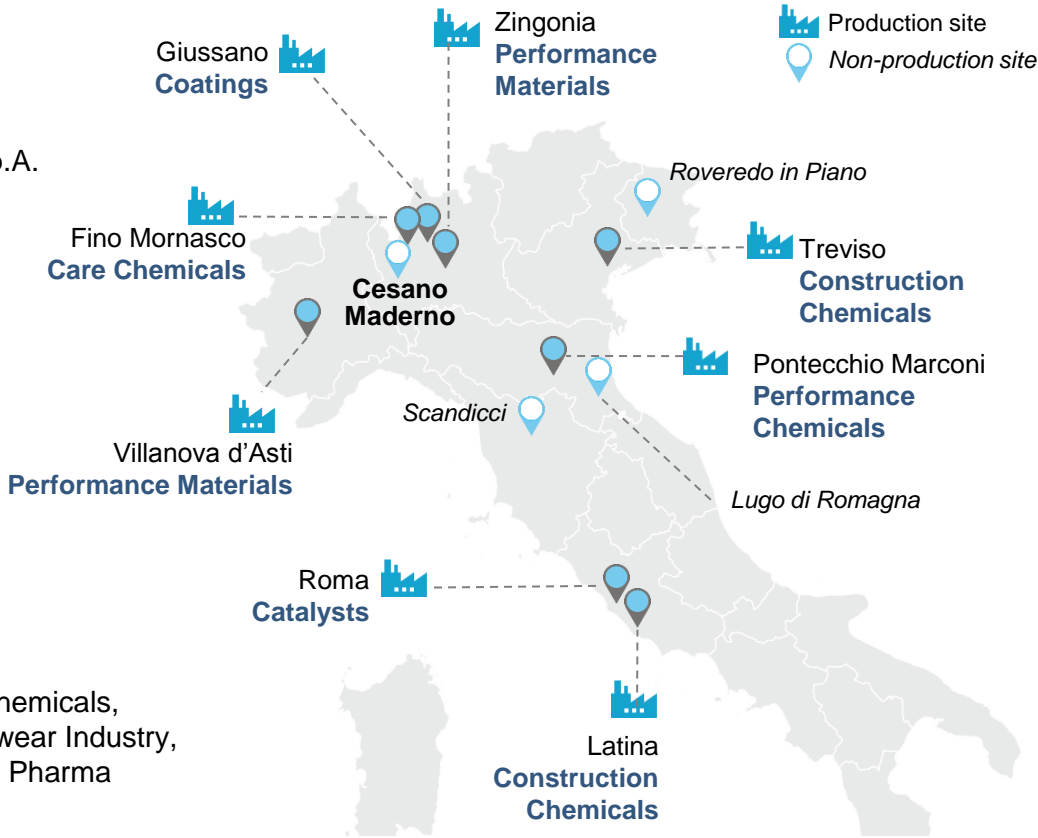
Sites

12, thereof **8** with production

6 Operating Divisions

Industries

Automotive, Agricultural, Biomedical, Chemicals,
 Coatings, Construction, Furniture, Footwear Industry,
 Home & Personal Care, Packaging and Pharma



Key factors

Volumes largely exported
Diverse background (several acquisitions)

Major manufacturing sites



Pontecchio Marconi

EV – Performance Chemicals

- Main products: antioxidants and light stabilizers
- Main markets: agriculture and automotive

Highlights:

- Key site for Plastic Additives
- Efficient and cost competitive
- High degree of automation
- Competence and Technical Center



Treviso

EB – Construction Chemicals

- Main products: polymers and additives especially for critical application and building restoration

Highlights:

- European R&D center
- One of the major EB sites in the region
- Flexibility and automation



Rome

CC - Catalysts

- Main products: precious metal-based catalysts, salts and solutions production for chemical and pharmaceutical industries

Highlights:

- European center for platinum group metals dissolution

Major manufacturing sites



Villanova d'Asti

PM – Performance Material

- Main products: PU systems, polyol, pre-polymer and catalyst for automotive and shoes markets

Highlights:

- Excellent EHS performance
- Lean site structure
- Highly efficient System House
- Marketing center for Footwear PU systems in site



Fino Mornasco

EM – Care Chemicals

- Main products: fatty alcohols, alkyl-benzene-sulphonates, betaines, quaternary ammonium salts for detergents and personal care

Highlights:

- Costs decreased over the last years
- Major process units with DCS
- Cogeneration unit on-stream



Giussano

EC - Coatings

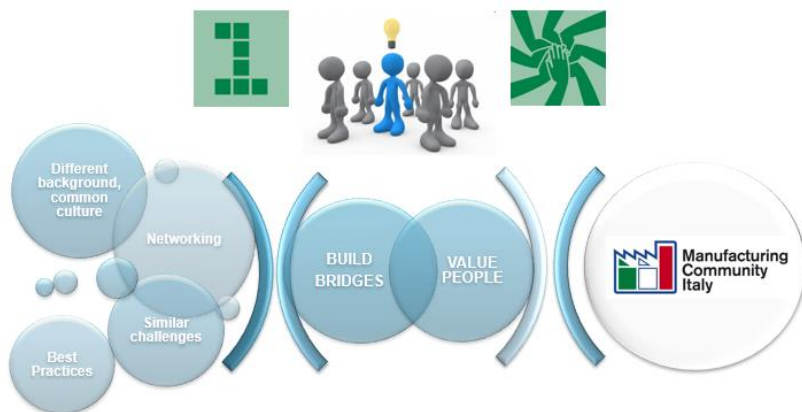
- Main products: chemicals for metal surface processing for aerospace, automotive and metal forming industries

Highlights:

- Photovoltaic plant in site
- High production flexibility

Our Manufacturing Community in Italy

2010



Today



900

Employees



66%

Exported products



5

M€ saved in
energy/waste projects



8

Circles and Teams
sharing “smart practices”



30

People moved
across sites and
functions

Talent for Manufacturing: the BASF Italia academy for young talents in Operations

Key facts

- Development program for young engineers and chemists, across sites and functions
- Two-year program; 35 young talents trained in four editions
- Concrete projects to manage
- Involvement of middle managers as tutors



Outcome

- Clear acceleration of leadership approach and organizational awareness of our young people
- Development opportunity for involved middle managers
- T4M as a tool to attract best graduates



Visit of Italian Prime Minister and Environment Minister

- First time of an Italian Prime Minister in a BASF chemical site
- Important recognition for employees
- Extraordinary media coverage
- Some weeks after the Italian Environment Minister visit to Ludwigshafen



Nov, 15 2017



We create chemistry