BASF in China
130 years of experience in the Chinese market

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BASF – The Chemical Company
We create chemistry for a sustainable future

- Our chemistry is used in almost all industries
- We combine economic success, social responsibility and environmental protection
- Sales 2014: €74.326 million
- EBIT 2014: €7.626 million
- Employees (as of December 31, 2014): 113,292
- 6 Verbund sites and 353 other production sites
Why the Chinese market is so important for BASF

- BASF is the biggest foreign chemical investor in China
- BASF had sales of €5.5 billion in China in 2014
- Together with partners BASF invested more than €7 billion in China
- BASF has business in China since 130 years
- More than 8,000 people work for BASF in China
- In 2020 more than a quarter of BASF’s R&D activities will be located in Asia-Pacific with focus on China
From tar dyes to a Verbund site (1)
From tar dyes to a Verbund site (2)
High interest of Chinese and German politicians
BASF sites in China
(includes People‘s Republic China, Hongkong and Taiwan)
Long term goal of reducing resources consumption per ton of product

- **Electricity consumption** (MWh)
  - 2013: 420,987
  - 2012: 376,375

- **Steam consumption** (metric tons)
  - 2013: 2,584,327
  - 2012: 2,406,035

- **Fuel consumption** (MWh)
  - 2013: 820,302
  - 2012: 821,198

- **Water use** (million cubicmeters)
  - 2013: 6,0
  - 2012: 6,1
Sea Cargo dominates

- Transports from BASF sites in the EU to customers in China in 2014:
  
  Around 500,000 t of chemical products

- Transports from BASF sites in China to customers in the EU in 2014:
  
  Around 10,000 t of chemical products

- More than 97% of these products are shipped via sea cargo
With the further development of Westchina competition between train and ship is growing

- Costs of container transport from harbour to harbour are relatively low
- When harbours are far away from plants trains are an alternative
- Since two years each week a train runs from Ludwigshafen, Germany, to Korla in Westchina
China’s railway dreams

Source: China Daily
European Chamber of commerce position on One Road, One Belt (OBOR)

- The OBOR initiative has the potential to attract much needed investment in previously under-invested countries. This brings benefits firstly, of course, to these countries themselves, but also to multinational corporations—including European ones—eager to invest in the OBOR countries.

- European countries are already linked to China by land through the OBOR, via direct rail links from Chengdu to Lodz and from Chongqing to Duisburg. However, these rail links still highlight an imbalance, as way more trains filled with goods are going from China to Europe than vice versa – an indicator of a great trade imbalance. China should improve market access for foreign suppliers.
150 Jahre

We create chemistry