

Dr. Stefan Marcinowski (DE)
Member of the Board of Executive Directors
BASF Aktiengesellschaft
Ludwigshafen

Born in 1953. Stefan Marcinowski studied chemistry at the Universities of Stuttgart and Freiburg from 1971 until 1976. He earned his Doctorate from the University of Freiburg in 1978 and remained there as an assistant until 1979.

Stefan Marcinowski joined BASF's Main Laboratory in 1979 and carried out research work in the field of biotechnology until 1986. He then worked on the Chief Executive Officer's staff for two years. From 1988 until 1992, he was in charge of the Public Relations Department. In 1992, Stefan Marcinowski became responsible for chemicals, plastics and consumer products as Executive Vice President of BASF S.A. in Brazil. He was appointed Senior Vice President and head of the Foams and Reactive Resins division of the BASF Group in 1995.

As of 1997, Stefan Marcinowski has been a Member of the Board of Executive Directors of BASF Aktiengesellschaft. From 1999 until January 2003, his area of responsibility comprised the Functional Polymers and Performance Chemicals divisions and until 2001 the Colorants Laboratory division. He also holds the position of Research Executive Director and has in 2001 taken over responsibility for the South America region.

Since February 2003, Stefan Marcinowski's responsibilities have included the Inorganics, Petrochemicals and Intermediates Operating Divisions, as well as the competence centres Chemicals Research and Engineering and Corporate Engineering.



Theses
Oil: Lifeblood for the Chemical Industry – Political and Technical Challenges

- Raw Materials – Today the chemical industry and consumers in all geographic regions are strongly depending on petrochemical raw materials such as oil and gas. The majority of these resources is located in politically unstable regions such as the middle-east. Future global supply will stronger than

Theses

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ever depend on the availability of oil and gas from these regions.

- Value Added Chains – Growing globalisation and accessibility of competitive technologies in the open market help the current raw material suppliers to integrate themselves into the petrochemical value added chain. These changes lead to visible modifications of the established competitive environment for chemical companies active in basic petrochemicals.
- Sustainable Development – Economic growth is closely linked to sufficient availability of energy resources. The chemical industry participates to less than 10% of the global consumption of oil on a yearly basis. However, consumer products manufactured by the chemical industry contribute to a cutback of oil consumption on the end-user level securing the long-term energy supply and therefore supporting sustainable development.
- Technology Change – Continuous technology changes characterise the past and future development of the chemical industry both on the level of raw materials and end products. From coal to oil and gas, the future might need alternative energy resources: renewable raw materials and new feedstocks. Nevertheless, their contribution to the world's total demand of energy supply will be limited over the years to come.
- Challenges – The efficient usage of known resources is of major impact for a stable future energy supply. In addition, the chemical industry must face the technical challenges to identify innovative, flexible and competitive technologies to support our economic future.