

Reporting Factsheet Q3 2024

BASF Group (million €)	Q3 2024	Q3 2023	Change (%)	Q1–Q3 2024	Q1–Q3 2023	Change (%)
Sales	15,739	15,735	0.0	49,403	53,031	-6.8
EBITDA	1,277	1,363	-6.3	5,494	6,081	-9.6
EBITDA before special items	1,622	1,545	5.0	6,291	6,354	-1.0
Depreciation and amortization ¹	1,027	969	6.0	3,039	2,846	6.8
EBIT	250	394	-36.5	2,455	3,235	-24.1
Special items	-385	-181	-112.0	-902	-279	-223.4
EBIT before special items	635	575	10.3	3,357	3,514	-4.4
Net income from shareholdings	428	-245	.	697	30	.
Financial result	-108	-187	42.4	-412	-521	20.9
Income before income taxes	570	-38	.	2,740	2,743	-0.1
Income after taxes	343	-209	.	2,223	1,950	14.0
Net income	287	-249	.	2,084	1,812	15.0
Earnings per share (€) ²	0.32	-0.28	.	2.33	2.03	15.0
Adjusted earnings per share (€) ²	0.32	0.32	0.8	2.92	2.96	-1.5
Research and development expenses	506	481	5.3	1,520	1,534	-0.9
Personnel expenses	2,777	2,592	7.1	8,619	8,404	2.6
Employees (end of period)	112,078	112,085	0.0	112,078	112,085	0.0
Assets (end of period)	79,359	82,603	-3.9	79,359	82,603	-3.9
Investments including acquisitions ³	1,568	1,316	19.1	4,410	3,703	19.1
Equity ratio (end of period, %)	45.4	48.8	–	45.4	48.8	–
Net debt (end of period)	19,704	18,872	4.4	19,704	18,872	4.4
Cash flows from operating activities	2,052	2,686	-23.6	3,489	3,848	-9.3
Free cash flow	569	1,465	-61.2	-417	488	.

¹ Depreciation and amortization of property, plant and equipment and intangible assets (including impairments and reversals of impairments)

² Due to the share buyback program terminated in February 2023, the weighted average number of outstanding shares in the period from January to September 2024 was 892,522,164 and 892,680,462 in the prior-year period.

³ Additions to property, plant and equipment and intangible assets

Due to rounding, individual figures in this factsheet may not add up to the totals shown and percentages may not correspond exactly to the figures shown.

Factors influencing sales Q3 2024 vs. Q3 2023 (changes in %)	Sales	Volumes	Prices	Currencies	Portfolio
Chemicals	11.7	10.1	2.5	-0.9	–
Petrochemicals	17.2	12.3	6.0	-1.2	–
Intermediates	-2.0	4.5	-6.1	-0.3	–
Materials	1.9	3.5	-0.5	-1.0	-0.1
Performance Materials	-3.3	0.2	-2.0	-1.3	-0.3
Monomers	7.8	7.2	1.2	-0.6	–
Industrial Solutions	7.4	9.1	-0.9	-0.8	–
Dispersions & Resins	8.7	8.3	0.7	-0.4	–
Performance Chemicals	5.4	10.3	-3.5	-1.4	–
Nutrition & Care	1.3	6.0	-2.3	-2.2	-0.2
Care Chemicals	4.1	9.1	-2.7	-2.3	–
Nutrition & Health	-4.7	-0.7	-1.4	-1.8	-0.7
Surface Technologies	-19.4	-6.7	-10.6	-2.0	-0.1
Catalysts	-25.4	-10.0	-14.6	-0.7	-0.1
Coatings	-4.4	1.5	-0.7	-5.2	–
Agricultural Solutions	6.0	24.9	-6.2	-12.7	–
Other	20.2	-5.6	26.3	-0.5	–
BASF Group	0.0	4.9	-2.2	-2.6	-0.1

Segments

Q3 (million €)

	Sales			EBITDA before special items			EBITDA			Segment cash flow		
	2024	2023	+/-	2024	2023	+/-	2024	2023	+/-	2024	2023	+/-
Chemicals	2,714	2,430	11.7%	342	252	35.5%	342	252	35.7%	-363	-171	-112.7%
Materials	3,413	3,349	1.9%	484	360	34.5%	450	310	45.0%	299	354	-15.6%
Industrial Solutions	2,092	1,948	7.4%	301	207	45.3%	293	196	49.5%	356	416	-14.4%
Nutrition & Care	1,711	1,688	1.3%	201	104	93.3%	200	95	110.6%	52	157	-66.6%
Surface Technologies	3,132	3,887	-19.4%	341	404	-15.5%	306	341	-10.5%	232	307	-24.4%
Agricultural Solutions	1,849	1,744	6.0%	49	225	-78.4%	-190	213	.	612	853	-28.2%
Other	829	689	20.2%	-96	-8	.	-124	-45	-173.7%			
BASF Group	15,739	15,735	0.0%	1,622	1,545	5.0%	1,277	1,363	-6.3%			

January – September (million €)

	Sales			EBITDA before special items			EBITDA			Segment cash flow		
	2024	2023	+/-	2024	2023	+/-	2024	2023	+/-	2024	2023	+/-
Chemicals	8,317	7,942	4.7%	1,238	1,071	15.6%	1,238	1,076	15.0%	-1,325	-327	-305.7%
Materials	10,270	10,801	-4.9%	1,440	1,270	13.4%	1,428	1,186	20.4%	520	1,037	-49.8%
Industrial Solutions	6,296	6,141	2.5%	953	715	33.3%	943	766	23.2%	565	978	-42.2%
Nutrition & Care	5,107	5,226	-2.3%	646	435	48.5%	655	453	44.6%	8	346	-97.8%
Surface Technologies	9,714	12,691	-23.5%	1,063	1,180	-9.9%	952	1,045	-8.8%	714	1,041	-31.4%
Agricultural Solutions	7,264	7,865	-7.6%	1,544	2,049	-24.6%	1,291	2,034	-36.5%	902	1,174	-23.1%
Other	2,436	2,365	3.0%	-594	-367	-62.0%	-1,014	-479	-111.5%			
BASF Group	49,403	53,031	-6.8%	6,291	6,354	-1.0%	5,494	6,081	-9.6%			

Regions

Million €

Q3	Sales by location of company			Sales by location of customer		
	2024	2023	+/-	2024	2023	+/-
Europe	6,211	5,941	4.6%	5,842	5,740	1.8%
of which Germany	2,717	2,547	6.7%	1,562	1,564	-0.1%
North America	3,945	3,939	0.2%	3,863	3,752	3.0%
Asia Pacific	4,033	4,250	-5.1%	4,102	4,290	-4.4%
of which Greater China	2,162	2,415	-10.5%	2,151	2,397	-10.2%
South America, Africa, Middle East	1,550	1,604	-3.4%	1,932	1,953	-1.0%
BASF Group	15,739	15,735	0.0%	15,739	15,735	0.0%
January – September						
Europe	20,318	21,532	-5.6%	19,303	20,507	-5.9%
of which Germany	8,495	8,810	-3.6%	4,798	5,305	-9.6%
North America	13,686	14,777	-7.4%	13,386	14,563	-8.1%
Asia Pacific	11,928	13,056	-8.6%	12,208	13,231	-7.7%
of which Greater China	6,540	7,128	-8.2%	6,490	7,059	-8.1%
South America, Africa, Middle East	3,471	3,666	-5.3%	4,506	4,730	-4.7%
BASF Group	49,403	53,031	-6.8%	49,403	53,031	-6.8%

Segments Q3 2024 vs. Q3 2023¹

Chemicals

Sales in the Chemicals segment increased considerably compared with Q3 2023. This was attributable to strong sales growth in the Petrochemicals division. In contrast, sales in the Intermediates division declined slightly. Both divisions recorded volume growth, especially in Europe, resulting mainly from a slight improvement in demand as well as higher product availability following the steam cracker turnarounds in Q3 2023. Volumes in the Petrochemicals division rose in particular for steam cracker products and styrene monomers. Volumes in the Intermediates division increased primarily in the amines business as well as in the acids and polyalcohols business. Higher prices overall supported the segment's sales performance. These were mainly driven by price increases in the propylene value chain compared with the weak prior-year quarter, as well as, among other things, raw materials price-related price increases for steam cracker products in the Petrochemicals division. Lower prices in all business areas of the Intermediates division, resulting from competition, had an offsetting effect, especially in the butanediol and derivatives business. Negative currency effects, largely relating to the Brazilian real, reduced sales slightly.

The segment's EBITDA bsi grew considerably. Compared with Q3 2023, the Petrochemicals division increased earnings sharply, mainly due to a volume-related rise in the contribution margin for steam cracker products. Higher fixed costs, relating to the construction of the Verbund site in Zhanjiang, China, among other things, dampened earnings growth in the division. Although the Intermediates division also increased its contribution margin, EBITDA bsi declined considerably in this division. This decrease was attributable to higher fixed costs, mainly resulting from scheduled turnarounds.

Segment cash flow in the Chemicals segment was considerably below the figure of Q3 2023. This was mainly driven by higher capital expenditures, especially for the construction of the Verbund site in China. Furthermore, in the Intermediates division, inventories were built up in connection with preparations for scheduled turnarounds. The earnings increase in the Petrochemicals division was unable to compensate for these developments.

Materials

Sales in the Materials segment increased compared with Q3 2023. Sales growth in the Monomers division more than compensated for the mainly price-related decline in sales in the Performance Materials division. The segment's sales growth was mainly due to increased volumes in the Monomers division as a result of a slight improvement in demand, particularly in the MDI, propylene oxide and ammonia value chains. In the Performance Materials division, volumes remained stable. Overall, prices declined slightly. This was mainly driven by lower price levels in the Performance Materials division, primarily in Europe and North America. Price increases in the Monomers division in nearly all regions and value chains partially compensated for this decrease. Negative currency effects, mainly relating to the Brazilian real, dampened sales performance slightly.

The segment's EBITDA bsi was considerably above the level of Q3 2023. Earnings in the Monomers division increased significantly due to higher volumes and prices. The growth was contrasted by a slight decline in EBITDA bsi in the Performance Materials division, mainly because of higher fixed costs.

The Materials segment's EBITDA included special charges totaling €34 million, which were primarily expenses related to adaptations to the production structure at the Verbund site in Ludwigshafen, Germany.

Compared with Q3 2023, segment cash flow declined considerably in the Materials segment. This resulted primarily from cash tied up in inventories in the Monomers division as well as a lower reduction in inventories in the Performance Materials division. By contrast, increased earnings in the Monomers division as well as a higher release of cash from trade accounts receivable in both divisions had a positive impact on the segment's cash flow development.

Industrial Solutions

Sales in the Industrial Solutions segment rose in both operating divisions compared with Q3 2023. The positive sales performance was mainly driven by higher volumes in all regions and nearly all business areas due to heightened demand. Lower prices in the Performance Chemicals division, which enabled it to defend its market share, had a slightly offsetting effect. The slight price increases resulting from the passing on of higher raw materials prices in the Dispersions & Resins division partially offset this. Currency effects dampened sales slightly.

¹ For EBITDA before special items and segment cash flow, "slight" means a change of 0.1%–10.0%, while "considerable" and its synonyms is used for changes of 10.1% and higher. "At prior-year level" indicates no change (+/-0.0%).

Compared with Q3 2023, both divisions considerably increased EBITDA bsi. This rise was predominantly attributable to higher contribution margins, largely as a result of volume growth. In line with earnings performance, the segment's EBITDA margin bsi also improved from 10.6% in Q3 2023 to 14.4%.

Segment cash flow declined considerably compared with Q3 2023, mainly due to cash tied up in inventories. Higher earnings in both divisions and an increased release of cash from trade accounts receivable were unable to compensate for this.

Nutrition & Care

Sales in the Nutrition & Care segment improved compared with Q3 2023. The sales growth in the Care Chemicals division more than offset the decline in the Nutrition & Health division. The Care Chemicals division raised volumes in all business areas. Volume development in the Nutrition & Health division was slightly negative overall, mainly due to lower volumes in the nutrition business in connection with the fire at the isophytol plant at the end of July 2024. The strong volume growth of the aroma business was unable to compensate for this. Prices decreased in nearly all business areas of the segment, primarily as a result of competition. Negative currency effects relating to the Argentine peso, the Brazilian real and the Turkish lira dampened sales slightly.

EBITDA bsi improved considerably in both divisions. In the Care Chemicals division, the increase was mainly a result of a volume-related rise in the contribution margin and lower variable costs, while earnings in the Nutrition & Health division improved, primarily due to lower variable costs. Higher fixed costs burdened earnings performance in both divisions. Fixed costs in the Care Chemicals division increased, mainly due to positive one-off effects in Q3 2023. The Nutrition & Health division recorded a rise in fixed costs due largely to the abovementioned plant fire. The segment's EBITDA margin bsi increased to 11.7% (Q3 2023: 6.2%).

Segment cash flow decreased considerably. Overall, the Nutrition & Health division recorded negative cash flow, particularly as a result of higher expenditures for the investments in the aroma business in Zhanjiang, China, and Ludwigshafen, Germany. In addition, the reduction in inventories was not as strong as in Q3 2023. Higher earnings and an increased release of cash from trade accounts receivable improved cash flow. The Care Chemicals division recorded positive cash flow overall, although it was considerably below the figure of Q3 2023. Here, the earnings increase was unable to compensate for a considerably lower reduction in inventories.

Surface Technologies

The Surface Technologies segment recorded a decrease in sales compared with Q3 2023, which mainly resulted from the decline in the Catalysts division. Lower precious and base metal prices in the Catalysts division were the main reason for the segment's sales performance. The Coatings division also recorded lower prices, mainly in the automotive refinish coatings business. Furthermore, lower volumes resulting from the weak automotive market contributed to the decline in sales. In the Catalysts division, this especially affected the mobile emissions catalysts business. In contrast, volumes increased in the Coatings division, mainly in the decorative paints business. Negative currency effects arose from the Brazilian real and the Argentine peso, which primarily had an impact on the Coatings division. Portfolio effects in the Catalysts division resulted from the divestiture of the production site in De Meern, Netherlands, as of August 31, 2023.

EBITDA bsi declined considerably in both divisions. Compared with Q3 2023, EBITDA bsi in the Catalysts division decreased, due primarily to the sharp decline in precious metal prices as well as lower sales volumes. In the Coatings division, earnings decreased particularly due to the inflation-related rise in fixed costs. The Surface Technologies segment's EBITDA margin bsi was 10.9%, following 10.4% in Q3 2023.

Special items in EBITDA were -€36 million in Q3 2024, which mainly resulted from special charges in connection with the conversion of the ERP system for a differentiated steering of the business.

In line with sales and earnings performance, segment cash flow also declined considerably compared with Q3 2023. Cash flow in the Coatings division was mainly burdened by the decline in earnings and higher capital expenditures. In the Catalysts division, cash flow decreased primarily as a result of a lower reduction in inventories as well as earnings performance. Cash released from trade accounts receivable as well as lower capital expenditures had a positive impact on the division's cash flow development.

Agricultural Solutions

Sales in the Agricultural Solutions segment rose in Q3 2024 due to higher volumes in all regions. This performance was partly due to the weak baseline in the prior-year quarter, in which the market environment was characterized by cautious purchasing behavior. The volume growth more than compensated for negative currency effects and lower prices.

Sales in Europe increased due to higher prices and volumes, particularly in the fungicides business. This more than compensated for lower volumes in the herbicides business and slightly negative currency effects, especially relating to the Turkish lira. In North America, sales increased considerably due to higher volumes, primarily in seeds and traits. Negative currency effects, mainly relating to the Mexican peso, had a dampening impact. In Asia, sales were above Q3 2023 due to higher volumes, predominantly in insecticides and fungicides. Lower prices and negative currency effects, mainly from the Indian rupee, reduced the positive sales performance. Sales in South America, Africa and the Middle East declined due to negative currency effects, mainly from the Argentine peso and the Brazilian real, as well as lower prices. Higher volumes in almost all indications were unable to fully offset this.

Compared with Q3 2023, EBITDA bsi and the EBITDA margin bsi declined considerably. This was mainly attributable to lower prices, negative currency effects and a positive one-off effect from an insurance payment in Q3 2023.

EBITDA in Q3 2024 included special charges totaling €239 million. These related in particular to provisions, which were recognized due to the announced closure of the production and formulation plants for glufosinate-ammonium in Knapsack and Frankfurt/Main, Germany.

Segment cash flow was considerably below the level of Q3 2023, mainly due to lower EBITDA as well as the lower reduction in receivables. A reduction in inventories, compared with an inventories buildup in Q3 2023, was unable to fully compensate for this.

Other

Compared with Q3 2023, Other improved sales due to growth in commodity trading. EBITDA bsi in Other was considerably below the figure of Q3 2023. This resulted mainly from the lower release of bonus provisions compared with Q3 2023. EBITDA in Other included special items amounting to -€27 million in Q3 2024. In particular, it included special charges related to the ongoing cost savings programs.

Outlook 2024

Underlying assumptions for 2024

For the full year 2024, BASF's assumptions for global chemical growth may prove to be too conservative. This will largely depend on whether chemical production in China can continue to grow at a high level. With respect to the industrial economy, however, leading economic indicators signal a global deceleration for Q4 2024. Against this backdrop, BASF's assumptions remain unchanged:

- Growth in gross domestic product: +2.3%
- Growth in global industrial production: +2.2%
- Growth in global chemical production: +2.7%
- Average annual oil price (Brent crude): US\$80 per barrel
- Average exchange rate: US\$1.10 per euro

Outlook 2024 for BASF Group

The BASF Group's forecast for the 2024 business year published in the BASF Report 2023 also remains unchanged:

- EBITDA before special items: €8.0 billion – €8.6 billion
- Free cash flow: €0.1 billion – €0.6 billion
- CO₂ emissions: 16.7 million metric tons – 17.7 million metric tons

Based on current information, BASF expects to reach the low end of the EBITDA before special items forecast range for the full year 2024. For the fourth quarter of 2024, there are risks from potential declines in prices and lower volume growth than expected. Opportunities may arise from a positive development in demand and margins.

Forward-looking statements

This factsheet contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include in particular those discussed in Opportunities and Risks on pages 173 to 183 of the BASF Report 2023. BASF does not assume any obligation to update the forward-looking statements contained in this factsheet above and beyond the legal requirements.