

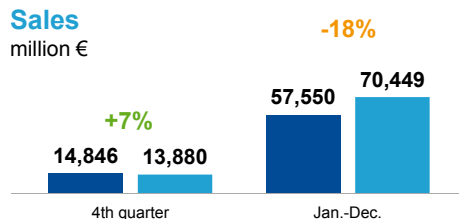


## Sales and earnings in the fourth quarter considerably above prior-year quarter



### Sales

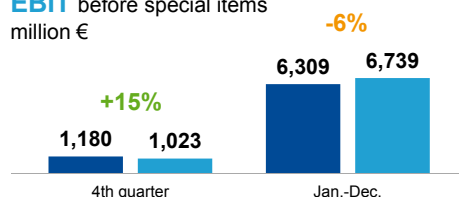
million €



- Sales in the fourth quarter considerably above prior-year quarter, mainly due to higher volumes
- Significant decrease of sales for 2016, mainly due to the divestiture of the gas trading and storage business

### EBIT before special items

million €



- EBIT before special items considerably increased in the fourth quarter, due to higher earnings in Chemicals, Functional Materials & Solutions and Oil & Gas
- Earnings in 2016 slightly below prior-year level, largely due to declined oil and gas prices as well as divestitures

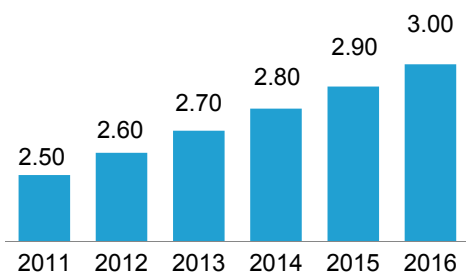
## Dividend



- Proposed dividend of €3.00 per share in 2016 (2015: €2.90)

### Dividend per share

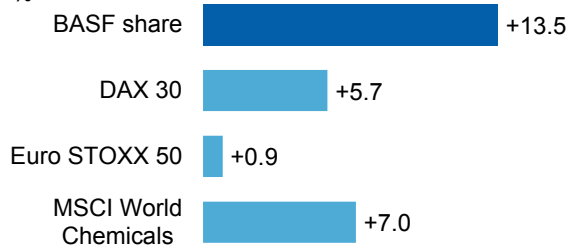
€



- Long-term performance of BASF shares over ten years still clearly surpasses benchmark indexes

### Performance of BASF shares compared with indexes (2006-2016)

%



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## “We create chemistry” strategy



### Investments in new plants

Acetylene plant in Ludwigshafen



### Innovation

Digitalization / BASF 4.0



### Active portfolio management

Acquisition of Chemetall

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## Outlook for BASF Group



### Economic environment 2017

- GDP growth: +2.3%
- Growth in chemical production\*: +3.4%
- Exchange rate: \$1.05 per euro
- Oil price (Brent): \$55 per barrel

### Outlook for full year 2017

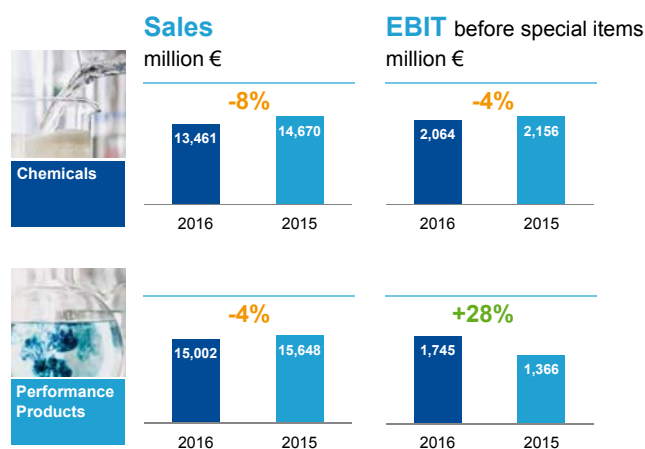
- Considerable sales growth through increases in all segments
- Slightly higher EBIT before special items



\*excluding pharmaceuticals

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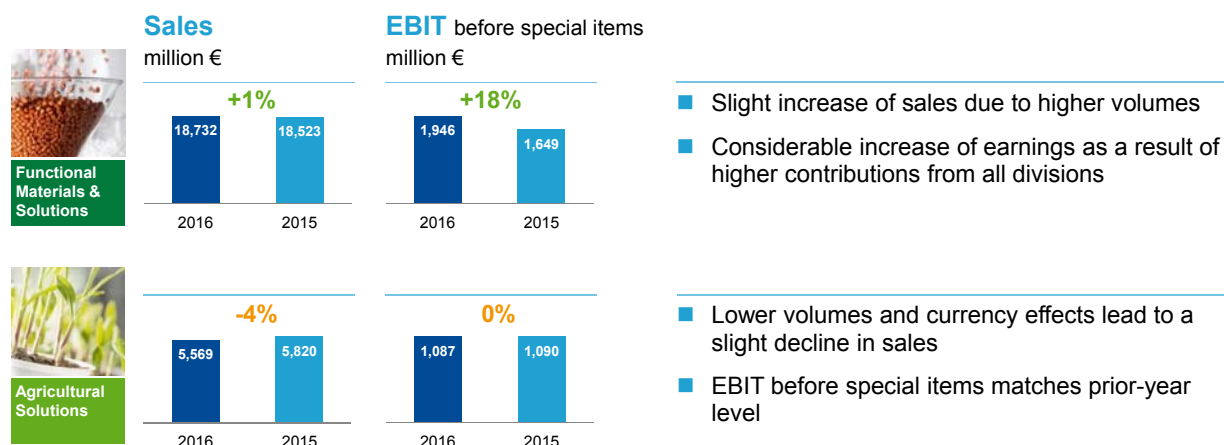
## Slight decline of earnings in Chemicals; considerable increase of earnings in Performance Products



- Considerable sales decrease due to lower prices
- Slight decline in EBIT before special items mainly owing to higher fixed costs
- Sales slightly driven down, mainly by prices and divestitures
- Considerable increase of earnings, primarily due to lower fixed costs and higher margins

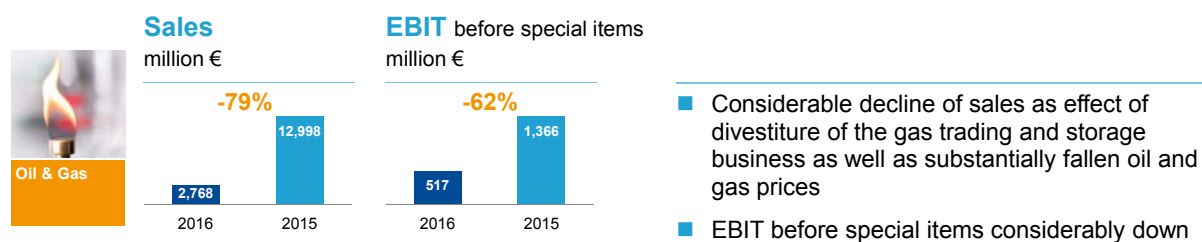
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## Considerable earnings increase in Functional Materials & Solutions; Agricultural Solutions matches prior-year level



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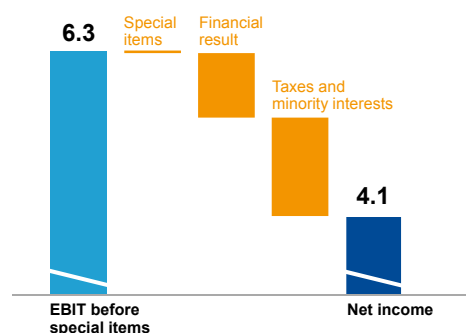
## Sales and earnings in the Oil & Gas segment significantly lower due to divestitures and decreased prices



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## 2016 reconciliation to net income

billion €



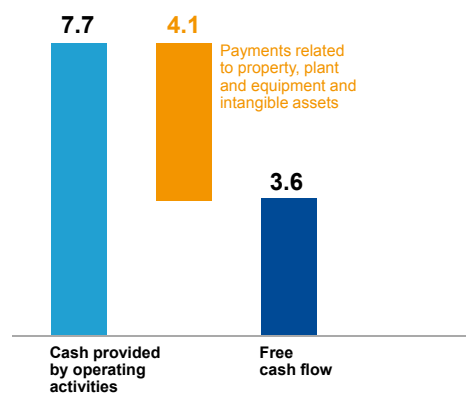
	million €	Δ% vs. 2015
EBIT before special items	6,309	-6
EBIT	6,275	0
Financial result	-880	-26
Income before taxes and minority interests	5,395	-3
Net income	4,056	2

	€	Δ% vs. 2015
Earnings per share (EPS)	4.42	2
Adjusted EPS	4.83	-3

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## Operating cash flow

billion €



- At €7.7 billion, cash provided by operating activities was below the level of the previous year (2015: €9.4 billion)
- Free cash flow with €3.6 billion in 2016 at prior-year level (2015: €3.6 billion)

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We create chemistry