

Q1

# BASF Conference

## Call: Q1 2025

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May 2, 2025

 **BASF**  
We create chemistry

# Cautionary note regarding forward-looking statements

*This presentation 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. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.*

# Strong local production footprint in all regions gives BASF resilience

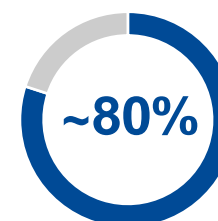
Share of sales from locally manufactured products in 2024



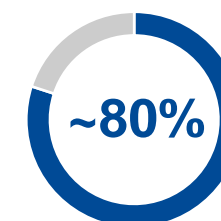
North America



Asia Pacific<sup>1</sup>



South America, Africa, Middle East



Share of BASF Group sales in 2024<sup>2</sup>

38%

27%

25%

10%

Volume development Q1 2025 vs. Q1 2024<sup>2</sup>

▲ +2%

▼ -9%

▲ +2%

▲ +7%

<sup>1</sup> Including BASF-YPC Company Ltd., which operates the Verbund site in Nanjing, China

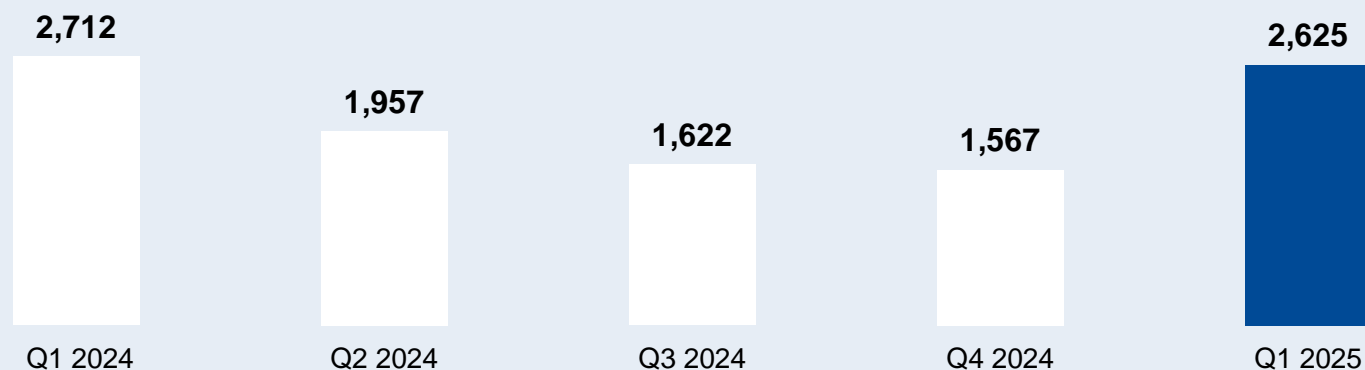
<sup>2</sup> Based on sales by location of customer

# EBITDA before special items in Q1 2025 nearly at prior-year quarter level

## Sales development

Q1 2025 vs. Q1 2024	Volumes	Prices	Currency	Portfolio
BASF Group adjusted <sup>1</sup>	▼ -1.1%	▼ -0.4%	▲ 0.3%	▲ 0.2%
BASF Group IFRS <sup>1</sup>	▼ -0.9%	▼ -0.6%	▲ 0.4%	▲ 0.2%

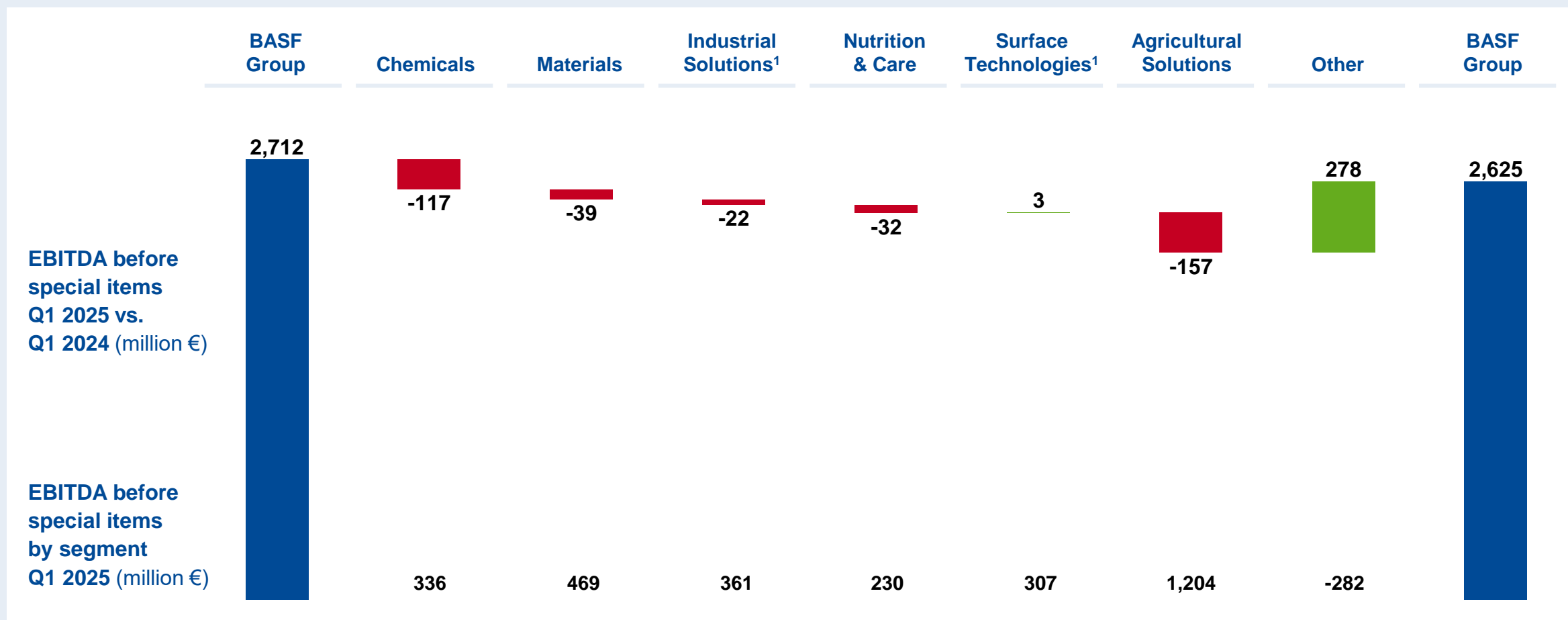
## EBITDA before special items (million €)



- **Adjusted sales<sup>1</sup>** of €15.9 billion and **reported sales<sup>1</sup>** of €17.4 billion almost stable
- **Volumes** decreased by around 1%
- **Prices** declined by less than 1%
- **Currency and portfolio effects** slightly supported sales development

<sup>1</sup> The adjusted figures exclude sales from precious and base metal services as well as precious and base metal sales in the Battery Materials and Environmental Catalyst and Metal Solutions business. The IFRS figures correspond to the Consolidated Financial Statements.

# Q1 2025: Earnings in Surface Technologies matched level of prior-year quarter, remaining segments came in below



<sup>1</sup> Since January 1, 2025, the chemical and refining catalysts business has been reported as part of the Performance Chemicals division in the Industrial Solutions segment. It was previously part of the Catalysts division in the Surface Technologies segment. The prior-year figures have been adjusted accordingly.

# BASF invests in semiconductor-grade sulfuric acid plant in Ludwigshafen

- Strong demand for high-quality and high-purity semiconductor-grade chemicals
- New production facility in Ludwigshafen in proximity to key customer operations
- Mutual long-term customer-supplier commitments
- Startup expected by 2027



# BASF Group

## Q1 2025: Key financial figures

Q1 2025 vs. Q1 2024

EBITDA before special items

**€2,625m**

-€87m

Adjusted EBITDA margin bsi<sup>1</sup>

**16.5%**

-0.4ppt

EBIT before special items

**€1,664m**

-€90m

Net income

**€808m**

-€560m

Operating cash flow

**-€982m**

-€468m

Free cash flow

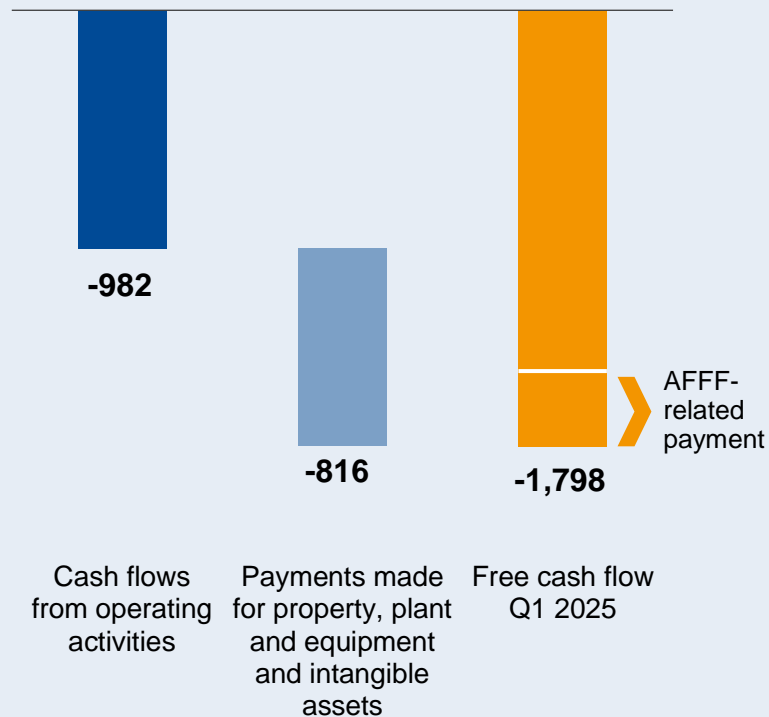
**-€1,798m**

-€342m

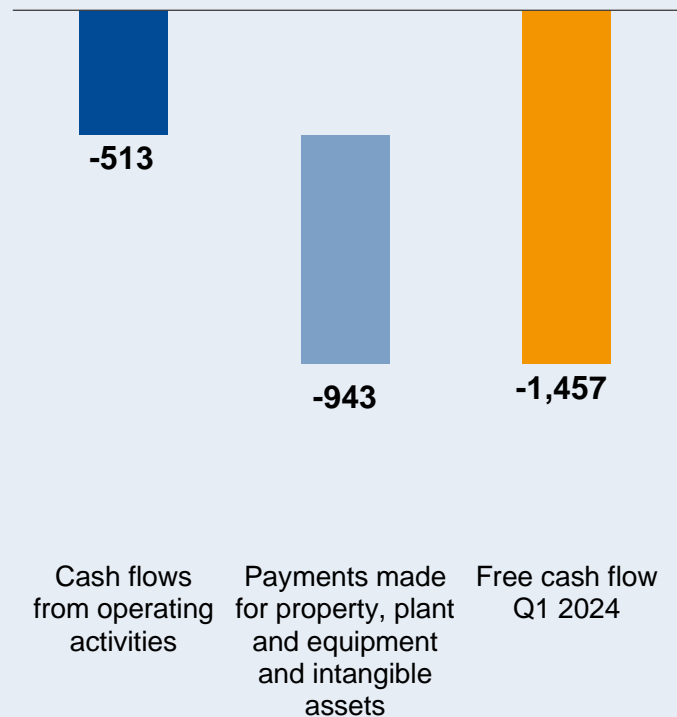
<sup>1</sup> EBITDA margin before special items excluding sales from precious and base metal services as well as precious and base metal sales in the Battery Materials and Environmental Catalyst and Metal Solutions business.

# Cash flow development in Q1 2025

Q1 2025 (million €)



Q1 2024 (million €)



Q1 2025 vs. Q1 2024

- **Cash flows from operating activities** decreased by -€468 million to -€982 million, mainly due to build-up of precious metals trading position and payment of €300 million for settlement related to AFFF products in the U.S.
- **Payments made for property, plant and equipment and intangible assets** declined by €127 million to €816 million
- **Free cash flow** came in at -€1.8 billion compared with -€1.5 billion in Q1 2024



# Strong balance sheet

Million €	March 31, 2025	Dec. 31, 2024	Change
<b>Total assets</b>	<b>81,419</b>	<b>80,415</b>	<b>1.2%</b>
<i>Noncurrent assets</i>	<i>48,228</i>	<i>49,183</i>	<i>-1.9%</i>
<i>Current assets</i>	<i>33,191</i>	<i>31,232</i>	<i>6.3%</i>
<b>Equity</b>	<b>37,351</b>	<b>36,884</b>	<b>1.3%</b>
<b>Equity ratio</b>	<b>45.9%</b>	<b>45.9%</b>	<b>-</b>
<b>Financial debt</b>	<b>22,767</b>	<b>21,762</b>	<b>4.6%</b>
<b>Net debt</b>	<b>20,393</b>	<b>18,781</b>	<b>8.6%</b>

- **Total assets increased by €1.0 billion to €81.4 billion**, mainly due to the seasonality of the Agricultural Solutions business
- **Equity ratio** unchanged at **45.9%**
- **Net debt increased by €1.6 billion** to €20.4 billion

# Maintaining our single A credit rating

Rating agency	Long-/short-term rating	Outlook	Last update
Fitch	A/F1	stable	November 1, 2024
Moody's	A3/P-2	stable	April 8, 2025
Standard & Poor's	A-/A-2	stable	December 2, 2024

- **BASF enjoys good credit ratings**, particularly compared with competitors
- BASF strives to **maintain its single A rating**, which ensures unrestricted access to financial markets
- **Prudent financial policy** with strong balance sheet and high equity ratio ensures **favorable financing conditions**

# Outlook 2025 for BASF Group remains unchanged

	BASF Group 2024 actual	BASF Group 2025 forecast	Zhanjiang startup impact 2025 <sup>1</sup>
EBITDA before special items (billion €)	7.9	<b>8.0 – 8.4</b>	minus ~0.4
Free cash flow (billion €)	0.7	<b>0.4 – 0.8</b>	minus ~0.8
CO <sub>2</sub> emissions <sup>2</sup> (million metric tons)	17.0	<b>16.7 – 17.7</b>	

## Underlying assumptions

Growth in gross domestic product

+2.6%

Growth in industrial production

+2.4%

Growth in chemical production

+3.0%

Average euro/dollar exchange rate

\$1.05 per euro

Average annual oil price (Brent crude)

\$75 per barrel

## Current trends



<sup>1</sup> Extraordinary impact from the startup of the Zhanjiang Verbund site, impact on EBITDA before special items and on free cash flow (incl. impact on EBITDA before special items and on net working capital)

<sup>2</sup> Scope 1 and Scope 2

 **BASF**

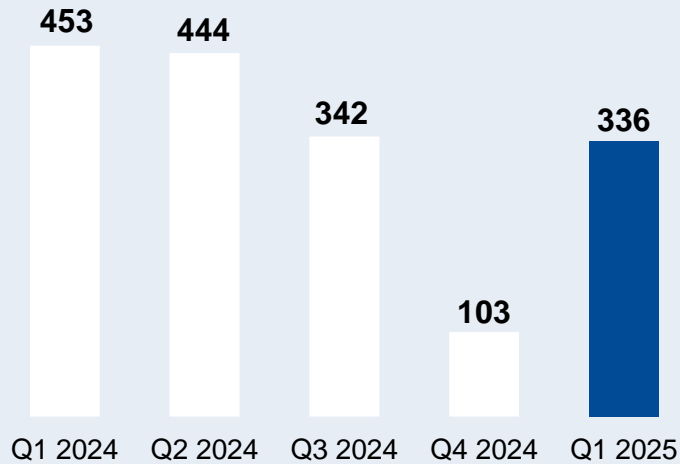
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# BASF Group Q1 2025 vs. Q1 2024: Financial figures

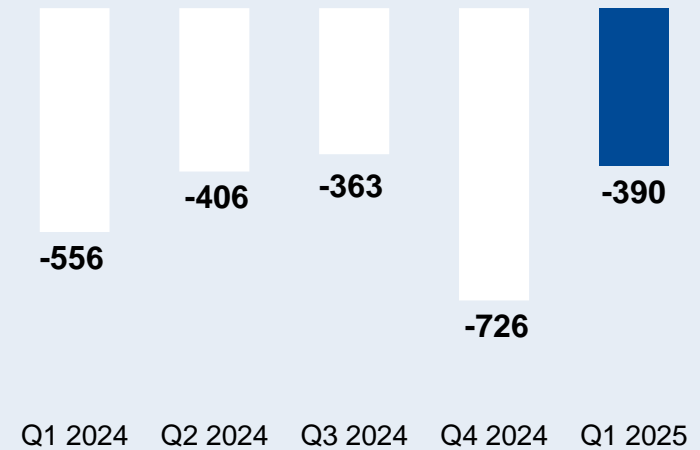
Financial figures	Q1 2025	Q1 2024	Change
	Million €	Million €	%
Sales	17,402	17,553	-0.9
EBITDA before special items	2,625	2,712	-3.2
EBITDA	2,177	2,655	-18.0
EBIT before special items	1,664	1,754	-5.1
EBIT	1,197	1,689	-29.2
Net income from shareholdings	-51	229	.
Net income	808	1,368	-40.9

# Chemicals

EBITDA before special items (million €)



Segment cash flow (million €)



## Sales development

Q1 2025 vs. Q1 2024

## Total

▲ 0.4%

## Volumes

▼ -2.3%

## Prices

▼ -0.3%

## Currencies

▲ 0.8%

## Portfolio

▲ 2.3%

# Materials

EBITDA before special items (million €)



Segment cash flow (million €)



## Sales development

Q1 2025 vs. Q1 2024

## Total

▲ 0.2%

## Volumes

0.0%

## Prices

▼ -0.3%

## Currencies

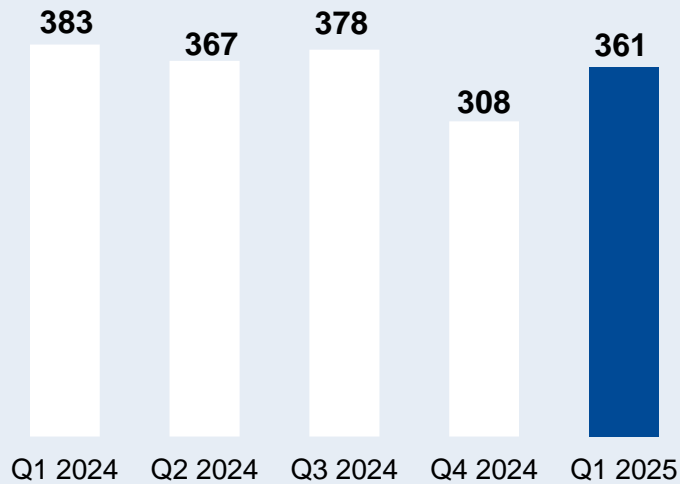
▲ 0.7%

## Portfolio

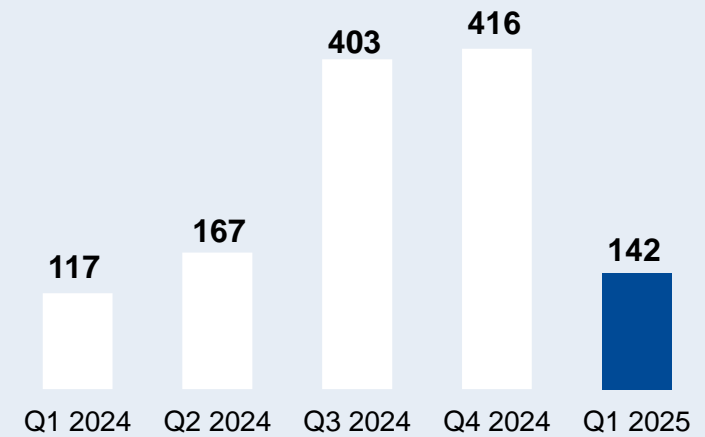
▼ -0.1%

# Industrial Solutions

EBITDA before special items<sup>1</sup> (million €)



Segment cash flow<sup>1</sup> (million €)



## Sales development

## Total

## Volumes

## Prices

## Currencies

## Portfolio

Q1 2025 vs. Q1 2024

▼ -0.7%

▲ 0.1%

▼ -0.7%

▲ 0.9%

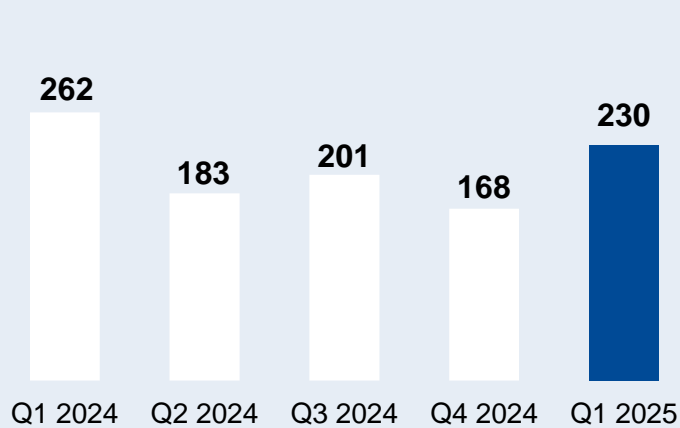
▼ -1.1%

<sup>1</sup> Since January 1, 2025, the chemical and refining catalysts business has been reported as part of the Performance Chemicals division in the Industrial Solutions segment. It was previously part of the Catalysts division in the Surface Technologies segment. The prior-year figures have been adjusted accordingly.

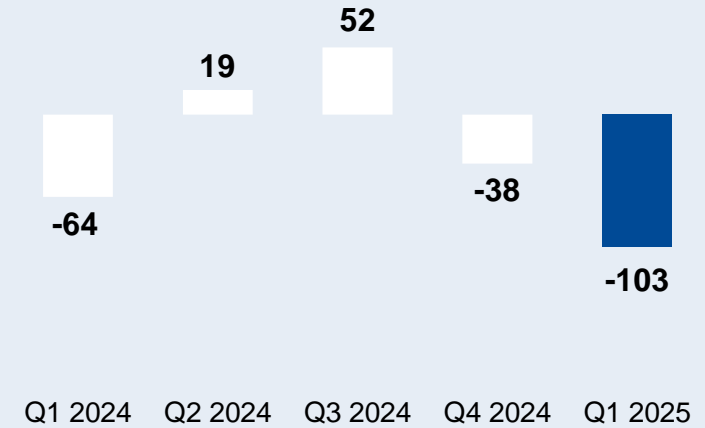


# Nutrition & Care

EBITDA before special items (million €)



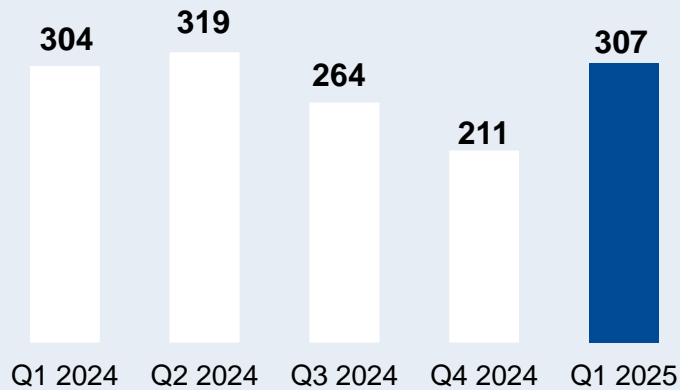
Segment cash flow (million €)



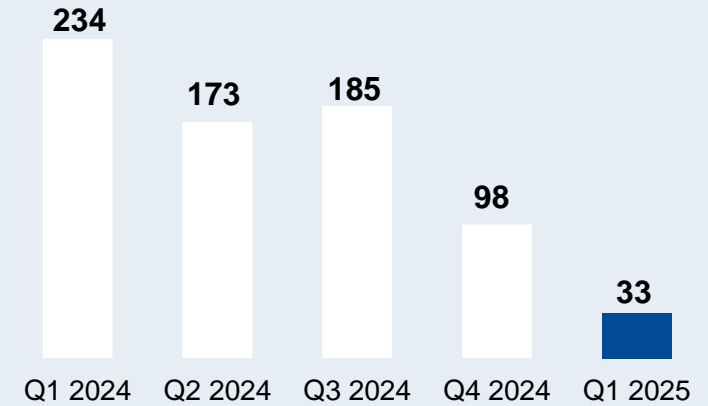
Sales development	Total	Volumes	Prices	Currencies	Portfolio
Q1 2025 vs. Q1 2024	▼ -0.6%	▼ -3.4%	▲ 2.6%	▲ 0.3%	0.0%

# Surface Technologies

EBITDA before special items<sup>1</sup> (million €)



Segment cash flow<sup>1</sup> (million €)



## Sales development

## Total

## Volumes

## Prices

## Currencies

## Portfolio

Q1 2025 vs. Q1 2024

▼ -1.2%

▲ 0.1%

▼ -2.0%

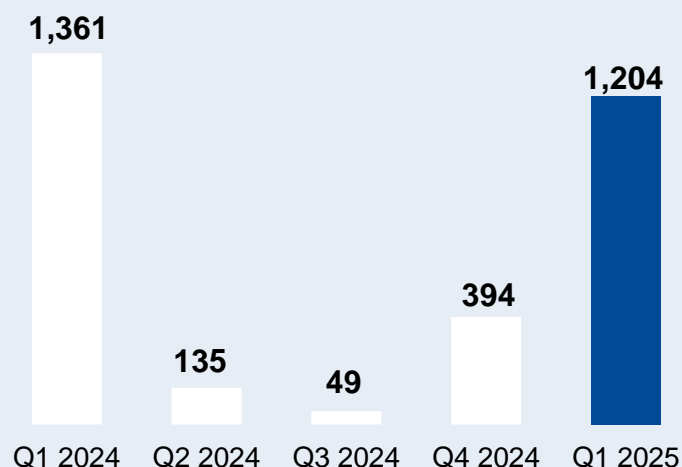
▲ 0.7%

▼ -0.1%

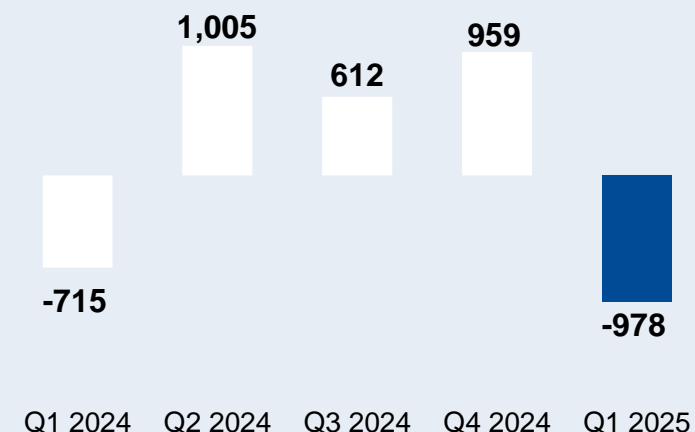
<sup>1</sup> Since January 1, 2025, the chemical and refining catalysts business has been reported as part of the Performance Chemicals division in the Industrial Solutions segment. It was previously part of the Catalysts division in the Surface Technologies segment. The prior-year figures have been adjusted accordingly.

# Agricultural Solutions

EBITDA before special items (million €)



Segment cash flow (million €)



## Sales development

## Total

## Volumes

## Prices

## Currencies

## Portfolio

Q1 2025 vs. Q1 2024

▼ -7.9%

▼ -5.6%

▼ -1.4%

▼ -0.9%

-

# Review of “Other”

Financial figures	Q1 2025	Q1 2024	Change
	Million €	Million €	%
<b>Sales</b>	<b>903</b>	<b>736</b>	<b>22.7</b>
<b>EBITDA before special items</b>	<b>-282</b>	<b>-560</b>	<b>49.7</b>
of which Costs of corporate research	-47	-53	11.5
Costs of corporate headquarters	-59	-60	2.2
Other businesses	11	10	18.3
Miscellaneous income and expenses	-187	-457	59.0
Special items in EBITDA	-380	-64	-491.4
<b>EBITDA</b>	<b>-662</b>	<b>-624</b>	<b>-6.0</b>