

News Release

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BASF Group Important Figures 2017

BASF Group

		4th Quarter			Full Year		
		2017	2016	Change in %	2017	2016	Change in %
Sales	million €	16,099	14,846	8.4	64,475	57,550	12.0
Income from operations before depreciation, amortization and special items	million €	2,936	2,320	26.6	12,527	10,327	21.3
Income from operations before depreciation and amortization (EBITDA)	million €	2,982	2,487	19.9	12,724	10,526	20.9
Amortization and depreciation ¹	million €	1,050	1,260	(16.7)	4,202	4,251	(1.2)
Income from operations (EBIT)	million €	1,932	1,227	57.5	8,522	6,275	35.8
Special items	million €	72	47	53.2	194	(34)	.
EBIT before special items	million €	1,860	1,180	57.6	8,328	6,309	32.0
Financial result	million €	(211)	(232)	9.1	(722)	(880)	18.0
Income before taxes and minority interests	million €	1,721	995	73.0	7,800	5,395	44.6
Net income	million €	1,537	689	123.1	6,078	4,056	49.9
EBIT after cost of capital	million €	363	78	365.4	2,727	1,136	140.1
Earnings per share	€	1.68	0.75	124.0	6.62	4.42	49.8
Adjusted earnings per share	€	1.29	0.79	63.3	6.44	4.83	33.3
Dividend per share	€	-	-	-	3.10	3.00	3.3
Research and development expenses	million €	541	539	0.4	1,888	1,863	1.3
Personnel expenses	million €	2,692	2,733	(1.5)	10,610	10,165	4.4
Number of employees		115,490	113,830	1.5	115,490	113,830	1.5
Assets	million €	78,768	76,496	3.0	78,768	76,496	3.0
Investments including acquisitions ²	million €	1,669	4,300	(61.2)	4,364	7,258	(39.9)
Equity ratio	%	44.1	42.6	-	44.1	42.6	-
Return on assets	%	-	-	-	10.8	8.2	-
Return on equity after tax	%	-	-	-	18.9	13.3	-
Net debt	million €	11,485	14,401	(20.2)	11,485	14,401	(20.2)
Cash provided by operating activities	million €	1,188	1,877	(36.7)	8,785	7,717	13.8
Free cash flow	million €	(202)	647	.	4,789	3,572	34.1

¹ Amortization of intangible asset, depreciation of property, plant and equipment, impairments and reversals of impairments

² Additions to intangible assets and property, plant and equipment (including acquisitions)

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Segments

4th Quarter (million €)

	Sales			Income from operations before depreciation and amortization (EBITDA)			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
Chemicals*	4,158	3,423	21	1,320	917	44	1,053	629	67	1,026	545	88
Performance Products*	3,832	3,741	2	316	425	(26)	111	237	(53)	81	173	(53)
Functional Materials & Solutions	5,311	4,961	7	452	925	(51)	267	458	(42)	240	724	(67)
Agricultural Solutions	1,328	1,281	4	266	136	96	207	79	162	194	66	194
Oil & Gas	862	922	(7)	642	495	30	260	163	60	436	162	169
Other	608	518	17	(14)	(411)	97	(38)	(386)	90	(45)	(443)	90
	16,099	14,846	8	2,982	2,487	20	1,860	1,180	58	1,932	1,227	57

Full Year (million €)

	Sales			Income from operations before depreciation and amortization (EBITDA)			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
Chemicals*	16,331	12,905	27	5,374	3,114	73	4,233	2,032	108	4,208	1,953	115
Performance Products*	16,217	15,558	4	2,427	2,577	(6)	1,416	1,777	(20)	1,510	1,678	(10)
Functional Materials & Solutions	20,745	18,732	11	2,251	2,906	(23)	1,617	1,946	(17)	1,545	2,199	(30)
Agricultural Solutions	5,696	5,569	2	1,282	1,305	(2)	1,033	1,087	(5)	1,015	1,037	(2)
Oil & Gas	3,244	2,768	17	2,069	1,596	30	793	517	53	1,043	499	109
Other	2,242	2,018	11	(679)	(972)	30	(764)	(1,050)	27	(799)	(1,091)	27
	64,475	57,550	12	12,724	10,526	21	8,328	6,309	32	8,522	6,275	36

* On January 1, 2017, the Monomers and Dispersions & Pigments divisions' activities for the electronics industry were merged into the global Electronic Materials business unit and allocated to the Dispersions & Pigments division. For better comparability, the affected figures for 2016 have been adjusted accordingly.

Regions

million €

	Sales by location of company			Sales by location of customer			EBIT by location of company		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
4th Quarter									
Europe	7,343	6,574	12	6,944	6,274	11	936	686	36
Thereof Germany	4,806	4,260	13	2,101	1,819	16	201	70	187
North America	3,839	3,705	4	3,705	3,462	7	228	12	.
Asia Pacific	3,616	3,287	10	3,760	3,495	8	579	417	39
South America, Africa, Middle East	1,301	1,280	2	1,690	1,615	5	189	112	69
	16,099	14,846	8	16,099	14,846	8	1,932	1,227	57
Full Year									
Europe	30,778	27,221	13	29,214	26,039	12	4,742	3,632	31
Thereof Germany	19,873	17,540	13	8,359	7,412	13	1,913	1,582	21
North America	15,937	14,682	9	15,357	14,042	9	1,236	1,113	11
Asia Pacific	13,658	11,512	19	14,343	12,165	18	2,209	1,098	101
South America, Africa, Middle East	4,102	4,135	(1)	5,561	5,304	5	335	432	(22)
	64,475	57,550	12	64,475	57,550	12	8,522	6,275	36