

150 years



News Release

BASF Group Important Figures 2014

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Jennifer Moore-Braun
Phone: +49 621 60-99123
jennifer.moore-braun@basf.com

BASF Group

Million €	4th Quarter			January – December		
	2014	2013	Change in %	2014	2013	Change in %
Sales	18,047	18,149	(0.6)	74,326	73,973	0.5
Income from operations before depreciation and amortization (EBITDA)	2,873	2,592	10.8	11,043	10,432	5.9
Income from operations (EBIT) before special items	1,459	1,419	2.8	7,357	7,077	4.0
Income from operations (EBIT)	1,730	1,616	7.1	7,626	7,160	6.5
Financial result	65	(105)	.	(423)	(560)	24.5
Income before taxes and minority interests	1,795	1,511	18.8	7,203	6,600	9.1
Net income	1,418	1,128	25.7	5,155	4,792	7.6
Earnings per share	€ 1.54	1.23	25.2	5.61	5.22	7.5
Adjusted earnings per share	€ 1.04	1.00	4.0	5.44	5.31	2.4
Cash provided by operating activities	2,026	1,953	3.7	6,958	8,100	(14.1)
Additions to property, plant and equipment and intangible assets ¹	3,731	1,920	94.3	7,285	7,726	(5.7)
Research and development expenses	482	520	(7.3)	1,884	1,849	1.9
Depreciation and amortization ¹	1,143	976	17.1	3,417	3,272	4.4
Personnel expenses	2,316	2,298	0.8	9,224	9,285	(0.7)
Employees at year-end	113,292	112,206	1.0	113,292	112,206	1.0

¹ Including acquisitions

BASF SE
67056 Ludwigshafen
Phone: +49 621 60-0
<http://www.basf.com>
Media Relations
Phone: +49 621 60-20916
Fax: +49 621 60-92693
presse.kontakt@basf.com

Segments

4th Quarter (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2014	2013	Change in %	2014	2013	Change in %	2014	2013	Change in %	2014	2013	Change in %
Chemicals	4,071	4,191	(2.9)	903	701	28.8	580	510	13.7	645	500	29.0
Performance Products	3,718	3,683	1.0	411	331	24.2	217	216	0.5	183	67	173.1
Functional Materials & Solutions	4,444	4,129	7.6	352	345	2.0	220	238	(7.6)	177	212	(16.5)
Agricultural Solutions	1,109	890	24.6	176	108	63.0	123	67	83.6	122	63	93.7
Oil & Gas	4,005	4,150	(3.5)	550	1,186	(53.6)	347	502	(30.9)	158	885	(82.1)
Other	700	1,106	(36.7)	481	(79)	.	(28)	(114)	75.4	445	(111)	.
	18,047	18,149	(0.6)	2,873	2,592	10.8	1,459	1,419	2.8	1,730	1,616	7.1

January – December (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2014	2013	Change in %	2014	2013	Change in %	2014	2013	Change in %	2014	2013	Change in %
Chemicals	16,968	16,994	(0.2)	3,212	2,956	8.7	2,367	2,182	8.5	2,396	2,086	14.9
Performance Products	15,433	15,534	(0.7)	2,232	1,987	12.3	1,455	1,365	6.6	1,417	1,100	28.8
Functional Materials & Solutions	17,725	17,252	2.7	1,678	1,498	12.0	1,197	1,070	11.9	1,150	1,027	12.0
Agricultural Solutions	5,446	5,227	4.2	1,297	1,375	(5.7)	1,109	1,222	(9.2)	1,108	1,208	(8.3)
Oil & Gas	15,145	14,776	2.5	2,626	3,149	(16.6)	1,795	1,856	(3.3)	1,688	2,403	(29.8)
Other	3,609	4,190	(13.9)	(2)	(533)	99.6	(566)	(618)	8.4	(133)	(664)	80.0
	74,326	73,973	0.5	11,043	10,432	5.9	7,357	7,077	4.0	7,626	7,160	6.5

Regions

Overview of regions (million €)

	Sales Location of company			Sales Location of customer			EBIT before special items		
	2014	2013	Change in %	2014	2013	Change in %	2014	2013	Change in %
4th Quarter									
Europe	10,169	10,794	(5.8)	9,742	10,270	(5.1)	961	910	5.6
Thereof Germany	7,875	8,203	(4.0)	3,894	3,479	11.9	233	316	(26.3)
North America	3,711	3,264	13.7	3,610	3,224	12.0	267	245	9.0
Asia Pacific	2,910	2,931	(0.7)	3,059	3,132	(2.3)	95	195	(51.3)
South America, Africa, Middle East	1,257	1,160	8.4	1,636	1,523	7.4	136	69	97.1
	18,047	18,149	(0.6)	18,047	18,149	(0.6)	1,459	1,419	2.8
January – December									
Europe	42,854	43,335	(1.1)	40,911	41,221	(0.8)	4,759	4,309	10.4
Thereof Germany	32,241	31,571	2.1	15,126	14,446	4.7	1,994	1,829	9.0
North America	15,467	14,573	6.1	15,213	14,272	6.6	1,566	1,539	1.8
Asia Pacific	11,643	11,679	(0.3)	12,341	12,450	(0.9)	614	842	(27.1)
South America, Africa, Middle East	4,362	4,386	(0.5)	5,861	6,030	(2.8)	418	387	8.0
	74,326	73,973	0.5	74,326	73,973	0.5	7,357	7,077	4.0