

## Reporting Factsheet Q4/FY 2023

BASF Group (million €)	Q4 2023	Q4 2022	Change (%)	FY 2023	FY 2022	Change (%)
Sales	15,871	19,323	-17.9	68,902	87,327	-21.1
EBITDA	1,099	1,389	-20.8	7,180	10,748	-33.2
EBITDA before special items	1,317	1,401	-6.0	7,671	10,762	-28.7
Depreciation and amortization <sup>1</sup>	2,094	1,270	64.9	4,941	4,200	17.6
EBIT	-995	119	.	2,240	6,548	-65.8
Special items	-1,287	-254	-406.0	-1,566	-330	-374.2
EBIT before special items	292	373	-21.6	3,806	6,878	-44.7
Net income from shareholdings	-230	-4,677	95.1	-200	-4,939	96.0
Financial result	-99	-26	-273.1	-620	-418	-48.2
Income before income taxes	-1,323	-4,585	71.1	1,420	1,190	19.3
Income after taxes	-1,571	-4,843	67.6	379	-391	.
Net income	-1,587	-4,847	67.3	225	-627	.
Earnings per share (€) <sup>2</sup>	-1.78	-5.42	67.2	0.25	-0.70	.
Adjusted earnings per share (€) <sup>2</sup>	-0.18	0.09	.	2.78	6.96	-60.1
Research and development expenses	595	617	-3.5	2,130	2,298	-7.3
Personnel expenses	2,546	2,628	-3.1	10,950	11,400	-3.9
Employees (end of period)	111,991	111,481	0.5	111,991	111,481	0.5
Assets (end of period)	77,395	84,472	-8.4	77,395	84,472	-8.4
Investments including acquisitions <sup>3</sup>	2,303	2,101	9.6	6,006	4,967	20.9
Equity ratio (end of period, %)	47.3	48.4	-	47.3	48.4	-
Net debt (end of period)	16,590	16,268	2.0	16,590	16,268	2.0
Cash flows from operating activities	4,262	4,470	-4.6	8,111	7,709	5.2
Free cash flow	2,228	2,596	-14.2	2,715	3,333	-18.5

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

<sup>2</sup> Due to the share buyback program terminated in February 2023, the weighted average number of outstanding shares in the fourth quarter of 2023 was 892,522,164 and 892,640,562 in the period from January to December 2023. The weighted average number of outstanding shares was 893,869,197 in the fourth quarter of 2022 and 901,754,219 in the period from January to December 2022.

<sup>3</sup> 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 (changes in %)	Sales		Volumes		Prices		Portfolio		Currencies	
	Q4 2023	FY 2023	Q4 2023	FY 2023	Q4 2023	FY 2023	Q4 2023	FY 2023	Q4 2023	FY 2023
<b>Chemicals</b>	2,427	10,369	2.1	-11.9	-11.2	-17.1	-	-	-2.5	-1.4
Petrochemicals	1,765	7,418	4.8	-11.7	-8.4	-16.9	-	-	-2.3	-1.1
Intermediates	662	2,951	-3.8	-12.4	-17.4	-17.6	-	-	-2.9	-2.1
<b>Materials</b>	3,348	14,149	7.0	-6.6	-21.1	-14.3	-	-	-3.0	-2.4
Performance Materials	1,685	7,244	1.2	-6.2	-11.8	-6.5	-	-	-3.5	-2.8
Monomers	1,663	6,905	12.4	-7.0	-30.0	-21.0	-	-	-2.6	-2.1
<b>Industrial Solutions</b>	1,869	8,010	-1.0	-10.4	-9.3	-5.3	-0.2	-1.8	-3.4	-2.3
Dispersions & Resins	1,146	4,921	2.5	-9.3	-8.8	-6.2	-0.2	-0.3	-3.7	-2.5
Performance Chemicals	723	3,088	-6.0	-12.0	-10.1	-4.0	-0.2	-4.2	-2.9	-2.0
<b>Surface Technologies</b>	3,514	16,204	-9.1	-9.6	-16.2	-11.1	-0.4	-0.1	-4.7	-3.1
Catalysts	2,399	11,818	-13.5	-13.0	-20.4	-15.2	-0.5	-0.1	-4.4	-2.4
Coatings	1,115	4,387	5.8	4.3	-1.7	5.5	-0.1	-0.2	-5.8	-5.7
<b>Nutrition &amp; Care</b>	1,631	6,858	1.5	-7.1	-13.2	-5.8	-	-	-2.4	-2.1
Care Chemicals	1,087	4,721	0.4	-8.3	-13.2	-5.9	-	-	-2.2	-1.8
Nutrition & Health	544	2,137	3.8	-4.3	-13.2	-5.7	-	-	-2.9	-2.6
<b>Agricultural Solutions</b>	2,227	10,092	6.0	-6.5	-4.0	8.2	-	-	-4.4	-3.5
<b>Other</b>	855	3,220	-8.3	-1.6	-13.6	-22.9	-	-	-2.6	-1.7
<b>BASF Group</b>	15,871	68,902	-0.4	-8.4	-13.9	-10.0	-0.1	-0.2	-3.5	-2.5

## Segments

Q4 (million €)

	Sales			EBITDA before special items			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2023	2022	+/-	2023	2022	+/-	2023	2022	+/-	2023	2022	+/-
Chemicals	2,427	2,749	-11.7%	95	149	-36.2%	-129	-79	-64.2%	-134	-272	50.7%
Materials	3,348	4,045	-17.2%	380	369	3.1%	161	144	12.0%	-205	105	.
Industrial Solutions	1,869	2,169	-13.8%	250	208	20.4%	162	120	34.9%	156	135	15.2%
Surface Technologies	3,514	5,047	-30.4%	340	318	6.7%	188	170	10.8%	-248	75	.
Nutrition & Care	1,631	1,898	-14.1%	130	100	30.7%	7	-19	.	2	-28	.
Agricultural Solutions	2,227	2,282	-2.4%	221	303	-27.2%	37	122	-69.3%	-380	149	.
Other	855	1,133	-24.5%	-99	-46	-118.0%	-135	-85	-58.6%	-186	-46	-303.8%
<b>BASF Group</b>	<b>15,871</b>	<b>19,323</b>	<b>-17.9%</b>	<b>1,317</b>	<b>1,401</b>	<b>-6.0%</b>	<b>292</b>	<b>373</b>	<b>-21.6%</b>	<b>-995</b>	<b>119</b>	<b>.</b>

Full year (million €)

	Sales			EBITDA before special items			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2023	2022	+/-	2023	2022	+/-	2023	2022	+/-	2023	2022	+/-
Chemicals	10,369	14,895	-30.4%	1,167	2,774	-57.9%	361	1,956	-81.6%	364	1,758	-79.3%
Materials	14,149	18,443	-23.3%	1,650	2,686	-38.6%	826	1,840	-55.1%	378	1,776	-78.7%
Industrial Solutions	8,010	9,992	-19.8%	965	1,437	-32.8%	625	1,091	-42.7%	660	1,097	-39.8%
Surface Technologies	16,204	21,283	-23.9%	1,520	1,464	3.8%	938	902	4.0%	366	612	-40.3%
Nutrition & Care	6,858	8,066	-15.0%	565	1,067	-47.0%	107	618	-82.7%	119	605	-80.3%
Agricultural Solutions	10,092	10,280	-1.8%	2,270	1,928	17.7%	1,563	1,220	28.1%	1,131	1,221	-7.4%
Other	3,220	4,368	-26.3%	-466	-594	21.5%	-614	-749	18.0%	-778	-523	-48.9%
<b>BASF Group</b>	<b>68,902</b>	<b>87,327</b>	<b>-21.1%</b>	<b>7,671</b>	<b>10,762</b>	<b>-28.7%</b>	<b>3,806</b>	<b>6,878</b>	<b>-44.7%</b>	<b>2,240</b>	<b>6,548</b>	<b>-65.8%</b>

## Regions

Million €

Q4	Sales Location of company			Sales Location of customer		
	2023	2022	+/-	2023	2022	+/-
Europe	6,100	7,462	-18.3%	5,514	6,990	-21.1%
of which Germany	2,639	3,245	-18.7%	1,528	2,170	-29.6%
North America	4,226	5,301	-20.3%	4,270	5,189	-17.7%
Asia Pacific	4,086	4,909	-16.8%	4,289	5,062	-15.3%
of which Greater China	2,299	2,694	-14.7%	2,307	2,668	-13.5%
South America, Africa, Middle East	1,460	1,651	-11.6%	1,797	2,081	-13.6%
<b>BASF Group</b>	<b>15,871</b>	<b>19,323</b>	<b>-17.9%</b>	<b>15,871</b>	<b>19,323</b>	<b>-17.9%</b>
<b>Full year</b>						
Europe	27,631	35,821	-22.9%	26,022	33,922	-23.3%
of which Germany	11,449	15,170	-24.5%	6,833	8,977	-23.9%
North America	19,003	24,343	-21.9%	18,833	23,869	-21.1%
Asia Pacific	17,142	21,309	-19.6%	17,520	21,823	-19.7%
of which Greater China	9,427	11,850	-20.4%	9,366	11,624	-19.4%
South America, Africa, Middle East	5,126	5,854	-12.4%	6,527	7,713	-15.4%
<b>BASF Group</b>	<b>68,902</b>	<b>87,327</b>	<b>-21.1%</b>	<b>68,902</b>	<b>87,327</b>	<b>-21.1%</b>

**Chemicals**

Compared with Q4 2022, sales declined considerably in both operating divisions of the Chemicals segment, most pronouncedly in the Intermediates division. In the Petrochemicals division, sales declined on account of lower prices and negative currency effects. Higher volumes, particularly for acrylic monomers, oxo alcohols and solvents partially offset this. In the Intermediates division, considerably lower prices, reduced volumes and negative currency effects led to the decline in sales.

EBIT bsi of the segment was considerably below the figure of Q4 2022 due to the Intermediates division. The Petrochemicals division improved earnings on account of higher cracker margins in the U.S. and in Europe. The unplanned outages of the crackers in Port Arthur, Texas, and Nanjing, China, negatively impacted earnings in Q4 2023 by a mid-double-digit million-euro amount. In the Intermediates division, the earnings decline was mainly attributable to lower margins on the back of lower prices and volumes. Reduced fixed costs and lower raw materials prices could only partially compensate for this.

**Materials**

Sales in the Materials segment decreased considerably in Q4 2023. Both divisions recorded considerably lower sales, particularly the Monomers division. Sales in the Monomers division decreased because of significantly lower prices and negative currency effects. Prices declined particularly in the polyamide value chain due to lower demand and in line with lower raw materials prices. In Q4 2023, volumes in the Monomers division increased considerably, mainly because of MDI globally and ammonia in Europe. In the Performance Materials division, sales declined on account of lower prices and negative currency effects. Slightly higher volumes partially compensated the decline.

In Q4 2023, EBIT bsi of the Materials segment increased considerably. Considerably higher earnings in the Performance Materials division more than offset considerably lower contributions from the Monomers division. Earnings in the Monomers division declined on account of significantly lower margins, particularly for inorganics. Slightly lower fixed costs and lower raw materials prices only partially compensated for the decline. Earnings in the Performance Materials division increased in particular due to higher contributions from PU systems and engineering plastics. Compared with Q4 2022, fixed costs decreased and supported the earnings development.

In Q4 2023, EBIT included special charges mainly related to the impairment of an intangible asset acquired from Solvay that provides access to a production technology for a precursor in the polyamide value chain. Due to recent market developments this asset is no longer perceived as economically superior to other alternatives.

**Industrial Solutions**

Sales in the Industrial Solutions segment decreased considerably; the sales decline was most pronounced in the Performance Chemicals division. Lower prices and negative currency effects were the main drivers for the sales decline in the Dispersions & Resins division; slightly higher volumes, particularly in Asia Pacific and Europe, could only partially compensate this. In the Performance Chemicals division, sales decreased because of lower prices and volumes as well as negative currency effects. Both divisions recorded slightly negative portfolio effects due to the divestiture of the Quincy, Florida, site and the corresponding attapulgit business effective October 31, 2022.

EBIT bsi of the Industrial Solutions segment increased considerably due to the strong increase in the Dispersions & Resins division. Earnings in Dispersions & Resins improved in particular due to lower fixed costs. Earnings in the Performance Chemicals division decreased considerably on account of lower margins. Lower fixed costs had a slightly offsetting effect.

**Surface Technologies**

In the Surface Technologies segment, sales were down considerably compared with Q4 2022. Sales in the Catalysts division decreased considerably due to lower prices, lower volumes and negative currency effects, while the Coatings division recorded a slight decline in sales. At €1,353 million, sales in precious metal trading and precious metal sales in the mobile emissions catalysts business were considerably below Q4 2022 (€2,647 million) due to lower prices, lower volumes and negative currency effects. Slightly negative portfolio effects in the Catalysts division were related to the divestiture of the production site in De Meern, the Netherlands, which became effective on August 31, 2023. In the Coatings division, the slight decline in sales resulted from negative currency effects and slightly lower prices, while volumes increased.

The segment considerably increased EBIT bsi compared with Q4 2022. The increase was due to the considerable earnings growth in the Coatings division, which resulted mainly from higher margins. In the Catalysts division, earnings decreased due to lower contributions from the mobile emissions catalysts, chemical catalysts and precious metal trading businesses.

In Q4 2023, EBIT included special charges, mainly related to BASF's precursor production plant for cathode active materials in Harjavalta, Finland. The lengthy permit objection process and the uncertainty regarding its outcome resulted in an asset impairment.

<sup>1</sup> For sales, "slight" represents a change of 0.1%–5.0%, while "considerable" applies to changes of 5.1% and higher. For EBIT before special items, "slight" means a change of 0.1%–10.0%, while "considerable" is used for changes of 10.1% and higher. "At prior-year level" indicates no change (+/-0.0%).

## Nutrition & Care

Both divisions of the Nutrition & Care segment recorded considerably lower sales compared with Q4 2022. This was mainly driven by reduced prices due to high product availability on the market and lower raw materials prices as well as negative currency effects. In the Care Chemicals division, prices decreased particularly in the home care, industrial and institutional cleaning business, as well as in the oleo surfactants and alcohols business. Volumes in Care Chemicals increased slightly. In the Nutrition & Health division, prices declined, most pronouncedly in vitamins and in aroma ingredients. In Q4 2023, volumes in Nutrition & Health increased on account of aroma ingredients and the vitamin business.

Compared with Q4 2022, the segment's EBIT bsi increased considerably. Contributions from the Nutrition & Health division improved due to lower fixed costs but were still negative, mainly as a result of lower margins due to lower prices, particularly in the vitamins business area. In the Care Chemicals division, earnings declined due to price-related lower margins in the home care, industrial and institutional cleaning businesses.

## Agricultural Solutions

In the Agricultural Solutions segment, sales were slightly below Q4 2022. Negative currency effects and lower prices were the main drivers for the sales decline. Prices declined mainly in herbicides. Higher volumes, particularly in seeds & traits, herbicides and fungicides, could only partially compensate this. The considerable sales increase in Europe was driven by considerably higher volumes and increased prices, offsetting negative currency effects. In North America, sales increased slightly. Considerably higher volumes more than offset lower prices and negative currency effects. Sales in Asia declined slightly, due to both negative currency effects, largely relating to the Japanese yen and the Indian rupee, and lower volumes; higher prices had a slightly offsetting effect. In the region South America, Africa, Middle East, sales declined considerably. This was mainly driven by lower prices and volumes because of elevated levels of channel inventories, adverse weather conditions, particularly in Brazil, as well as negative currency effects.

In Q4 2023, EBIT bsi was considerably below Q4 2022. Higher earnings in seeds & traits and insecticides could not offset lower contributions from herbicides, fungicides and seed treatment.

In Q4 2023, EBIT included impairments in conjunction with production facilities in Europe.

## Other

Sales in Other decreased considerably compared with Q4 2022. This was mainly due to a decline in sales of both commodity and energy trading. EBIT bsi declined considerably. In the prior-year quarter, the release of bonus provisions positively impacted the earnings development.

## Outlook 2024

### Underlying assumptions for 2024 (prior-year figures in parentheses)

- GDP growth: +2.3% (+2.6%)
- Growth in global industrial production: +2.2% (+1.4%)
- Growth in global chemical production: +2.7% (+1.7%)
- Average oil price (Brent): US\$80 per barrel (US\$82 per barrel)
- Average exchange rate: US\$1.10 per € (US\$1.08 per €)
- Annual impact of US\$ change (€ depreciation) -1 US\$-Cent per €:  
sales: +€230 million; EBITDA: +€40 million

### Outlook 2024 for BASF Group (prior-year figures in parentheses)

- EBITDA before special items: €8.0 billion – €8.6 billion (€7,671 million)
- Free cash flow: €0.1 billion – €0.6 billion (€2,715 million)
- CO<sub>2</sub> emissions: 16.7 million metric tons – 17.7 million metric tons (16.9 million metric tons)

### Outlook 2024 by segment<sup>2</sup>

Million €	EBITDA before special items		Segment cash flow	
	2023	2024 forecast	2023	2024 forecast
Chemicals	1,167	Considerable increase	-936	Considerable decrease
Materials	1,650	Slight increase	1,369	Considerable decrease
Industrial Solutions	965	Considerable increase	1,292	Considerable decrease
Surface Technologies	1,520	At prior-year level	1,488	Considerable decrease
Nutrition & Care	565	Considerable increase	503	Considerable decrease
Agricultural Solutions	2,270	Slight decrease	1,746	Considerable decrease

### 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.*

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<sup>2</sup> For EBITDA before special items and cash flow, "slight" represents a change of 0.1%–10.0%, while "considerable" applies to changes of 10.1% and higher. "At prior-year level" indicates no change (+/-0.0%).