

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. The approximately 122,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Until December 31, 2018, our portfolio was arranged into four segments: Chemicals, Performance Products, Functional Materials & Solutions and Agricultural Solutions.¹ Since January 1, 2019, BASF's activities have been grouped into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. ¹ Excluding the oil and gas activities presented as discontinued operations

Key financial figures 2018

Million €	2018	2017	Δ%
Sales	62,675	61,223	2.4
EBITDA	9,166	10,765	(14.9)
EBIT before special items	6,353	7,645	(16.9)
EBIT	6,033	7,587	(20.5)
Income before income taxes	5,288	6,882	(23.2)
Net income	4,707	6,078	(22.6)
Earnings per share (€)	5.12	6.62	(22.7)
Adjusted earnings per share (€)	5.87	6.44	(8.9)

Outlook 2019¹

We expect weaker global economic growth in 2019 compared with 2018. At 2.8%, global GDP growth will presumably be slower than in 2018 (+3.2%). Chemical production is expected to increase at a rate of 2.7%, on a level with the previous year (+2.7%). We anticipate an average oil price of \$70 for a barrel of Brent blend crude and an exchange rate of \$1.15 per euro. Despite the challenging environment characterized by a high level of uncertainty, we aim to grow profitably and slightly increase the BASF Group's sales and income from operations (EBIT) before special items in 2019. The return on capital employed (ROCE) should slightly exceed the cost of capital percentage but decline slightly compared with 2018.

We expect growth in our customer industries to continue. For the automotive industry, we anticipate a slight recovery after lower production in the previous year. Our outlook assumes that the trade conflict between the United States and its trading partners will ease over the course of the year, and that Brexit will occur without wider economic repercussions.

¹ For sales, "slight" represents a change of 1–5%, while "considerable" applies to changes of 6% and higher. "At prior-year level" indicates no change (+/-0%). For earnings, "slight" means a change of 1–10%, while "considerable" is used for changes of 11% and higher. "At prior-year level" indicates no change (+/-0%). At a cost of capital percentage of 10% for 2018 and 2019, we define a change in ROCE of 0.1 to 1.0 percentage points as "slight," a change of more than 1.0 percentage points as "considerable" and no change (+/-0 percentage points) as "at prior-year level."

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 those discussed in Opportunities and Risks on pages 123 to 130 of the BASF Report 2018. We do not assume any obligation to update the forward-looking statements contained in this factsheet above and beyond the legal requirements.

Percentage of sales per segment 2018*

* Not depicted here: Other 5% of BASF Group sales and EBITDA €(373) million



Financial calendar

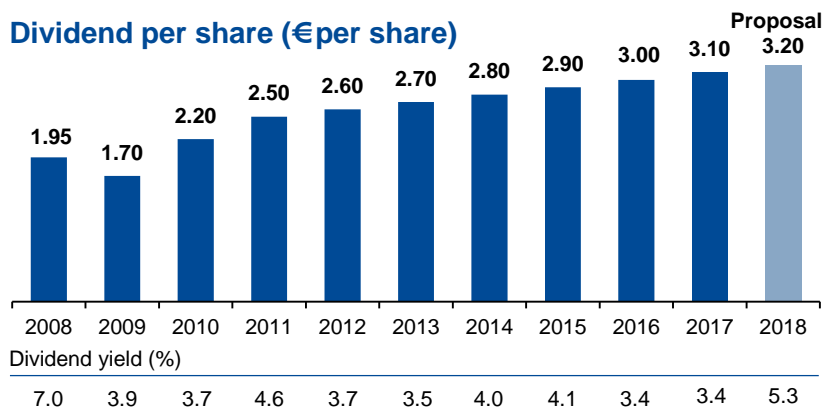
- Friday, May 3, 2019**
 Quarterly Statement 1st Quarter 2019 and Annual Shareholders' Meeting
- Wednesday, May 8, 2019**
 Dividend payout
- Thursday, July 25, 2019**
 Half-Year Financial Report 2019
- Thursday, October 24, 2019**
 Quarterly Statement 3rd Quarter 2019
- Friday, February 28, 2020**
 BASF Report 2019



BASF shares – an attractive investment

- Strategy focused on participating in fast growing Asian markets – driven by strong and expanding local presence
- Industry-leading innovation platform – covering a broad range of technologies and providing solutions for a multitude of customers
- Unique Verbund concept – competitive advantage based on integrated sites, operational excellence and best-in-class technologies
- CO₂-neutral growth until 2030 targeted
- Earnings growth, strong cash flow generation and clear return criteria
- Long-term value creation with progressive dividend policy

Dividend per share (€per share)

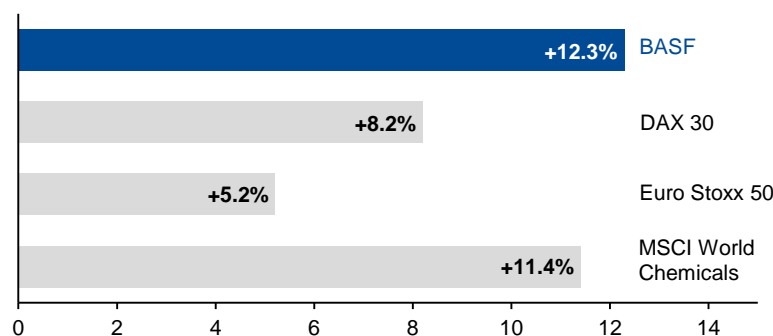


Dividend policy

We stand by our ambitious dividend policy and offer our shareholders an attractive dividend yield. We aim to increase our dividend each year.

Long-term performance 2008–2018

(average annual increase with dividends reinvested)



Shareholder structure

With over 600,000 shareholders, BASF is one of the largest publicly owned companies with a high free float. An analysis of the shareholder structure carried out at the end of 2018 showed that, at around 20% of share capital, the United States and Canada made up the largest regional group of institutional investors. Institutional investors from Germany accounted for around 13%. Shareholders from the United Kingdom and Ireland hold 10% of BASF shares, while investors from the rest of Europe hold a further 17% of capital. Approximately 30% of the company's share capital is held by private investors, nearly all of whom reside in Germany. BASF is therefore one of the DAX 30 companies with the largest percentage of private shareholders.

Analysts' recommendations

Around 25 financial analysts regularly publish studies on BASF. The latest analyst recommendations for our shares as well as the average target share price ascribed to BASF by analysts can be found online at basf.com/analystestimates.

52% Buy

48% Hold

0% Sell

As of February 8, 2019

Key BASF share data

Market capitalization*	€55.5 billion
Share price*	€60.40
Year high 2018	€97.67
Year low 2018	€58.40
ISIN	DE000BASF111

* As of December 31, 2018, close


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BASF
We create chemistry