

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 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. Our portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions.

## Key financial figures 2019

million €	2019	2018	Δ%
Sales	59,316	60,220	(2)
EBITDA	8,036	8,970	(10)
EBIT before special items	4,536	6,281	(28)
EBIT	4,052	5,974	(32)
Income before income taxes	3,302	5,233	(37)
Net income	8,421	4,707	79
Earnings per share (€)	9.17	5.12	79
Adjusted earnings per share (€)	4.00	5.87	(32)

## Outlook 2020

For 2020, we expect global economic uncertainty to be very high and that growth will be significantly depressed by the drop in demand and production outages in connection with the coronavirus outbreak. Consequently, the global economy is forecast to grow by 2.0%, considerably slower than in 2019 (+2.6%). Global chemical production is expected to expand by 1.2%, well below the 2019 level (1.8%). We anticipate an average oil price of \$60 for a barrel of Brent crude and an exchange rate of \$1.15 per euro. Despite the challenging environment characterized by a high level of uncertainty, we aim to increase our sales to between €60 billion and €63 billion (2019: €59,316 million). The BASF Group's income from operations (EBIT) before special items is expected to be between €4.2 billion and €4.8 billion (2019: €4,536 million). The return on capital employed (ROCE) should reach between 6.7% and 7.7% (2019: 7.7%) and thus be below the cost of capital percentage of 9%.

We expect growth in most of our customer industries. For the automotive industry, however, we anticipate a continued decline in production. Our outlook assumes that the trade conflict between the United States and its trading partners does not intensify, and that Brexit will not have any larger economic repercussions during the transition phase.

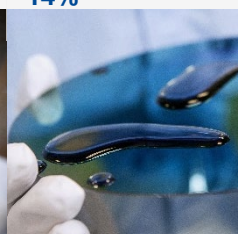
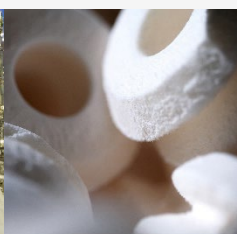
### Forward-looking statements

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 the BASF Report 2019 on pages 139 to 147. 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 2019\*

\* Not depicted here: Other 5% of BASF Group sales and EBITDA €(483) million

Chemicals 16%	Materials 20%	Industrial Solutions 14%	Surface Technologies 22%	Nutrition & Care 10%	Agricultural Solutions 13%
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EBITDA  
€1,545 million

EBITDA  
€1,691 million

EBITDA  
€1,327 million

EBITDA  
€1,120 million

EBITDA  
€1,189 million

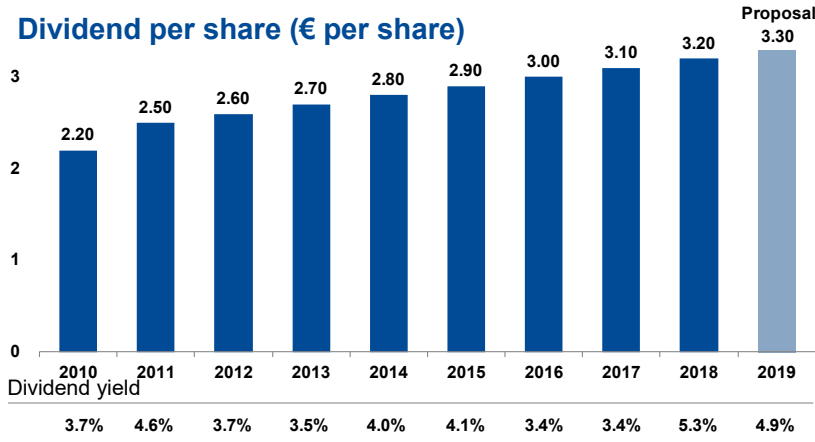
EBITDA  
€1,647 million

## 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
- 2030 target: CO<sub>2</sub>-neutral growth
- Earnings growth and strong cash flow generation targeted, clear return criteria
- Long-term value creation with progressive dividend policy  
aim to increase the dividend per share every year

### Dividend per share (€ per share)

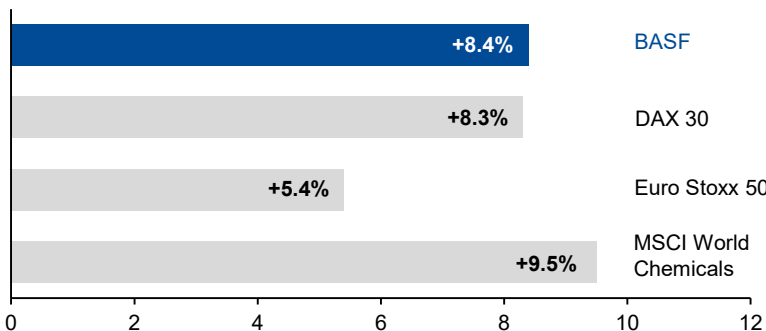


### Dividend policy

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

### Long-term performance 2009–2019

(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 2019 showed that, at around 21% of share capital, the United States and Canada made up the largest regional group of institutional investors. Institutional investors from Germany accounted for around 12%. Shareholders from the United Kingdom and Ireland hold 9% of BASF shares, while investors from the rest of Europe hold a further 15% of capital. Approximately 33% 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 30 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](https://www.basf.com/analystestimates).

### Key BASF share data

Market capitalization*	€61.9 billion
Share price*	€67.35
High 2019	€74.49
Low 2019	€56.20
ISIN	DE000BASF111

\*As of December 31, 2019, close

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15% Buy

81% Hold

4% Sell

As of February 6, 2020

**BASF**  
We create chemistry