

# At BASF, we create chemistry for a sustainable future



At BASF, we create chemistry for a sustainable future. As the world's leading chemical company, we combine economic success with environmental protection and social responsibility. The approximately 112,000 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 arranged into five segments: Chemicals, Performance Products, Functional Materials & Solutions, Agricultural Solutions and Oil & Gas.

## 1st Quarter 2016 results

Million €	Q1 2016	Q1 2015	Δ%
Sales	14,208	20,067	(29)
EBITDA	2,812	2,890	(3)
EBIT before special items	1,906	2,070	(8)
EBIT	1,866	1,995	(6)
Income before taxes and minority interests	1,678	1,831	(8)
Net income	1,387	1,174	18
EPS (€)	1.51	1.28	18
Adjusted EPS (€)	1.64	1.43	15

## Outlook 2016

For 2016, we anticipate a continuation of the currently challenging conditions along with substantial risks. The global economy is expected to grow at a level approximating that of 2015.

### We confirm our outlook for the full year.

We aim to increase sales volumes in all segments. BASF Group sales will decline considerably, however, especially as a result of the divestiture of the gas trading and storage business as well as lower oil and gas prices. We expect income from operations before special items to be slightly below 2015 levels. This is an ambitious goal in the current volatile and challenging environment, and is particularly dependent on oil price developments.

Our expectations for the global economic environment 2016 remain unchanged:

Growth of gross domestic product: 2.3%

Growth in industrial production: 2.0%

Growth in chemical production: 3.4%

An average euro/dollar exchange rate of \$1.10 per euro

An average oil price (Brent) for the year of \$40 per barrel

## Forward-Looking Statements

This report contains forward-looking statements. These statements are based on current estimates and projections of BASF management and currently available information. Future 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 factors include those discussed in the Opportunities and Risks Report from pages 113 to 120 of the BASF Report 2015. We do not assume any obligation to update the forward-looking statements contained in this report.

## BASF segments – a well-balanced portfolio in % of sales 2015



**Chemicals** – The Chemicals segment comprises our business with basic chemicals and intermediates. Its portfolio ranges from solvents, plasticizers and high-volume monomers to glues and electronic chemicals as well as raw materials for detergents, plastics, textile fibers, paints and coatings, crop protection and medicines.

**Performance Products** – Our Performance Products lend stability, color or better application properties to many everyday products. Our product portfolio includes vitamins and other food additives in addition to ingredients for pharmaceuticals, personal care and cosmetics, as well as hygiene and household products.

**Functional Materials & Solutions** – In the Functional Materials & Solutions segment, we bundle system solutions, services and innovative products for specific sectors and customers, especially the automotive, electrical, chemical and construction industries, as well as for household applications and sports and leisure.

**Agricultural Solutions** – The Agricultural Solutions segment provides innovative solutions in the areas of chemical and biological crop protection, seed treatment and water management as well as solutions for nutrient supply and plant stress.

**Oil & Gas** – We focus on exploration and production in oil and gas-rich regions in Europe, North Africa, Russia, South America and the Middle East. Together with our Russian partner Gazprom, we are active in the transport of natural gas in Europe.



## Reasons to invest in BASF:

- **The world's leading chemical company** – uniquely positioned with broad market access, portfolio of technologies and expertise
- **Strong competitiveness:** innovation, sustainability and emerging markets
- Competitive advantage based on **Verbund concept** and operational excellence
- **Long-term value creation** based on a sound balance sheet and financial strength

### Details of the BASF share

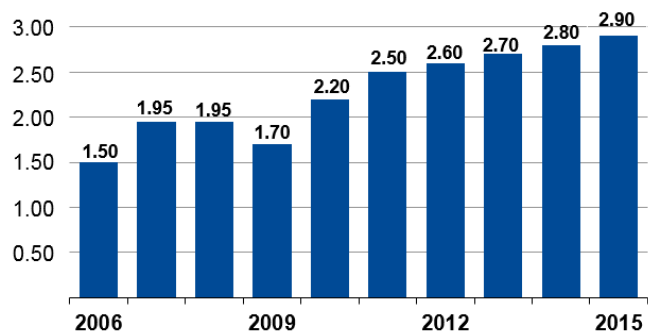
Market capitalization*	€60.9 billion
Share price*	€66.30
High/low 01/01/2016 – 03/31/2016	€70.72 / €56.70
Share performance 2005–2015**	+12.3% per year
Share performance** 01/01/2016 – 03/31/2016	(6.3%)
Ticker symbol	BAS (Germany)
Securities code numbers	BASF11 ISIN DE000BASF111

\* as of March 31, 2016, close

\*\* with dividends reinvested

### Ambitious dividend policy

Dividend in € per share



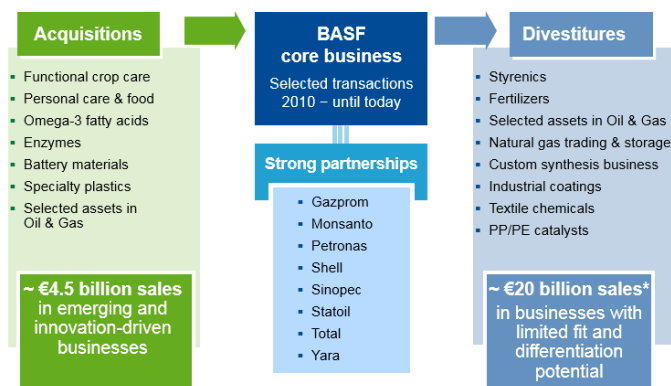
Dividend 2015: €2.90 per share

Attractive dividend yield of 4.1%  
based on the share price at year-end 2015

Dividend yield above 3.5% in any given year since 2006

### Active portfolio management

Towards more market-driven and innovative businesses



\* Includes sales of non-consolidated businesses (Styrenics, VNG participation)

### We serve customers in almost all industries

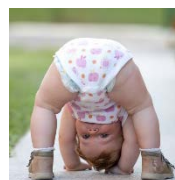
Percentage of sales\*

> 15 %	Chemicals and plastics   Energy and resources
10 - 15 %	Consumer goods   Transportation
5 - 10 %	Agriculture   Construction
< 5 %	Health and nutrition   Electronics

\* Distribution by direct customers of BASF

Other industries: approx. 10-15 % of total sales in 2015

### Chemistry in everyday life



#### Superabsorbents

Diapers are becoming ever thinner, superabsorbents are highly effective



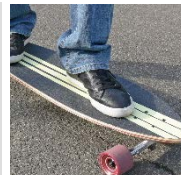
#### Construction materials

Saving energy and cutting down on construction materials



#### Trilon® M

Alternative to phosphate, no more tea stains and chalky deposits



#### PolyTHF®

Resilient riding fun for cool cruisers, long-board wheels of polyurethane

Please feel free to contact us – we are looking forward to your request!

BASF SE  
Investor Relations  
ZOI – D 100  
67056 Ludwigshafen, Germany

Tel.: +49 621 60-48230  
Fax: +49 621 60-22500  
Email: [ir@basf.com](mailto:ir@basf.com)  
[www.basf.com/share](http://www.basf.com/share)



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**BASF**  
We create chemistry