

# 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 114,000 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.

## BASF segments – a well-balanced portfolio



## 1st Quarter 2017 results

Million €	Q1 2017	Q1 2016	Δ%
Sales	16,857	14,208	19
EBITDA	3,502	2,812	25
EBIT before special items	2,457	1,906	29
EBIT	2,451	1,866	31
Income before taxes and minority interests	2,299	1,678	37
Net income	1,709	1,387	23
EPS (€)	1.86	1.51	23
Adjusted EPS (€)	1.97	1.64	20

## Outlook 2017

### We confirm the sales and earnings forecast for the BASF Group made in the BASF Report 2016:

- Considerable (i.e., at least 6%) sales increase
- Slight (i.e., up to 10%) increase in EBIT before special items and in EBIT
- Significant premium on cost of capital with considerable decline in EBIT after cost of capital

Our expectations for the global economic environment in 2017 remain unchanged:

- Growth in gross domestic product: 2.3%
- Growth in industrial production: 2.3%
- Growth in chemical production: 3.4%
- An average euro/dollar exchange rate of \$1.05 per euro
- An average oil price for the year of \$55 per barrel

The statements on opportunities and risks made in the BASF Report 2016 remain valid.

## Forward-Looking Statements

This factsheet contains forward-looking statements. These forward-looking statements are based on current estimates and projections of the Board of Executive Directors and on currently available information. These forward-looking statements are not guarantees of the future developments and results outlined therein. Rather, they depend on a number of factors, involve various risks and uncertainties, and are based on assumptions that may not prove to be accurate. Such risk factors particularly include those discussed on pages 111 to 118 of the BASF Report 2016. The BASF Report is available online at [basf.com/report](http://basf.com/report). BASF does not assume any obligation to update the forward-looking statements contained in this factsheet.

**Chemicals** – The Chemicals segment comprises our business with basic chemicals and intermediates. Its portfolio ranges from solvents and plasticizers to high-volume monomers and glues as well as raw materials for detergents, plastics, textile fibers, paints and coatings, crop protection and medicines. In addition to supplying customers in the chemical industry and numerous other sectors, we also ensure that other BASF segments are supplied with chemicals for producing downstream products.

**Performance Products** – Our Performance Products lend stability, color and 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. Other products from this segment improve processes in the paper industry, in oil, gas and ore extraction, and in water treatment. They furthermore enhance the efficiency of fuels and lubricants, the effectiveness of adhesives and coatings, and the stability of plastics.

**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 applications for household, sports and leisure. Our portfolio comprises catalysts, battery materials, engineering plastics, polyurethane systems, automotive coatings, surface treatment solutions and concrete admixtures as well as construction systems like tile adhesives and decorative paints.

**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 also active in the transport of natural gas in Europe.



## BASF shares – an attractive investment

- Growth above chemical industry average – driven by innovative and sustainable products and solutions
- Broad and resilient portfolio – with global market access and strong customer relationships
- Unique Verbund concept – competitive advantage based on integrated sites, operational excellence and best-in-class technologies
- Earnings growth and strong cash flow generation
- Long-term value creation with progressive dividend policy

### Details of the BASF share

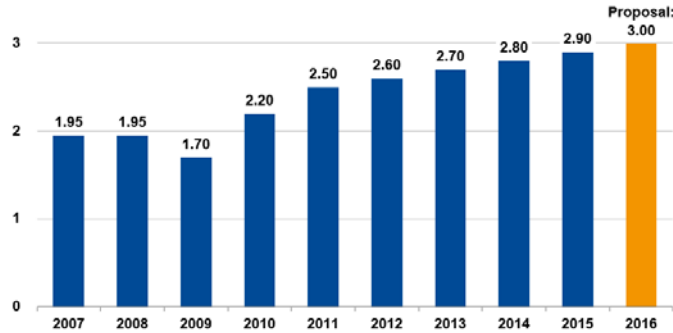
Market capitalization*	€85.3 billion
Share price*	€92.92
High/low 01/01/2017 – 03/31/2017	€93.00 / €87.36
Share performance 2006–2016**	+13.5% per year
Share performance** 01/01/2017 – 03/31/2017	+5.2%
Ticker symbol	BAS (Germany)
Securities code numbers	BASF11 ISIN DE000BASF111

\* as of March 31, 2017, close

\*\* with dividends reinvested

### Ambitious dividend policy

Dividend in € per share



Dividend proposal 2016: €3.00 per share

Attractive dividend yield of 3.4%  
based on the share price at year-end 2016

### Active portfolio management

Towards more market-driven and innovative businesses

#### Acquisitions

- Functional crop care
- Personal care & food
- Omega-3 fatty acids
- Enzymes
- Battery materials
- Specialty plastics
- Selected assets in Oil & Gas
- Refinish coatings
- Surface treatment

~€5.4 billion sales  
in emerging and  
innovation-driven businesses

**BASF**  
core business  
Selected transactions  
2010 – today

#### Strong Partnerships

- Gazprom
- PETRONAS
- Sinopec
- Total

#### Divestitures

- Styrenics
- Fertilizers
- Selected assets in Oil & Gas
- Natural gas trading & storage
- Custom synthesis business
- Textile chemicals
- Polyolefin catalysts
- Industrial coatings

~€20.7 billion sales  
in businesses with limited fit  
and differentiation potential

### We serve customers in almost all industries

Percentage of sales 2016\*

>20%	Chemicals and plastics
10–20%	Consumer goods   Transportation
5–10%	Agriculture   Construction   Energy and resources
<5%	Health and nutrition   Electronics

\* Distribution by direct customers of BASF

### Solutions for a sustainable future



**SLENTITE®** – high-performance  
insulation material



**Trilon M®** – phosphate alternative  
for dishwashing detergents



**ecovio®** – biodegradable  
polymer solution



**Green Sense®** – resource efficient  
concrete production

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

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**BASF**  
We create chemistry