

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 115,000 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 five segments: Chemicals, Performance Products, Functional Materials & Solutions, Agricultural Solutions and Oil & Gas. BASF generated sales of €64.5 billion in 2017. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (BAS).

## Key financial figures Q2 2018

Million €	Q2 2018	Q2 2017	Δ%
Sales	16,782	16,264	3.2
EBITDA	3,232	3,233	0.0
EBIT before special items	2,356	2,251	4.7
EBIT	2,291	2,181	5.0
Income before taxes and minority interests	2,089	2,007	4.1
Net income	1,480	1,496	(1.1)
Earnings per share (€)	1.61	1.63	(1.2)
Adjusted earnings per share (€)	1.77	1.78	(0.6)

## Financial calendar

- **Friday, October 26, 2018**  
Quarterly Statement 3rd Quarter 2018
- **Tuesday, February 26, 2019**  
BASF Report 2018
- **Friday, May 3, 2019**  
Quarterly Statement 1st Quarter 2019 and Annual Shareholders' Meeting
- **Thursday, July 25, 2019**  
Half-Year Financial Report 2019
- **Thursday, October 24, 2019**  
Quarterly Statement 3rd Quarter 2019

## Outlook 2018

Our assessment of the global economic environment in 2018 remains unchanged with the exception of the oil price:

- Growth in gross domestic product: +3.0%
- Growth in industrial production: +3.2%
- Growth in chemical production (excl. pharma): +3.4%
- Average euro/dollar exchange rate of \$1.20 per euro
- Average Brent blend oil price for the year of \$70 per barrel (before: \$65 per barrel)

We are confirming the sales and earnings forecast<sup>1</sup> for the BASF Group made in the BASF Report 2017:

- Slight sales growth
- Slight increase in EBIT before special items
- Slight decline in EBIT
- Significant premium on cost of capital with considerable decline in EBIT after cost of capital

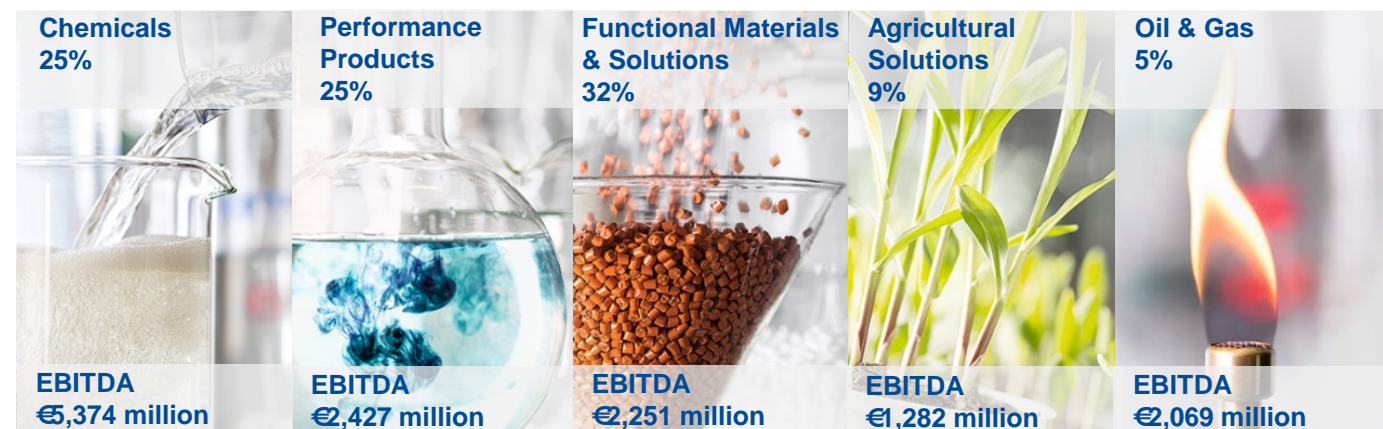
<sup>1</sup>For sales, "slight" represents a change of 1–5%, while "considerable" applies to changes of 6% and higher. For earnings, "slight" means a change of 1–10%, while "considerable" is used for changes of 11% and higher. This forecast does not take into account the intended merger of our oil and gas activities with the business of DEA Deutsche Erdoel AG.

### 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 Opportunities and Risks Report from page 111 to 118 of the BASF Report 2017. BASF does 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 2017\*

\* Not depicted here: Other 4% of BASF Group sales and EBITDA €(679) million

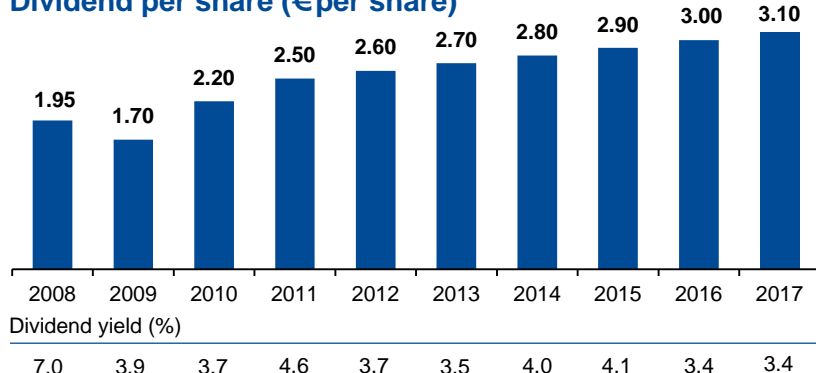




## BASF shares – an attractive investment

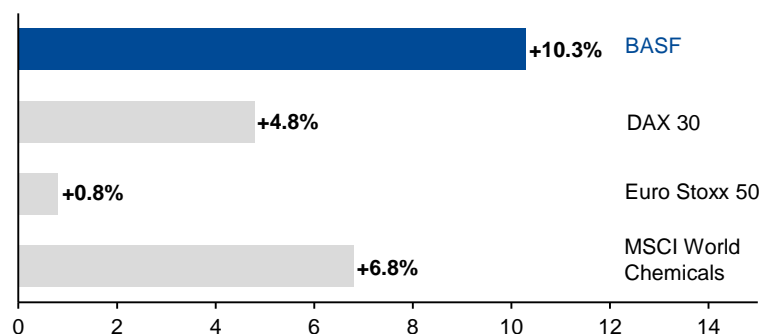
- On average, growth above chemical industry – driven by innovative and sustainable products and solutions
- Broad and resilient portfolio – with global market access and strong customer relationships
- Unique Verbund concept – competitive advantage based on integrated sites, operational excellence and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

### Dividend per share (€per share)



### Long-term performance 2007–2017

(average annual increase with dividends reinvested)



### Shareholder structure

With over 500,000 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 2017 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 11%. Shareholders from the United Kingdom and Ireland hold 12% of BASF shares, while investors from the rest of Europe hold a further 17% of capital.

Approximately 29% 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](http://basf.com/analystestimates).

67% Buy

33% Hold

0% Sell

As of July 6, 2018

### Dividend policy

We stand by our ambitious dividend policy and offer our shareholders an attractive dividend yield. We continue to aim to increase our dividend each year, or at least maintain it at the previous year's level.

### Key BASF share data

Market capitalization*	€75.2 billion
Share price*	€81.91
Q2 2018 high	€89.80
Q2 2018 low	€80.46
ISIN	DE000BASF111

\* As of June 30, 2018, close

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**BASF**  
We create chemistry