

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 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 arranged into five segments: Chemicals, Performance Products, Functional Materials & Solutions, Agricultural Solutions and Oil & Gas.

3rd Quarter 2017 results

Million €	Q3 2017	Q3 2016	Δ%
Sales	15,255	14,013	9
EBITDA	3,007	2,437	23
EBIT before special items	1,760	1,516	16
EBIT	1,958	1,464	34
Income before taxes and minority interests	1,773	1,181	50
Net income	1,336	888	50
EPS (€)	1.45	0.97	49
Adjusted EPS (€)	1.40	1.10	27

Outlook 2017

We now expect the BASF Group's EBIT before special items for the second half of 2017 to considerably exceed the level of the second half of 2016. With the exception of the forecast for EBIT after cost of capital, we are maintaining our 2017 forecast for the BASF Group (previous forecast from the Half-Year Financial Report 2017 in parentheses):

- Considerable sales increase (considerable increase)
- Considerable increase in EBIT before special items and EBIT (considerable increase)
- Significant premium on cost of capital with considerable increase in EBIT after cost of capital (slight increase in EBIT after cost of capital)

We have adjusted our expectations for the global economic environment in 2017 as follows (forecast from the Half-Year Financial Report 2017 in parentheses):

- Growth of gross domestic product: 2.8% (2.5%)
- Growth in industrial production: 3.1% (2.5%)
- Growth in chemical production: 3.4% (3.4%)
- Average euro/dollar exchange rate of \$1.10 per euro (\$1.10 per euro)
- Average Brent blend oil price for the year of \$50 per barrel (\$50 per barrel)

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. BASF does not assume any obligation to update the forward-looking statements contained in this factsheet.

BASF segments – a well-balanced portfolio



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*	€82.7 billion
Share price*	€90.04
High/low 07/01/2017 – 09/30/2017	€90.04 / €79.64
Share performance 2006–2016**	+13.5% per year
Share performance** 07/01/2017 – 09/30/2017	+11.0%
Ticker symbol	BAS (Germany)
Securities code numbers	BASF11 ISIN DE000BASF111

* as of September 30, 2017, close

** with dividends reinvested

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

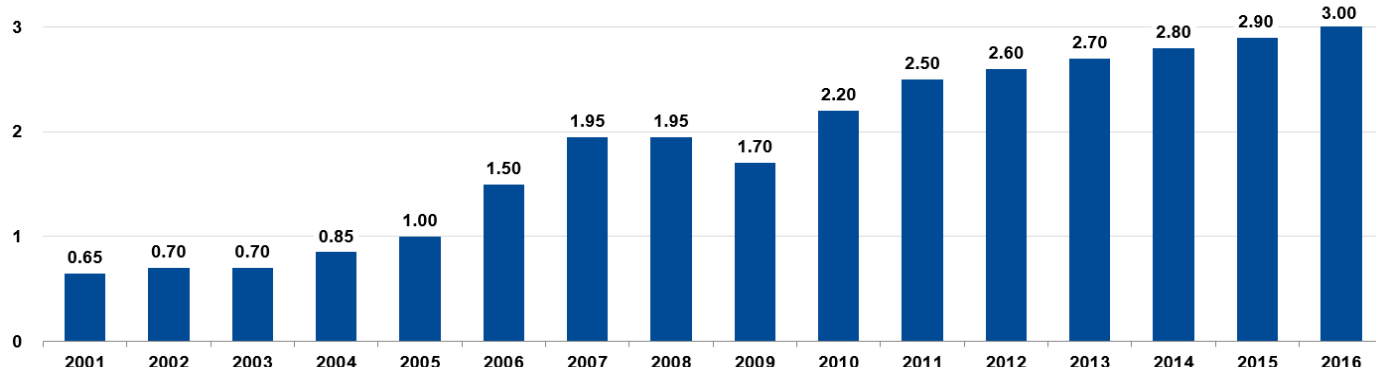
* Distribution by direct customers of BASF

Ambitious dividend policy

Dividend 2016: €3.00 per share

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

Dividend in € per share



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

~€5.5 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
- Leather chemicals

~€21.0 billion sales
in businesses with limited fit
and differentiation potential

Complementary acquisitions to strengthen the portfolio of BASF Group



Bayer's seed and non-selective herbicide businesses

- Purchase price: ~€5.9 billion
- Sales 2016: ~€1.3 billion
- EBITDA 2016: ~€385 million
- Sales CAGR: ~15% (2014–2016)
- Closing expected in Q1 2018



Solvay's integrated global polyamide business

- Purchase price: ~€1.6 billion
- Sales 2016: ~€1.3 billion
- EBITDA 2016: ~€200 million
- Market CAGR: >3.5%
- Closing expected in Q3 2018

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

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We create chemistry