

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. The 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 four segments: Chemicals, Performance Products, Functional Materials & Solutions and Agricultural Solutions. BASF generated sales of more than €60 billion in 2017. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (BAS).

## Key financial figures Q3 2018

Million €	Q3 2018	Q3 2017	Δ%
Sales	15,606	14,516	7.5
EBITDA	2,190	2,655	(17.5)
EBIT before special items	1,470	1,702	(13.6)
EBIT	1,395	1,824	(23.5)
Income before taxes and minority interests	1,257	1,640	(23.4)
Net income	1,200	1,336	(10.2)
Earnings per share (€)	1.31	1.45	(9.7)
Adjusted earnings per share (€)	1.51	1.40	7.9

## Outlook 2018

We have adjusted our assessment of the global economic environment in 2018 as follows (previous forecast in parentheses):

- Growth in gross domestic product: 3.0% (3.0%)
- Growth in industrial production: 3.1% (3.2%)
- Growth in chemical production: 3.1% (3.4%)
- Average euro/dollar exchange rate of \$1.20 per euro (\$1.20 per euro)
- Average Brent blend oil price for the year of \$70 per barrel (\$70 per barrel)

<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.

### 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.

## Financial calendar

- **Tuesday, February 26, 2019**  
BASF Report 2018
- **Friday, May 3, 2019**  
Quarterly Statement 1st Quarter 2019 and Annual Shareholders' Meeting
- **Wednesday, May 8, 2019**  
Dividend payout
- **Thursday, July 25, 2019**  
Half-Year Financial Report 2019
- **Thursday, October 24, 2019**  
Quarterly Statement 3rd Quarter 2019

On September 27, 2018, we adjusted the BASF Group's forecast<sup>1</sup> for the full year 2018 as a result of the changed presentation of the Wintershall Group (previous forecast in parentheses):

- Slight sales growth (slight growth)
- Slight decrease in EBIT before special items (slight increase)
- Considerable decline in EBIT (slight decline)

## Percentage of sales per segment 2017\*

\* Not depicted here: Other 4% of BASF Group sales and EBITDA €(569) million  
Restated figures without sales of the oil and gas business

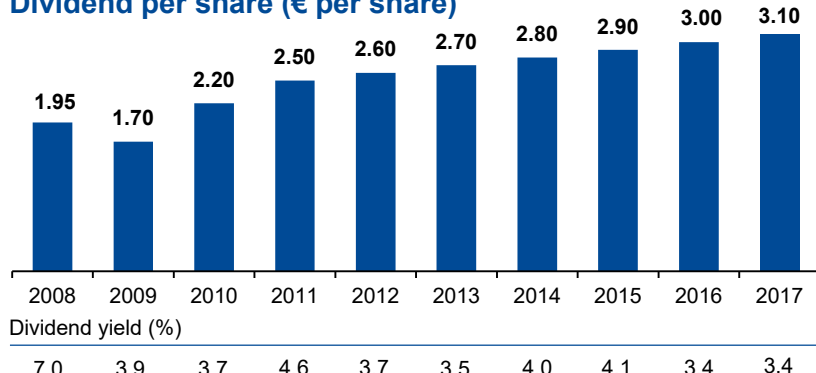




## BASF shares – an attractive investment

- 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)

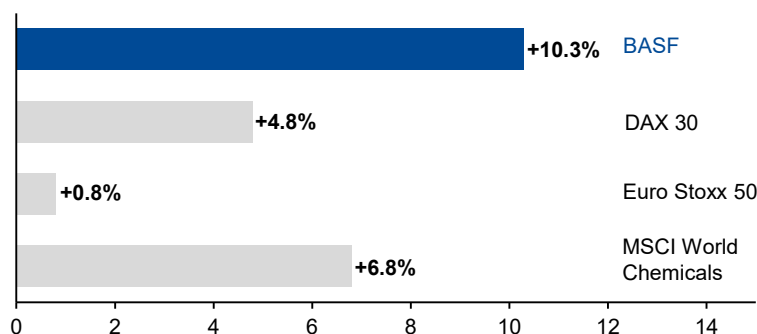


### Dividend policy

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.

### Long-term performance 2007–2017

(average annual increase with dividends reinvested)



### Key BASF share data

Market capitalization*	€70.3 billion
Share price*	€76.55
Q3 2018 high	€84.32
Q3 2018 low	€76.30
ISIN	DE000BASF111

\* As of September 30, 2018, close

### 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 June 2018 showed that, at around 19% 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 10% of BASF shares, while investors from the rest of Europe hold a further 17% of capital.

Approximately 30% 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 25 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/analytestimates](https://www.basf.com/analytestimates).

72% Buy

28% Hold

0 % Sell

As of October 9, 2018

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We create chemistry