

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. The approximately 119,000 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 six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions.

## Key financial figures Q3 2019

million €	Q3 2019	Q3 2018	Δ%
Sales	15,231	15,606	(2)
EBITDA	2,339	2,190	7
EBIT before special items	1,119	1,470	(24)
EBIT	1,376	1,395	(1)
Income before income taxes	1,206	1,257	(4)
Net income	911	1,200	(24)
Earnings per share (€)	1.00	1.31	(24)
Adjusted earnings per share (€)	0.86	1.51	(43)

## Outlook 2019

Compared with the Half-Year Financial Report, we have adjusted our assessment of the global economic environment in 2019 as follows (assumptions from the Half-Year Financial Report 2019 in parentheses):

- Growth in gross domestic product: 2.5% (2.5%)
- Growth in industrial production: 1.5% (1.5%)
- Growth in chemical production: 1.5% (1.5%)
- Average euro/dollar exchange rate of \$1.15 per euro (\$1.15 per euro)
- Average Brent blend oil price for the year of \$65 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. "At prior-year level" indicates no change (+/–0%). For earnings, "slight" means a change of 1–10%, while "considerable" is used for changes of 11% and higher. "At prior-year level" indicates no change (+/–0%). At a cost of capital percentage of 10% for 2018 and 2019, we define a change in ROCE of 0.1 to 1.0 percentage points as "slight," a change of more than 1.0 percentage points as "considerable" and no change (+/–0 percentage points) as "at prior-year level."

### 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 Opportunities and Risks on pages 123 to 130 of the BASF Report 2018. We do not assume any obligation to update the forward-looking statements contained in this factsheet above and beyond the legal requirements.

## Financial calendar

- **Friday, February 28, 2020**  
BASF Report 2019
- **Thursday, April 30, 2020**  
Quarterly Statement Q1 2020 and Annual Shareholders' Meeting
- **Wednesday, May 6, 2020**  
Dividend payout
- **Wednesday, July 29, 2020**  
Half-year Financial Report 2020
- **Wednesday, October 28, 2020**  
Quarterly Statement Q3 2020

We are maintaining the forecast presented in the Half-Year Financial Report 2019 for the full year 2019:

- Slight decline in sales
- Considerable decline in EBIT before special items of up to 30%
- Considerable decline in return on capital employed (ROCE)

## Percentage of sales per segment 2018\*

\* Not depicted here: Other 4% of BASF Group sales and EBITDA €(377) million

**Chemicals**  
19%

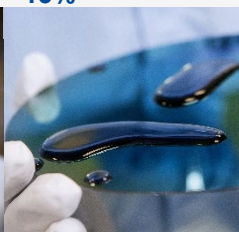
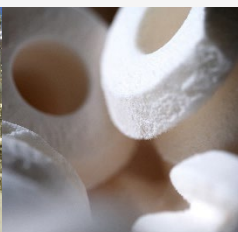
**Materials**  
21%

**Industrial  
Solutions**  
15%

**Surface  
Technologies**  
22%

**Nutrition  
& Care**  
9%

**Agricultural  
Solutions**  
10%



EBITDA  
€2,234 million

EBITDA  
€2,993 million

EBITDA  
€1,076 million

EBITDA  
€1,148 million

EBITDA  
€1,107 million

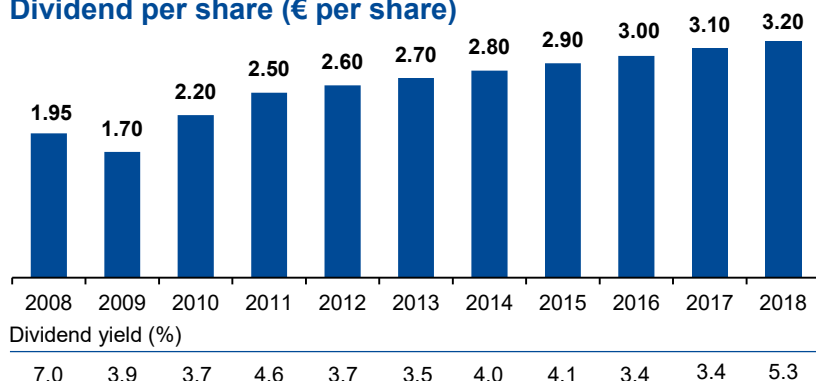
EBITDA  
€985 million

## BASF shares – an attractive investment



- Strategy focused on participating in fast growing Asian markets – driven by strong and expanding local presence
- Industry-leading innovation platform – covering a broad range of technologies and providing solutions for a multitude of customers
- Unique Verbund concept – competitive advantage based on integrated sites, operational excellence and best-in-class technologies
- CO<sub>2</sub>-neutral growth until 2030 targeted
- Earnings growth, strong cash flow generation and clear return criteria
- Long-term value creation with progressive dividend policy

### Dividend per share (€ per share)

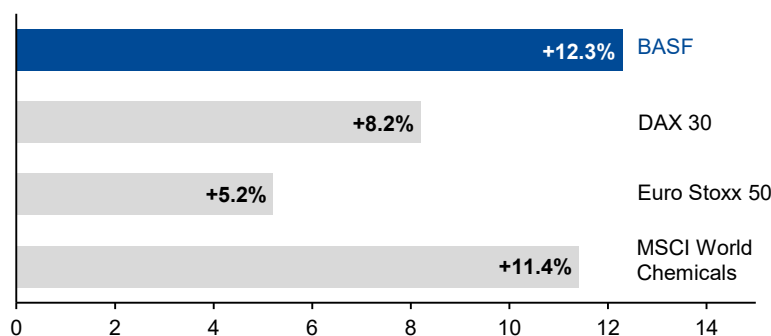


### Dividend policy

We stand by our ambitious dividend policy and offer our shareholders an attractive dividend yield. We aim to increase our dividend per share every year.

### Long-term performance 2008–2018

(average annual increase with dividends reinvested)



### Key BASF share data

Market capitalization*	€58.9 billion
Share price*	€64.12
High Q3 2019	€65.75
Low Q3 2019	€56.20
ISIN	DE000BASF111

\*As of September 30, 2019, close

### Shareholder structure

With over 600,000 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 2019 showed that, at around 21% of share capital, the United States and Canada made up the largest regional group of institutional investors. Institutional investors from Germany accounted for around 13%. Shareholders from the United Kingdom and Ireland hold 9% of BASF shares, while investors from the rest of Europe hold a further 15% of capital. Approximately 33% 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](https://www.basf.com/analystestimates).

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18 % Buy

78 % Hold

4 % Sell

As of October 8, 2019

**BASF**  
We create chemistry