

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 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 2020

million €	Q3 2020	Q3 2019	Δ%
Sales	13,811	14,556	(5)
EBITDA	1,044	2,259	(54)
EBIT before special items	581	1,056	(45)
EBIT	(2,638)	1,336	.
Income before income taxes	(2,786)	1,177	.
Net income	(2,122)	911	.
Earnings per share (€)	(2.31)	1.00	.
Adjusted earnings per share (€)	0.60	0.89	(33)

Outlook 2020

Our assessment of the global economic environment in 2020 is as follows:

- Growth in gross domestic product: -5.0%
- Growth in industrial production: -5.0%
- Growth in chemical production: -2.5%
- Average euro/dollar exchange rate of \$1.15 per euro
- Average annual oil price (Brent crude) of \$40 per barrel

Our forecast assumes that severe restrictions on economic activity to contain the coronavirus pandemic, such as lockdowns, are not reintroduced.

For the fourth quarter of 2020, BASF now expects a further improvement in the BASF Group's EBIT before special items compared with the third quarter of 2020. For the full year 2020, the BASF Group expects a slight decline in sales compared with the previous year, mainly due to weaker demand as a consequence of the coronavirus pandemic. We anticipate a considerable decline in EBIT before special items for 2020. For the 2020 business year, we are therefore forecasting the following sales and earnings figures for the BASF Group:

- Sales of €57 billion to €58 billion
- EBIT before special items of between €3.0 billion and €3.3 billion
- Return on capital employed (ROCE) of between 0.0% and 1.0%

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 BASF Report 2019 on pages 139 to 147. We do 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 2019*

* Not depicted here: Other 5% of BASF Group sales and EBITDA €(334) million

Chemicals
16%

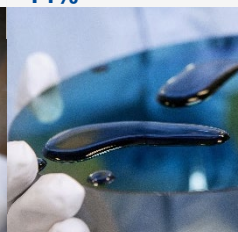
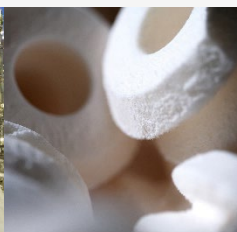
Materials
20%

Industrial Solutions
14%

Surface Technologies
22%

Nutrition & Care
10%

Agricultural Solutions
13%



EBITDA
€1,545 million

EBITDA
€1,691 million

EBITDA
€1,327 million

EBITDA
€1,120 million

EBITDA
€1,189 million

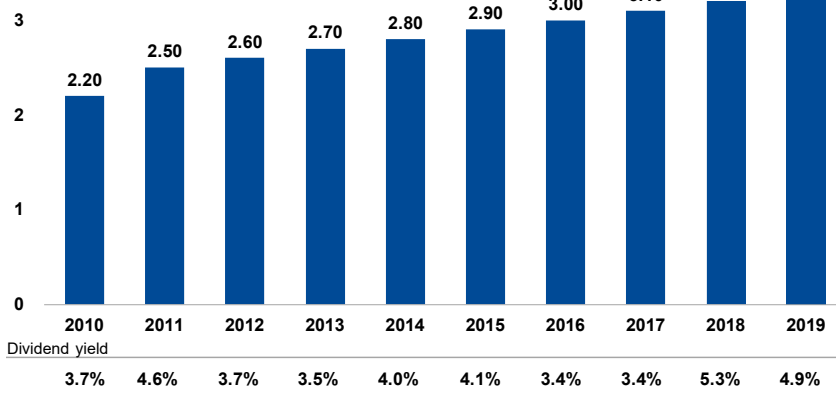
EBITDA
€1,647 million

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
- 2030 target: CO₂-neutral growth
- Earnings growth and strong cash flow generation targeted, clear return criteria
- Long-term value creation with progressive dividend policy targeted

Dividend per share (€ per share)

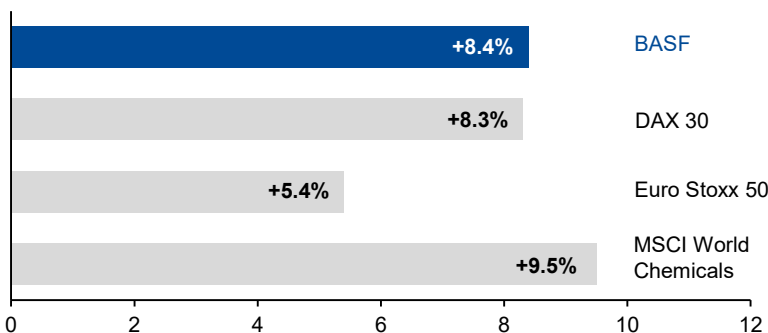


Dividend policy

We offer our shareholders an attractive dividend yield. We aim to increase our dividend per share every year.

Long-term performance 2009–2019

(average annual increase with dividends reinvested)



Key BASF share data

Market capitalization*	€47.7 billion
Share price*	€51.98
High Q3 2020	€55.23
Low Q3 2020	€46.81
ISIN	DE000BASF111

*As of September 30, 2020, 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 September 2020 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 10%. Shareholders from the United Kingdom and Ireland hold 8% of BASF shares, while investors from the rest of Europe hold a further 12% of capital. More than 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 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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31% Buy

65% Hold

4% Sell

As of October 7, 2020

BASF
We create chemistry