Third Quarter 2015
Financial highlights

October 27, 2015

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Third-quarter sales and EBIT bSI down in a difficult economic environment

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Third-quarter sales and EBIT bSI down in a difficult economic environment

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Business performance	Q3'15	Q3'14*	vs. Q3'14*
▪ Sales	€17.4 billion	€18.3 billion	(5%)
▪ EBITDA	€2.9 billion	€2.5 billion	+14%
▪ EBIT before special items	€1.6 billion	€1.8 billion	(10%)
▪ EBIT	€1.9 billion	€1.7 billion	+8%
▪ Net income	€1.2 billion	€1.0 billion	+19%
▪ Reported EPS	€1.31	€1.11	+18%
▪ Adjusted EPS	€1.07	€1.24	(14%)
▪ Operating cash flow	€3.4 billion	€2.2 billion	+51%

Sales development

Period	Volumes	Prices	Portfolio	Currencies
Q3´15 vs. Q3´14	↓ (1%)	↓ (8%)	0%	↑ 4%

* Previous year values restated due to dissolution of disposal group "Natural Gas Trading"

Important milestones in Q3 2015

Investments

- Start of world-scale resin and electrocoat plant in Shanghai, China
- Start of MDI production in Chongqing, China
- Ground-breaking for world-scale ammonia plant in Freeport, Texas
- Participation in Nord Stream II pipeline

Portfolio optimization & restructuring

- Sale of pharma custom synthesis business and parts of active pharmaceutical ingredients business
- Announcement to carve out pigments business
- Asset swap with Gazprom:
  Focus on up-stream activities;
  exit of natural gas trading and
  storage business
- ´DrivE`: New OPEX program running from 2016-2018; target: Earnings contribution of €1 billion as of the end of 2018

Chemicals

Slight earnings growth despite start-up costs

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Q3'15 segment sales (in million €) vs. Q3'14

EBIT before special items (in million €)

Sales development

Period	Volumes	Prices	Portfolio	Currencies
Q3'15 vs. Q3'14	↓ (2%)	↓ (16%)	↓ (2%)	↑ 7%

Performance Products

Earnings impacted by challenging market conditions

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Q3'15 segment sales (in million €) vs. Q3'14

EBIT before special items (in million €)

Sales development

Period	Volumes	Prices	Portfolio	Currencies
Q3'15 vs. Q3'14	↓ (2%)	↓ (4%)	↓ (1%)	↑ 6%

Functional Materials & Solutions

Earnings growth on continued good demand in automotive and construction

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Q3'15 segment sales (in million €) vs. Q3'14

EBIT before special items (in million €)

Sales development

Period	Volumes	Prices	Portfolio	Currencies
Q3'15 vs. Q3'14	↓ (1%)	↓ (5%)	0%	↑ 6%

Agricultural Solutions

Difficult market environment impacts earnings in seasonally slow quarter

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Q3'15 segment sales (million €) vs. Q3'14

EBIT before special items (million €)

Sales development

Period	Volumes	Prices	Portfolio	Currencies
Q3'15 vs. Q3'14	↑ 6%	↑ 10%	0%	↓ (10%)

Oil & Gas

Higher earnings in Exploration & Production

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Q3'15 segment sales (million €) vs. Q3'14

EBIT bSI/Net income (million €)

Sales development

Period	Volumes	Price/Currencies	Portfolio
Q3'15 vs. Q3'14	↑ 2%	↓ (6%)	↑ 2%

* Previous year values restated due to dissolution of disposal group "Natural Gas Trading"

Review of ’Other’

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Million €	Q3´15	Q3´14
Sales	**685**	**977**
EBIT before special items	**(98)**	**(7)**
Thereof corporate research costs	*(104)*	*(96)*
group corporate costs	*(53)*	*(53)*
currency results, hedges and other valuation effects	*22*	*100*
other businesses	*30*	*23*
Special items	26	(20)
EBIT	**(72)**	**(27)**

Cash Flow

Strong cash flow in Q1-Q3 2015

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Million €	Q1-Q3'15	Q1-Q3'14*
Cash provided by operating activities	**8,494**	**4,932**
Thereof changes in net working capital	*2,500*	*(900)*
miscellaneous items	*(497)*	*(181)*
Cash used in / provided by investing activities	**(4,955)**	**(3,785)**
Thereof payments related to tangible / intangible assets	*(4,387)*	*(3,587)*
acquisitions / divestitures	*227*	*355*
Cash used in financing activities	**(3,504)**	**(995)**
Thereof changes in financial liabilities	*(649)*	*1,661*
dividends	*(2,900)*	*(2,656)*

Q1-Q3 2015

- Cash flow from operating activities increased by 72% to €8.5 billion
- Cash inflow from changes in net working capital of €2.5 billion
- Free cash flow improved to €4.1 exceeding free cash flow of FY 2014

* Previous-year figures restated due to dissolution of disposal group "Natural Gas Trading"

Balance sheet remains strong

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Balance sheet September 30, 2015 vs. December 31, 2014*

(in billion €)

Highlights September 30, 2015

- Total assets increased slightly by ~€1 billion to €72.3 billion
- Inventories decreased by ~€1.6 billion
- Trade accounts receivable down by €0.7 billion
- Net debt nearly unchanged at €13.8 billion
- Equity up ~€2 billion and an equity ratio of 42%

* Previous year values restated due to dissolution of disposal group "Natural Gas Trading"

Revised Outlook 2015

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Outlook 2015

- We aim to increase volumes excluding the effects of acquisitions and divestitures.
- Due to the divestment of the gas trading and storage business as part of the asset swap with Gazprom and the lower oil price we expect sales to be slightly lower than in 2014.
- EBIT before special items is expected to be slightly below the level of 2014. The chemicals business is expected to provide a larger contribution than in 2014. Earnings from crop protection will most likely come in slightly below the level of 2014. In Oil & Gas, results will decline significantly caused by the lower oil price and the divestment of the gas trading and storage business.
- We aim to earn a substantial premium on our cost of capital, but on a lower level than in 2014.

Assumptions 2015

GDP:	+2.3% (+2.4%)
Industrial production:	+2.0% (+2.9%)
Chemical production (excl. pharma):	+3.5% (+3.8%)
US$ / Euro:	1.12 (1.15)
Brent oil price (US$ / bbl):	55 (60-70)

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