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Ludwigshafen, April 27, 2017 Analyst Conference Call Q1 2017

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Cautionary note regarding forward-looking statements



This presentation 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 presentation.

BASF Group Q1 2017

Sales and earnings considerably above prior-year quarter

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| Financial figures | Q1 2017 | Q1 2016 | Change |
|---------------------------|---------------|----------------|--------|
| Sales | €16.9 billion | €14.2 billion | 19% |
| EBITDA | €3.5 billion | €2.8 billion | 25% |
| EBIT before special items | €2.5 billion | €1.9 billion | 29% |
| EBIT | €2.5 billion | €1.9 billion | 31% |
| Net income | €1.7 billion | €1.4 billion | 23% |
| Reported EPS | €1.86 | €1.51 | 23% |
| Adjusted EPS | €1.97 | €1.64 | 20% |
| Operating cash flow | €833 million | €1,046 million | (20)% |

| Sales development | Volumes | Prices | Portfolio | Currencies |
|---------------------|-------------|-------------|-------------|-------------|
| Q1 2017 vs. Q1 2016 | ^ 8% | ^ 8% | ↑ 1% | ^ 2% |

Milestones



| Inn | ovation | Inv | estments | Portfolio | management |
|-----|--|--|--|-----------|---|
| | Inauguration of Innovation Campus Asia Pacific in Mumbai, India | A LINE A CONTRACTOR OF CONTRAC | BASF doubles production capacity for mobile emissions catalysts in Chennai, India | | BASF's leather chemicals business to be combined with Stahl Group |
| | BASF selects HPE to build supercomputer for global chemical research | | BASF expands production capacity for herbicide dicamba in Beaumont, Texas | | BASF to sell its bleaching clay and mineral adsorbents businesses to EP Minerals |
| | BASF to strengthen digital farming offer with acquisition of ZedX | | | | BASF to acquire THERMOTEK, a leading construction chemicals supplier based in Mexico |

Chemicals

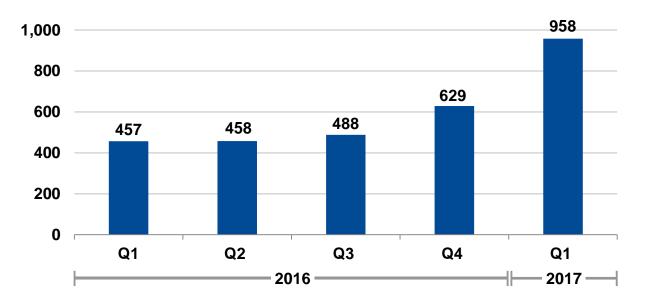
Considerably higher earnings driven by increased margins and volumes



Sales Q1 2017 vs. Q1 2016* million €



EBIT before special items^{*} million €



| Sales development | Volumes | Prices | Portfolio | Currencies |
|---------------------|-------------|--------------|-----------|-------------|
| Q1 2017 vs. Q1 2016 | 1 0% | 1 24% | 0% | 1 2% |

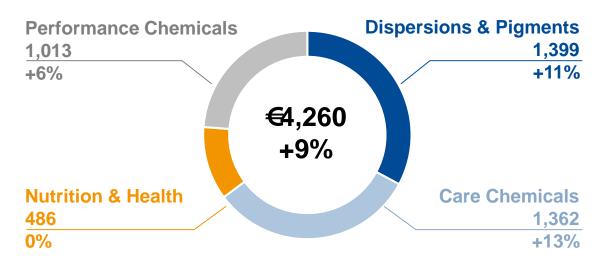
* Effective January 1, 2017, the Monomers and Dispersions & Pigments divisions' activities for the electronics industry were combined into the global Electronic Materials business unit and allocated to the Dispersions & Pigments division in the Performance Products segment. The 2016 figures have been adjusted accordingly.

Performance Products

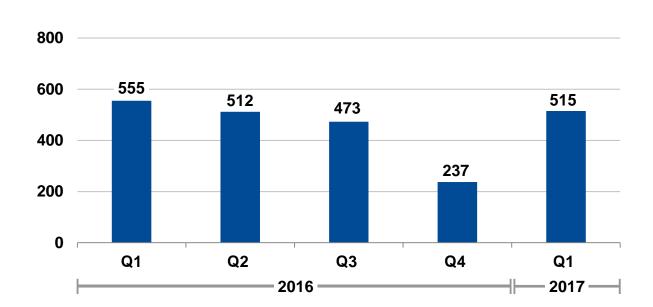
Sales increased, earnings impacted by lower margins



Sales Q1 2017 vs. Q1 2016* million €



EBIT before special items* million €



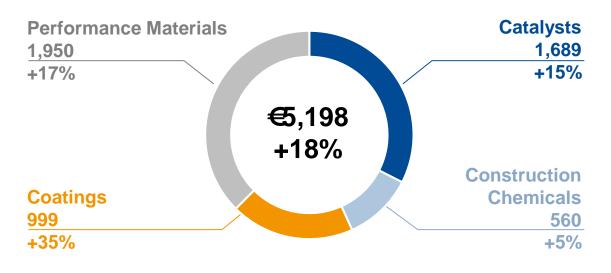
| Sales development | Volumes | Prices | Portfolio | Currencies |
|---------------------|-------------|-------------|-----------|-------------|
| Q1 2017 vs. Q1 2016 | ↑ 7% | ^ 2% | ↓ (2%) | 1 2% |

* Effective January 1, 2017, the Monomers and Dispersions & Pigments divisions' activities for the electronics industry were combined into the global Electronic Materials business unit and allocated to the Dispersions & Pigments division in the Performance Products segment. The 2016 figures have been adjusted accordingly.

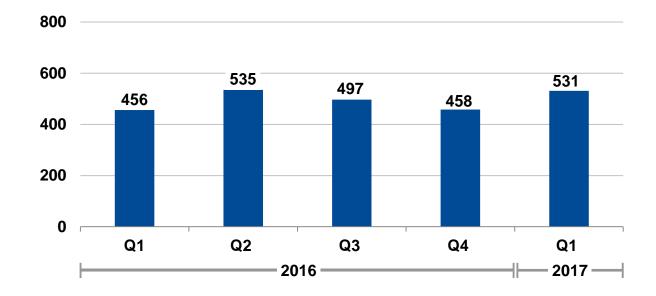
Functional Materials & Solutions

Earnings grew significantly, mainly driven by continued strong demand from automotive

Sales Q1 2017 vs. Q1 2016 million €



EBIT before special items million €



| Sales development | Volumes | Prices | Portfolio | Currencies |
|---------------------|-------------|-------------|-------------|-------------|
| Q1 2017 vs. Q1 2016 | ↑ 8% | ^ 3% | ↑ 4% | ^ 3% |

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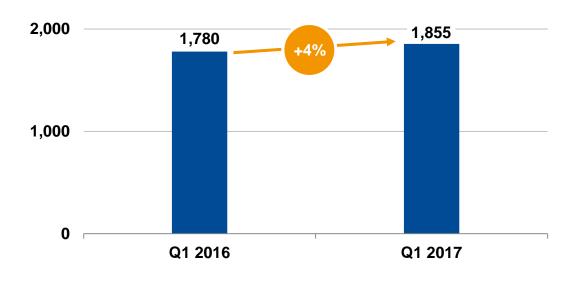
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Agricultural Solutions

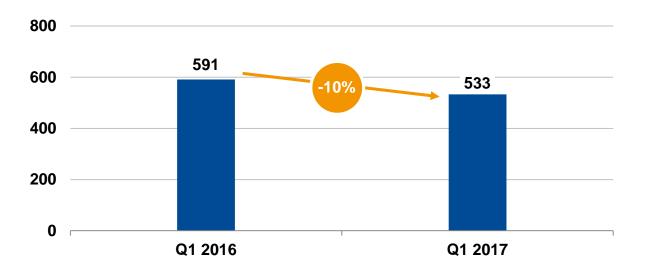
Sales increased slightly, earnings impacted by less favorable product mix



Sales Q1 2017 vs. Q1 2016 million €



EBIT before special items million €



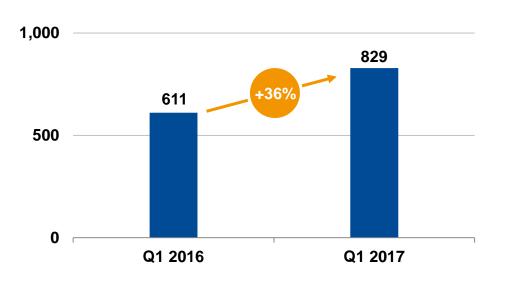
| Sales development | Volumes | Prices | Portfolio | Currencies |
|---------------------|-------------|--------|-----------|------------|
| Q1 2017 vs. Q1 2016 | 1 2% | 0% | 0% | ↑ 2% |

Oil & Gas

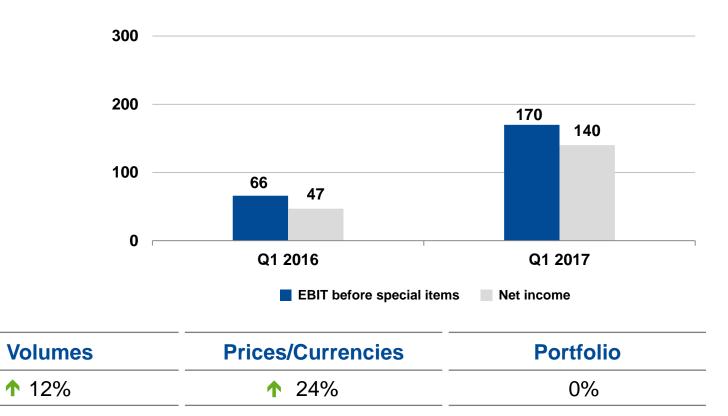
Sales and earnings up, mainly due to higher prices



Sales Q1 2017 vs. Q1 2016 million €



EBIT before special items, net income million €



Sales development

Q1 2017 vs. Q1 2016

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Review of "Other"

| million € Sales EBIT before special items | | Q1 2017 | Q1 2016 |
|---|---|---------|---------|
| | | 610 | 477 |
| | | (250) | (219) |
| Thereof | Costs of corporate research | (81) | (99) |
| | Costs of corporate headquarters | (52) | (55) |
| | Foreign currency results, hedging and other measurement effects | (31) | 68 |
| | Other businesses | 5 | 18 |
| Special it | ems | 7 | (26) |
| EBIT | | (243) | (245) |

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Cash flow development Q1 2017

| million € | | Q1 2017 | Q1 2016 |
|---------------------------------------|--|---------|---------|
| Cash provided by operating activities | | 833 | 1,046 |
| Thereof | Changes in net working capital | (1,985) | (1,248) |
| | Miscellaneous items | 58 | (39) |
| Cash used | I in investing activities | (1,215) | (1,258) |
| Thereof | Payments made for tangible / intangible assets | (767) | (1,001) |
| | Acquisitions / divestitures | (22) | 0 |
| Cash provided by financing activities | | 831 | 1,997 |
| Thereof | Changes in financial liabilities | 811 | 1,996 |
| | Dividends | 6 | (4) |

| Free cash flow | 66 | 45 |
|----------------|----|----------|
| | | <u>/</u> |

Outlook 2017 for BASF Group confirmed

Assumptions 2017

| GDP growth: | +2.3% |
|----------------------------------|-------------------|
| Growth in industrial production: | +2.3% |
| Growth in chemical production* | +3.4% |
| Exchange rate: | US\$1.05 per euro |
| Oil price (Brent): | US\$55 per barrel |

Outlook 2017

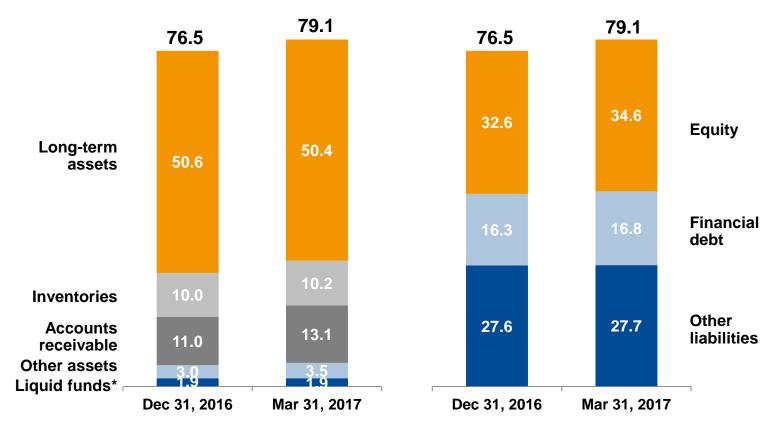
- We expect BASF Group sales to grow considerably in the 2017 business year.
- We want to slightly raise EBIT before special items compared with 2016.
- BASF Group EBIT is also expected to grow slightly in 2017.
- We are likely to once again earn a significant premium on our cost of capital in 2017.



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Balance sheet remains strong







- Total assets increased by €2.6 billion due to higher accounts receivable
- Net debt increased by €0.5 billion to €14.9 billion
- Equity ratio increased from 42.6% to 43.7%