

# News Release

150 years



## BASF Group 3rd Quarter 2015 Important Figures

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### BASF Group

		3rd Quarter			January – September		
		2015	2014 <sup>1</sup>	Change %	2015	2014 <sup>1</sup>	Change %
Sales	million €	17,424	18,312	(5)	56,569	56,279	1
Income from operations before depreciation and amortization (EBITDA)	million €	2,872	2,514	14	8,756	8,170	7
Income from operations (EBIT) before special items	million €	1,603	1,774	(10)	5,716	5,898	(3)
Income from operations (EBIT)	million €	1,889	1,742	8	5,923	5,896	0
Financial result	million €	(175)	(169)	(4)	(491)	(488)	(1)
Income before taxes and minority interests	million €	1,714	1,573	9	5,432	5,408	0
Net income	million €	1,209	1,014	19	3,648	3,737	(2)
Earnings per share	€	1.31	1.11	18	3.97	4.07	(2)
Adjusted earnings per share	€	1.07	1.24	(14)	3.99	4.40	(9)
Cash provided by operating activities	million €	3,351	2,219	51	8,494	4,932	72
Additions to noncurrent assets <sup>2</sup>	million €	1,497	1,398	7	4,357	3,554	23
Research expenses	million €	487	488	0	1,456	1,402	4
Amortization and depreciation <sup>2</sup>	million €	983	772	27	2,833	2,274	25
Segment assets (as of September 30) <sup>3</sup>	million €	61,188	59,264	3	61,188	59,264	3
Personnel costs	million €	2,447	2,224	10	7,718	6,908	12
Number of employees (as of September 30)		112,981	113,351	0	112,981	113,351	0

<sup>1</sup> The figures for the third quarter of 2014 and from January to September 2014 have been adjusted to reflect the dissolution of the gas trading disposal group at the end of 2014.

<sup>2</sup> Intangible assets and property, plant and equipment (including acquisitions)

<sup>3</sup> Intangible assets, property, plant and equipment, inventories and business-related receivables

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## Segments

### 3rd Quarter (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2015	2014	Change in %	2015	2014	Change in %	2015	2014	Change in %	2015	2014	Change in %
Chemicals	3,640	4,201	(13)	867	802	8	633	616	3	631	615	3
Performance Products	3,899	3,919	(1)	552	564	(2)	319	376	(15)	315	366	(14)
Functional Materials & Solutions	4,517	4,527	0	510	434	18	371	310	20	366	311	18
Agricultural Solutions	1,077	1,018	6	68	93	(27)	7	43	(84)	6	43	(86)
Oil & Gas	3,606	3,670	(2)	917	616	49	371	436	(15)	643	434	48
Other	685	977	(30)	(42)	5	.	(98)	(7)	.	(72)	(27)	.
	<b>17,424</b>	<b>18,312</b>	<b>(5)</b>	<b>2,872</b>	<b>2,514</b>	<b>14</b>	<b>1,603</b>	<b>1,774</b>	<b>(10)</b>	<b>1,889</b>	<b>1,742</b>	<b>8</b>

### January – September (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2015	2014	Change in %	2015	2014	Change in %	2015	2014	Change in %	2015	2014	Change in %
Chemicals	11,481	12,897	(11)	2,586	2,309	12	1,907	1,787	7	1,905	1,751	9
Performance Products	12,021	11,715	3	1,862	1,821	2	1,138	1,238	(8)	1,174	1,234	(5)
Functional Materials & Solutions	14,017	13,281	6	1,708	1,326	29	1,260	977	29	1,241	973	28
Agricultural Solutions	4,653	4,337	7	1,116	1,121	0	946	986	(4)	944	986	(4)
Oil & Gas	12,267	11,140	10	2,243	2,076	8	1,239	1,448	(14)	1,509	1,530	(1)
Other	2,130	2,909	(27)	(759)	(483)	(57)	(774)	(538)	(44)	(850)	(578)	(47)
	<b>56,569</b>	<b>56,279</b>	<b>1</b>	<b>8,756</b>	<b>8,170</b>	<b>7</b>	<b>5,716</b>	<b>5,898</b>	<b>(3)</b>	<b>5,923</b>	<b>5,896</b>	<b>0</b>

## Regions

### Regions (million €)

	Sales by location of company			Sales by location of customer			EBIT before special items <sup>1</sup>		
	2015	2014	Change in %	2015	2014	Change in %	2015	2014	Change in %
<b>3rd quarter</b>									
Europe	9,676	10,303	(6)	9,422	9,782	(4)	1,079	1,062	2
Thereof Germany	7,344	7,921	(7)	3,421	4,062	(16)	426	592	(28)
North America	3,645	3,697	(1)	3,399	3,688	(8)	297	342	(13)
Asia Pacific	2,813	3,024	(7)	2,932	3,192	(8)	70	173	(60)
South America, Africa, Middle East	1,290	1,288	0	1,671	1,650	1	157	197	(20)
	<b>17,424</b>	<b>18,312</b>	<b>(5)</b>	<b>17,424</b>	<b>18,312</b>	<b>(5)</b>	<b>1,603</b>	<b>1,774</b>	<b>(10)</b>
<b>January – September</b>									
Europe	32,295	32,685	(1)	30,909	31,169	(1)	3,942	3,798	4
Thereof Germany	24,067	24,366	(1)	11,711	11,232	4	1,775	1,761	1
North America	12,182	11,756	4	11,975	11,603	3	1,201	1,299	(8)
Asia Pacific	8,841	8,733	1	9,313	9,282	0	307	519	(41)
South America, Africa, Middle East	3,251	3,105	5	4,372	4,225	3	266	282	(6)
	<b>56,569</b>	<b>56,279</b>	<b>1</b>	<b>56,569</b>	<b>56,279</b>	<b>1</b>	<b>5,716</b>	<b>5,898</b>	<b>(3)</b>

<sup>1</sup> By location of company