

# News Release

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## BASF Group 3rd Quarter 2018 Important Figures

### BASF Group

|   |           | 3rd quarter |         |             | January–September |         |             |
|---|-----------|-------------|---------|-------------|-------------------|---------|-------------|
|   |           | 2018        | 2017    | Change in % | 2018              | 2017    | Change in % |
| Sales <sup>1</sup>  | million € | 15,606      | 14,516  | 8           | 47,089            | 45,992  | 2           |
| Income from operations before depreciation, amortization and special items <sup>1</sup> | million € | 2,263       | 2,517   | (10)        | 7,985             | 8,424   | (5)         |
| Income from operations before depreciation and amortization (EBITDA) <sup>1</sup>       | million € | 2,190       | 2,655   | (18)        | 7,830             | 8,499   | (8)         |
| Amortization and depreciation <sup>1, 2</sup>   | million € | 795         | 831     | (4)         | 2,266             | 2,333   | (3)         |
| Income from operations (EBIT) <sup>1</sup>  | million € | 1,395       | 1,824   | (24)        | 5,564             | 6,166   | (10)        |
| Special items <sup>1</sup>  | million € | (75)        | 122     | .           | (159)             | 46      | .           |
| EBIT before special items <sup>1</sup>  | million € | 1,470       | 1,702   | (14)        | 5,723             | 6,120   | (6)         |
| Financial result <sup>1</sup>   | million € | (138)       | (184)   | 25          | (511)             | (495)   | (3)         |
| Income before taxes and minority interests <sup>1</sup>                                 | million € | 1,257       | 1,640   | (23)        | 5,053             | 5,671   | (11)        |
| Income from continuing operations   | million € | 1,032       | 1,260   | (18)        | 3,974             | 4,319   | (8)         |
| Income from discontinued operations   | million € | 235         | 149     | 58          | 574               | 426     | 35          |
| Net income  | million € | 1,200       | 1,336   | (10)        | 4,359             | 4,541   | (4)         |
| EBIT after cost of capital <sup>1</sup>   | million € | 30          | 735     | (96)        | 1,754             | 2,676   | (34)        |
| Earnings per share  | €         | 1.31        | 1.45    | (10)        | 4.75              | 4.94    | (4)         |
| Adjusted earnings per share   | €         | 1.51        | 1.40    | 8           | 5.21              | 5.15    | 1           |
| Research and development expenses <sup>1</sup>  | million € | 509         | 449     | 13          | 1,377             | 1,324   | 4           |
| Personnel expenses  | million € | 2,633       | 2,709   | (3)         | 7,940             | 7,918   | 0           |
| Number of employees (September 30)  |           | 122,230     | 115,319 | 6           | 122,230           | 115,319 | 6           |
| Assets (September 30)   | million € | 85,579      | 76,023  | 13          | 85,579            | 76,023  | 13          |
| Investments including acquisitions <sup>3</sup>   | million € | 8,053       | 982     | .           | 9,548             | 2,695   | 254         |
| Equity ratio (September 30)   | %         | 42.8        | 43.9    | (3)         | 42.8              | 43.9    | (3)         |
| Net debt (September 30)   | million € | 18,026      | 12,268  | 47          | 18,026            | 12,268  | 47          |
| Cash flows from operating activities  | million € | 2,930       | 3,795   | (23)        | 6,385             | 7,597   | (16)        |
| Free cash flow  | million € | 1,951       | 2,831   | (31)        | 3,957             | 4,991   | (21)        |

<sup>1</sup> Restated figures; for more information, see Significant Events on page 3 of the quarterly statement at: [basf.com/quarterlystatement](http://basf.com/quarterlystatement)

<sup>2</sup> Amortization of intangible assets and depreciation of property, plant and equipment (including impairments and reversals of impairments)

<sup>3</sup> Additions to intangible assets and property, plant and equipment

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## Segments

### 3rd Quarter (million €)

|                                  | Sales         |               |             | Income from operations before depreciation and amortization (EBITDA) |              |             | Income from operations (EBIT) before special items |              |             | Income from operations (EBIT) |              |             |
|----------------------------------|---------------|---------------|-------------|--|--------------|-------------|--|--------------|-------------|-------------------------------|--------------|-------------|
|                                  | 2018          | 2017          | Change in % | 2018   | 2017         | Change in % | 2018   | 2017         | Change in % | 2018                          | 2017         | Change in % |
| Chemicals                        | 4,309         | 4,023         | 7           | 1,112  | 1,430        | (22)        | 851  | 1,102        | (23)        | 846                           | 1,089        | (22)        |
| Performance Products             | 3,989         | 3,983         | 0           | 563  | 788          | (29)        | 360  | 385          | (6)         | 348                           | 567          | (39)        |
| Functional Materials & Solutions | 5,238         | 4,975         | 5           | 506  | 527          | (4)         | 347  | 397          | (13)        | 337                           | 357          | (6)         |
| Agricultural Solutions           | 1,243         | 987           | 26          | 79   | 85           | (7)         | (5)  | 21           | .           | (39)                          | 20           | .           |
| Other                            | 827           | 548           | 51          | (70)   | (175)        | 60          | (83)   | (203)        | 59          | (97)                          | (209)        | 54          |
| <b>BASF Group</b>                | <b>15,606</b> | <b>14,516</b> | <b>8</b>    | <b>2,190</b>   | <b>2,655</b> | <b>(18)</b> | <b>1,470</b>                                       | <b>1,702</b> | <b>(14)</b> | <b>1,395</b>                  | <b>1,824</b> | <b>(24)</b> |

### January – September (million €)

|                                  | Sales         |               |             | Income from operations before depreciation and amortization (EBITDA) |              |             | Income from operations (EBIT) before special items |              |             | Income from operations (EBIT) |              |             |
|----------------------------------|---------------|---------------|-------------|--|--------------|-------------|--|--------------|-------------|-------------------------------|--------------|-------------|
|                                  | 2018          | 2017          | Change in % | 2018   | 2017         | Change in % | 2018   | 2017         | Change in % | 2018                          | 2017         | Change in % |
| Chemicals                        | 12,727        | 12,173        | 5           | 3,828  | 4,054        | (6)         | 3,059  | 3,180        | (4)         | 3,036                         | 3,182        | (5)         |
| Performance Products             | 11,929        | 12,385        | (4)         | 1,871  | 2,111        | (11)        | 1,239  | 1,305        | (5)         | 1,232                         | 1,429        | (14)        |
| Functional Materials & Solutions | 15,917        | 15,434        | 3           | 1,492  | 1,799        | (17)        | 1,018  | 1,350        | (25)        | 988                           | 1,305        | (24)        |
| Agricultural Solutions           | 4,472         | 4,368         | 2           | 881  | 1,016        | (13)        | 696  | 826          | (16)        | 637                           | 821          | (22)        |
| Other                            | 2,044         | 1,632         | 25          | (242)  | (481)        | 50          | (289)  | (541)        | 47          | (329)                         | (571)        | 42          |
| <b>BASF Group</b>                | <b>47,089</b> | <b>45,992</b> | <b>2</b>    | <b>7,830</b>   | <b>8,499</b> | <b>(8)</b>  | <b>5,723</b>                                       | <b>6,120</b> | <b>(6)</b>  | <b>5,564</b>                  | <b>6,166</b> | <b>(10)</b> |

## Regions

### Regions (million €)

|                                    | Sales Location of company |               |             | Sales Location of customer |               |             | Income from operations Location of company |              |             |
|------------------------------------|---------------------------|---------------|-------------|----------------------------|---------------|-------------|--|--------------|-------------|
|                                    | 2018                      | 2017          | Change in % | 2018                       | 2017          | Change in % | 2018                                       | 2017         | Change in % |
| <b>3rd quarter</b>                 |                           |               |             |                            |               |             |  |              |             |
| Europe                             | 6,872                     | 6,651         | 3           | 6,335                      | 6,244         | 1           | 659  | 984          | (33)        |
| of which Germany                   | 4,421                     | 4,560         | (3)         | 1,819                      | 1,764         | 3           | 226  | 273          | (17)        |
| North America                      | 4,220                     | 3,466         | 22          | 4,089                      | 3,361         | 22          | 171  | 159          | 8           |
| Asia Pacific                       | 3,440                     | 3,389         | 2           | 3,621                      | 3,540         | 2           | 481  | 636          | (24)        |
| South America, Africa, Middle East | 1,074                     | 1,010         | 6           | 1,561                      | 1,371         | 14          | 84   | 45           | 87          |
| <b>BASF Group</b>                  | <b>15,606</b>             | <b>14,516</b> | <b>8</b>    | <b>15,606</b>              | <b>14,516</b> | <b>8</b>    | <b>1,395</b>                               | <b>1,824</b> | <b>(24)</b> |
| <b>January–September</b>           |                           |               |             |                            |               |             |  |              |             |
| Europe                             | 21,944                    | 21,447        | 2           | 20,452                     | 20,304        | 1           | 3,205                                      | 3,613        | (11)        |
| of which Germany                   | 14,051                    | 14,222        | (1)         | 5,519                      | 5,498         | 0           | 1,369                                      | 1,708        | (20)        |
| North America                      | 12,262                    | 12,098        | 1           | 11,879                     | 11,652        | 2           | 754  | 1,009        | (25)        |
| Asia Pacific                       | 10,437                    | 10,042        | 4           | 10,981                     | 10,583        | 4           | 1,592                                      | 1,630        | (2)         |
| South America, Africa, Middle East | 2,446                     | 2,405         | 2           | 3,777                      | 3,453         | 9           | 13   | (86)         | .           |
| <b>BASF Group</b>                  | <b>47,089</b>             | <b>45,992</b> | <b>2</b>    | <b>47,089</b>              | <b>45,992</b> | <b>2</b>    | <b>5,564</b>                               | <b>6,166</b> | <b>(10)</b> |